

एम एस टी सी  
लिमिटेड  
(भारत सरकार का उपक्रम)



**MSTC**  
**LIMITED**  
(A Govt. Of India Enterprise)

CIN : L27320WB1964GOI026211

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FAX : 2287-8547/2290-7211/2281-3089, 2287-4915(ERO)  
website : www.mstcindia.co.in • www.mstcecommerce.com

14<sup>th</sup> August, 2019

MSTC/CS/SE/34

1. The Dy.Manager (Listing)  
BSE Limited  
PhirozeJeejeebhoy Towers,  
Dalal Street, Mumbai 400 023.  
(Scrip Code: 542597)
- 2.The Manager, Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, BandraKurla Complex  
Bandra (E), Mumbai 400 051  
(Scrip Code: MSTCLTD)

Dear Sirs,

**Sub: Intimation of conference call with analyst**

In continuation of our yesterday letter on the Standalone and Consolidated Financial Results for the quarter ended 30<sup>th</sup> June, 2019, Pursuant to the Regulation 30 of the SEBI (Listing Obligation and Disclosure requirements) Regulations, 2015, it is hereby notified that MSTC Limited shall participate in a conference call to discuss the financial performance of the Company for the quarter ended 30<sup>th</sup> June, 2019 which is scheduled to be 14<sup>th</sup> August, 2019 at 5.30 p.m. The Conference call invite is attached herewith.

This is for your kind information and records.

Thanking you,

Yours faithfully,

For MSTC Limited

(Ajay Kumar Rai)  
Company Secretary & Compliance Officer

August 13, 2019



# Earnings Release Q1FY20



# Disclaimer

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*The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*

A photograph of a server room with rows of server racks on both sides, illuminated by blue light. The racks are filled with server units, many of which have small lights glowing. The perspective is looking down a long aisle towards a set of double doors at the end of the room. The ceiling has recessed lighting fixtures.

# Key Highlights



## Standalone Financials Segment Reporting -Q1 of FY20

Particulars (INR mn)	Q1FY20	Q1FY19	YoY % chg.	Q4FY19	QoQ % chg.
<b>Total value of goods traded through MSTC eco-system (INR bn)</b>	<b>214.53</b>	<b>191.28</b>	<b>12.16%</b>	<b>281.87</b>	<b>-23.89%</b>
<b>Total Revenue</b>	<b>3,999.95</b>	<b>5,542.66</b>	<b>-27.83%</b>	<b>7,433.67</b>	<b>-46.19%</b>
<b>Revenue - E-commerce</b>	<b>503.30</b>	<b>479.88</b>	<b>4.88%</b>	<b>589.06</b>	<b>-14.56%</b>
<i>E-Auction/E-Sale</i>	396.15	458.81	-13.66%	473.08	-16.26%
<i>E-Procurement</i>	46.20	2.60	1,676.92%	91.60	-49.56%
<i>Other Income</i>	60.95	18.47	229.99%	24.38	150.00%
<b>Revenue - Marketing</b>	<b>3,495.76</b>	<b>5,061.77</b>	<b>-30.94%</b>	<b>6,843.77</b>	<b>-48.92%</b>
<b>Total Expenses</b>	<b>3,612.77</b>	<b>4,823.49</b>	<b>-25.10%</b>	<b>7,390.29</b>	<b>-51.11%</b>
<b>Profit Before Tax</b>	<b>387.18</b>	<b>719.17</b>	<b>-46.16%</b>	<b>43.38</b>	<b>792.53%</b>
<b>Profit After Tax</b>	<b>251.93</b>	<b>497.47</b>	<b>-49.36%</b>	<b>236.08</b>	<b>6.71%</b>

## Consolidated Financials Highlights-Q1 of FY20

Particulars (INR mn, unless stated)	Q1FY20	Q1FY19	YoY % chg.	Q4FY19	QoQ % chg.
<b>Total Revenue</b>	<b>4,915.43</b>	<b>6,403.21</b>	<b>-23.23%</b>	<b>8,428.91</b>	<b>-41.68%</b>
<i>Marketing</i>	3,495.76	5,061.77	-30.94%	6,843.77	-48.92%
<i>E-commerce</i>	503.30	479.87	4.88%	589.06	-14.56%
<i>Scrap recovery and allied jobs</i>	915.50	860.56	6.38%	995.24	-8.01%
<i>Others</i>	0.87	1.01	-13.86%	0.84	3.57%
<b>EBITDA (pre-provisioning)<sup>1</sup></b>	<b>590.14</b>	<b>997.61</b>	<b>-40.84%</b>	<b>754.73</b>	<b>-21.81%</b>
Provisions and write-offs ( <i>net of provisions written-back</i> )	0.00	0.00	0.00%	487.48	-100.00%
<b>Profit before Tax</b>	<b>453.54</b>	<b>787.68</b>	<b>-42.42%</b>	<b>133.91</b>	<b>238.69%</b>
<b>Profit after Tax</b>	<b>290.77</b>	<b>541.33</b>	<b>-46.29%</b>	<b>288.64</b>	<b>0.74%</b>
<b>EPS (in INR)</b>	<b>4.13</b>	<b>7.69</b>	<b>-46.29%</b>	<b>4.10</b>	<b>0.74%</b>
<b>Cash Profit<sup>2</sup></b>	<b>329.28</b>	<b>572.65</b>	<b>-42.50%</b>	<b>816.19</b>	<b>-59.66%</b>

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

# Key Highlights

## **Operational Performance**

*During the Q1 of FY20, the Company crossed INR 214.53 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 12.16% growth over the value of goods traded in Q1 of FY19; growth in value of goods transacted through its e-commerce vertical was higher at 24.58%*


## **Financial Performance (Consolidated)**

- *Revenues of INR 4,915.43 mn in Q1 of FY20 vis-à-vis revenues of INR 6,403.21 mn in Q1 of FY19; decline of 23.23%, largely driven by 30.94% degrowth in marketing business*
- *PBT of INR 453.54 mn in Q1 of FY20 vis-à-vis INR 133.91 mn in Q4 of FY19; increase of 238.69%*
- *No incremental provisions for the period*

## **Business update**

- *Signed an Umbrella agreement with Government of Odisha for e-commerce services for all its department.*
- *More than 85000 farmers have already registered on the portal Jaivik Kheti is for organic produce. Transaction will commence shortly.*
- *MSTC will also be the sole selling agency for all CFS (Container Freight Stations) in the country for all confiscated goods.*



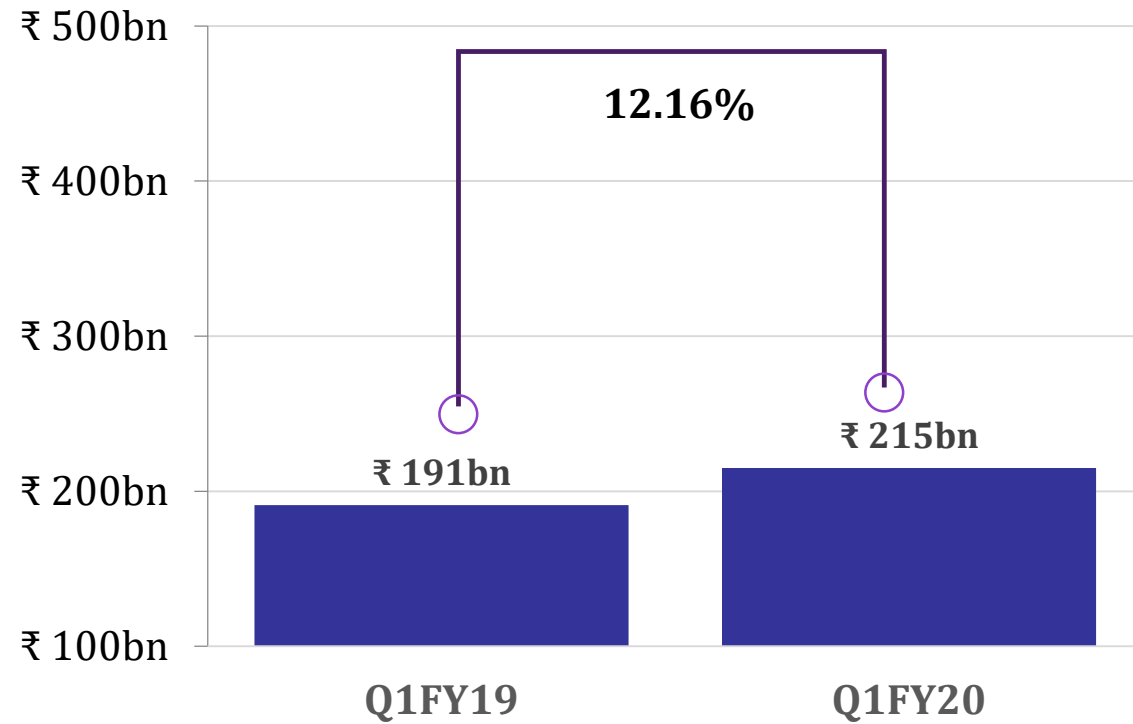
A photograph of a server room with rows of server racks on both sides, illuminated by blue light. The racks are filled with server units, many of which have small lights glowing. The perspective is looking down a long aisle towards a set of double doors at the end of the room. The ceiling has recessed lighting fixtures.

# Performance Analysis



# Value of goods transacted – Q1FY20 (INR bn)

(Standalone)



*E-commerce business grew by 24.58%, led by 331.14% growth in e-procurement, partially offset by 51.95% decline in e-sale, and 72.77% decline in marketing revenues*

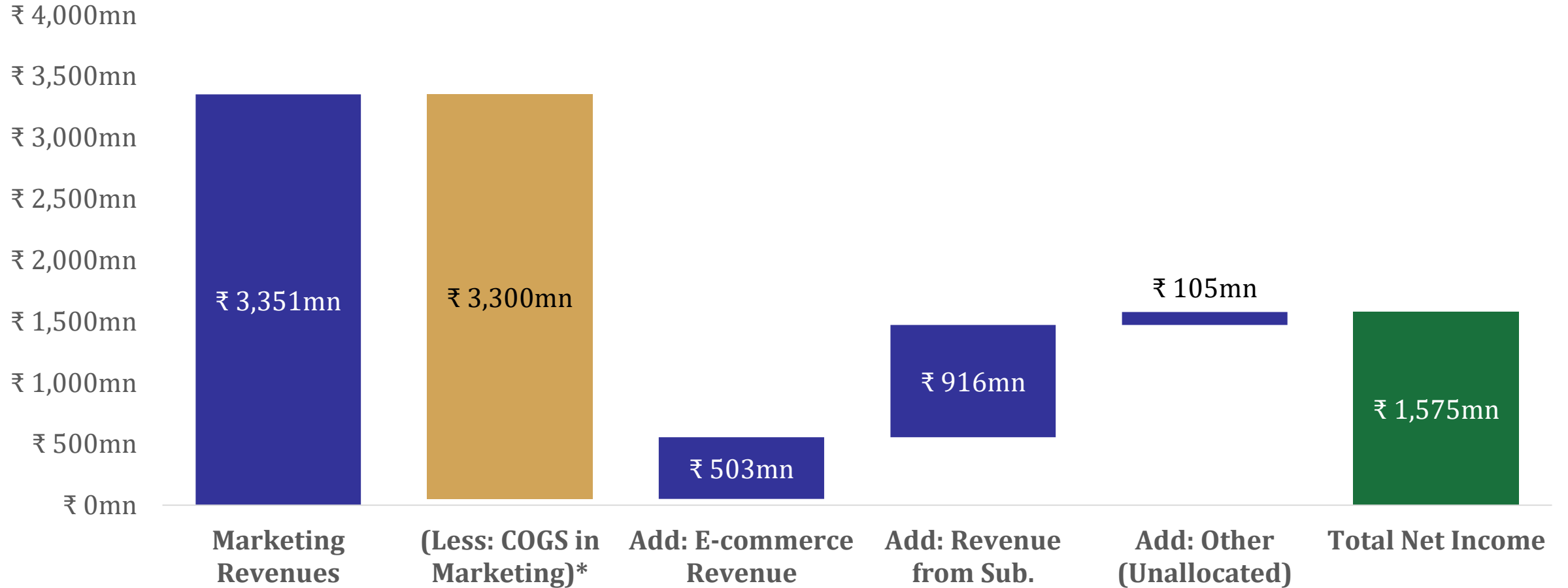
*In marketing revenues iron ore trading increased by 42.36% while there was a 25.89% decline in value of scrap traded and 64.75% decline in Coal traded*

*E-commerce business growth was partially impacted by General Elections during the quarter*

*The aforementioned slowdown in marketing revenues is a result of conscious shift in business initiated by the management*

# Net Revenues – Q1FY20 (INR mn)

(Consolidated)



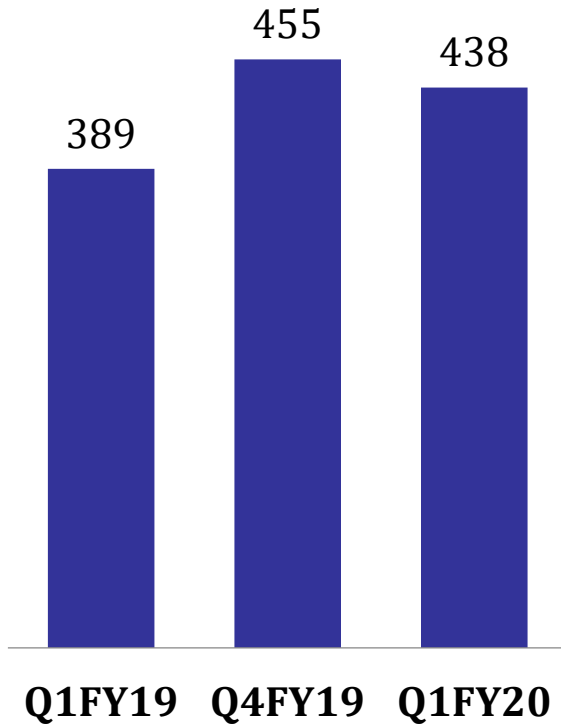
\* Standalone



# Other key financial parameters (INR mn)

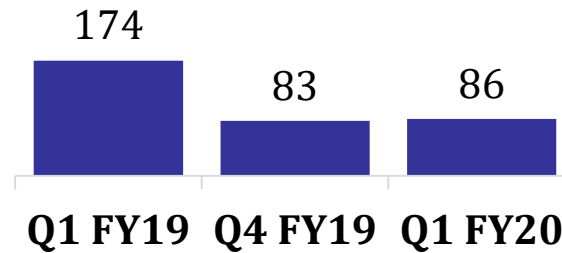
(Consolidated)

## EMPLOYEE BENEFIT EXPENSES



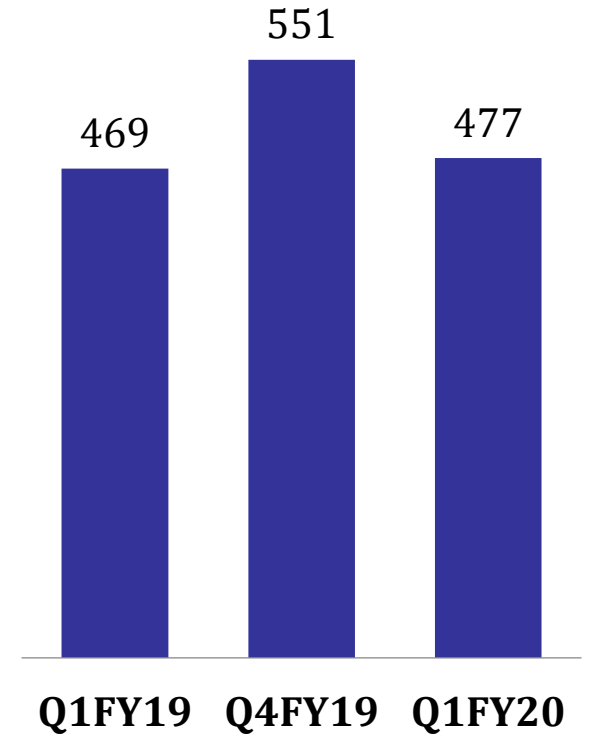
*Employee benefit expenses for Q1FY20 grew by 12.60% YoY on account of increase in headcount and increase in provisions for retirement benefits*

## FINANCE COSTS



*Finance cost reduced for the period led by lower borrowings on account of degrowth in marketing business*

## OTHER EXPENSES (EXCL. PROVISIONS)



*Other expenses were flat on a YoY basis, but decreased by 13.43% on QoQ basis as Q4FY19 included certain one-time expenses (IPO etc)*

A photograph of a server room with rows of server racks on both sides, illuminated by blue light. The racks are filled with server units, many of which have small lights glowing. The perspective is looking down a long aisle towards the end of the room. A semi-transparent white box is overlaid on the left side of the image, containing the text 'About MSTC'.

# About MSTC



# MSTC Limited

A leading B2B e-Commerce player in India

*Leading B2B e-commerce company in India*

*Experience of over 110,000+ auctions with ~35,000 auctions in FY19 and more than 10,000 auctions in Q1FY20*

*Nominated service provider for all major mineral blocks and minor mineral blocks of a few states*

*India's 1st organized vehicle recycler*

*Well established track record of offering customized e-commerce solutions*

*Mini Ratna Category-I PSU under the Ministry of Steel, Government of India*

*Developed portal for EXIM of petro-products, e-Rakam portal etc.*

*At forefront of various Transparency initiatives of GoI*

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# Summary financials



# Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	Q1 FY19	Q1 FY 20	% change	Q1 FY19	Q1 FY 20	% change
Revenue from operations	5,510.02	3,960.38	-28.12%	6,352.16	4,854.14	-23.58%
Other Income	32.64	39.57	21.23%	51.05	61.29	20.06%
<b>Total Revenue</b>	<b>5,542.66</b>	<b>3,999.95</b>	<b>-27.83%</b>	<b>6,403.21</b>	<b>4,915.43</b>	<b>-23.23%</b>
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	4,432.08	3,300.62	-25.53%	4,547.58	3,410.38	-25.01%
Employee benefit expense	136.55	168.10	23.11%	389.08	438.07	12.59%
Finance costs	171.33	84.66	-50.59%	173.59	85.68	-50.64%
Depreciation and amortisation expense	2.70	3.81	41.11%	31.32	38.51	22.96%
Provisions and write-offs	0.00	0.00	0.00%	0.00	0.00	0.00%
Other expenses	80.83	55.58	-31.24%	468.94	476.84	1.68%
<b>Total Expenses</b>	<b>4,823.49</b>	<b>3,612.77</b>	<b>-25.10%</b>	<b>5,610.51</b>	<b>4,449.48</b>	<b>-20.69%</b>
Share of profit/(loss) of Joint Ventures	NA	NA	NA	-5.02	-12.41	147.21%
<b>Profit/(Loss) before tax</b>	<b>719.17</b>	<b>387.18</b>	<b>-46.16%</b>	<b>787.68</b>	<b>453.54</b>	<b>-42.42%</b>
Tax expense	221.70	135.25	-38.99%	246.35	162.77	-33.93%
<b>Profit/(Loss) for the period</b>	<b>497.47</b>	<b>251.93</b>	<b>-49.36%</b>	<b>541.33</b>	<b>290.77</b>	<b>-46.29%</b>


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)

