



एमएसटीसी लिमिटेड
(भारत सरकार का उपक्रम)
MSTC LIMITED
(A Govt. of India Enterprise)
CIN : L27320WB1964GOI026211

e-assuring
INDIA

MSTC/CS/SE/354

11th August, 2022

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, 2022 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/353 dated 10th August, 2022 on the Unaudited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 2022 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Thursday, 11th August, 2022 at 4:00 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

(Ajay Kumar Rai)
Company Secretary & Compliance Officer



www.mstcindia.co.in / www.mstcecommerce.com

पंजीकृत कार्यालय : प्लॉट सं. सीएफ 18/2, मार्ग सं. 175, एक्शन एरिया 1सी, न्यूटाउन कोलकाता-700 156, प.ब.

Regd. Office : Plot No. CF18/2, Street No. 175, Action Area 1C, New Town, Kolkata - 700 156 W.B.

August 11, 2022



Earnings Release

Q1 2022-23

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Key Highlights

Operational Performance (Standalone)

During the Q1 2022-23 the Company crossed INR 237.63 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 35.87 % decrease over the value of goods traded in Q1 2021-22.

Financial Performance (Consolidated)

- *Revenues of INR 19481.83 Lakhs in Q1 2022-23 vis-à-vis revenues of INR 26868.74 Lakhs in Q1 2021-22; decrease of 27.49%, largely driven by 90.91 % fall in marketing business .*
- *PBT of INR 8053.62 Lakhs in Q1 2022-23 vis-à-vis INR 5380.83 in Q1 2021-22; increase of 49.67%.*

Business update

- Successfully conducted e-auction to sell movable assets viz plants/ machineries on behalf of Bharat Pumps and Compressors Ltd..
- Successful Auction of Thermal Power Plant of Shirpur Power Private Limited, Maharashtra, for selling it as a scrap.
- The first tranche of e-Auction was successfully conducted for sale of confiscated vehicles for Bihar state Excise Department (Liquor Prohibition Department).
- The 9th Tranche of SHAKTI 'B Viii' a short term linkage e-auction for allocation of Coal to IPPs has been successfully concluded.

Key Highlights

Business update

- Successful E-Auctions of Obra Power Plant (350 MW) and Panki Power Plant (210 MW) of UPRVUNL (Uttar Pradesh Rajya Vidyut Utpadan Nigam Limited) selling it as a scrap.
- Three Iron Ore mine blocks and one Bauxite mine block were successfully auctioned in the State of Chhattisgarh.
- The first ever event hosted in the new Bidding Platform for Import of Coal, launched by Shri Sanjay Singh, IAS, Secretary, Ministry of Steel, GOI in the month of May 2022, has been successfully conducted.
- Agreements have been signed with Private organisations, viz ESL Steels Ltd, Mahanadi Steel and Iron Private Limited and Arcelor Mittal India Private Limited for sale of Iron Ore.
- MoU has also been signed with Directorate of Mines, Odisha for sale of Specified Minor Minerals in the State.
- Second tranche of Spectrum Auction has been successfully for allocation of spectrums of 600 MHz, 700 MHz, 800 MHz, 900 MHz, 1800 MHz, 2100 MHz, 2300 MHz, 2500 MHz, 3300 MHz, and 26 GHz Bands.
- In first ever attempt of auctioning of Uttar Pradesh based major mineral blocks, one Phosphorite (Rock Phosphate) block was successfully allocated through e-Auction.

Standalone Financials Highlights – Q1 2022-23

| Particulars (INR Lakhs, unless stated) | Q1 2022-23 | Q1 2021-22 | YoY % chg. |
|--|----------------|-----------------|----------------|
| Total Revenue | 9385.90 | 17125.51 | -45.19% |
| <i>Marketing</i> | 1019.26 | 11207.51 | -90.91% |
| <i>E-commerce</i> | 8358.38 | 5911.30 | 41.40% |
| <i>Others</i> | 8.26 | 6.70 | 23.28% |
| EBITDA (pre-provisioning)¹ | 6775.73 | 4748.32 | 42.70% |
| Provisions and write-offs (net of provisions written-back) | 0 | 833.50 | -100.00% |
| Profit before Tax | 6611.8 | 3717.02 | 77.88% |
| Profit after Tax | 4384.78 | 2120.1 | 106.82% |
| EPS (in INR) | 6.23 | 3.01 | 106.98% |
| Cash Profit² | 4539.57 | 2997.00 | 51.47% |

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

Standalone Financials Segment Reporting- Q1 2022-23

| Particulars (INR Lakhs) | Q1 2022-23 | Q1 2021-22 | YoY % chg. |
|---|----------------|-----------------|----------------|
| Total value of goods traded through MSTC eco-system (INR bn) | 237.63 | 370.52 | -35.87% |
| Total Revenue | 9385.90 | 17125.51 | -45.19% |
| Revenue – E-commerce | 8358.38 | 5911.30 | 41.40% |
| <i>E-Auction/E-Sale</i> | 7232.00 | 5183.70 | 39.51% |
| <i>E-Procurement</i> | 31.00 | 219.00 | -85.84% |
| <i>Other Income</i> | 1095.38 | 508.60 | 115.37% |
| Revenue – Marketing | 1019.26 | 11207.51 | -90.91% |
| Total Expenses | 2774.10 | 13408.49 | -79.31% |
| Profit Before Tax | 6611.80 | 3717.02 | 77.88% |
| Profit After Tax | 4384.78 | 2120.10 | 106.82% |

Consolidated Financials Highlights – Q1 2022-23

| Particulars (INR Lakhs, unless stated) | Q1 2022-23 | Q1 2021-22 | YoY % chg. |
|---|-----------------|-----------------|----------------|
| Total Revenue | 19481.83 | 26868.74 | -27.49% |
| <i>Marketing</i> | 1019.26 | 11207.50 | -90.91% |
| <i>E-commerce</i> | 8358.31 | 5911.30 | 41.40% |
| <i>Scrap recovery and allied jobs</i> | 10096.00 | 9743.24 | 3.62% |
| <i>Others</i> | 8.26 | 6.70 | 23.28% |
| EBITDA (pre-provisioning)¹ | 8685.10 | 6855.68 | 26.68% |
| Provisions and write-offs (<i>net of provisions written-back</i>) | 89.81 | 855.74 | -89.50% |
| <i>Share of JV</i> | 4.29 | -25.40 | -116.89% |
| Profit before Tax | 8053.62 | 5380.83 | 49.67% |
| Profit after Tax | 5429.31 | 3355.74 | 61.79% |
| EPS (in INR) | 7.71 | 4.77 | 61.64% |
| Cash Profit² | 6051.65 | 4676.19 | 29.41% |

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 Lakhs) | Standalone | | | Consolidated | | |
|--|----------------|-----------------|----------------|-----------------|-----------------|----------------|
| | Q1 2022-23 | Q1 2021-22 | % change | Q1 2022-23 | Q1 2021-22 | % change |
| Revenue from operations | 8336.61 | 16789.71 | -50.35% | 18058.21 | 26366.33 | -31.51% |
| Other Income | 1049.29 | 335.80 | 212.47% | 1423.62 | 502.41 | 183.36% |
| Total Revenue | 9385.90 | 17125.51 | -45.19% | 19481.83 | 26868.74 | -27.49% |
| Expenses | | | | | | |
| Purchases of Stock-in-Trade/Operational Consumables & Spares | - | 10293.50 | -100.00% | 1457 | 11467.01 | -87.29% |
| Employee benefit expense | 1974.03 | 1680.10 | 17.49% | 4453.36 | 3915.1 | 13.75% |
| Finance costs | 9.14 | 154.40 | -94.08% | 9.14 | 154.4 | -94.08% |
| Depreciation and amortisation expense | 154.79 | 43.40 | 256.66% | 532.53 | 464.71 | 14.59% |
| Provisions and write-offs | - | 833.50 | -100.00% | 89.81 | 855.74 | -89.50% |
| Other expenses | 636.14 | 403.59 | 57.62% | 4890.66 | 4605.55 | 6.19% |
| Total Expenses | 2774.10 | 13408.49 | -79.31% | 11432.5 | 21462.51 | -46.73% |
| Share of profit/(loss) of Joint Ventures | | | | 4.29 | -25.4 | 116.89% |
| Profit/(Loss) before tax | 6611.80 | 3717.02 | 77.88% | 8053.62 | 5380.83 | 49.67% |
| Tax expense | 2227.02 | 1596.92 | 39.46% | 2624.31 | 2025.09 | 29.59% |
| Profit/(Loss) for the period | 4384.78 | 2120.10 | 106.82% | 5429.31 | 3355.74 | 61.79% |



Thank You

👤 Subrata Sarkar

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