

एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)



MSTC
LIMITED
(A Govt. of India Enterprise)

CIN: L27320WB1964GOI026211; GSTIN: 19AACCM0021E1Z4
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MSTC/CS/SE/174

4th September, 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 Sir/Madam

Sub: Presentation of Results for Quarter Ended 30th June, 2020 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/173 dated 3rd September, 2020 on the Standalone and Consolidated Financial Results for the quarter ended 30th June, 2020 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which will be held on Friday, 4th September, 2020 at 4:00 P.M IST, intimation of which has already been communicated to the stock Exchanges.

This is for your information and records.

Thanking you,

AJAY
KUMAR
RAI
Digitally signed
by AJAY KUMAR
RAI
Date: 2020.09.04
15:01:59 +05'30'

Yours faithfully,
For **MSTC Limited**

(Ajay Kumar Rai)
Company Secretary & Compliance Officer

September 04, 2020



Earnings Release Q1 2020-21

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, 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

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Operational Performance (Standalone)

During the Q1 2020-21, the Company crossed INR 57.43 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 73.23 % decline over the value of goods traded in Q1 2019-20.

Financial Performance (Consolidated)

- *Revenues of INR 1017.93 mn in Q1 2020-21 vis-à-vis revenues of INR 4854.14 mn in Q1 2019-20; decline of 79.03%, largely driven by 96.68 % degrowth in marketing business.*
- *PBT of INR 4.58 mn in Q1 2020-21 vis-à-vis INR 453.54 mn in Q1 2019-20.*

Business update

- *COVID 19 pandemic and lockdown protocols have led to severe disruptions during the quarter. Being an E commerce service provider, on infrastructure and facility front MSTC was ready to provide the services. However, at recipient end there were disruptions, affecting both the turnover and the profit during the reporting period. Therefore, the performance of the Company for this quarter is not comparable with corresponding period or any period of previous year.*
- *The scarp auctions were not much during the period which forms substantial part of our revenue .However there were auctions for Coal , Timber & Iron Ore etc. but the volumes were quite less.*
- *MSTC has taken up the auctions for Molasses for sugar units in Andhra Pradesh.*

Standalone Financials Highlights – Q1 2020-21

Particulars (INR mn, unless stated)	Q1 2020-21	Q1 2019-20	YoY % chg.
Total Revenue	341.70	3999.95	-91.46%
<i>Marketing</i>	116.20	3495.76	-96.68%
<i>E-commerce</i>	224.65	503.32	-55.37%
<i>Others</i>	0.85	0.87	-2.04%
EBITDA (pre-provisioning)¹	83.36	475.65	-82.47%
Provisions and write-offs (<i>net of provisions written-back</i>)	25.83	0.00	
Profit before Tax	27.23	387.18	-92.97%
Profit after Tax	2.53	251.93	-99.00%
EPS (in INR)	0.04	3.58	-99.00%
Cash Profit²	35.63	255.74	-86.07%

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 2020-21

Particulars (INR mn)	Q1 2020-21	Q1 2019-20	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	57.43	214.53	-73.23%
Total Revenue	341.70	3999.95	-91.46%
Revenue - E-commerce	224.65	503.32	-55.37%
<i>E-Auction/E-Sale</i>	181.87	396.15	-54.09%
<i>E-Procurement</i>	16.5	46.2	-64.29%
<i>Other Income</i>	26.28	60.97	-56.91%
Revenue - Marketing	116.20	3495.76	-96.68%
Total Expenses	314.47	3612.77	-91.30%
Profit Before Tax	27.23	387.18	-92.97%
Profit After Tax	2.53	251.93	-99.00%

Consolidated Financials Highlights – Q1 2020-21

Particulars (INR mn, unless stated)	Q1 2020-21	Q1 2019-20	YoY % chg.
Total Revenue	1043.69	4915.43	-78.77%
<i>Marketing</i>	116.20	3495.76	-96.68%
<i>E-commerce</i>	224.55	503.30	-55.39%
<i>Scrap recovery and allied jobs</i>	702.09	915.50	-23.31%
<i>Others</i>	0.85	0.87	-2.04%
EBITDA (pre-provisioning)¹	118.63	577.73	-79.47%
Provisions and write-offs (<i>net of provisions written-back</i>)	40.54	0.00	
Profit before Tax	4.58	453.54	-98.99%
Profit after Tax	-27.69	290.77	
EPS (in INR)	-0.39	4.13	
Cash Profit²	60.78	329.28	-81.54%

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, 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.

Summary financials


Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	Q1 2020-21	Q1 2019-20	% change	Q1 2020-21	Q1 2019-20	% change
Revenue from operations	335.78	3960.38	-91.52%	1017.93	4854.14	-79.03%
Other Income	5.92	39.57	-85.04%	25.76	61.29	-57.97%
Total Revenue	341.70	3999.95	-91.46%	1043.69	4915.43	-78.77%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	0.00	3300.62	-100.00%	61.62	3410.38	-98.19%
Employee benefit expense	172.71	168.10	2.74%	415.74	438.07	-5.10%
Finance costs	23.03	84.66	-72.79%	25.58	85.68	-70.15%
Depreciation and amortisation expense	7.27	3.81	90.81%	47.93	38.51	24.47%
Provisions and write-offs	25.83	0.00		40.54	0.00	
Other expenses	85.63	55.58	54.06%	439.39	476.84	-7.85%
Total Expenses	314.47	3612.77	-91.30%	1030.80	4449.48	-76.83%
Share of profit/(loss) of Joint Ventures				(8.31)	(12.41)	-33.04%
Profit/(Loss) before tax	27.23	387.18	-92.97%	4.58	453.54	-98.99%
Tax expense	24.70	135.25	-81.74%	32.27	162.77	-80.18%
Profit/(Loss) for the period	2.53	251.93	-99.00%	(27.69)	290.77	

 MSTC Limited

Thank You

 Subrata Sarkar

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