



**RP-Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

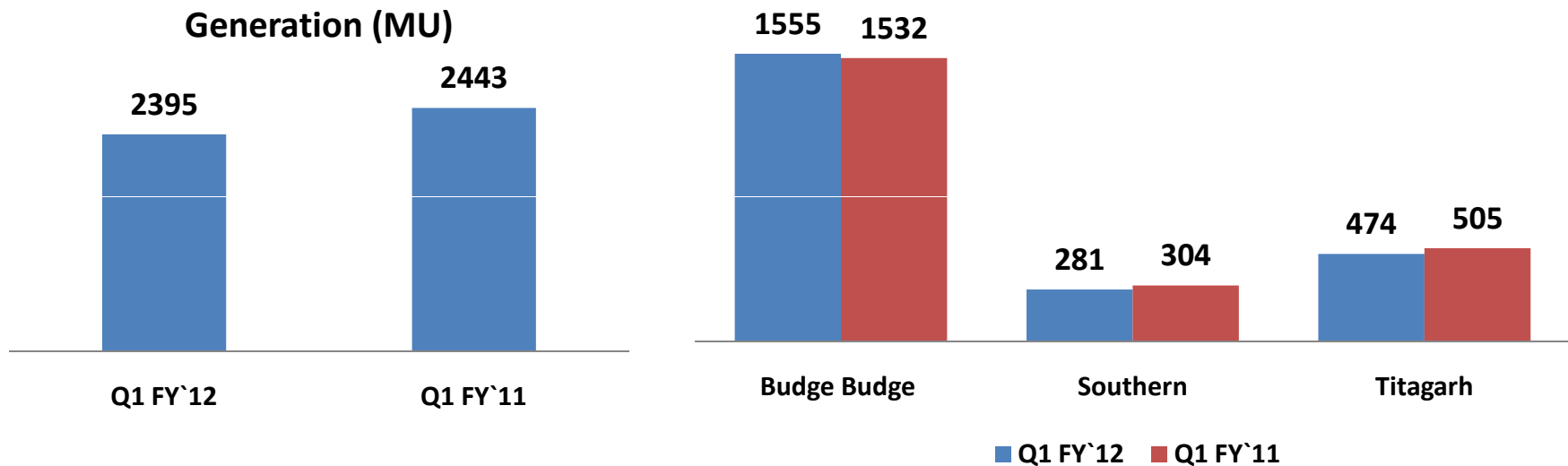
Investor Update –Q1 FY`12

Performance Summary – Q1 FY`12

Components	Q1 FY`12	Q1 FY`11	% Change
Generation (MU)	2395	2443	(2%)
Sales (MU)	2232	2282	(2%)
Sales (Rs Cr.)	1183	1096	8.9%
EBIDTA (Rs Cr.)	280	271	3.3%
Net profit (Rs Cr.)	111	110	1%

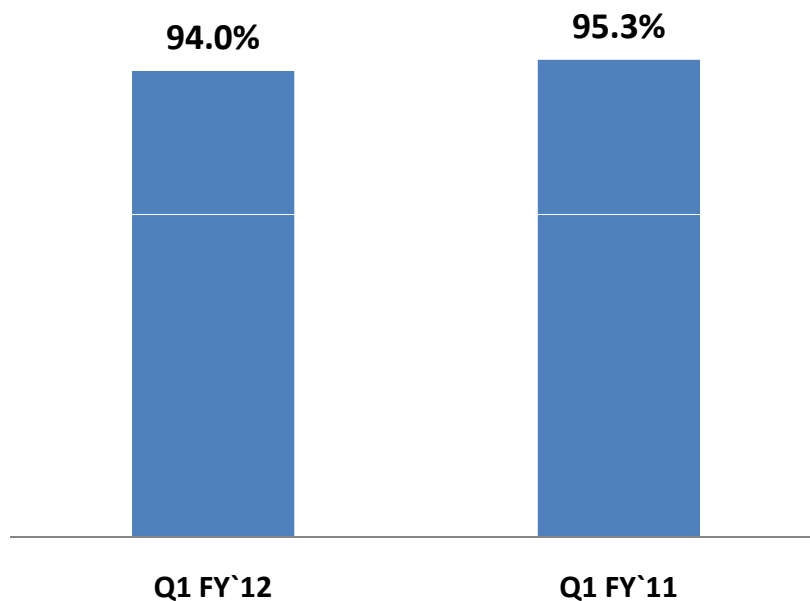
Operational Highlights – Q1 FY`12

Plant wise break-up of generation



Plant load factor (PLF) – Q1 FY`12

PLF (%) – (excl NCGS)



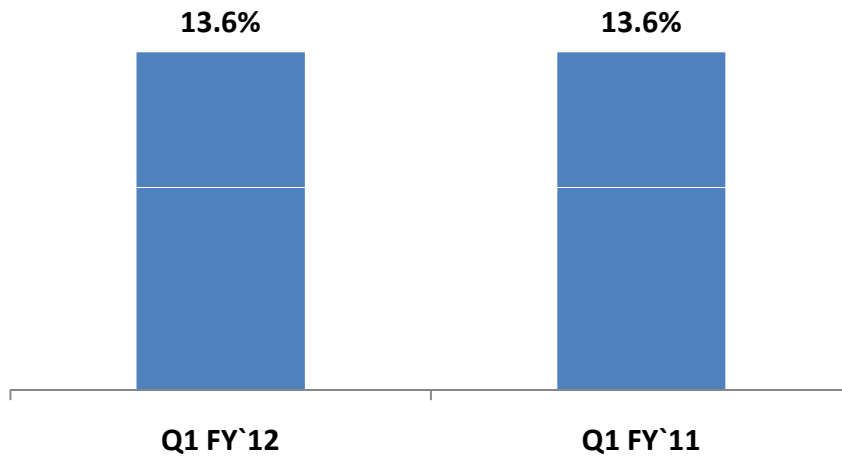
Plant wise PLF is given below

PLF %	Q1 FY`12	Q1 FY`11
Budge Budge	94.9	93.5
Titagarh	90.4	96.3
Southern	95.3	103
NCGS**	39.1	47

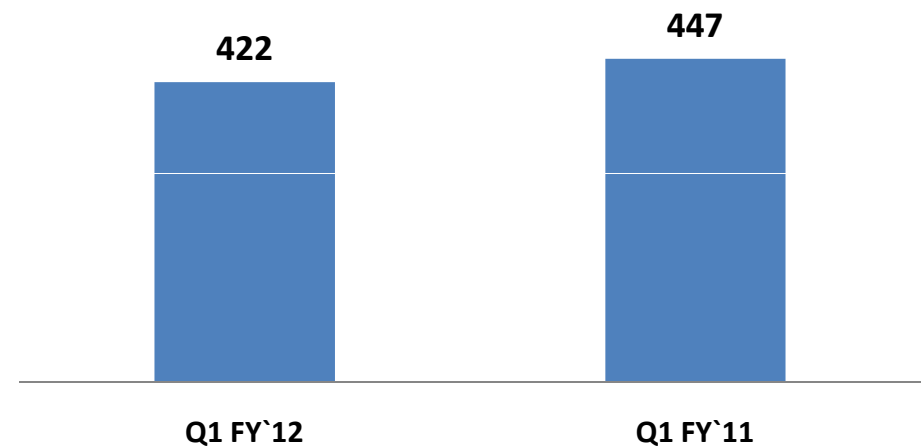
**Old Station

T&D Loss & Power Purchase – Q1 FY`12

T&D Loss (Provisional)



Power Purchase (MU)



Status of Projects Under Implementation

☐ **Haldia Phase 1 (600MW)**

- ☐ Final Approval received from WBERC
- ☐ Financial closure has been achieved
- ☐ ICB has been completed

☐ **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)**

- ☐ All major approvals has been received
- ☐ A coal linkage has been applied for the project

Status of Projects Under Implementation

- ☐ **Jharkhand power project (600 MW)**
 - ☐ Joint allocation of coal block (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 – June 2011

Regions	States	TA ('000)	Hypers >15 k	Supers 3k - 15k	Dailies <3k	SAS	TOTAL
East	WB	177	6	1	12	0	19
	TOTAL	177	6	1	12	0	19
West	Maharashtra	97	2	0	12	4	18
	Gujarat	24	1	0	0	0	1
	TOTAL	121	3	0	12	4	19
North	East UP	84	2	1	15	0	18
	NCR	100	2	2	6	10	20
	Punjab	6	0	0	0	5	5
	TOTAL	190	4	3	21	17	43
South 1	Kerala	30	0	2	8	0	10
	T.N	148	1	2	53	0	56
	TOTAL	178	1	4	61	0	66
South 2	Bangalore	73	2	2	11	0	15
	Coastal A.P	96	4	1	11	0	16
	Hyderabad	116	1	3	25	0	29
	TOTAL	285	7	6	47	0	60
TOTAL		954k	21	14	154	19	208

- TA Hypers – 505 K sft
- TA Supers – 95 K sft
- TA Small stores – 332K sft
- SAS - 21 K sft

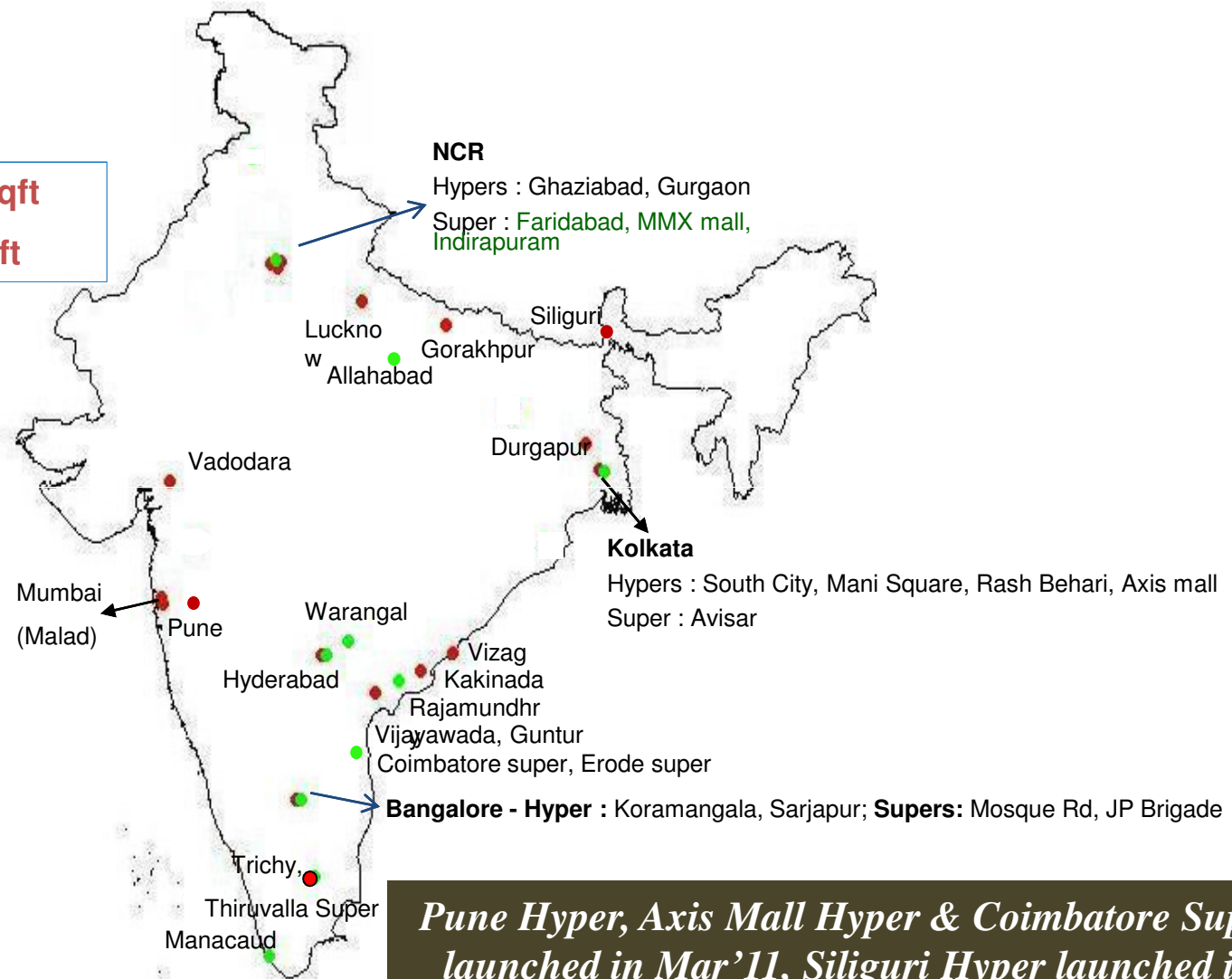
- BHPC - 14 own, 7 franchisee
- au bon pain – 13 cafes

Hyper & Super footprint – June 2011

- Hypers
- Supers

21 Hypers – 505K sqft

14 Supers – 95K sqft



Pune Hyper, Axis Mall Hyper & Coimbatore Super launched in Mar'11, Siliguri Hyper launched in Apr'11

Highlights

☐ Stores opened in this quarter

- ☐ 1 Hyper Store opened – Siliguri (West Bengal)
- ☐ 1 Super Stores opened – Bhimavaram (AP)
- ☐ 3 BHPC stores opened and 4 Au Bon Café opened during the quarter

☐ Improvement in Sales

- ☐ Sales have increased from Rs.987/sqft in Mar 2011 to Rs. 1042/ sqft in June 2011 (same stores)
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 37/sqft per month in Q1 FY`12
- ☐ BHPC - Majority of stores are EBITDA positive within 3 months

Expansion Plans:

- ☐ Hypers & Supers : New stores have been lined up for opening in coming months
- ☐ BHPC – Franchisee stores are being rolled out
- ☐ 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