



**RP - Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

Investor Update –Q4 FY`12

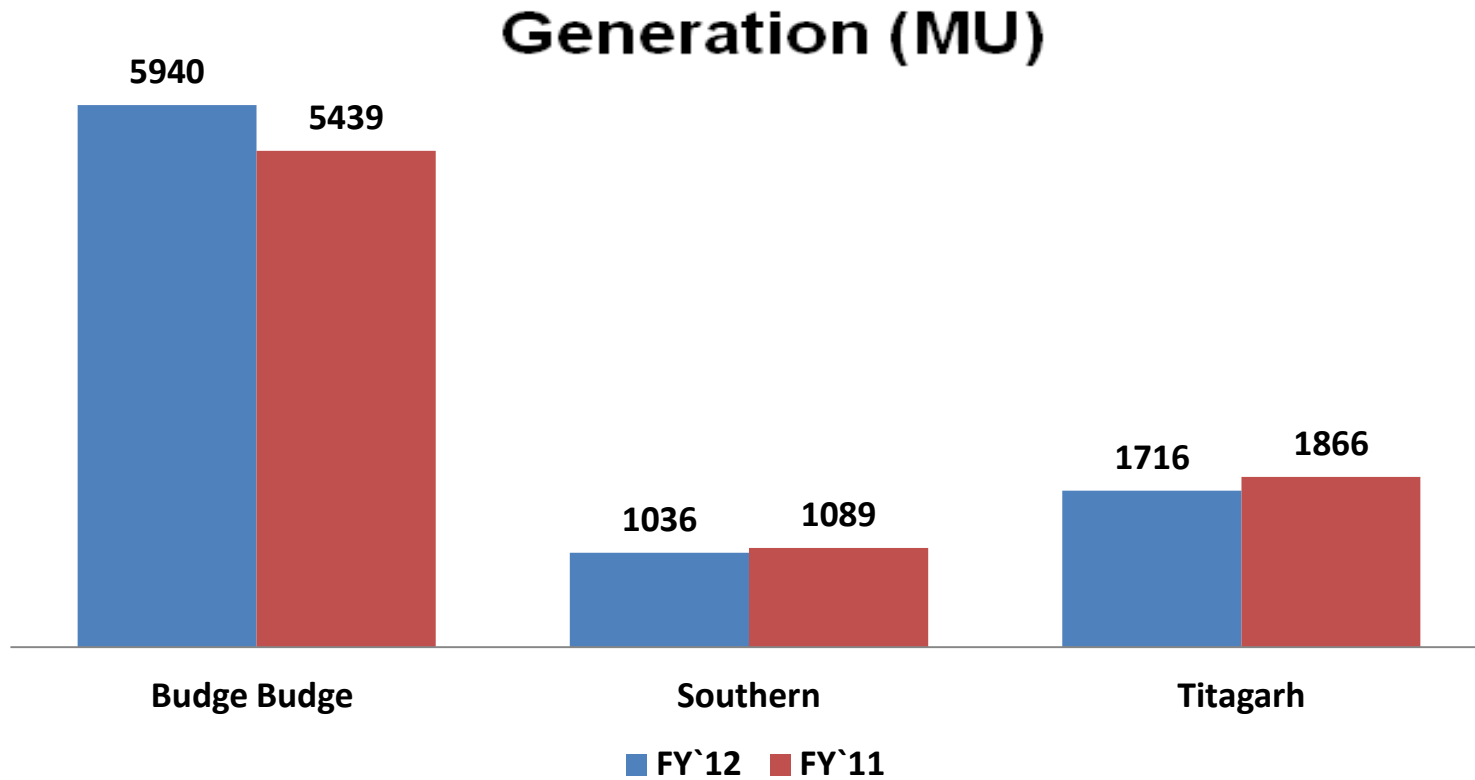
Performance Summary – Q4 FY`12

Components	Q4 FY`12	Q4 FY`11	% Change
Generation (MU)	1997	1826	9%
Sales (MU)	1811	1757	3%
Sales (Rs Cr.)	1379	939	47%
EBIDTA (Rs Cr.)	470	265	77%
Net profit (Rs Cr.)	266	112	137%

Performance Summary – FY`12

Components	FY`12	FY`11	% Change
Generation (MU)	8938	8757	2%
Sales (MU)	8396	8243	2%
Export (MU)	126	108	17%
Sales (Rs Cr.)	4669	4172	12%
EBIDTA (Rs Cr.)	1272	1156	10%
Net profit (Rs Cr.)	565	488	16%

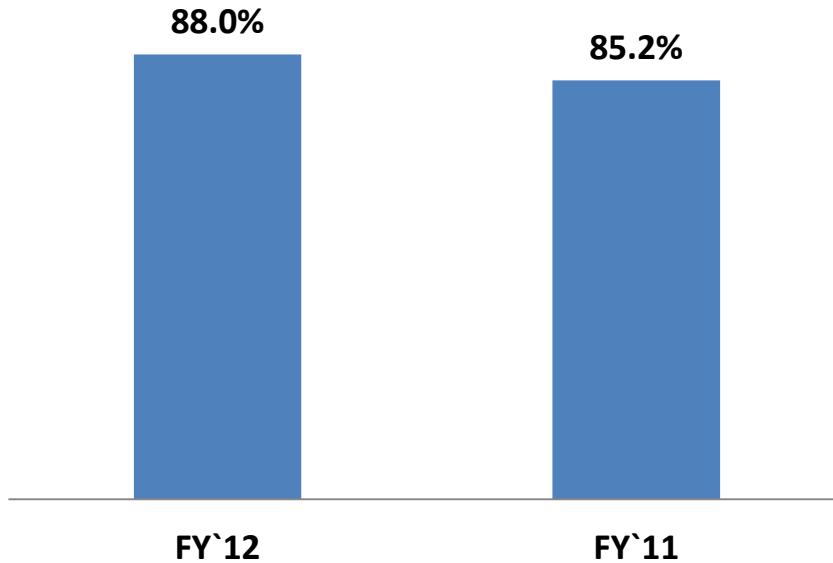
Plant wise Generation – FY`12



Plant load factor (PLF) – FY`12

PLF (%) – (excl NCGS)

Plant wise PLF is given below

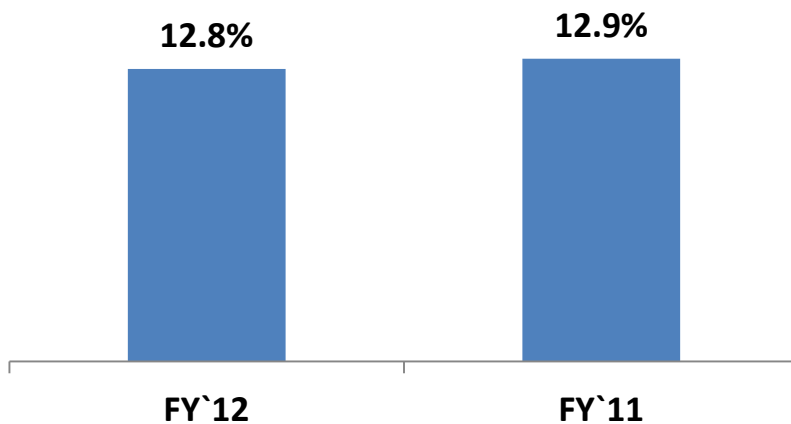


PLF %	FY`12	FY`11
Budge Budge	90.2	82.8
Southern	87.4	92.1
Titagarh	81.4	88.8
NCGS**	28	41.4

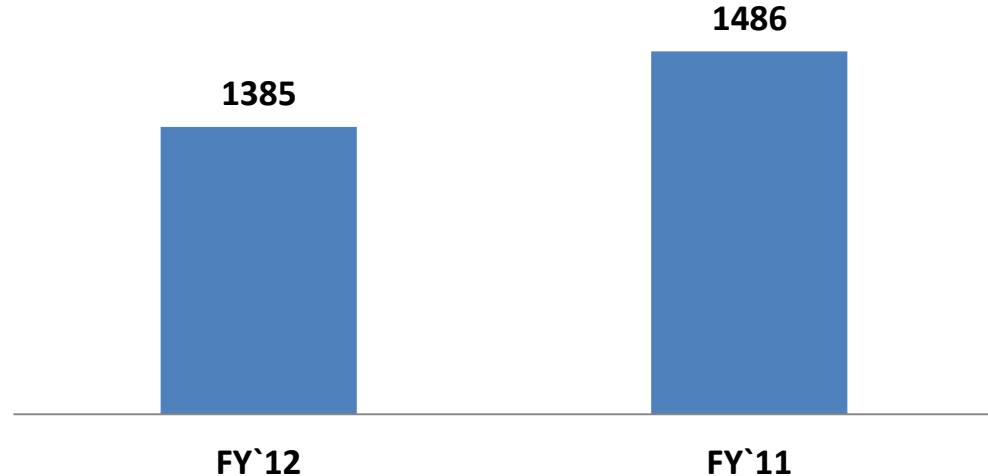
**Old Station

T&D Loss & Power Purchase – FY`12

T&D Loss (Provisional)



Net Power Purchase (MU)



Status of Projects Under Implementation

- ☐ **Haldia Phase 1 (600 MW TPP in Haldia, West Bengal)**
 - ☐ The project is under construction stage and on schedule
- ☐ **Dhariwal Infrastructure Ltd (600 MW TPP in Chandrapur, Maharashtra)**
 - ☐ The project is under construction stage and on schedule
- ☐ **Orissa power project (1320 MW)**
 - ☐ All major approvals has been received, coal linkage has been applied for the project
- ☐ **Jharkhand power project (600 MW)**
 - ☐ Joint allocation of coal block (our share 110 MT) obtained for setting up a 1,000 MW plant
 - ☐ Prospecting license for the mine obtained , Land acquisition for the power plant started
- ☐ **CESC Properties Ltd (100% subsidiary)**
 - ☐ The Shopping Mall at Park Circus is under construction and is expected to be operational in FY`13 end



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Spencer's Footprint – Mar 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	91	2	0	11	0	13
	Gujarat	24	1	0	0	0	1
	TOTAL	115	3	0	11	0	14
North	East UP	114	3	1	14	0	18
	NCR	126	4	2	6	0	12
	Punjab	0	0	0	0	0	0
	TOTAL	240	7	3	20	0	30
South 1	Kerala	30	0	2	8	0	10
	T.N	131	1	2	47	0	50
	TOTAL	161	1	4	55	0	60
South 2	Bangalore	62	2	2	10	0	14
	Coastal A.P	96	4	1	11	0	16
	Hyderabad	153	3	3	24	0	30
	TOTAL	311	9	6	45	0	60
TOTAL		1009K	26	15	141	0	182

- TA Hypers – 606 K sft
- TA Supers – 97 K sft
- TA Small stores – 306K sft

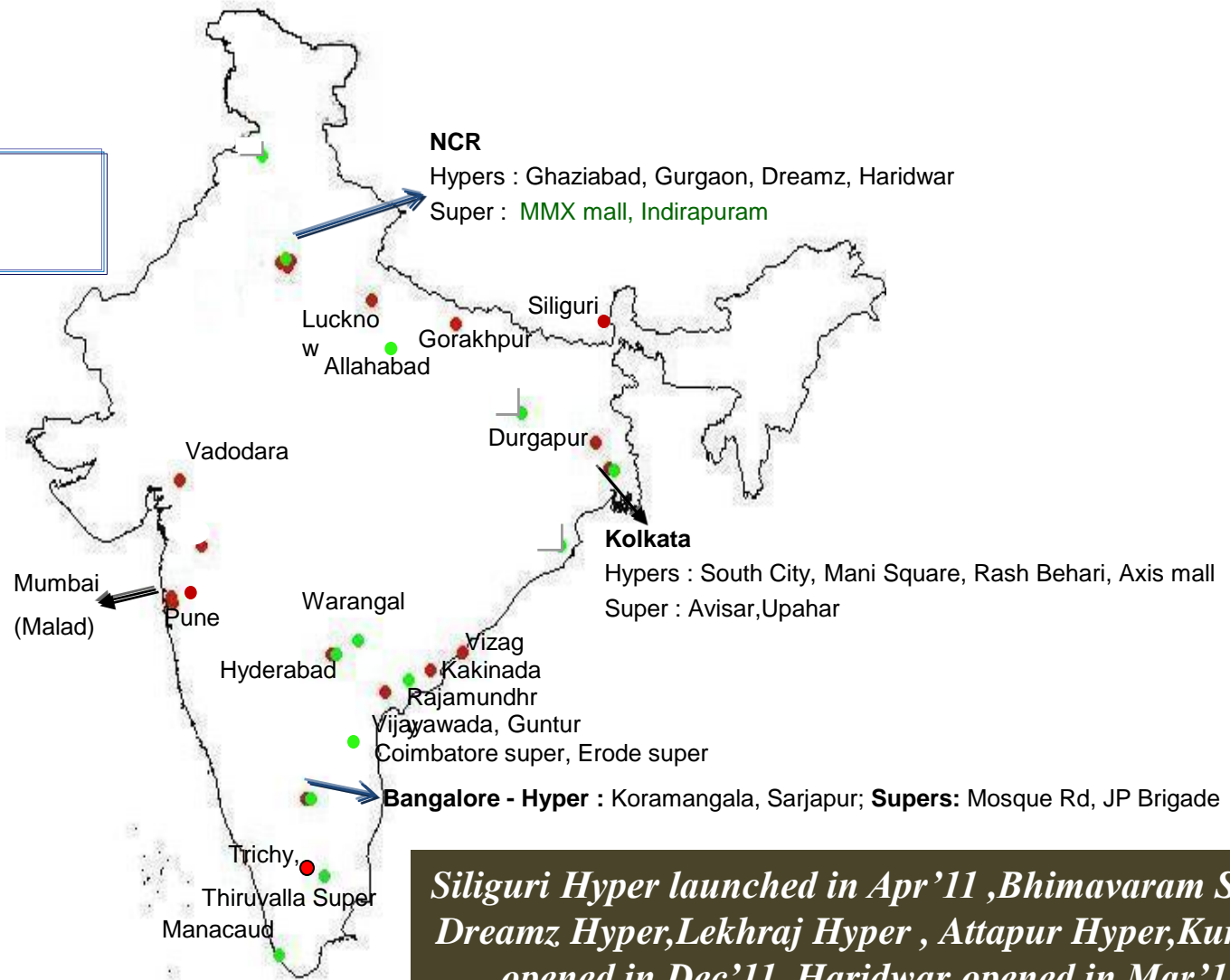
- Au bon pain – 24 cafes

Hyper & Super footprint – Mar 2012

- Hypers
- Supers

26 Hypers – 606K sqft

15 Supers – 97K sqft



Siliguri Hyper launched in Apr'11, Bhimavaram Super, Dreamz Hyper, Lekhraj Hyper, Attapur Hyper, Kurnool opened in Dec'11, Haridwar opened in Mar'12

Highlights Q4 FY`12

☐ **New Stores opened**

- ☐ 1 Hyper Store opened – Haridwar (Uttarakhand)

☐ **Improvement in Sales**

- ☐ Average Sales have increased from Rs.957/sqft in FY`11 to Rs. 1060/ sqft in FY`12, a growth of 9.71%
- ☐ Same stores sales have increased from Rs.1000/sqft in FY`11 to Rs. 1147/ sqft in FY`12, a growth of 14.7%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 32/sqft per month FY`12 (appx)

Expansion Plans:

- ☐ Hypers & Supers : New stores have been lined up for opening in coming months
- ☐ 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