



**RP - Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

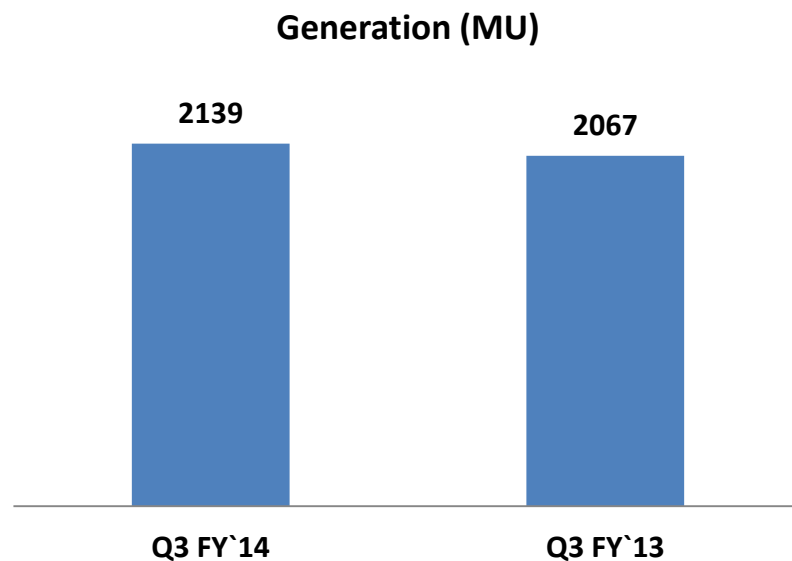
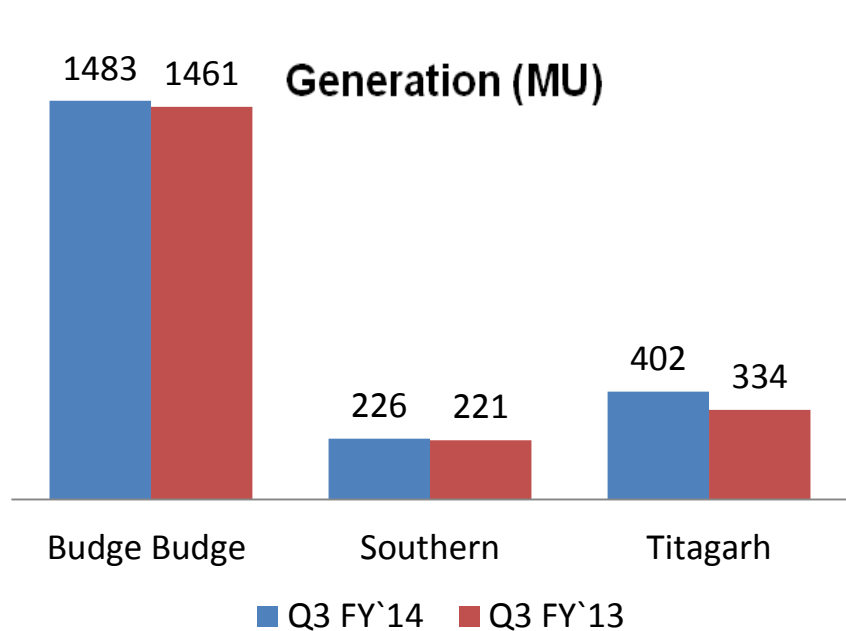
Investor Update –Q3 FY`14

Performance Summary – Q3 FY`14

Components	Q3 FY`14	Q3 FY`13	% Change
Generation (MU)	2139	2067	3.5 %
Total Sales (MU)	2011	1961	2.6 %
Sales (Rs Cr.)	1207	1040	16.0 %
EBIDTA (Rs Cr.)	319	290	10.0 %
Net profit (Rs Cr.)	107	101	5.9 %

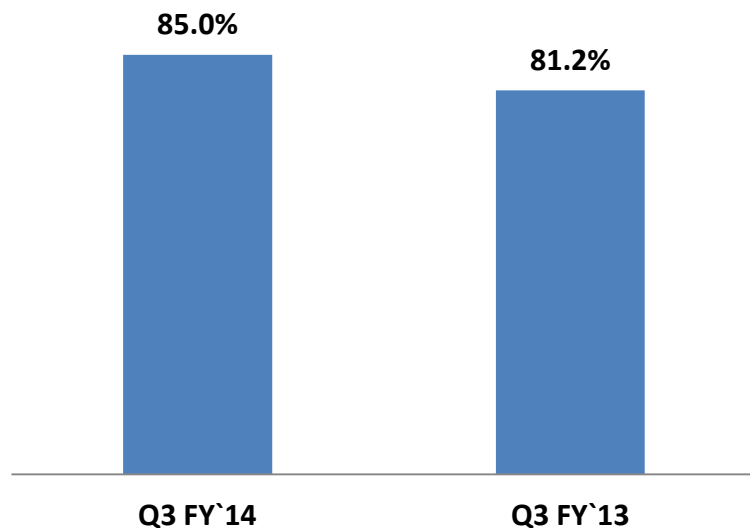
CESC has received the “Top Infrastructure Company” award under the category Power Distribution at the ‘Dun & Bradstreet Infra Awards 2013’

Plant wise Generation – Q3 FY`14



Plant load factor (PLF) – Q3 FY`14

PLF (%) – (excl NCGS)



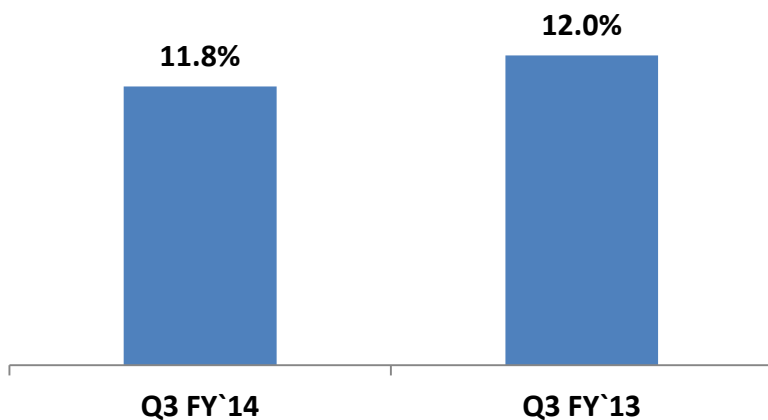
Plant wise PLF is given below

PLF %	Q3 FY`14	Q3 FY`13
Budge Budge	89.5%	88.2%
Southern	76.0%	74.1%
Titagarh	75.9%	63.1%
NCGS**	12.7%	22.9%

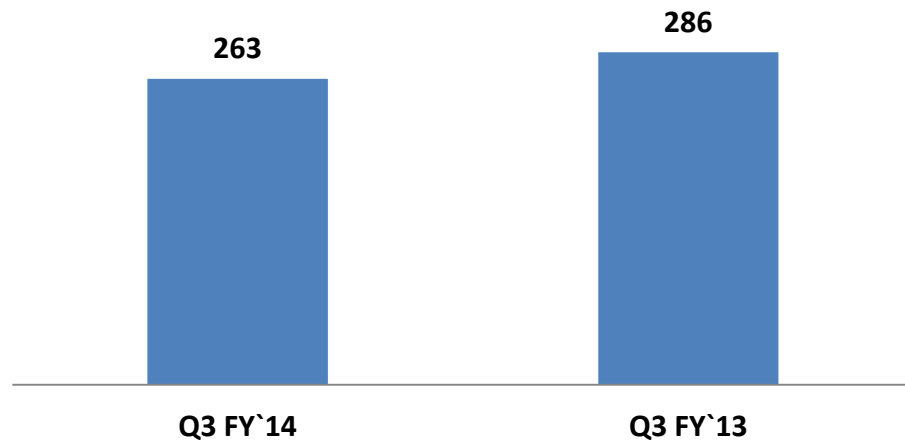
**Old Station

T&D Loss & Power Purchase – Q3 FY`14

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 undergoing construction and shall be commissioned in FY`14-15
- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
 - ❑ First unit of 300 MW synchronized on 2nd Sept 2013
 - ❑ Long Term PPA for 100 MW signed with TANGEDCO
- ❑ **CESC Properties Ltd (100% subsidiary)**
 - ❑ Quest Mall has been inaugurated on 30th September 2013
 - ❑ Large number of Retail brands are already up and running. Others brands are expected to open their store in coming months.
- ❑ CESC has won the distribution franchisee for Ranchi, Jharkhand via a competitive bidding. Formal handover would take place over soon. The Ranchi distribution circle currently has an annual revenue Rs.400 crs and around 3 lakhs consumers.

Firstsource Solutions Limited – Q3 FY`14

Q3 FY2014 Performance Analysis

☐ Operating revenue

- Q3 FY14 Revenues at Rs. 800 crs compared to Rs. 790 crs in Q2 FY13
- Y-o-Y growth of 12.1% in INR terms
- Q-o-Q growth of 1.1% in INR terms

☐ Operating EBIT

- Q3 FY14 operating EBIT at Rs. 74 crs compared to R. 51 crs in Q3 FY13
- Y-o-Y growth of 44.6%

☐ PAT

- Q3 FY14 PAT at Rs. 48 crs compared to Rs. 41 crs in Q3 FY13
- Y-o-Y growth of 16.5%

☐ Cash position is at Rs.187 crs



Spencer's Footprint – DEC 2013

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	305	10	2	10	0	22
	TOTAL	305	10	2	10	0	22
West	Maharashtra	36	1	0	0	0	1
	Gujarat	24	1			0	1
	TOTAL	60	2	0	0	0	2
North	East UP	114	3	1	14	0	18
	NCR	155	5	3	5	0	13
	TOTAL	246	8	4	19	0	31
South 1	Kerala	17		1	4	0	5
	T.N	92	2	1	23	0	26
	TOTAL	109	2	2	27	0	31
South 2	Bangalore	41	2	2	2	0	6
	Coastal A.P	93	4	1	8	0	13
	Hyderabad	140	3	3	15		21
	TOTAL	274	9	6	25	0	40
TOTAL		1017 K	31	14	81	0	126

- TA Hypers – 743 K sft
- TA Supers – 93 K sft
- TA Small stores – 181 K sft

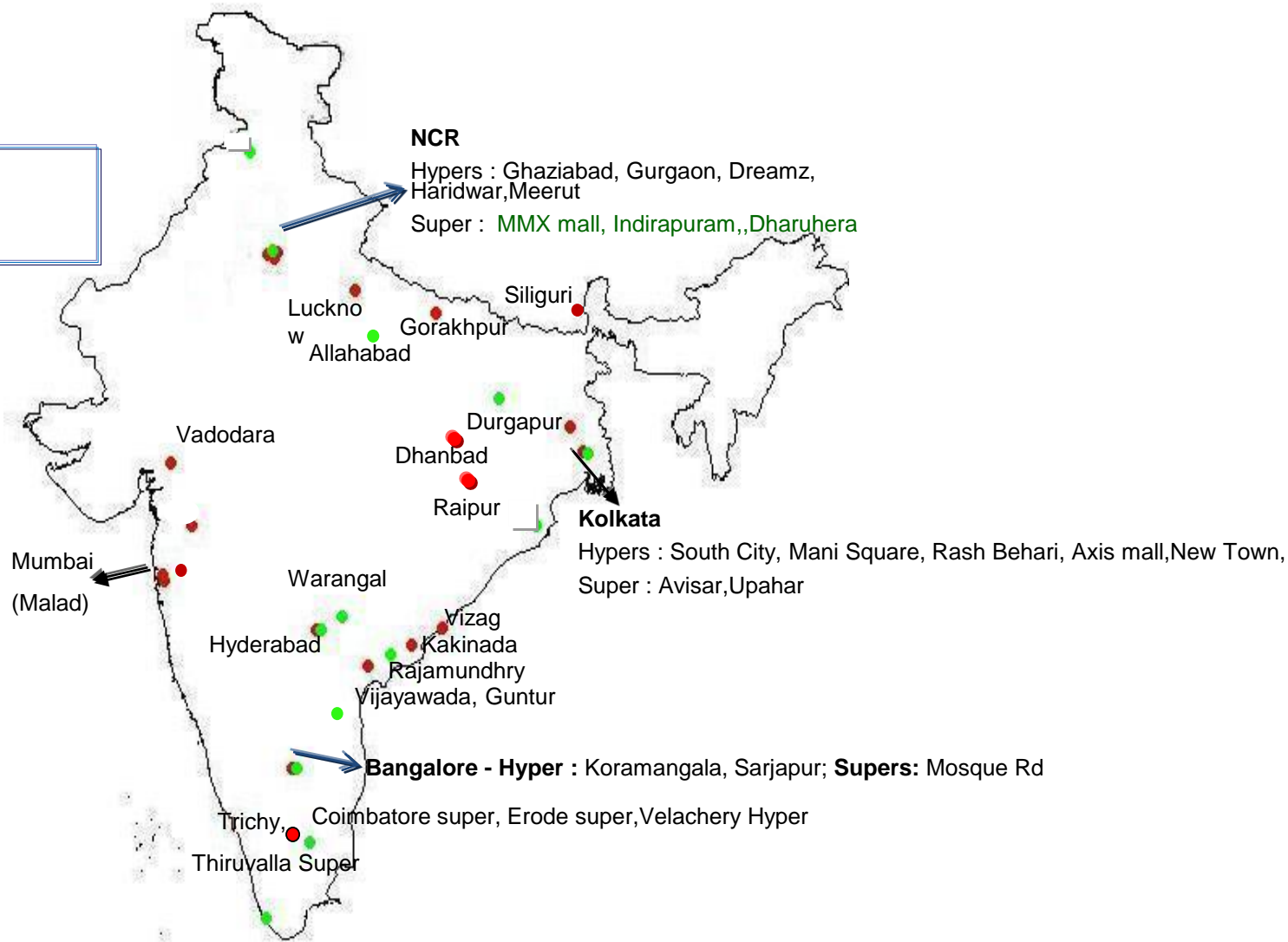
- Au bon pain – 24 cafes

Hyper & Super footprint – DEC 2013

- Hypers
- Supers

31 Hypers – 743 K sqft

14 Supers – 93 K sqft



Highlights Q3 FY`14

❑ Improvement in Sales

- ❑ Average sales have increased from Rs.1258/sqft in Q3 FY`13 to Rs. 1316/ sqft in Q3 FY`14, registering a growth of 4.6%
- ❑ Same stores sales have increased from Rs.1317/sqft in Q2 FY`13 to Rs. 1389/ sqft in Q3 FY`14, registering a growth of 5.5%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 64/sqft per month in Q3 FY`14
- ❑ The company expects better same store sales growth in Q4 FY`14
- ❑ In Q3 FY`14, Spencer`s Retail open 4 new Hypers in Meerut, Kolkata, Dhanbad and Raipur

❑ Expansion Plans:

- ❑ Spencer`s Retail plans to open 3-4 new Hyper stores in Q4 FY`14

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.