



**RP-Sanjiv Goenka  
Group**

Growing Legacies

# CESC Limited

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*Investor Update –Q3 FY`12*

## Performance Summary – Q3 FY`12

Components	Q2 FY`12	Q2 FY`11	% Change
<b>Generation (MU)</b>	2197	2147	2%
<b>Sales (MU)</b>	2005	1941	3%
<b>Sales (Rs Cr.)</b>	1032	939	10%
<b>EBIDTA (Rs Cr.)</b>	233	275	(15%)
<b>Net profit (Rs Cr.)</b>	74	110	(32%)

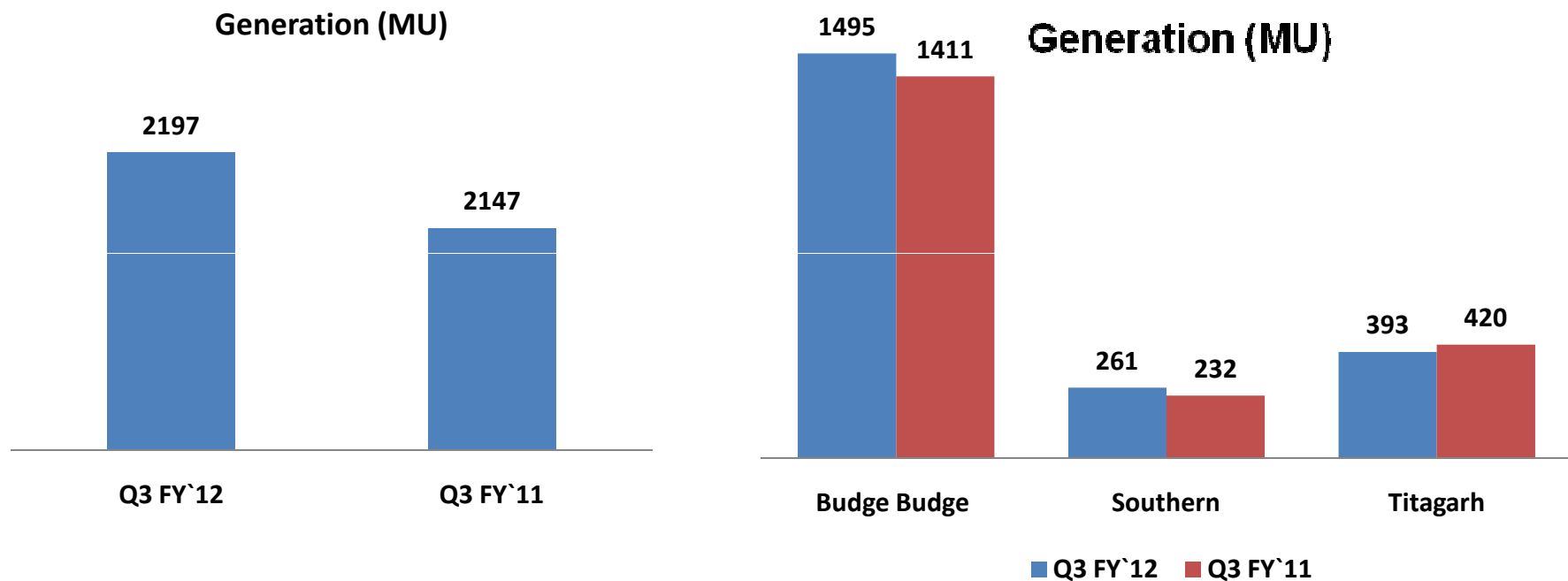
The tariff order for 2011-12 is awaited and the billing to consumers have been done on the basis of existing applicable regulations

## Performance Summary – YTD Dec FY`12

Components	9M FY`12	9M FY`11	% Change
<b>Generation (MU)</b>	6948	6932	-
<b>Sales (MU)</b>	6586	6485	1.5%
<b>Sales (Rs Cr.)</b>	3456	3140	10%
<b>EBIDTA (Rs Cr.)</b>	802	881	(9%)
<b>Net profit (Rs Cr.)</b>	299	375	(20%)

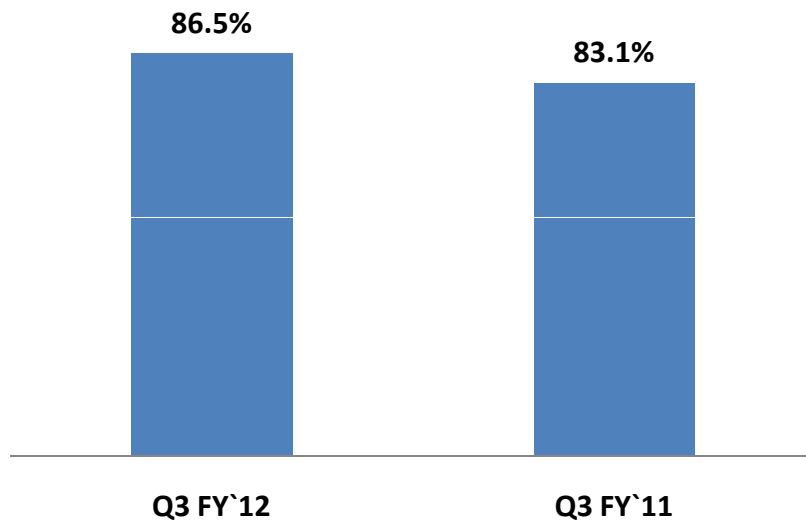
# Operational Highlights – Q3 FY`12

## Plant wise break-up of generation



# Plant load factor (PLF) – Q3 FY`12

**PLF (%) – (excl NCGS )**



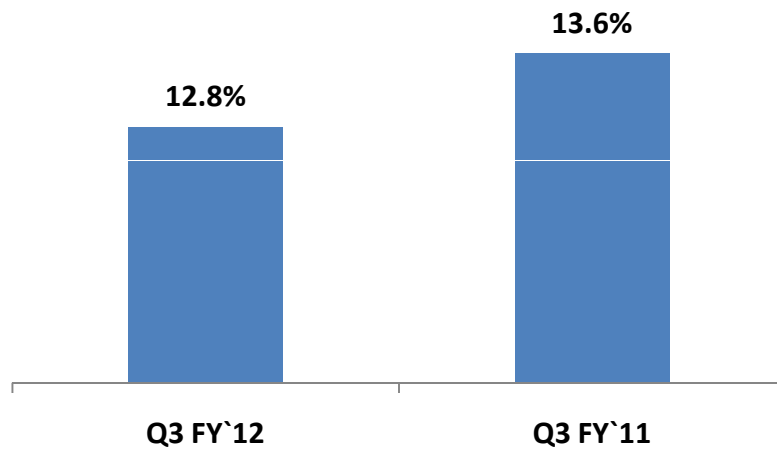
**Plant wise PLF is given below**

PLF %	Q3 FY`12	Q3 FY`11
Budge Budge	90.3	85.2
Titagarh	74.2	79.3
Southern	87.5	77.8
NCGS**	21.8	38

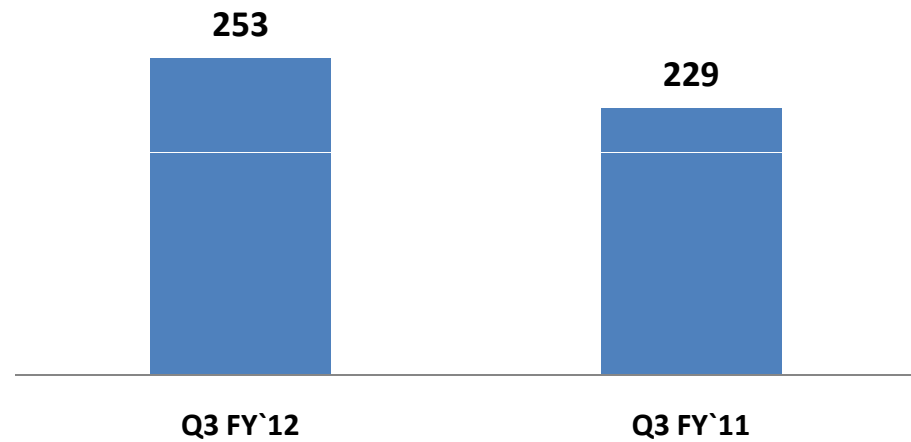
\*\*Old Station

# T&D Loss & Power Purchase – Q3 FY`12

**T&D Loss (Provisional)**



**Power Purchase (MU)**



# Status of Projects Under Implementation

## ☐ **Haldia Phase 1 (600MW)**

- ☐ The BoP order has been placed to Punj Lloyd Ltd
- ☐ The BTG order has been placed to Shanghai Electric Group

## ☐ **Dhariwal Infrastructure Ltd, setting up 2X300 MW coal based power station in Maharashtra**

- ☐ The project is under construction stage and on schedule

## ☐ **Orissa power project (1320 MW)**

- ☐ Major approvals has been received
- ☐ Coal linkage has been applied for the project

# Status of Projects Under Implementation

## ☐ **Jharkhand power project (600 MW)**

- ☐ Joint allocation of coal block (our share 110 MT) obtained in Jharkhand for setting up a 1,000 MW plant
- ☐ The company has obtained a prospecting license for the mine
- ☐ Land acquisition process has been initiated for the main power plant

## ☐ **CESC Properties Ltd (100% subsidiary)**

- ☐ The Shopping Mall at Park Circus is under construction



# Spencer's Footprint – Dec 2011

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	182	6	2	10	0	18
	<b>TOTAL</b>	<b>182</b>	<b>6</b>	<b>2</b>	<b>10</b>	<b>0</b>	<b>18</b>
West	Maharashtra	97	2	0	12	4	18
	Gujarat	24	1	0	0	0	1
	<b>TOTAL</b>	<b>121</b>	<b>3</b>	<b>0</b>	<b>12</b>	<b>4</b>	<b>19</b>
North	East UP	114	3	1	14	0	18
	NCR	108	3	2	6	5	16
	Punjab	3	0	0	0	2	2
	<b>TOTAL</b>	<b>225</b>	<b>6</b>	<b>3</b>	<b>20</b>	<b>7</b>	<b>36</b>
South 1	Kerala	30	0	2	8	0	10
	T.N	134	1	2	47	0	50
	<b>TOTAL</b>	<b>164</b>	<b>1</b>	<b>4</b>	<b>55</b>	<b>0</b>	<b>60</b>
South 2	Bangalore	73	2	2	11	0	15
	Coastal A.P	96	4	1	11	0	16
	Hyderabad	156	3	3	25	0	31
	<b>TOTAL</b>	<b>325</b>	<b>9</b>	<b>6</b>	<b>47</b>	<b>0</b>	<b>62</b>
<b>TOTAL</b>		<b>1017k</b>	<b>25</b>	<b>15</b>	<b>144</b>	<b>11</b>	<b>195</b>

- TA Hypers – 590 K sft
- TA Supers – 100 K sft
- TA Small stores – 314K sft
- SAS - 13 K sft

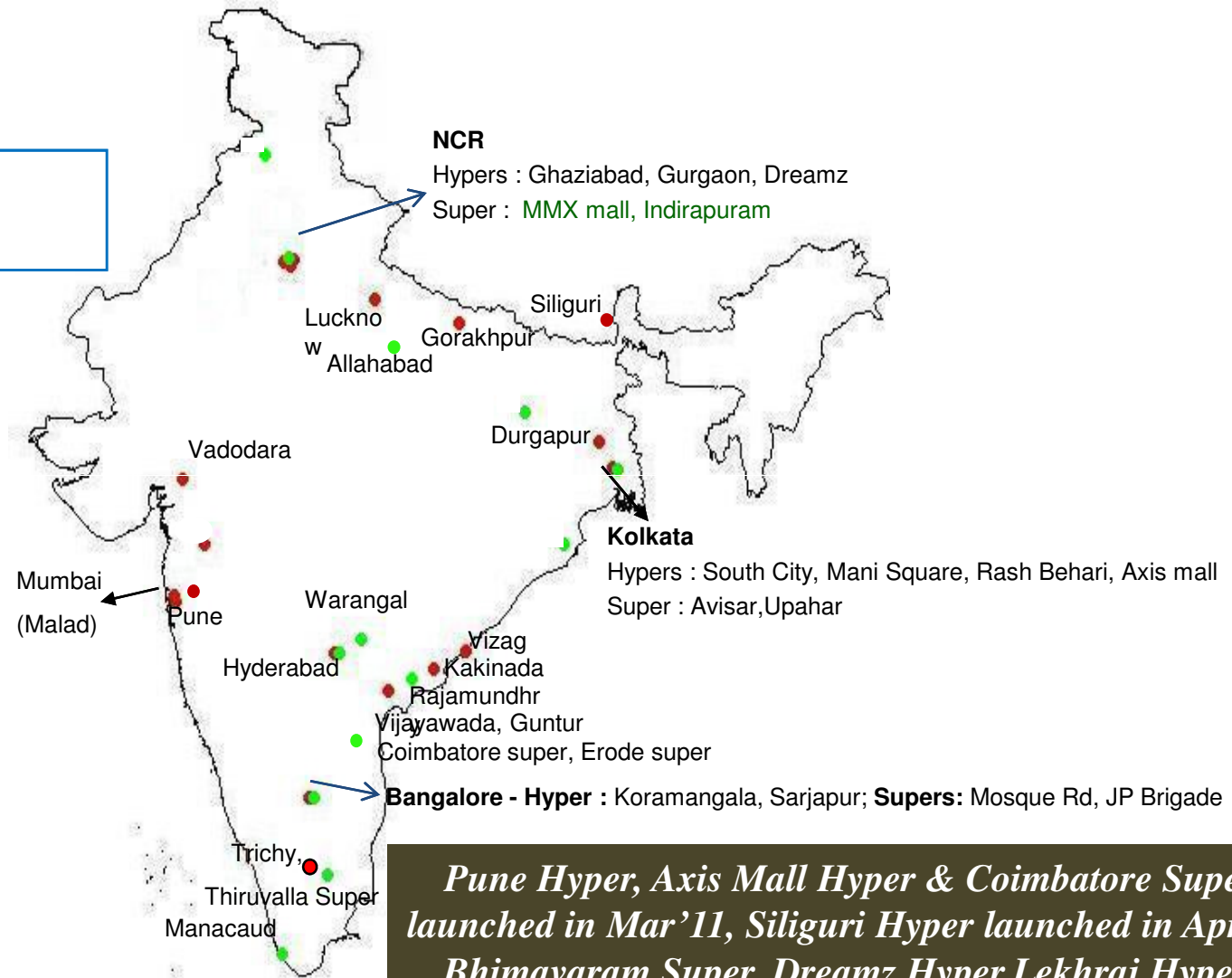
- BHPC -11 own,13franchisee
- au bon pain – 19 cafes

# Hyper & Super footprint – Dec 2011

- Hypers
- Supers

25 Hypers – 590K sqft

15 Supers – 100K sqft



*Pune Hyper, Axis Mall Hyper & Coimbatore Super launched in Mar'11, Siliguri Hyper launched in Apr'11, Bhimavaram Super, Dreamz Hyper, Lekhraj Hyper, Attapur Hyper, Kurnool opened in Dec'11*

# Highlights

## ☐ New Stores opened

- ☐ 1 Hyper Store opened – Kurnool (Andhra Pradesh)
- ☐ 1 Super Stores opened – Upohar (West Bengal)
- ☐ 4 BHPC stores opened and 2 Au Bon Café opened

## ☐ Improvement in Sales

- ☐ Average Sales have increased from Rs.964/sqft in 9M FY`11 to Rs. 1087/ sqft in 9M FY`12, a growth of 12.76%
- ☐ Same stores sales have increased from Rs.1000/sqft in 9M FY`11 to Rs. 1159/ sqft in 9M FY`12, a growth of 15.9%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 35/sqft per month 9M FY`12

## Expansion Plans:

- ☐ Hypers & Supers : New stores have been lined up for opening in coming months
- ☐ Lever for Growth: Private Label

## Cautionary Statement

Statement in this “ Management Discussion and Analysis” describing the company’s objectives, projections, estimates, expectations or predictions may be “ forward looking statements” within the meaning of applicable securities law and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company’s operations include demand supply conditions, finished goods prices, availability and prices of raw materials, changes in the government regulations, tax regimes, economic development within India and the countries within which the company conducts business and other factors such as litigations and labour negotiations.

# Thank You