

225C, A.J.C BOSE ROAD, KOLKATA - 700 020, INDIA PHONE : 91-33-2290-0964, 2287-9627 / 7557 / 0568 FAX : 2287-8547/2290-7211/2281-3089, 2287-4915(ERO) website : www.mstcindia.co.in • www.mstcecommerce.com

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



"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





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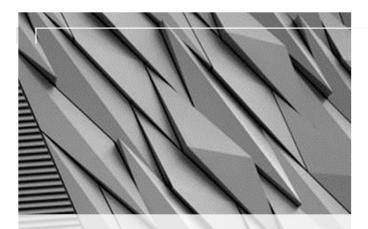
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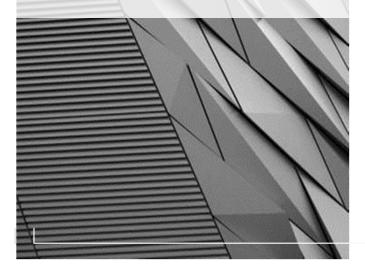
| Key Highlights | | | | | |
|--|--|--|--|--|--|
| Operational Performance | During the Q1 2021-22, the Company crossed INR 370.52 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 545.17 % growth over the value of goods traded in Q1 2020-21; growth in value 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) sucessfully 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. | | | | |

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Standalone Financials Highlights – Q1 2021-22



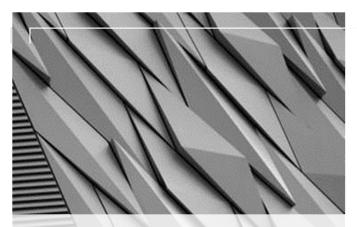
| Particulars (INR mn, unless stated) | Q1 2021-22 | Q1 2020-21 | YoY % chg. |
|--|------------|------------|------------|
| Total Revenue | 1712.55 | 341.70 | 401.19% |
| Marketing | 1120.75 | 116.20 | 864.48% |
| E-commerce | 591.13 | 224.65 | 163.14% |
| Others | 0.67 | 0.85 | -21.03% |
| EBITDA (pre-provisioning) ¹ | 474.83 | 83.36 | 469.61% |
| Provisions and write-offs (net of provisions written-back) | 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 Profit ² | 299.70 | 35.63 | 741.26% |

1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period

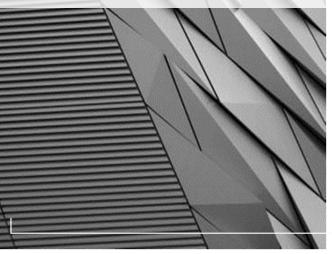
2. Cash Profit is computed as EBITDA less expenses made towards Interest and Tax

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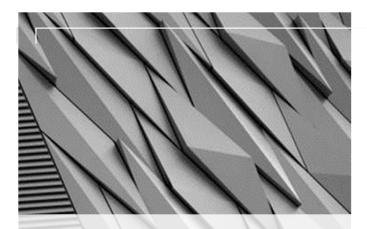
Standalone Financials Segment Reporting -Q1 2021-22



| Particulars (INR mn) | Q1 2021-22 | Q1 2020-21 | YoY % chg. |
|--|------------|------------|------------|
| Total value of goods traded through MSTC eco- system (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% |
| E-Auction/E-Sale | 518.37 | 181.87 | 185.02% |
| E-Procurement | 21.90 | 16.50 | 32.73% |
| Other Income | 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% |
| | | | |

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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% |
| Marketing | 1120.75 | 116.20 | 864.50% |
| E-commerce | 591.13 | 224.55 | 163.25% |
| Scrap recovery and allied jobs | 974.32 | 702.09 | 38.77% |
| Others | 0.67 | 0.85 | -21.18% |
| EBITDA (pre-provisioning) ¹ | 685.57 | 118.63 | 477.90% |
| Provisions and write-offs (net of provisions written-back) | 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 Profit ² | 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

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Thank You

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