



# Lancer Container Lines Ltd.

Date: September 07, 2020

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

**Subject:** Submission of Press Release on Un-Audited Results for Q1 ended June 30, 2020.

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

Dear Sir/ Madam,

In continuation of our letter dated September 04, 2020 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q1 ended June 30, 2020. Kindly take the same on records and acknowledge the receipt of the same.

Thanking You.  
Yours faithfully

**For Lancer Container Lines Limited**

  
\_\_\_\_\_  
Sadik Jafar Thange  
Company Secretary



CIN : L74990MH2011PLC214448

26/27, Arenja Tower CHS. Ltd., Plot No. 49/50/51, Sector - 11, CBD Belapur, Navi Mumbai - 400 614.

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# Lancer Container Lines Ltd.

Press Release- 7<sup>th</sup> September, 2020

**LANCER CONTAINER LINES LIMITED**

**Belapur, Navi Mumbai.**

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

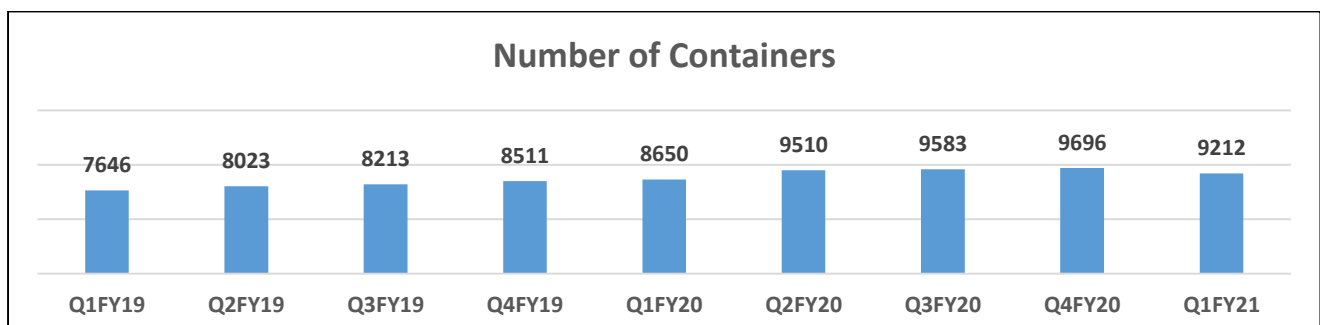
**Lancer Container Lines Ltd (CMP 7/9/2020: Rs.57.1; MCAP: Rs.573.7 Million)** provides logistic services including shipping, freight forwarding, provision of yards for storage of empty containers, inland transport services. The company owns containers and currently has deployed around 9212 containers. Please find below Q1 & FY2020-21 highlights of the results declared on 4<sup>th</sup> September 2020.

## Q1FY21 Result Highlights: EBIDTA Improves on improved cost efficiency

- ❖ **Revenues at Rs.510 Mn, lower 3.3% YoY**
- ❖ **Containers deployed were 9212, with 484 containers sold during Q1FY21**
- ❖ **Cost measures improve EBIDTA margins to 10.9%**
- ❖ **PAT at Rs.21.9 Mn, higher 11.6% YoY**
- ❖ **No Moratorium availed, Balance-sheet strengthened with debt repayment and Debt/Equity Ratio bought down further to 0.77x**

## Q1FY21 Performance:

- **Revenues** in Q1FY20 was Rs.510.7 Mn, 3.3% lower YoY and a 35% lower QoQ. Average realisations remained stable during the quarter; the decline was mainly due to lower volumes. Deployment of containers impacted by slowdown in global trade and movement of cargo. Covid-19 mobility restrictions also affected port clearing and last mile connectivity. The movement of containers is since then picking up. During Q1 with 484 containers sold, we now have 9,212 containers as on 30<sup>th</sup> June 2020.
- **EBIDTA & PAT in Q1FY21.** The EBIDTA margins improved at 10.9% vs 10.3% in the previous corresponding Q1FY20. This was achieved with improved cost efficiencies by pruning non-essential staff and detailed revamp of overheads across branches. PAT for the quarter was also boosted by lower Interest and depreciation.



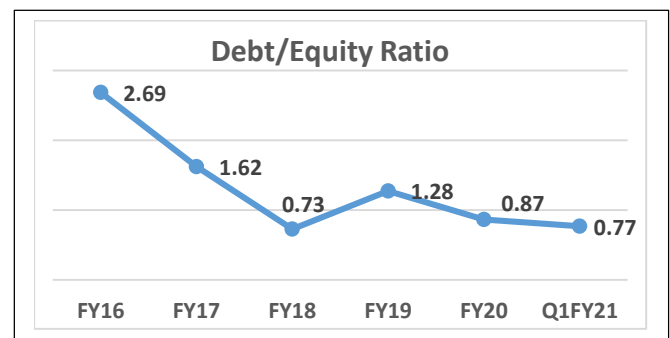
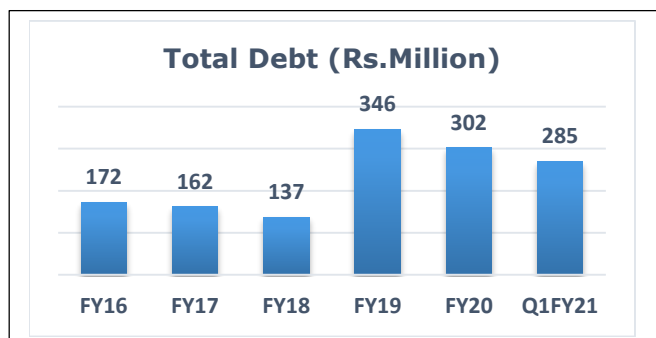
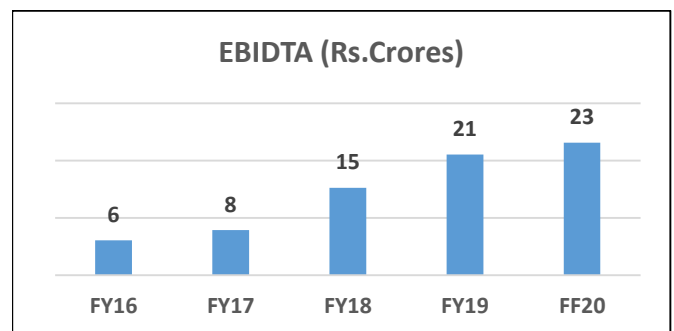
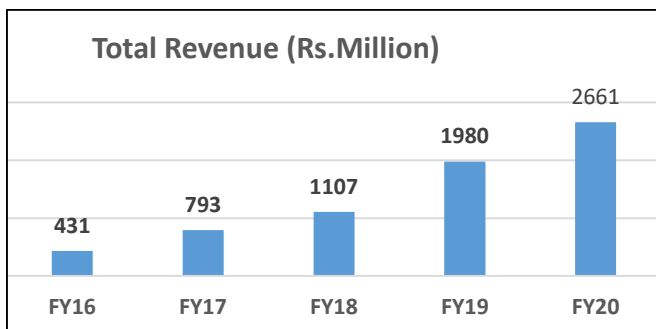


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## Financial Highlights (Rs. in Millions)

Particulars	3Mths Q1FY21	3Mths Q1FY20	Y-O-Y %	3Mths Q4FY20	Q-O-Q %	12 Mths FY20	12 Mths FY19	Y-O-Y %
<b>Revenue</b>	<b>510.7</b>	<b>528.3</b>	<b>-3.3%</b>	<b>789.9</b>	<b>-35.3%</b>	<b>2652.6</b>	<b>1974.0</b>	<b>34.4%</b>
Operating Exp.	426.7	437.5	-2.5%	706.1	-39.6%	2273.1	1656.2	37.2%
Employee Cost	19.4	23.8	-18.5%	23.6	-18.1%	98.5	66.8	47.5%
Other expenses	9.1	12.5	-27.1%	5.6	63.6%	57.8	46.0	25.5%
<b>EBIDTA</b>	<b>55.5</b>	<b>54.6</b>	<b>1.8%</b>	<b>54.6</b>	<b>1.7%</b>	<b>223.3</b>	<b>205.0</b>	<b>8.9%</b>
<b>EBIDTA Mar %</b>	<b>10.9%</b>	<b>10.3%</b>		<b>6.9%</b>		<b>8.4%</b>	<b>10.4%</b>	
Other income	3.0	1.6	87.4%	3.7	-18.9%	8.0	5.5	45.5%
Depreciation	21.2	19.9	6.7%	32.0	-33.7%	92.3	69.9	32.0%
<b>PBIT</b>	<b>37.3</b>	<b>36.3</b>	<b>2.9%</b>	<b>26.3</b>	<b>41.9%</b>	<b>139.0</b>	<b>140.6</b>	<b>-1.1%</b>
Interest	7.6	8.7	-12.6%	6.8	12.1%	30.4	23.8	27.6%
<b>PBT</b>	<b>29.7</b>	<b>27.6</b>	<b>7.8%</b>	<b>19.5</b>	<b>52.3%</b>	<b>108.6</b>	<b>116.8</b>	<b>-7.0%</b>
Tax	7.9	8.0	-0.9%	-5.7	-238.6%	28.4	34.7	-18.2%
<b>PAT</b>	<b>21.8</b>	<b>19.5</b>	<b>11.6%</b>	<b>25.2</b>	<b>-13.5%</b>	<b>80.1</b>	<b>82.1</b>	<b>-2.5%</b>
<b>PAT Margin %</b>	<b>4.3%</b>	<b>3.7%</b>		<b>3.2%</b>		<b>3.0%</b>	<b>4.2%</b>	
<b>EPS (Rs) #</b>	<b>2.2</b>	<b>1.9</b>		<b>2.5</b>		<b>8.0</b>	<b>8.2</b>	
<b>No. of Shares</b>	<b>10.0</b>	<b>10.0</b>		<b>10.0</b>		<b>10.0</b>	<b>10.0</b>	

### # Annulised EPS





# Lancer Container Lines Ltd.

## Management Comments:

**Commenting on the developments, Mr. Abdul Khalid Chataiwala, Chairman & Managing Director said,** "During the last couple of months, we are tackling one of the toughest challenges in an unprecedented situation created by the coronavirus pandemic. Global trade was the first to be impacted, with China starting to report Covid-19 cases from Jan.2020, snowballing there from globally. Container movements were impacted at ports and also impacted fresh demand. Our strategy during this difficult time, was to focus on meeting all obligations and controlling costs, while working with our partners and agents to put our containers to work. As you would have seen in the quarter results, we have been able to contain the impact on our overall revenues and remained profitable despite the huge challenge.

One of the key initiatives we undertook during the quarter was a review of expenses across our branches and heightening focused on cutting costs in a comprehensive manner. Cost is now being structured to incentivise productivity and a prudent plan to moderate office expansions during the year.

In FY19 & FY20 we made significant investment in our office infrastructure and operational resources designed to expand our business. During the current year, we are consolidating our investments and have taken a key decision to move to a light model and adding to container deployment with a mix of outright purchase and lease. We currently deploy 9000+ containers, 95% of which are owned by us.

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. Over the last two quarters, in fact we have reduced debt, especially US\$ denominated credit and further improve our debt equity ratio. I am excited about what we will achieve together and look forward to your continued support. 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 all of you for your continuing support".

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

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

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