

एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)



MSTC
LIMITED
(A Govt. Of India Enterprise)

CIN : U27320WB1964GOI026211

225C, A.J.C BOSE ROAD, KOLKATA - 700 020, INDIA

PHONE : 91-33-2290-0964, 2287-9627 / 7557 / 0568

FAX : 2287-8547/2290-7211/2281-3089, 2287-4915(ERO)

website : www.mstcindia.co.in • www.mstcecommerce.com

30th May, 2019

MSTC/CS/01/SE/1798

1. The Dy. Manager (Listing)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 023.
(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: Media Release- Stand Alone and Consolidated Audited Financial Results for the quarter/year ended 31st March, 2019 and Intimation of conference call with analyst

In continuation of our yesterday letter on the Standalone and Consolidated Financial Results for the quarter and year ended 31st March, 2019 enclosed please find a copy of Media Release issued by the Company in this Regard. The media release will also be available on the Company's web site 'www.mstcindia.co.in'.

Further Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 it is hereby notified that MSTC Limited shall participate in a conference call to discuss the financial performance of the Company for the Quarter and year ended on 31st March, 2019 which is scheduled to held on 31st May, 2019 at 11.00 a.m. The Conference call invite is attached herewith.

This is for your information and records.

Thanking you,

Yours faithfully,

For MSTC Limited


(Ajay Kumar Rai)
Company Secretary & Compliance Officer

Encl: As Above

Kolkata, May 30th, 2019

Result update

MSTC Limited announced its audited consolidated and standalone financial results for the Quarter and Financial year ended March 31, 2019. Key highlights of the same are as under:

(in INR million unless otherwise specified)

Particulars	Consolidated		
	FY19	FY18	% chg.
Total value of goods traded through MSTC eco-system (INR bn)	1,112.7	820.1	35.7%
Total Revenue	33,403.2	27,931.5	19.6%
<i>of which Marketing</i>	27,482.8	22,627.5	21.5%
<i>of which e-commerce</i>	2,133.3	1,900.6	12.2%
<i>of which Scrap recovery and allied jobs</i>	3,782.2	3,398.3	11.3%
<i>of which Others (unallocated)</i>	5.0	5.1	(1.8%)
EBITDA (pre-provisioning)¹	3,770.8	3,246.1	16.2%
Provisions and write-offs (net of provisions written-back)	5,391.3	1,264.0	326.5%
Profit/ (Loss) before Tax	(2,374.5)	1,171.5	NA
Profit/ (Loss) for the period	(3,071.0)	772.2	NA
EPS (in INR)	(43.6)	11.0	NA
Cash Profit²	2,467.1	2,160.1	14.2%

¹ EBITDA (pre-provisioning) refers to EBITDA less provisions for the period

² Cash Profit is computed as EBITDA (pre-provisions) less expenses towards Interest and Tax

Key highlights:

Continued strength in e-commerce business:

Company crossed INR 1,100bn in terms of value of goods transacted through its trading and e-commerce verticals. This is a ~36% growth over the value of goods traded in FY18. The growth in e-commerce business was higher at ~43% driven by ~60% growth in value of goods transacted through e-procurement and ~55% growth in value of goods transacted through e-sales vertical.

Key business developments:

1. Entered into agreement with Reliance Industries Ltd for providing e-commerce service for disposal of scrap etc; intends to expand into other group companies;
2. Shri V P Haran and Shri G C Chaturvedi has been appointed as Independent External Monitor to MSTC;
3. Developed e-tendering software for Indian Oil Corporation to facilitate import of petroleum products;
4. Entered into e-procurement agreement with Kerala State Electricity Board;
5. Entered into e-procurement agreement with Uttar Pradesh Rajya Vidyut Utpadan Nigam;
6. Entered into agreements with Assam forest department for minor mineral blocks;
7. Conducted auctions for Hyderabad Metropolitan Development Authority (HMDA) for 67 open plots netting HMDA INR 6,770mn;
8. Assisted various banks in e-auction of their NPAs; potential to become a large business opportunity

Bad debts and recoveries:

During FY19, MSTC provided for doubtful receivables of ~INR 4,320mn and wrote off ~INR 1,100mn. These receivables principally pertain to period prior to FY16 and in restated financials included in the Prospectus for the IPO, a large part of the same had been provided for in prior periods.

The Company has initiated proceedings at various forums to recover such doubtful receivables and management remains hopeful of atleast partial recovery.

Outlook

Management anticipates strong growth to continue in e-commerce business backed by continuity in government policies, thrust on transparency and increased penetration across private sector clients.



Equirus Securities

Invites you for a conference call

With the management of



MSTC Ltd

To discuss the company's results for 4QFY19

On

31st May, 2019 (Friday) at 11:00 am (IST)

Management Team:

Mr. B.B. Singh – Chairman and Managing Director

Ms. Bhanu Kumar – Director Commercial

Mr. Subrata Sarkar – CFO and Director Finance

Dial in numbers

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Toll Free Number: +91 22 7115 8125

Local Access: +91-7045671221

International Toll Free Numbers

USA:	18667462133
UK:	08081011573
Singapore:	8001012045
Hong Kong:	800964448

International Toll Numbers

USA:	13233868721
UK:	442034785524
Singapore:	6531575746
Hong Kong:	85230186877

For further information, please contact:

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May 30, 2019



Earnings Release Q4FY19 and FY19

Disclaimer

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The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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. A semi-transparent white box with a grid pattern is overlaid on the left side of the image, containing the text "Key Highlights".

Key Highlights

Key Highlights

Operational Performance

During the year, the Company crossed INR 1,100bn in terms of value of goods transacted through its marketing and e-commerce verticals which is ~36% growth over the value of goods traded in FY18; growth in value of goods transacted through its e-commerce vertical was higher at ~43%.

Financial Performance (Consolidated)

- *Revenues of INR 33,403.2mn in FY19 vis-à-vis revenues of INR27,931.5mn in FY18; growth of ~20%*
- *Pre-provision PBT of INR 3,016.8mn in FY19 vis-à-vis INR 2,435.5mn in FY18; growth of 23.9%*
- *Cash profits in FY19 of INR2,467.1mn vis-à-vis cash profits of INR2,160.1mn in FY18; growth of ~14%*

Business update


- *Entered into agreement with Reliance Industries Ltd for providing e-commerce service for disposal of scrap etc; intends to expand business to other private sector companies;*
- *Developed e-tendering software for Indian Oil Corporation (IOCL) to facilitate import and export of petroleum products;*
- *Entered into e-procurement agreement with Kerala State Electricity Board;*
- *Work order received from Uttar Pradesh Rajya Vidyut Utpadan Nigam for e-procurement services;*
- *Entered into agreement with Assam forest department for minor mineral blocks;*
- *Conducted auctions for Hyderabad Metropolitan Development Authority (HMDA) for 67 open plots netting HMDA INR 6,770mn;*
- *Shri V P Haran and Shri G C Chaturvedi has been appointed as Independent External Monitor to MSTC.*

Consolidated Financials Highlights-FY19

Particulars (INR mn, unless stated)	FY18	FY19	% chg.
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Profit before Tax	1,171.5	(2,374.5)	NA
Profit after Tax	772.2	(3,071.0)	NA
EPS (in INR)	11.0	(43.6)	NA
Cash Profit²	2,160.1	2,467.1	14.2%

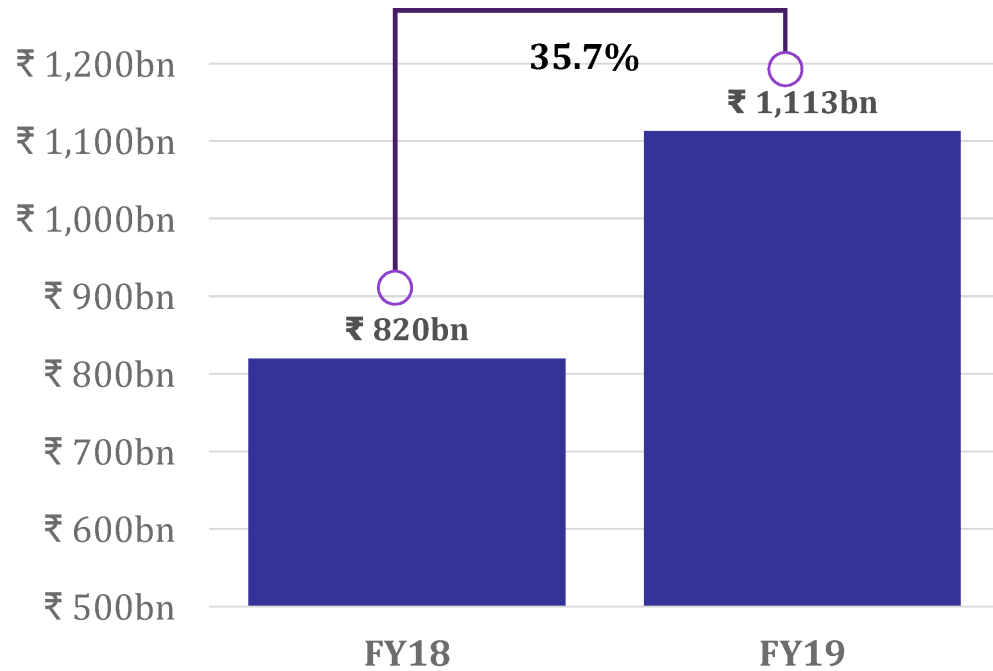
1. EBITDA (pre-provisioning) refers to EBITDA less provisions for the period

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 of a central aisle. The racks are filled with server units, many of which have small, colorful indicator lights (green, yellow, red) glowing. The room is dimly lit with a strong blue ambient light, likely from the server units or overhead lighting. The perspective is looking down the aisle towards the far end of the room.

Performance Analysis

Value of goods transacted – FY19 (INR bn) (Standalone)



E-commerce business grew by 43% led by ~60% growth in e-procurement, ~55% growth in e-sale, ~27% growth in value of scrap traded while value of coal and iron-ore traded reduced marginally and value of goods transacted in marketing reduced by ~18%

Net Revenues – FY19 (INR mn)

(Consolidated)

