



Lancer Container Lines Ltd.

Date: February 15, 2021

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, 2020.

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

Dear Sir/ Madam,

In continuation of our letter dated February 12, 2021 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q3 ended December 31, 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 & Compliance Officer

CIN : L74990MH2011PLC214448

Mayuresh Chambers Premises Co-Op.Society Ltd, Unit No.H02-2, H02-3 & H02-4, Plot No.60, Sector-11,
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Lancer Container Lines Ltd.

Press Release-15thFebruary, 2021

LANCER CONTAINER LINES LIMITED

Belapur, Navi Mumbai.

Listed on BSE; BSE Code: 539841

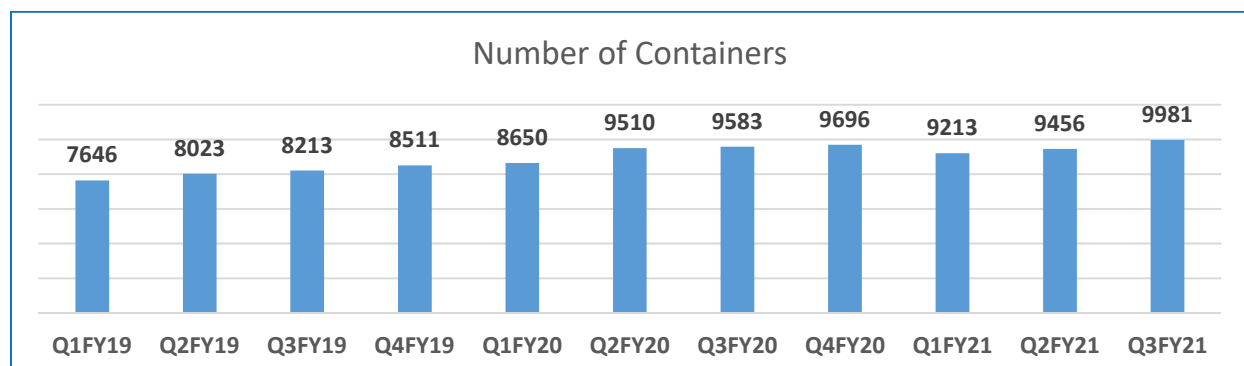
Lancer Container Lines Ltd (CMP 15th February, 2021: Rs.79; MCAP:Rs. 793.7 Mn) provides logistic services including shipping, freight forwarding, provision of yards for storage of empty containers, inland transport services. As on 31st Dec.2020, the company has 9981 containers for deployment, of which 88% are owned and rest leased. Please find below the highlights of Q3FY2020-21 financial results.

Q3FY21 Result Highlights: Higher Realisations lead Margin Expansion

- ❖ Revenues at Rs.670 Mn, -2.5%YoY, impacted by slow container movement
- ❖ EBIDTA at Rs. 65.1 Mn, higher 19.1% YoY and 12.9% QoQ
- ❖ EBIDTA MARGINS at 9.7% up 180 bsp YoY supported by higher Realisations
- ❖ Containers available for deployment is 9981 as on 31st Dec.2020
- ❖ PAT at Rs.26 Mn, up 44.4% YoY & 13.3% QoQ

Q3FY21Performance:

- **Revenues** in Q3FY21 NVOCC volumes were lower due to non-availability of shipping slots for container movement. While container demand remained strong, China coming back into global trade lead a tight shipping slots for C&F agents. Container booking rates were high during the quarter, supporting higher average realisations. As on Dec.2020 8787 containers were owned and 1194 Leased by Lancer. The debt was further bought down during Q3 to Rs.200 Mn and Debt/Equity to 0.5x.
- **EBIDTA & PAT in Q3Y21.** The expenses are mainly incurred on liner slot booking, which saw a spurt in Q3. Also, compensation/payments to international agents on account of COVID related mobility delays continued even in Q3. Despite this, with stringent cost control measures across all branches, the impact on profitability was controlled. EBIDTA margins up by 100bsp YoY at 9.7% vs 8% in Q3FY20, also improved 180bsp over the Q2FY21.PAT growth remained strong at 44.4% aided by lower Interest.

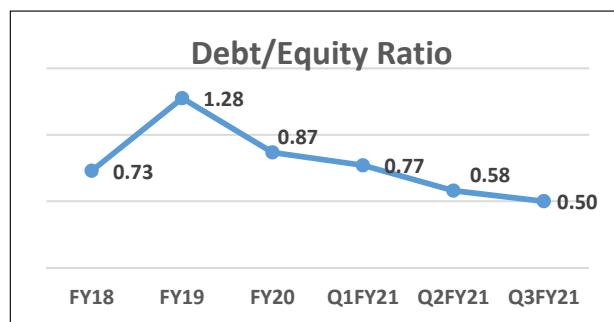
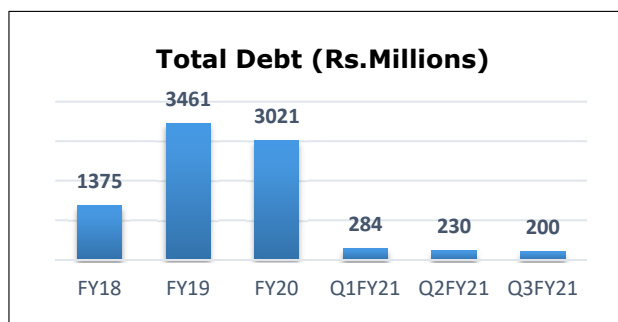
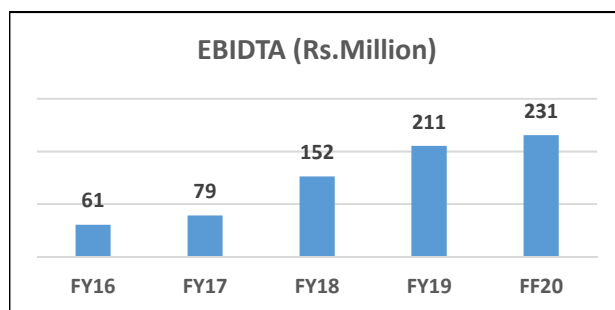
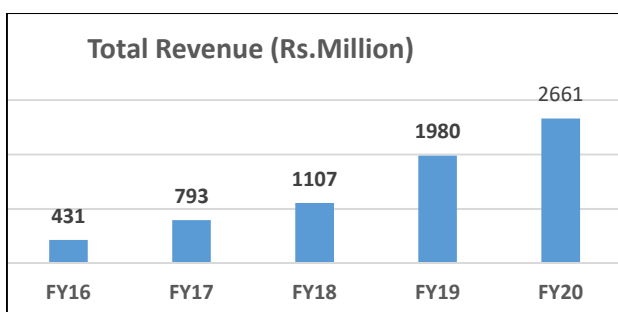




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Financial Highlights (Rs. in Millions)

Particulars	3Mths Q3FY21	3Mths Q3FY20	Y-O-Y %	3Mths Q2FY21	Q-O-Q %	12 Mths FY20	12 Mths FY19	Y-O-Y %
Revenue	669.9	687.4	-2.5%	732.4	-8.5%	2652.6	1974.0	34.4%
Op. Expense	573.0	587.1		646.6		2273.1	1656.2	
Employee Cost	21.9	26.0		21.3		98.5	66.8	
Other expenses	9.9	19.6		6.8		57.8	46.0	
Total Expense	604.8	632.7	-4%	674.7	-10.4%	2429.3	1768.8	37.3%
EBIDTA	65.1	54.6	19%	57.7	12.9%	223.3	205.2	8.8%
EBIDTA Margin %	9.7%	7.9%		7.9%		8.4%	10.4%	
Depreciation	23.4	19.9		20.8		92.4	69.8	
EBIT	41.7	53.7	20%	36.8	13.2%	130.9	135.4	-3.3%
Other income	1.9	1.3		1.4		8.0	5.5	
Interest	8.4	7.0		7.1		30.4	23.7	
Profit Before Tax	35.2	29.0	22%	31.2	13.0%	108.5	117.2	-7.4%
Total Tax expense	9.2	11.0	-16%	8.2	11.9%	28.3	34.7	-18.4%
PAT	26.0	18.0	44.4%	22.9	13.3%	80.2	82.5	-2.8%
PAT Margin	3.9%	2.6%		3.1%		3.0%	4.2%	
EPS (Rs) #						8.0	8.21	
Shares (Million)						10.0	10.0	





Management Comments:

Commenting on the developments, Mr. Abdul Khalik Chataiwala, Chairman & Managing Director said, “We were able to increase our PAT despite a small decline in our overall revenues for Q3. This is mainly a short-term issue which arise because of container movement being strained during the quarter due to shortage of available shipping lines resulting from a spurt in demand from China. During the quarter, we faced difficulty and slowdown in round trips and bringing back our containers into India impacting volumes. Demand remains robust, hence we were able to get higher average realizations to some extent offsetting lower volumes.

During the quarter, we have been able to optimise mix of lease and self- owned boxes, a strategy we adopted to remain liquid during 9MFY21 to face any COVID related challenges as they arise. This enabled us to improve revenues while keeping our capital outflow low, where we especially focused on efficient cash flow management.

In FY19 & FY20 we had made significant investment in our office infrastructure and operational resources designed to expand our business. During the current year, we have consolidated our investments and have kept a light model, adding containers through lease. With the global economies opening up and demand for containers strong, we are now putting in place aggressive growth plans. Our Balance-sheet remains strong and we will ensure growth backed with improvement in profitability ratio's. 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

For any Investor Relations query, please contact:

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