

एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)



MSTC
LIMITED
(A Govt. Of India Enterprise)

CIN : L27320WB1964GOI026211

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MSTC/CS/SE/256

13th August, 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 ended 30th June, 2021 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/255 dated 12th August, 2021 on the Unaudited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 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, 16th August, 2021 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

e-assuring
INDIA

“हिंदी में पत्र का स्वागत है तथा प्रत्युत्तर शीघ्र दिया जाएगा।”

• e-commerce certified as ISO/IEC 27001:2013 & ISO 9001:2015 • CMMI Level 3 Appraised

M3 MSTC Metal Mandi
www.mstcecommerce.com/m3



Earnings Release Q1 FY2021-22

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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 with the text "Key Highlights" is overlaid on the left side of the image.

Key Highlights

Key Highlights

Operational Performance

During the Q1 2021-22, the Company crossed INR 370.52 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 545.17 % growth over the value of goods traded in Q1 2020-21; growth in value of goods transacted through its e-commerce vertical was higher at 554.70%

Financial Performance (Consolidated)

- *Revenues of INR 1712.55 mn in Q1 2021-22 vis-à-vis revenues of INR 341.70 mn in Q1 2020-21; growth of 401.19%, largely driven by growth in marketing business.*
- *PBT of INR 371.70 mn in Q1 2021-22 vis-à-vis INR 27.23 mn in Q1 2020-21.*

Business update

- *MoU was signed with M/S Bio- WMS Private Limited , Tamil Nadu , for online sale of Bio-Solid fertilizer, Liquid fertilizer & Carbon Dioxide.*
- *An event of SHAKTI B (viii-a) successfully conducted for Tranche VI for allocation of Coal to Private IPPs.*
- *E-Bidding platform has been developed for Hindustan Oil Exploration Co. Ltd. for off take of 1.25 MMSCD of Natural Gas from Dirok Gas field. The bidding was a grand success for the Natural gas Industry in the Northeast. The entire quantity of gas was successfully allocated.*

Standalone Financials Highlights – Q1 2021-22

Particulars (INR mn, unless stated)	Q1 2021-22	Q1 2020-21	YoY % chg.
Total Revenue	1712.55	341.70	401.19%
<i>Marketing</i>	1120.75	116.20	864.48%
<i>E-commerce</i>	591.13	224.65	163.14%
<i>Others</i>	0.67	0.85	-21.03%
EBITDA (pre-provisioning)¹	474.83	83.36	469.61%
Provisions and write-offs (<i>net of provisions written-back</i>)	83.35	25.83	222.74%
Profit before Tax	371.70	27.23	1264.96%
Profit after Tax	212.01	2.53	8281.33%
EPS (in INR)	3.01	0.04	7425.00%
Cash Profit²	299.70	35.63	741.26%

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

Standalone Financials Segment Reporting -Q1 2021-22

Particulars (INR mn)	Q1 2021-22	Q1 2020-21	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	370.52	57.43	545.17%
Total Revenue	1712.55	341.70	401.19%
Revenue - E-commerce	591.13	224.65	163.14%
<i>E-Auction/E-Sale</i>	518.37	181.87	185.02%
<i>E-Procurement</i>	21.90	16.50	32.73%
<i>Other Income</i>	50.86	26.28	93.56%
Revenue - Marketing	1120.75	116.20	864.48%
Total Expenses	1340.85	314.47	326.39%
Profit Before Tax	371.70	27.23	1264.96%
Profit After Tax	212.01	2.53	8281.33%

Consolidated Financials Highlights – Q1 2021-22

Particulars (INR mn, unless stated)	Q1 2021-22	Q1 2020-21	YoY % chg.
Total Revenue	2686.87	1043.69	157.44%
<i>Marketing</i>	1120.75	116.20	864.50%
<i>E-commerce</i>	591.13	224.55	163.25%
<i>Scrap recovery and allied jobs</i>	974.32	702.09	38.77%
<i>Others</i>	0.67	0.85	-21.18%
EBITDA (pre-provisioning)¹	685.57	118.63	477.90%
Provisions and write-offs (<i>net of provisions written-back</i>)	85.57	40.54	111.09%
Profit before Tax	538.08	4.58	11648.54%
Profit after Tax	335.57	-27.69	1311.90%
EPS (in INR)	4.77	-0.39	1323.08%
Cash Profit²	467.62	60.78	669.36%

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

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

MSTC Limited

Thank You

👤 Subrata Sarkar

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🌐 www.mstcindia.co.in

