



# एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

## MSTC LIMITED

(A Govt. of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring  
**INDIA**

MSTC/CS/SE/335

26<sup>th</sup> May, 2022

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 Year ended 31<sup>st</sup> March, 2022 with the Investors/  
Analyst**

In continuation of our Letter no. MSTC/CS/SE/334 dated 25<sup>th</sup> May, 2022 on the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2022 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Thursday, 26<sup>th</sup> May, 2022 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](http://www.mstcindia.co.in) / [www.mstcecommerce.com](http://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.

May 26, 2022



# Earnings Release FY 2021-22

# Disclaimer

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## Key Highlights

### **Operational Performance (Standalone)**

*During the 2021-22, the Company crossed INR 1348.04 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 4.51 % increase over the value of goods traded in 2020-21 .*

### **Financial Performance (Consolidated)**

- *Revenues of INR 112332.65 Lakhs in 2021-22 vis-à-vis revenues of INR 99407.90 Lakhs in 2020-21; increase of 13.00%, largely driven by 32.91 % growth in e-commerce business .*
- *PBT of INR 23293.73 Lakhs in 2021-22 vis-à-vis INR 13588.39 in 2020-21; increase of 71.42%.*

### **Business update**

- Record sale of Iron Ore and Coal through e auction, during F.Y 2021-22
- Auction of decommissioned power plant (2x120 MW) along with unserviceable spares of KTPS Korba East, Chhattisgarh State Power Generation Company Limited.
- Successful Sale of Gypsum through e-Auction for the first time.
- e-Auction of Inventory Items Scooters India Limited as per DPE guidelines and instructions.

# Key Highlights

## *Business update*

- e-Auctions on behalf of HMDA for sale of plots for Government of Telengana.
- For the first time The Department of Prohibition and Excise, Bihar, appointed MSTC for selling of confiscated vehicles through e-auction. In the first phase of auction, MSTC has successfully conducted e-auctions on behalf of SDO Patna Sadar.
- MSTC had successfully conducted e-auction of Pond Ash for the first time for NTPC across the country. Accumulation of Fly Ash / Pond Ash , has serious impact on the environment.
- MSTC has successfully conducted auction for allocation of Major Mineral Blocks on behalf of Govt. of MP and Maharashtra.
- MSTC has been ranked at 362 in 2022 'Listing and Ranking' of Fortune 500, India edition as well as ranked at 906 in 2022 'Listing and Ranking' in FE 1000 (Financial Express).

## Standalone Financials Highlights – 2021-22

Particulars (INR Lakhs, unless stated)	2021-22	2020-21	YoY % chg.
<b>Total Revenue</b>	<b>74956.59</b>	<b>63913.25</b>	<b>17.28%</b>
<i>Marketing</i>	41354.23	40626.08	1.79%
<i>E-commerce</i>	29405.70	22123.56	32.92%
<i>Others</i>	4196.66	1163.61	260.66%
<b>EBITDA (pre-provisioning)<sup>1</sup></b>	<b>48330.78</b>	<b>37391.70</b>	<b>29.26%</b>
Provisions and write-offs ( <i>net of provisions written-back</i> )	3555.21	5688.54	-37.50%
<b>Profit before Tax</b>	<b>22007.81</b>	<b>11468.09</b>	<b>91.90%</b>
<b>Profit after Tax</b>	<b>20008.61</b>	<b>10107.07</b>	<b>97.97%</b>
<b>EPS (in INR)</b>	<b>28.42</b>	<b>14.36</b>	<b>97.97%</b>
<b>Cash Profit<sup>2</sup></b>	<b>46069.98</b>	<b>35341.72</b>	<b>30.36%</b>

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- 2021-22

Particulars (INR Lakhs)	2021-22	2020-21	YoY % chg.
<b>Total value of goods traded through MSTC ecosystem (INR bn)</b>	<b>1348.04</b>	<b>1289.85</b>	<b>4.51%</b>
<b>Total Revenue</b>	<b>74956.59</b>	<b>63913.248</b>	<b>17.28%</b>
<b>Revenue - E-commerce</b>	<b>29405.7</b>	<b>22123.56</b>	<b>32.92%</b>
<i>E-Auction/E-Sale</i>	25855.00	19525.00	<b>32.42%</b>
<i>E-Procurement</i>	545.00	752.80	<b>-27.60%</b>
<i>Other Income</i>	3005.70	1845.76	<b>62.84%</b>
<b>Revenue - Marketing</b>	<b>41354.23</b>	<b>40626.084</b>	<b>1.79%</b>
<b>Total Expenses</b>	<b>52948.78</b>	<b>52445.16</b>	<b>0.96%</b>
<b>Profit Before Tax</b>	<b>22007.81</b>	<b>11468.092</b>	<b>91.90%</b>
<b>Profit After Tax</b>	<b>20008.61</b>	<b>10107.069</b>	<b>97.97%</b>

## Consolidated Financials Highlights – 2021-22

Particulars (INR Lakhs, unless stated)	2021-22	2020-21	YoY % chg.
<b>Total Revenue</b>	<b>112332.65</b>	<b>99407.90</b>	<b>13.00%</b>
<i>Marketing</i>	41354.23	40626.09	1.79%
<i>E-commerce</i>	29402.83	22121.58	32.91%
<i>Scrap recovery and allied jobs</i>	41538.93	36496.85	13.82%
<i>Others</i>	36.66	163.38	-77.56%
<b>EBITDA (pre-provisioning)<sup>1</sup></b>	<b>51606.34</b>	<b>41462.65</b>	<b>24.46%</b>
<i>Provisions and write-offs (net of provisions written-back)</i>	3854.66	5524.58	-30.23%
<i>Share of JV</i>	28.29	-86.00	
<b>Profit before Tax</b>	<b>23293.73</b>	<b>13588.39</b>	<b>71.42%</b>
<b>Profit after Tax</b>	<b>19913.28</b>	<b>11295.88</b>	<b>76.29%</b>
<b>EPS (in INR)</b>	<b>28.29</b>	<b>16.05</b>	<b>76.29%</b>
<b>Cash Profit<sup>2</sup></b>	<b>47992.58</b>	<b>38369.53</b>	<b>25.08%</b>

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 Lakhs)	Standalone			Consolidated		
	2021-22	2020-21	% change	2021-22	2020-21	% change
Revenue from operations	47063.91	42774.49	10.03%	87614.78	78046.61	12.26%
Other Income	27892.68	21138.76	31.95%	24717.87	21361.29	15.71%
<b>Total Revenue</b>	<b>74956.59</b>	<b>63913.25</b>	<b>17.28%</b>	<b>112332.65</b>	<b>99407.90</b>	<b>13.00%</b>
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	15878.48	17460.69	-9.06%	21417.02	21774.60	-1.64%
Employee benefit expense	8570.78	6775.80	26.49%	19325.96	17339.29	11.46%
Finance costs	261.60	688.96	-62.03%	261.60	714.61	-63.39%
Depreciation and amortisation expense	467.98	248.10	88.63%	2078.12	1867.79	11.26%
Provisions and write-offs	25593.39	24986.55	2.43%	26001.18	25205.87	3.16%
Other expenses	2176.55	2285.06	-4.75%	19983.33	18831.35	6.12%
Total Expenses	52948.78	52445.16	0.96%	89067.21	85733.51	3.89%
Share of profit/(loss) of Joint Ventures				28.29	-86.00	
<b>Profit/(Loss) before tax</b>	<b>22007.81</b>	<b>11468.09</b>	<b>91.90%</b>	<b>23293.73</b>	<b>13588.39</b>	<b>71.42%</b>
Tax expense	1999.20	1361.02	46.89%	3380.45	2292.51	47.46%
<b>Profit/(Loss) for the period</b>	<b>20008.61</b>	<b>10107.07</b>	<b>97.97%</b>	<b>19913.28</b>	<b>11295.88</b>	<b>76.29%</b>


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**

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# Thank You

 Subrata Sarkar

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 [www.mstcindia.co.in](http://www.mstcindia.co.in)