



एमएसटीसी लिमिटेड
(भारत सरकार का उपक्रम)
MSTC LIMITED
(A Govt. of India Enterprise)
CIN : L27320WB1964GOI026211

e-assuring
INDIA

MSTC/CS/SE/273

29th September, 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 Sir/Madam,

Sub: Newspaper Publication

In terms of Regulation 47 of SEBI (LODR) Regulations, 2015, we are enclosing herewith copy of Chairman's Speech delivered in 56th Annual General Meeting of the Members of MSTC Limited held on 28th September, 2021 at 11:00 A.M. (IST) through Video Conferencing ("VC") / Other Audio Video Means ("OAVM"), published in the newspapers viz, "Business Standard" (Hindi & English) dated 29th September, 2021.

The aforesaid information is also available on the website of the company at <https://www.mstcindia.co.in/content/Publication.aspx>.

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.

Phone: 91-33-2340 -0000/0011/0012/0013



Shri S. K. Gupta
Chairman - cum - Managing Director, MSTC



MSTC - PROUD TO BE PART OF INDIA'S DIGITAL GROWTH



and well-being remains our highest priority. During the financial year on one hand we have faced overwhelming challenges and hardships and on the other hand we have experienced business expansion that was not envisaged. We are hopeful that the growth and advancement will continue to help your company to improve its position in the coming years.

The Annual Report for 2020-21 containing the 56th AGM Notice, Directors' Report and the audited statement of accounts of the company for the year ended 31st March, 2021 has been circulated to you. With your kind permission, I take them as read. Now with your permission, I would like to highlight some important developments of the Company.

Economic and Business Environment

Financial year 2020-21 was a highly volatile and challenging one. Covid-19 changed almost every aspect of human lives in ways never imagined. The economic toll was unprecedented. Operational challenges mounted due to restricted movement and disrupted supply lines. As the Covid-19 cases continued to rise exponentially, the economy decelerated sharply.

The Indian economy witnessed a sharp contraction of 23.9% in Q1, FY 2020-21 and 7.5% in Q2, FY 2020-21 due to the stringent lockdown imposed during March-April, 2020. Since then, several high frequency indicators have demonstrated a V-shaped recovery. The fundamentals of the economy remain strong as gradual scaling back of lockdowns along with the astute support of Atmanirbhar Bharat Mission have placed insurmountable momentum on the path of revival. There has been rapid recovery in India's economic activity from the COVID-19 pandemic induced unprecedented lows of the first quarter of FY 2020-21 on the back of extraordinary fiscal and monetary support provided by the Government and RBI.

In 2020-21, a number of significant structural reforms have been undertaken to drive innovation, technology adoption and efficiency in the IT-BPM sector, including Relaxation of CSF Terms & Conditions, and Consumer Protection (E-commerce) Rules, 2020. This would significantly expand access to talent, increase job creation, make India a global hub for digital services and catapult the sector to the next level of growth and innovation. 100% FDI is permitted in the B2B E-commerce. Continuing investments by telecom operators and Government of India in rolling out fibre network for 4G/5G will help boost E-commerce in India.

Despite depressed consumer spending, economic slowdown and uncertainty created due to COVID-19, e-commerce players are expecting strong sales growth in 2021. Online grocery, pharmacy and social commerce are expected to witness strong growth in CY21. Rising penetration of internet users will drive e-commerce adoption among masses.

During the year under review:
Your company has weathered the pandemic very well. The commitment and dedication of every member of the MSTC has helped the business to overcome the challenges faced during the financial year. Considering the consistent focus during the financial year the team has worked tirelessly to achieve significant growth at the operational level. During the financial year of your company,

- Has recorded total revenue of Rs 6391.33 million.
- Total e-Commerce business has recorded an increase of around 2% during the financial year.
- Profit after Tax during the financial year was Rs. 101,70.70 million compared to Rs. 75,23.03 million in the previous financial year riding mainly on the e-commerce contribution.

MSTC Advantage
MSTC plays a very important role as a service provider in e-commerce and is a market leader in this sector. Our strength lies in our ability to convert any business activity conducted through brick and mortar method and/or in any other method to online activity. It has the distinction of serving majority of Central/PSUs/State Govt. departments and large private institutions for providing transparent, fair & seamless e-Commerce services to its clients.

MSTC has always been availing first mover advantage in its business vertical.

Subsidiary Company
Ferro Scrap Nigam Limited is the 100% Subsidiary of the Company. During the year the subsidiary has performed well. The Profit after Tax of FSNL was Rs. 227.50 million.

Joint Venture - MMRPL
As you are aware that our Company through MMRPL, forayed into the recycling sector through JV, has set up India's first authorised Collection & Dismantling centre at Greater Noida and later at Chennai and Pune also and intends to set up four more Collection & Dismantling centres. During the year ended 31st March 2021, the JV Company earned an Income of Rs. 36.77 million.

Corporate Social Responsibility (CSR)
Friends, your continued trust, encouragement and support drive us to improve our performance. We are committed to participate in improving the livelihood of communities and societies at large.

Operational Excellence
As you know your company is a major standalone e-Commerce Company in the country. The areas include selling agency business, e-sales of scrap and other commodities, e-procurement etc. Customized e-commerce solutions have emerged as major innovative business models of MSTC. Major operation activities undertaken by the company are as follows:

- Has successfully conducted Spectrum auction which has fetched revenue of Rs. 7,78,150 million for Govt. of India in the first tranche.



- Has conducted online auctions for Excise Department, Government of Rajasthan for allotment of Licenses for Liquor Shops in the State of Rajasthan
- Has provided online bidding platform for selection of Agency to carry out Sand Operations in the State of Andhra Pradesh
- Has conducted the bidding for Commercial Coal Mine auction in the month of November, 2020

- Cotton Corporation of India has appointed MSTC as service provider for e-auction of Cotton bales & Cotton Seeds. MSTC has developed the portal and successfully conducted the auctions
- MSTC has developed the web application for Department of Investment and Public Asset Management (DIPAM) for strategic sale of Public Sector Enterprises.

Future outlook
MSTC is looking at giving more value added services to existing and future clients in terms of digitals, valuation consultancy and technology driven assistance for decision making.

Looking ahead, your company sees immense opportunities for growth riding the new technology cycle, powered by the belief that its solution centric approach makes it the preferred transformation partner within its customers.

Minerals and Mineral Blocks
MSTC is a nominated agency for allocation of coal blocks and all major mineral blocks in the country through its very customized e-Commerce portal. The minor mineral blocks allocation is also happening through MSTC's e-Commerce portal in the various states of the country.

e-Retail Software
MSTC has carved niche for itself by developing a unique Exim portal for OI marketing companies and in the process MSTC has developed required expertise for providing e-Retail Software solutions to the Government. This sector holds a great opportunity and potential for MSTC in future.

Targeting private companies
MSTC is casting more focus on the untapped e-Commerce business from the private sector and in this stride MSTC has signed a tie-up agreement with Reliance Industries, Indus Tower, Tata Power, L&T, Jindal Group, Vedanta etc. to name a few.

- Opportunities**
- E-Commerce - MSTC has emerged as a major standalone e-commerce service provider in the country. With its foray into new and diverse business verticals including the flagship projects of the Govt. of India, it has an immense potential to grow multifold in this arena.
 - MSTC is endeavoring to harness the untapped potential in the Private Sector also, besides trying to retain the Govt. and PSU business.
 - Recycling Sector - MSTC through PPP model via joint venture route is spearheading the initiatives of framing a recycling policy, its pivotal role in setting up recycling plant in the automobile sector, e-waste and solid based management sector which is a sunrise sector.

Threats

- GeM portal - reducing opportunity in exposure. With the Govt.'s directive to use the GeM Portal for purchases, the business in e-procurement of common goods and services will take a hit. The scope of work in e-procurement gets a bit downsized, as major percentage of any Corporation's business is spent on procurement of goods and services.

- Trading business - As a policy matter, MSTC has decided to play safe in the traditional trading business due to the extent of risk involved.
- Cyber attacks - Risks of cyber-attacks are forever a threat on account of the fast evolving nature of the threat. In addition to impact on business operations, a security breach could result in reputational damage, penalties and legal and financial liabilities.

The Company's shares have been dematerialized in both the depositories, i.e., NSDL and CDSL. 58 Shareholders out of 49000 (approx.) shareholders are holding shares in physical mode. I would like to request to the remaining shareholders to get their shares dematerialized so that the bonus shares lying in the 'Unclaimed Bonus Suspense Account' can be transferred to the demat account of the respective shareholders. Further, this will also enable the shareholders to receive the dividend on time.

Corporate Governance
Your Company always strives to attain highest standards of Corporate Governance practices. The Company is complying with Government Guidelines on Corporate Governance framed by the Department of Public Enterprises (DPE) for GPSEs and SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015 in letter and spirit. Your company is continuously working for the optimum benefit of its stakeholders and has thus moulded its corporate conduct to fulfil these responsibilities. The Company has established systems & procedures to ensure that its Board of Directors is well informed about the policies of the

Company to enable them to discharge their responsibilities and to enhance the overall value of all stakeholders. Your Company making best efforts to adapt and comply with the changing statutes and continue to comply with the Corporate Governance guidelines norms to the extent within its control.

- Accolades & Recognitions:**
During the year your company has received recognitions in various spheres of its activities. A few of the significant are as follows:
- MSTC has received the first award in corporate office category for the best performance in the field of official language implementation.
 - Company has also received appreciation for implementation of official language from the Parliamentary Official Language Committee.

Shifting of Registered office
I am glad to inform you all that on 26th August, 2021 we have been able to fulfil one of our dream. In the august presence of Smt Ram Chandra Prasad Singh, Hon'ble Union Minister of Steel and Smt Fagga Singh Kulaste, Hon'ble Minister of State for Steel and Rural Development, new Registered office of the Company was inaugurated in Newtown, Kolkata. The registered office of the Company has also been shifted from 225 A J.C. Bose Road, Kolkata-700020 to Plot no CF-18/2, Street No. 175, Action Area IC, New Town, Kolkata - 700156 W.B. from the aforesaid date.

Human Resources
Your company has always considered its human resource as the most important resource and has been conducting various employee benefit programs. The industrial relations have remained cordial and participative all along. We have opened offices in many cities in India so that we can reach out to our principals and customers easily and generate more business. Therefore, we have posted officers for expansion of business and non - executives all over the branches to cater the needs of all type of clients.

Financial Performance

Particulars	2019-20	2020-21	2020-21 (As Revised)
Total Revenue	75,402	70,400	70,400
Operating Profit	27,083	28,106	27,911
Profit After Tax	68,074	23,777	23,524
EPS	10.20	3.52	3.52
Dividend	75.23	10.00	10.00
	23.94	44.64	

I would like to assure you that we continue to stand with the nation during the challenging phase of Covid-19 your company has contributed Rs. 50.00 Million to the PM CARES fund, further the employees of the Company has also contributed their one day salary to the PM CARES Fund. Our thought go out to the families and friends and to all those whose life is impacted due to Covid-19. We will continue to be with our employees and their dear ones in the best possible manner.

Acknowledgement
I would like to place on record my gratitude to the Hon'ble Union Minister for Steel, Hon'ble Minister of State for Steel, Secretary (Steel), Additional Secretary and FA (Steel), Additional Secretary (Steel) and other officials of the Ministry of Steel, Defence Ministry, Coal Ministry, Mining Ministry, Civil Aviation, Petroleum, Natural Gas Ministry and various other Central Government Ministries, all State Governments, various Central and State Public Sector Undertakings, private companies, the bankers, shareholders, our principals and others for their valuable assistance and guidance extended to the Company during the year. I also place on record the appreciation of the sincere efforts made by various employees at all level. I also express my gratitude to all stakeholders, customers and suppliers for the trust and confidence reposed by them on your Company year after year and assure you that we shall continue to create more value for our stakeholders.

Thanking you,
Jai Hind!
Date: 29.09.21

S. K. Gupta
Chairman Cum Managing Director

DEEP COAL e-auctions

e-bidding platform developed for e-auction of coal parcels for non-related sectors by CIL.

Unique portal developed for the auction process of bidding for licenses.

Spectrum

Developed an e-platform for farmers to sell agricultural produce on pan India basis.

The portal is a joint initiative by MSTC and Central Warehousing Corporation and CRWC.

SALE OF PROPERTIES

Sale of Andhra Properties
Sale of Enemy Properties-CPEI
Sale of BSNL Properties
Sale of attached Properties of Annapurna Group

e-RaKAM

Developed an e-platform for farmers to sell agricultural produce on pan India basis.

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Scrap Auction

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