



Lancer Container Lines Ltd.

Date: 14th February, 2020

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

Sub.: Submission of Revised Press Release on Un-Audited Results for Q3 ended December 31, 2019.

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

Dear Sir/ Madam,

In continuation of our letter dated 12th February, 2020 conveying outcome of Board Meeting, kindly find attached revised press release on Un-Audited Results for Q4 ended December 31, 2019.

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

Sumit R. Sharma
Company Secretary & Compliance Officer



Encl: - As above

CIN : L74990MH2011PLC214448

Registered Office : Mayuresh Chambers Premises Co-Op.Society Ltd, Unit No.H02-2, H02-3 & H02-4,
Plot No.60, Sector-11, CBD Belapur, Navi Mumbai - 400614

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Lancer Container Lines Ltd.

Press Release- 13th February, 2020

LANCER CONTAINER LINES LIMITED

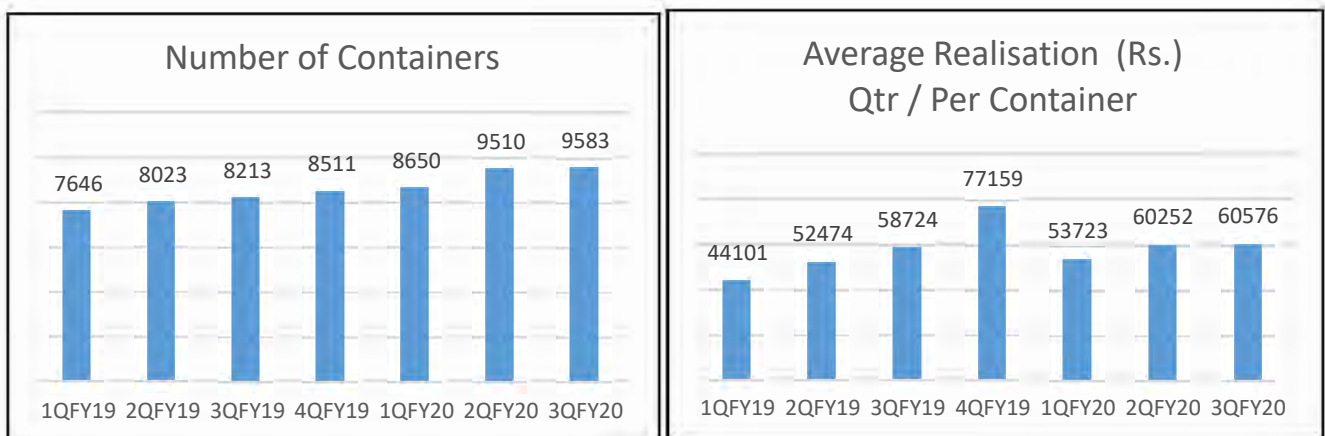
Belapur, Navi Mumbai.

Listed on BSE; BSE Code : 539841

Lancer Container Lines Ltd (CMP :Rs.51; CMcap :Rs.51.5 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 9062 own containers deployed. Please find below Q3 FY2020 highlights of the results declared on 12th Feb., 2020.

Highlights Q3FY20 & 9MFY20 Results :

- **Revenues in Q3FY20** were Rs. 68.73 crores, 37% higher YoY. The growth was driven by an improvement in Average Realisations that stood at Rs. 60576 vs Rs. 58724 in the previous corresponding quarter. The average realisations for the 9MFY20, are higher compared to the corresponding previous period. As on 31st Dec.2019 the company deployed 9583 containers, adding net 73 containers during the quarter. Despite slowdown in global trade, the demand for containers remains robust and the company is able to fully deploy its containers.
- **EBIDTA & PAT in Q3FY20.** On a sequential basis, the margins have stabilised & come down slightly at 8% vs 9.2% in Q3FY20. The margins have been impacted due to increment in port charges and higher rebate to third parties. Employee cost were also higher during the quarter on a YoY basis on account of higher expenses on setting up new office / branches / business lines. PAT at Rs.1.79 crores is 3% higher QoQ, but lower compared to the corresponding previous period Q3FY19 which had exceptional realised gains due to foreign currency fluctuations.
- **New Flexi Business** initiated a couple of months back is picking up well. This is a new packaging being offered by us for transportation of liquids in our containers, which reduces turnaround time and efficiency in bulk liquid transportation.





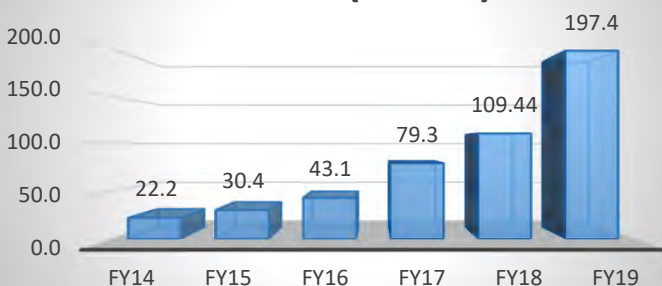
Lancer Container Lines Ltd.

Financial performance (Rs in Crores)

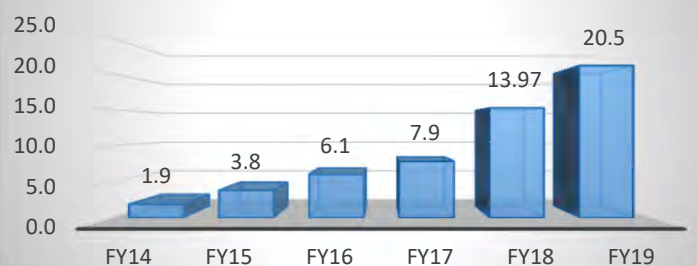
Particulars	3Mths Q3FY20	3Mths Q3FY19	Y-O-Y %	3Mths 2QFY20	Q-O-Q %	9Mths 9M FY20	9Mths 9M FY19	Y-O-Y %	12 Mths FY19
Revenue	68.73	50.34	36.5%	64.69	6.2%	186.27	129.68	43.6%	197.4
Operating Expense	58.71	40.91	43.5%	54.23	8.3%	156.70	105.53	48.5%	165.62
Employee Expenses	2.60	1.81	43.7%	2.51	3.6%	7.49	4.68	60%	6.68
Other expenses	1.96	0.24	716.7%	2.01	-2.5%	5.22	2.86	82.5%	4.6
EBIDTA	5.46	7.38	-26%	5.94	-8.1%	16.86	16.61	1.5%	20.5
EBIDTA Margin %	7.94%	14.66%		9.18%		9.05%	12.81%		10.39%
Other income	0.12	0.21	-42.9%	0.14	-14.3%	0.43	0.44	-2.3%	0.55
Depreciation	1.99	1.98	0.5%	2.05	-2.9%	6.03	4.86	24.1%	6.99
PBIT	3.59	5.57	-35.5%	4.03	-10.9%	11.26	12.19	-7.6%	14.06
Interest	0.70	0.78	-10.3%	0.78	-10.3%	2.36	1.62	45.7%	2.38
PBT	2.89	4.84	-40.3%	3.25	-11.1%	8.9	10.57	15.8%	11.68
Tax	1.10	1.35	-18.5%	1.51	-27.2%	3.41	2.92	16.8%	3.47
PAT	1.79	3.49	-48.7%	1.74	2.9%	5.49	7.64	28.1%	8.21
PAT Margin %	2.6%	6.93%		2.70%		2.95%			4.20%
EPS (Rs) #	1.79	3.47		1.73		5.47	7.61		8.18
No. of Shares	10047040	10047040		10047040		10047040	10047040		10047040

Annulised EPS

Total Revenue (Rs.Crs)



EBITDA (Rs.Crs)





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 with you that the business operations improved sequentially despite slowdown in global trade. The demand environment for our containers remained robust. Lancer did has grown rapidly in the last couple of years, we currently own and deploy over 9,000 containers. Our size enables us to cater to customers with big loads hence enjoy better margins, customer retention & increased efficiency.

We continue 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 and Indian sub continents. In the last couple of months, we have added CIS Regions, to carry shipments trouble free from Russia far east west Ukraine to cover Central Asian markets. We have added the (WSL) Worldwide Shipping Logistics network to enable agency services between India and South America.

The Company has invested significant resources in technological capabilities and has developed a scalable technology system. Company is rolling out systems known as "EBMS" to keep a track on the process of Logistic from procurement of order to door delivery of the client.

I would like to place on record my sincere gratitude to all stakeholders for their support. I would also like to take this opportunity to thank all our employees for their contribution in the continued Success of Lancer Container Lines Limited".

For more details please visit: www.lancermarine.in

For any Investor Relations query, please contact:

Sumit Sharma, Company Secretary,

Email: secretarial@lancermarine.in ; **Contact:** 022 2756 6940/41/42

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Note: 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 or circumstances.