

एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)



MSTC
LIMITED
(A Govt. Of India Enterprise)

CIN : L27320WB1964GOI026211

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MSTC/CS/SE/110

14th February, 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 Ended 31st December, 2019 with the Investors/
Analyst**

In continuation to our Letter no. MSTC/CS/SE/106 dated 12th February, 2020 on the Standalone and Consolidated Financial Results for the quarter and Nine Months ended 31st December, 2019 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which will be held on Friday, 14th February, 2020 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

February 12, 2020



Earnings Release

9 Months Ended 31.12.2019

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 from the end of a long aisle, looking down the center. The ceiling has recessed lighting fixtures.

Key Highlights

Key Highlights

Financial Performance (Consolidated)

- Revenues of INR 2,948.28 mn in Q3 of FY20 vis-à-vis revenues of INR 10,123.05 mn in Q3 of FY19; decline of 70.88%, largely driven by 84.58% degrowth in marketing business
- PBT of INR 558.50 mn in Q3 of FY20 vis-à-vis INR 798.85 mn in Q3 of FY19; decline of 30.09%.
- Provision of INR 89.22 mn made during Q3 of FY 20.

Business update

- Successful auction of attached properties of nationalised bank through uniform customised integrated portal .
- Portal for sale of all organic produce in the country with mapping of data has been commissioned for Ministry of Agriculture. Logistic partners are being empanelled , after which commercial transaction B2B and B2C will happen.
- MSTC is developing a portal for DIPAM for strategic disinvestment of PSU's .
- Auction of major mineral blocks in Odisha started through MSTC portal.
- The auction sale of confiscated properties of Amrapali Group got started through MSTC portal as assigned by Hon'ble Supreme Court of India.

Standalone Financials Segment Reporting -Q3 of FY20

Particulars (INR mn)	Q3FY20	Q3FY19	YoY % chg.	Q2FY20	QoQ % chg.
Total Revenue	1973.30	9127.96	(78%)	1854.43	6%
Revenue – E-commerce	591.17	498.55	19%	415.22	42%
<i>E-Auction/E-Sale</i>	431.29	457.33	(6%)	345.56	25%
<i>E-Procurement</i>	118.90	16.80	608%	27.40	334%
<i>Other Income</i>	40.98	24.42	68%	42.26	(3%)
Revenue – Marketing	1320.58	8563.84	(85%)	1437.88	(8%)
Total Expenses	1502.89	8432.73	(82%)	1481.11	1%
Profit Before Tax	470.41	695.23	(32%)	373.32	26%
Profit After Tax	295.85	445.86	(34%)	243.82	21%

Standalone Financials Segment Reporting -9M of FY20

Particulars (INR mn)	9MFY20	9MFY19	YoY % chg.
Total Revenue	7827.68	22251.65	(65%)
Revenue - E-commerce	1509.71	1544.26	(2%)
<i>E-Auction/E-Sale</i>	1173.00	1419.75	(17%)
<i>E-Procurement</i>	192.50	57.70	234%
<i>Other Income</i>	144.21	66.81	116%
Revenue - Marketing	6254.22	20639.02	(70%)
Total Expenses	6596.77	24987.12	(74%)
Profit Before Tax	1230.91	(2735.47)	145%
Profit After Tax	791.60	(3780.73)	121%

Consolidated Financials Highlights-Q3 of FY20

Particulars (INR mn, unless stated)	Q3FY20	Q3FY19	YoY % chg.	Q2FY20	QoQ % chg.
Total Revenue	2948.28	10123.05	(71%)	2792.77	6%
<i>Marketing</i>	1320.58	8563.84	(85%)	1437.88	(8%)
<i>E-commerce</i>	591.07	498.53	19%	415.22	42%
<i>Scrap recovery and allied jobs</i>	975.08	995.11	(2%)	938.34	4%
<i>Others</i>	61.55	65.57	(6%)	1.33	4528%
EBITDA (pre-provisioning)¹	762.70	1011.31	(25%)	578.66	32%
Provisions and write-offs (net of provisions written-back)	89.22	0.00	100%	0.00	100%
Loss on JV	(6.44)	(8.74)	(26%)	(7.15)	(10%)
Profit before Tax	558.50	798.85	(30%)	452.37	23%
Profit after Tax	339.03	511.09	(34%)	293.28	16%
EPS (in INR)	4.82	7.26	(34%)	4.17	16%
Cash Profit²	468.59	554.14	(15%)	332.78	41%

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

Consolidated Financials Highlights-9M of FY20

Particulars (INR mn, unless stated)	9MFY20	9MFY19	YoY % chg.
Total Revenue	10656.49	25038.55	(57%)
<i>Marketing</i>	6254.22	20639.02	(70%)
<i>E-commerce</i>	1509.60	1544.24	(2%)
<i>Scrap recovery and allied jobs</i>	2828.92	2786.92	2%
<i>Others</i>	63.75	68.37	(7%)
EBITDA (pre-provisioning)¹	1931.51	3109.83	(38%)
Provisions and write-offs (<i>net of provisions written-back</i>)	89.22	4933.36	(98%)
Loss of JV	(26.00)	(18.59)	40%
Profit before Tax	1464.41	(2444.17)	160%
Profit after Tax	923.08	(3295.47)	128%
EPS (in INR)	13.11	(46.81)	128%
Cash Profit²	1130.66	1744.69	-35%

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 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		
	Q3FY20	Q3FY19	% change	Q3FY20	Q3FY19	% change
Revenue from operations	1900.82	8900.10	-79%	2850.00	9857.78	-71%
Other Income	72.48	227.86	-68%	98.28	265.27	-63%
Total Revenue	1973.30	9127.96	-78%	2948.28	10123.05	-71%
Expenses	1119.64	8051.23	-86%	1247.98	8175.14	-85%
Purchases of Stock-in-Trade/Operational Consumables & Spares						
Employee benefit expense	169.82	160.53	6%	416.77	447.42	-7%
Finance costs	62.92	158.61	-60%	68.20	160.67	-58%
Depreciation and amortisation expense	3.54	3.58	-1%	40.34	43.05	-6%
Provisions and write-offs	89.22	-	100%	89.22	0.00	100%
Other expenses	57.75	58.78	-2%	520.83	489.18	6%
Total Expenses	1502.89	8432.73	-82%	2383.34	9315.46	-74%
Share of profit/(loss) of Joint Ventures				-6.44	-8.74	-26%
Profit/(Loss) before tax	470.41	695.23	-32%	558.50	798.85	-30%
Tax expense	174.56	249.37	-30%	219.47	287.76	-24%
Profit/(Loss) for the period	295.85	445.86	-34%	339.03	511.09	-34%

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

Thank You

👤 Subrata Sarkar

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