



Lancer Container Lines Ltd.

Date: 22nd May, 2019

**To,
BSE Ltd.
P.J. Towers, Dalal Street,
Mumbai -400 001**

Sub.: Submission of Press Release on Audited Results for Q4 and year ended March 31, 2019.

Ref: Script Code- 539841 - Lancer Container Lines Limited

Dear Sir/ Madam,

In continuation of our letter dated 20th May, 2019 conveying outcome of Board Meeting, kindly find attached press release on Audited Results for Q4 and FY ended March 31, 2019.

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

Thanking You.

Yours faithfully,

On Behalf of Board
For Lancer Container Lines Limited



Sumit R. Sharma
Company Secretary & Compliance Officer



Encl: - As above

CIN : L74990MH2011PLC214448

Mayuresh Chambers Premises Co-Op.Society Ltd, Unit No.H02-2, H02-3 & H02-4,Plot No.60, Sector-11,
CBD Belapur, Navi Mumbai - 400614 Tel. : +91 22 2756 6940/41/42 Web.: www.lancermarine.in

H.O. : Mumbai **Branch :** • Delhi • Ludhiana • Jaipur • Ahmedabad • Mundra • Visakhapatnam • Tuticorin • Chennai • Kolkata

LANCER CONTAINER LINES LIMITED
CBD Belapur, Navi Mumbai.

Lancer Container Lines Post Strong Revenue Growth

FY2018-19 results for 12 months ending March, 2019.

- Revenues at Rs.197.96 crores, up 80% YoY, on higher volumes
- EBIDTA at Rs.21.1 crores was up 38.2% YoY despite higher operating expenses
- Other Income was lower in FY19 at Rs.0.55 crores vs Rs.1.26 crores in FY18. Depreciation up at Rs.7 crores in FY19 vs Rs.4.6 crores in previous year. Despite this, PAT at Rs.8.2 crores, was up 20.3% YoY

Q4FY19 ending March.2019

- Revenues at Rs.67 crores up 141% YoY
- Finance cost and Employee expense remain stable.

Lancer Container Lines Ltd incorporated in 2011, is a Mumbai based company with a strong asset base of self-owned containers. Our business operations include providing Containers and logistics support, Shipping and freight forwarding, provision of yards for storage of empty containers, LCL Consolidation, Break-bulk services, Flexi Tanks, Air Freight.

Two years post initial listing on the BSE SME platform, in May 2018 the company migrated to BSE main board. The company declared its Q4FY19 and FY2018-19 annual results on 20th May, 2019. Please find below highlights of the results and recent developments.

Q4 FY19 & FY19 RESULTS AND KEY HIGHLIGHTS

- **Revenue : Strong growth for both Q4 & FY19.** For the 3 months Q4 FY19 ending March.2019 total Revenues at Rs.67.8 crores, were up 141% YoY compared to Rs.28.1 crores in the corresponding previous quarter. For FY19 Revenues at Rs.198 crores, were up 80% YoY compared to Rs.109 crores in FY18. The strong growth was mainly driven by higher volumes, new products, new locations, additional investment in capacity.
- **Increased in Container volumes :** We currently own 8500 containers compared to 6944 containers in FY18. 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.
- **EBIDTA in Q4FY19** at Rs. 4.01 crores is marginally lower YoY vs Rs.4.59 crores in the previous corresponding quarter. EBIDTA Margins at 5.9 % were impacted by additional number of new business initiatives started in the 4QFY19 and expenses for shifting to new premises as well.

- **PAT (Profit after Tax):** The Q4 profits were muted mostly due to the initial funding of new initiatives and setting up offices across India. In addition to this, higher depreciation and interest costs also impacted PAT. For the full year, FY19 the PAT at Rs.8.25 crores, was up 20.3% YoY higher.

Management Comments :

Commenting on the developments, Mr Abdul Khalid Chataiwala, Managing Director said "We are happy to share with you the strong performance delivered by our company for FY19 and Q4FY19. During the quarter, we undertook major initiatives expansion.

- a) We opened new branches at Hyderabad and Mangalore,
- b) Added new product lines i.e. liquid cargo (Flexi Bags) and Air cargo freight forwarding.
- c) Company also explored new sectors like Vietnam.
- d) Added additional capacity of 300 containers

These initiatives are expected to boost revenue in the coming quarters. Some of these initiatives have resulted in higher cost in Q4 FY 19, but enable us to explore and increase business opportunity. Hence, while performance for the quarter has been muted on the profit front, we remain confident of good growth and reap benefits in coming quarters.

Lancer offers its services through its own owned containers, now standing at approximately 8500 as of 31st March, 2019. Our size enables us to cater to customers with big loads and hence enjoy better margins and customer retention. We have 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.

The year was a landmark one in the history of the Company, with Lancer Containers Lines Ltd migrating to the Main Board in May, 2018. Keeping in mind the fast growth and increased business, our company was able to acquire and move into a spacious 9,270 sq. ft. office in CBD Belapur, very close to the CBD Belapur Railway station.

I would like to place on record my sincere gratitude to all stakeholders for their support. I would also like to take this opportunity to thank all our employees for their contribution in the continued success of Lancer Container Lines Limited".

FINANCIAL HIGHLIGHTS				(Rs.Crores)		
Particulars	4Q (3 mths) FY19	4Q (3 mths) FY18	Y-O-Y %	(12 mths) FY19	(12 mths) FY18	Y-O-Y %
Revenue from Operations	67.73	28.14	141%	197.41	109.44	80.4%
Other income	0.11	1.37	-92%	0.55	1.26	-56.3%
Total Revenue	67.84	29.51	130%	197.96	110.71	78.8%
Operating Expense	60.08	22.67	165%	165.62	87.60	89.1%
Changes in inventories	0.00	0.00		0.00	0.00	
Employee benefit expenses	2.01	1.26	60%	6.67	4.43	51.2%
Other expenses	1.74	0.99	76%	4.59	3.44	33.6%
EBIDTA	4.01	4.59	-13%	21.08	15.24	38.3%
EBIDTA Margin %	5.9%	15.6%		10.65%	13.77%	
Interest	0.76	0.32	138%	2.38	1.42	67.0%
Depreciation	2.13	1.20	78%	6.99	4.56	53.3%
PBT	1.12	3.07	-64%	11.7	9.26	26.2%
Tax	0.55	0.88	-38%	3.47	2.42	44.0%
PAT	0.61	2.19	-73%	8.25	6.84	20.3%
PAT Margin %	0.90%	7.43%		4.15%	6.18%	
EPS (Rs)	0.61	2.2	-72%	8.22	9.78	-16.0%

For more details please visit: www.lancermarine.in

For any Investor Relations query, please contact:

Sumit Sharma, Company Secretary,

Email: secretarial@lancermarine.in

Contact: 022 2756 6940/41/42

Shahina Mukadam, Investor Relations: shahina@valuewiseir.com

Contact : 022- 61946765 / 773 / 9769726689 (m)

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.