



# एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

## MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring  
**INDIA**

MSTC/CS/SE/409

13<sup>th</sup> February, 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 and Nine Months ended 31<sup>st</sup> December, 2022 with the Investors/ Analyst**

In continuation of our Letter no. MSTC/CS/SE/406 dated 11<sup>th</sup> February, 2023 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31<sup>st</sup> December, 2022 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Monday, 13<sup>th</sup> February, 2023 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.

February 13, 2023



# Earnings Release 9 Months 2022-23



# Disclaimer

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## Key Highlights

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

- *During the 9M 2022-23 the Company crossed INR 1602.66 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 52.16 % increase over the value of goods traded in 9M 2021-22.*

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

- *Revenues of INR 64,679.45 Lakhs in 9M 2022-23 vis-à-vis revenues of INR 69,948.30 Lakhs in 9M 2021-22.*
- *PBT of INR 21809.47 Lakhs in 9M 2022-23 vis-à-vis INR 16,763.90 Lakhs in 9M 2021-22; increased by 30.10%.*
- *PAT of INR 16500.20 Lakhs in 9M 2022-23 vis-à-vis INR 10315.70 Lakhs in 9M 2021-22; increased by 59.95%.*

## Standalone Financials Highlights- 9M 2022-23

| Particulars (INR Lakhs, unless stated)                              | 9M 2022-23      | 9M 2021-22      | YoY % chg.     |
|---|-----------------|-----------------|----------------|
| <b>Total Revenue</b>  | <b>36748.88</b> | <b>40923.90</b> | <b>-10.20%</b> |
| <i>Marketing</i>  | 9743.20         | 18572.90        | -47.54%        |
| <i>E-commerce</i>   | 24485.72        | 20566.50        | 19.06%         |
| <i>Others</i>   | 2519.96         | 1784.50         | 41.21%         |
| <b>EBITDA (pre-provisioning)<sup>1</sup></b>                        | <b>28911.52</b> | <b>16979.20</b> | <b>70.28%</b>  |
| Provisions and write-offs ( <i>net of provisions written-back</i> ) | 7761.22         | 2178.60         | 256.25%        |
| <b>Profit before Tax</b>  | <b>20670.67</b> | <b>14251.10</b> | <b>45.05%</b>  |
| <b>Profit after Tax</b>   | <b>16317.15</b> | <b>8874.90</b>  | <b>83.86%</b>  |
| <b>EPS (in INR)</b>   | <b>23.18</b>    | <b>12.61</b>    | <b>83.86%</b>  |
| <b>Cash Profit<sup>2</sup></b>                                      | <b>24548.86</b> | <b>11349.20</b> | <b>51.47%</b>  |

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- 9M 2022-23

| Particulars (INR Lakhs)   | 9M 2022-23      | 9M 2021-22      | YoY % chg.     |
|---|-----------------|-----------------|----------------|
| <b>Total value of goods traded through MSTC eco-system (INR bn)</b> | <b>1602.66</b>  | <b>1053.28</b>  | <b>52.16%</b>  |
| <b>Total Revenue</b>  | <b>36748.88</b> | <b>40923.90</b> | <b>-10.20%</b> |
| <b>Revenue – E-commerce</b>   | <b>24485.72</b> | <b>20566.50</b> | <b>19.06%</b>  |
| <i>E-Auction/E-Sale</i>   | 20467.00        | 7127.00         | 187.18%        |
| <i>E-Procurement</i>  | 197.00          | 88.00           | 123.86%        |
| <i>Other Income</i>   | 3821.72         | 13351.50        | -71.38%        |
| <b>Revenue – Marketing</b>  | <b>9743.20</b>  | <b>18572.90</b> | <b>-47.54%</b> |
| <b>Total Expenses</b>   | <b>16078.21</b> | <b>26672.80</b> | <b>-39.72%</b> |
| <b>Profit Before Tax</b>  | <b>20670.67</b> | <b>14251.10</b> | <b>45.05%</b>  |
| <b>Profit After Tax</b>   | <b>16317.15</b> | <b>8874.90</b>  | <b>83.86%</b>  |



## Consolidated Financials Highlights- 9M 2022-23

| Particulars (INR Lakhs, unless stated)                     | 9M 2022-23      | 9M 2021-22      | YoY % chg.    |
|--|-----------------|-----------------|---------------|
| <b>Total Revenue</b>                                       | <b>64679.45</b> | <b>69948.30</b> | <b>-7.53%</b> |
| <i>Marketing</i>   | 9743.20         | 18572.90        | -47.54%       |
| <i>E-commerce</i>  | 24485.72        | 20566.20        | 19.06%        |
| <i>Scrap recovery and allied jobs</i>                      | 19.96           | 24.40           | -18.20%       |
| <i>Others</i>  | 30430.57        | 30784.80        | -1.15%        |
| <b>EBITDA (pre-provisioning)<sup>1</sup></b>               | <b>31482.07</b> | <b>21099.10</b> | <b>49.21%</b> |
| Provisions and write-offs (net of provisions written-back) | 8045.78         | 2569.80         | 213.09%       |
| <i>Share of JV</i>   | -164.92         | 6.70            | -2561.49%     |
| <b>Profit before Tax</b>                                   | <b>21809.47</b> | <b>16763.90</b> | <b>30.10%</b> |
| <b>Profit after Tax</b>                                    | <b>16500.20</b> | <b>10315.70</b> | <b>59.95%</b> |
| <b>EPS (in INR)</b>  | <b>23.44</b>    | <b>14.65</b>    | <b>59.95%</b> |
| <b>Cash Profit<sup>2</sup></b>                             | <b>26163.66</b> | <b>14397.10</b> | <b>81.73%</b> |

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    |                 |                |
|--|-----------------|-----------------|----------------|-----------------|-----------------|----------------|
|  | 9M 2022-23      | 9M 2021-22      | % change       | 9M 2022-23      | 9M 2021-22      | % change       |
| Revenue from operations                                      | 23374.09        | 37966.80        | -38.44%        | 52443.21        | 68032.00        | -22.91%        |
| Other Income   | 13374.79        | 2957.10         | 352.29%        | 12236.24        | 1916.30         | 538.53%        |
| <b>Total Revenue</b>   | <b>36748.88</b> | <b>40923.90</b> | <b>-10.20%</b> | <b>64679.45</b> | <b>69948.30</b> | <b>-7.53%</b>  |
| <b>Expenses</b>  |                 |                 |                |                 |                 |                |
| Purchases of Stock-in-Trade/Operational Consumables & Spares | 0.00            | 15878.50        | -100.00%       | 4801.99         | 19971.80        | -75.96%        |
| Employee benefit expense                                     | 5568.78         | 6363.60         | -12.49%        | 13167.04        | 14168.50        | -7.07%         |
| Finance costs  | 9.14            | 253.80          | -96.40%        | 9.14            | 253.80          | -96.40%        |
| Depreciation and amortisation expense                        | 470.49          | 295.70          | 59.11%         | 1617.68         | 1511.60         | 7.02%          |
| Provisions and write-offs                                    | 7761.22         | 2178.60         | 256.25%        | 8045.78         | 2569.80         | 213.09%        |
| Other expenses   | 2268.58         | 1702.60         | 33.24%         | 15063.43        | 14715.60        | 2.36%          |
| <b>Total Expenses</b>  | <b>16078.21</b> | <b>26672.80</b> | <b>-39.72%</b> | <b>42705.06</b> | <b>53191.10</b> | <b>-19.71%</b> |
| Share of profit/(loss) of Joint Ventures                     | 0.00            | 0.00            | 0.00%          | -164.92         | 6.70            | -2561.49%      |
| <b>Profit/(Loss) before tax</b>                              | <b>20670.67</b> | <b>14251.10</b> | <b>45.05%</b>  | <b>21809.47</b> | <b>16763.90</b> | <b>30.10%</b>  |
| Tax expense  | 4353.52         | 5376.20         | -19.02%        | 5309.27         | 6448.20         | -17.66%        |
| <b>Profit/(Loss) for the period</b>                          | <b>16317.15</b> | <b>8874.90</b>  | <b>83.86%</b>  | <b>16500.20</b> | <b>10315.70</b> | <b>59.95%</b>  |



The logo for MSTC Limited, featuring a stylized 'M' icon followed by the text 'MSTC Limited' in a white sans-serif font on a black rectangular background.

MSTC Limited

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# Thank You

👤 Subrata Sarkar

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