



# एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

## MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring  
**INDIA**

MSTC/CS/SE/658

13<sup>th</sup> August, 2025

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 on Results for Quarter ended 30<sup>th</sup> June, 2025 for Concall with the Investors/ Analyst**

In continuation of our Letter no. MSTC/CS/SE/656 dated 13<sup>th</sup> August, 2025 on the Unaudited Standalone and Consolidated Financial Results for the Quarter ended 30<sup>th</sup> June, 2025, enclosed please find a copy of presentation in relation to conference call with the Investors / Analysts which is scheduled to be held on Thursday, 14<sup>th</sup> August, 2025 at 11:30 AM 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 न्यूटाउन कोलकाता 700156 प.ब.

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August 14, 2025



# Earnings Release

## Q1 2025-26



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## Key Highlights

### **Operational Performance (Standalone)**

- *During 2025-26 Q1 Company Crossed INR 140.88 bn in terms of value of goods transacted through its e-commerce and marketing verticals .*

### **Financial Performance (Standalone)**

- *PBT of INR 59.63 crore in 2025-26 Q1 vis-à-vis INR 54.48 crore in 2024-25 Q1.*
- *PAT of INR 44.32 crore in 2025-26 Q1 vis-à-vis INR 40.46 crore in 2024-25 Q1.*

### **Financial Performance (Consolidated)**

- *PBT of INR 57.65 crore in 2025-26 Q1 vis-à-vis INR 53.28 crore in 2024-25 Q1.*
- *PAT of INR 42.34 crore in 2025-26 Q1 vis-à-vis INR 39.26 crore in 2024-25 Q1.*

## HIGHLIGHTS OF MSTC PERFORMANCE IN 1<sup>st</sup> Quarter-FY 2025-26

### •COMPARISON OF REVENUE FROM OPERATIONS AS ON 30<sup>TH</sup> OF JUNE (Y-O-Y)

Income Head	01.04.2025 to 30.06.2025 (Q1)	01.04.2024 to 30.06.2024 (Q1)	% change from Q1 (24-25) to Q1 (25-26)	Remarks
Revenue from Operations	77.43	69.04	12.15%	Rs.8.39 cr e-Commerce Revenue increase is on account of increase in revenue from the following activities :-  1. E-Auction 2. E-sale 3. Coal auction 4. Iron Ore Auction

- E-Auction-** of Scrap, U/serviceable items etc.
- E-sale** – comprising of Mineral blocks(major & Minor), Spectrum, FM channels, Property etc.
- Coal auction** – on behalf of CIL and its Subsidiaries, SCCL and Meghalaya Coal. (Last Year there was no business from CIL during this time)
- Iron Ore Auction**



## HIGHLIGHTS OF BUSINESS (1<sup>st</sup> QUARTER)-

### 1. FM CHANNEL ALLOTMENT :

MSTC has successfully conducted the allotment of FM channels through e-auction on behalf of the Ministry of Information and Broad casting. A total of 63 licenses have been allotted for 15 years across 43 cities.

### 2. UPKARAN- The Heavy Equipment leasing portal :-

- a. MSTC initially showcased Upkaran at the India Steel 2025 exhibition- positive response and inputs received from Industry.
- b. Industry response validated Upkaran's approach to create a centralized leasing and listing ecosystem for capital equipment.
- c. The Upkaran portal launched by Hon'ble Minister of Steel on 09.07.2025.
- d. State wise stake holder onboarding by Regional/Branch offices of MSTC started.
- e. Engaged with 100+ companies so far, ranging from large corporations (OEMs of Heavy equipment) to MSMEs and smaller suppliers.
- f. At present, the activities are centered around onboarding of Suppliers and actual users in the Portal to create organic growth.

### 3. RENEWAL OF DEFENCE AGREEMENT :-

- The Selling Agency Agreement with the Ministry of Defence has been renewed for a period of 3 years and will cover all the Defence units including the Army, Navy and the Air Force, Ordnance Factories, DRDO and other units across the Country for disposal of Scrap and Surplus materials.



# **THE ROAD AHEAD- FUTURE PROSPECTS :-**

## **1. Exchange platform(s) for development visualized for :-**

- a. Coal,**
- b. Minerals,**
- c. EPR,**
- d. Carbon Trading,**

## **2. Software as a Service (SAAS Model) on collaborative basis for :-**

- a. Development of DashBoards/ Portals for Different Ministries/Entities.**
- b. Kendriya Police Kalyan Bhandar (KPKB) project.**

## **3. Major Thrust for Business from Private Sector clients :-**

**Broadening MSTC's digital transaction portfolio to cover forward and reverse auctions, private e-procurement, bulk asset monetisation, and industry- specific bidding formats designed for sectors such as steel, infrastructure, telecom, and manufacturing, tailored to meet the needs of private enterprises.**

## Standalone Financials Highlights –Q1 2025-26

Particulars (INR Crore, unless stated)	2025-26_Q1	2024-25_Q1	YoY % chg.
<b>Total Revenue</b>	<b>93.66</b>	<b>86.00</b>	<b>8.91%</b>
<i>Marketing</i>	0.36	0.22	63.64%
<i>E-commerce</i>	70.03	61.55	13.78%
<i>Others</i>	23.27	24.23	-3.96%
<b>Expenses</b>	<b>31.78</b>	<b>29.12</b>	<b>9.13%</b>
<b>EBITDA</b>	<b>61.88</b>	<b>56.88</b>	<b>8.79%</b>
Depreciation	2.25	2.31	-2.60%
Interest	-	0.09	-100.00%
<b>Profit/(loss) Before Tax</b>	<b>59.63</b>	<b>54.48</b>	<b>9.45%</b>
Tax	15.31	14.02	9.20%
<b>Profit/(loss) After Tax</b>	<b>44.32</b>	<b>40.46</b>	<b>9.54%</b>
<b>EPS (In Rs.)</b>	<b>6.30</b>	<b>5.75</b>	<b>9.54%</b>



# Standalone Financials Segment Reporting- Q1 2025-26

Particulars (INR Crore, unless stated)	2025-26_Q1	2024-25_Q1	YoY % chg.
<b>Total value of goods traded through MSTC eco-system (INR bn)</b>	<b>140.88</b>	<b>370.68</b>	<b>-62.00%</b>
<b>Total Revenue</b>	<b>93.66</b>	<b>86.00</b>	<b>8.91%</b>
<b>Revenue – E-commerce</b>	<b>70.03</b>	<b>61.55</b>	<b>13.78%</b>
<i>E-Auction/E-Sale</i>	68.03	58.75	15.80%
<i>E-Procurement</i>	2.00	2.80	-28.57%
<b>Other Income</b>	<b>23.27</b>	<b>24.23</b>	<b>-3.96%</b>
<b>Revenue – Marketing</b>	<b>0.36</b>	<b>0.22</b>	<b>63.64%</b>
<b>Total Expenses</b>	<b>34.03</b>	<b>31.52</b>	<b>7.96%</b>
<b>Profit/(loss) Before Tax</b>	<b>59.63</b>	<b>54.48</b>	<b>9.45%</b>
Tax	15.31	14.02	<b>9.20%</b>
<b>Profit/(loss) After Tax</b>	<b>44.32</b>	<b>40.46</b>	<b>9.54%</b>

## Consolidated Financials Highlights Q1-2025-26

Particulars (INR Crore, unless stated)	2025-26_Q1	2024-25_Q1	YoY % chg.
<b>Total Revenue</b>	<b>93.66</b>	<b>86.00</b>	<b>8.91%</b>
<i>Marketing</i>	0.36	0.22	63.64%
<i>E-commerce</i>	70.03	61.55	13.78%
<i>Others</i>	23.27	24.23	-3.96%
<b>Expenses</b>	<b>34.03</b>	<b>31.52</b>	<b>7.96%</b>
<b>Profit Before Tax and Share of JV</b>	<b>59.63</b>	<b>54.48</b>	<b>9.45%</b>
Share of profit/(loss) of Joint Ventures	-1.98	-1.20	65.00%
<b>Profit/(loss) Before Tax</b>	<b>57.65</b>	<b>53.28</b>	<b>8.20%</b>
Tax	15.31	14.02	9.20%
<b>Profit After Tax</b>	<b>42.34</b>	<b>39.26</b>	<b>7.85%</b>
<b>EPS (In Rs.)</b>	<b>6.01</b>	<b>5.58</b>	<b>7.85%</b>

## Summary P&L Statement

Particulars (INR Crore)	Standalone			Consolidated		
	2025-26_Q1	2024-25_Q1	% change	2025-26_Q1	2024-25_Q1	% change
Revenue from operations	77.43	69.04	12.15%	77.43	69.04	12.15%
Other Income	16.23	16.96	-4.30%	16.23	16.96	-4.30%
<b>Total Revenue</b>	<b>93.66</b>	<b>86.00</b>	<b>8.91%</b>	<b>93.66</b>	<b>86.00</b>	<b>8.91%</b>
Employee benefit expense	23.25	21.72	7.04%	23.25	21.72	7.04%
Finance costs	-	0.09	-100.00%	-	0.09	-100.00%
Depreciation and amortisation expense	2.25	2.31	-2.60%	2.25	2.31	-2.60%
Other expenses	8.53	7.40	15.27%	8.53	7.40	15.27%
<b>Total Expenses</b>	<b>34.03</b>	<b>31.52</b>	<b>7.96%</b>	<b>34.03</b>	<b>31.52</b>	<b>7.96%</b>
Share of profit/(loss) of Joint Ventures	-	-	-	-1.98	-1.20	65.00%
<b>Profit/(loss) Before Tax</b>	<b>59.63</b>	<b>54.48</b>	<b>9.45%</b>	<b>57.65</b>	<b>53.28</b>	<b>8.20%</b>
Tax expense	15.31	14.02	9.20%	15.31	14.02	9.20%
<b>Profit/(Loss) for the period</b>	<b>44.32</b>	<b>40.46</b>	<b>9.54%</b>	<b>42.34</b>	<b>39.26</b>	<b>7.85%</b>





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# Thank You

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