



# Lancer Container Lines Ltd.

**Date: 25<sup>th</sup> June, 2020**

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

**Sub.: Submission of Press Release on Audited Results for Q4 and year ended March 31, 2020.**

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

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Dear Sir/ Madam,

In continuation of our letter dated 24<sup>th</sup> June, 2020 conveying outcome of Board Meeting, kindly find attached press release on Audited Results for Q4 and year ended March 31, 2020.

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

Praful Jain  
Executive Director  
DIN: - 08000808

Encl: - As above



# Lancer Container Lines Ltd.

**Press Release- 25th June, 2020**

**LANCER CONTAINER LINES LIMITED**

**Belapur, Navi Mumbai.**

**Listed on BSE; BSE Code: 539841**

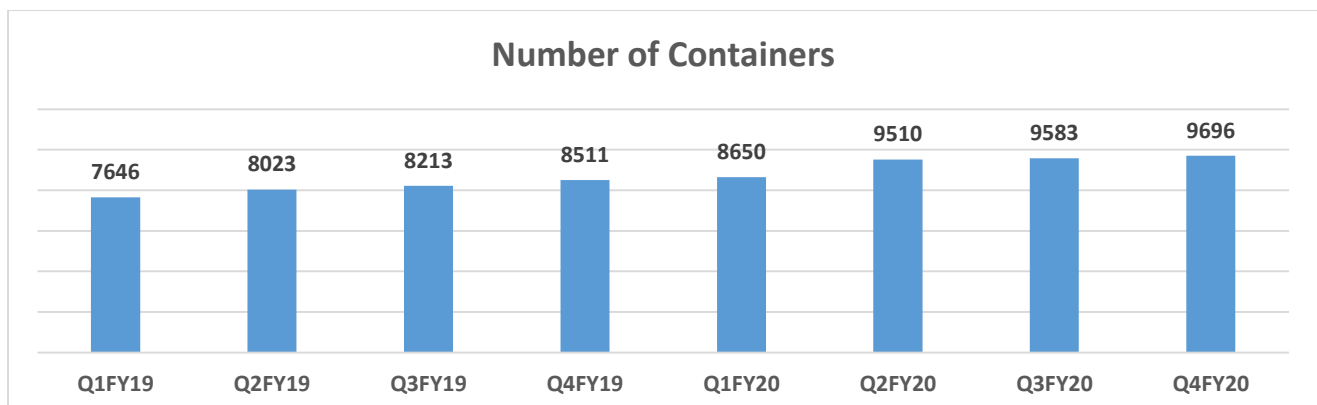
**Lancer Container Lines Ltd (CMP: Rs.35.45 ; Cu.MCAP: Rs.35.62 crores)** provides logistic services including shipping, freight forwarding, provision of yards for storage of empty containers, inland transport services. The company owns containers and currently has deployed around 9696 containers. Please find below Q4 & FY2019-20 highlights of the results declared on 24<sup>th</sup> June, 2020.

## **FY2019-20 Strong Revenue Growth and Stable Profits**

- ❖ **Revenues at Rs.265.3 Crores, up 34% YoY**
- ❖ **Containers deployed as on year end at 9696, up 14% YoY**
- ❖ **EBIDTA margins at 8.41%**
- ❖ **PAT at Rs.8 Crores, marginally down 2.6% YoY**
- ❖ **Total Debt declining, healthy ROCE at 24%**

## **Q4FY2019-20 Performance:**

- **Revenues in Q4FY20** were Rs.79 crores, 17% higher YoY. For the quarter as well as full year FY2019-20, the revenue growth was supported net addition of 1175 containers during the year as well as stable average realisations per container.
- **EBIDTA & PAT in Q4FY20.** The EBIDTA margins have improved at 6.91% vs 5.76% in the previous Q4FY19. The margins would have been higher, but for the increase in port charges and higher rebates to third parties. Despite higher employee cost, PAT at Rs.2.52 crores is 342% higher YoY and 41% higher QoQ.



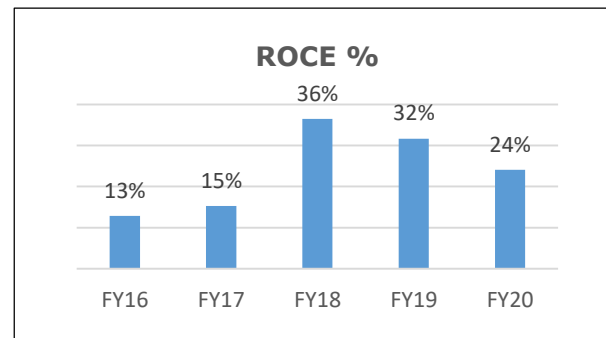
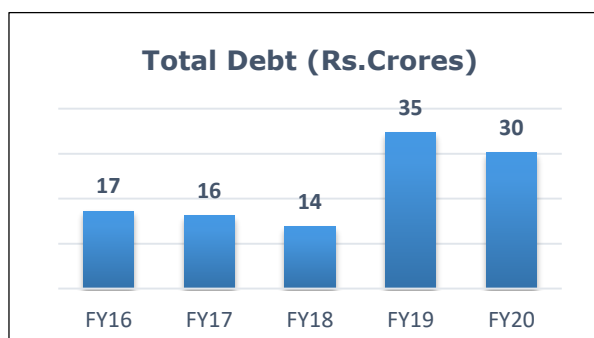
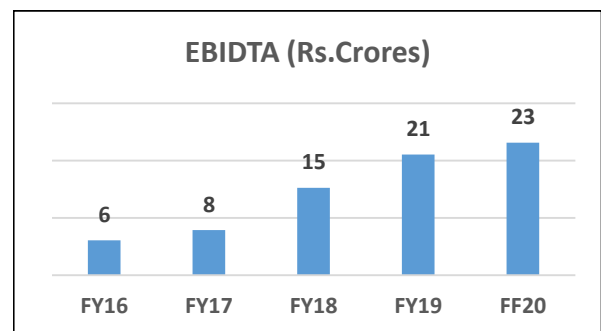
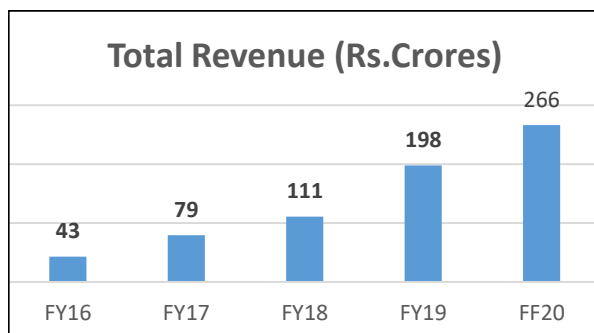


# Lancer Container Lines Ltd.

## Financial performance (Rs in Crores)

Particulars	3Mths Q4FY20	3Mths Q4FY19	Y-O-Y %	3Mths 3QFY20	Q-O-Q %	12 Mths FY20	12 Mths FY19	Y-O-Y %
<b>Revenue</b>	<b>78.99</b>	<b>67.73</b>	<b>16.6%</b>	<b>68.73</b>	<b>14.9%</b>	<b>265.26</b>	<b>197.4</b>	<b>34.4%</b>
Operating Exp.	70.61	60.08	17.5%	58.71	20.3%	227.31	165.62	37.2%
Employee Cost	2.36	2.01	17.4%	2.60	-9.2%	9.85	6.68	47.5%
Other expenses	0.56	1.74	-67.8%	1.96	-71.4%	5.78	4.6	25.7%
<b>EBIDTA</b>	<b>5.46</b>	<b>3.9</b>	<b>40%</b>	<b>5.46</b>	<b>0</b>	<b>22.32</b>	<b>20.5</b>	<b>8.9%</b>
<b>EBIDTA Mar %</b>	<b>6.91%</b>	<b>5.76%</b>		<b>7.94%</b>		<b>8.41%</b>	<b>10.39%</b>	
Other income	0.37	0.11	236.4%	0.12	208.3%	0.80	0.55	45.5%
Depreciation	3.20	2.13	50.2%	1.99	60.8%	9.24	6.99	32.2%
<b>PBIT</b>	<b>2.63</b>	<b>1.88</b>	<b>39.9%</b>	<b>3.59</b>	<b>-26.7%</b>	<b>13.88</b>	<b>14.06</b>	<b>-1.3%</b>
Interest	0.68	0.76	-10.5%	0.70	-2.9%	3.04	2.38	27.7%
<b>PBT</b>	<b>1.95</b>	<b>1.12</b>	<b>74.1%</b>	<b>2.89</b>	<b>-32.5%</b>	<b>10.84</b>	<b>11.68</b>	<b>-7.2%</b>
Tax	(0.57)	0.55	-203.6%	1.10	-151.8%	2.84	3.47	-18.2%
<b>PAT</b>	<b>2.52</b>	<b>0.57</b>	<b>342.1%</b>	<b>1.79</b>	<b>40.8%</b>	<b>8.00</b>	<b>8.21</b>	<b>-2.6%</b>
<b>PAT Margin %</b>	<b>3.19%</b>	<b>0.84%</b>		<b>2.6%</b>		<b>3.02%</b>	<b>4.20%</b>	
<b>EPS (Rs) #</b>	<b>2.51</b>	<b>0.61</b>		<b>1.79</b>		<b>7.97</b>	<b>8.18</b>	
<b>No. of Shares</b>	<b>10047040</b>	<b>10047040</b>		<b>10047040</b>		<b>10047040</b>		<b>10047040</b>

### # Annulised EPS





# Lancer Container Lines Ltd.

## Management Comments:

**Commenting on the developments, Mr Abdul Khalid Chataiwala, Chairman & Managing Director said** "During the quarter, we are happy to share that the business operations remained stable despite challenges of global trade slowdown, the demand for containers during FY2019-20 remained robust and the company was able to fully deploy its containers. Lancer has grown rapidly in the last couple of years, we currently own and deploy over 9,500 containers. Our size enables us to cater to customers with big loads hence enjoy better margins, customer retention & increased efficiency.

Since April 2020 globally container lines are going through challenging times. We are also facing severe challenges facing domestic mobility restrictions also subsequent to the full national lockdown since 24<sup>th</sup> March. But we remain optimistic that the worst is over. We continue to look at opportunities to expand our market reach through established networks with international logistic agencies and agreements for NVOCC / container handling operations in Gulf, Upper Gulf, Far East, Indian sub continents, CIS Regions, Russia, Ukraine & Central Asian markets. We have also added the (WSL) Worldwide Shipping Logistics network to enable agency services between India and South America.

Our Balance-sheet remains strong and we have sufficient liquidity to meet our business requirements and did not need to avail of the moratorium offered by RBI. In Q4FY20 we had already started measures to reduce debt, especially US\$ denominated credit. Hence, we have been able to improve our Debt/Equity ratio has improved to 0.87x compared to 1.28x a year ago. We continue to take steps to keep a tight control on operating expenses and capital expenditure, enabling us to draw down credit facilities.

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 you for your continuing support".

**For more details please visit:** [www.lancermarine.in](http://www.lancermarine.in)

**For any Investor Relations query, please contact:**

**Sumit Sharma, Company Secretary,**

**Email:** [secretarial@lancermarine.in](mailto:secretarial@lancermarine.in) ; **Contact:** 022 2756 6940/41/42

**Investor Relations: Vidit Gupta;** [vidit.gupta@valuewiseir.com](mailto:vidit.gupta@valuewiseir.com) ; **Contact:** +91 9082848380

**DISCLAIMER:** 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.