



एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt. of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring
iINDIA

MSTC/CS/SE/287

15th November, 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 and half year ended 30th September, 2021 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/285 dated 12th November, 2021 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and half year ended 30th September, 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, 15th November, 2021 at 12:00 P.M. 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



www.mstcindia.co.in / www.mstcecommerce.com

पंजीकृत कार्यालय : प्लॉट सं. सीएफ 18/2, मार्ग सं. 175, एक्शन एरिया 1सी, न्यूटाऊन कोलकाता-700 156, प.ब.

Regd. Office : Plot No. CF18/2, Street No. 175, Action Area 1C, New Town, Kolkata - 700 156 W.B.

Phone: 91-33-2340 -0000/0011/0012/0013

November 15, 2021



Earnings Release H1 2021-22

Disclaimer

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Key Highlights

Operational Performance (Standalone)

During the H1 2021-22, the Company crossed INR 710.36 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 364.08 % increase over the value of goods traded in H1 2020-21 .

Financial Performance (Consolidated)

- *Revenues of INR 5019.29 mn in H1 2021-22 vis-à-vis revenues of INR 3173.71 mn in H1 2020-21; increase of 58.15%, largely driven by 98.77 % growth in marketing business & 59.24% growth in e-commerce business .*
- *PBT of INR 994.45 mn in H1 2021-22 vis-à-vis INR 454.73 mn in H1 2020-21.*

Business update

- On behalf of Hyderabad Metropolitan Development Authority (HMDA) and Telangana State Industrial Infrastructure Corporation (TSIIC), plots of total 65.40 Acre area have been auctioned successfully.
- MoU has been signed with Bihar Government Health Department for disposal of their scraps.
- A new mobile app for scrap auction has been launched by hon'ble Minister of State for Steel, Shri Fuggan Singh Kulaste

Key Highlights

Business update

- The e-bidding portal developed for ONGC and Group Companies to Export and Import of their petroleum products has been launched.
- An auction portal has been developed on behalf of CEPI (Custodian of Enemy Property for India) for auctioning Enemy Properties.
- Nine major mineral blocks have been successfully auctioned on behalf of Govt. of Orissa.

Standalone Financials Highlights – H1 2021-22

Particulars (INR mn, unless stated)	H1 2021-22	H1 2020-21	YoY % chg.
Total Revenue	3,120.57	1,769.84	76.32%
<i>Marketing</i>	1,763.66	887.30	98.77%
<i>E-commerce</i>	1,243.31	780.87	59.22%
<i>Others</i>	113.60	101.67	11.73%
EBITDA (pre-provisioning)¹	1024.42	616.99	66.04%
Provisions and write-offs (<i>net of provisions written-back</i>)	152.40	52.79	188.71%
Profit before Tax	832.37	510.99	62.89%
Profit after Tax	525.90	342.44	53.57%
EPS (in INR)	7.47	4.86	53.70%
Cash Profit²	693.97	409.85	69.32%

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 -H1 2021-22

Particulars (INR mn)	H1 2021-22	H1 2020-21	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	710.36	153.07	364.08%
Total Revenue	3,120.57	1,769.84	76.32%
Revenue - E-commerce	1,243.31	780.87	59.22%
<i>E-Auction/E-Sale</i>	1087.10	643.36	68.97%
<i>E-Procurement</i>	32.50	66.46	-51.10%
<i>Other Income</i>	123.71	71.05	74.12%
Revenue - Marketing	1,763.66	887.30	98.77%
Total Expenses	2,288.20	1258.85	81.77%
Profit Before Tax	832.37	510.99	62.89%
Profit After Tax	525.90	342.44	53.57%

Consolidated Financials Highlights – H1 2021-22

Particulars (INR mn, unless stated)	H1 2021-22	H1 2020-21	YoY % chg.
Total Revenue	5,019.29	3,173.71	58.15%
<i>Marketing</i>	1,763.66	887.30	98.77%
<i>E-commerce</i>	1,243.28	780.74	59.24%
<i>Scrap recovery and allied jobs</i>	2,010.75	1,504.02	33.69%
<i>Others</i>	1.60	1.65	-3.03%
EBITDA (pre-provisioning)¹	1284.87	644.78	99.27%
<i>Provisions and write-offs (net of provisions written-back)</i>	167.75	52.79	217.78%
Profit before Tax	994.45	454.73	118.69%
Profit after Tax	618.55	259.87	138.02%
EPS (in INR)	8.79	3.69	138.21%
Cash Profit²	884.99	408.78	116.50%

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

Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	H1 2021-22	H1 2020-21	% change	H1 2021-22	H1 2020-21	% change
Revenue from operations	2,938.23	1,649.19	78.16%	4,913.69	3,112.45	57.87%
Other Income	182.34	120.65	51.13%	105.6	61.26	72.38%
Total Revenue	3,120.57	1,769.84	76.32%	5,019.29	3,173.71	58.15%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	1,587.85	672.36	136.16%	1,849.98	842.69	119.53%
Employee benefit expense	401.35	352.54	13.85%	914.3	843.57	8.38%
Finance costs	23.98	38.59	-37.86%	23.98	41.14	-41.71%
Depreciation and amortisation expense	15.67	14.62	7.18%	98.69	96.12	2.67%
Provisions and write-offs	152.4	52.79	188.69%	167.75	52.79	217.77%
Other expenses	106.95	127.95	-16.41%	968.98	829.67	16.79%
Total Expenses	2,288.20	1,258.85	81.77%	4,023.68	2,705.98	48.70%
Share of profit/(loss) of Joint Ventures				-1.16	-13.00	
Profit/(Loss) before tax	832.37	510.99	62.89%	994.45	454.73	118.69%
Tax expense	306.47	168.55	81.83%	375.9	194.86	92.91%
Profit/(Loss) for the period	525.90	342.44	53.57%	618.55	259.87	138.02%

Summary Balance Sheet

Particulars (INR mn)	Consolidated	
	H1 22	FY 21
Assets		
Non-Current Assets		
Property, plant and equipment	1,337.73	819.69
Capital work-in-progress	24.24	518.25
Leasehold Land	70.45	70.82
Other intangible assets	2.72	2.05
Investment in Subs/ JVs, Associates	142.46	143.57
Financial assets	750.82	1,054.75
Non-current tax assets (net)	611.64	625.7
Deferred tax assets (net)	2,158.99	2,286.81
Other non-current assets	4.61	3.46
Total Non-current assets	5,103.66	5,525.10
Current assets		
Inventories	68.67	51.61
Financial assets		
Trade receivables	6,347.09	8,896.64
Cash and cash equivalents	7,697.33	7,456.90
Bank balances other than cash and cash equivalents	840.03	140.22
Other financial assets	274.84	252.81
Other current assets	97.89	124.18
Assets classified as held for sale	29.49	30.15
Total - Current assets	15,355.34	16,952.51
TOTAL - ASSETS	20,459.00	22,477.61


Particulars (INR mn)	Consolidated	
	H1 22	FY 21
Equity		
Equity share capital	704	704
Other equity	5,015.10	4,875.53
Total - Equity	5,719.10	5,579.53
Non-current liabilities		
Financial liabilities		
Borrowings	20.06	43.19
Other financial liabilities	19.62	7.28
Provisions	1,107.47	930.05
Other non-current liabilities	66.43	61.2
Total - Non-current liabilities	1,213.58	1,041.72
Current liabilities		
Financial liabilities		
Borrowings	1,513.07	1,500.74
Trade payables	2,678.63	4,308.14
Other financial liabilities	8,072.37	8,953.84
Other current liabilities	493.76	620.85
Provisions	762.88	465.73
Liabilities classified as held for sale	5.61	7.06
Total - Current liabilities	13,526.32	15,856.36
TOTAL - EQUITY AND LIABILITIES	20,459.00	22,477.61

The logo for MSTC Limited, featuring a stylized 'M' icon followed by the text 'MSTC Limited' in a bold, sans-serif font, all contained within a black rectangular box.

MSTC Limited

Thank You

 Subrata Sarkar

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