



DRIVING BUSINESS OUTCOMES SINCE 2001



mjunction services limited, was founded in February 2001 as a joint venture between steel behemoths SAIL and Tata Steel. Having evolved into a full-service value provider, mjunction manages end-to-end services incorporating best practices from diverse industry verticals. With founder CEO and MD Mr Viresh Oberoi at its helm, mjunction is a business process management company which focuses on transformation, outcomes and creating value.

mjunction is a ISO 9001:2008, ISO 27001:2005 and CMMI Level 5 certified company and has enabled transactions worth over INR 160,000 Crores since inception.

mjunction offers selling, buying and financial services through eight business units.

SELLING SERVICES



mjunction's steel e-sales division, enables big as well as small consumers to buy steel directly from large corporates such as SAIL and Tata Steel, among several others, thereby generating simplicity and efficiency into the process. It also helps e-sale of minerals such as iron ore and by-products generated from the steel making process.

www.metaljunction.com



mjunction's coal sales business unit conducts e-auction of coal, its by-products and lignite on behalf of Coal India and its subsidiaries, SAIL, SCCL, Tata Steel, WBMDTCL and Neyveli Lignite Corporation. coaljunction is the pioneer of coal e-auction and has changed the face of coal transactions in India. The unit has more than 15,000 registered unique buyers from the Indian subcontinent.

www.coaljunction.in



mjunction's division responsible for monetising of idle assets, which include industrial assets, stressed assets and surplus and obsolete inventory. An experienced team identifies re-usable assets from scrap and helps sell them separately to achieve a realisation far greater than scrap. The team also provides inspection support to make it easier for the buyer. For the seller, it ensures wide access to buyers, the highest possible price and in the shortest possible time. It is thus convenience at each stage for both the buyer and the seller.

www.valuejunction.in

BUYING SERVICES



mjunction's business unit which facilitates end-to-end non-core procurement for its clients, enabling them to focus on critical items. Over 100 companies avail of these services over 16 broad categories of goods and services.

www.buyjunction.in

FINANCIAL SERVICES



mjunction's financing division, which makes unsecured online finance solutions available on attractive terms to buyers and channel partners, which include distributors, dealers and end users who buy from clients. financejunction has tied up with large banks, financial institutions and NBFCs who provide supply chain finance.

www.financejunction.in

RETAIL SERVICES



mjunction's online shopping store with more than 50 clients across insurance, steel, cement, FMCG and automotive segments. It promises to "gift an experience" through its gifting services division, and manages end to end loyalty programs and unique gifting program for these clients. Its retail gift store offers customised gift recommendations and personalised buying experience to end customers looking to buy gifts.

www.straightline.in



mjunction’s knowledge hub, which publishes magazines and online reports on the steel and coal verticals as well as organises international conferences. Steel Insights, Coal Insights, India Coal Market Watch and India Steel Market Watch provide interviews with top officials, price and market analyses, port and import data and an in-depth perspective of the Indian steel and coal markets.



mjunction’s knowledge portal on the automobile industry and related services and products. Provides comprehensive reports on new car launches, car reviews, road test reviews and national and international news on automobiles. Also facilitates sale of select automobile accessories through its portal.

www.autojunction.in

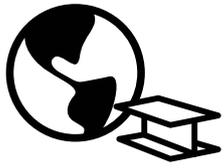
OUR CLIENTS



VALUE CREATION & KEY DIFFERENTIATORS

- A unique, transparent and efficient electronic platform which enables optimum price discovery
- Release of significant management bandwidth as we facilitate sale or buy of non-strategic products and services
- Transparent outcome-based revenue structure basis a predetermined fee-based model
- Category expertise in a wide spectrum which includes steel, metals, minerals, MRO, engineering, indirect materials and “C” class items, corporate services and idle assets.

INTERESTING FACTS ABOUT mjunction

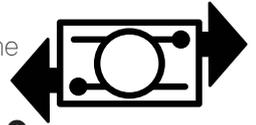


World's largest e-marketplace for steel **sold over 12 million tons** till date



World's largest e-marketplace for coal **sold over 200 million tons** till date

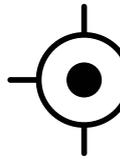
Business volume in terms of transactions at



INR **1,60,000 Crore** till FY13



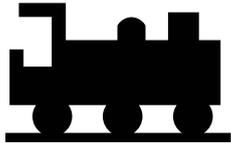
Profitable since inception



Sourcing & Procurement Services worth INR **58,000 Crores** delivered till date



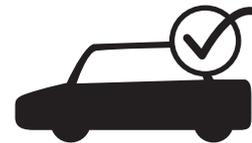
Over **87,000 Gifts** delivered on straightline platform.



Sold idle assets worth more than INR **4,000 Crores**



Sold e-waste worth more than INR **50 Crores**



Over **4,000 car user reviews** on autojunction

THE OUTCOMES

60%

financing penetration in Tata Steel's distribution network

67%

average utilisation of channel finance limits by distributors

70%

of India's secondary steel sold through mjunction (FY2013-14)

26,000CR

of finance disbursed through Tata Steel distributors (in INR)

80%

procurement of clients' non-strategic items; cycle time down by 45%

1,76,102T

of cement bought for Tata Group companies across 30 locations

37%

increase in notified price for Coal India (FY2013-14)

80%

material offered by Coal India sold through mjunction (FY2013-14)

3CR

premium for WBMDTCL in coal sales (FY2013-14, in INR)

3,45,000T

pig iron plant sold for Tata Metaliks

CSR INITIATIVES



A trust promoted by mjunction, ejunction is dedicated to providing basic computer literacy and communication skills to financially underprivileged people, thereby enhancing their employability. In FY14, ejunction trained 938 students and created 391 employment opportunities.

The Movement for Efficiency & Transparency is the brainchild of the company's founder CEO & MD Mr Viresh Oberoi. MET provides a platform for people who have transcended barriers of inefficiency and opaqueness, to share their success stories and ideas with a select audience. Eight MET conferences have been held so far, these events have seen the participation of companies like Tata Steel, SAIL and 5th Pillar, a Chennai-based anti-corruption organisation.

