



Lancer Container Lines Ltd.

Press Release- February 13, 2019

LANCER CONTAINER LINES LIMITED
Belapur, Navi Mumbai.

LANCER CONTAINER LINES POSTS STRONG SET OF RESULTS IN Q3FY19

9M Revenues stood at Rs.130 crores, up 60% YoY

9M EBIDTA Rs.17.05 crores, up 60% YoY

9M PAT Rs.7.65 crores, up 64% YoY

3M ending Dec.2018

3MFY19 Revenue and EBIDTA momentum remains strong

EBIDTA margin stood at 15 %

3MFY19 PAT stood at Rs.3.49 crores, up 2.5 times YoY

Lancer Container Lines Ltd rapidly growing company catering to the rapid increase in NVOCC sector. Incorporated in 2011, Lancer Container Lines Ltd. is Mumbai based company engaged in providing various logistics services including NVOCC, Shipping and freight forwarding, provision of yards for storage of empty containers, LCL Consolidation, Break-bulk services.

An Initial Public Offering made in April, 2016 was for 15.4 lakh shares at Rs.12 each and listed on 12th April, 2016. Company migrated to main board on 10th May, 2018. The company declared its Q3FY19 financial results for the Year ended 31st March, 2019 on 13th February, 2019. Please find below highlights of the results and recent developments.

Q3 FY19 Results and Key Highlights

- **Q3FY19- Revenue Growth:** Total Revenue for the 3 months Q3 FY19 ending Dec.2018 reported at Rs.50.56 crores, up 81% YoY compared to Rs.27.92 crores reported in corresponding previous quarter. The average realisations during the quarter remained stable and growth was largely volume driven.
- **EBIDTA & PAT:** Q3 FY19 EBIDTA reported Rs.7.59 crores vs EBIDTA of Rs.3.27crores in the previous corresponding quarter, up 232% YoY. The EBIDTA MARGINS stood at 15.02 % compared to 11.23% in Q3 FY18 up by 379bsp. With One-fourth of our loan books remains dollar denominated. But the cost of funds still remains attractive and more than matched by dollar denominated income. **PAT (Profit after Tax):** PAT for 3QFY19 reported Rs.3.49 crores, up 2.5 times YoY vs Rs.1.36 crores reported in previous corresponding quarter.
- **International Networking and Customer base:** Large customer base through established network with international logistic agencies and agreements for NVOCC / container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents. The Company has invested significant resources in technological capabilities and has developed a scalable technology system. Company is rolling out systems known as "EBMS" to keep a track on the process of their Logistic from procurement of order to door delivery of the client.

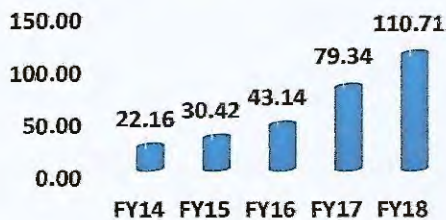


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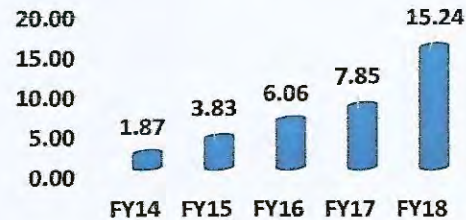
Financial performance (Rs Crores)

Particulars	3QE (3 mths) FY19	3QE (3 mths) FY18	Y-O-Y %	(12 mths) FY18	(12 mths) FY17	Y-O-Y %
Revenue from Operations	50.34	27.92	80%	109.44	77.60	41%
Other income	0.21	0.00	-	1.26	1.75	-28%
Total Revenue	50.56	27.92	81%	110.71	79.34	40%
Operating Expense	40.91	23.14	77%	87.60	63.68	38%
Changes in inventories	0.00	0.00	-	0.00	0.91	-100%
Employee benefit expenses	1.81	1.01	79%	4.43	3.73	19%
Other expenses	0.24	0.50	(52%)	3.44	3.17	8%
EBIDTA	7.59	3.27	232%	15.24	7.85	94%
EBIDTA Margin %	15.02%	11.71%	28%	13.77%	9.89%	-
Interest	0.78	0.58	34%	1.42	1.65	-14%
Depreciation	1.98	1.30	52%	4.56	4.15	10%
PBT	4.84	1.40	346%	9.26	2.05	351%
Tax	1.35	0.04	337%	2.42	0.38	542%
PAT	3.49	1.36	257%	6.84	1.68	308%
PAT Margin %	6.9%	4.87%	42%	6.18%	2.11%	-
EPS (Rs)	3.47	2.17	60%	9.78	2.96	230%
Number of Shares	10047040	6279400				

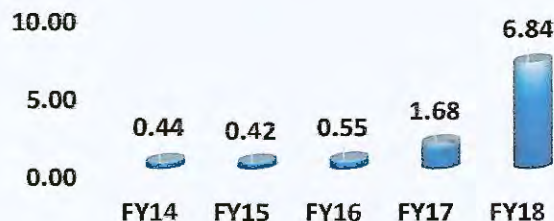
Total Revenue



EBITDA



PAT





Lancer Container Lines Ltd.

MANAGEMENT COMMENTS:

Commenting on the developments, Mr Abdul Khalid Chataiwala, MD said "We are happy to share with you the strong performance delivered by our company for the Q3FY 2018 -19. We offer various logistics services such as NVOCC (Non-Vessel operating common carrier), shipping and freight forwarding, provision of yards for storage of empty containers, LCL Consolidation, Break bulk Services.

We have been continuously adding to our fleet of containers. The current large size enables us to cater to customers with huge container load, thereby increasing scope of services. We have been able to fund these largely through internal accruals, thereby improving revenues while maintaining our balance-sheet quality.

I take this opportunity to thank all our team members and congratulate them for this performance and remain confident that we will continue our growth and performance in times to come. I would also like to thank our shareholders who have reposed huge confidence upon us and remain committed to all our stakeholders in our endeavour to create long-term shareholder value.

For more details please visit: www.lancermarine.in

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Note: Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. Lancer Container Lines Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.