

#### एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

#### **MSTC LIMITED**

(A Govt. of India Enterprise)
CIN: L27320WB1964GOI026211



MSTC/CS/SE/287

15<sup>th</sup> November, 2021

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 half year ended 30<sup>th</sup> September, 2021 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/285 dated 12<sup>th</sup> November, 2021 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and half year ended 30<sup>th</sup> September, 2021 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Monday, 15<sup>th</sup> November, 2021 at 12:00 P.M. 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

एमएसटीसी लिमिटेड

गता-700 156

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

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Phone: 91-33-2340-0000/0011/0012/0013



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#### **Key Highlights**

Operational Performance (Standalone)

During the H1 2021-22, the Company crossed INR 710.36 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 364.08 % increase over the value of goods traded in H1 2020-21.

# Financial Performance (Consolidated)

- Revenues of INR 5019.29 mn in H1 2021-22 vis-à-vis revenues of INR 3173.71 mn in H1 2020-21; increase of 58.15%, largely driven by 98.77 % growth in marketing business & 59.24% growth in e-commerce business.
- PBT of INR 994.45 mn in H1 2021-22 vis-à-vis INR 454.73 mn in H1 2020-21.

## Business update

- On behalf of Hyderabad Metropolitan Development Authority (HMDA) and Telangana State Industrial Infrastructure Corporation (TSIIC), plots of total 65.40 Acre area have been auctioned successfully.
- MoU has been signed with Bihar Government Health Department for disposal of their scraps.
- A new mobile app for scrap auction has been launched by hon'ble Minister of State for Steel,
   Shri Fuggan Singh Kulaste

#### **Key Highlights**

# Business update

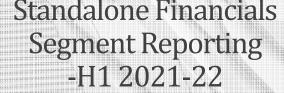
- The e-bidding portal developed for ONGC and Group Companies to Export and Import of their petroleum products has been launched.
- An auction portal has been developed on behalf of CEPI (Custodian of Enemy Property for India) for auctioning Enemy Properties.
- Nine major mineral blocks have been successfully auctioned on behalf of Govt. of Orissa.

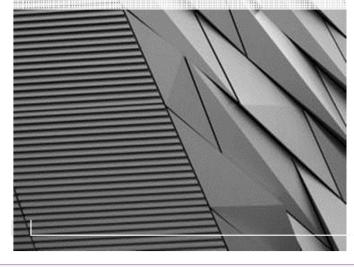


Particulars (INR mn, unless stated)	H1 2021-22	H1 2020-21	YoY % chg.
Total Revenue	3,120.57	1,769.84	76.32%
Marketing	1,763.66	887.30	98.77%
E-commerce	1,243.31	780.87	59.22%
Others	113.60	101.67	11.73%
EBITDA (pre-provisioning) <sup>1</sup>	1024.42	616.99	66.04%
Provisions and write-offs (net of provisions written-back)	152.40	52.79	188.71%
Profit before Tax	832.37	510.99	62.89%
Profit after Tax	525.90	342.44	53.57%
EPS (in INR)	7.47	4.86	53.70%
Cash Profit <sup>2</sup>	693.97	409.85	69.32%

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







Particulars (INR mn)	Н1 2021-22	H1 2020-21	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	710.36	153.07	364.08%
Total Revenue	3,120.57	1,769.84	76.32%
Revenue - E-commerce	1,243.31	780.87	59.22%
E-Auction/E-Sale	1087.10	643.36	68.97%
E-Procurement	32.50	66.46	-51.10%
Other Income	123.71	71.05	74.12%
Revenue - Marketing	1,763.66	887.30	98.77%
Total Expenses	2,288.20	1258.85	81.77%
Profit Before Tax	832.37	510.99	62.89%
Profit After Tax	525.90	342.44	53.57%



Particulars (INR mn, unless stated)	H1 2021-22	H1 2020-21	YoY % chg.
Total Revenue	5,019.29	3,173.71	58.15%
Marketing	1,763.66	887.30	98.77%
E-commerce	1,243.28	780.74	59.24%
Scrap recovery and allied jobs	2,010.75	1,504.02	33.69%
Others	1.60	1.65	-3.03%
EBITDA (pre-provisioning) <sup>1</sup>	1284.87	644.78	99.27%
Provisions and write-offs (net of provisions written-back)	167.75	52.79	217.78%
Profit before Tax	994.45	454.73	118.69%
Profit after Tax	618.55	259.87	138.02%
EPS (in INR)	8.79	3.69	138.21%
Cash Profit <sup>2</sup>	884.99	408.78	116.50%

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

### **Summary P&L Statement**

Posti aulous (IND sen)		Standalone			Consolidated	
Particulars (INR mn)	H1 2021-22	H1 2020-21	% change	H1 2021-22	H1 2020-21	% change
Revenue from operations	2,938.23	1,649.19	78.16%	4,913.69	3,112.45	57.87%
Other Income	182.34	120.65	51.13%	105.6	61.26	72.38%
Total Revenue	3,120.57	1,769.84	76.32%	5,019.29	3,173.71	58.15%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	1,587.85	672.36	136.16%	1,849.98	842.69	119.53%
Employee benefit expense	401.35	352.54	13.85%	914.3	843.57	8.38%
Finance costs	23.98	38.59	-37.86%	23.98	41.14	-41.71%
Depreciation and amortisation expense	15.67	14.62	7.18%	98.69	96.12	2.67%
Provisions and write-offs	152.4	52.79	188.69%	167.75	52.79	217.77%
Other expenses	106.95	127.95	-16.41%	968.98	829.67	16.79%
Total Expenses	2,288.20	1,258.85	81.77%	4,023.68	2,705.98	48.70%
Share of profit/(loss) of Joint Ventures				-1.16	-13.00	
Profit/(Loss) before tax	832.37	510.99	62.89%	994.45	454.73	118.69%
Tax expense	306.47	168.55	81.83%	375.9	194.86	92.91%
Profit/(Loss) for the period	525.90	342.44	53.57%	618.55	259.87	138.02%

### **Summary Balance Sheet**

Particulars (INR mn)	Consolida	Consolidated			
rai ticulai s (INK IIIII)	H1 22	FY 21			
Assets					
Non-Current Assets					
Property, plant and equipment	1,337.73	819.69			
Capital work-in-progress	24.24	518.25			
Leasehold Land	70.45	70.82			
Other intangible assets	2.72	2.05			
Investment in Subs/ JVs, Associates	142.46	143.57			
Financial assets	750.82	1,054.75			
Non-current tax assets (net)	611.64	625.7			
Deferred tax assets (net)	2,158.99	2,286.81			
Other non-current assets	4.61	3.46			
Total Non-current assets	5,103.66	5,525.10			
Current assets					
Inventories	68.67	51.61			
Financial assets					
Trade receivables	6,347.09	8,896.64			
Cash and cash equivalents	7,697.33	7,456.90			
Bank balances other than cash and cash					
equivalents	840.03	140.22			
Other financial assets	274.84	252.81			
Other current assets	97.89	124.18			
Assets classified as held for sale	29.49	30.15			
Total - Current assets	15,355.34	16,952.51			
TOTAL - ASSETS	20,459.00	22,477.61			

Portioulore (IND mn)	Consolid	Consolidated		
Particulars (INR mn)	H1 22	FY 21		
Equity				
Equity share capital	704	704		
Other equity	5,015.10	4,875.53		
Total - Equity	5,719.10	5,579.53		
Non-current liabilities				
Financial liabilities				
Borrowings	20.06	43.19		
Other financial liabilities	19.62	7.28		
Provisions	1,107.47	930.05		
Other non-current liabilities	66.43	61.2		
Total - Non-current liabilities	1,213.58	1,041.72		
Current liabilities				
Financial liabilities				
Borrowings	1,513.07	1,500.74		
Trade payables	2,678.63	4,308.14		
Other financial liabilities	8,072.37	8,953.84		
Other current liabilities	493.76	620.85		
Provisions	762.88	465.73		
Liabilities classified as held for sale	5.61	7.06		
Total - Current liabilities	13,526.32	15,856.36		
TOTAL - EQUITY AND LIABILITIES	20,459.00	22,477.61		

MSTC Limited

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# Thank You

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