



# Lancer Container Lines Ltd.

**Date-** 26<sup>th</sup> June, 2024

**To,**  
**The Manager**  
**BSE Limited (BSE)**  
**Department of Corporate Services**  
**P.J. Towers**  
**Dalal Street**  
**Mumbai – 400001**

**Subject:** Presentation under Regulation 30 of SEBI (LODR) Regulation 2015.

**Ref. Script Code-** 539841 – Lancer Container Lines Limited

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Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investors Presentation for the financial year ended March 31, 2024.

The presentation is also being made available on the website of the Company at [www.lancerline.com](http://www.lancerline.com).

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**

Place: Navi Mumbai

**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](http://www.lancerline.com)  
**Email:** [info@lancerline.com](mailto:info@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.

**EXTENDING**  
OUR **FOOTPRINTS** ON THE  
**PATHWAY** TO PROGRESS



**LANCER**  
CONTAINER LINES LTD.



**LANCER CONTAINER LINES LIMITED**

Investor Presentation, June 2024

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## SAFE HARBOUR

# LANCER CONTAINER LINES LIMITED

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. **Lancer Container Lines Ltd (“LCL” or “The Company”)** 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.



# ENABLING WIDE RANGE OF LOGISTICS SOLUTIONS WORLDWIDE



## Vision

To become a premier logistics company providing the total logistics solutions without limits through customer centric approach.



## Mission

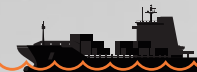
To develop long term relationships with customers by providing seamless logistics services To emerge as a leading logistics provider in Indian Logistics Ecosystem. To create a work environment and promote team spirit within organization.



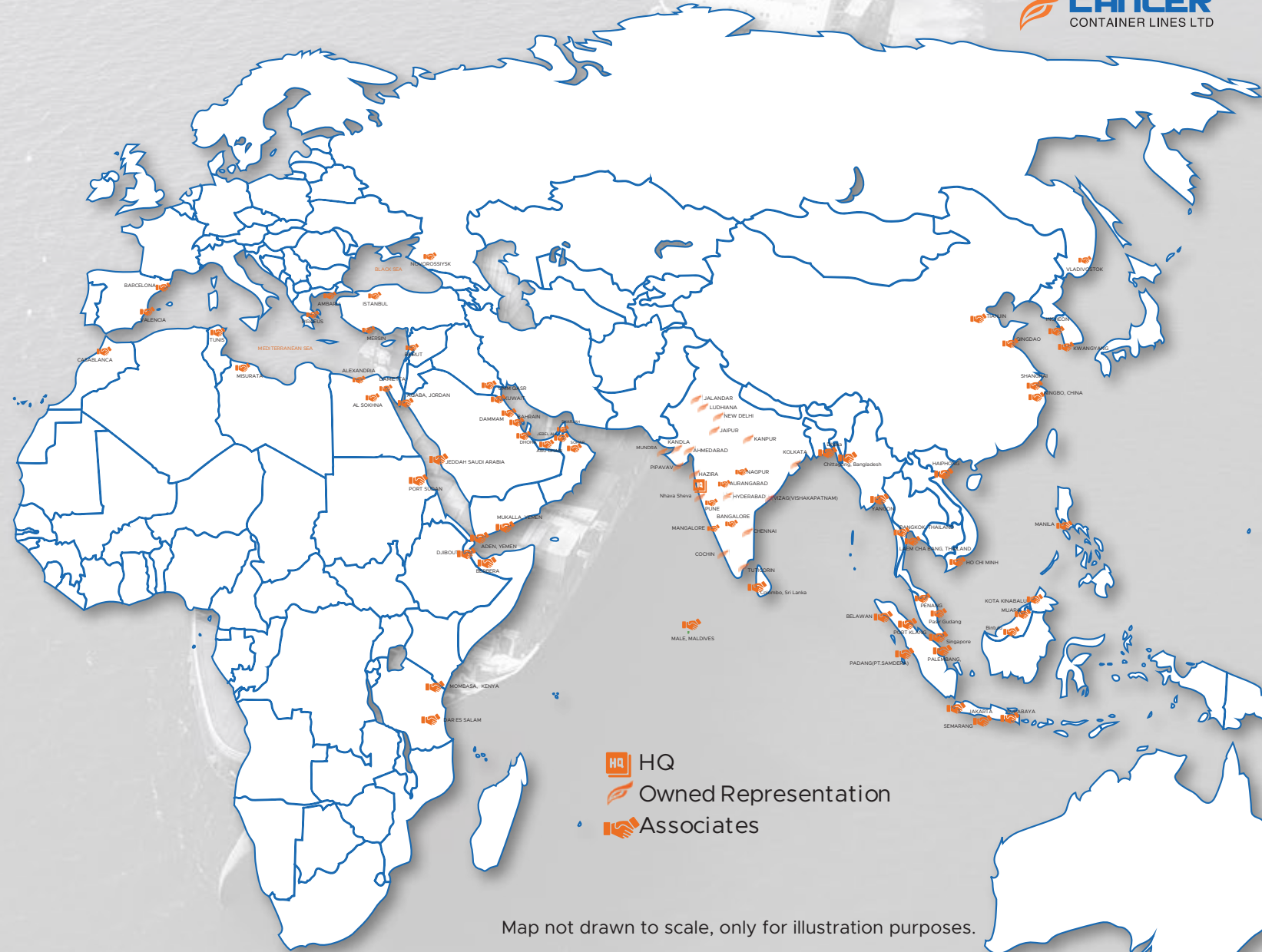
# COMPANY AT A GLANCE

Lancer Container Lines Limited is engaged in providing highly integrated shipping and logistics services in India. The Company is providing services in regions like **Indian Subcontinent, South East Asia, Far Coast, Mediterranean Sea, Red Sea, Black Sea, Asia, Middle East, Africa, CIS Countries, USA, Europe, and Latin America.** The company has secured some of the key registrations in the global logistics domain **AMTOI, FIEO, BIC France, WCA WORLD, GNN.**

- 1 Over **30 Years** of extensive experience in the industry
- 2 Presence in over **30+ countries**
- 3 **83+** Registered Global Partners
- 4 LCL boasts a massive **18,000+** No. of TEUs
- 5 Serving **86** Ports and **36 ICD Locations**
- 6 Completed **84,962** shipments in the FY24 period
- 7 Employee strength of **230+** employees
- 8 **16** branches in India



# GEOGRAPHICAL FOOTPRINTS



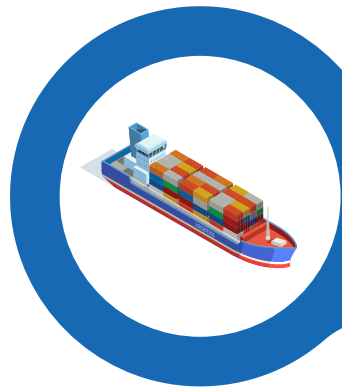
## POINTERS OF WORLD MAP

Dubai, Oman, Singapore, Malaysia, Indonesia, Vietnam, Thailand, China, Korea, Philippines, Myanmar, Bangladesh, Sri Lanka, Abu Dhabi, Bahrain, Qatar, Saudi Arabia, Kuwait, Iraq, Yemen, Djibouti, Egypt, Jordan, Sudan, Kenya, Tanzania, Somali Land.

Map not drawn to scale, only for illustration purposes.



# KEY MILESTONES



## 2011-2014

- LCL was incorporated in 2011
- Commenced with container trading and empty container yard
- Started Liner (NVOCC) services with a fleet of 50 TEUs

- Maiden innings on Indian Capital market, quoted on BSE SME platform
  - Portfolio grown to 3,000 TEUs
- Expanded operations by establishing 8 offices in India
- Headcount grown to 150, catering services to 35 ports

## 2015-2018



## 2019-2020

- Migrated to BSE mainboard on 10th May 2018
- Setup a centralized head quarter in Central Business District, Navi Mumbai
- Diversified business by adding new segments: CIS, Breakbulk & Projects, LATAM, Africa, and Freight Forwarding
  - Further expanded fleets to 8,000 TEUs
- Geographical presence scaled upto 14 offices in India

## 2021-2024



- The board approved bonus in the ratio 2:1 with ex-date September 22nd 2023
  - Enduring growth during a global pandemic
- Fleet portfolio of 18,000 TEUs with mix of owned and leased Containers
- Effective Liner services to 86 ports worldwide and 36 major ICDs in India and adding
- Rendering services globally with major presence: Asia, Middle East, CIS Countries, Europe, Africa, & South America
- The company raised USD 30 Million through Foreign Currency Convertible Bonds (FCCBs) for business expansion purposes.
- Entered into a Memorandum of Understanding (MoU) with African Peace and Security Union to provide shipping logistics services.
- The board approved 1:2 stock split on October 28th, 2022; in order to provide enhanced liquidity in the capital markets
- The board declared dividend of Rs.0.5/share on 24/06/2021
  - Our presence spans in 15 states across India, strategically positioned to cater to our clientele



# LEADERSHIP AT THE HELM



**MR. A. KHALIK  
CHATAIWALA**  
Chairman & Managing Director

- Mr. Chataiwala is an MBA graduate from Adam Smith University of America specialized in Shipping - Logistics Sector.
- Holding a Diploma in Import-Export Management (India), Mr. Chataiwala has 31 years of experience in Logistics, transport and Shipping Industry.
- He is the Founder and the President on the board of Raigad Chamber of Commerce and Industry.



**MR. PRAFUL JAIN**  
Whole Time Director

- Mr. Jain is an MBA graduate with more than a decade of experience with various portfolios covering trade, finance & investments.
- He has worked with organization like ADM (Global Fortune 500), Fort Capital, Reliance Capital of Reliance Group, etc.
- Being an Executive Finance Director, Mr. Jain is responsible for the overall Finance and Investment function and is instrumental in making Strategic decisions for the Company.



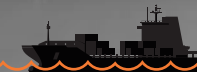
**MR. AMOL  
MOHAN SHIRKE**  
Whole Time Director

- Mr. Shirke has rich experience in Shipping, Logistics & International Trade.
- He has led an expansion of LCL covering regions right from the Middle East to Southeast Asia & the far east including the Indian Market which is a prime source of Revenues for the Company.



**MRS. RANJANA SHINDE**  
Chief Financial Officer

- Mrs. Ranjana Shinde has over 18 years of experience in the logistics industry, with a focus on finance and management.
- Her expertise lies in preparing financial statements and handling tax-related matters for the organization.





# LEADERSHIP AT THE HELM



**MS. AMEETA RAMESH**  
Independent Director

- Ms. Ameeta Ramesh is an experienced HR professional with over 7 years of corporate work experience in many reputed organizations.
- She has hands on experience in various HR activities like Recruitment, Employee Orientation, and Assisting in Training and Development.
- She is currently the Founder Trustee of the New Era Foundation (NGO) and the founder of ABLE: Association of Business Leaders and Entrepreneurs to support entrepreneurs in the country.



**MR. SURESH BABU  
SANKARA**  
Independent Director

- Mr. Suresh Babu Sankara has extensive experience in logistics and international trade, and has been associated with Lancer Container Lines since inception.
- He is also the Executive Director of the Raidgad Chamber of Commerce and Industry. Mr. Suresh is also actively involved in social clubs such as the Rotary Club of Navi Mumbai Bayside, where he was the Past President and helped the team achieve the Platinum Award from the District.



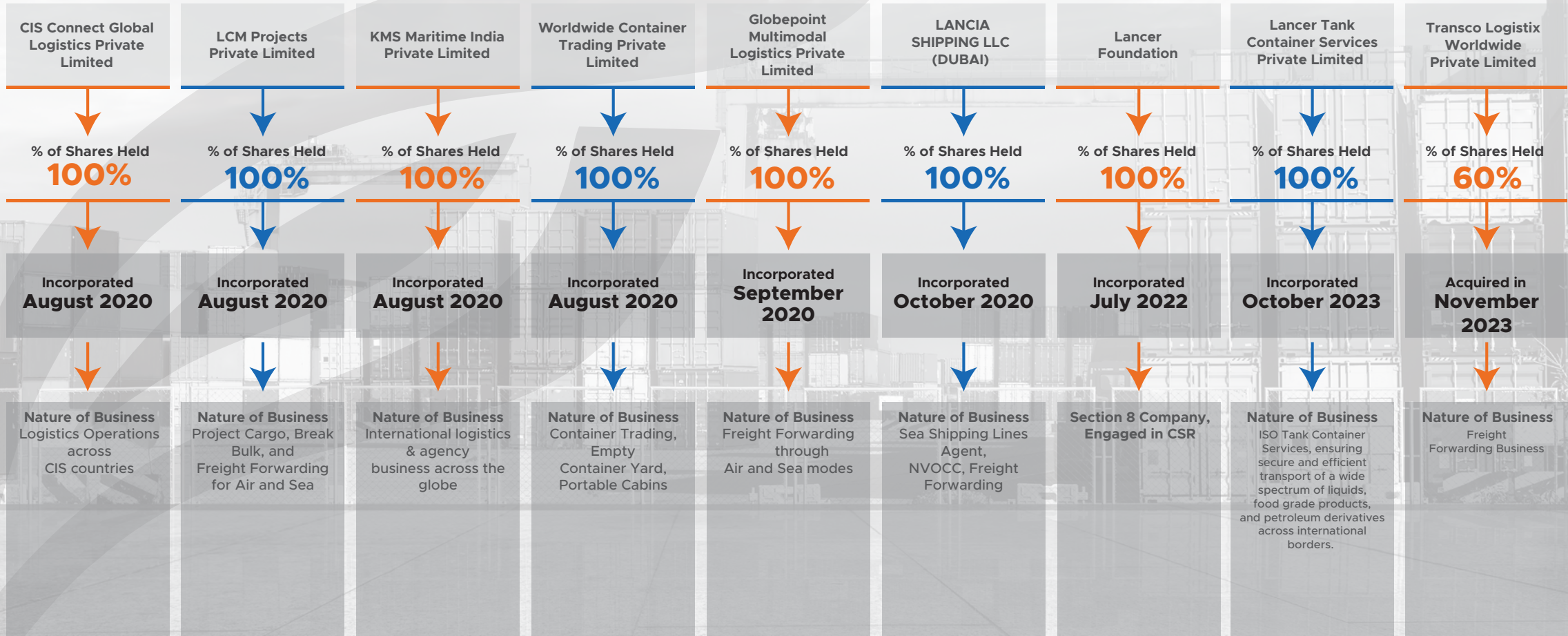
**MR. NARAYANAN  
M. VARIYAM**  
Independent Director

- Mr. Narayanan Moonlanghat Variyam holds a bachelor's degree from the University of Calicut and a post-graduation degree from the University of Rajasthan, Jaipur.
- He has a rich experience in finance, administration, marketing, and foreign trade. In VB Dalal & Co, Mr. Narayan has audited several leading multinational companies like Raymonds, Siddhi Cement, and NRC.



# LCL'S GROUP STRUCTURE

## SUBSIDIARY



# LCL'S GROUP STRUCTURE

## JOINT VENTURE





# OUR SERVICE OFFERINGS

### LINER SERVICES (NVOCC)

- Liner services encompass global operations of Non-Vessel Owning Common Carrier (NVOCC) services across the world.
- Liner Services provides both less than container load (LCL) and full container load (FCL) shipping services to 86 ports worldwide, as well as 36 Inland Container Depots (ICDs) located in India.
- Lancia Shipping L.L.C Dubai is the first international subsidiary of Lancer Container Lines Ltd, offering specialized liner services and to Europe and Mediterranean ports.
- With a fleet size over 15,000+ TEUs, Lancer Container Lines Limited has established itself as India's top liner service provider, catering to over 30 countries.

### CIS COUNTRIES SHIPMENT

- CIS Connect Global logistics delivers cargo over multiple countries to meet the demands of our valued clients.
- Services include Containerization, Breakbulk, Rail Wagons, Ferry Services, etc.
- Major destinations covered are: Turkmenistan, Kazakhstan, Uzbekistan, Armenia, Tajikistan, Mongolia, Kyrgyzstan, Russia, Ukraine, and Azerbaijan.

### PROJECT & FREIGHT FORWARDING

- Business operations are managed under LCM Projects Private Limited
- Services offered include Projects, Break Bulk operations, RORO services, Freight forwarding services- Air & Sea, Less than Container Load (LCL), Full Container Load (FCL), Hazardous Cargo
- The LCM project has HQ in Mumbai and branches in Cochin & Tuticorin and now planning to open in 3 different locations: Chennai, Hyderabad & Ahmedabad.



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### SHIPPING SOLUTION

- KMS Maritime India Private Limited is a prominent provider of international logistics and NVOCC agent services.
- It acts as an intermediary for shipping solutions to several renowned container lines, catering to ports in Europe, the Middle East, the Indian Sub-Continent (ISC), and Southeast Asia.

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### SHIPPING SOLUTIONS TO LATAM AND AFRICA HINTERLAND

- Lancer through its Subsidiary Globepoint Multimodal Logistics provides fast and efficient shipping and logistics solutions with a focus on technology. We specialize in delivering high-quality logistics services for African, LATAM (Latin America) and USA ports.
- Our comprehensive range of services includes ocean freight forwarding, total logistics solutions, project management, inland transport, customs clearance, warehousing, and cargo consolidation. Trust us for reliable and streamlined logistics solutions in the LATAM, African & USA regions.

6

### CONTAINER TRADING

- Managed and operated under Worldwide Container Trading Private Limited
- It sells all kinds of shipping containers & also helps to organize carriage out of Lancer's depot to the final destination
- This subsidiary provides a diverse range of equipment customized to meet the specific needs of customers.



### EMPTY CONTAINER YARD

- Located in Panvel, Navi Mumbai, an empty container yard has covered area of over 20,000 sq. ft
- Having an easy access to rail, road & ocean, lancer's container yard facilitates prompt movement of cargo to the local hinterland and ICDS
- Services provided – Storage of Empty Container, Handling Containers, General Container Maintenance, Refurbishment and Repairs, Container Cleaning, Decontamination, Container Modification.

### FREIGHT FORWARDING (AIR & SEA)

- We offer comprehensive end-to-end services, from guidance on documentation to loading, dispatching, and delivery of shipments. Our services are flexible and cater to both FCL and LCL shipments with professionalism.
- Our freight forwarding division ensures timely and cost-effective delivery of projects of all sizes.
- With our extensive shipping network and strong industry expertise, we provide competitive pricing and committed timelines for international ocean and air shipments. Whether it's import or export, we specialize in a full range of worldwide shipping services

### PORTABLE CABINS

- The Portable Cabin Division is managed and operated under Worldwide Container Trading Pvt Ltd.
- Lancer Provides Portable Cabins that are useful in different and unique ways also modifying them as per customer's requirements.



# KEY BUSINESS STRENGTHS

1. A strong network of partnerships and relationships with agencies and customers

2. A diverse range of container types and sizes to accommodate different cargo needs

3. State-of-the-art ERP system for monitoring & managing Bill of Lading, and tracking cargo & container earnings on regionally and sector specific basis

4. Excellent efficiency and productivity

5. A reputation for reliability, safety, and timely delivery of cargo

6. Excellent customer service

7. Business model backed by multiple growth drivers

8. Highly skilled taskforce with expertise in logistics, transportation, and international supply chain management





# KEY CLIENTELE



# INDUSTRY OVERVIEW



# INDUSTRY OVERVIEW

The Indian shipping logistics industry is one of the most important sectors for the country's economy, contributing to over 90% of India's international trade volume.

The Indian government has launched several initiatives to boost the shipping logistics industry, including the Sagarmala Program, which aims to develop India's ports and inland waterways and promote coastal shipping.

The LEADS (Logistics Ease Across Different States) initiative is a government-led program that aims to create a single-window online platform to provide end-to-end logistics solutions, including transport, warehousing, and value-added services.

- The LEADS program also includes the development of logistics parks and the improvement of infrastructure to facilitate faster and more efficient movement of goods across states.
- The government is planning to expand the LEADS initiative to cover all 28 states of India, which will further boost the growth of the shipping logistics industry in the country.

The sector is experiencing significant growth, with the Indian government aiming to increase the share of waterways transport in the overall transport mix from 6% to 12% by 2025.

The government has also implemented subsidy schemes to promote Indian shipping companies, including the 12% subsidy on Indian-built and flagged vessels and a subsidy on shipbuilding and ship repair.

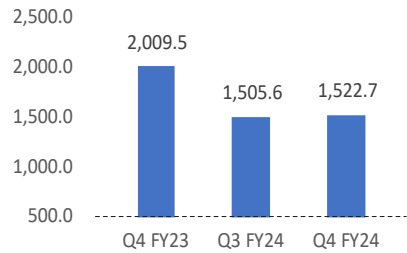




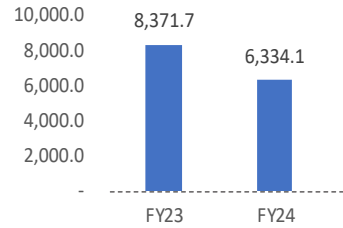
# **FINANCIAL** SYNOPSIS

# FINANCIAL SNAPSHOT

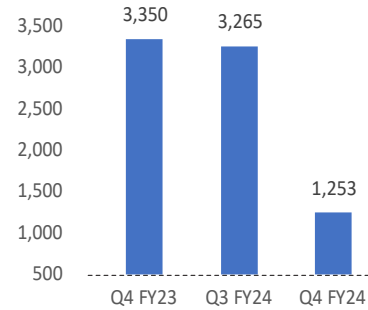
Revenue from Operations



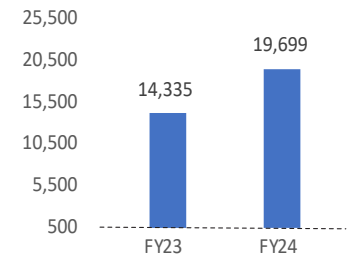
Revenue from Operations



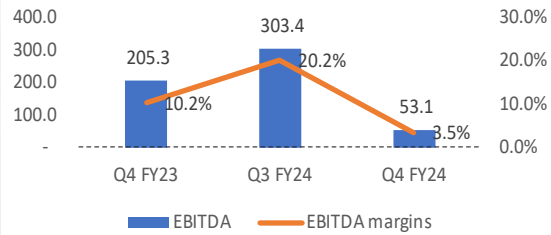
TEU's



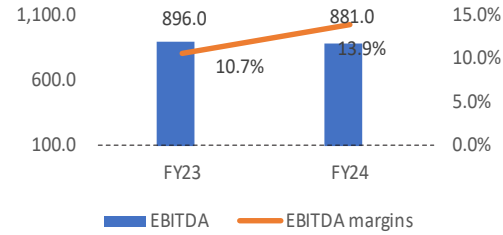
TEU's



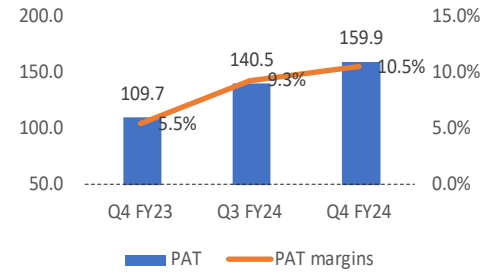
EBITDA and EBITDA Margins



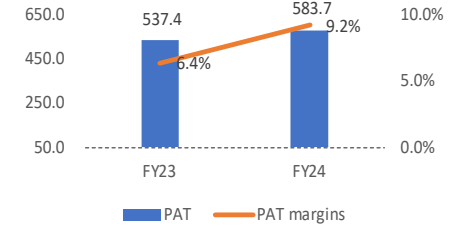
EBITDA and EBITDA Margins



PAT and PAT Margins



PAT and PAT Margins



# FINANCIAL STATEMENT HIGHLIGHTS

## CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q4 FY24	Q4 FY23	Q3 FY24	FY24	FY23	YoY%
Revenue from Operations	1,522.7	2,009.5	1,505.6	6,334.1	8,371.7	(24.3%)
Other Income	28.6	43.2	39.5	134.3	83.8	
<b>Total Revenue</b>	<b>1,551.3</b>	<b>2,052.7</b>	<b>1,545.1</b>	<b>6,468.4</b>	<b>8,455.5</b>	
Total Expenses excluding Depreciation, Amortization & Finance Cost	1,469.6	1,804.1	1,202.1	5,453.1	7,475.7	
<b>EBITDA*</b>	<b>53.1</b>	<b>205.3</b>	<b>303.4</b>	<b>881.0</b>	<b>896.0</b>	<b>(1.7%)</b>
<b>EBITDA Margin (%)</b>	<b>3.5%</b>	<b>10.2%</b>	<b>20.2%</b>	<b>13.9%</b>	<b>10.7%</b>	<b>320 bps</b>
Depreciation & Amortization	(113.6)	53.4	145.7	204.1	167.2	
Finance Cost	18.8	40.2	24.6	114.7	124.5	
<b>PBT</b>	<b>176.5</b>	<b>154.9</b>	<b>172.7</b>	<b>696.5</b>	<b>688.0</b>	
Tax	16.6	45.2	32.1	112.9	150.7	
<b>PAT</b>	<b>159.9</b>	<b>109.7</b>	<b>140.5</b>	<b>583.7</b>	<b>537.4</b>	<b>8.6%</b>
<b>PAT Margin %</b>	<b>10.5%</b>	<b>5.5%</b>	<b>9.3%</b>	<b>9.2%</b>	<b>6.4%</b>	<b>280 bps</b>
Basic EPS	0.72	0.52	0.64	2.65	2.53	

\*EBITDA is calculated excluding Other Income



# FINANCIAL STATEMENT HIGHLIGHTS

## CONSOLIDATED BALANCE SHEET

Particulars (Rs. Mn)	31.03.24	31.03.23	Particulars (Rs. Mn)	31.03.24	31.03.23
<b>Assets</b>			<b>Equity</b>		
<b>Non-Current Assets</b>			Equity Share Capital	1,142.7	307.8
Property, Plant, And Equipment	1,410.5	1,183.6	Other Equity	2,860.4	1,525.3
Right of Use Assets	8.1	128.2	<b>Total Equity</b>	<b>4,003.1</b>	<b>1,833.0</b>
Intangible Assets	2.7	0.8	Non-Current Liabilities		
Capital Work in Progress	0.1	0.0	Borrowings	937.0	2,644.0
Investments	5.1	0.1	Lease Liabilities	2.9	106.9
Other Financial Assets	29.6	17.6	Other Financial Liabilities	0.4	0.8
Other Non-Current Assets	2,535.2	2,475.0	Provisions	0.6	2.1
<b>Total Non-Current Assets</b>	<b>3,991.1</b>	<b>3,805.3</b>	Deferred Tax Liabilities (Net)	13.9	10.2
<b>Current Assets</b>			<b>Total Non-Current Liabilities</b>	<b>954.7</b>	<b>2,764.0</b>
Inventories	27.2	28.3	Current Liabilities		
Investments	64.3	52.0	Borrowings	179.0	40.9
Trade Receivables	1,124.6	939.8	Lease Liability	6.6	36.2
Cash and Cash Equivalents	354.2	409.9	Trade Payables	423.4	531.8
Other Financial Assets	2.0	2.3	Other Current Liability	52.4	58.3
Other Current Assets	55.9	26.5	<b>Total Current Liability</b>	<b>661.4</b>	<b>667.2</b>
<b>Total Current Assets</b>	<b>1,628.1</b>	<b>1,458.8</b>	<b>Total Liabilities</b>	<b>1,616.1</b>	<b>3,431.1</b>
<b>Total Assets</b>	<b>5,619.2</b>	<b>5,264.2</b>	<b>Total Equity &amp; Liabilities</b>	<b>5,619.2</b>	<b>5,264.2</b>



# CHAIRMAN SPEECH



## Dear Shareholders,

“We are delighted to report our financial results for FY24, despite a challenging macro-economic and geopolitical tensions led environment: Our Revenue from operations stood at **Rs. 6,334.1 Mn in FY24**. EBITDA margin showcased a strong uptick reaching to **13.9% and EBITDA stood at Rs. 881 Mn in FY24**, this improvement was driven by enhancing operational efficiencies, the expansion of our own fleets of TEUs, and the broadening of our service offering into new geographic regions, resulting in an improvement of 320 bps. No of Shipments stood at **84,962** during the year slightly lower than last year, owing to increase in lead time due to Red Sea Crises. PAT stood at **Rs. 583.7 Mn in FY24**. PAT margins increased by **280 bps to 9.2% in FY24**.

The company remains steadfast in its commitment to achieve profitable growth which is evident as our investment increased in TEUs, laser sharp focus on expanding into new geographies, while establishing and enhancing stronger foothold in key operating markets, and providing comprehensive one stop logistic solutions.

A notable highlight of FY24 has been the increase in TEU volumes. Our focused efforts on expanding our container fleet and optimizing our service routes have led to a significant rise in the number of containers handled. The TEU volume for FY24 reached 19,699 units, reflecting an increase of 37% over the previous fiscal year. This growth is a testament to our strategic investments in fleet expansion and optimization of logistics operations and also underscores our capability to meet the rising demands of global trade. In Q4 FY24, we added **1,253 TEUs** to our existing portfolio. We are happy to achieve our guidance of having a fleet of **20,000 TEUs**.

Aligned with our growth strategy, Lancer Container is poised to pursue an ambitious expansion plan, aiming to raise the TEU capacity to **45,000 by FY26**. We anticipate that container prices will rise due to the Red Sea crisis and expect significant demand from shipping companies owing to increased exports and imports. Our strategic roadmap entails significant investments in fleet augmentation, infrastructure enhancement, and technological upgrades. By FY26, we aim to position ourselves to leverage the anticipated growth in global trade and maritime logistics, fostering long-term sustainable growth.

Our strategic positioning in Dubai continues to be a cornerstone of our operational strategy. Dubai, with its world-class infrastructure and status as a leading maritime hub, offers unparalleled advantages for our shipping and logistics operations. The strategic location allows us to tap into key global shipping routes and facilitates seamless connectivity with major markets across Asia, Europe, and Africa. This advantage has been instrumental in enhancing our service offerings, reducing transit times, and improving overall customer satisfaction.

LCL has ventured into Mediterranean area, with a keen eye on unlocking lucrative business prospects across Africa and Nigerian region. This bold move signifies the company's commitment to expanding its footprint and tapping into emerging opportunities within the region. By venturing into these dynamic territories, LCL aims to establish fruitful partnerships, foster economic growth, and further solidify its position as a global player in the container industry.

During the year we've expanded our operations through strategic acquisition, by acquiring a majority stake 60% in Transco Logistix Worldwide Private Limited. This move enhances our freight forwarding business significantly, leveraging Transco Logistix's expertise, industry relationships, and operational efficiencies to bolster our competitive edge. This acquisition is in process and is expected to be completed by Q1 FY25 which will be based on regulatory and other approvals.

The Sagarmala Programme, initiated by the Indian government, targets the modernization of India's ports and the development of new infrastructure, emphasizing port-led development and logistics optimization. Exporters hold a positive outlook regarding the program's capacity to enhance trade and lower logistics expenses, projecting a growth of 10-15% in exports by FY25. This anticipated growth underscores confidence in the Sagarmala Programme's efficacy in bolstering India's trade competitiveness and streamlining trade operations.

We anticipate an increase in freight rates due to the significant surge in demand for containers by major shipping companies. This heightened demand has resulted in major suppliers running out of stock, with production lines operating at full capacity to meet the needs. This positions us at an appropriate juncture to capitalize on robust demand.

In the face of the Red Sea crisis, marked by geopolitical tensions and maritime trade disruptions, global shipping entities encountered significant challenges. However, our proactive measures and innovative strategies not only minimized the crisis's effects but also effectively safeguarded our financial performance from these challenges. By diversifying shipping routes to reduce dependence on the Red Sea and mitigate disruptions, we maintained operational effectiveness. With a focus on operational excellence, innovation, and financial prudence, we anticipate sustained growth and prosperity,





# FUTURE STRATEGIES

Lancer Container Lines Ltd aims to expand its TEU capacity to ~45,000 by FY26, yielding healthy revenue and margin growth.

The company intends to steadily grow its container inventory by incorporating 200-300 containers each month, in response to the rising demand from freight forwarders.

The company is expanding its reach by exploring new trade routes and transporting containers to multiple destinations where there is demand for cargo.

In pursuit of becoming a fully integrated service provider, LCL is actively exploring opportunities to purchase a new vessel



# AWARDS & CERTIFICATIONS



Token of appreciation for partnership and invaluable support received in 2<sup>nd</sup> trade meet of Saurashtra CFS Mundra



Citation of appreciation for funding "Ek Prayas" (June, 2018)



Received Certificate of Registration from Ministry of Shipping Government of India



Received Top performer in SME segment awards



Received certificate of appreciation for timely filing GST returns from the government of India- the Ministry of Finance



Received Certificate of Membership as Regular Member of Association of Multimodal Transport Operators of India from AMTOI



Received Citation of appreciation for funding "Ek Prayas" (15 February 2020)



Received Certificate from WCA Inter Global for successful compliance with the conditions of the membership



# CSR ACTIVITIES

## LANCER FOUNDATION"

"Lancer Container is committed to contributing to society and established Lancer Foundation incorporated as a Section 8 company on 06 July 2022. Under the virtuous leadership of Sh. Khalid Chataiwala MD of Lancer Container Lines Limited to provide impetus to various philanthropic initiatives focusing primarily, Health Education, to vulnerable communities' services accessible to all. Our main motive is to enhance the value creation in society and the communities via our various initiatives."



In collaboration with Mumbai-based educational institute: Anjuman-I-Islam, we give financial help to deserving and potential students of their educational institute under "Anjuman I Islam Sahara Sponsorship Project"



We are developing a yearly educational aid scholarship program for underprivileged children through Mesco Trust. Through our help, MESCO trust has been able to increase its educational aid by 33% annually



To provide quality healthcare services at affordable price, we have collaborated with M. H. Saboo Siddique Maternity & General Hospital to provide a financial hand to their work. With Lancer's financial help, the hospital procured the specialized Electromechanical General Surgery OT Table which is Technologically advanced and will help in different surgeries procedures



We, at Lancer, have extended our support to emerging players in the field of sports by providing financial and non-financial support. Mr. Amzeer Shaikh is our first of many sports players chosen under Lancer's sports development program.



# CAPITAL MARKET INFORMATION

## Shareholding Pattern (%) –

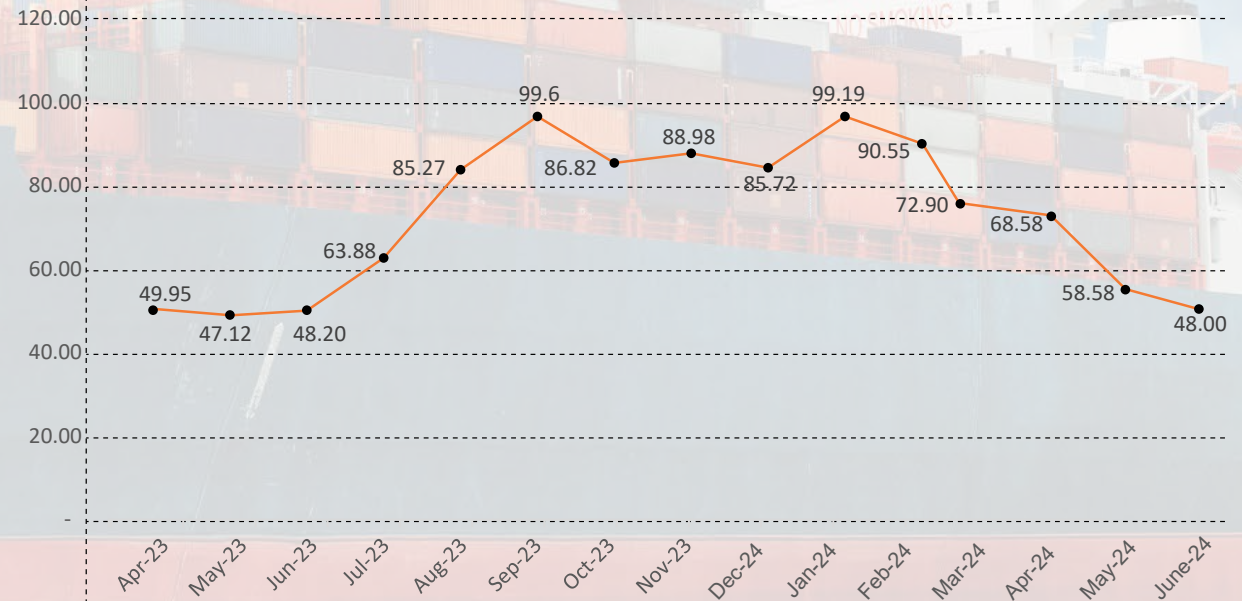
Particulars	No. of shares held	Percentage (%)
(A) Promoter & Promoter Group	9,97,30,724	42.4%
(B) Public	13,54,93,996	57.6%
<b>*Grand Total</b>	<b>23,52,24,720</b>	<b>100%</b>

\*The shareholding pattern consists of FCCB conversion into equity till June 25, 2024

## Market Indicators

No. of Equity shares -	23,52,24,720
Face Value (₹) -	5.00
Market Price (As on 25th June, 2024)	₹. 48.00
52 weeks high / low (₹) -	110.00/40.93
Market Cap (₹ Mn) -	₹ . 11290.7 Mn

## Market Price Performance





# LANCER

CONTAINER LINES LTD

## THANK YOU

For further information on the Company,  
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