



# एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

## MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring  
**INDIA**

MSTC/CS/SE/536

27<sup>th</sup> May, 2024

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 and Year ended 31<sup>st</sup> March, 2024 with the Investors/  
Analyst**

In continuation of our Letter no. MSTC/CS/SE/535 dated 27<sup>th</sup> May, 2024 on the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2024 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Tuesday, 28<sup>th</sup> May, 2024 at 12:00 Noon 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](http://www.mstcindia.co.in) / [www.mstcecommerce.com](http://www.mstcecommerce.com)

पंजीकृत कार्यालय : प्लॉट सं. सीएफ 18/2 मार्ग सं. 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.

May 28, 2024



# Earnings Release FY 2023-24

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# Key Highlights

## **Operational Performance (Standalone)**

*During the 2023-24, the Company crossed INR 1415.86 bn in terms of value of goods transacted through its marketing and e-commerce verticals.*

## **Financial Performance (Consolidated)**

- *Revenues of INR 961.37 Crore in 2023-24 vis-à-vis revenues of INR 879.17 Crore in 2022-23 ; increased by 9.35%.*
- *PBT of INR 340.18 Crore in 2023-24 vis-à-vis INR 329.18 Crore in 2022-23 ; increased by 3.34%*

# Key Highlights

## **Coal Mine Auction for Commercial Mining**

*20 Coal Mine blocks have been successfully allotted through auction for commercial mining in FY 2023-24.*

## **Major Mineral Block Auction**

*Major Mineral Block auction process has been launched in **Uttarakhand**. MoU has been signed with the Government of **Bihar** for e-auction of major mineral blocks in the State. **92 Major Mineral blocks** have been successfully allotted through auctions for various States in FY 2023-24.*

## **Critical Mineral Block Auction**

*MSTC has developed the bidding portal for auction for leasing Critical Mineral Blocks. **6 (six) blocks** of critical minerals have been auctioned successfully in FY 2023-24.*

# Key Highlights

## ***NPA Auctions***

*In FY 2023-24, **10815** Nos. of NPAs from various banks have been sold through auctions.*

## ***HMDA Plot Auction***

*On behalf of Hyderabad Metropolitan Development Authority (HMDA), 345 residential plots have successfully sold through e-auction for a value of ₹7,500 Crore (approx.).*

## ***UDAN- RCS Scheme***

*MSTC has successfully conducted 3 rounds of auctions for UDAN (Ude Desh ka Aam Naagrik) – Regional Connectivity Scheme.*

## ***Plantation Lease***

*On behalf of Odisha State Cashew Development Corporation Ltd, auctions have been conducted successfully to allot 4000 acres of cashew plantation on lease.*

## Standalone Financials Highlights – 2023-24

Particulars (INR Crore, unless stated)	2023-24	2022-23	YoY % chg.
<b>Total Revenue</b>	519.28	498.01	4.27%
<i>Marketing</i>	123.89	115.50	7.26%
<i>E-commerce</i>	364.09	348.93	4.34%
<i>Others</i>	31.30	33.58	-6.79%
<b>Profit before Tax</b>	284.44	313.48	-9.26%
<b>Profit after Tax</b>	171.91	239.23	-28.14%
<b>EPS (in INR)</b>	24.42	33.98	-28.13%

*The Company has switched over to new tax regime having lesser tax rate @ 25.168% instead of current rate of 34.944%. Due to this the Deferred Tax Assets has to be restated with an impact of Rs. 37.06 crore in the statement of P&L.*

# Consolidated Financials Highlights – 2023-24

Particulars (INR Crore, unless stated)	2023-24	2022-23	YoY % chg.
<b>Total Revenue</b>	961.37	879.17	9.35%
<i>Marketing</i>	123.89	115.50	7.26%
<i>E-commerce</i>	364.09	348.93	4.34%
<i>Scrap recovery and allied jobs</i>	467.73	414.16	12.93%
<i>Others</i>	5.66	0.58	875.86%
<i>Share of JV</i>	-6.87	-2.65	159.25%
<b>Profit before Tax</b>	340.18	329.18	3.34%
<b>Profit after Tax</b>	204.37	241.96	-15.54%
<b>EPS (in INR)</b>	29.03	34.37	-15.54%

*The Holding Company has switched over to new tax regime having lesser tax rate @ 25.168% instead of current rate of 34.944%. due to this the Deferred Tax Assets has to be restated with an impact of Rs. 37.06 crore in the statement of P & L of holding company.*



# Summary P&L Statement

Particulars (INR Crore)	Standalone			Consolidated		
	2023-24	2022-23	% change	2023-24	2022-23	% change
Revenue from operations	316.25	324.72	-2.61%	750.82	720.97	4.14%
Other Income	203.04	173.29	17.17%	210.55	158.20	33.09%
<b>Total Revenue</b>	<b>519.29</b>	<b>498.01</b>	<b>4.27%</b>	<b>961.37</b>	<b>879.17</b>	<b>9.35%</b>
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	-	-	0.00%	63.08	64.08	-1.56%
Employee benefit expense	88.01	69.33	26.94%	200.02	171.80	16.43%
Finance costs	0.41	0.09	355.56%	0.41	0.09	355.56%
Depreciation and amortisation expense	7.32	6.41	14.20%	24.15	21.84	10.58%
Provisions and write-offs	102.70	76.66	33.97%	102.70	76.96	33.45%
Other expenses	36.41	32.03	13.67%	223.96	212.57	5.36%
Total Expenses	234.85	184.52	27.28%	614.32	547.34	12.24%
Share of profit/(loss) of Joint Ventures	-	-	0.00%	(6.87)	(2.65)	159.25%
<b>Profit/(Loss) before tax</b>	<b>284.44</b>	<b>313.49</b>	<b>-9.27%</b>	<b>340.18</b>	<b>329.18</b>	<b>3.34%</b>
Tax expense	112.53	74.25	51.56%	135.81	87.22	55.71%
<b>Profit/(Loss) for the period</b>	<b>171.91</b>	<b>239.24</b>	<b>-28.14%</b>	<b>204.37</b>	<b>241.96</b>	<b>-15.54%</b>

## Way Forward: FY '25

*Going forward, MSTC would enhance the user experience by automating processes, offering value added services. New business models will also be developed to cater to the market requirements with focus on private sector using latest technology.*


The logo for MSTC Limited, featuring a white L-shaped icon on a black rectangular background, followed by the text "MSTC Limited" in white.

**MSTC Limited**

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# Thank You

 Subrata Sarkar

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 [www.mstcindia.co.in](http://www.mstcindia.co.in)