



**RP-Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

Investor Update –Q4 FY`13

Performance Summary –FY`13

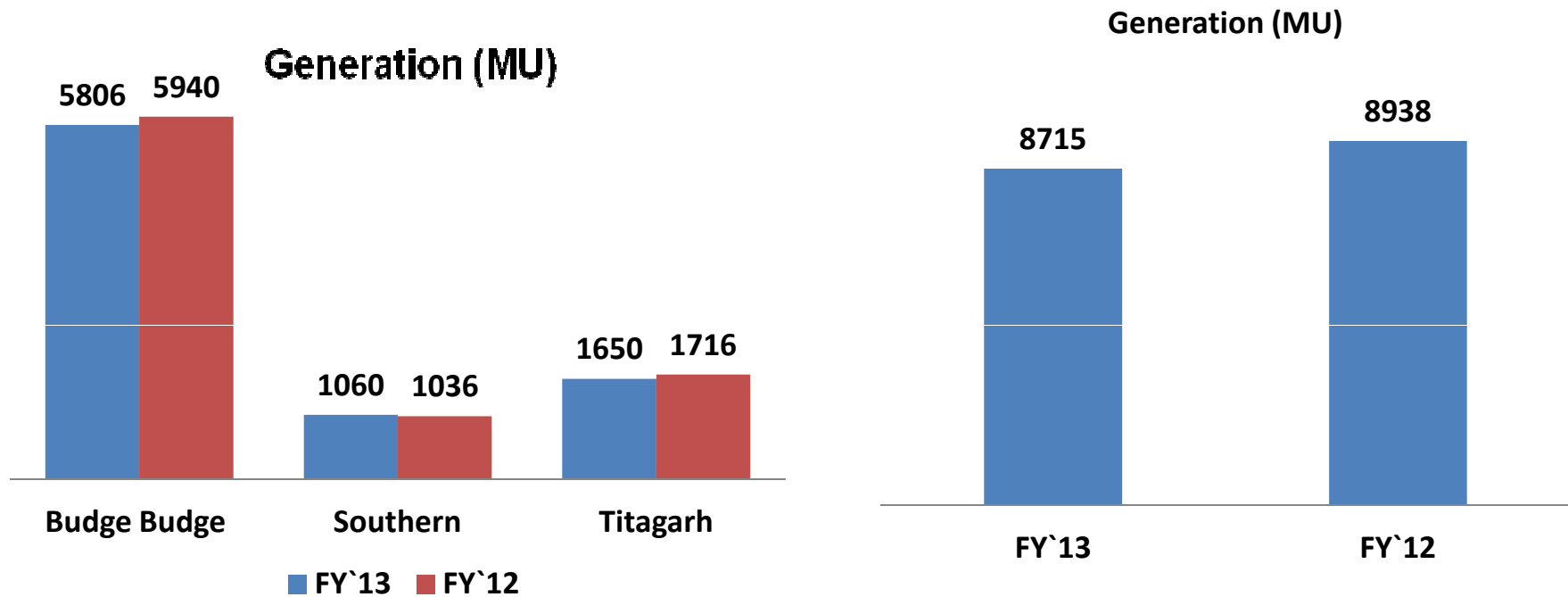
Components	FY`13	FY`12	% Change
Generation (MU)	8715	8938	(2.5%)
Total Sales (MU)	8603	8396	2.5%
Sales (Rs Cr.)	5317	4681	13.6%
EBIDTA (Rs Cr.)	1417	1259	12.5%
Net profit (Rs Cr.)	618	554	11.5%

The Board of Directors has recommended a dividend of Rs. 7 per share for 2012-13

Performance Summary – Q4 FY`13

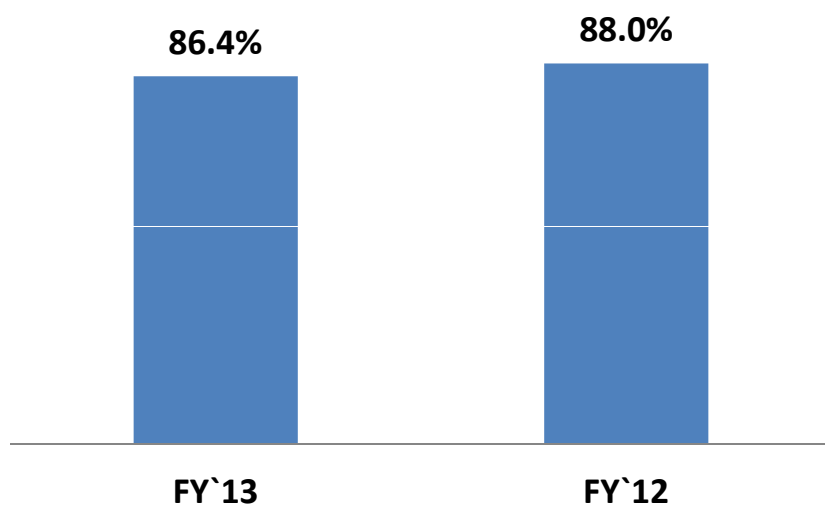
Components	Q4 FY`13	Q4 FY`12	% Change
Generation (MU)	1794	1997	(10%)
Total Sales (MU)	1803	1811	-
Sales (Rs Cr.)	1513	1391	10%
EBIDTA (Rs Cr.)	481	457	5%
Net profit (Rs Cr.)	256	255	-

Plant wise Generation – FY`13



Plant load factor (PLF) – FY`13

PLF (%) – (excl NCGS)



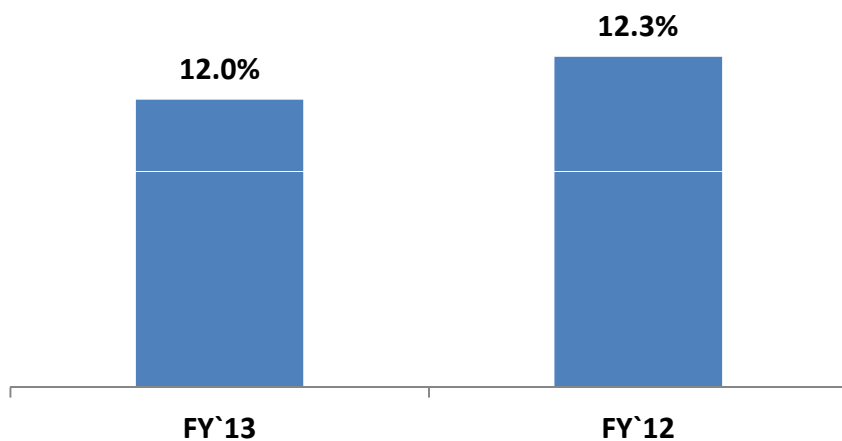
Plant wise PLF is given below

PLF %	FY`13	FY`12
Budge Budge	88.4%	90.2%
Southern	89.6%	87.4%
Titagarh	78.5%	81.4%
NCGS**	22.7%	28%

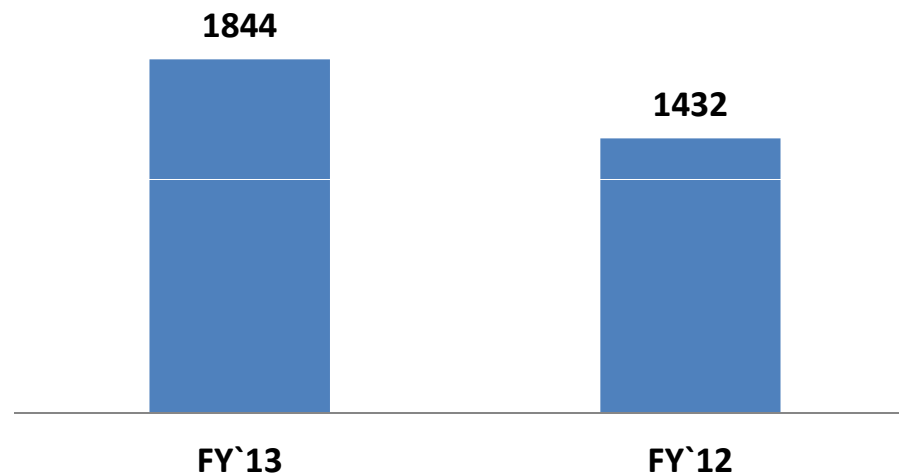
**Old Station

T&D Loss & Power Purchase – FY`13

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 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 July 2013 and of 2nd unit by Sept 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 July'13
- ❑ CESC has won the distribution franchisee for Ranchi, Jharkhand via a competitive bidding. Formal handover would take place over next few months. The Ranchi distribution circle currently has an annual revenue Rs.400 crs and around 3 lakhs consumers.

Wind Power Project

- ❑ Surya Vidyut Ltd, a fully owned subsidiary of CESC has commissioned a total of 24 MW wind power project in Jaisalmer, Rajasthan
- ❑ The project consist of 12 WTGs of 2 MW each
- ❑ The first phase of 14 MW was commissioned in Jan 2013 and the PPA was signed with Jaipur Vidyut Vitran Nigam Ltd (JVVNL) for 25 years
- ❑ The second phase of 10 MW was commissioned in March 2013 and the PPA was signed with Ajmer Vidyut Vitran Nigam Ltd (JVVNL) for 25 years
- ❑ CESC plans to increase its presence in the wind business, driven by favorable tariff regime and positive long term outlook for renewable energy



CESC wind sites in Jaisalmer, Rajasthan

Firstsource Solutions Ltd – Financials FY`13

- ❑ Revenues of Rs. 2818 crs, up 25.0% Y-o-Y compared to Rs. 2255 crs for the year ended March 2012
- ❑ Operating EBIT of Rs.191 crs, up 99.5% Y-o-Y compared to Rs. 96 crs for the year ended March 2012
- ❑ Operating EBIT margins at 6.8% for the current year, up by 260 bps compared to year ended March 2012
- ❑ Profit after tax of Rs. 147 crs, up 136.3% Y-o-Y compared to Rs.62 crs for the year ended March 2012
- ❑ EPS for the year is Rs.2.91 (basic) and Rs. 2.82 (diluted)
- ❑ Employee strength at 31,872 as of March 31, 2013 compared to 30,086 as of March 31, 2012, net addition of 1,786 employees during the year
- ❑ CESC has completed the acquisition of 56.86% shares of Firstsource Solutions Ltd via Spen Liq Private Limited (“Spen Liq”), its wholly owned subsidiary, thereby making them the principal shareholder.



Spencer's Footprint – Mar 2013

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	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	124	4	2	5	0	11
	TOTAL	238	7	3	19	0	29
South 1	Kerala	17		1	4	0	5
	T.N	98	1	2	33	0	36
	TOTAL	115	1	3	37	0	41
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		877 K	25	14	92	0	131

- TA Hypers – 577 K sft
- TA Supers – 93 K sft
- TA Small stores – 207 K sft

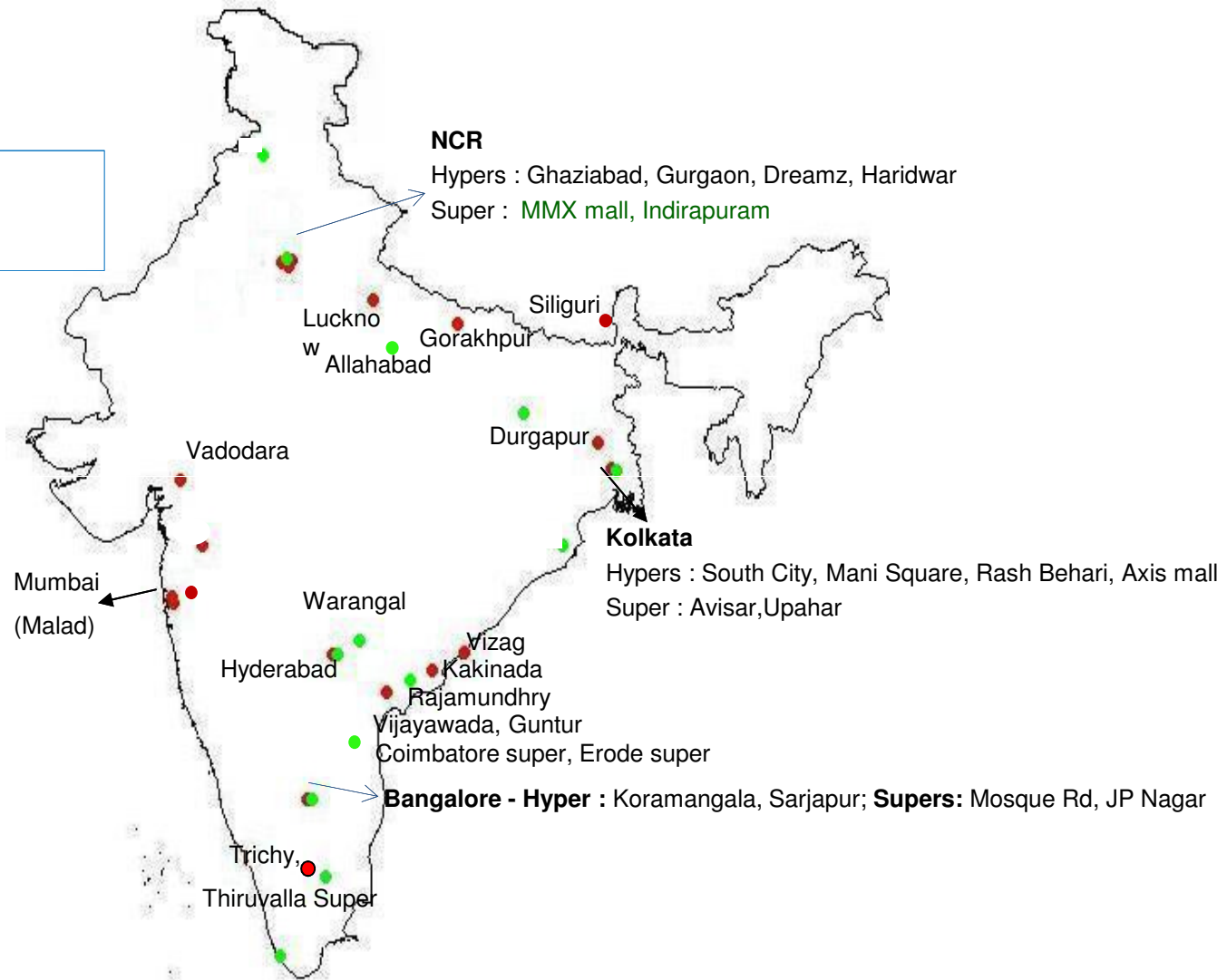
- Au bon pain – 24 cafes

Hyper & Super footprint – Mar 2013

- Hypers
- Supers

25 Hypers – 577 K sqft

14 Supers – 93 K sqft



Highlights Q4 FY`13

❑ Improvement in Sales

- ❑ Average sales have increased from Rs.1060/sqft per month in FY`12 to Rs. 1226/ sqft per month in FY`13, registering a growth of 15.7%
- ❑ Same stores sales have increased from Rs.1108/sqft per month in FY`12 to Rs. 1306/ sqft per month in FY`13, registering a growth of 17.8%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 50/sqft per month for FY`12-13

❑ Expansion Plans:

- ❑ Hyper`s & Supers : New stores have been lined up for opening in coming months
- ❑ Lever for Growth: Private Label

New Roll Out Plan - For FY-14

STORE LOCATION	MOP	HYPER
Kolkata*	Apr-13	39050
Dhanbad	Jun-13	19500
Raipur	Jan-14	30000
Kolkata	Jan-14	22000
Kolkata	Nov-13	26000
Aligarh	Oct-13	19000
Greater Noida	Jan-14	35000
Bhopal	Oct-13	35000
Rajamundry	Jan-14	12000
Lucknow	Jul-13	23295
Chennai	May-13	19975
Hyderabad	Jan-14	19190
	Total	300000

* Store opened

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.