



**RP-Sanjiv Goenka
Group**

Growing Legacies

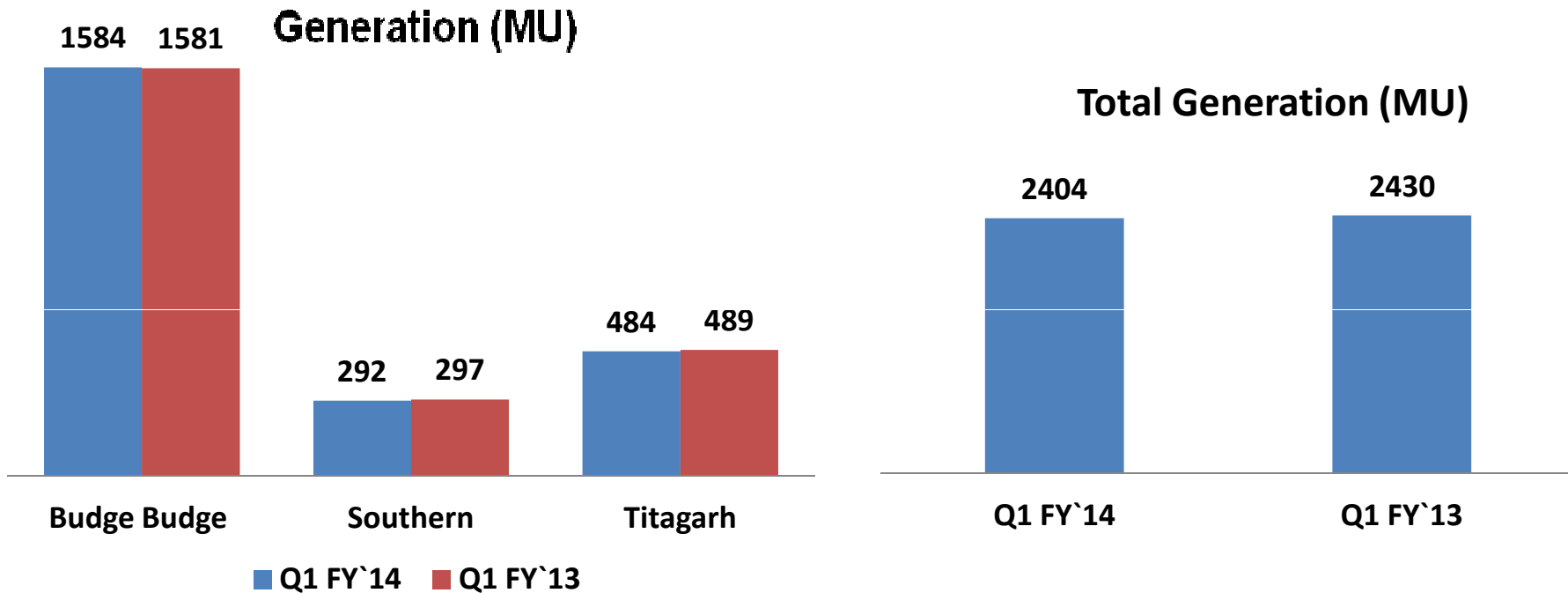
CESC Limited

Investor Update –Q1 FY`14

Performance Summary – Q1 FY`14

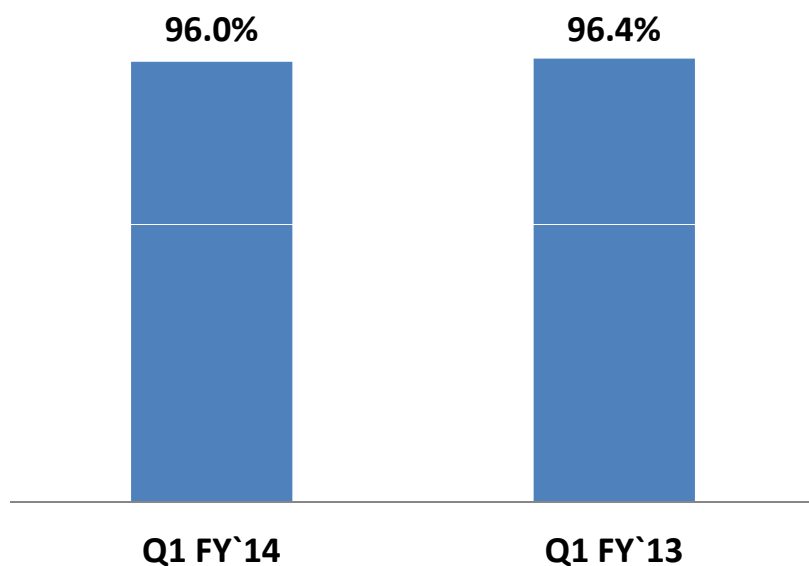
Components	Q1 FY`14	Q1 FY`13	% Change
Generation (MU)	2404	2430	(1%)
Total Sales (MU)	2435	2467	(1%)
Sales (Rs Cr.)	1436	1420	1%
EBIDTA (Rs Cr.)	340	311	9%
Net profit (Rs Cr.)	131	125	5%

Plant wise Generation – Q1 FY`14



Plant load factor (PLF) – FY`13

PLF (%) – (excl NCGS)



Plant wise PLF is given below

PLF %	Q1 FY`14	Q1 FY`13
Budge Budge	96.7%	96.5%
Southern	99%	100.7%
Titagarh	92.3%	93.3%
NCGS**	20.6%	28.9%

**Old Station

T&D Loss & Power Purchase – Q1 FY`14

T&D Loss (Provisional)

12.3%

12.3%



Q1 FY`14

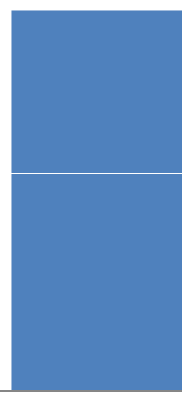


Q1 FY`13

Power Purchase (MU)

617

632



Q1 FY`14



Q1 FY`13

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 September 2013
- ☐ **CESC Properties Ltd (100% subsidiary)**
 - ☐ Construction of shopping mall is in final stage
 - ☐ Fit outs being carried out by Anchor tenant and others
 - ☐ The Shopping Mall project is expected to be operational by August/ September 2013
- ☐ 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.



Spencer's Footprint – Jun 2013

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	230	7	2	10	0	19
	TOTAL	230	7	2	10	0	19
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	132	4	3	5	0	12
	TOTAL	246	7	4	19	0	30
South 1	Kerala	17		1	4	0	5
	T.N	120	2	2	33	0	37
	TOTAL	137	2	3	37	0	42
South 2	Bangalore	48	2	2	2	0	6
	Coastal A.P	93	4	1	8	0	13
	Hyderabad	141	3	3	16		22
	TOTAL	282	9	6	26	0	41
TOTAL		955 K	27	15	92	0	134

- TA Hypers – 646 K sft
- TA Supers – 101 K sft
- TA Small stores – 208 K sft

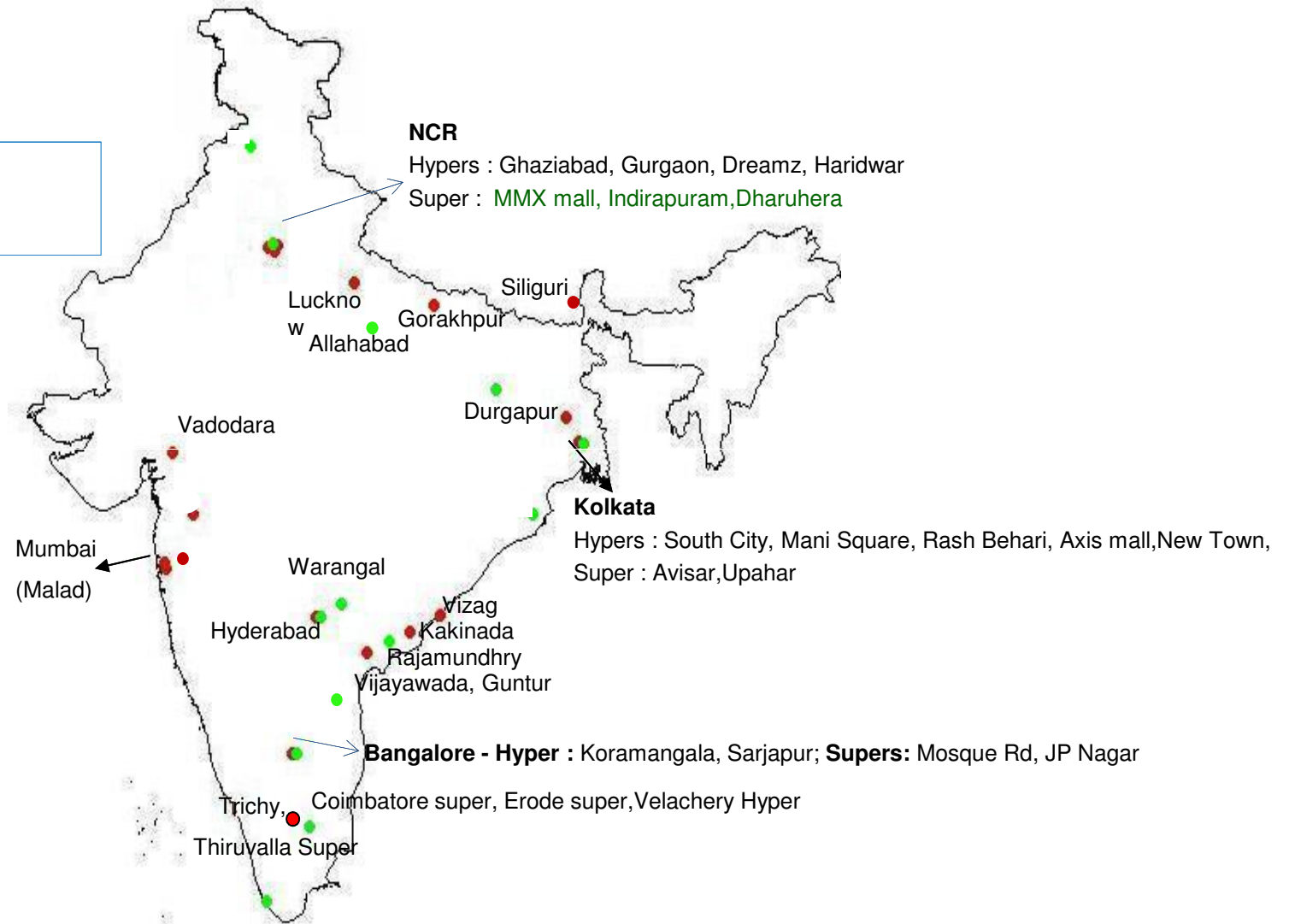
- Au bon pain – 28 cafes

Hyper & Super footprint – Jun 2013

- Hypers
- Supers

27 Hypers – 646 K sqft

15 Supers – 101 K sqft



Highlights Q1 FY`14

☐ Improvement in Sales

- ☐ Average sales have increased from Rs.1151/sqft in Q1 FY`13 to Rs. 1332/ sqft in Q1 FY`14, registering a growth of 15.7%
- ☐ Same stores sales have increased from Rs.1201/sqft in Q1 FY`13 to Rs. 1357/ sqft in Q1 FY`14, registering a growth of 13%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 61/sqft per month in Q1 FY`14

☐ Expansion Plans:

- ☐ During the quarter, 2 new Hyper format store sand 1 super format store were open.
- ☐ Hyper`s & Supers : New stores have been lined up for opening in coming months

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.