



Lancer Container Lines Ltd.

Date: November 12, 2020

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

Subject: Submission of Press Release on Un-Audited Results for Q2 and Half Year ended September 30, 2020.

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


Dear Sir/ Madam,

In continuation of our letter dated November 10, 2020 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q2 and Half Year ended September 30, 2020.

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

Thanking You.
Yours faithfully

For Lancer Container Lines Limited


Saadik Jafar Thange
Company Secretary



CIN : L74990MH2011PLC214448

Mayuresh Chambers Premises Co-Op.Society Ltd, Unit No.H02-2, H02-3 & H02-4, Plot No.60, Sector-11,
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Lancer Container Lines Ltd.

Press Release- 12th November, 2020

LANCER CONTAINER LINES LIMITED

Belapur, Navi Mumbai.

Listed on BSE; BSE Code: 539841

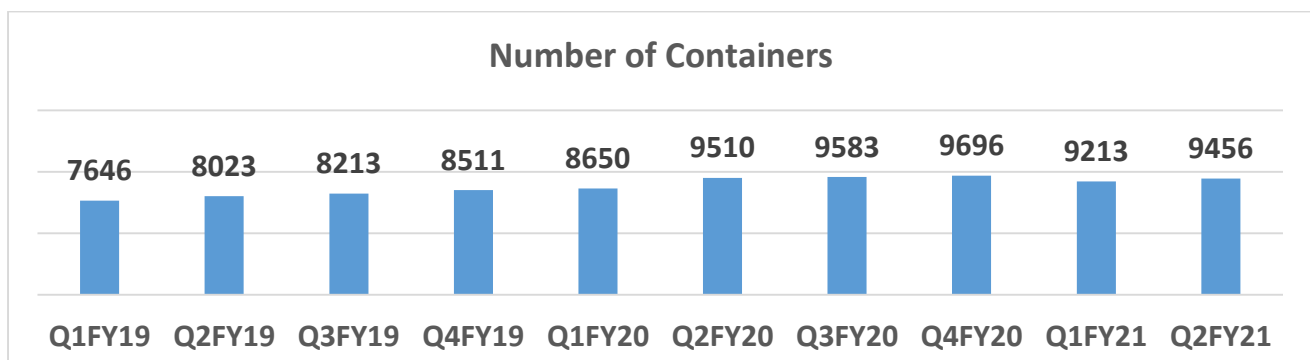
Lancer Container Lines Ltd (CMP 12/11/2020: Rs.54; MCAP: Rs.543 Million) provides logistic services including shipping, freight forwarding, provision of yards for storage of empty containers, inland transport services. The company owns containers and currently has deployed around 9456 containers. Please find below Q2 FY2020-21 highlights of the results declared on 10th November 2020.

Q2 FY21 Result Highlights: Revenues Rebound Up 43.4% QoQ

- ❖ **Revenues at Rs.732 Mn, were up 43.4% QoQ and 13.2% YoY**
- ❖ **Containers deployed were 9456, with 243 containers added during Q1FY21**
- ❖ **PAT at Rs.22.9 Mn, up 31.8% YoY despite 130bsp lower EBIDTA margins**
- ❖ **No Moratorium availed, Balance-sheet strengthened with debt repayment of Rs.59mn in Q2, the Debt/Equity Ratio bought down further to 0.58x**

Q2 FY21 Performance:

- **Revenues** in Q2FY21 at Rs.732 Mn were up 13.2% YoY and 43.4% QoQ reflecting the strong demand returning for containers. Average realisations remained stable with a positive bias during the quarter, which coupled with additional 243 container volumes supported a strong growth. The quarter saw global trade and movement of cargo increasing, especially exports from India. The containers as on 30thSept. 2020 were 9456, with almost 95% of these self-owned.
- **EBIDTA & PAT in Q2Y21.** The EBIDTA margins were 130bsp lower at 7.9% vs 9.2% in the previous corresponding period, the impact mainly due to compensation/payments to international agents on account of COVID related mobility delays. This was somewhat compensated by cost efficiencies by pruning non-essential staff and detailed revamp of overheads across branches. PAT was boosted by lower Interest and depreciation.

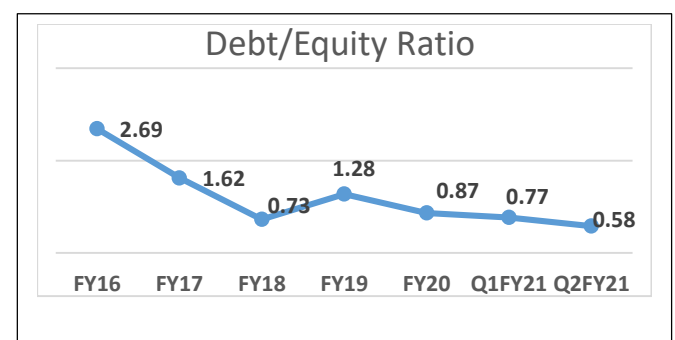
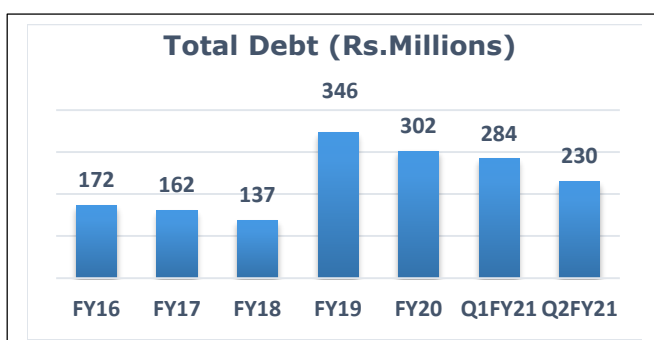
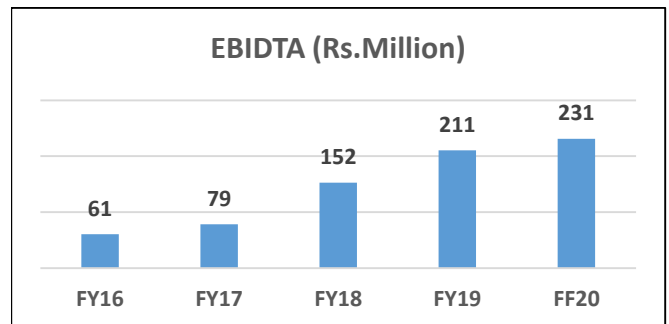
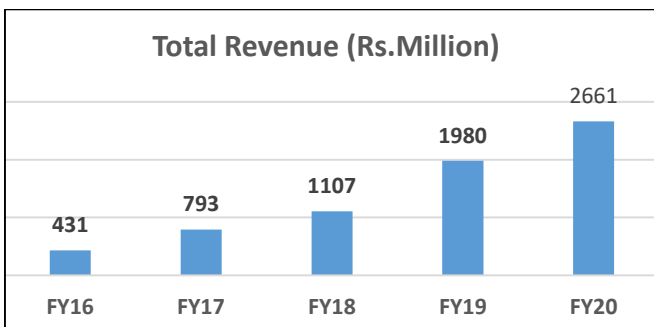




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Financial Highlights (Rs. in Millions)

Particulars	3Mths Q2FY21	3Mths Q2FY20	Y-O-Y %	3Mths Q1FY21	Q-O-Q %	12 Mths FY20	12 Mths FY19	Y-O-Y %
Revenue	732.4	646.9	13.2%	510.7	43.4%	2652.6	1974.0	34.4%
Operating Exp.	646.6	542.3	19.2%	426.7	51.5%	2273.1	1656.2	37.2%
Employee Cost	21.3	25.1	-15.0%	19.4	10.2%	98.5	66.8	47.5%
Other expenses	6.8	20.1	-66.4%	9.1	-25.9%	57.8	46.0	25.5%
EBIDTA	57.7	59.4	-2.9%	55.5	3.9%	223.2	205.0	8.9%
EBIDTA Mar %	7.9%	9.2%		10.9%		8.4%	10.4%	
Other income	1.4	1.4	-1.4%	3.0	-54.6%	8.0	5.5	45.5%
Depreciation	20.8	20.5	1.6%	21.2	-1.9%	92.3	69.9	32.0%
PBIT	38.2	40.3	-5.2%	37.3	2.4%	138.9	140.6	-1.1%
Interest	7.1	7.8	-9.5%	7.6	-7.1%	30.4	23.8	27.6%
PBT	31.2	32.5	-4.1%	29.7	4.8%	108.5	116.8	-7.0%
Tax	8.2	15.1	-45.6%	7.8	4.8%	28.4	34.7	-18.2%
PAT	22.9	17.4	31.8%	21.9	4.8%	80.1	82.1	-2.5%
PAT Margin %	3.1%	2.7%		4.3%		3.0%	4.2%	
EPS (Rs) #	2.3	1.7		2.2		8.0	8.21	
Shares (Number Mn)	10.0	10.0		10.0		10.0	10.0	





Lancer Container Lines Ltd.

Management Comments:

Commenting on the developments, Mr. Abdul Khalik Chataiwala, Chairman & Managing Director said, “We are pleased to share with you a robust quarter performance by our company. Demand for our containers was high and we were well positioned to capitalize this and able to get higher average realizations during the quarter due to container shortage.

During the quarter, we have been able to add containers in a mix of lease and self-owned boxes. This strategy has enabled us to improve revenues while keeping our capital outflow low. During this time, we especially focused on efficient cash flow management. We were able meet all obligations in time without taking moratorium while further bringing down our overall borrowings. Our Balance-sheet remains strong and we have sufficient liquidity to meet our business requirements.

In FY19 & FY20 we made significant investment in our office infrastructure and operational resources designed to expand our business. During the current year, we are consolidating our investments and have taken a key decision to move to a light model and adding to container deployment with a mix of outright purchase and lease. We currently deploy 9400+ containers, 95% of which are owned by us.

I am excited about what we will achieve together and look forward to your continued support. We assure you of our commitment to continue working towards maximising shareholder wealth. I would like to take this opportunity, on behalf of the Board of Directors, to thank all of you for your continuing support”.

For more details, please visit: www.lancermarine.in

For any Investor Relations query, please contact:

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