



**RP-Sanjiv Goenka
Group**

Growing Legacies

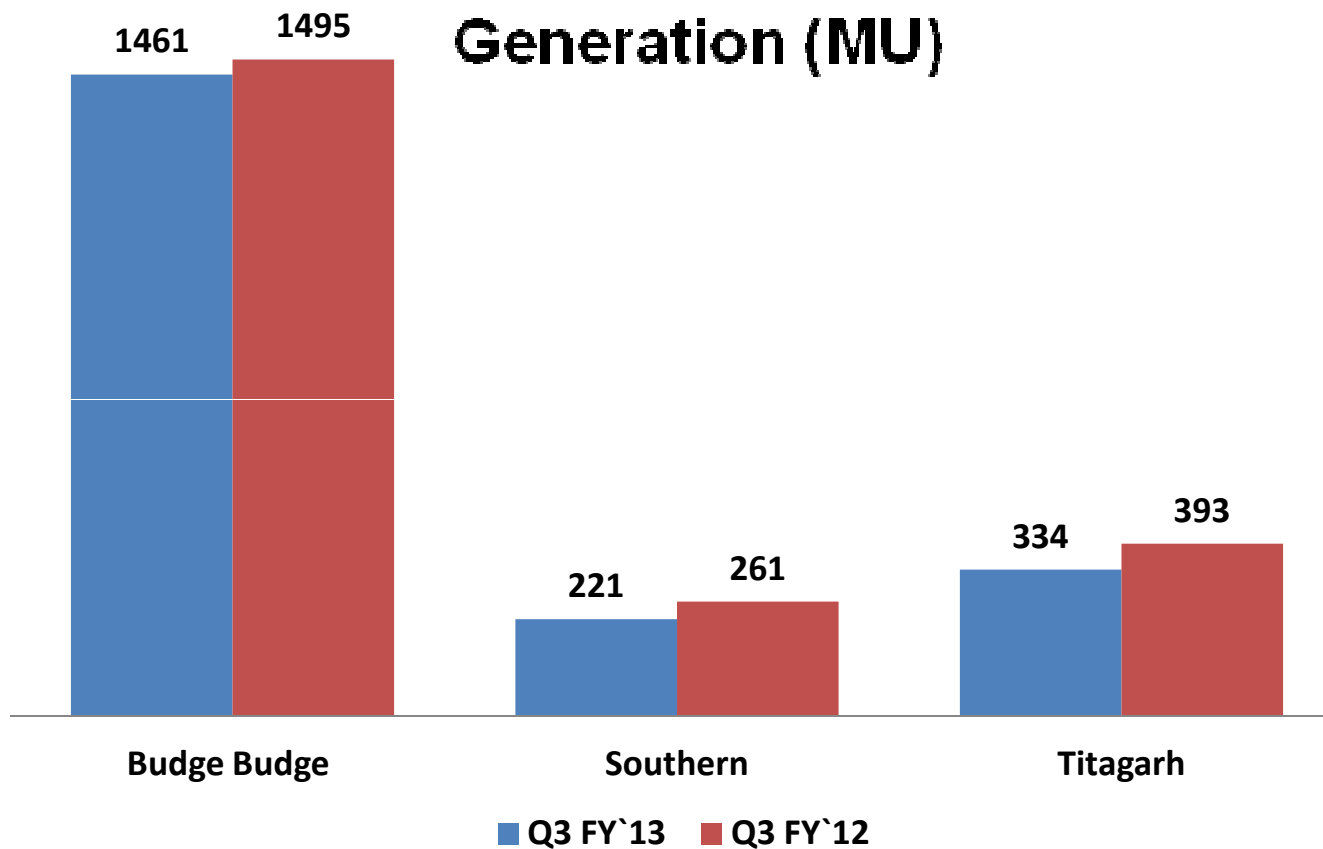
CESC Limited

Investor Update –Q3 FY`13

Performance Summary – Q3 FY`13

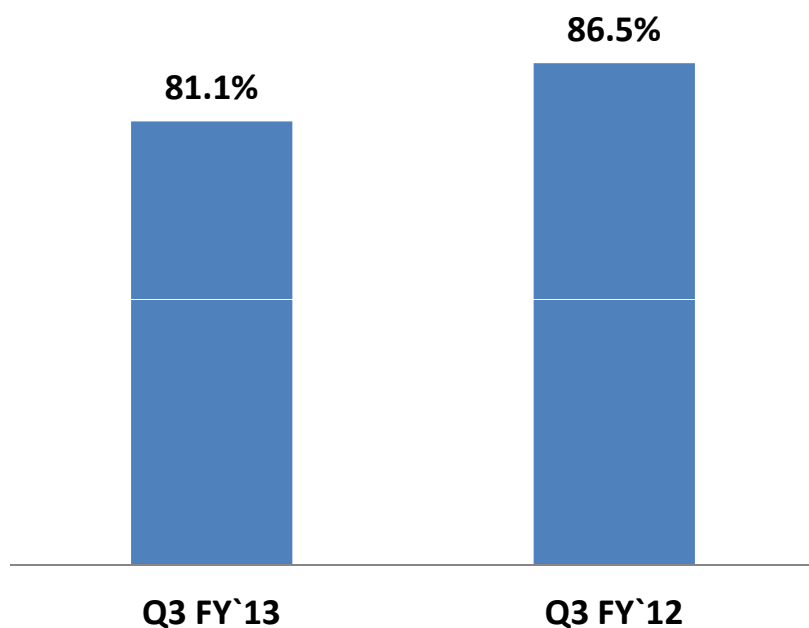
Components	Q3 FY`13	Q3 FY`12	% Change
Generation (MU)	2067	2197	(5.9%)
Total Sales (MU)	1961	2005	(2.2%)
Sales (Rs Cr.)	1040	983	5.8%
EBIDTA (Rs Cr.)	290	233	24.4%
Net profit (Rs Cr.)	101	74	36.5%

Plant wise Generation – Q3 FY`13



Plant load factor (PLF) – Q3 FY`13

PLF (%) – (excl NCGS)



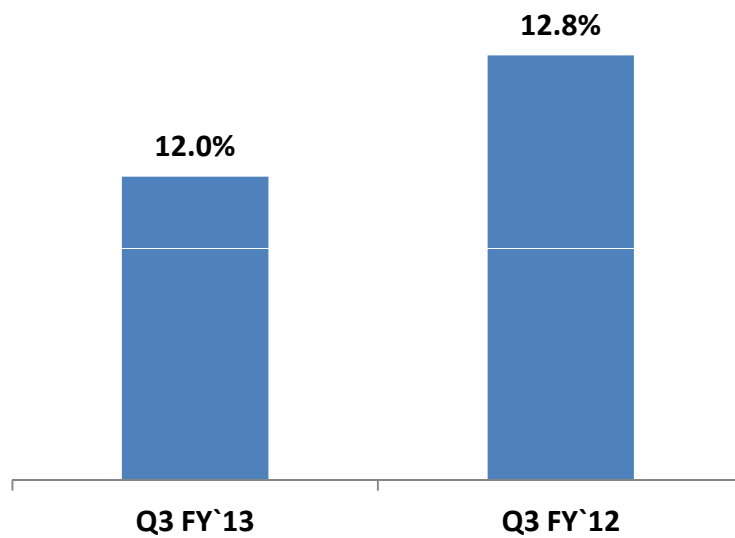
Plant wise PLF is given below

PLF %	Q3 FY`13	Q3 FY`12
Budge Budge	88.2%	90.3%
Southern	74.1%	87.5%
Titagarh	63%	74.2%
NCGS**	23.1%	21.8%

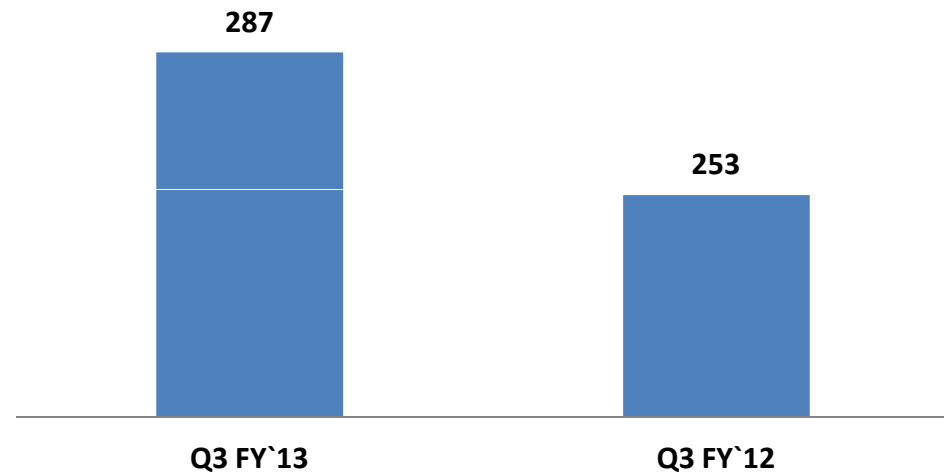
**Old Station

T&D Loss & Power Purchase – Q3 FY`13

T&D Loss (Provisional)



Power Purchase (MU)



Status of Projects Under Implementation

- ❑ **Haldia Phase 1 (300x2 MW TPP in Haldia, West Bengal)**
 - ❑ The project is under construction stage and on schedule
- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
 - ❑ The project is under advanced stage of construction stage
 - ❑ CoD of 1st unit is expected as scheduled in April 2013 and of 2nd unit by July 2013
- ❑ **CESC Properties Ltd (100% subsidiary)**
 - ❑ The Shopping Mall project is expected to be operational by June'13
- ❑ **Surya Vidyut Ltd, a fully owned subsidiary of CESC has commissioned a 14 MW wind power project in Jaisalmer, Rajasthan. The PPA has already been signed with Jaipur Vidyut Vitran Nigam Ltd (JVVNL) for 25 years.**
- ❑ **CESC has won the distribution franchisee for Ranchi, Jharkhand via a competitive bidding. Formal handover would take place over next 6 months. The Ranchi distribution circle currently has an annual revenue Rs.400 crs and around 3 lakhs consumers.**

Update on Firstsource Solutions Limited

- ❑ Spen Liq Private Limited (SpenLiq), a wholly owned CESC subsidiary, has subscribed to 34.5% of expanded paid up share capital of Firstsource Solutions Limited (FSL). This amounts to 22,68,97,444 shares @ Rs. 12.10 per share, entailing an investment of Rs. 274.55 crs
- ❑ SpenLiq has executed a separate Share Purchase Agreement with three of FSL's existing shareholders to purchase, collectively, 15% of FSL's expanded share capital from them. This represents a purchase of 9,86,51,064 shares @ Rs. 12.20 per share entailing an investment of Rs. 120.35 crs
- ❑ SpenLiq has also completed the mandatory open offer in terms of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeover) Regulations, 2011. A total of 4,84,60,289 shares were tendered in the open offer amounting to 7.36% of equity share capital of the company. An investment of Rs. 59.12 crs has been made to acquire the shares tendered in the open offer.
- ❑ Post the open offer, CESC via its wholly owned subsidiary, SpenLiq, holds 56.86% stake in Firstsource Solutions Limited .



Spencer's Footprint – Dec 2012

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	182	6	2	10	0	18
	TOTAL	182	6	2	10	0	18
West	Maharashtra	36	1	0	0	0	1
	Gujarat	24	1	0	0	0	1
	TOTAL	60	2	0	0	0	2
North	East UP	114	3	1	14	0	18
	NCR	126	4	2	6	0	12
	TOTAL	240	7	3	20	0	30
South 1	Kerala	29	0	2	7	0	9
	T.N	110	1	2	37	0	40
	TOTAL	139	1	4	44	0	49
South 2	Bangalore	47	2	2	2	0	6
	Coastal A.P	94	4	1	9	0	14
	Hyderabad	147	3	3	20	0	26
	TOTAL	288	9	6	31	0	46
TOTAL		909 K	25	15	105	0	145

- TA Hypers – 576 K sft
- TA Supers – 97 K sft
- TA Small stores – 237 K sft

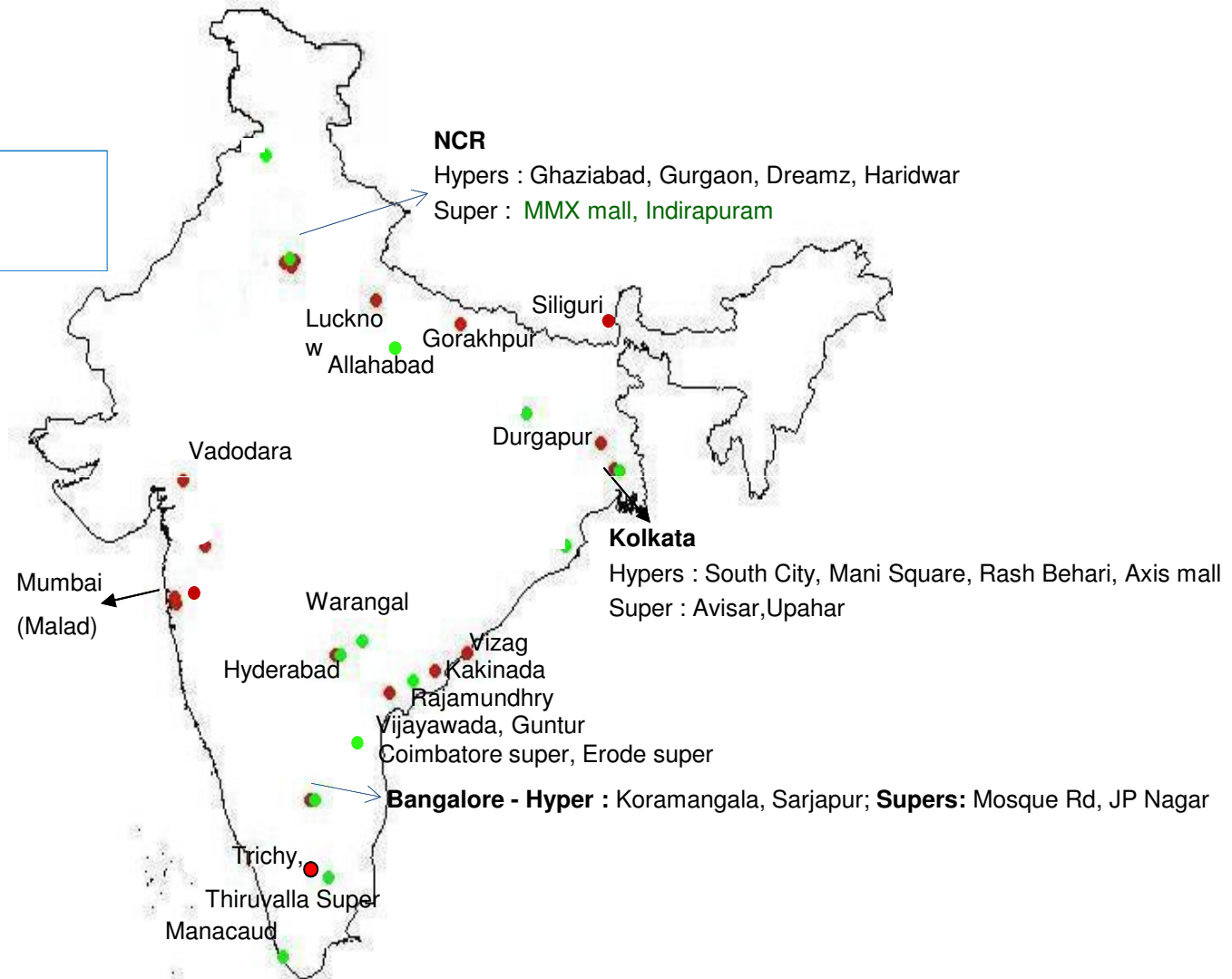
- Au bon pain – 24 cafes

Hyper & Super footprint – Dec 2012

- Hypers
- Supers

25 Hypers – 576K sqft

15 Supers – 97K sqft



Highlights Q3 FY`13

❑ Improvement in Sales

- ❑ Average Sales have increased from Rs.1087/sq ft in YTD 9M FY`12 to Rs. 1230/ sq ft in YTD 9M FY`13, a growth of 13.15%
- ❑ Same stores sales have increased from Rs.1124/sq ft in YTD 9M FY`12 to Rs. 1303/ sq ft in YTD 9M FY`13, a growth of 16%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 51/sq ft per month in Q3 FY`13

Expansion Plans:

- ❑ Hyper`s & Supers : New stores have been lined up for opening in coming months
- ❑ Lever for Growth: Private Label

Thank You

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.