



एमएसटीसी लिमिटेड

(भारत सरकार का उपक्रम)

MSTC LIMITED

(A Govt of India Enterprise)

CIN : L27320WB1964GOI026211

e-assuring
INDIA

MSTC/CS/SE/431

24th May, 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 Sirs,

**Sub: Presentation of Results for Quarter and Year ended 31st March, 2023 with the Investors/
Analyst**

In continuation of our Letter no. MSTC/CS/SE/430 dated 23rd May, 2023 on the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31st March, 2023 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which is scheduled to be held on Wednesday, 24th May, 2023 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
Digitally signed
by AJAY KUMAR
RAI
Date: 2023.05.24
11:09:58 +05'30'

(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.

May 24, 2023



Earnings Release FY 2022-23

Disclaimer

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Key Highlights

Operational Performance (Standalone)

During the 2022-23, the Company crossed INR 3015.90 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 120.00 % increase over the value of goods traded in 2021-22 .

Financial Performance (Consolidated)

- *Revenues of INR 87916.66 Lakhs in 2022-23 vis-à-vis revenues of INR 112332.65 Lakhs in 2021-22 .*
- *PBT of INR 32917.50 Lakhs in 2022-23 vis-à-vis INR 23290.03 in 2021-22; increase of 41.34%.*

Key Highlights

Circular Economy / ELV Auction Portal

MMRPL (JV of MSTC with Mahindra Intertrade Ltd) has set up six RVSFs at Noida, Chennai, Pune, Indore, Ahmedabad & Hyderabad, which are operational. One plant at Guwahati has got RVSF approval, another plant at Bangalore is under advance stage of approval.

*MSTC launched ELV portal for disposal of 'End-Of-Life' Vehicles for Central and State Govt. **The services have now been extended for individual ELV owners also. In the FY 22-23, 2084 ELVs of various Central/State Govt. have been sold.***

Spectrum Auction

MSTC Limited has successfully conducted Spectrum 4G/5G auction. Department of Telecom (DoT) earned record revenue of 1,50,173.29 Crore for Govt. of India from this auction.



Key Business Highlights

- **86 Coal Mine blocks** have been successfully allotted through auction for commercial mining in 6 tranches of auctions in 2021-22 & 2022-23.
- **94 Major Mineral blocks** have been successfully allotted through auctions for various States and in FY 2022-23.
- MoU signed with Directorate of Mines & Geology, Odisha for auctioning of minor mineral blocks.
- 79 blocks from Jharkhand have been auctioned.
- Total 9000 Nos. (approx.) of NPAs from banks sold for a sale value of ₹ 7000 Cr.
- In e-Auction portal the user interface of MSTC's users have been revamped/upgraded with user friendly features.



Key Business Highlights

- *6 power plants of DVC, 2 power plant of Uttar Pradesh Rajya Vidyut Utpadan Nigam Ltd., 1 power plant of Telangana State Power Generation Corpn. Ltd. have been successfully sold fetching a value more than ₹ 1100 Crore.*
- *Approximately 20 million MT of Coal have been sold through linkage auction fetching a value of ₹ 4400 Crore.*
- *MoU signed with ESL Steels Ltd, Mahanadi Steel & Iron Pvt. Ltd and Arcelor Mittal India Pvt. Ltd for sale of Iron Ore.*
- *MSTC for the first time auctioned Transfer of Technology rights on behalf of M/s Bharat Pumps & Compressors Limited.*
- *MSTC also successfully auctioned “Trademarks of The Scooters India Limited (SIL) comprising of LAMBRETTA / LAMBRO along with design drawings available in the Design Office of SIL”. The sale of trademark is a unique achievement for MSTC.*



Key Business Highlights

- *MSTC has successfully conducted the auction of 3 Nos. of ATR aircrafts on behalf of AAI.*
- *MSTC conducted e-auction for sale of M-Sand for Northern Coal Field*
- *MSTC has successfully integrated the Billing Software developed for HSIIDC (Haryana State Industrial & Infrastructure Development Corporation) with Boom Barrier and GPS system of HSIIDC for access monitoring and fraud prevention.*

Standalone Financials Highlights – 2022-23

Particulars (INR Lakhs, unless stated)	2022-23	2021-22	YoY % chg.
Total Revenue	498,00.52	749,56.59	-33.56
<i>Marketing</i>	115,49.93	413,54.23	-72.07
<i>E-commerce</i>	348,92.99	294,05.70	18.66
<i>Others</i>	33,57.60	41,96.66	-19.99
EBITDA (pre-provisioning)¹	396,64.12	483,30.78	-17.93
<i>Provisions and write-offs (net of provisions written-back)</i>	-18,22.71	35,55.21	-151.27
Profit before Tax	313,47.90	220,04.11	42.46
Profit after Tax	239,22.75	200,04.91	19.58
EPS (in INR)	33.98	28.42	19.56
Cash Profit²	322,29.83	460,69.98	-30.04

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- 2022-23

Particulars (INR Lakhs)	2022-23	2021-22	YoY % chg.
Total value of goods traded through MSTC ecosystem (INR bn)	30,15.90	13,68.05	120.45
Total Revenue	498,00.52	749,56.59	-33.56
Revenue – E-commerce	348,92.99	294,05.70	18.66
<i>E-Auction/E-Sale</i>	284,29	258,55.00	9.96
<i>E-Procurement</i>	431	545.00	-20.92
<i>Other Income</i>	60,32.99	30,05.70	100.72
Revenue – Marketing	115,49.93	413,54.23	-72.07
Total Expenses	184,52.62	529,52.48	-65.15
Profit Before Tax	313,47.90	220,04.11	42.46
Profit After Tax	239,22.75	200,04.91	19.58

Consolidated Financials Highlights – 2022-23

Particulars (INR Lakhs, unless stated)	2022-23	2021-22	YoY % chg.
Total Revenue	879,16.66	1123,32.65	-21.74
<i>Marketing</i>	115,49.93	413,54.23	-72.07
<i>E-commerce</i>	348,92.92	294,02.83	18.67
<i>Scrap recovery and allied jobs</i>	414,16.21	415,38.93	-0.30
<i>Others</i>	57.60	36.66	57.12
EBITDA (pre-provisioning)¹	430,71.70	516,06.34	-16.54
<i>Provisions and write-offs (net of provisions written-back)</i>	-25,83.44	38,54.66	-167.02
<i>Share of JV</i>	-265.43	28.29	-1,038.25
Profit before Tax	329,17.50	232,90.03	41.34
Profit after Tax	241,95.67	199,09.58	21.53
EPS (in INR)	34.37	28.28	21.53
Cash Profit²	340,75.30	479,92.58	-29.00

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		
	2022-23	2021-22	% change	2022-23	2021-22	% change
Revenue from operations	324,71.84	470,63.91	-31.00	720,96.65	876,14.78	-17.71
Other Income	17,328.68	278,92.68	-37.87	158,20.01	247,17.87	-36.00
Total Revenue	498,00.52	749,56.59	-33.56	879,16.66	1,12,332.65	-21.74
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	-	158,78.48	-100.00	64,08.27	214,17.02	-70.08
Employee benefit expense	69,33.00	85,70.78	-19.11	171,79.60	193,25.96	-11.11
Finance costs	9.14	2,61.60	-96.51	9.14	2,61.60	-96.51
Depreciation and amortisation expense	640.75	4,71.68	35.84	21,83.87	20,81.82	4.90
Provisions and write-offs	76,66.33	255,93.39	-70.05	76,95.76	260,01.18	-70.40
Other expenses	32,03.40	21,76.55	47.18	212,57.09	199,83.33	6.37
Total Expenses	184,52.62	529,52.48	-65.15	547,33.73	890,70.91	-38.55
Share of profit/(loss) of Joint Ventures	-	-		-265.43	28.29	-1,038.25
Profit/(Loss) before tax	313,47.90	220,04.11	42.46	329,17.50	232,90.03	41.34
Tax expense	74,25.15	19,99.20	271.41	87,21.83	33,80.45	158.01
Profit/(Loss) for the period	239,22.75	200,04.91	19.58	241,95.67	199,09.58	21.53

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