



# Lancer Container Lines Ltd.

Dated: 1<sup>st</sup> March, 2017

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

**Sub: Global Agents Meet.**

**Ref: Company - Lancer Container Lines Limited, Security Code - 539841**

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Dear Sir/ Madam,

This is to inform you that the Lancer Container Lines Limited ("Company") hosted a Global Agents meet on 11<sup>th</sup> February 2017 at Navi Mumbai, coinciding with the 5<sup>th</sup> year of incorporation of the company. The meeting saw over-whelming response with agents from Middle East, Indian Sub-continent, South East Asia and also domestic agents coming together on a single platform. Mr. Khalid Chataiwala, Managing Director & Chairman and Mr. VS Manesh Director and Business Head of NVOCC division addressed the team and shared insights about the trends seen in Trade, the successes and challenges encountered and the way-ahead.

Mr. Khalid Chataiwala articulated the unique strengths of the company, the stupendous growth achieved in the top line of the company over the last 5 years, the strength of the Lancer Network -both the branch network and Agency network in achieving the company's aspirations. The full day session also involved brain storming sessions on strategies to identify business opportunities in the trade flows, emerging and profitable Trade sectors.

Lancer Container Lines Limited with its fleet strength of 6723 Teus consisting Dry & Special Equipment's serving Middle East, India, Indian Sub con, S.E.A & Far East well complimented by a provision for container yard at Panvel in Navi Mumbai spread over 5 acres has made this model the focal point of its superior client Service. The Company has over these years developed a good reach all over India by having own offices at major Gateway ports and ICD's. The company has its own domestic branch network at New Delhi, Gandhidham, Kolkata, Chennai and Tuticorin & internationally it has commenced its foot print development through its set up of the branch office at Dubai & Malaysia. Apart from its own branch network, the company covers strategic locations through a strong agency network. The company compliments these strengths with the focus on serving its customers well through its experienced Operations delivery and customer service team. The company has plans to enhance its fleet by additional 2000 teus, expand foot print domestically and internationally at Phillipines, Vietnam & Cambodia.

The Business & Investor interest continues un-abated with enquiries from various parties wanting to have joint ventures and investors seeking new opportunities to participate in growth story of the company.




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The later part of the day saw the Lancer group being joined in grand celebrations by valued clients, feeder operators, port authorities, vendors, rail operators, global agents, bankers, and employees. The team commemorated the event with a cake cutting ceremony and celebrating the success of high performers with awards. The socializing event saw high energy and cheer and enthusiastic participation in various games and photo-shoot opportunities. The event saw words of praise, recognition and appreciation of the company's achievements and best wishes for future growth. With plans to enhance the branch and agency network, fleet of containers Lancer with all its strengths, is poised to leap forward into the future and further strengthen its mark in the logistics space.

Thanking You,

Yours Sincerely

For Lancer Container Lines Limited

  
Anchal Gupta

Company Secretary and Compliance Officer

