



Lancer Container Lines Ltd.

Date: 11th November, 2019

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

Sub.: Submission of Press Release on Un-audited Financial Results for Q2 and half year ended September 30, 2019.

Ref: Script Code- 539841 - Lancer Container Lines Limited.

Dear Sir/ Madam,

In continuation of our letter dated 7th November, 2019 conveying outcome of Board Meeting, kindly find attached press release on Un-audited Financial Results for Q2 and half year ended September 30, 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

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Lancer Container Lines Ltd.

Press Release- 11th November, 2019

LANCER CONTAINER LINES LIMITED
Belapur, Navi Mumbai.

Lancer Container Lines Ltd provides logistic services including shipping, freight forwarding, provision of yards for storage of empty containers, inland transport services. The company deploys its own containers, approx. 8,500 container are self-owned. The company reported 2nd Quarter FY2019-20 financial results on 7th November, 2019, please find below the result highlights:

HIGHLIGHTS 2QFY20 RESULTS :

- **Revenue Growth:** Strong 2QFY20 Revenue growth of 48% YoY and EBIDTA up 12% YoY. EBIDTA margin at 9.2% is 289 bsp lower on YoY basis. The dip in EBIDTA margin on YoY basis was due to an increase in Other Expenses during the quarter, which is likely to be normalised going forward.
- **PBT (Profit Before Tax):** For the 2QFY20 PBT reported at Rs. 3.3 crores, lower 5% lower YoY. Profits were impacted on YoY basis due to the impact of higher Interest and Depreciation as well as higher expenses. During the 4QFY19, the company had incurred high investment in Containers as well as the corporate office purchase (15000 sq. feet) in Belapur.
- **PAT (Profit after Tax)** for 2QFY20 at Rs. 1.7 Crores is 30% lower YoY. This is mainly due to higher taxes pertaining to previous period.
- In the previous year ended 12 months 31st March, FY19, Lancer reported Revenues of Rs.198 crs with EBITDA Rs.20.5 crores and PAT of Rs.8.2 crores.
- **New Business lines Introduced during the 2QFY20 :**
 - CIS Region was added, to enable trouble free shipments from Russia to Far east, West Ukraine and cover Central Asian markets
 - WCL (Worldwide Shipping Logistics) network added to enable agency services between India and South America through the WCL network.
 - The Company continues to expand its network with international logistic agencies and agreements for NVOCC / container handling operations now covering Gulf, Upper Gulf, Far East, Indian sub continents and CIS.
- 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 Logistic from procurement of order to door delivery of the client.
- Lancer migrated to the main Board (BSE) on 10th May, 2018. The current price is Rs.38 (ex-bonus issue of 3:5 in Nov.2017) against its IPO price of Rs.12 in April 2016.

Figures have been rounded off

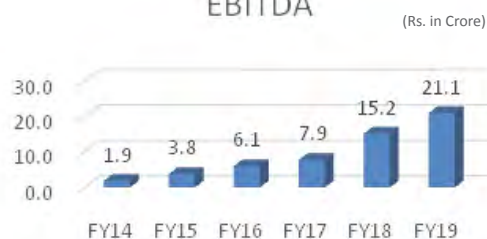
Financial performance (Rs in Crores)

Particulars	3Mths 2QFY20	3Mths 2QFY19	Y-O-Y %	(12 mths) FY19	(12 mths) FY18	Y-O-Y %
Revenue from Operations	64.69	43.81	47.7%	197.4	109.44	80.4%
Operating Expense	54.23	35.92	51.0%	165.62	87.6	89.1%
Employee Expenses	2.51	1.51	66.2%	6.68	4.43	50.8%
Other expenses	2.01	1.09	84.4%	4.6	3.44	33.7%
EBIDTA	5.94	5.29	12.3%	20.5	13.97	46.7%
EBIDTA Margin %	9.18%	12.07%		10.39%	12.76%	
Other income	0.14	0.17	-17.6%	0.55	1.26	-56.3%
Depreciation	2.05	1.56	31.4%	6.99	4.56	53.3%
PBIT	4.03	3.9	3.3%	14.06	10.67	31.8%
Interest	0.78	0.49	59.2%	2.38	1.42	67.6%
PBT	3.25	3.41	-4.7%	11.68	9.25	26.3%
Tax	1.51	0.94	60.6%	3.47	2.42	43.4%
PAT	1.74	2.47	-29.6%	8.21	6.83	20.2%
PAT Margin %	2.7%	5.6%		4.2%	6.2%	
EPS (Rs) # fully diluted	1.73	2.46		8.17	6.80	
Number of Shares	10047040	10047040		10047040	10047040	

Total Revenue



EBITDA



MANAGEMENT COMMENTS:

Commenting on the developments, Mr Abdul Khalid Chataiwala, Chairman & Managing Director said

“ We are happy to share with you the strong performance delivered by our company for the 2QFY2019-20. Lancer has grown exponentially since its inception in 2011 and currently owns approximately 8,500 containers. Our size enables us to cater to customers with big loads hence enjoy better margins, customer retention & increased efficiency.

Our new business initiative in end-FY2019 is picking up traction. The new product lines i.e. liquid cargo (Flexi Bags) and Air cargo freight forwarding give us new revenue lines and have potential to contribute to our growth going forward.

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.

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”.



Formore details please visit: www.lancermarine.in

For any Investor Relations query, please contact:
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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.