



Lancer Container Lines Ltd.

Date: October 12, 2021

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

Subject: Submission of Media Announcement on Investor Presentation for October 2021

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

Dear Sir/ Madam,

kindly find attached Investor Presentation for October 2021.

Kindly take the same on records and acknowledge the receipt of the same.

Thanking You.
Yours faithfully

**On Behalf of Board of Directors
For Lancer Container Lines Limited.**

**Archana Chandrakant Indulkar
Company Secretary and Compliance Officer**



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

Tel. : +91 22 2756 6940/41/42 | **Email :** info@lancermarine.in | **Web.:** www.lancermarine.in

H.O. : Mumbai **Branch :** Delhi • Ludhiana • Jaipur • Ahmedabad • Mundra • Visakhapatnam • Tuticorin • Chennai • Kolkata
• Hyderabad • Jalandhar • Jodhpur

Extending our footprints on the pathway to Progress

Lancer Container Lines Limited
Investor Presentation, October 2021

Safe Harbor

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Lancer Container Lines Ltd., 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.

LCL – Enabling wide range of Logistics solutions worldwide

VISION

To become a premier logistics company providing the total logistics solutions without limits through customer centric approach.



MISSION

To develop long term relationships with customers by providing seamless logistics services
To emerge as a leading logistics provider in Indian Logistics Ecosystem.
To create a work environment and promote team spirit within organization



LCL at a Glance

30+ years

Extensive Industry Experience

30+ countries

Global Footprints

184+

No of employees

82+

Registered Global Partners (Agents)

24/7

Customer Service

AMTOI, FIEO, BIC France (Bureau International des Containers), WCA World, GNN

Key registrations in global logistics domain

6,500+

No of satisfied customers

10,000+

No of TEU Containers

27+

Countries served through 10,000 TEU containers

75,904+

Shipments completed for the fiscal year 20-21

14

No of Branches in India

74

Ports served

36+

ICD's served

Asia, Middle East, CIS Countries, Europe, Africa, and South America

Servicing Continents

5 year CAGR* growth

42%

Revenue

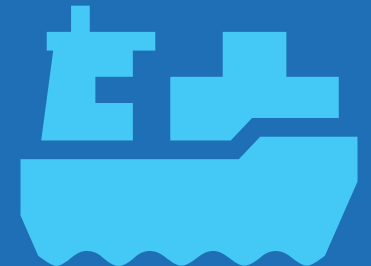
33%

EBITDA

55%

PAT

*As per consolidated figures



Geographical Existence



Pointers of World Map

India, Dubai, Oman, Singapore, Malaysia, Indonesia, Vietnam, Thailand, China, Korea, Philippines, Myanmar, Bangladesh, Sri Lanka, Abu Dhabi, Bahrain, Qatar, Saudi Arabia, Kuwait, Iraq, Yemen, Djibouti, Egypt, Jordan, Sudan, Kenya, Tanzania, Somali Land.

Our journey so far

- Enduring growth during a global pandemic
- Fleet portfolio of 10,000 TEUs with mix of owned and leased Containers
- Effective Liner services to 74 ports worldwide and 36 major ICDs in India and adding
- Rendering services globally with major presence: Asia, Middle East, CIS Countries, Europe, Africa, and South America

2019-2020



- Maiden innings on Indian Capital market, quoted on BSE SME platform
- Portfolio grown to 3,000 TEUs
- Expanded operations by establishing 8 offices in India
- Headcount grown to 150, catering services to 35 ports

2015-2018



- Migrated to BSE mainboard on 10th May 2018
- Setup a centralized head quarter in Central Business District, Navi Mumbai
- Diversified business by adding new segments: CIS, Breakbulk & Projects, LATAM, Africa, and Freight Forwarding
- Further expanded fleets to 8,000 TEUs
- Geographical presence scaled upto 14 offices in India

2011-2014



- LCL was incorporated in 2011
- Commenced with container trading and empty container yard
- Started Liner (NVOCC) services with a fleet of 50 TEUs

2020-2021



Leadership Crew

The promoter-led professionally managed company was established in 2011



Mr. A. Khalik Chataiwala

Chairman & Managing Director

- Mr. Chataiwala is an MBA graduate from Adam Smith University of America specialized in Shipping - Logistics Sector.
- Holding a Diploma in Import-Export Management (India), Mr. Chataiwala has 31 years of experience in Logistics, transport and Shipping Industry.
- He is the current President on the board of Raigad Chamber of Commerce and Industry.



Mr. Praful Jain

Finance Director

- Mr. Jain is an MBA graduate with more than a decade of experience with various portfolios covering trade, finance & investments.
- He has worked with organization like ADM (Global Fortune 500), Fort Capital, Reliance Capital of Reliance Group, etc.
- Being an Executive Finance Director, Mr. Jain is responsible for the overall Finance and Investment function and is instrumental in making Strategic decisions for the Company.



Mr. Amol Mohan Shirke

Whole Time Director (Business Operations)

- Mr. Shirke has rich experience in Shipping, Logistics & International Trade.
- He has led an expansion of LCL covering regions right from the Middle East to Southeast Asia & the far east including the Indian Market which is a prime source of Revenues for the Company.

Lancer Group Structure

Name Of Subsidiary	% of Shares held	Incorporated	Nature of Business
CIS Connect Global Logistics Private Limited	100%	August 2020	Logistics Operations across CIS countries
LCM Projects Private Limited	100%	August 2020	Project Cargo, Break Bulk, and Freight Forwarding for Air and Sea
KMS Maritime India Private Limited	100%	August 2020	International logistics & agency business across the globe
Worldwide Container Trading Private Limited	100%	August 2020	Container Trading, Empty Container Yard, Portable Cabins
Globe point Freight Forwarders Private Limited	100%	September 2020	Freight Forwarding through Air and Sea modes



LCL Service Offering Portfolio

1 Liner Services (NVOCC)

- Liner services includes **Non-Vessel Owning Common Carrier (NVOCC)** operations across the world
- Liner Services operates less than Container load (LCL) and full Container load (FCL) over **74 overseas ports and 36 ICDs-locations in India**
- Lancer - India's leading Liner Service provider has **grown fleets to 10,000 TEUs servicing in more than 27 countries**

2 CIS Countries Shipments

- Business managed and operated by **CIS Connect Global Logistics Private Limited**
- Services include Containerization, Breakbulk, Rail Wagons, Ferry Services, etc.
- Major destinations covered are: **Turkmenistan, Kazakhstan, Uzbekistan, Armenia, Tajikistan, Mongolia, Kyrgyzstan, Russia, Ukraine, Azerbaijan**

3 Project and Freight Forwarding

- Business operations are managed under **LCM Projects Private Limited**
- Services offered include Projects, Break Bulk operations, RORO services, Freight forwarding services- Air & Sea, Less than Container Load (LCL), Full Container Load (FCL), Hazardous Cargo



LCL Service Offering Portfolio

4 Shipping Solution

- **KMS Maritime India Private Limited** is one of the leading NVOCC Agents & International Logistics providers
- It intermediates shipping solutions to some of the most renowned container lines **providing services to Europe, the Middle East, Indian Sub-Continent Ports (ISC), and Southeast Asian ports**

5 Shipping solutions to LATAM and Africa Hinterland

- Having an **extensive network of agents throughout LATAM**, Lancer holds an agreement with multiple South American freight forwarders from Mexico to Argentina
- Lancer also caters **reliable logistics solutions throughout East African** region transcending all the border restrictions
- Under this segment Lancer provides all logistics services covering Cargo packing, movement, stuffing, customs clearance, transportation, loading and unloading

6 Container Trading

- Managed and operated under **Worldwide Container Trading Private Limited**
- It sells all kinds of shipping containers & also helps to organize carriage out of Lancer's depot to the final destination
- This subsidiary offers assorted equipment tailored as per customer's requirement

LCL Service Offering Portfolio

7 Empty Container Yard

- **Located in Panvel, Navi Mumbai**, an empty container yard has **covered area of over 20,000 sq. ft**
- Having an easy access to rail, road & ocean, lancer's container yard facilitates prompt movement of cargo to the local hinterland and ICDs
- Services provided - Storage of Empty Container, Handling Containers, General Container Maintenance, Refurbishment and Repairs, Container Cleaning, Decontamination, Container Modification

8 Freight Forwarding (Air & Sea)

- **Globepoint Freight Forwarders Private Limited** provides tailored-made solutions for delivering cargoes under Freight Forwarding Sea or Air modes
- Having an association with all major lines around the world Globepoint promises on time delivery and tries to achieve critical timelines

9 Portable Cabins

- The portable cabin division is managed and operated under **Worldwide Container Trading Pvt Ltd**
- Lancer provides portable cabins that are useful in different and unique ways also modifying them as per customer's requirements

LCL's Strength and Positives

Experience and cohesive leadership

Long term customer relationship in enduring verticals

Resilient business model with multiple drivers of profitable growth

Right on time delivery of containers

Asset Light Model

Cost Effective

Connection with 25+ countries

Highly specialized Flexi bags Services

Customized Containers for customers

Nimble Business Model

Critical Scale Capacity

Digital tracking system



Marquee Clients



... and many other reputed companies

Certificates and Awards



Token of appreciation for partnership and invaluable support received in 2nd trade meet of Saurashtra CFS Mundra



Citation of appreciation for funding "Ek Prayas" (June, 2018)



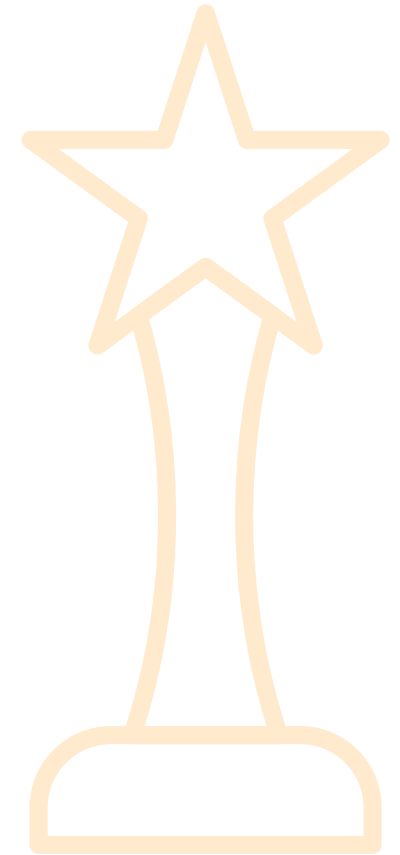
Received Top performer in SME segment awards



Received Citation of appreciation for funding "Ek Prayas" (15 February 2020)



Received certificate of appreciation for timely filing GST returns from the government of India- the Ministry of Finance



Business Strategies



Focus to Increase number of Containers for trade



Increasing Customer base through deeper market penetration



Focus to increase Global footprints



Elaborating on breakbulk and Project Department



Collaborating with new partners



Focus on creating a strong team of working professionals worldwide



Creating Customized Containers as per customer's specification



Industry Overview

In Union Budget 2020-21, the total allocation for the Ministry of Shipping was ₹1,702.35 crore (US\$ 233.48 million)

Expansion of Coastal, land port roads & Economic corridors under schemes like Sagarmala, Bharatmala, and Udan will create a robust connectivity network.

In Union Budget 2021, the government announced subsidy funding worth ₹1,624 crore (US\$ 222.74 million) to Indian shipping companies to encourage merchant ship flagging in the country.

The Recent Budget 2020-21 has an allocation of ₹100 lakh crore fund over 5 years the period is a positive move to the whole infra and logistics sector.

As part of the Sagarmala project, more than 574 projects worth ₹6 lakh crore (US\$ 82 billion) have been planned for implementation between 2015 and 2035.

LEADS (Logistics Ease Across the Different States)
- The proposed central portal will bring down cost & enable end-to-end logistics. - Improvement in operational efficiencies of ports through mechanization, digitization, and process simplification will enhance traffic movement & turnaround

Source: <https://www.ibef.org/industry/ports-india-shipping.aspx>

Business Goals



Short term

- Further addition of 2,500+ New Containers in addition to the 10,000 Containers

Short term

- Empanelment of New ports and penetration to new geographies
- Holding strong presence in European Countries and Central America

Long term

- Emerging as the first player in the logistics Industry to set up a production unit to manufacture containers
- Setting up a cold chain storage service
- Acquiring a Shipping vessel

Forward looking strategies

- To set up Manufacturing unit to produce Containers in India.
- Establishing large base through mergers and acquisitions.
- Future Expansion plans on covering new regions: Red Sea Ports of Aden, Djibouti, Al-Sokhna, Jeddah, Berbera, Judan etc.
- Focusing on company's expansion plans, the management is opening a new subsidiary in Dubai and a branch in United Kingdom.

Guidance

- The management expects the revenue to grow at 80% for the year FY22, mainly on the account of robust exports and elevated freight rates.
- EBIDTA margin will improve to 10-12% due to increase in the advance slot booking with the vessel operators which gives cost benefits to Lancer.



Commercial Updates

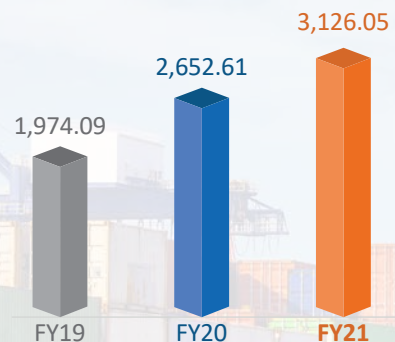
- Board has decided to increase Authorized Share Capital of the company from 15 cr to 50 cr
- Board has approved a bonus Issue of 2 Equity Shares of ₹10/- each fully paid up for every 1 Equity Share of ₹10/- each fully paid up
- Board has proposed Foreign Currency Convertible Bonds “FCCBS” up to 100 Mn USD in tranches from time to time.
- Board has recommended final dividend of ₹0.50 to Non-promoter shareholders per equity share of ₹10/- each for FY 21



Key Performance Highlights

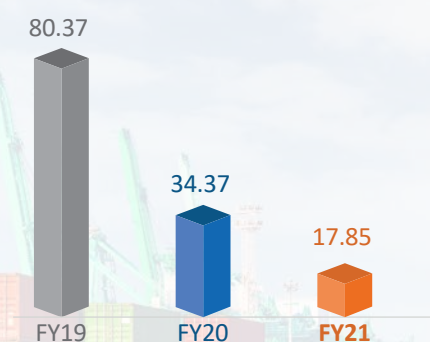
Revenue from Operations

(₹ in Mn)



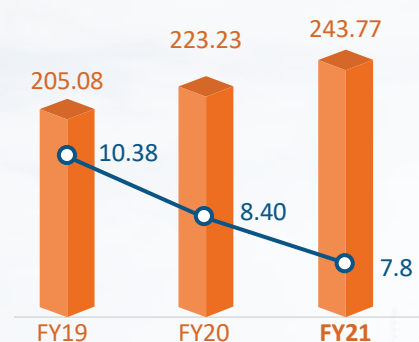
Sales Growth

(%)



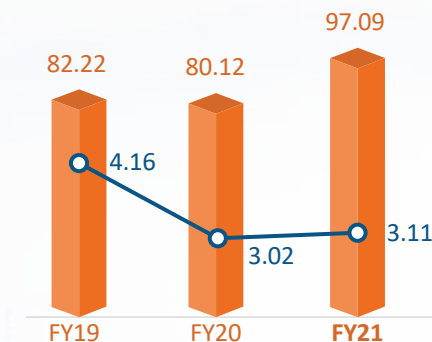
CAGR growth of 25.83%

EBITDA and EBITDA Margin



EBITDA (₹ in Mn)
 EBITDA Margin (%)

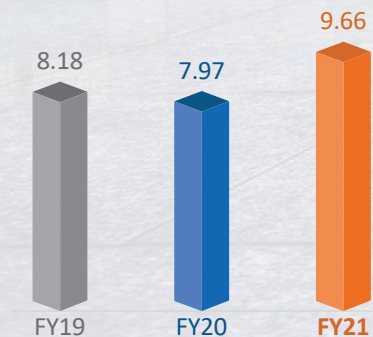
PAT and PAT Margin



PAT (₹ in Mn)
 PAT Margin (%)

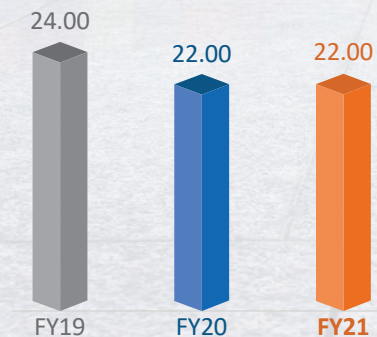
Diluted EPS

(₹)



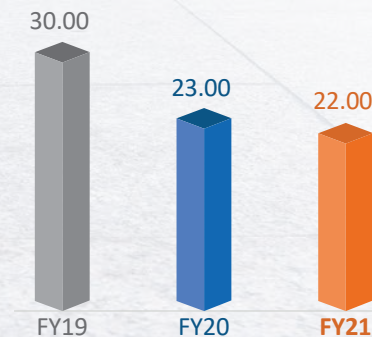
ROCE

(%)



ROE

(%)



Financial Performance

Quarterly Results

(₹ in MN)

Particulars	Q1 FY22	Q1 FY21
Revenue from Operations	1,110.92	510.74
Other Income	3.96	3.04
Total Revenue	1,114.88	513.77
Total Expenses	1,073.78	484.04
EBITDA	66.17	55.53
EBITDA Margin (%)	5.96%	10.87%
Depreciation	21.86	21.23
Finance Cost	7.17	7.60
PBT with Exceptional Item	41.10	29.73
Exceptional Items	-	-
PBT	41.10	29.73
Current Tax	11.01	7.49
Earlier Years	-	-
Deferred Tax	0.35	0.36
Tax	11.36	7.84
PAT	29.74	21.89
Other comprehensive profit / loss	-	0.15
Net PAT	29.74	22.04
PAT Margin %	2.67%	4.28%
Diluted EPS	2.96	2.18



Quarterly Highlights

- Revenue from operations increased by 117.51% from ₹510.74 Mn in Q1 FY21 to ₹1,110.92 in Q1FY22 owing to our strategy of adding a mix of lease and self-owned boxes
- EBITDA increase by 19.16% from ₹55.53 Mn in Q1 FY21 to ₹66.17 Mn in Q1 FY22
- EBITDA margins have decreased by 45.17% from 10.87% in Q1 FY21 to 5.96% in Q1 FY22 mainly because of increase in the slot charges by the vessel operator
- Net Profit stood at ₹29.74 Mn in Q1 FY22, compared to ₹22.04 Mn in Q1 FY21

Consolidated Profit & Loss

(₹ in MN)

Particulars	FY19	FY20	FY21
Revenue from Operations	1,974.09	2,652.61	3,126.05
Other Income	5.52	8.02	14.31
Total Revenue	1,979.62	2,660.63	3,140.36
Total Expenses	1,862.65	2,552.13	3,009.22
EBITDA	205.08	223.23	243.77
EBITDA Margin (%)	10.38%	8.40%	7.80%
Depreciation	69.88	92.38	95.41
Finance Cost	23.77	30.38	31.53
PBT with Exceptional Item	116.97	108.50	131.14
Exceptional Items	-	-	-
PBT	116.97	108.50	131.14
Tax	34.74	28.38	34.05
PAT before Minority Interest	82.22	80.12	97.09
Minority Interest	-	-	-
Share of profit of associate	-	-	-
PAT	82.22	80.12	97.09
PAT Margin %	4.16%	3.02%	3.10%
Other Comprehensive Income / (Loss)	0.33	0.10	-3.12
Total Comprehensive PAT	82.55	80.22	96.78
Diluted EPS	8.18	7.97	9.66

Key Financial Highlights

- Revenues from Operations is at ₹3,126.05 Mn FY22 compared to ₹2,652.61 Mn in FY21 registering a growth of 17.85% mainly on account of good export-import demand globally and niche services in regions like CIS Countries and North Africa
- EBITDA is at ₹243.77 Mn in FY21 compared to ₹223.23 Mn in FY20 which is up by 9.20% despite higher operating expenses.
- PAT at ₹97.09 Mn in FY21 compared to ₹80.12 Mn in FY20, registering a growth of 21.18%
- Fixed Assets have reduced by 1.50% from ₹659.74 Mn to ₹649.86 Mn in FY21
- The management has reduced its debt significantly by 26.61% from 302.11 Mn to 221.69 Mn in FY21 and further it has not availed any moratorium benefit during the pandemic situation
- Debt to Equity has reduced from 0.86 in FY20 compared to 0.49 in FY21

Consolidated Balance Sheet

Assets

(₹ in MN)

Particulars	FY19	FY20	FY21
Fixed Assets			
Property, Plant and equipment	632.59	603.80	564.38
Intangible Assets	-	55.94	85.48
Other financial assets	8.54	9.80	10.84
Other Non-current assets	0.27	0.72	1.28
Total non-current assets	641.81	670.26	661.98
Current Assets			
Inventories	-	9.35	11.17
Investment	24.37	34.61	57.63
Trade receivables	113.86	178.59	307.07
Cash & cash equivalents	37.13	54.07	188.43
Other financial assets	0.23	0.21	0.65
Other Current assets	17.86	16.25	28.84
Total Current assets	193.46	293.08	593.80
Total Assets	835.27	963.34	1,255.78



Consolidated Balance Sheet



Liabilities

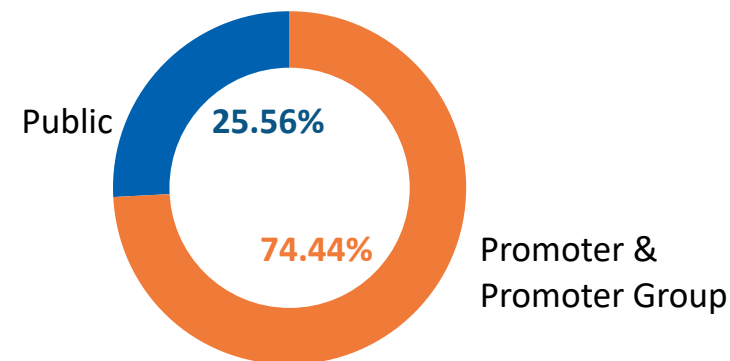
(₹ in MN)

Particulars	FY19	FY20	FY21
Equity Share Capital	100.47	100.47	100.47
Other Equity	170.92	247.97	345.43
Total Equity	271.39	348.44	445.90
Non-current liabilities			
Borrowings	291.91	241.95	170.69
Other Financial Liabilities	1.84	41.35	67.64
Provisions	0.61	0.77	0.80
Deferred tax liabilities (net)	4.75	5.65	6.87
Total non-current liabilities	299.11	289.73	245.99
Borrowings	54.15	60.15	51.00
Trade payables	133.89	226.39	455.07
Other Financial Liabilities	-	14.45	21.80
Other Current liabilities	76.73	24.17	36.00
Total current liabilities	264.77	325.17	563.88
Total equity and liabilities	835.27	963.34	1,255.78

Shareholding Pattern & Market Indicators

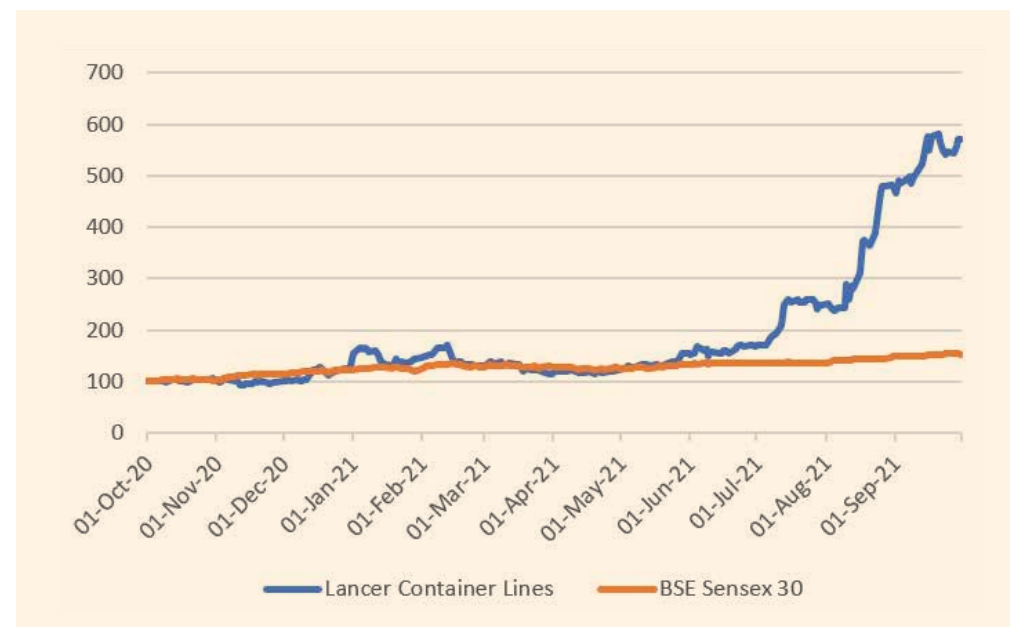
Shareholding Pattern (%)

Particulars	As on September 2021		
	No of shareholders	No of shares held	Percentage
(A) Promoter & Promoter Group	6	7,479,040	74.44%
(B) Public	2,681	2,568,000	25.56%
Grand Total	2,687	10,047,040	100%



Market Indicator

No of Equity shares	10,047,040
Face Value (₹)	10
Market Price (30/09/2021)	330.35
52 weeks high / low (In ₹)	347.50/50.25
Market Cap (in Mn)	3,363.70



CSR Activities



In collaboration with Mumbai-based educational institute: Anjuman-I-Islam, we give financial help to deserving and potential students of their educational institute under “Anjuman I Islam Sahara Sponsorship Project”



We are developing a yearly educational aid scholarship program for underprivileged children through MESCO Trust. Through our help, MESCO trust has been able to increase its educational aid by 33% annually



We, at Lancer, have extended our support to emerging players in the field of sports by providing financial and non-financial support. Mr. Amzeer Shaikh is our first of many sports players chosen under Lancer’s sports development program.



To provide quality healthcare services at affordable price, we have collaborated with M. H. Saboo Siddique Maternity & General Hospital to provide a financial hand to their work. With Lancer’s financial help, the hospital procured the specialized Electromechanical General Surgery OT Table which is Technologically advanced and will help in different surgeries procedures



Thank you

For further information on the Company,
please visit

www.lancerline.com

Mr. Khalik Chataiwala

Chairman & Managing Director

Lancer Container Lines Limited

Email: secretarial@lancerline.com

Contact: 022 27566940/41/42

Lancer Container Lines Limited

Krunal Shah/ Vinayak Shirodkar

Captive IR Strategic Advisors Pvt. Ltd.

Email: Krunal@cap-ir.com/Vinayak@cap-ir.com

Contact: +91 98922 88895