एम एस टी सी
लिमिटेड
(भारत सरकार का उपक्रम)
MSTC
LIMITED
(A Govt. Of India Enterprise)
CIN : L27320WB1964GOI026211
225C, A.J.C BOSE ROAD, KOLKATA - 700 020, INDIA
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FAX : 2287-8547/2290-7211/2281-3089, 2287-4915(ERO)
website : www.mstcindia.co.in • www.mstcecommerce.com

MSTC/CS/SE/110

14th February, 2020

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 Ended 31st December, 2019 with the Investors/ Analyst

In continuation to our Letter no. MSTC/CS/SE/106 dated 12th February, 2020 on the Standalone and Consolidated Financial Results for the quarter and Nine Months ended 31st December, 2019 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which will be held on Friday, 14th February, 2020 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

(Ajay Kumar Rai)
Company Secretary & Compliance Officer

February 12, 2020

एम एस टी सी लिमिटेड (भारत सरकार का उपक्रम)

MSTC LIMITED (A Govt. of India Enterprise)

Earnings Release
9 Months Ended 31.12.2019

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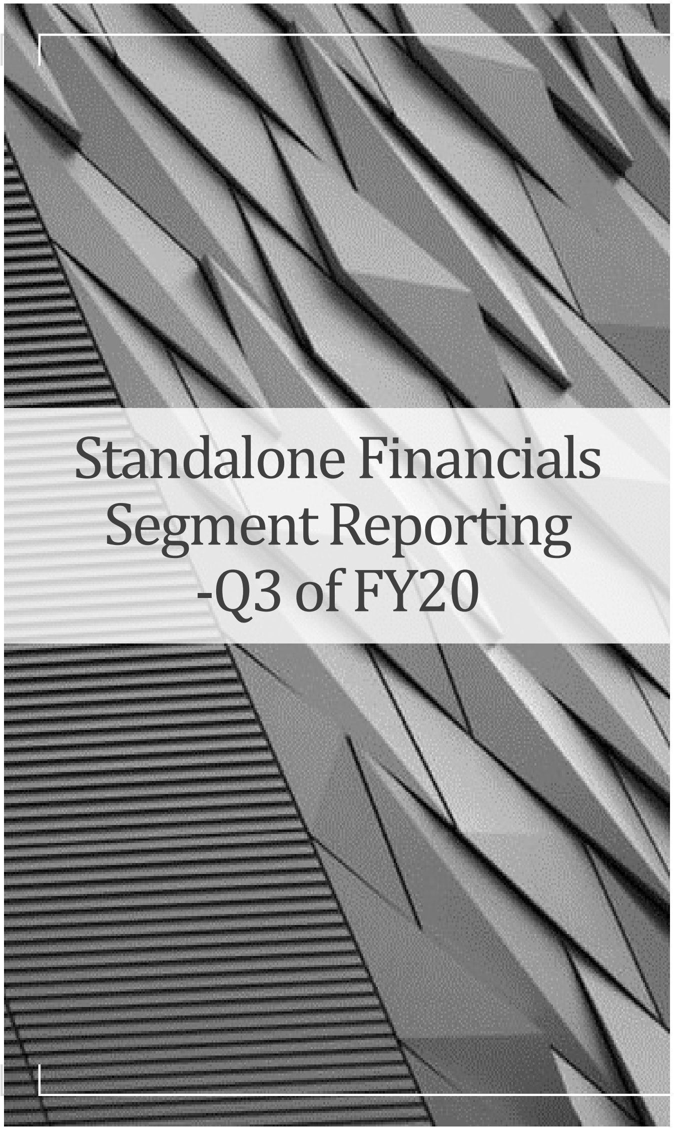
Key Highlights

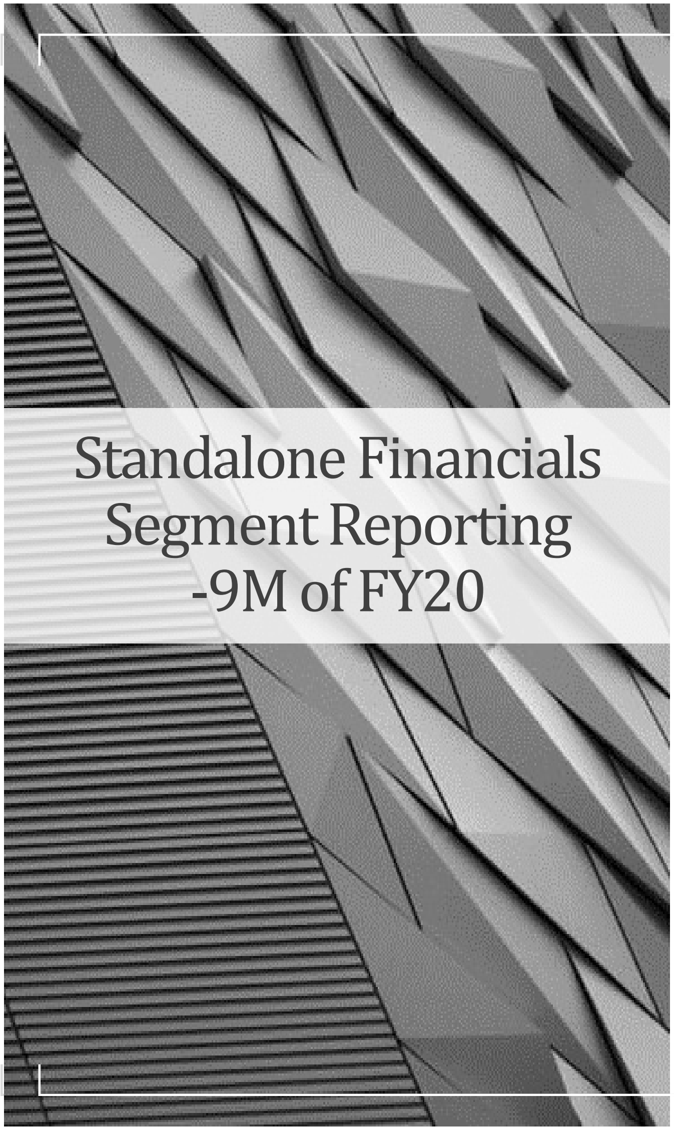
Key Highlights

Financial Performance (Consolidated)	▪ *Revenues of INR 2,948.28 mn in Q3 of FY20 vis-à-vis revenues of INR 10,123.05 mn in Q3 of FY19; decline of 70.88%, largely driven by 84.58% degrowth in marketing business* ▪ *PBT of INR 558.50 mn in Q3 of FY20 vis-à-vis INR 798.85 mn in Q3 of FY19; decline of 30.09%.* ▪ *Provision of INR 89.22 mn made during Q3 of FY 20.*
Business update	▪ *Successful auction of attached properties of nationalised bank through uniform customised integrated portal .* ▪ *Portal for sale of all organic produce in the country with mapping of data has been commissioned for Ministry of Agriculture. Logistic partners are being empanelled , after which commercial transaction B2B and B2C will happen.* ▪ *MSTC is developing a portal for DIPAM for strategic disinvestment of PSU's .* ▪ *Auction of major mineral blocks in Odisha started through MSTC portal.* ▪ *The auction sale of confiscated properties of Amrapali Group got started through MSTC portal as assigned by Hon'ble Supreme Court of India.*



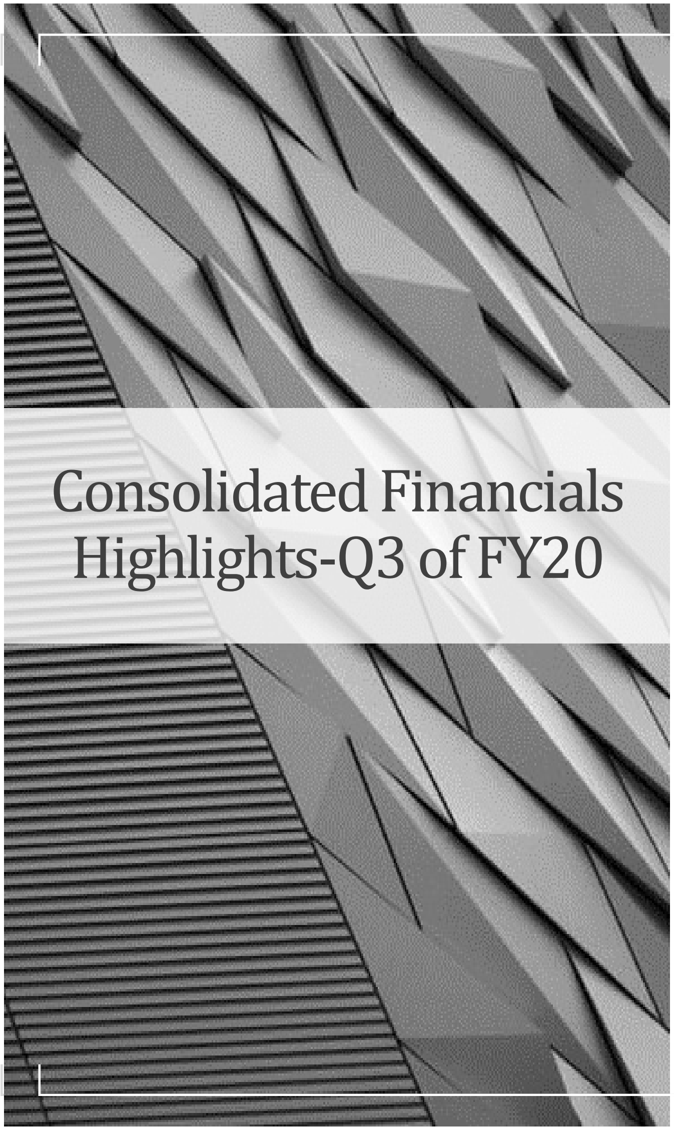
Standalone Financials Segment Reporting -Q3 of FY20

Particulars (INR mn)	Q3FY20	Q3FY19	YoY % chg.	Q2FY20	QoQ % chg.
Total Revenue	**1973.30**	**9127.96**	**(78%)**	**1854.43**	**6%**
Revenue – E-commerce	**591.17**	**498.55**	**19%**	**415.22**	**42%**
E-Auction/E-Sale	431.29	457.33	**(6%)**	345.56	**25%**
E-Procurement	118.90	16.80	**608%**	27.40	**334%**
Other Income	40.98	24.42	**68%**	42.26	**(3%)**
Revenue – Marketing	**1320.58**	**8563.84**	**(85%)**	**1437.88**	**(8%)**
Total Expenses	**1502.89**	**8432.73**	**(82%)**	**1481.11**	**1%**
Profit Before Tax	**470.41**	**695.23**	**(32%)**	**373.32**	**26%**
Profit After Tax	**295.85**	**445.86**	**(34%)**	**243.82**	**21%**



Standalone Financials Segment Reporting -9M of FY20

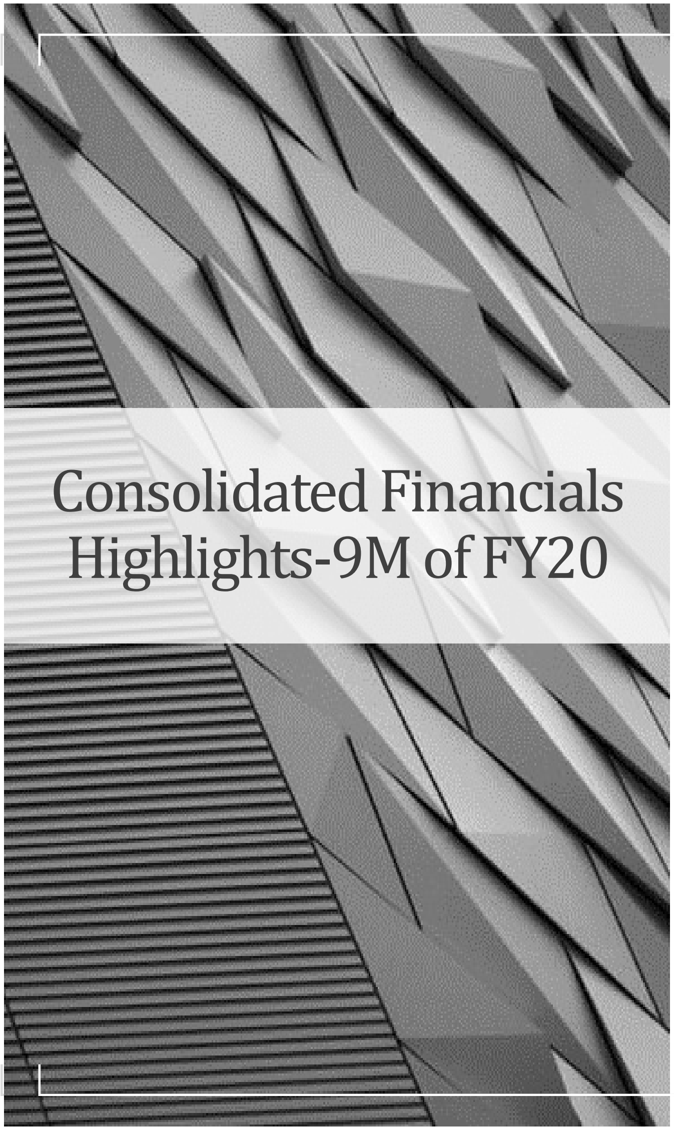
Particulars (INR mn)	9MFY20	9MFY19	YoY % chg.
Total Revenue	**7827.68**	**22251.65**	**(65%)**
Revenue – E-commerce	**1509.71**	**1544.26**	**(2%)**
E-Auction/E-Sale	1173.00	1419.75	**(17%)**
E-Procurement	192.50	57.70	**234%**
Other Income	144.21	66.81	**116%**
Revenue – Marketing	**6254.22**	**20639.02**	**(70%)**
Total Expenses	**6596.77**	**24987.12**	**(74%)**
Profit Before Tax	**1230.91**	**(2735.47)**	**145%**
Profit After Tax	**791.60**	**(3780.73)**	**121%**



Consolidated Financials Highlights-Q3 of FY20

Particulars (INR mn, unless stated)	Q3FY20	Q3FY19	YoY % chg.	Q2FY20	QoQ % chg.
Total Revenue	**2948.28**	**10123.05**	**(71%)**	**2792.77**	**6%**
Marketing	1320.58	8563.84	(85%)	1437.88	(8%)
E-commerce	591.07	498.53	**19%**	415.22	**42%**
Scrap recovery and allied jobs	975.08	995.11	(2%)	938.34	4%
Others	61.55	65.57	(6%)	1.33	4528%
EBITDA *(pre-provisioning)*[1]	**762.70**	**1011.31**	**(25%)**	**578.66**	**32%**
Provisions and write-offs *(net of provisions written-back)*	89.22	0.00	100%	0.00	100%
Loss on JV	(6.44)	(8.74)	(26%)	(7.15)	(10%)
Profit before Tax	558.50	798.85	(30%)	452.37	23%
Profit after Tax	339.03	511.09	(34%)	293.28	16%
EPS (in INR)	4.82	7.26	(34%)	4.17	16%
Cash Profit[2]	**468.59**	**554.14**	***(15%)***	**332.78**	**41%**

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*



Consolidated Financials Highlights-9M of FY20

Particulars (INR mn, unless stated)	9MFY20	9MFY19	YoY % chg.
Total Revenue	**10656.49**	**25038.55**	**(57%)**
Marketing	6254.22	20639.02	(70%)
E-commerce	1509.60	1544.24	(2%)
Scrap recovery and allied jobs	2828.92	2786.92	2%
Others	63.75	68.37	(7%)
EBITDA *(pre-provisioning)*[1]	**1931.51**	**3109.83**	**(38%)**
Provisions and write-offs *(net of provisions written-back)*	89.22	4933.36	(98%)
Loss of JV	(26.00)	(18.59)	40%
Profit before Tax	1464.41	(2444.17)	160%
Profit after Tax	923.08	(3295.47)	128%
EPS (in INR)	13.11	(46.81)	128%
Cash Profit[2]	**1130.66**	**1744.69**	**-35%**

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*

Summary financials

Summary P&L Statement

Particulars (INR mn)	Standalone			Consolidated		
	Q3FY20	Q3FY19	% change	Q3FY20	Q3FY19	% change
Revenue from operations	1900.82	8900.10	-79%	2850.00	9857.78	-71%
Other Income	72.48	227.86	-68%	98.28	265.27	-63%
Total Revenue	**1973.30**	**9127.96**	**-78%**	**2948.28**	**10123.05**	**-71%**
Expenses	1119.64	8051.23	-86%	1247.98	8175.14	-85%
Purchases of Stock-in-Trade/Operational Consumables & Spares						
Employee benefit expense	169.82	160.53	6%	416.77	447.42	-7%
Finance costs	62.92	158.61	-60%	68.20	160.67	-58%
Depreciation and amortisation expense	3.54	3.58	-1%	40.34	43.05	-6%
Provisions and write-offs	89.22	-	100%	89.22	0.00	100%
Other expenses	57.75	58.78	-2%	520.83	489.18	6%
Total Expenses	**1502.89**	**8432.73**	**-82%**	**2383.34**	**9315.46**	**-74%**
Share of profit/(loss) of Joint Ventures				-6.44	-8.74	-26%
Profit/(Loss) before tax	**470.41**	**695.23**	**-32%**	**558.50**	**798.85**	**-30%**
Tax expense	174.56	249.37	-30%	219.47	287.76	-24%
Profit/(Loss) for the period	**295.85**	**445.86**	**-34%**	**339.03**	**511.09**	**-34%**

MSTC Limited

Thank You

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