



एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring
INDIA

MSTC/CS/SE/483

4th November, 2023

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 Sir,

Sub: Presentation of Results for quarter and half year ended 30th September, 2023 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/479 dated 3rd November, 2023 on the Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended 30th September, 2023 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Monday, 6th November, 2023 at 12:00 pm 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 न्यूटाऊन कोलकाता 700156 प.ब.

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

November 06, 2023



Earnings Release

H1 2023-24

Disclaimer

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Key Highlights

Operational Performance (Standalone)

During the H1 2023-24 the Company crossed INR 626.03 bn in terms of value of goods transacted through its e-commerce and marketing verticals .

Financial Performance (Consolidated)

▪ *PBT of INR 158.56 crore in H1 2023-24 vis-à-vis INR 154.54 crore in H1 2022-23; increase of 2.59%.*

Key Highlights

Business update

- *MSTC successfully completed sale of 31 lakh MT of Barytes for ₹ 1007 Cr. on behalf of The A.P. Mineral Development Corporation Limited in July 2023.*
- *MSTC Successfully conducted e-Auction of 8.34 lakh MT of Bluestone for ₹ 35.59 Cr. on behalf of Haryana State Industrial and Infrastructure Development Corporation (HSIIDC) in July 2023.*
- *2.42 million MT of coal has been sold for a value of ₹340 Cr. through the Coal Linkage auction on behalf of Cola India Ltd.*
- *Approx 7 million Tonnes coal with value of ₹ 1500 Cr. have been successfully sold through linkage auction.*
- *In State of Madhya Pradesh, 36 Sand Groups have been successfully auctioned realising ₹1060 Cr. for the State.*

Standalone Financials Highlights – H1 2023-24

Particulars (INR Crore, unless stated)	H1 2023-24	H1 2022-23	YoY % chg.
Total Revenue	221.29	277.26	-20.19%
<i>Marketing</i>	11.47	92.41	-87.59%
<i>E-commerce</i>	185.03	167.71	10.33%
<i>Others</i>	24.80	17.14	44.69%
EBITDA (pre-provisioning)¹	162.41	225.83	-28.08%
Profit before Tax	158.99	145.07	9.60%
Profit after Tax	113.08	115.33	-1.95%
EPS (in INR)	16.06	16.38	-1.95%
Cash Profit²	116.50	196.00	-40.56%

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- H1 2023-24

Particulars (INR Crore)	H1 2023-24	H1 2022-23	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	626.03	919.62	-31.93%
Total Revenue	221.29	277.26	-20.19%
Revenue – E-commerce	185.03	167.71	10.33%
<i>E-Auction/E-Sale</i>	142.60	143.59	-0.69%
<i>E-Procurement</i>	1.75	1.19	47.06%
<i>Other Income</i>	21.40	22.93	-6.67%
Revenue – Marketing	11.47	92.41	-87.59%
Total Expenses	62.30	132.19	-52.87%
Profit Before Tax	158.99	145.07	9.60%
Profit After Tax	113.08	115.33	-1.95%

Consolidated Financials Highlights – H1 2023-24

Particulars (INR Crore, unless stated)	H1 2023-24	H1 2022-23	YoY % chg.
Total Revenue	411.00	463.72	-11.37%
<i>Marketing</i>	11.47	92.41	-87.59%
<i>E-commerce</i>	185.03	167.71	10.33%
<i>Scrap recovery and allied jobs</i>	208.90	203.46	2.67%
<i>Others</i>	5.60	13.99	-59.97%
EBITDA (pre-provisioning)¹	169.50	244.81	-30.76%
<i>Share of JV</i>	(3.40)	(0.58)	486.21%
Profit before Tax	158.56	154.55	2.59%
Profit after Tax	105.95	117.97	-10.19%
EPS (in INR)	15.05	16.76	-10.20%
Cash Profit²	116.89	208.14	-43.84%

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)	Standalone			Consolidated		
	H1 2023-24	H1 2022-23	% change	H1 2023-24	H1 2022-23	% change
Revenue from operations	163.47	163.30	0.10%	366.77	355.55	3.16 %
Other Income	57.82	113.96	49.26%	44.23	108.17	-59.11%
Total Revenue	221.29	277.26	-20.19%	411.00	463.72	-11.37%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	-	-	0%	29.59	31.22	-5.22%
Employee benefit expense	42.40	37.79	12.20%	100.71	87.80	14.70 %
Finance costs	-	0.09	-100%	-	0.09	100.00%
Depreciation and amortisation expense	3.42	3.06	11.76%	10.94	10.70	2.24 %
Provisions and write-offs	-	77.61	0%	-	79.47	-100.00%
Other expenses	16.47	13.64	20.75%	107.80	99.32	8.54 %
Total Expenses	62.29	132.19	-52.88%	249.04	308.61	-19.30%
Share of profit/(loss) of Joint Ventures	-	-	0%	(3.40)	(0.58)	486.21%
Profit/(Loss) before tax	159.00	145.07	9.60%	158.56	154.54	2.60 %
Tax expense	45.92	29.74	54.40%	52.61	36.57	43.86 %
Profit/(Loss) for the period	113.08	115.33	-1.95%	105.95	117.97	-10.19%


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