



Lancer Container Lines Ltd.

Date- 13th August, 2024

To,
BSE Ltd.
P.J. Towers
Dalal Street
Mumbai - 400001

Subject: Press Release - Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Ref. Script Code- 539841 - Lancer Container Lines Limited

Dear Sir/Madam,

Please find enclosed press release on Unaudited Financial Results of the Company for the first quarter ended 30th June 2024, approved by the Board of Directors of the Company at its meeting held on Monday, 12th August 2024.

This intimation is also being uploaded on the website of the Company and can be accessed at the web link: <https://www.lancerline.com/investor-relations.php#tp1-7>

Kindly take the same on your records and acknowledge the receipt of the same.

Thanking you,
Yours Faithfully

**On Behalf of Board of Directors
For Lancer Container Lines Limited**

**Miti Tailong
Company Secretary and Compliance Officer**

**Registered Office: Lancer House, Mayuresh Chambers Premises Co-op.Society Ltd, H02,Plot No. - 60, Sec -11, CBD Belapur India 400614 CIN: L74990MH2011 PLC214448 | Website: www.lancerline.com | Email: info@lancerline.com Email: secretarial@lancerline.com | Telephone: +91 22 2756 6940 / 41 / 42 | Fax: +91 22 2756 6939
H.O. : Mumbai. Branch: Nhava Sheva, Mundra, Delhi, Ludhiana, Jaipur, Chennai, Tuticorin, Cochin, Coimbatore, Kolkata, Vizag, Hyderabad, Ahmedabad and Bangalore.**

EARNINGS RELEASE

Q1 FY25

13 August, 2024



“Total Logistics Solution Without Limits”



CIN: L74990MH2011PLC214448.

Corporate Office: Mayuresh Chambers Premises Co-Operative Society Ltd, Unit No.H02-2, H02-3 & H02-4, Plot No.60, Sector-11, CBD Belapur, Navi Mumbai-400614

Q1 FY25 Earnings Update:

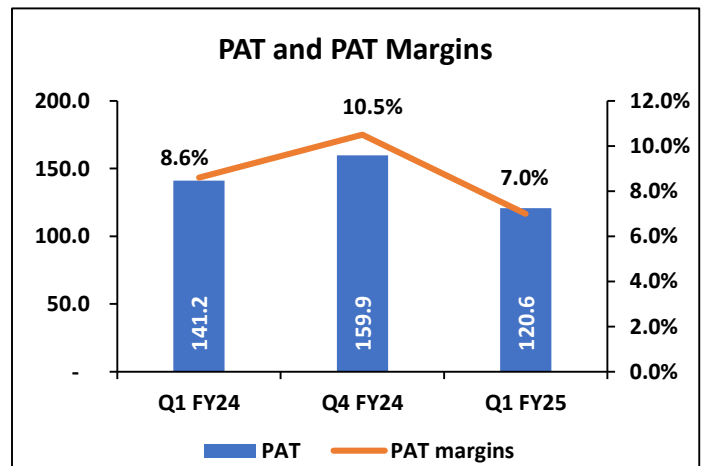
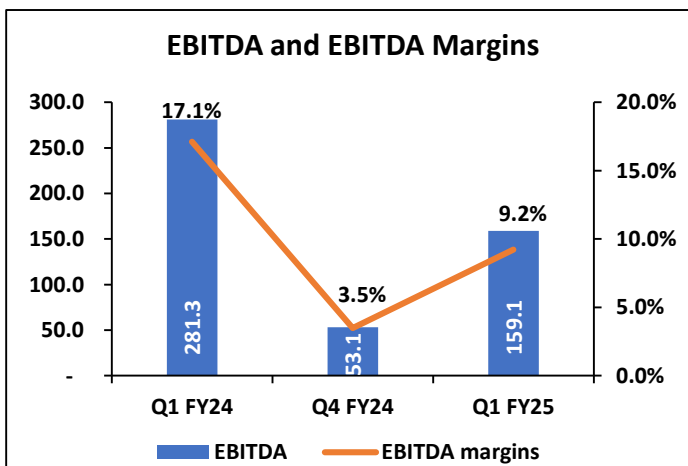
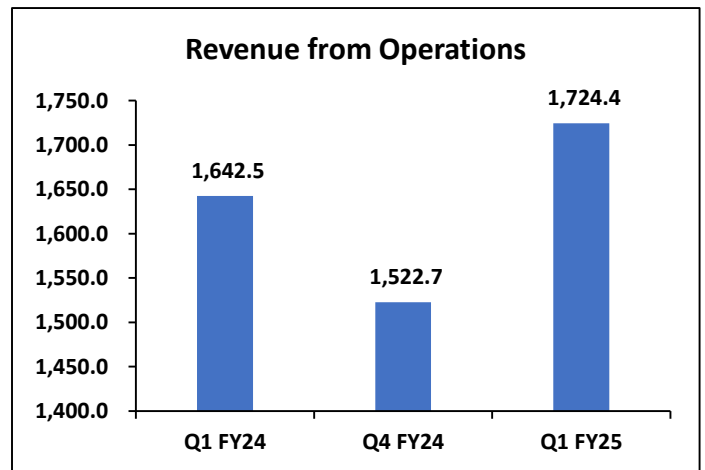
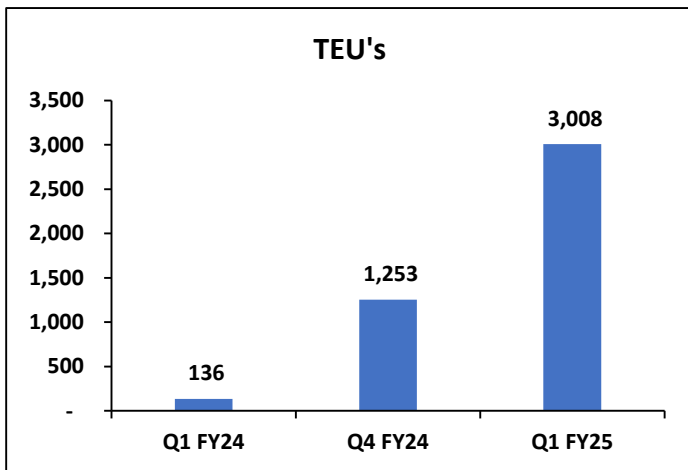
Revenue from Operations stood at a Rs. 1,724.4 Mn for Q1 FY25

EBITDA stood at a Rs. 159.1 Mn for Q1 FY25

PAT stood at a Rs. 120.6 Mn for Q1 FY25

Navi Mumbai, 13th August 2024: Incorporated in 2011 and headquartered in CBD Belapur, Lancer Container Lines Limited (“LCL” or “The Company”) is one of the leading integrated Shipping and Logistics solution providers in India which leads the way by providing customized shipping solutions to a wide range of customers.

Lancer delivers healthy results for Q1FY25.



Consolidated Profit & Loss Statement:

| Particulars (Rs. Mn) | Q1 FY25 | Q1 FY24 | YoY (%) | Q4 FY24 |
|---|----------------|----------------|---------|----------------|
| Revenue from operations | 1,724.4 | 1,642.5 | 5.0% | 1,522.7 |
| Other income | 22.9 | 22.7 | | 28.6 |
| Total revenue | 1,747.3 | 1,665.2 | | 1,551.3 |
| Total expenses excluding depreciation, amortization, and finance cost | 1565.3 | 1361.3 | | 1469.6 |
| EBITDA (In OI) | 159.1 | 281.3 | | 53.1 |
| EBITDA Margin % (in OI) | 9.2% | 17.1% | | 3.5% |
| Depreciation & Amortization | 31.31 | 96.9 | | -113.6 |
| Finance Cost | 15.4 | 38.0 | | 18.8 |
| Share of profit from associates | 0.3 | 0.0 | | 0.0 |
| PBT | 135.65 | 169.1 | | 176.5 |
| Tax Expense | 15.02 | 27.9 | | 16.6 |
| PAT | 120.6 | 141.2 | | 159.9 |
| PAT Margin % | 7.0% | 8.6% | | 10.5% |
| Diluted EPS | 0.51 | 0.66 | | 0.71 |

Management Commentary

Commenting on the performance the management team of Lancer Container Lines Ltd, stated:

We are pleased to announce our financial results for Q1FY25,

- For the first quarter of FY25, Lancer Container Limited reported revenue from operations of Rs. **1,724.4 Mn**, compared to **Rs. 1,642.5 Mn** in Q1FY24, reflecting an increase of **5.0%** for the quarter. This notable performance comes amid a backdrop of rising container shipping rates due to persistent port congestion and a challenging macroeconomic environment coupled with geopolitical tensions.
- Our results underscore our resilience and adaptability in navigating these external pressures while continuing to deliver stable financial performance. The ongoing challenges in the global logistics landscape, particularly the sustained increase in shipping costs, have been effectively managed through strategic measures and operational efficiencies. Despite these headwinds, our focus on optimizing operations and leveraging market opportunities has enabled us to achieve growth and maintain our competitive edge.
- EBITDA stood at **Rs. 159.1 Mn** despite ongoing Red Sea crisis, which has led to significant disruptions in global trade, prompting carriers to reroute shipments via the Cape of Good Hope. As a result, we are witnessing delays in fulfilling orders, container logjams, and increased slot costs.
- PAT stood at **Rs. 120.6 Mn** in in Q1FY25.

Our expanded container fleet now stands at **22,707 TEUs**. This growth highlights our strategic investments in fleet expansion and logistics optimization, demonstrating our ability to meet the increasing demands of global trade. In Q1FY25, we added **3,008 TEUs** to our existing portfolio.

Lancer is set to embark on a bold expansion strategy, targeting a TEU capacity increase to 45,000 by FY26. The ongoing disruptions from the Red Sea situation have had a global ripple effect, leading to widespread supply chain challenges and impacting our customers. Since December 2023, the industry has faced significant disruptions, with vessels being rerouted around the Cape of Good Hope, intensifying global

supply chain issues. This has heightened demand from shipping companies due to increased import and export needs.

Our strategic plan is centred around significant investments in expanding our fleet, enhancing infrastructure, and advancing technology. These initiatives are geared towards leveraging the expected growth in global trade and maritime logistics, positioning us for sustainable, long-term success by FY26.

Our roadmap emphasizes expanding our international footprint through these investments, driven by our customer-focused approach that fosters enduring relationships. This year, we have made notable strides by entering new markets and strengthening our network to remain closely aligned with client needs. Particularly, our expansion into the Mediterranean region reflects our commitment to exploring new opportunities and forging valuable partnerships, with a key focus on the African and Mediterranean market.

Industry reports indicate that India's logistics market is set for substantial growth, expected to reach US\$ 317.26 bn in 2024 and expand to US\$ 484.43 bn by 2029, reflecting a CAGR of 8.8%. This trend highlights the growing significance of logistics in India's economy.

Under the Bharatmala Pariyojana, a plan to develop 35 Multimodal Logistics Parks (MMLPs) with a total investment of approximately Rs. 46,000 crore (US\$ 5.5 bn) is underway. These MMLPs are projected to manage around 700 mn metric tonnes of cargo, with 15 priority locations receiving about Rs. 22,000 crore (US\$ 2.6 bn) in investment.

India aims to improve its logistics performance by advancing its Logistics Performance Index ranking to 25 and reducing logistics costs from 14% to 8% of GDP by 2028, targeting a 40% reduction. This focus is expected to boost trade competitiveness and enhance operational efficiency across the country.

Looking ahead, we are optimistic about our future. With our strategic initiatives, solid financial foundation, and commitment to excellence, we are poised to navigate challenges and seize opportunities. We remain dedicated to sustainable growth and creating value for our shareholders, customers, employees, and communities.

I extend my heartfelt thanks to our shareholders for their trust, our employees for their hard work, and our customers and partners for their loyalty. Together, we will build a resilient, innovative, and sustainable Lancer Container Lines Ltd.

About Lancer Container Lines Limited:

LCL, a group with over 22,000 owned and leased containers, operates through 16 offices in India and a wholly owned subsidiary in Dubai and 2 more JVs in Dubai of Lancia Shipping LLC. It leases an expansive container yard in Panvel, offering seamless rail, road, and ocean access. LCL offers a range of services including NVOCC, empty container yard service, container trading, freight forwarding, break bulk and project cargo, ISO Tank services, less than Container Load consolidation, and portable cabins. We partner with 83+ registered global brands and provides tailored shipping solutions to over 30 countries, catering to 86 ports and 36 ICDs in regions like India Subcontinent, South East Asia, Far Coast, Mediterranean Sea, Red Sea, Black Sea, Asia, Middle East, Africa, CIS Countries, USA, Europe, and Latin America. LCL has secured key registrations in the global logistics domain. It has invested in a state-of-the-art ERP system to efficiently monitor and manage Bill of Landing inventory and cargo and container earnings.

For further information on The Company, please visit: <https://lancerline.com/>

Lancer Container Lines Ltd

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