

एम एस टी सी  
लिमिटेड  
(भारत सरकार का उपक्रम)



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

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MSTC/CS/SE/146

30th June, 2020

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: Presentation of Results for Quarter and Year Ended 31<sup>st</sup> March, 2020 with the Investors/  
Analyst

In continuation of our Letter no. MSTC/CS/SE/144 dated 29<sup>th</sup> June, 2020 on the Standalone and Consolidated Financial Results for the quarter and Year ended 31st March, 2020 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which will be held on Wednesday, 1st July, 2020 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

June 30, 2020



# Earnings Release FY2018-19 and FY2019-20

# Disclaimer

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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, and the floor is highly reflective. The perspective is looking down a long aisle towards the end of the room.

# Key Highlights

## Key Highlights

### **Operational Performance**

*During the FY 20, the Company crossed INR 1273.91 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 14.48 % growth over the value of goods traded in FY 19; growth in value of goods transacted through its e-commerce vertical was higher at 21.87%*

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

- *Revenues of INR 12313.99 mn in FY20 vis-à-vis revenues of INR 32919.97 mn in FY19; decline of 62.59%, largely driven by 76.48% degrowth in marketing business.*
- *PBT of INR 1667.43 mn in FY20 vis-à-vis INR (2374.47) mn in FY19.*

### **Business update**

- *During the last quarter of F.Y. 2019-20, an exceptional phenomenon occurred in the form of COVID 19 virus attack. Nationwide lockdown was imposed in the Country to counter this. As a result of which the business operations across the Country were affected, with MSTC being no exception to it. Majority of the revenue of MSTC comes from E commerce segment. The E commerce services were fully functional during this period providing services to our valued customers. The Company continued with its development and planning activities during the period. MSTC assumes that there will not be any further exigency due to this phenomenon and the business will grow to reach normal level.*
- *MSTC has been selected by DOT as auctioning agent for conducting spectrum auctions.*
- *Work for upgradation of Jaivik Kheti portal is going on with integration of India Post as logistic partner. MSTC is also looking for other logistic partners and aggregators.*
- *IBAPI Portal for sale of stressed assets of all Nationalised banks is conducted through MSTC's Portal.*
- *Coal block for commercial mining will also be through MSTC'S platform.*



## Standalone Financials Highlights – FY 2019-20

Particulars (INR mn, unless stated)	FY 2019-20	FY 2018-19	YoY % chg.
<b>Total Revenue</b>	<b>8922.08</b>	<b>29685.32</b>	<b>-69.94%</b>
<i>Marketing</i>	6463.57	27482.79	-76.48%
<i>E-commerce</i>	2019.99	2133.32	-5.31%
<i>Others</i>	438.52	69.21	533.61%
<b>EBITDA (pre-provisioning)<sup>1</sup></b>	<b>2303.72</b>	<b>3310.58</b>	<b>-30.41%</b>
Provisions and write-offs ( <i>net of provisions written-back</i> )	713.90	5420.84	-86.83%
<b>Profit before Tax</b>	1294.91	(2692.09)	
<b>Profit after Tax</b>	752.03	(3244.65)	
<b>EPS (in INR)</b>	10.68	(46.09)	
<b>Cash Profit<sup>2</sup></b>	<b>1486.28</b>	<b>2188.65</b>	<b>-32.09%</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

## Standalone Financials Segment Reporting -FY 2019-20

Particulars (INR mn)	FY 2019-20	FY 2018-19	YoY % chg.
<b>Total value of goods traded through MSTC ecosystem (INR bn)</b>	<b>1273.91</b>	<b>1112.74</b>	<b>14.48%</b>
<b>Total Revenue</b>	<b>8922.08</b>	<b>29685.32</b>	<b>-69.94%</b>
<b>Revenue - E-commerce</b>	<b>2019.99</b>	<b>2133.32</b>	<b>-5.31%</b>
<i>E-Auction/E-Sale</i>	1660.83	1893.33	-12.28%
<i>E-Procurement</i>	170.63	149.30	14.29%
<i>Other Income</i>	188.53	90.69	107.88%
<b>Revenue - Marketing</b>	<b>6463.57</b>	<b>27482.79</b>	<b>-76.48%</b>
<b>Total Expenses</b>	<b>7627.17</b>	<b>32377.41</b>	<b>-76.44%</b>
<b>Profit Before Tax</b>	<b>1294.91</b>	<b>(2692.09)</b>	
<b>Profit After Tax</b>	<b>752.03</b>	<b>(3244.65)</b>	

## Consolidated Financials Highlights – FY 2019-20

Particulars (INR mn, unless stated)	FY 2019-20	FY 2018-19	YoY % chg.
<b>Total Revenue</b>	<b>12959.98</b>	<b>33403.22</b>	-61.20%
<i>Marketing</i>	6463.57	27482.79	-76.48%
<i>E-commerce</i>	2019.72	2133.26	-5.32%
<i>Scrap recovery and allied jobs</i>	4098.87	3782.16	8.37%
<i>Others</i>	377.82	5.01	7441.32%
<b>EBITDA (pre-provisioning)<sup>1</sup></b>	<b>2882.15</b>	<b>3771.28</b>	-23.58%
Provisions and write-offs ( <i>net of provisions written-back</i> )	761.35	5420.84	-85.96%
<b>Profit before Tax</b>	1667.43	(2374.47)	
<b>Profit after Tax</b>	970.14	(3071.04)	
<b>EPS (in INR)</b>	13.78	(43.62)	
<b>Cash Profit<sup>2</sup></b>	<b>1897.64</b>	<b>2496.66</b>	-23.99%

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



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, and the floor is highly reflective. The perspective is looking down a long aisle towards the end of the room.

# Summary financials

# Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	FY2019-20	FY2018-19	% change	FY2019-20	FY2018-19	% change
Revenue from operations	8307.08	29270.04	-71.62%	12313.99	32919.97	-62.59%
Other Income	615.00	415.28	48.09%	645.99	483.25	33.68%
<b>Total Revenue</b>	<b>8922.08</b>	<b>29685.32</b>	<b>-69.94%</b>	<b>12959.98</b>	<b>33403.22</b>	<b>-61.20%</b>
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	5663.12	25426.34	-77.73%	6151.98	25914.28	-76.26%
Employee benefit expense	711.54	598.83	18.82%	1828.05	1690.13	8.16%
Finance costs	274.56	569.37	-51.78%	287.22	578.05	-50.31%
Depreciation and amortisation expense	20.32	12.46	63.08%	166.15	146.86	13.13%
Provisions and write-offs	713.90	5420.84	-86.83%	761.35	5420.84	-85.96%
Other expenses	243.70	349.57	-30.29%	2070.86	1998.46	3.62%
Total Expenses	<b>7627.17</b>	<b>32377.41</b>	<b>-76.44%</b>	<b>11265.61</b>	<b>35748.62</b>	<b>-68.49%</b>
Share of profit/(loss) of Joint Ventures				<b>(26.94)</b>	<b>(29.07)</b>	-7.33%
<b>Profit/(Loss) before tax</b>	<b>1294.91</b>	<b>(2692.09)</b>		<b>1667.43</b>	<b>(2374.47)</b>	
Tax expense	542.88	552.56	-1.75%	697.29	696.57	0.10%
<b>Profit/(Loss) for the period</b>	<b>752.03</b>	<b>(3244.65)</b>		<b>970.14</b>	<b>(3071.04)</b>	

# Summary Balance Sheet

Particulars (INR mn)	Consolidated	
	FY20	FY19
<b>Assets</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	876.19	750.58
Capital work-in-progress	293.42	231.81
Leasehold Land	71.57	72.32
Other intangible assets	12.21	11.53
Investment in Subs/ JVs, Associates	112.07	138.81
Financial assets	348.47	272.42
Non-current tax assets (net)	588.19	582.42
Deferred tax assets (net)	2296.96	2615.31
Other non-current assets	26.39	59.24
<b>Total Non-current assets</b>	<b>2625.47</b>	<b>4734.44</b>
<b>Current assets</b>		
Inventories	70.00	60.35
Financial assets		
Trade receivables	14626.40	18697.26
Cash and cash equivalents	606.76	962.21
Bank balances other than cash and cash equivalents	1725.14	3204.72
Other financial assets	231.91	483.03
Other current assets	96.22	104.30
Assets classified as held for sale	29.60	30.76
<b>Total - Current assets</b>	<b>17386.03</b>	<b>23542.63</b>
<b>TOTAL - ASSETS</b>	<b>22011.50</b>	<b>28277.07</b>

Particulars (INR mn)	Consolidated	
	FY20	FY19
<b>Equity</b>		
Equity share capital	704.00	704.00
Other equity	4035.22	3175.69
<b>Total - Equity</b>	<b>4739.22</b>	<b>3879.69</b>
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	33.91	9.35
Trade payables	2.64	2.64
Other financial liabilities	5.70	7.45
Provisions	827.90	706.23
Other non-current liabilities	63.25	80.55
<b>Total - Non-current liabilities</b>	<b>933.40</b>	<b>806.22</b>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	2552.61	6137.15
Trade payables	6536.77	9523.47
Other financial liabilities	6616.12	7329.62
Other current liabilities	221.77	284.48
Provisions	403.15	314.46
Liabilities classified as held for sale	8.46	1.98
<b>Total - Current liabilities</b>	<b>16338.88</b>	<b>23591.16</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>22011.50</b>	<b>28277.07</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)

