

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/216

12th February, 2021

1. The Dy.Manager (Listing)
BSE Limited
PhirozeJeejeebhoy Towers,
Dalal Street, Mumbai 400 023.
(Scrip Code: 542597)
2. The Manager, Listing Department
National Stock Exchange of India Limited
Exchange Plaza, BandraKurla Complex
Bandra (E), Mumbai 400 051
(Scrip Code: MSTCLTD)

Dear Sirs,

Sub: Presentation of Results for Quarter and Nine Months Ended 31st December, 2020 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/215 dated 11th February, 2021 on the Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31st December, 2020 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Friday, 12th February, 2021 at 04:00 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
12/2/21

(Ajay Kumar Rai)
Company Secretary & Compliance Officer



February 12, 2021



Earnings Release 9M
2020-21

Disclaimer

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Key Highlights

Operational Performance (Standalone)

During the 9M 2020-21, the Company crossed INR 500.23 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 26.86 % decline over the value of goods traded in 9M 2019-20 due to COVID 19 pandemic and lockdown .

Financial Performance (Consolidated)

- *Revenues of INR 4692.85 mn in 9M 2020-21 vis-à-vis revenues of INR 10375.54 mn in 9M 2019-20; decline of 54.77%, largely driven by 84.44 % degrowth in marketing business & COVID 19 pandemic and lockdown .*
- *PBT of INR 759.34 mn in 9M 2020-21 vis-à-vis INR 1464.41 mn in 9M 2019-20.*

Business update

- *Coal Block auction were successfully held and minerals blocks have been successfully allocated.*
- *MSTC has been assigned the prestigious task of conducting spectrum auctions for DoT. The complex portal has been developed and certified by STQC.*
- *MSTC has signed MoU with JSW Steels Limited for online auction of Iron Ore ROM from its mines in Odisha.*

Key Highlights

Business update

- *Cotton Corporation of India has appointed MSTC for e-auction services of Cotton Bales & Cotton Seeds. The portal has been developed and auctions conducted successfully.*
- *MSTC has successfully sold one decommissioned 4X50 MW power plant on behalf of Chhattisgarh State Power Generation Company Limited.*
- *MRPL (Mangalore Refinery & Petrochemicals Limited) has engaged MSTC for development of portal for export & import of petroleum products. The requirements have been finalized and the development work has already started.*
- *SHAKTI B3 Coal Linkage Auction: SHAKTI B3 (Scheme for Harnessing and Allocating Koyala Transparently in India) short term auction is conducted for providing coal linkages to power producers/IPP's without Power Purchase Agreements (PPAs). MSTC has successfully concluded Tranche -IV of SHAKTI B3 short term linkage auctions.*

Standalone Financials Highlights – 9M 2020-21

Particulars (INR mn, unless stated)	9M 2020-21	9M 2019-20	YoY % chg.
Total Revenue	2445.31	7827.68	-68.76%
<i>Marketing</i>	973.22	6254.22	-84.44%
<i>E-commerce</i>	1369.16	1509.71	-9.31%
<i>Others</i>	102.93	63.75	61.45%
EBITDA (pre-provisioning)¹	1094.33	1555.42	-29.64%
Provisions and write-offs (<i>net of provisions written-back</i>)	348.41	89.22	290.51%
Profit before Tax	671.06	1230.91	-45.48%
Profit after Tax	345.62	791.60	-56.34%
EPS (in INR)	4.91	11.24	-56.32%
Cash Profit²	714.86	892.23	-19.88%

1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period
2. Cash Profit is computed as EBITDA mentioned above less expenses made towards Interest and Tax.

Standalone Financials Segment Reporting -9M 2020-21

Particulars (INR mn)	9M 2020-21	9M 2019-20	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	500.23	683.90	-26.86%
Total Revenue	2445.31	7827.68	-68.76%
Revenue - E-commerce	1369.16	1509.71	-9.31%
<i>E-Auction/E-Sale</i>	1174.28	1173.00	0.11%
<i>E-Procurement</i>	74.10	192.50	-61.51%
<i>Other Income</i>	120.78	144.21	-16.25%
Revenue - Marketing	973.22	6254.22	-84.44%
Total Expenses	1774.25	6596.77	-73.10%
Profit Before Tax	671.06	1230.91	-45.48%
Profit After Tax	345.62	791.60	-56.34%

Consolidated Financials Highlights – 9M 2020-21

Particulars (INR mn, unless stated)	9M 2020-21	9M 2019-20	YoY % chg.
Total Revenue	4824.98	10656.49	-54.73%
<i>Marketing</i>	973.22	6254.22	-84.44%
<i>E-commerce</i>	1368.98	1509.60	-9.32%
<i>Scrap recovery and allied jobs</i>	2479.87	2828.92	-12.34%
<i>Others</i>	2.91	63.75	-95.44%
EBITDA (pre-provisioning)¹	1319.36	1905.50	-30.76%
Provisions and write-offs (<i>net of provisions written-back</i>)	360.17	89.22	303.69%
Profit before Tax	759.34	1464.41	-48.15%
Profit after Tax	371.33	923.08	-59.77%
EPS (in INR)	5.27	13.11	-59.80%
Cash Profit²	874.76	1130.66	-22.63%

1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period
2. Cash Profit is computed as EBITDA mentioned above less expenses made towards Interest and Tax.

Summary P&L Statement


Particulars (INR mn)	Standalone			Consolidated		
	9M 2020-21	9M 2019-20	% change	9M 2020-21	9M 2019-20	% change
Revenue from operations	2302.66	7613.05	-69.75%	4692.85	10375.54	-54.77%
Other Income	142.65	214.63	-33.54%	132.13	280.95	-52.97%
Total Revenue	2445.31	7827.68	-68.76%	4824.98	10656.49	-54.73%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	672.36	5582.20	-87.96%	965.30	5943.75	-83.76%
Employee benefit expense	504.66	502.33	0.46%	1271.93	1280.29	-0.65%
Finance costs	54.03	223.88	-75.86%	56.58	233.52	-75.77%
Depreciation and amortisation expense	20.83	11.41	82.56%	143.27	118.36	21.05%
Provisions and write-offs	348.41	89.22	290.49%	360.17	89.22	303.69%
Other expenses	173.96	187.73	-7.33%	1255.93	1500.94	-16.32%
Total Expenses	1774.25	6596.77	-73.10%	4053.18	9166.08	-55.78%
Share of profit/(loss) of Joint Ventures				-12.46	-26.00	-52.08%
Profit/(Loss) before tax	671.06	1230.91	-45.48%	759.34	1464.41	-48.15%
Tax expense	325.44	439.31	-25.92%	388.01	541.33	-28.34%
Profit/(Loss) for the period	345.62	791.60	-56.34%	371.33	923.08	-59.77%

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

MSTC Limited

Thank You

 Subrata Sarkar

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