



# Lancer Container Lines Ltd.

Date: 24<sup>th</sup> February, 2020

To,  
BSE Limited  
Corporate Relations Dept,  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai- 400 001

Subject: Analyst / Investor Meet.

Ref: Lancer Container Lines Limited (Scrip Code -539841)

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Dear Sir/Madam,

Pursuant to the provision of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 read with corresponding circulars and notifications issued thereunder we wish to inform you about the investor meeting held on 22<sup>nd</sup> February, 2020 at MIG Club, Bandra East, Mumbai.

The Presentation is enclosed.

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

Thanking you,

Yours sincerely,

On behalf of board of directors  
For Lancer Container Lines Limited.

Ranjana Sandeep Shinde  
Chief Financial Officer  
PAN: - AIGPG1277P



Place: - Navi Mumbai

Encl: - As above.



 **Lancer Container Lines Ltd.**



**Presentation By Khalid Chataiwala**  
At Investors Café, Mumbai on 22<sup>nd</sup> Feb.2020

# Mission Statement



**Mr. A. Khalid Chataiwala,**  
Chairman & M.D

MBA in Shipping from Adams Smith University of America. He also holds a Diploma in Export-Import Management (India). He is current President on the Board of Raigad Chamber of Commerce & Industry.

Lancer Board currently has six members, including three Independent Directors

**To Be A Recognized leader In The  
Indian Logistic Ecosystem**

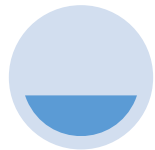
**Sustainable growth & Global Reach**

**Deliver Quality Service**

**Ethical Organisation**

**Happy Stakeholders**

# Our Journey



## FY11 to FY14

Incorporated in 2011 &  
Started NVOCC Division

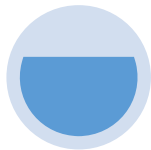
Purchased Office at Arenja  
Towers in CBD Belapur

Commenced Container  
Leasing operations

Signed 10 year lease for  
Container Yard

Branch office set up at  
Gandhidham

Started Inland Transport



## FY15 to FY18

Listed on the SME platform  
of BSE

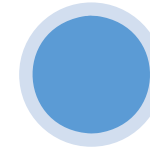
Branch office set up at  
Kolkata, Chennai & Delhi

Done preferential allotment  
of Equity shares/Warrants.

Issued Bonus in ratio of 3:5

Setup other branches in  
Ludhiana, Jaipur &  
Visakhapatnam.

Conducted Global agent  
meet which was featured in  
the EXIM & Daily Shipping  
times.



## FY19 to Date

Migrated to Main Board

Purchased 18,000 sq ft  
office in CBD Belapur

PAN India presence adding  
new branches

Expanded International  
service to add CIS, Russia,  
Ukraine

Started offering Flexi Bags  
in Containers

Added New portfolio of  
Freight Forwarding.

# NVOCC Containers – Our Main Business



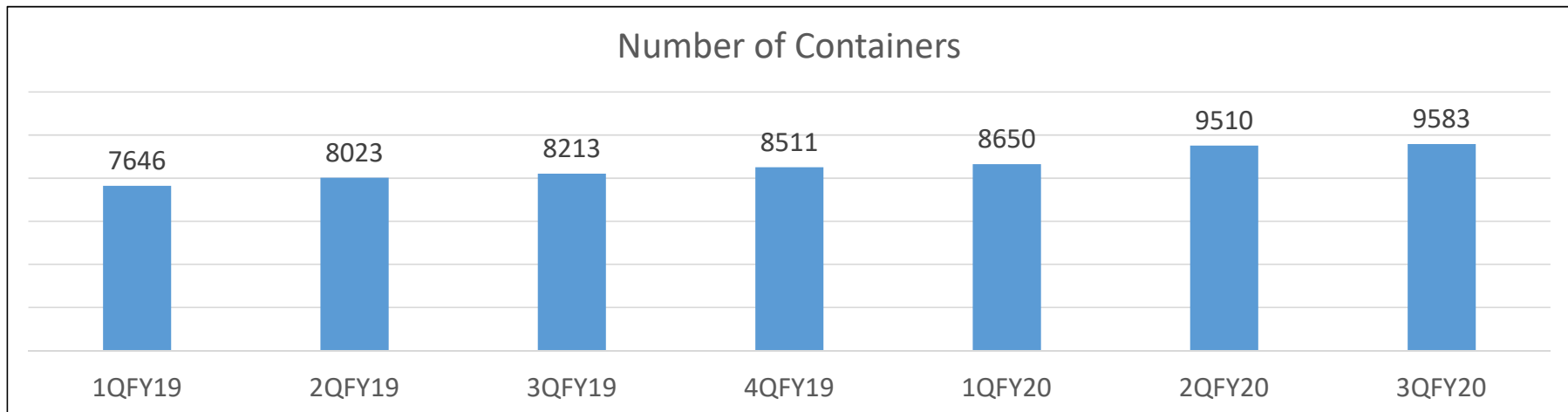
**NVOCC**



**EMPTY CONTAINER YARD**



**DNV2.7-1 OFFSHORE  
CONTAINER**



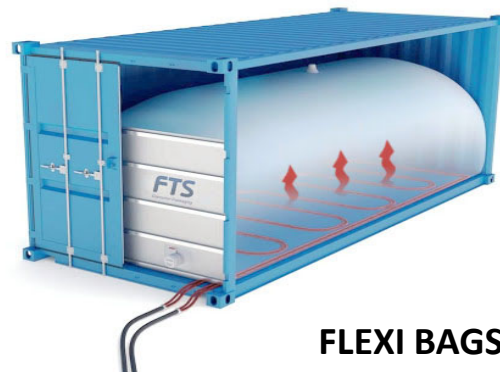
# Other Services



**CONTAINER TRADING**

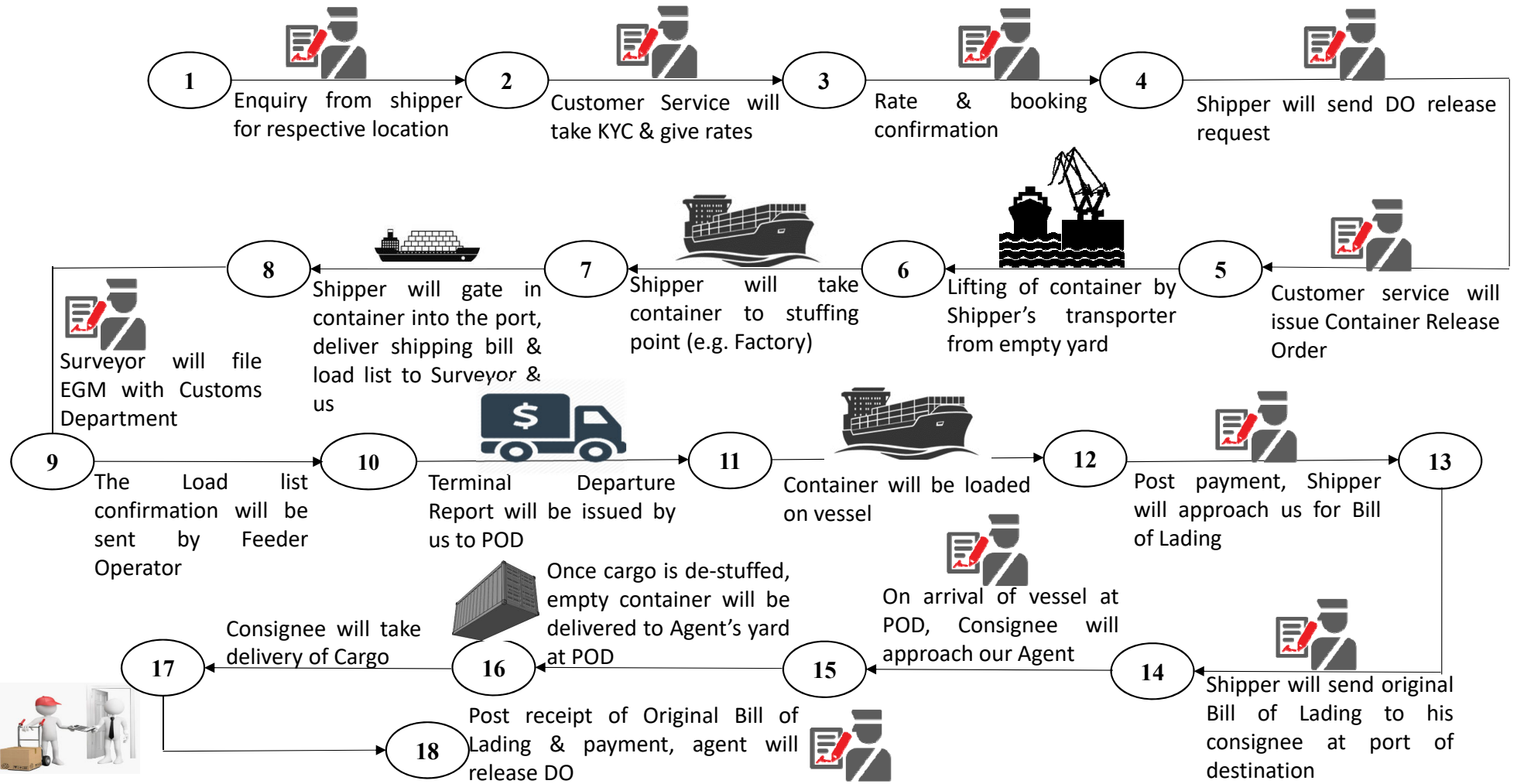


**SHIPPING & FREIGHT FORWARDING**



**FLEXI BAGS**

# Business Process



# Logistic Sector In Focus



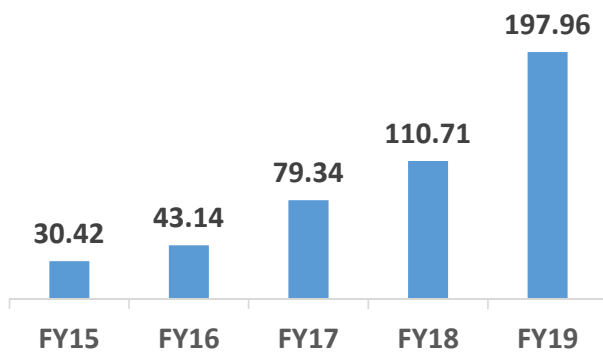
- Global Trade slowdown fears
- Proposed National Logistics Policy 'LEADS' a positive (Logistics Ease Across Different States)
  - ✓ Proposed central portal will bring down cost & Enable end-to-end logistics solutions
  - ✓ Improvement in operational efficiencies of ports through mechanisation, digitisation and process simplification which will eventually enhance traffic movement , turnaround time and profitability.
- Expansion of Coastal, land port roads & Economic corridor under schemes like Sagarmala, Bharatmala and Udan will create a robust connectivity network. The Recent Budget 2020-21 has allocation of Rs.100 lakh crore fund over 5 year period is a positive move to whole infra and logistics sector.



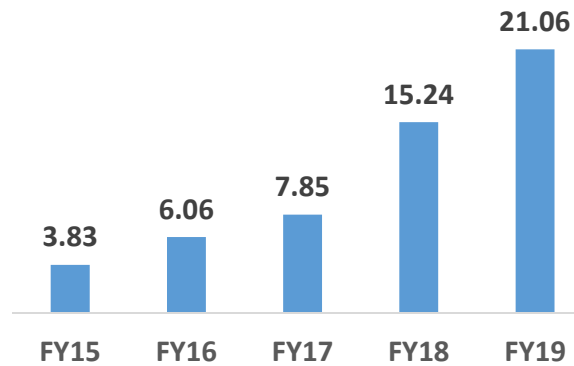
# Robust Financials (Rs. in Crores)



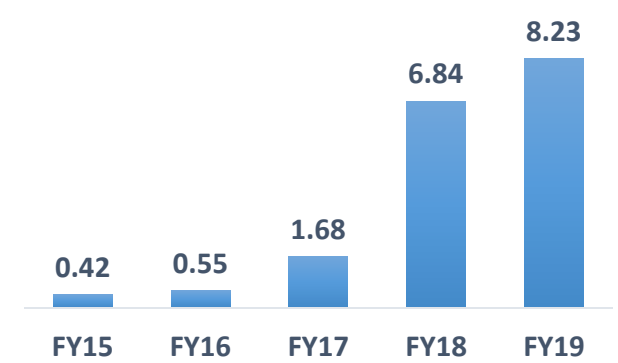
### Total Revenue



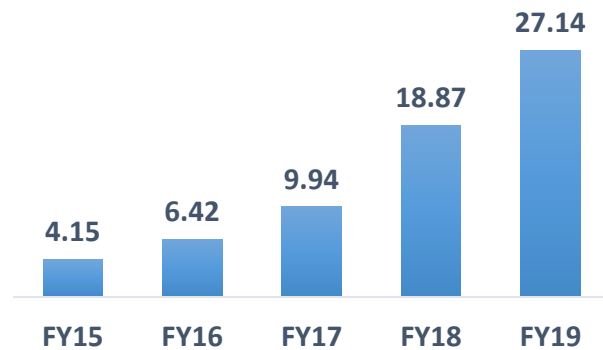
### EBIDTA



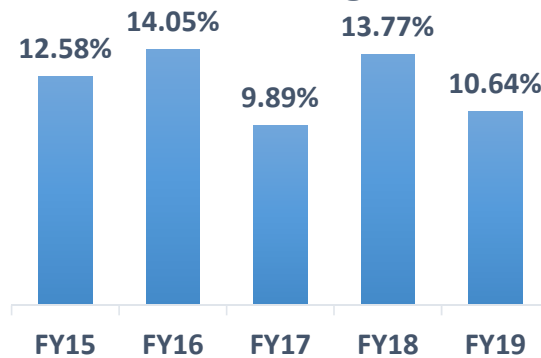
### PAT



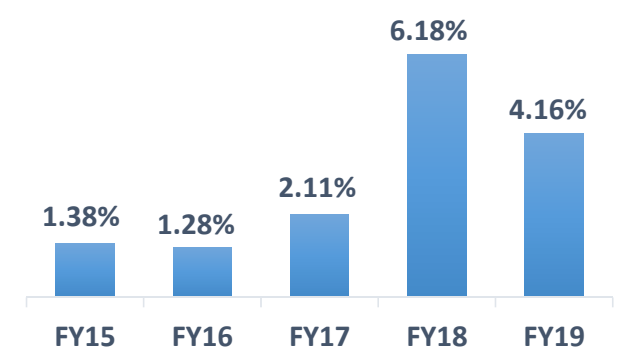
### NET WORTH (Rs.)



### EBIDTA Margin %



### PAT Margin



## Healthy Balance-Sheet Ratio's

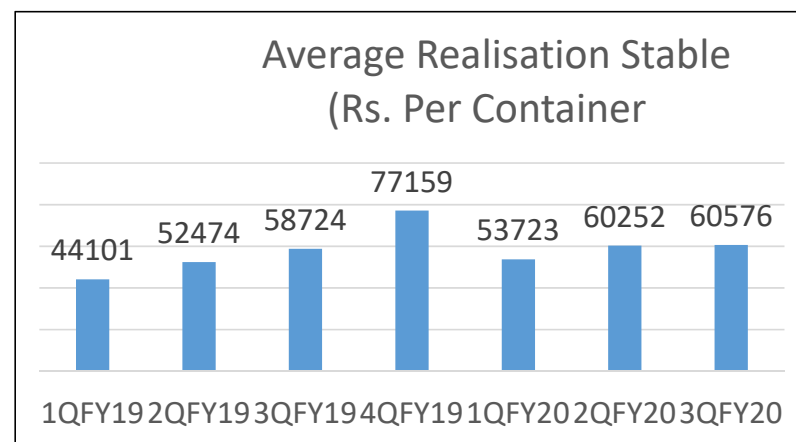


<b>Details (Consolidated)</b>	<b>FY19</b>	<b>FY18</b>	<b>FY17</b>	<b>FY16</b>
<b>ROCE %</b>	24.66%	32.67%	13.71%	10.08%
<b>RONW %</b>	30.31%	36.25%	16.87%	8.57%
<b>Fixed Asset Turnover x</b>	3.13	3.14	2.85	1.66
<b>Current Ratio x</b>	0.73	0.73	0.94	0.68
<b>Debt/Equity x</b>	1.28	0.73	1.63	2.69

## Q3 & 9MFY20 Financial Performance



- **Revenues** in Q3FY20 were Rs. 68.73 crores, 37% higher YoY. The growth was driven by an improvement in Average Realisations that stood at Rs.60,576, higher both YoY and for 9MFY20
- **Volumes** - Deployed 9583 containers, adding net 73 containers during the quarter.
- **EBIDTA** in Q3FY20 was almost flat at Rs.5.5 crores vs Q2FY20 at Rs.5.9 crores, but lower vs Q2FY19 of Rs.7.4. Main reason being higher port charges; rebate to third parties; Higher Employee cost on setting up new office, branches & business lines.
- **PAT** at Rs.1.79 crores is 3% higher QoQ, Corresponding previous quarter had forex gains
- **Debt** as on 31<sup>st</sup> Dec.2019 is Rs.31.10 crores



### Q3 EBIDTA IMPACTED BY FOREX & RENTALS

Particulars (Rs.Crores)	Q3FY20	Q3FY19
Forex Profit (LOSS)	(0.03)	0.46
Rental Payments	0.75	0.18
Employee Cost	2.60	1.81

# Q3 & 9MFY20 – Financial Table (Rs.Crores)



Particulars	3Mths Q3FY20	3Mths Q3FY19	Y-O-Y %	3Mths 2QFY20	Q-O-Q %	9Mths 9MY20	9Mths 9M FY19	Y-O-Y %	12 Mths FY19
<b>REVENUE</b>	<b>68.73</b>	<b>50.34</b>	<b>36.5%</b>	<b>64.69</b>	<b>6.2%</b>	<b>186.27</b>	<b>129.68</b>	<b>43.6%</b>	<b>197.4</b>
Operating Exp.	58.71	40.91	43.5%	54.23	8.3%	156.70	105.53	48.5%	165.62
Employee Cost	2.60	1.81	43.7%	2.51	3.6%	7.49	4.68	60%	6.68
Other Expenses	1.96	0.24	716.7%	2.01	-2.5	5.22	2.86	82.5%	4.6
<b>EBIDTA</b>	<b>5.46</b>	<b>7.38</b>	<b>-26%</b>	<b>5.94</b>	<b>-8.1%</b>	<b>16.86</b>	<b>16.61</b>	<b>1.5%</b>	<b>20.5</b>
<b>EBIDTA Margin %</b>	<b>7.9%</b>	<b>14.7%</b>		<b>9.2%</b>		<b>9.1%</b>	<b>12.8%</b>		<b>10.4%</b>
Other income	0.12	0.21	-42.9%	0.14	-14.3%	0.43	0.44	-2.3%	0.55
Depreciation	1.99	1.98	0.5%	2.05	-2.9%	6.03	4.86	24.1%	6.99
Interest	0.70	0.78	-10.3%	0.78	-10.3%	2.36	1.62	45.7%	2.38
Tax	1.10	1.35	-18.5%	1.51	-27.2%	3.41	2.92	16.8%	3.47
<b>PAT</b>	<b>1.79</b>	<b>3.49</b>	<b>-48.7%</b>	<b>1.74</b>	<b>2.9%</b>	<b>5.49</b>	<b>7.64</b>	<b>-28.1%</b>	<b>8.21</b>

# Profit & Loss Statement (Rs. in Crores)



Particulars	FY19	FY18	FY17	FY16
<b>INCOME</b>				
Revenue from Operations	197.41	109.44	77.60	43.13
Other income	0.55	1.26	1.75	0.01
<b>Total revenue</b>	<b>197.96</b>	<b>110.71</b>	<b>79.34</b>	<b>43.14</b>
<b>EXPENSES</b>				
Cost of material consumed	165.62	87.60	63.68	33.04
Purchase of stock in trade	0.00	0.00	0.00	-1.44
Changes in inventories	0.00	0.00	0.91	0.00
Employee benefit expenses	6.69	4.43	3.73	3.62
Other expenses	4.59	3.44	3.17	1.87
<b>Total Expenses</b>	<b>176.9</b>	<b>95.47</b>	<b>71.49</b>	<b>37.08</b>
<b>EBITDA</b>	<b>21.06</b>	<b>15.24</b>	<b>7.85</b>	<b>6.06</b>
Depreciation and amortization expenses	6.99	4.56	4.15	3.65
<b>EBIT</b>	<b>14.07</b>	<b>10.68</b>	<b>3.70</b>	<b>2.41</b>
Interest	2.38	1.42	1.65	1.63
<b>EBT</b>	<b>11.7</b>	<b>9.26</b>	<b>2.05</b>	<b>0.77</b>
<b>Tax expense:</b>				
(i) Current tax	3.10	2.65	0.09	0.30
(ii) Deferred tax	0.37	0.00	0.29	-0.08
(iii) MAT Credit	0.00	-0.23	0.00	0.00
<b>PAT</b>	<b>8.23</b>	<b>6.84</b>	<b>1.68</b>	<b>0.55</b>

## Balance-Sheet (Rs.Crores)



Particulars	FY19	FY18	FY17	FY16
<b>Shareholders' funds</b>				
a. Share capital	10.05	10.05	5.71	4.17
b. Reserves & surplus	17.09	8.82	4.23	2.25
<b>Total Shareholders fund</b>	<b>27.14</b>	<b>18.87</b>	<b>9.94</b>	<b>6.42</b>
<b>Non-current liabilities</b>				
a. Long-term borrowings	29.19	13.71	16.02	16.11
b. Other long term liabilities	0.18	0.00	0.00	0.00
c. Deferred tax liabilities (net)	0.47	0.08	0.09	0.00
d. Long Term Provisions	0.06	0.03	0.06	0.00
<b>Current liabilities</b>				
a. Short-term borrowings	5.43	0.04	0.13	1.12
b. Trade payables	13.45	8.61	5.91	5.76
c. Other current and financial liabilities	7.61	11.15	7.59	3.64
<b>TOTAL</b>	<b>83.53</b>	<b>52.49</b>	<b>40.61</b>	<b>34.42</b>
<b>Non-current assets</b>				
a. Fixed assets				
(i) Tangible assets	63.26	35.23	27.85	25.99
(iii) Capital Work-in-progress	0.04	2.78	0.00	0.00
b. Other non-current/financial assets	0.88	0.04	0.00	0.19
<b>Current assets</b>				
a. Inventories	0.00	0.00	0.91	1.44
b. Current Investments	2.44	0.55	0.00	0.00
c. Trade receivables	11.39	7.39	6.16	2.47
d. Cash and cash equivalents	3.71	4.58	4.48	2.63
e. Short term loans & advances	0.00	1.93	1.20	0.36
f. Other current assets	1.81	0.00	0.00	1.14
<b>TOTAL</b>	<b>83.53</b>	<b>52.49</b>	<b>40.61</b>	<b>34.42</b>

# Cash Flow Statement (Rs. in Crores)



Particulars	FY19	FY18	FY17	FY16
Net Profit before tax	8.22	6.84	1.68	0.77
Adjustment For:				
Depreciation & Amortisation Expense	6.99	4.56	4.15	3.65
Finance costs	2.38	1.42	0.00	0.00
Interest Income	-0.03	(0.24)	0.00	0.00
Current year income tax	3.47	2.65	0.37	0.00
<b>Operating profit before working capital changes</b>	<b>21.02</b>	<b>14.58</b>	<b>6.18</b>	<b>4.51</b>
Adjusted for (Increase)/ Decrease in:				
Inventories	0.00	0.91	0.52	0.00
Trade receivables	(3.99)	(1.47)	(2.90)	0.00
Short-term loans and advances	0.00	(3.37)	(0.10)	0.00
Non-current Assets	(0.26)	(0.05)	0.29	0.00
Trade Payables	4.51	3.61	2.51	0.00
Other Liabilities	3.72	3.56	(0.29)	3.85
Increase in Current Assets	(3.58)	0.00	0.00	-2.21
Cash generated from operations	<b>21.42</b>	<b>17.74</b>	<b>6.21</b>	<b>6.15</b>
<b>Net Cash flow from operating activities (A)</b>	<b>21.42</b>	<b>17.74</b>	<b>6.21</b>	<b>6.15</b>
capital expenditure on fixed assets, including capital advances	(32.28)	(14.83)	(7.91)	-13.03
Proceeds from sale of fixed assets	0.00	0.00	1.92	1.19
Interest Income	0.03	0.24	0.00	0.00
Investment in mutual funds	(1.85)	(0.55)	0.00	0.00
<b>Net cash flow from investing activities</b>	<b>(34.1)</b>	<b>(15.15)</b>	<b>(5.99)</b>	<b>-11.84</b>
Proceeds from issue of shares and Debentures	0.00	0.57	2.40	1.72
Proceeds from issue of shares at Premium	0.00	0.76	0.31	0.00
Proceeds from Long-term/Short-term Borrowings	(1.22)	(0.09)	-0.09	0.00
Repayment of borrowings	15.47	(2.31)	(0.98)	5.38
Finance cost	(2.38)	(1.42)	0.00	0.00
<b>Net cash flow from financing activities</b>	<b>11.87</b>	<b>(2.50)</b>	<b>1.63</b>	<b>7.10</b>
<b>Net Increase/(Decrease) In Cash &amp; Cash Equivalents (A+B+C)</b>	<b>(0.81)</b>	<b>0.09</b>	<b>1.85</b>	<b>1.41</b>
<b>Cash equivalents at the beginning of the year</b>	<b>4.57</b>	<b>4.48</b>	<b>2.63</b>	<b>1.22</b>
<b>Cash equivalents at the end of the year</b>	<b>3.71</b>	<b>4.57</b>	<b>4.48</b>	<b>2.63</b>

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# LANCER CONTAINER LINES LTD



# THANK YOU!

**Registered Office:**

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