



एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring
iNDIA

MSTC/CS/SE/502

9th February, 2024

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 Nine Months ended 31st December, 2023 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/501 dated 8th February, 2024 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31st December, 2023 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Friday, 9th February, 2024 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

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

पंजीकृत कार्यालय : प्लॉट सं. सीएफ 18/2 मार्ग सं. 175 एक्शन एरिया 1 सी न्यूटाउन कोलकाता 700156 प.ब.

Regd. Office : Plot No. CF18/2, Street No. 175, Action Area 1C, New Town, Kolkata-700156 W.B.

February 09, 2023



Earnings Release

Q3 2023-24

Disclaimer

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Key Highlights

Operational Performance (Standalone)

- *During the 9M of 2023-24 the Company crossed INR 1178.23 bn in terms of value of goods transacted through its e-commerce and marketing verticals .*

Financial Performance (Consolidated)

- *PBT of INR 233.37 crore in 9M of 2023-24 vis-à-vis INR 218.09 crore in 9M of 2022-23; increase of 7.01%.*

Key Highlights

Business update

- **Auction of Critical Minerals:** The portal for auction of Critical & Strategic Mineral Blocks has been launched and 20 critical mineral blocks have been put up for auction. Road Show for the 1st Tranche of Critical Mineral Block auction has also been conducted.
- **Mineral Block Auction:** MoU has been signed with the Government of Bihar for e-auction of major mineral blocks in the State. 77 mineral blocks have been successfully auctioned in this FY.
- **Real Estate Conference:** MSTC in collaboration with CII had organised a conference on “Real Estate Synergy: Unveiling Opportunities through e-Commerce”, which was held at Delhi on 30-11-2023. Many senior leaders from leading groups actively participated in the conference. Newly developed integrated webpage for various property auctions conducted by MSTC was also launched.

Standalone Financials Highlights – 9M 2023-24

Particulars (INR Crore, unless stated)	9M 2023-24	9M 2022-23	YoY % chg.
Total Revenue	316.23	367.49	-13.95%
<i>Marketing</i>	16.05	97.43	-83.53%
<i>E-commerce</i>	268.05	244.86	9.47%
<i>Others</i>	32.13	25.20	27.50%
EBITDA (pre-provisioning)¹	221.76	289.12	-23.30%
Profit before Tax	216.63	206.71	4.80%
Profit after Tax	152.41	163.17	-6.59%
EPS (in INR)	21.65	23.18	-6.60%
Cash Profit²	157.54	245.49	-35.83%

1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period

2. Cash Profit is computed as EBITDA pre provisioning less expenses made towards Interest and Tax

Standalone Financials Segment Reporting- 9M 2023-24

Particulars (INR Crore)	9M 2023-24	9M 2022-23	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	1178.23	1602.66	-26.48%
Total Revenue	316.23	367.49	-13.95%
Revenue – E-commerce	268.05	244.86	9.47%
<i>E-Auction/E-Sale</i>	203.43	200.77	1.32%
<i>E-Procurement</i>	3.41	1.97	73.10%
<i>Other Income</i>	61.20	42.12	45.30%
Revenue – Marketing	16.05	97.43	-83.53%
Total Expenses	99.60	160.78	-38.05%
Profit Before Tax	216.63	206.71	4.80%
Profit After Tax	152.41	163.17	-6.59%

Consolidated Financials Highlights – 9M 2023-24

Particulars (INR Crore, unless stated)	9M 2023-24	9M 2022-23	YoY % chg.
Total Revenue	615.41	646.79	-4.85%
<i>Marketing</i>	16.05	97.43	-83.53%
<i>E-commerce</i>	268.05	244.86	9.47%
<i>Scrap recovery and allied jobs</i>	324.78	304.31	6.73%
<i>Others</i>	6.53	0.20	3165.00%
EBITDA (pre-provisioning)¹	172.44	255.29	-32.45%
<i>Share of JV</i>	-5.68	-1.65	244.24%
Profit before Tax	233.37	218.09	7.01%
Profit after Tax	155.92	165.00	-5.50%
EPS (in INR)	22.15	23.44	-5.50%
Cash Profit²	135.87	202.59	-32.93%

1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period

2. Cash Profit is computed as EBITDA pre provisioning less expenses made towards Interest and Tax

Summary P&L Statement

Particulars (INR Crore)5	Standalone			Consolidated		
	9M 2023-24	9M 2022-23	% change	9M 2023-24	9M 2022-23	% change
Revenue from operations	234.32	233.74	0.25 %	551.75	524.43	5.21 %
Other Income	81.91	133.75	-38.76%	63.66	122.36	-47.97%
Total Revenue	316.23	367.49	-13.95%	615.41	646.79	-4.85%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	-	-	0.00%	45.33	48.02	-5.60%
Employee benefit expense	68.78	55.69	23.51 %	152.09	131.67	15.51 %
Finance costs	-	0.09	-100.00%	-	0.09	-100.00%
Depreciation and amortisation expense	5.13	4.70	9.15 %	17.89	16.18	10.57 %
Provisions and write-offs	-	77.61	-100.00%	-	80.46	-100.00%
Other expenses	25.69	22.69	13.22 %	161.05	150.63	6.92%
Total Expenses	99.60	160.78	-38.05%	376.36	427.05	-11.87%
Share of profit/(loss) of Joint Ventures	-	-	0.00%	(5.68)	(1.65)	244.24 %
Profit/(Loss) before tax	216.63	206.71	4.80 %	233.37	218.09	7.01 %
Tax expense	64.22	43.54	47.50 %	77.45	53.09	45.88%
Profit/(Loss) for the period	152.41	163.17	-6.95%	155.92	165.00	-5.50%

The logo for MSTC Limited, featuring a stylized 'M' icon followed by the text 'MSTC Limited' in a white sans-serif font on a black rectangular background.

MSTC Limited

Thank You

👤 Subrata Sarkar

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🌐 www.mstcindia.co.in