



एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt. of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring
iNDIA

MSTC/CS/SE/311

14th February, 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 nine months ended 31st December, 2021 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/309 dated 11th February, 2022 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and nine months ended 31st December, 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, 14th February, 2022 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



www.mstcindia.co.in / 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.

February 14, 2022



Earnings Release

9Month 2021-22

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Key Highlights

Operational Performance (Standalone)

During the 9M 2021-22, the Company crossed INR 1053.28 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 110.56 % increase over the value of goods traded in 9M 2020-21 .

Financial Performance (Consolidated)

- *Revenues of INR 6994.83 mn in 9M 2021-22 vis-à-vis revenues of INR 4824.98 mn in 9M 2020-21; increase of 44.97%, largely driven by 90.84 % growth in marketing business & 50.23% growth in e-commerce business .*
- *PBT of INR 1676.39 mn in 9M 2021-22 vis-à-vis INR 759.34 mn in 9M 2020-21.*

Business update

- Coal Mine Auction; 13th Tranche of Coal mine Auction under CM(SP) Act, 2015 and 3rd Tranche of Coal mine Auction under MMDR Act 1957 for commercial mining has been launched. Total 88 coal mines/ blocks are offered in these tranches of auction, which will be auctioned in coming months.
- Successful e-auctions for the Sale of Pond Ash from various plants of NTPC across the country were conducted for a total qty of 80.25 lakhs MT with approx. Rs.176 crores value.

Key Highlights

Business update

- MSTC has signed corporate Service Provider Agreement with Life Insurance Corporation of India (LIC), for disposal of materials at various locations and offices of LIC across the country.
- Auction of share has been conducted to sale 26000 Nos. of unlisted share of Woodland Speciality hospital owned by Andrew Yule CO Ltd at a price of Rs 905 per share. Total sale value realized is INR 2.35 Crore.
- Under new agreement signed with Odisha Coal And Power Limited, 1 Lakh MT of coal has been sold successfully realizing INR 18.54 Crore. This is the first time MSTC has conducted e-Auction of Coal for any State Govt. Entity.
- On behalf of Kerala Forest department Sandal Wood has been sold through auction fetching INR 40 Crore for the Kerala Government.
- Two limestone blocks have been successfully auctioned in December 2021 for the State of Karnataka.
- Agreement has been signed with Bruhat Bengaluru Mahanagara Palike for disposal of seized vehicles and scrap items.
- In December a record 941 NPAs of nationalised banks valuing ₹730 crores have been sold.

Standalone Financials Highlights – 9M 2021-22

Particulars (INR mn, unless stated)	9M 2021-22	9M 2020-21	YoY % chg.
Total Revenue	4092.39	2445.31	67.36%
<i>Marketing</i>	1857.29	973.22	90.84%
<i>E-commerce</i>	2056.65	1369.16	50.21%
<i>Others</i>	178.45	102.93	73.36%
EBITDA (pre-provisioning)¹	1697.92	1094.33	55.16%
Provisions and write-offs (<i>net of provisions written-back</i>)	217.86	348.41	-37.47%
Profit before Tax	1425.11	671.06	112.37%
Profit after Tax	887.49	345.62	156.78%
EPS (in INR)	12.61	4.91	156.82%
Cash Profit²	1134.92	714.86	58.76%

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 2021-22

Particulars (INR mn)	9M 2021-22	9M 2020-21	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	1053.28	500.23	110.56%
Total Revenue	4092.39	2445.31	67.36%
Revenue - E-commerce	2056.65	1369.16	50.21%
<i>E-Auction/E-Sale</i>	1807.20	1174.28	53.90%
<i>E-Procurement</i>	43.50	74.10	-41.30%
<i>Other Income</i>	205.95	120.78	70.52%
Revenue - Marketing	1857.29	973.22	90.84%
Total Expenses	2667.28	1774.25	50.33%
Profit Before Tax	1425.11	671.06	112.37%
Profit After Tax	887.49	345.62	156.78%

Consolidated Financials Highlights – 9M 2021-22

Particulars (INR mn, unless stated)	9M 2021-22	9M 2020-21	YoY % chg.
Total Revenue	6994.83	4824.98	44.97%
<i>Marketing</i>	1857.29	973.22	90.84%
<i>E-commerce</i>	2056.62	1368.98	50.23%
<i>Scrap recovery and allied jobs</i>	3078.48	2479.87	24.14%
<i>Others</i>	2.44	2.91	-16.08%
EBITDA (pre-provisioning)¹	2109.24	1331.82	58.37%
<i>Provisions and write-offs (net of provisions written-back)</i>	256.98	360.17	-28.65%
<i>Share of JV</i>	0.67	-12.46	105.38%
Profit before Tax	1676.39	759.34	120.77%
Profit after Tax	1031.57	371.33	177.81%
EPS (in INR)	14.65	5.27	177.99%
Cash Profit²	1439.71	874.76	64.58%

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 mn)	Standalone			Consolidated		
	9M 2021-22	9M 2020-21	% change	9M 2021-22	9M 2020-21	% change
Revenue from operations	3796.68	2302.66	64.88%	6803.20	4692.85	44.97%
Other Income	295.71	142.65	107.30%	191.63	132.13	45.04%
Total Revenue	4092.39	2445.31	67.36%	6994.83	4824.98	44.97%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	1587.85	672.36	136.16%	1997.18	965.30	106.90%
Employee benefit expense	636.36	504.66	26.10%	1416.85	1271.93	11.39%
Finance costs	25.38	54.03	-53.03%	25.38	56.58	-55.15%
Depreciation and amortisation expense	29.57	20.83	41.96%	151.16	143.27	5.51%
Provisions and write-offs	217.86	348.41	-37.47%	256.98	360.17	-28.65%
Other expenses	170.26	173.96	-2.13%	1471.56	1255.93	17.17%
Total Expenses	2667.28	1774.25	50.33%	5319.11	4053.18	31.23%
Share of profit/(loss) of Joint Ventures				0.67	-12.46	105.38%
Profit/(Loss) before tax	1425.11	671.06	112.37%	1676.39	759.34	120.77%
Tax expense	537.62	325.44	65.20%	644.82	388.01	66.18%
Profit/(Loss) for the period	887.49	345.62	156.78%	1031.57	371.33	177.81%


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

Thank You

 Subrata Sarkar

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 www.mstcindia.co.in