



Lancer Container Lines Ltd.

Date: February 12, 2022

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

subject: Submission of Press Release on Un-Audited Results for Q3 ended December 31, 2021.

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

Dear Sir/ Madam,

In continuation of our letter dated February 11, 2022 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q3 ended December 31, 2021.

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

Thanking You.
Yours faithfully

On Behalf of Board of Directors
For Lancer Container Lines Limited



Archana Chandrakant Indulkar
Company Secretary and Compliance Officer

Place: - Navi Mumbai

CIN : L74990MH2011PLC214448

Registered Office : 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 | Email : info@lancerline.com | Web.: www.lancerline.com

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• Hyderabad • Jalandhar • Jodhpur



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Q3 & 9M FY22 – Earning Updates

Revenue from Operations reported at **Rs. 1,589.49 Mn in Q3 FY22** and **Rs. 4,069.60 Mn in 9M FY22**

EBITDA stands at **Rs. 140.43 Mn for Q3 FY22** and **Rs. 311.95 Mn for 9M FY22**

PAT stands at **Rs. 83.33 Mn in Q3 FY22** and **Rs. 173.21 Mn for 9M FY22**

CBD Belapur, 12th February 2022: Lancer Container Lines Ltd, one of the leading player in shipping and logistics industry, in its board meeting held on 11th February 2022 has approved the Unaudited Financial Results of the Company for Q3 & 9M ended on 31th December 2021 as one of its agenda.

Consolidated Financial Statement Highlights for Q3 FY22 v/s Q3 FY21

Particulars (INR MN)	Q3 FY 22	Q3 FY 21	YoY %	Q2 FY22
Revenue from Operations	1,589.49	669.96	137.25%	1,369.19
Other Income	2.54	1.91		2.22
Total Revenue	1,592.03	671.86	136.96%	1,371.41
Total Expenses	1,476.90	636.71		1,292.01
EBITDA	140.43	65.06	115.86%	105.36
EBITDA Margin (%)	8.83%	9.71%		7.70%
Depreciation	22.64	23.38		22.74
Finance Cost	5.21	8.43		5.44
PBT with Exceptional Item	115.13	35.16	227.48%	79.40
Exceptional Items	-	-	-	-
PBT	115.13	35.16	227.48%	79.40
Current Tax	31.45	8.35		18.90
Earlier Years	-	-	-	-
Deferred Tax	0.35	0.87		0.35
Tax	31.80	9.22		19.25
PAT	83.33	25.93	221.32%	60.15
Other comprehensive profit / loss	-	-	-	-
Net PAT	83.33	25.93	221.32%	60.15
PAT Margin %	5.24%	3.87%	137 bps	4.39%
Diluted EPS	2.76	2.58	6.98%	5.99

Note: 20,094,080 equity shares were allotted as Bonus shares in the ratio 2:1 on 18th Oct, 2021 as per resolution approved in the AGM held on 29th Sep, 2021.

Financial Performance Comparison – Q3 FY22 v/s Q3 FY21

- Revenue from Operations increased by 137.25% from Rs. 669.96 Mn in Q3 FY21 to Rs. 1,589.49 Mn in Q3 FY22 mainly due to addition of new service areas like North Africa, Mediterranean and European nations and higher realisation in overall service spectrum
- The EBITDA increased by 115.86% from Rs. 65.06 Mn in Q3 FY 21 to Rs. 140.43 Mn in Q3 FY22.
- Net profit increased by 221.32% from Rs. 25.93 Mn in Q3 FY21 to Rs. 83.33 in Q3 FY22

Financial Performance Comparison – Q3 FY22 v/s Q2 FY22

- Revenue from Operations increased by 16.09% from Rs. 1,369.19 Mn in Q2 FY22 to Rs. 1,589.49 Mn in Q3 FY22
- The EBITDA increased by 33.28% from Rs. 105.36 Mn in Q2 FY 22 to Rs. 140.43 Mn in Q3 FY22.
- Net profit increased by 38.53% from Rs. 60.15 Mn in Q2 FY22 to Rs. 83.33 in Q3 FY22

Consolidated Financial Statement Highlights for 9M FY22 v/s 9M FY21

Particulars (INR MN)	9M FY 22	9M FY 21
Revenue from Operations	4,069.60	1,913.05
Other Income	8.72	6.33
Total Revenue	4,078.31	1,919.38
Total Expenses	3,842.70	1,823.33
EBITDA	311.95	178.25
EBITDA Margin (%)	7.67%	9.32%
Depreciation	67.23	65.44
Finance Cost	17.81	23.10
PBT	235.62	96.05
Current Tax	61.36	23.45
Deferred Tax	1.05	1.83
Tax	62.41	25.28
PAT	173.21	70.76
Other comprehensive profit / loss		0.11
Net PAT	173.21	70.88
PAT Margin %	4.26%	3.70%
Diluted EPS	11.71	7.04

Financial Performance Comparison – 9M FY22 v/s 9M FY21

- Revenue from Operation recorded a growth of 112.73% from Rs. 1,913.05 Mn in 9M FY21 to Rs. 4,069.60 Mn in 9M FY22
- The EBITDA increase by 75% from Rs. 178.25 Mn in 9M FY21 to Rs. 311.95 Mn in 9M FY22
- Net profit stood at Rs. 173.21 Mn in 9M FY22, compared to Rs. 70.76 Mn in 9M FY21 recorded a growth of 144.77%

Business Update for Q3

Incorporated a **Wholly Owned Subsidiary Company** named **LANCIA SHIPPING L.L.C** in Emirate of **Dubai, UAE** on October 24, 2021, this subsidiary will be nurturing a bigger market from “Lancia” covering European and Mediterranean region apart from MENA region.

Management Commentary

Commenting on the performance of Q3 & 9M FY22, Mr. Abdul Khalik Chataiwala (Chairman) said:

*“In tune with this outlook, we have reported a stellar performance for the third quarter ended 31st December, 2021, our **PAT margins have shown remarkable increase from 4.39% Q2FY22 to 5.24% in Q3FY22, our revenue from operations stands at 4,069.60 Mn for 9m ended December, 2021 reporting a growth of 112.73% vis-à-vis 9M FY 21, mainly driven by our NVOCC business that has witnessed strong growth due to growing demand for FCL and LCL shipment in the current pandemic situation along with increase in the container freight rate hike which we expect to remain at elevated levels over the next 12-18 months. We expect the container freight rate to remain in the dominating position for couples of quarters in the coming year and our EBIDTA margins have shown a significant expansion attributed to our strategy of booking slots in advance with various vessel operators.***

We have already added 1200 TEUs and will be further adding similar numbers in this quarter i.e. Q4 FY22 and expect to double our capacity in terms of Container by end of Q2 FY23.

In this year’s budget that roll up into Gati Shakti Master Plan includes physical infrastructure push combined with data exchange under the Unified Logistics Interface Platform targeting facilitation of swifter, efficient, cost-effective movement of goods across the country. PM Gati Shakti would be driven by seven engines, namely, Roads, Railways, Airports, Ports, Mass Transport, Waterways, and Logistics Infrastructure.

We assure you to keep our focus on growth with margins and commitment to maximising shareholder wealth. I would like to take this opportunity, on behalf of the Board of Directors, to thank each and every one of you for your constant support in this progressive journey together”

Management Guidance for FY22

- The management expects the revenue to **grow by ~80%** for the year FY22, mainly on the account of robust exports and elevated freight rates.
- EBIDTA margin will **improve to 10-12%** due to increase in advance slot booking with vessel operator which gives cost benefits to the company.
- In order to cater the increasing demand of shipping containers in global logistics market, the company **plans to add 2,500 – 3,000 TEU’s** (a mix of leased and owned) out of which 1200+ TEU’s have already been added to the existing portfolio of 10,000+ containers in Q4 FY22.
- The management is already planning to penetrate into new geographies, mainly covering the European region and in the same endeavour the company has initiated the process of setting up a branch in the UK as it also seeks to explore the Mediterranean market more aggressively.

About Lancer Container Lines Ltd.

Lancer Container Lines Ltd. was incorporated in 2011 by **entrepreneur Mr. A. Khalik Chataiwala**, headquartered in CBD Belapur. Lancer is into providing '**TOTAL LOGISTICS SOLUTION WITHOUT LIMITS**' and operates an **asset-light business with a mix of 10,000+ owned and leased containers, offering services to 74 ports as well as inland destinations through 14 offices in India and a subsidiary in Dubai, covering more than 30 countries**, the principal geographies of operations are **supported by a network of associates in the Indian subcontinent, Southeast Asia, the Far East, MENA and CIS countries**. Lancer provide services like NVOCC, Empty Container Yard, Container trading, Freight forwarding (Sea, Air, and Road), etc. in India as well as on a global basis. It owns a **container yard spread over 20,000 square metre in Panvel near JNPT. Lancer also manufactures portable cabins (prefabricated structures)** for use in places where permanent construction is not feasible such as construction sites, factories, security cabins, toll booths, and other similar applications.

Lancer is led by a team of seasoned professionals with robust experience in the shipping and logistics sector. **Chairman and Managing Director, Mr. Abdul Khalik Chataiwala** possesses over 31 years' experience in the logistics, transport and shipping spaces. **Finance Director Mr. Praful Jain** is experienced in the areas of trade, finance and investments, while **Whole Time Director Mr. Mohan Shirke**, with experience in shipping, logistics and international trade, leads business operations.

For further information on the Company, please visit www.lancerline.com

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