



Lancer Container Lines Ltd.



This Investor Presentation has been prepared by Valuewise Investor Relations LLP in consultation with Lancer Container Lines Ltd. and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of **Lancer Container Lines Ltd** its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward- looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. Further, no representation or warranty expressed or implied is made nor is any responsibility of any kind accepted with respect to the completeness or accuracy of any information. Also, no representation or warranty, express or implied, is made that such information remains unchanged in any respect as of any date or dates after those stated herein with respect to matters concerning any statement made in this Investor Presentation. **Lancer Container Lines Ltd** may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Lancer Container Lines Ltd. This presentation is strictly confidential. The earlier versions of this presentation, were in draft form, and should not be circulated or referred to by any person.



Mr. Abdul Khalid Chatiawala, MD is an MBA in Shipping from Adams Smith University of America and Diploma in Export-Import Management (India). He is current President on the board of Raigad CCI. He set up Lancer Container Lines with the vision of making it a leader in Logistics. Rapidly growing the company now has approx. 8000 plus containers as on end of H1FY2019.

2013-14

- Purchased new office at Arenja Towers in CBD Belapur
- Container Leasing operations started
- Started new branch in Delhi on 1st Nov, 2014

2017

- Started new branch in Jaipur on 15th June, 2017, at ViZag on 8th Aug, 2017 & at Ahmedabad on 1st Nov, 2017

2011-12

- Started NVOCC Division and Container Yard
- Signed 10 year lease for Container Yard
- Started Freight Forwarding & Inland Transportation
- Started new branch in Mumbai on 7th March, 2011 & Gujarat on 1st May 2012

2015-16

- Started new branch in Kolkatta on 1st June, 2015 & at Tuticorin, Ludhiana & Chennai in 2016
- Listed on the SME platform of BSE exchange raising Rs.1.84 Crores with issue of 15,40,000 shares of Rs.10 face value @ premium of Rs. 2.00
- Started Container Leasing

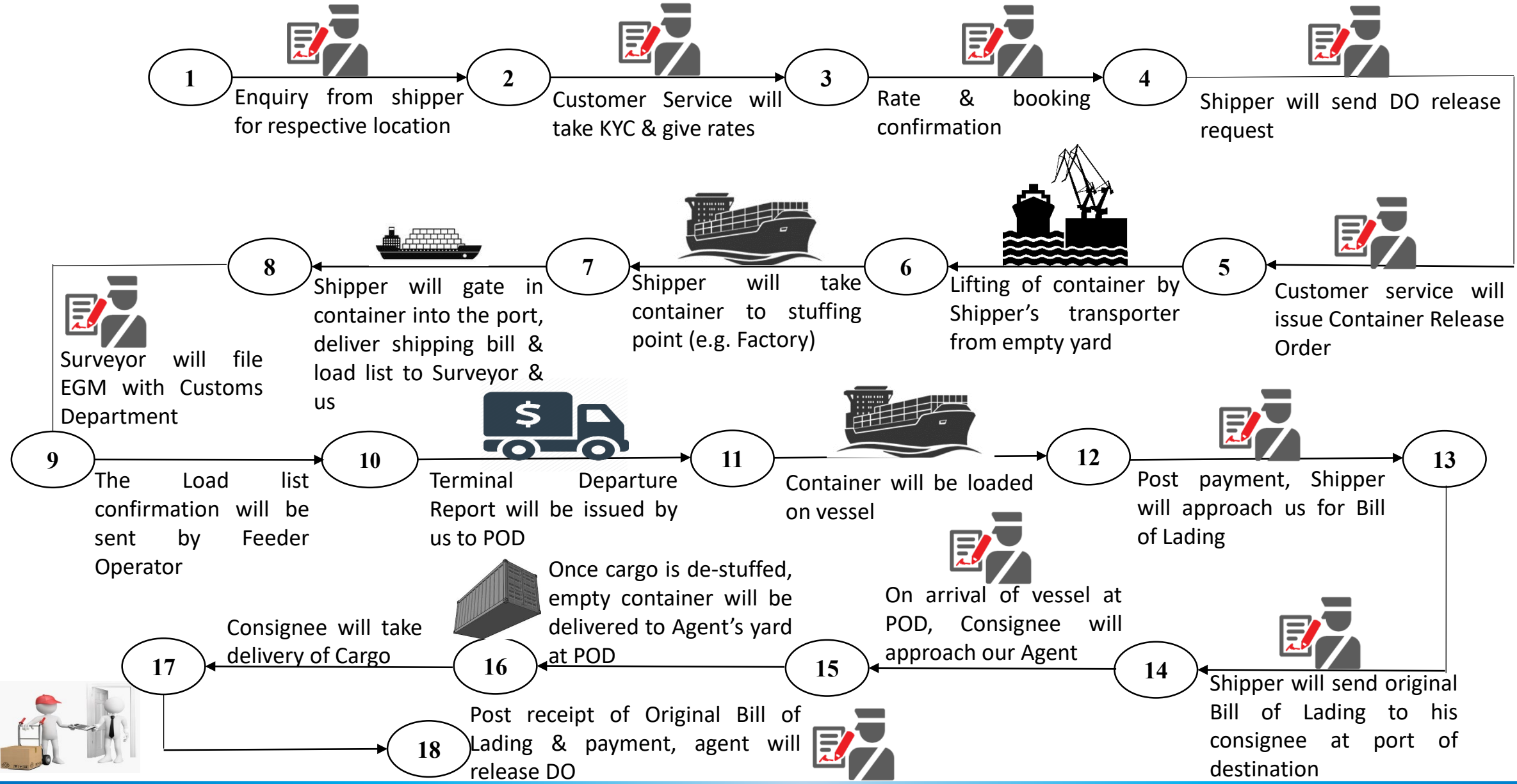
2018

- Migrated to Main Board on BSE.
- Added additional operational space of 9,270 sq. ft office in CBD Belapur
- Started new branch in Hydrebad on 21st Nov, 2018

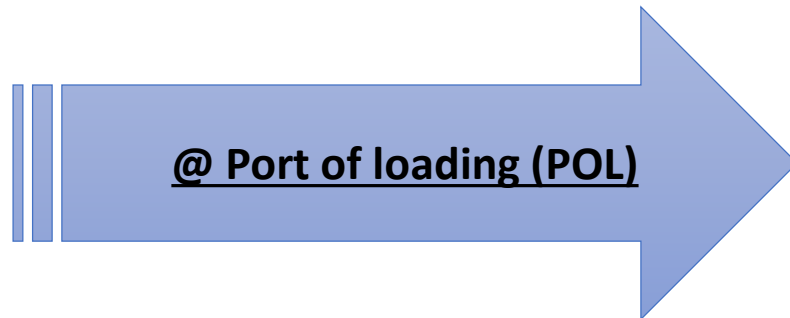
Our services

Services	Detailed description
Non Vessel Operating Common Carrier (NVOCC)	Non Vessel operating common carrier means a <i>cargo consolidator</i> who <i>does not own any vessel</i> , but acts as a carrier legally by accepting required responsibilities of a carrier who <i>issues his own bill of lading</i> .
Freight Forwarding	Here <i>we act as an intermediary</i> between the client and various transportation services.
Container trading & leasing	Purchase and sale of containers.
Empty container yard	Our Yard is <i>located at Panvel</i> and spread over <i>20,000 square meters</i> and mainly for <i>storage of empty containers</i> . <i>Others:</i> We may also provide container maintenance, refurbishment, repairs, container cleaning and decontamination.
Transportation	Selectively offered.

BUSINESS PROCESS



NVOCC – transaction flow (export)



@ Port of discharge (POD)

- Cargo **arrives at destination** (Port of Discharge).
- Cargo Arrival notice (**CAN**) is issued to Consignee.
- Consignee approaches Lancer agent office for Delivery order (**DO**).
- DO is issued on **producing of Bond and undertaking** by consignee.
- Destination charges** collected from consignee.
- Empty **container returned** by consignee to Yard.
- Lancer agent **surveys** container for damages.
- Bond is released** if container is free of damages, else repair and refurbishing charges collected.



NVOCC (FY18 REVENUE Rs.102.13 Crores)



CONTAINER TRADING (FY18 REVENUE Rs.5.56 Crores)



SHIPPING & FREIGHT FORWARDING (FY18 REVENUE Rs.1.32 Crores)

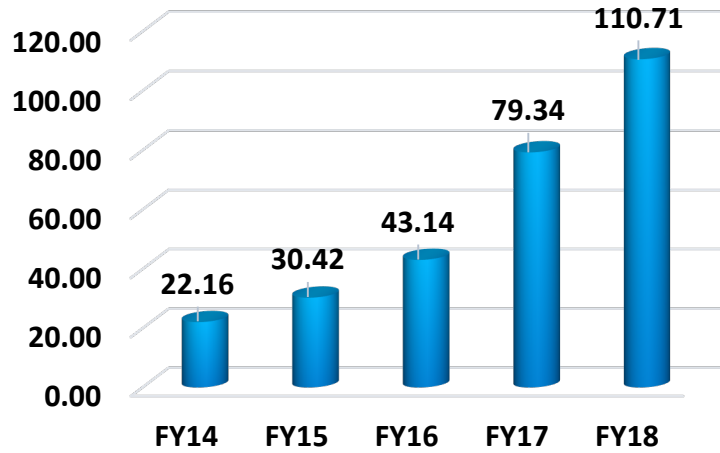


EMPTY CONTAINER YARD

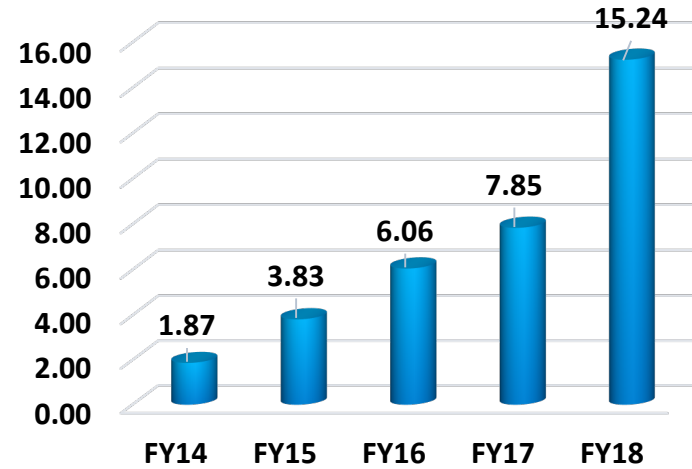
Note: Other (FY18 REVENUE Rs.1.76 Crores)

GROWTH ACROSS ALL PARAMETERS (Rs.Crores)

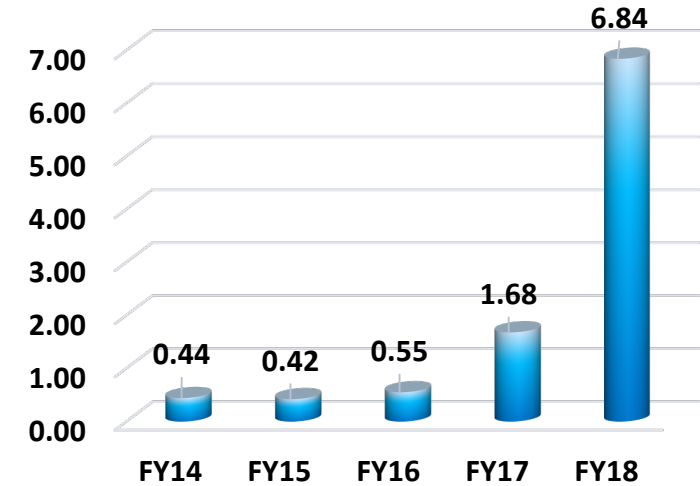
Total Revenue



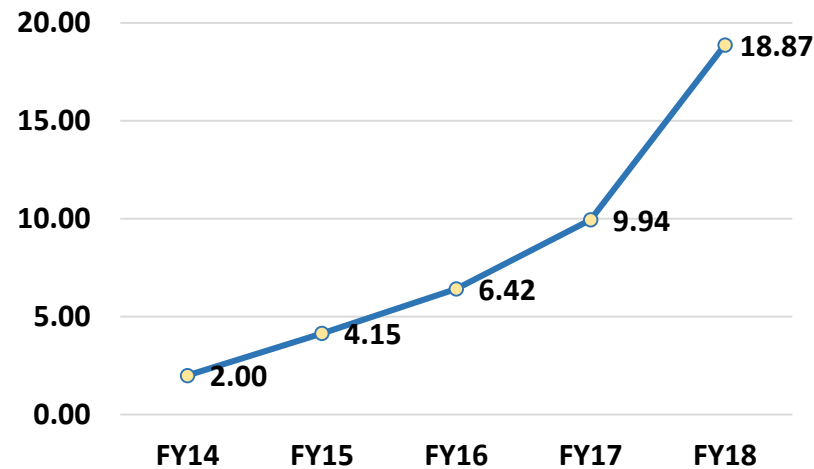
EBITDA



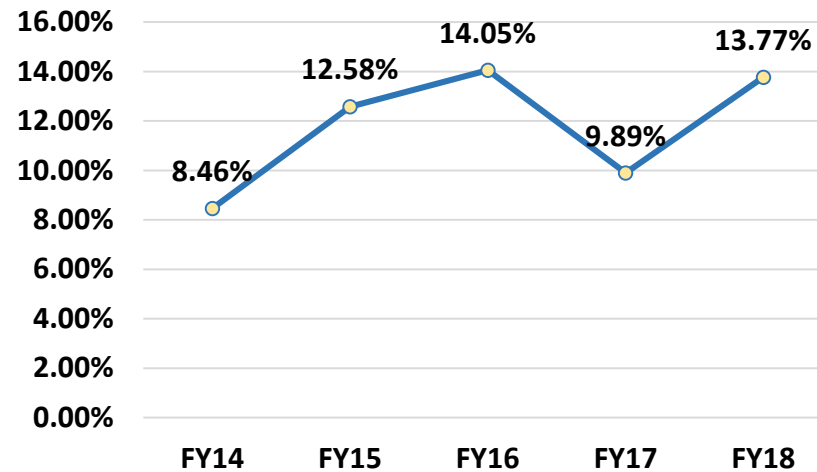
PAT



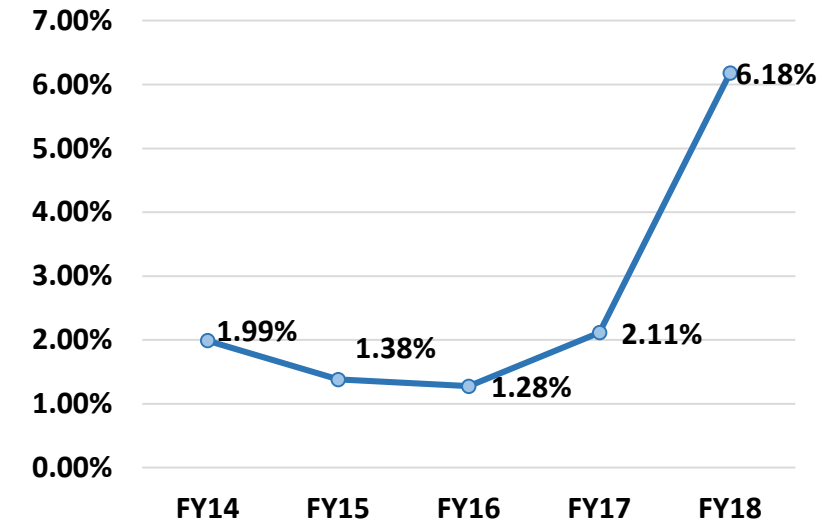
Networth



EBITDA Margin



PAT Margin



PROFIT & LOSS STATEMENT

(Rs. Crores)  Lancer Group

Particulars	FY18	FY17	FY16	FY15	FY14
INCOME					
Revenue from Operations	109.44	77.60	43.13	30.42	22.14
Other income	1.26	1.75	0.01	0.01	0.02
Total revenue	110.71	79.34	43.14	30.42	22.16
EXPENSES					
Cost of material consumed	87.60	63.68	33.04	0.00	0.00
Purchase of stock in trade	0.00	0.00	-1.44	2.56	6.70
Changes in inventories	0.00	0.91	0.00	0.00	-2.91
Employee benefit expenses	4.43	3.73	3.62	2.21	1.61
Other expenses	3.44	3.17	1.87	21.83	14.88
Total Expenses	95.47	71.49	37.08	26.60	20.29
EBITDA	15.24	7.85	6.06	3.83	1.87
Depreciation and amortization expenses	4.56	4.15	3.65	1.99	0.67
EBIT	10.68	3.70	2.41	1.84	1.20
Interest	1.42	1.65	1.63	1.22	0.56
EBT	9.26	2.05	0.77	0.62	0.64
Tax expense:					
(i) Current tax	2.65	0.09	0.30	0.30	0.22
(ii) Deferred tax	0.00	0.29	-0.08	-0.10	-0.02
(iii) MAT Credit	-0.23	0.00	0.00	0.00	0.00
PAT	6.84	1.68	0.55	0.42	0.44

BALANCE SHEET

(Rs. Crores)  Lancer Group

Particulars	FY18	FY17	FY16	FY15	FY14
Equity & Liabilities					
Shareholders' funds					
a. Share capital	10.05	5.71	4.17	3.29	1.47
b. Reserves & surplus	8.82	4.23	2.25	0.86	0.53
Total Shareholders fund	18.87	9.94	6.42	4.15	2.00
Minority Interest	0.00	0.86			
Non-current liabilities					
a. Long-term borrowings	13.71	16.02	16.11	10.73	6.33
c. Deferred tax liabilities (net)	0.08	0.09	0.00	0.00	0.00
d. Long Term Provisions	0.03	0.06	0.00	0.00	0.04
Current liabilities					
a. Short-term borrowings	0.04	0.13	1.12	0.90	0.22
b. Trade payables	8.61	5.91	5.76	3.32	4.38
c. Other current liabilities	11.15	7.59	3.64	2.95	4.12
d. Short term provisions	0.00	0.00	1.37	0.66	0.00
TOTAL	52.49	40.61	34.42	22.70	17.09
Non-current assets					
a. Fixed assets					
(i) Tangible assets	35.23	27.85	25.99	18.18	7.06
(iii) Capital Work-in-progress	2.78	0.00	0.00	0.00	0.00
c. Deferred tax assets (Net)	0.00	0.00	0.20	0.13	0.02
e. Other non-current assets	0.04	0.00	0.19	0.00	0.18
Current assets					
a. Inventories	0.00	0.91	1.44	0.00	3.69
b. Current Investments	0.55	0.00	0.00	0.00	
c. Trade receivables	7.39	6.16	2.47	2.08	3.79
d. Cash and cash equivalents	4.58	4.48	2.63	1.22	0.52
e. Short term loans & advances	1.93	1.20	0.36	0.42	0.99
f. Other current assets	0.00	0.00	1.14	0.67	0.85
TOTAL	52.49	40.61	34.42	22.70	17.09

CASHFLOW STATEMENT

(Rs. Crores)  Lancer Group

Particulars	FY18	FY17	FY16	FY15	FY14
Net Profit before tax	6.84	1.68	0.77	0.62	0.64
Adjustment For:					
Depreciation & Amortisation Expense	4.56	4.15	3.65	1.99	0.67
Provision for taxation	0.00	0.00	-0.30	0.00	0.00
(Profit)/loss on sale/ write of assets	0.00	-0.02	0.38	0.03	0.00
Finance costs	1.42	0.00	0.00	1.21	0.44
Interest Income	-0.24	0.00	0.00	-0.01	0.00
Current year income tax	2.65	0.09	0.00	0.00	0.00
Operating profit before working capital changes	14.57	6.18	4.51	3.84	1.75
Adjusted for (Increase)/ Decrease in:					
Inventories	0.91	0.52	0.00	3.69	-2.91
Trade receivables	-1.48	-2.91	0.00	1.41	-1.16
Short-term loans and advances	-3.37	-0.10	0.00	0.86	-0.77
Non-current Assets	-0.05	0.29	0.00	-0.46	-0.58
Trade Payables	3.61	2.51	0.05	0.04	1.45
Other current liabilities	3.56	-0.29	3.85	0.00	0.00
Increase in Current Assets	0.00	0.00	-2.27	0.00	0.00
Cash generated from operations	17.73	6.21	6.15	8.59	-0.37
Net Cash flow from operating activities (A)	17.73	6.21	6.15	8.29	-0.68
capital expenditure on fixed assets, including capital advances	-14.83	-7.91	-13.03	-13.16	-3.74
Proceeds from sale of fixed assets	0.00	1.93	1.19	0.03	0.00
Interest Income	0.24	0.00	0.00	0.01	0.00
investment in mutual funds	-0.55	0.00	0.00	0.00	0.00
Net cash flow from investing activities	-15.15	-5.99	-11.84	-13.13	-3.74
Proceeds from issue of shares and Debentures	0.57	2.40	1.72	1.68	0.95
Proceeds from issue of shares at Premium	0.76	0.31	0.00	0.00	0.00
Proceeds from Long-term/Short-term Borrowings	0.00	-0.09	0.00	5.08	4.31
Repayment of Long-term borrowings	-2.31	0.00	5.38	0.00	0.00
Finance cost	-1.42	0.00	0.00	-1.21	-0.44
Net cash flow from financing activities	-2.50	1.63	7.10	5.54	4.82
Net Increase/(Decrease) In Cash & Cash Equivalents (A+B+C)	0.09	1.85	1.41	0.70	0.40
Cash equivalents at the beginning of the year	4.48	2.63	1.22	0.51	0.11
Cash equivalents at the end of the year	4.57	4.48	2.63	1.22	0.51

ACCOUNTING RATIO

Details (Consolidated)	1HFY19	Q2 FY19	FY18	FY17	FY16	FY15	FY14
Revenue (In Cr.)	79.57	43.98	110.71	79.34	43.14	30.42	22.16
EBITDA (In Cr.)	9.45	5.46	15.24	7.85	6.06	3.83	1.87
EBITDA MARGIN %	11.88%	12.41%	13.77%	9.89%	14.05%	12.58%	8.46%
PAT (In Cr.)	4.16	2.47	6.84	1.68	0.55	0.42	0.44
PAT MARGIN %	5.22%	5.61%	6.18%	2.11%	1.28%	1.38%	1.99%
ROCE	-	7.17%	32.79%	14.26%	10.68%	12.36%	14.43%
RONW	-	10.71%	36.25%	16.87%	8.57%	10.13%	22.04%
Fixed Asset Turnover	-	0.74	3.14	2.85	1.66	1.67	3.14
Current Ratio	-	0.67	0.73	0.94	0.68	0.56	1.13
Debt/Equity x	-	1.60	0.73	1.63	2.69	2.81	3.59



THANK YOU!

Registered Office: Mayuresh
Chambers Co-Op Society Ltd, Unit
No. H02-02,03,04, Plot No. 60,
Sector-11, CBD Belapur, Navi
Mumbai-400614

