CESC Limited

Investor Update –Q4 FY`11

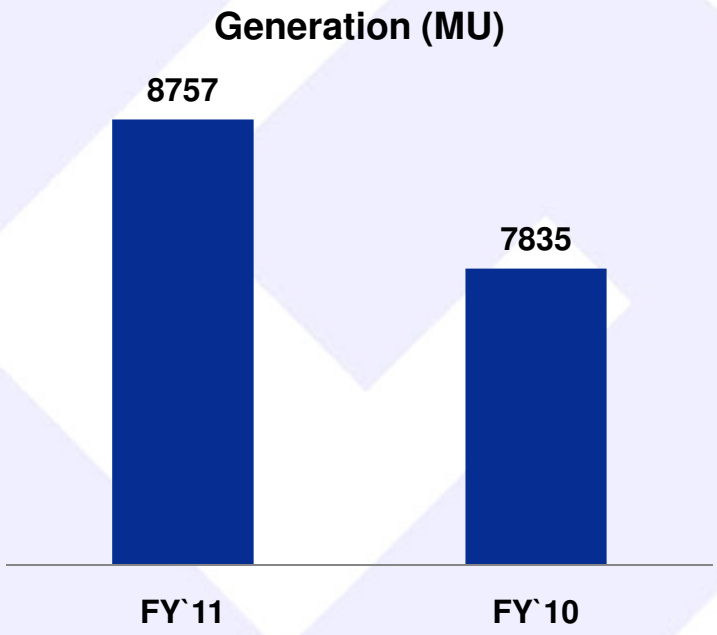
Performance Summary – Q4 FY`11

Components	Q4 FY`11	Q4 FY`10	% Change
Generation (MU)	1826	1949	(6.3%)
Sales (MU)	1757	1773	-
Sales (Rs Cr.)	875	770	13.6%
EBIDTA (Rs Cr.)	266	220	20.9%
Net profit (Rs Cr.)	112	100	12%

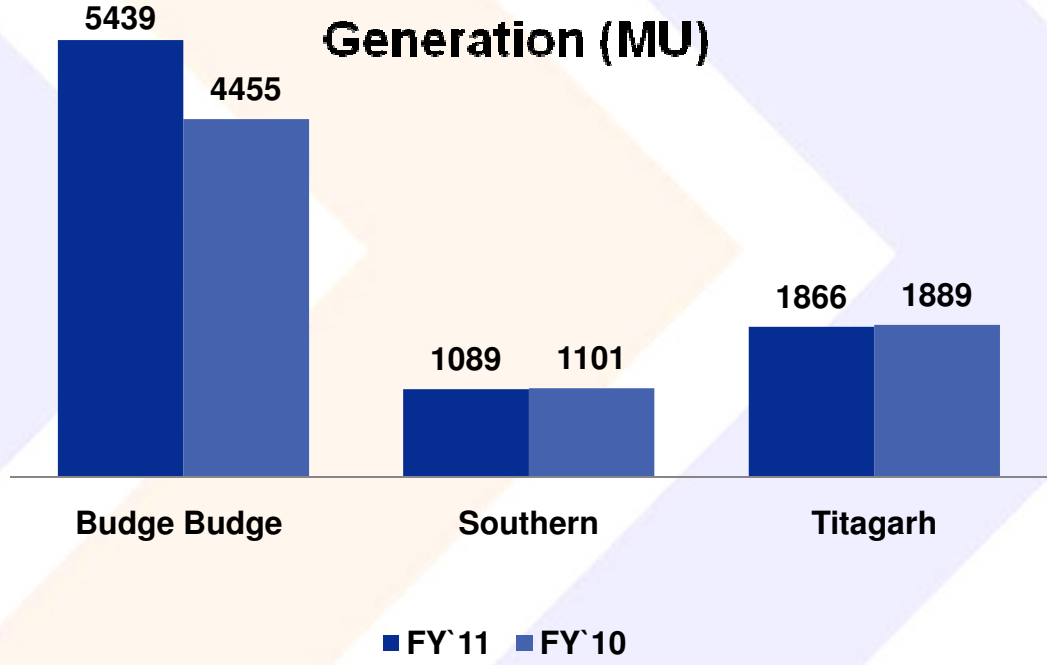
Performance Summary – FY`11

Components	FY`11	FY`10	% Change
Generation (MU)	8757	7835	11.7%
Sales (MU)	8243	7753	6.3%
Sales (Rs Cr.)	4015	3365	19.3%
EBIDTA (Rs Cr.)	1147	906	26.6%
Net profit (Rs Cr.)	487	433	12.5%

Operational Highlights - FY`11

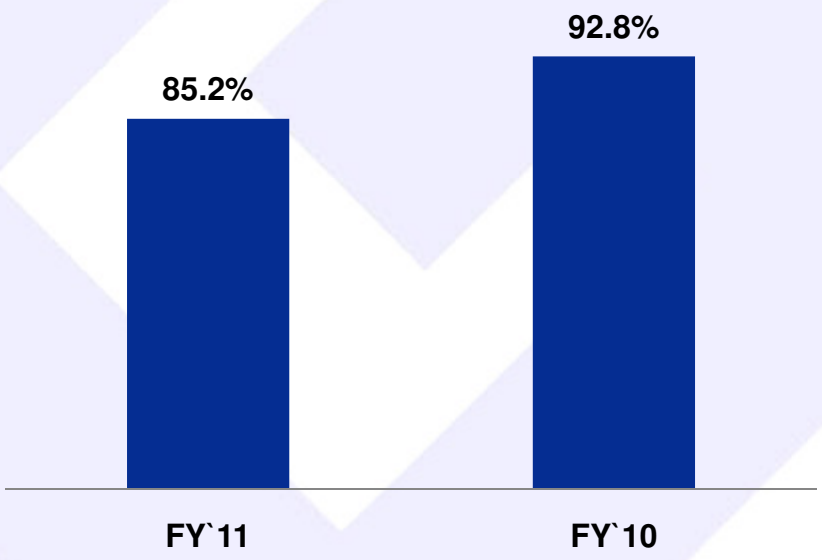


Plant wise break-up of generation



Plant load factor (PLF) – FY`11

PLF (%) – (excl NCGS)

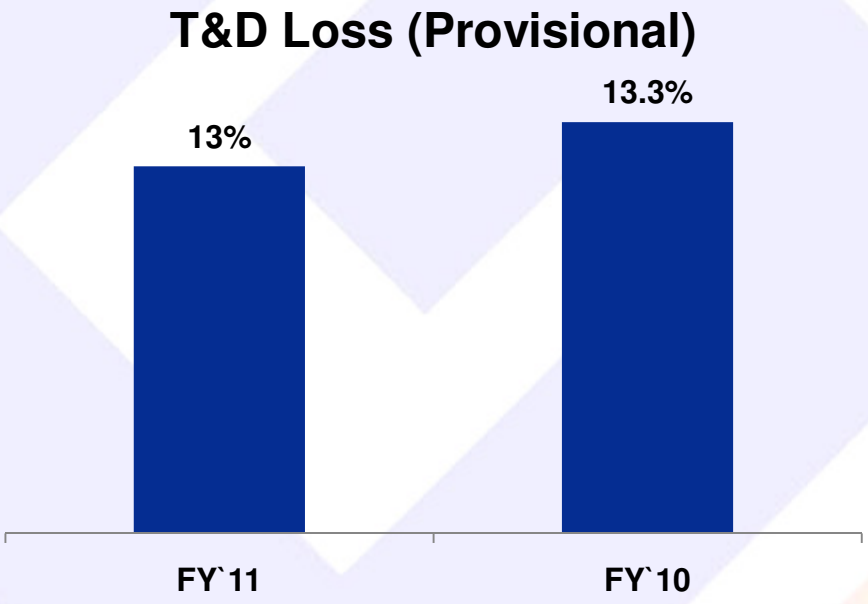


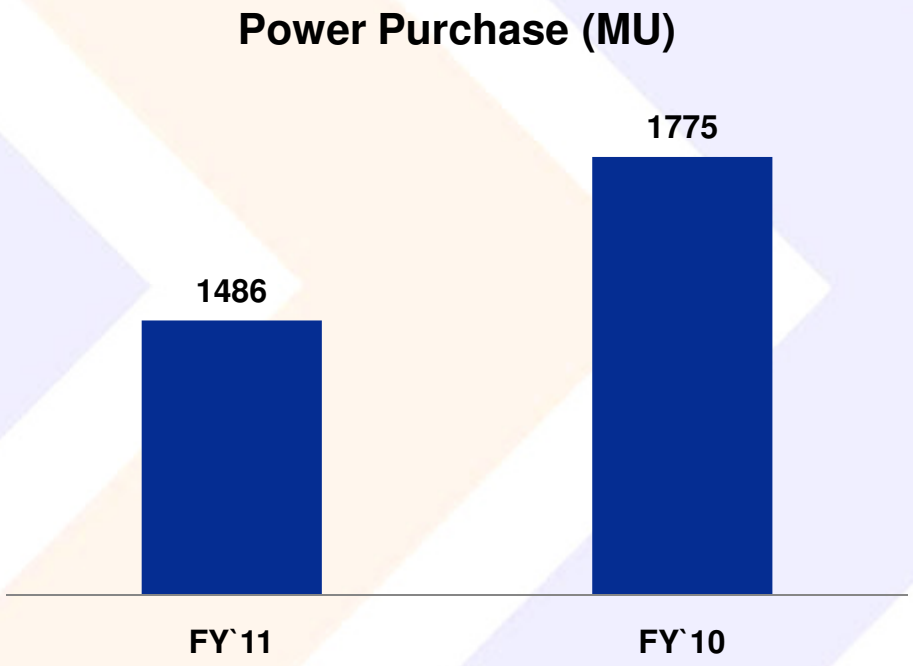
Plant wise PLF is given below

PLF %	Q4 FY`11	Q4 FY`10
Budge Budge	82.8	94.1
Titagarh	88.8	89.8
Southern	92.1	93.1
NCGS**	41.4	44.5

**Old Station

T&D Loss & Power Purchase – FY`11





Status of Projects Under Implementation

- **Haldia Phase 1 (600MW)**
  - Financial closure has been achieved
  - ICB has been completed
  - In principal approval received from WBERC

- **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

RPG

CESC LIMITED

spencer's

MAKES FINE LIVING *affordable*

Spencer's Footprint – April 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	103	2	2	6	12	22
	Punjab	6	0	0	0	5	5
	TOTAL	192	4	3	21	17	45
South 1	Kerala	29	0	2	8	0	10
	T.N	151	1	2	55	0	58
	TOTAL	180	1	4	63	0	68
South 2	Bangalore	73	2	2	11	0	15
	Coastal A.P	88	4	0	11	0	15
	Hyderabad	116	1	3	25	0	29
	TOTAL	277	7	5	47	0	61
TOTAL		949k	21	13	155	21	210

- TA Hypers – 505 K sft
- TA Supers – 86 K sft
- TA Small stores – 335 K sft
- SAS - 23 K sft

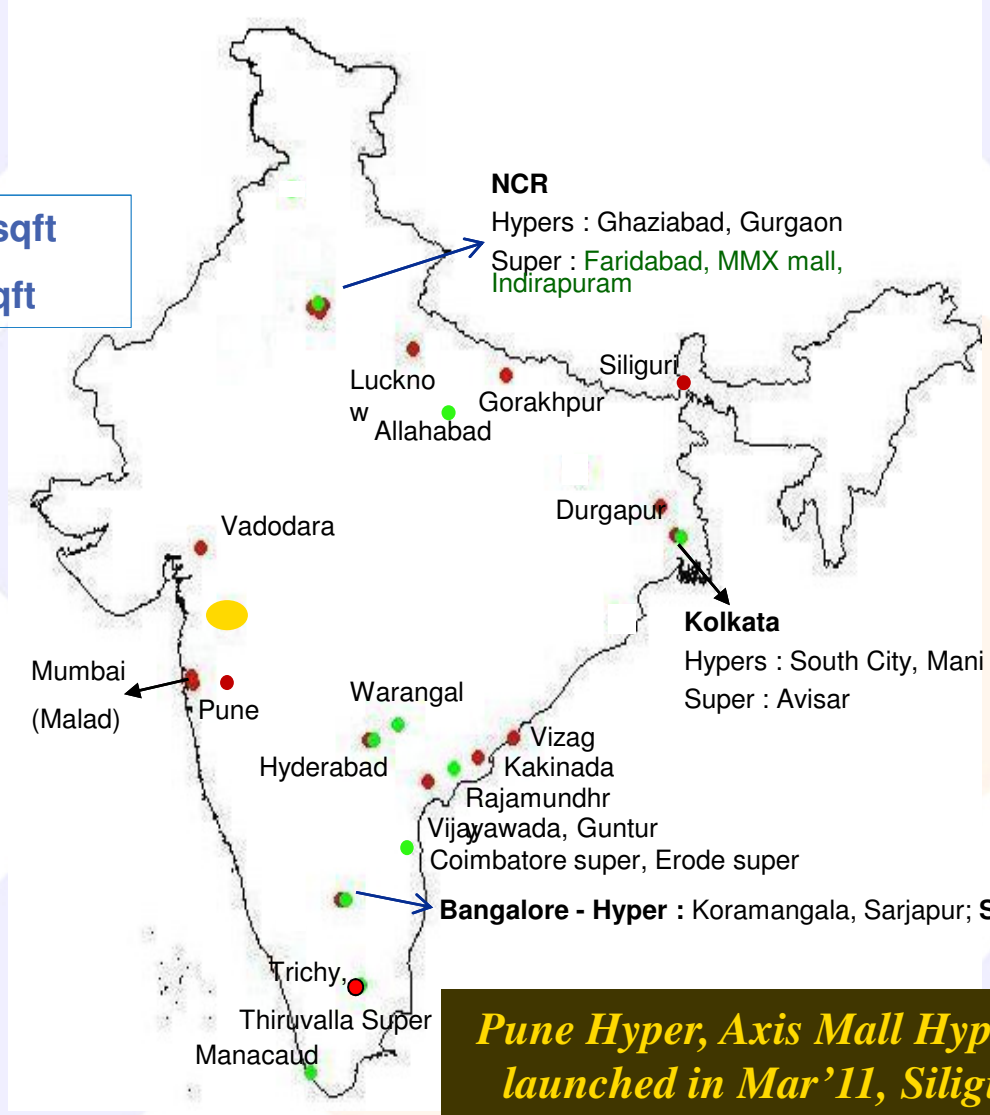
- BHPC - 15 own, 7 franchisee
- au bon pain – 9 cafes

Hyper & Super footprint – April 2011

- Hypers
- Supers

21 Hypers – 505K sqft

13 Supers – 86K sqft



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

Highlights

- **Stores opened in this quarter**
  - 2 Hypers Store opened – Kolkata and Pune
  - 3 Supers Stores opened – Coimbatore, Kerela and NCR
  - 1 BHPC opened in Mumbai and 3 Au Bon Café opened in

- **Improvement in Sales**
  - Sales have increased from Rs.853/sqft in Mar 2010 to Rs.987/sqft in Mar 2011 (same stores)
  - **Store EBITDA /sqft turned positive in June'10**
  - **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 model launched. 7 franchisee stores operational
- **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