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MSTC/CS/SE/174

4<sup>th</sup> September, 2020

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 Sir/Madam

Sub: Presentation of Results for Quarter Ended 30<sup>th</sup> June, 2020 with the Investors/ Analyst

In continuation of our Letter no. MSTC/CS/SE/173 dated  $3^{rd}$  September, 2020 on the Standalone and Consolidated Financial Results for the quarter ended  $30^{th}$  June, 2020 enclosed please find a copy of presentation in relation to conference call with the investors / Analysts which will be held on Friday,  $4^{th}$  September, 2020 at 4:00 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 Kumar Rai)
Company Secretary & Compliance Officer



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### Key Highlights

# Operational Performance (Standalone)

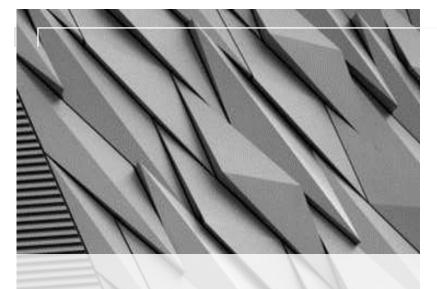
During the Q1 2020-21, the Company crossed INR 57.43 bn in terms of value of goods transacted through its marketing and e-commerce verticals which is 73.23 % decline over the value of goods traded in Q1 2019-20.

#### Financial Performance (Consolidated)

- Revenues of INR 1017.93 mn in Q1 2020-21 vis-à-vis revenues of INR 4854.14 mn in Q1 2019-20; decline of 79.03%, largely driven by 96.68 % degrowth in marketing business.
- PBT of INR 4.58 mn in Q1 2020-21 vis-à-vis INR 453.54 mn in Q1 2019-20.

## Business update

- COVID 19 pandemic and lockdown protocols have led to severe disruptions during the quarter. Being an E commerce service provider, on infrastructure and facility front MSTC was ready to provide the services. However, at recipient end there were disruptions, affecting both the turnover and the profit during the reporting period. Therefore, the performance of the Company for this quarter is not comparable with corresponding period or any period of previous year.
- The scarp auctions were not much during the period which forms substantial part of our revenue . However there were auctions for Coal , Timber & Iron Ore etc. but the volumes were quite less.
- MSTC has taken up the auctions for Molasses for sugar units in Andhra Pradesh.



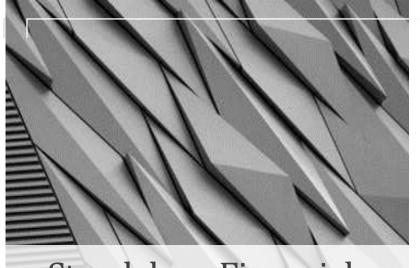
## Standalone Financials Highlights – Q1 2020-21



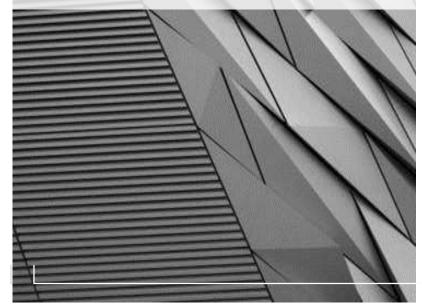
Particulars (INR mn, unless stated)	Q1 2020-21 Q1 2019-20		YoY % chg.	
Total Revenue	341.70	3999.95	-91.46%	
Marketing	116.20	3495.76	-96.68%	
E-commerce	224.65	503.32	-55.37%	
Others	0.85	0.87	-2.04%	
EBITDA (pre-provisioning) <sup>1</sup>	83.36	475.65	-82.47%	
Provisions and write-offs (net of provisions written-back)	25.83	0.00		
Profit before Tax	27.23	387.18	-92.97%	
Profit after Tax	2.53	251.93	-99.00%	
EPS (in INR)	0.04	3.58	-99.00%	
Cash Profit <sup>2</sup>	35.63	255.74	-86.07%	

- 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

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Standalone Financials Segment Reporting -Q1 2020-21



Particulars (INR mn)	Q1 2020-21	Q1 2019-20	YoY % chg.	
Total value of goods traded through MSTC ecosystem (INR bn)	57.43	214.53	-73.23%	
Total Revenue	341.70	3999.95	-91.46%	
Revenue – E-commerce	224.65	503.32	-55.37%	
E-Auction/E-Sale	181.87	396.15	-54.09%	
E-Procurement	16.5	46.2	-64.29%	
Other Income	26.28	60.97	-56.91%	
Revenue - Marketing	116.20	3495.76	-96.68%	
Total Expenses	314.47	3612.77	-91.30%	
Profit Before Tax	27.23	387.18	-92.97%	
Profit After Tax	2.53	251.93	-99.00%	



Particulars (INR mn, unless stated)	Q1 2020-21	Q1 2019-20	YoY % chg.	
Total Revenue	1043.69	4915.43	-78.77%	
Marketing	116.20	3495.76	-96.68%	
E-commerce	224.55	503.30	-55.39%	
Scrap recovery and allied jobs	702.09	915.50	-23.31%	
Others	0.85	0.87	-2.04%	
EBITDA (pre-provisioning) <sup>1</sup>	118.63	577.73	-79.47%	
Provisions and write-offs (net of provisions written-back)	40.54	0.00		
Profit before Tax	4.58	453.54	-98.99%	
Profit after Tax	-27.69	290.77		
EPS (in INR)	-0.39	4.13		
Cash Profit <sup>2</sup>	60.78	329.28	-81.54%	

- 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 P&L Statement

Doutigulous (IND way)	Standalone		Consolidated			
Particulars (INR mn)	Q1 2020-21	Q1 2019-20	% change	Q1 2020-21	Q1 2019-20	% change
Revenue from operations	335.78	3960.38	-91.52%	1017.93	4854.14	-79.03%
Other Income	5.92	39.57	-85.04%	25.76	61.29	-57.97%
Total Revenue	341.70	3999.95	-91.46%	1043.69	4915.43	-78.77%
Expenses						
Purchases of Stock-in-Trade/Operational Consumables & Spares	0.00	3300.62	-100.00%	61.62	3410.38	-98.19%
Employee benefit expense	172.71	168.10	2.74%	415.74	438.07	-5.10%
Finance costs	23.03	84.66	-72.79%	25.58	85.68	-70.15%
Depreciation and amortisation expense	7.27	3.81	90.81%	47.93	38.51	24.47%
Provisions and write-offs	25.83	0.00		40.54	0.00	
Other expenses	85.63	55.58	54.06%	439.39	476.84	-7.85%
Total Expenses	314.47	3612.77	-91.30%	1030.80	4449.48	-76.83%
Share of profit/(loss) of Joint Ventures				(8.31)	(12.41)	-33.04%
Profit/(Loss) before tax	27.23	387.18	-92.97%	4.58	453.54	-98.99%
Tax expense	24.70	135.25	-81.74%	32.27	162.77	-80.18%
Profit/(Loss) for the period	2.53	251.93	-99.00%	(27.69)	290.77	

### MSTC Limited

# Thank You

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