

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/243

28th June, 2021

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 31st March, 2021 with the Investors/
Analyst

In continuation of our Letter no. MSTC/CS/SE/242 dated 25th June, 2021 on the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31st March, 2021 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Monday, 28th June, 2021 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

June 28, 2021



Earnings Release FY2020-21

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, many of which have small lights glowing. The perspective is looking down a long aisle towards a set of double doors at the end of the room. The ceiling has several air conditioning vents.

Key Highlights

Key Highlights

Operational Performance

During the FY 21, the Company crossed INR 1289.86 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 1.25 % growth over the value of goods traded in FY 20; growth in value of goods transacted through its e-commerce vertical was higher at 2.03%

Financial Performance (Consolidated)

- *Revenues of INR 7804.66 mn in FY21 vis-à-vis revenues of INR 12313.99 mn in FY20; decline of 36.62%, largely driven by degrowth in marketing business.*
- *PBT of INR 1358.84 mn in FY21 vis-à-vis INR 1667.43 mn in FY20.*

Business update

- *Allotment of License for Liquor Shop: MSTC has conducted online auctions for Excise Department, Government of Rajasthan for allotment of License for Liquor Shops in the State of Rajasthan. MSTC has developed the customised bidding portal for allotment of liquor shops and successfully conducted the auctions. MSTC was able to auction 7061 shops successfully across all the districts of Rajasthan. The State of Rajasthan has been able to earn Rs. 11277 Crore from these auctions, which is 33% above the reserve price fixed by the Govt.*
- *Selection of Agency for Sand Operation in A.P.: Department of Mines & Geology, Andhra Pradesh, appointed MSTC for providing online bidding platform for selection of Agency to carry out Sand Operations in the State of Andhra Pradesh. In this process MSTC played the role of a Transaction Advisor as well as e-tendering service provider. The e-Tender was conducted successfully and the highest bid of Rs. 1528.80 Crore was received for the Sand operation in the entire State of A.P.*

Key Highlights

Business update

- Coal Block Auction for Commercial Mining: The 2nd tranche of Coal Block Auction has been launched on 25th March, 2021. Total 67 mines have been put up for auction.*
- Custodian of Enemy Properties in India (CEPI) has signed an MOU with MSTC for utilising the e-Commerce service of MSTC to sell the enemy properties in India through e-auction. Thousands of such properties located all over the country, will be sold through MSTC's platform in near future.*
- MoU has been signed with Bio-WMS Private Limited , Tamil Nadu, for online sale of BioSolid fertilizer, Liquid Fertilizer and Carbon.*
- Bidding portal for Spectrum Auction was developed on behalf of DOT. The first tranche of e auction was conducted successfully in March 2021.*

Standalone Financials Highlights – FY 2020-21

Particulars (INR mn, unless stated)	FY 2020-21	FY 2019-20	YoY % chg.
Total Revenue	6391.33	8922.08	-28.37%
<i>Marketing</i>	4062.61	6463.57	-37.15%
<i>E-commerce</i>	2212.36	2019.99	9.52%
<i>Others</i>	116.36	438.52	-73.47%
EBITDA (pre-provisioning)¹	3739.17	2303.72	62.31%
Provisions and write-offs	2498.65	713.90	250.00%
Profit before Tax	1146.81	1294.91	-11.44%
Profit after Tax	1010.70	752.03	34.40%
EPS (in INR)	14.36	10.68	34.40%
Cash Profit²	3534.17	1486.28	137.79%

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

Standalone Financials Segment Reporting -FY 2020-21

Particulars (INR mn)	FY 2020-21	FY 2019-20	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	1289.86	1273.91	1.25%
Total Revenue	6391.33	8922.08	-28.37%
Revenue - E-commerce	2212.36	2019.99	9.52%
<i>E-Auction/E-Sale</i>	1952.50	1660.83	17.56%
<i>E-Procurement</i>	75.28	170.63	-55.88%
<i>Other Income</i>	184.58	188.53	-2.10%
Revenue - Marketing	4062.61	6463.57	-37.15%
Total Expenses	5244.52	7627.17	-31.24%
Profit Before Tax	1146.81	1294.91	-11.44%
Profit After Tax	1010.70	752.03	34.40%

Consolidated Financials Highlights – FY 2020-21

Particulars (INR mn, unless stated)	FY 2020-21	FY 2019-20	YoY % chg.
Total Revenue	9940.79	12959.98	-23.30%
<i>Marketing</i>	4062.61	6463.57	-37.15%
<i>E-commerce</i>	2212.16	2019.72	9.53%
<i>Scrap recovery and allied jobs</i>	3649.68	4098.87	-10.96%
<i>Others</i>	16.34	377.82	-95.68%
EBITDA (pre-provisioning)¹	4137.67	2882.15	43.56%
Provisions and write-offs	2520.59	761.35	231.07%
Profit before Tax	1358.84	1667.43	-18.51%
Profit after Tax	1129.59	970.14	16.44%
EPS (in INR)	16.05	13.78	16.44%
Cash Profit²	3836.95	1897.64	102.20%

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, many of which have small 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 'Summary financials'.

Summary financials

Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	FY2020-21	FY2019-20	% change	FY2020-21	FY2019-20	% change
Revenue from operations	4277.45	8307.08	-48.51%	7804.66	12313.99	-36.62%
Other Income	2113.88	615.00	243.72%	2136.13	645.99	230.67%
Total Revenue	6391.33	8922.08	-28.37%	9940.79	12959.98	-23.30%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	1746.07	5663.12	-69.17%	2177.46	6151.98	-64.61%
Employee benefit expense	677.58	711.54	-4.77%	1733.93	1828.05	-5.15%
Finance costs	68.90	274.56	-74.91%	71.46	287.22	-75.12%
Depreciation and amortisation expense	24.81	20.35	21.92%	186.78	166.15	12.42%
Provisions and write-offs	2498.65	713.90	250.00%	2520.59	761.35	231.07%
Other expenses	228.51	243.70	-6.24%	1883.13	2070.86	-9.06%
Total Expenses	5244.52	7627.17	-31.24%	8573.35	11265.61	-23.90%
Share of profit/(loss) of Joint Ventures				(8.60)	(26.94)	-68.08%
Profit/(Loss) before tax	1146.81	1294.91	-11.44%	1358.84	1667.43	-18.51%
Tax expense	136.11	542.88	-74.93%	229.25	697.29	-67.12%
Profit/(Loss) for the period	1010.70	752.03	34.40%	1129.59	970.14	16.44%

Summary Balance Sheet


Particulars (INR mn)	Consolidated	
	FY21	FY20
Assets		
Non-Current Assets		
Property, plant and equipment	819.69	876.19
Capital work-in-progress	518.25	293.42
Leasehold Land	70.82	71.57
Other intangible assets	2.05	12.21
Investment in Subs/ JVs, Associates	143.57	112.07
Financial assets	1054.75	348.47
Non-current tax assets (net)	625.70	588.19
Deferred tax assets (net)	2286.81	2296.96
Other non-current assets	3.46	26.39
Total Non-current assets	5525.10	4625.47
Current assets		
Inventories	51.61	70.00
Financial assets		
Trade receivables	8896.64	14626.40
Cash and cash equivalents	7456.90	1879.43
Bank balances other than cash and cash equivalents	140.22	452.47
Other financial assets	252.81	231.91
Other current assets	124.18	96.22
Assets classified as held for sale	30.15	29.60
Total - Current assets	16952.51	17386.03
TOTAL - ASSETS	22477.61	22011.50

Particulars (INR mn)	Consolidated	
	FY21	FY20
Equity		
Equity share capital	704.00	704.00
Other equity	4875.53	4035.22
Total - Equity	5579.53	4739.22
Non-current liabilities		
Financial liabilities		
Borrowings	43.19	33.91
Trade payables	0.00	2.64
Other financial liabilities	7.28	5.70
Provisions	930.05	827.90
Other non-current liabilities	61.20	63.25
Total - Non-current liabilities	1041.72	933.40
Current liabilities		
Financial liabilities		
Borrowings	1500.74	2552.61
Trade payables	4308.14	6536.77
Other financial liabilities	8953.84	6616.12
Other current liabilities	620.85	221.77
Provisions	465.73	403.15
Liabilities classified as held for sale	7.06	8.46
Total - Current liabilities	15856.36	16338.88
TOTAL - EQUITY AND LIABILITIES	22477.61	22011.50

 MSTC Limited

Thank You

 Subrata Sarkar

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