

एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt of India Enterprise)
CIN: L27320WB1964GOI026211



MSTC/CS/SE/455

18th August, 2023

1. The Dy. Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001.
(Scrip Code: 542597)

2. The Manager, Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (E), Mumbai 400 051 (Scrip Code: MSTCLTD)

Dear Sirs,

Sub: Presentation of Results for Quarter ended 30th June, 2023 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/454 dated 17th August, 2023 on the Unaudited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 2023 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Friday, 18th August, 2023 at 12:30 pm IST, intimation of which has already been communicated to the Stock Exchanges.

This is for your information and records.

Thanking you,

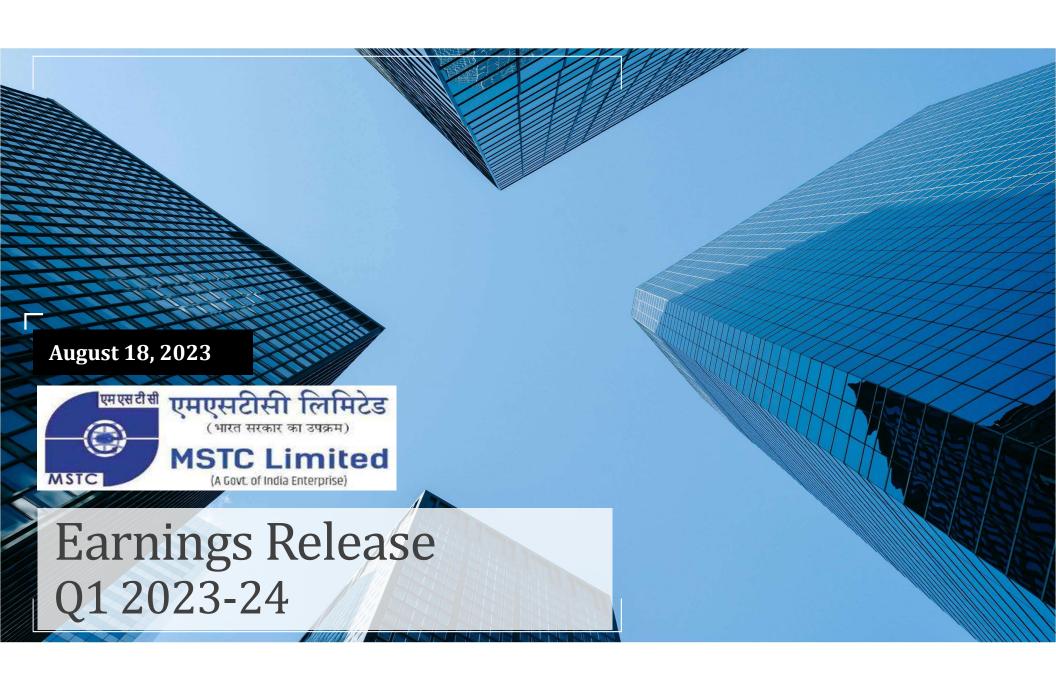
Yours faithfully,

For MSTC Limited

स्ति प्रमुख्य के स्वी अंदर्भ के स्व

(Ajay Kumar Rai)
Company Secretary & Compliance Officer

पंजीकृत कार्यालय : प्लॉट सं. सीएफ 18/2 मार्ग स. 175 एक्शन एरिया 1 सी न्यूटाऊन कोलकाता 700156 प.ब. Regd. Office : Plot No. CF18/2, Street No. 175, Action Area 1C, New Town, Kolkata-700156 W.B.



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Key Highlights

Operational Performance (Standalone)

During the Q1 2023-24 the Company crossed INR 193.64 bn in terms of value of goods transacted through its e-commerce and marketing verticals.

Financial Performance (Consolidated)

- Revenues of INR 199.76 crore in Q1 2023-24 vis-à-vis revenues of INR 194.82 crore in Q1 2022-23; increase of 2.53%.
- ■*PBT of INR 80.56 crore in Q1 2023-24 vis-à-vis INR 80.54 crore in Q1 2022-23; increase of 0.03%.*

Key Highlights

Business update

- MSTC has successfully hosted UDAN(Ude Desh ka Aam Naagrik) scheme version 5.0 which has been launched by Ministry of Civil Aviation on 21.04.2023 .
- MSTC Limited has been awarded The Most Efficient and Profitable Miniratna of the year Non Manufacturing in the PSU for the Year 2022 by Dalal Street Investment Journal.
- MSTC has been successfully conducting auction of mines i.e coal block mines and major mineral mines which is detailed below:

	No. of Mines Auctioned		
Particular	FY 2023-24 (Q1)	FY 2022-23	Total
Major Mineral	27 (till July 2023)	94	275
Coal Block (Commercial Mining)	6 (till Aug 2023)	44	92

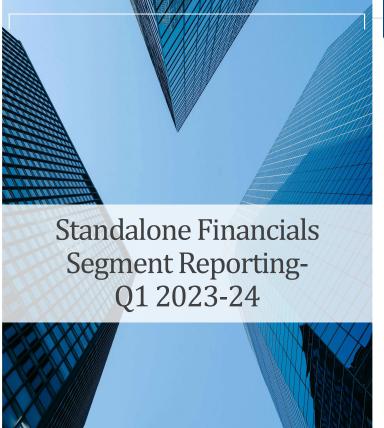


Standalone Financials Highlights – Q1 2023-24



Particulars (INR Crore, unless stated)	Q1 2023-24	Q1 2022-23	YoY % chg.	
Total Revenue	100.63	93.86	7.22%	
Marketing	6.41	10.19	-37.11%	
E-commerce	94.05	83.58	12.53 %	
Others	0.17	0.08	104.48 %	
EBITDA (pre-provisioning) ¹	72.27	67.76	6.66 %	
Provisions and write-offs (net of provisions written-back)	-	-4.24	-100.00%	
Profit before Tax	70.56	66.12	6.73%	
Profit after Tax	44.57	43.85	1.65 %	
EPS (in INR)	6.33	6.23	1.61 %	
Cash Profit ²	46.27	45.40	1.93 %	

- 1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period
- 2. Cash Profit is computed as EBITDA pre provisioning less expenses made towards Interest and Tax



Particulars (INR Crore)	Q1 2023-24	Q1 2022-23	YoY % chg.
Total value of goods traded through MSTC eco-system (INR bn)	193.64	237.63	-18.51%
Total Revenue	100.63	93.86	7.22%
Revenue - E-commerce	94.05	83.58	12.53%
E-Auction/E-Sale	71.22	72.32	-1.52%
E-Procurement	1.42	0.31	358.06%
Other Income	21.40	10.95	95.37%
Revenue - Marketing	6.41	10.19	-37.11%
Total Expenses	30.07	27.74	8.38%
Profit Before Tax	70.56	66.12	6.73%
Profit After Tax	44.57	43.85	1.65%





Highlights - Q1 2023-24

Particulars (INR Crore, unless stated)	Q1 2023-24	Q1 2022-23	YoY % chg.
Total Revenue	199.76	194.82	2.53%
Marketing	6.41	10.19	-37.11%
E-commerce	94.05	83.58	12.53%
Scrap recovery and allied jobs	99.12	100.96	-1.82%
Others	0.17	0.08	104.48%
EBITDA (pre-provisioning) ¹	86.02	86.85	-0.95%
Provisions and write-offs (net of provisions written-back)	-	0.90	-100.00%
Share of JV	-1.22	0.04	-2943.59%
Profit before Tax	80.56	80.54	0.03%
Profit after Tax	50.61	54.29	-6.79%
EPS (in INR)	7.19	7.71	-6.74%
Cash Profit ²	56.08	60.52	-7.34%

- 1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period
- 2. Cash Profit is computed as EBITDA pre provisioning less expenses made towards Interest and Tax

Summary P&L Statement

Particulars (INR Crore)	Standalone		Consolidated			
	Q1 2023-24	Q1 2022-23	% change	Q1 2023-24	Q1 2022-23	% change
Revenue from operations	82.34	83.37	-1.23	179.00	180.58	-0.88%
Other Income	18.29	10.49	74.34	20.76	14.24	45.82%
Total Revenue	100.63	93.86	7.22	199.76	194.82	2.53%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	-	-	-	14.09	14.57	-3.29%
Employee benefit expense	20.82	19.74	5.46	44.66	44.53	0.28%
Finance costs	-	0.09	-100.00	-	0.09	-100.00%
Depreciation and amortisation expense	1.70	1.55	9.98	5.47	5.33	2.66%
Provisions and write-offs	-	-	-	-	0.90	-100.00%
Other expenses	7.55	6.36	18.64	53.76	48.91	9.93%
Total Expenses	30.07	27.74	8.38	117.98	114.33	3.20%
Share of profit/(loss) of Joint Ventures	-	-	-	-1.22	0.04	-2943.59%
Profit/(Loss) before tax	70.56	66.12	6.73	80.56	80.54	0.03%
Tax expense	25.99	22.27	16.72	29.95	26.24	14.12%
Profit/(Loss) for the period	44.57	43.85	1.65	50.61	54.29	-6.79%

