

एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)



MSTC
LIMITED
(A Govt. Of India Enterprise)

CIN : L27320WB1964GOI026211

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website : www.mstcindia.co.in * www.mstcecommerce.com

MSTC/CS/SE/81

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14th November, 2019

1. The Dy. Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 023.
(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 Sir/Madam,

Sub: Presentation of Conference Call with the Investors/ Analyst

In continuation of our yesterday's letter on the Standalone and Consolidated Financial Results for the quarter and half year ended 30th September, 2019 enclosed please find a copy of presentation in relation to conference call with the Investors / Analysts which will be held on Thursday, 14th November, 2019 at 01:30 P.M.

This is for your information and records.

Thanking you,

Yours faithfully,
For MSTC Limited

(Ajay Kumar Rai)
Company Secretary and Compliance Officer

Encl: as above

November 14, 2019



Earnings Release Q2FY20 and H1FY20

Disclaimer

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The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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 indicator lights glowing. The perspective is looking down a long aisle towards the end of the room. A semi-transparent white box is overlaid on the left side of the image, containing the text "Key Highlights".

Key Highlights

Key Highlights

Financial Performance (Consolidated)

- Revenues of INR 2,792.77 mn in Q2 of FY20 vis-à-vis revenues of INR 8,512.29 mn in Q2 of FY19; decline of 67.19%, largely driven by 79.50% degrowth in marketing business
- PBT of INR 452.37 mn in Q2 of FY20 vis-à-vis INR (4,030.69) mn in Q2 of FY19; improvement in profitability is on account of decline in provisions
- No incremental provisions for the period

Business update

- Executed agreement with various private sector conglomerates such as Larsen and Toubro, ADANI Group
- Entered into MoU or agreements with various other players such as Burn Standard Co, HMEL ENERGY & HMEL Pipelines, Northern Coalfields, Bihar State Road Transport Corporation, Securities Exchange Board of India, Andhra Pradesh Industrial Infrastructure Corp
- Developing a dedicated e-Auction platform which will be directly linked with Indian Banking Association portal for sale of NPAs through SARFAESI Act. Under this platform a bidder once registered will be able to participate in auctions for all banks

Standalone Financials Segment Reporting -Q2 of FY20

Particulars (INR mn)	Q2FY20	Q2FY19	YoY % chg.	Q1FY20	QoQ % chg.
Total Revenue	1,854.43	7,581.03	(76%)	3,999.95	(54%)
Revenue - E-commerce	415.22	565.83	(27%)	503.30	(18%)
<i>E-Auction/E-Sale</i>	<i>345.56</i>	<i>503.67</i>	<i>(31%)</i>	<i>396.15</i>	<i>(13%)</i>
<i>E-Procurement</i>	<i>27.40</i>	<i>38.30</i>	<i>(28%)</i>	<i>46.20</i>	<i>(41%)</i>
<i>Other Income</i>	<i>42.26</i>	<i>23.86</i>	<i>77%</i>	<i>60.95</i>	<i>(31%)</i>
Revenue - Marketing	1,437.88	7,013.41	(79%)	3,495.76	(59%)
Total Expenses	1,481.11	11,730.90	(87%)	3,612.77	(59%)
Profit Before Tax	373.32	(4,149.87)	NA	387.18	(4%)
Profit After Tax	243.82	(4,424.06)	NA	251.93	(3%)

Standalone Financials Segment Reporting -H1 of FY20


Particulars (INR mn)	H1FY20	H1FY19	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	497.73	595.64	(16%)
Total Revenue	5,854.38	13,123.69	(55%)
Revenue - E-commerce	918.54	1,045.71	(12%)
<i>E-Auction/E-Sale</i>	<i>741.71</i>	<i>962.47</i>	<i>(23%)</i>
<i>E-Procurement</i>	<i>73.60</i>	<i>40.90</i>	<i>80%</i>
<i>Other Income</i>	<i>103.23</i>	<i>42.34</i>	<i>144%</i>
Revenue - Marketing	4,933.64	12,075.18	(59%)
Total Expenses	5,093.88	16,554.39	(69%)
Profit Before Tax	760.50	(3,430.70)	NA
Profit After Tax	495.75	(3,926.59)	NA

Consolidated Financials Highlights-Q2 of FY20

Particulars (INR mn, unless stated)	Q2FY20	Q2FY19	YoY % chg.	Q1FY20	QoQ % chg.
Total Revenue	2,792.77	8,512.29	(67%)	4,915.43	(43%)
<i>Marketing</i>	<i>1,437.88</i>	<i>7,013.41</i>	<i>(79%)</i>	<i>3,495.76</i>	<i>(59%)</i>
<i>E-commerce</i>	<i>415.22</i>	<i>565.84</i>	<i>(27%)</i>	<i>503.30</i>	<i>(18%)</i>
<i>Scrap recovery and allied jobs</i>	<i>938.34</i>	<i>931.25</i>	<i>1%</i>	<i>915.50</i>	<i>2%</i>
<i>Others</i>	<i>1.33</i>	<i>1.79</i>	<i>(26%)</i>	<i>0.87</i>	<i>53%</i>
EBITDA	571.51	(3,837.27)	NA	577.73	(1%)
Profit before Tax	452.37	(4,030.69)	NA	453.54	0%
Profit after Tax	293.28	(4,347.88)	NA	290.77	1%
EPS (in INR)	4.17	(61.76)	NA	4.13	1%

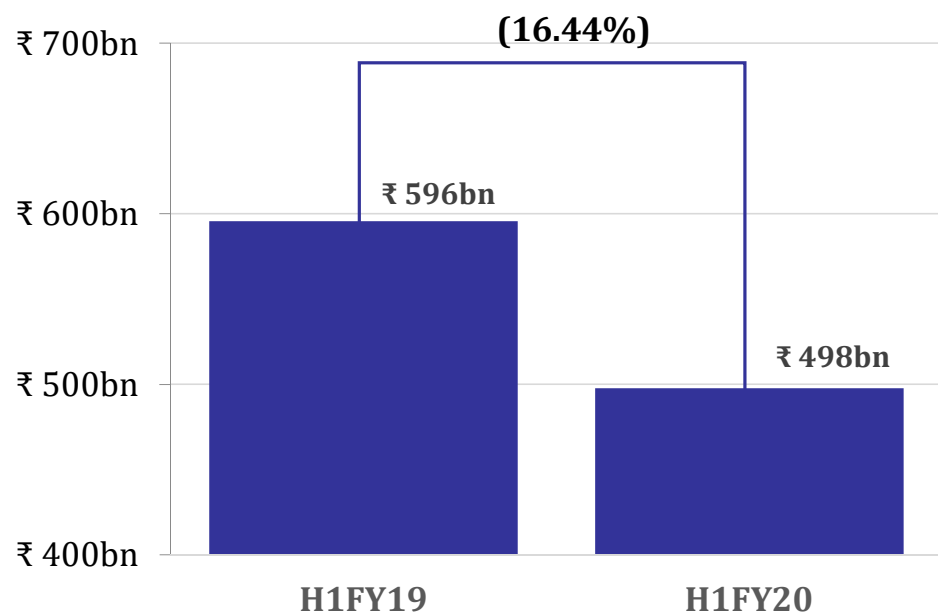
Consolidated Financials Highlights-H1 of FY20

Particulars (INR mn, unless stated)	H1FY20	H1FY19	YoY % chg.
Total Revenue	7,708.20	14,915.50	(48%)
<i>Marketing</i>	4,933.64	12,075.18	(59%)
<i>E-commerce</i>	918.52	1,045.71	(12%)
<i>Scrap recovery and allied jobs</i>	1,853.84	1,791.81	3%
<i>Others</i>	2.20	2.80	(21%)
EBITDA	1,149.24	(2,844.68)	NA
Profit before Tax	905.91	(3,243.01)	NA
Profit after Tax	584.05	(3,806.55)	NA
EPS (in INR)	8.30	(54.07)	NA

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. The ceiling has several rectangular light fixtures. The floor is dark and reflective.

Performance Analysis

Value of goods transacted – H1FY20 (INR bn) (Standalone)

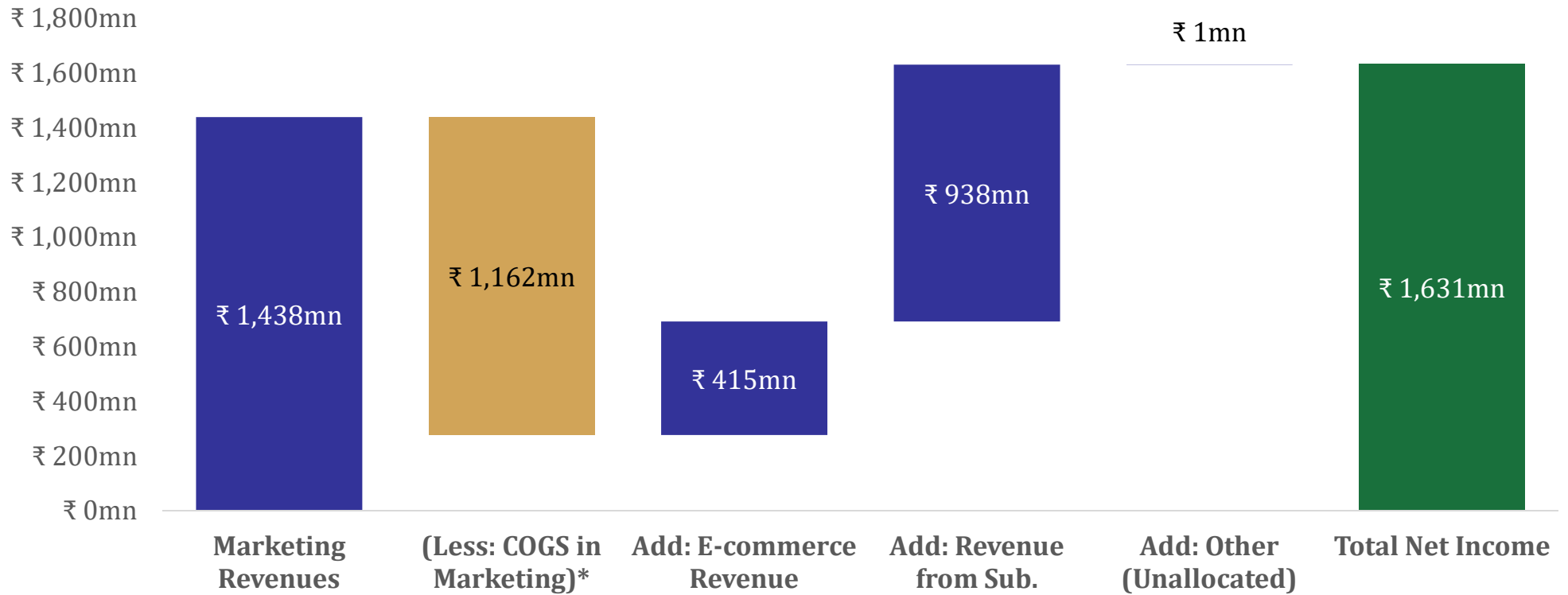


E-commerce business fell by 10%, led by 50% decrease in e-sale, 64% decrease in coal and 24% decrease in scrap. The same was partially offset by 20% increase in iron ore, and 17% growth in e-procurement.

E-commerce business growth was partially impacted by General Elections during the quarter, weak industrial conditions and decrease in scrap prices

The aforementioned slowdown in marketing revenues is a result of conscious shift in business initiated by the management

Net Revenues – Q2FY20 (INR mn) (Consolidated)

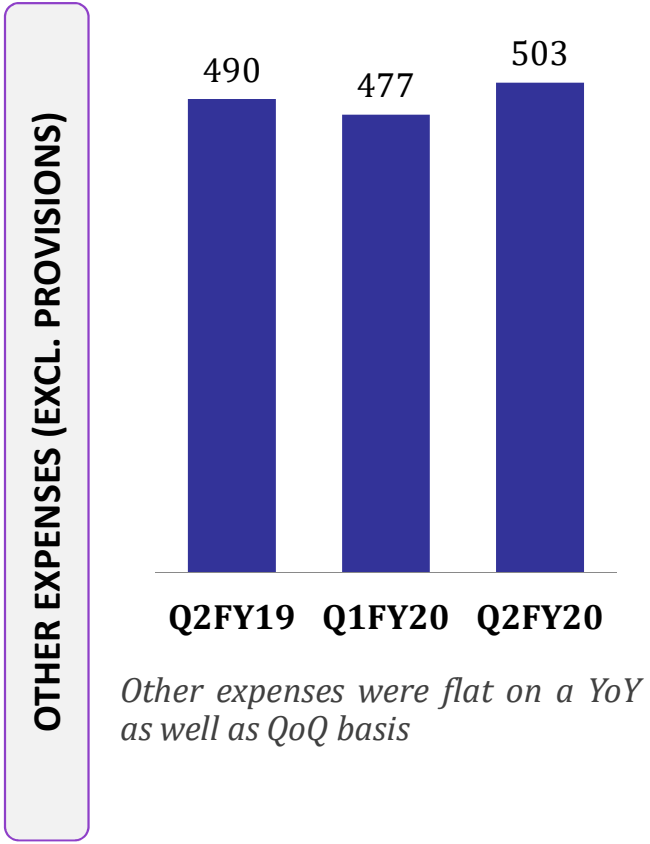
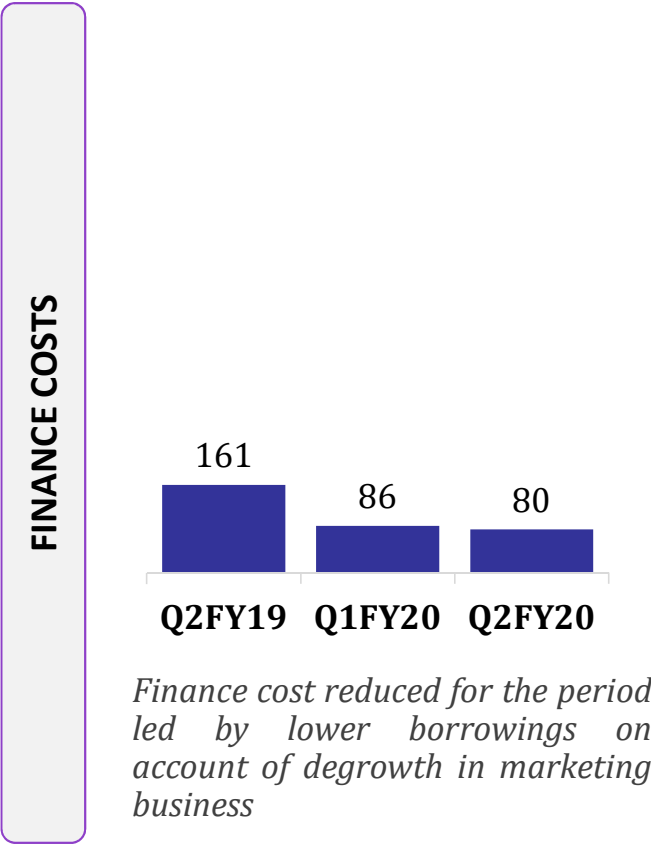
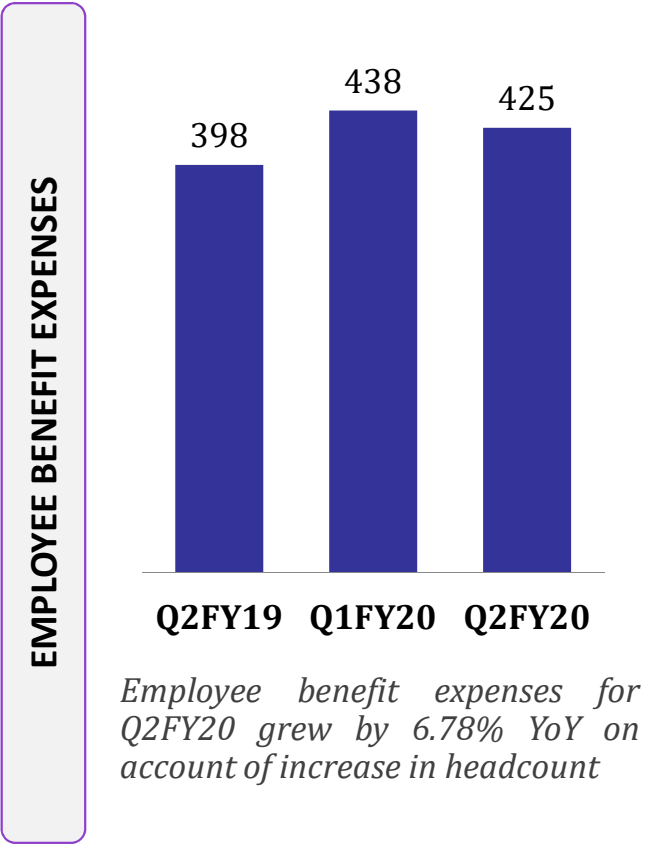


* Standalone

The above table has been prepared in-line with the segmental financials

Other key financial parameters (INR mn)

(Consolidated)



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 from the end of a long aisle, looking down the center. A semi-transparent white box is overlaid on the left side of the image, containing the text "About MSTC".

About MSTC

MSTC Limited

A leading B2B e-Commerce player in India

Leading B2B e-commerce company in India

Experience of over 110,000+ auctions with ~35,000 auctions in FY19

Nominated service provider for all major mineral blocks and minor mineral blocks of a few states

India's 1st organized vehicle recycler

Well established track record of offering customized e-commerce solutions

Mini Ratna Category-I PSU under the Ministry of Steel, Government of India

Developed portal for EXIM of petro-products, e-Rakam portal etc.

At forefront of various Transparency initiatives of GoI

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 from the end of a long aisle, looking down the center. A semi-transparent white box is overlaid on the left side of the image, containing the text 'Summary financials'.

Summary financials

Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	Q2FY20	Q2FY19	% change	Q2FY20	Q2FY19	% change
Revenue from operations	1,751.85	7,515.49	(77%)	26,71.39	8,416.96	(68%)
Other Income	102.58	65.54	57%	121.38	95.33	27%
Total Revenue	1,854.43	7,581.03	(76%)	2,792.77	8,512.29	(67%)
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	1,161.94	6,402.89	(82%)	1,285.40	6,523.36	(80%)
Employee benefit expense	164.41	143.30	15%	425.45	398.32	7%
Finance costs	76.30	158.99	(52%)	79.64	160.99	(51%)
Depreciation and amortisation expense	4.06	2.75	48%	39.50	32.43	22%
Provisions and write-offs	-	4,933.36	(100%)	-	4,933.36	(100%)
Other expenses	74.40	89.61	(17%)	503.26	489.69	3%
Total Expenses	1,481.11	11,730.90	(87%)	2,333.25	12,538.15	(81%)
Share of profit/(loss) of Joint Ventures				(7.15)	(4.83)	48%
Profit/(Loss) before tax	373.32	(4,149.87)	NA	452.37	(4,030.69)	NA
Tax expense	129.50	274.19	(53%)	159.09	317.19	(50%)
Profit/(Loss) for the period	243.82	(4,424.06)	NA	293.28	(4,347.88)	NA

Summary Balance Sheet

Particulars (INR mn)	H1FY20	FY19
ASSETS		
Non-Current Assets		
Property, Plant and Equipment	758.67	750.58
Capital Work in Progress	228.50	231.81
Intangible Assets	3.65	11.53
Investment in Subs/ JVs, Associates	119.19	138.81
Financial Assets	55.36	272.42
Non-Current Tax Assets	591.74	582.42
Deferred Tax Assets (net)	2,516.34	2,615.31
Other Non-Current Assets	105.70	130.82
Total Non-Current Assets	4,379.15	4,733.70
Current Assets		
Inventories	86.91	60.35
Financial Assets		
Trade Receivables	17,157.92	18,697.26
Cash and Cash Equivalents	771.27	962.21
Other Bank Balances	1,580.78	3,204.72
Other Financial Assets	324.39	483.03
Other Current Assets	98.45	105.04
Assets Classified as Held for Sale	32.30	30.76
Total Current Assets	20,052.02	23,543.37
TOTAL ASSETS	24,431.17	28,277.07

Particulars (INR mn)	H1FY20	FY19
EQUITY		
Equity Share Capital	704.00	704.00
Other Equity	3,718.35	3,175.69
Total Equity	4,422.35	3,879.69
Non-Current Liabilities		
Financial Liabilities		
Provisions	697.30	706.23
Other Non-Current Liabilities	74.24	99.99
Total Non-Current Liabilities	771.54	806.22
Current Liabilities		
Financial Liabilities		
Borrowings	4,559.12	6,137.15
Trade Payables	7,770.74	9,523.47
Other Financial Liabilities	6,119.12	7,329.62
Other Current Liabilities	199.02	284.48
Provisions	587.24	314.46
Liabilities classified as held for sale	2.04	1.98
Total Current Liabilities	19,237.28	23,591.16
TOTAL EQUITY AND LIABILITIES	24,431.17	28,277.07

The logo for MSTC Limited, featuring a white L-shaped icon to the left of the text "MSTC Limited" in white font on a black rectangular background.

MSTC Limited

Thank You

👤 Subrata Sarkar

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🌐 www.mstcindia.co.in

