



**RP - Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

Investor Update –Q4 FY`14

Performance Summary – FY`14

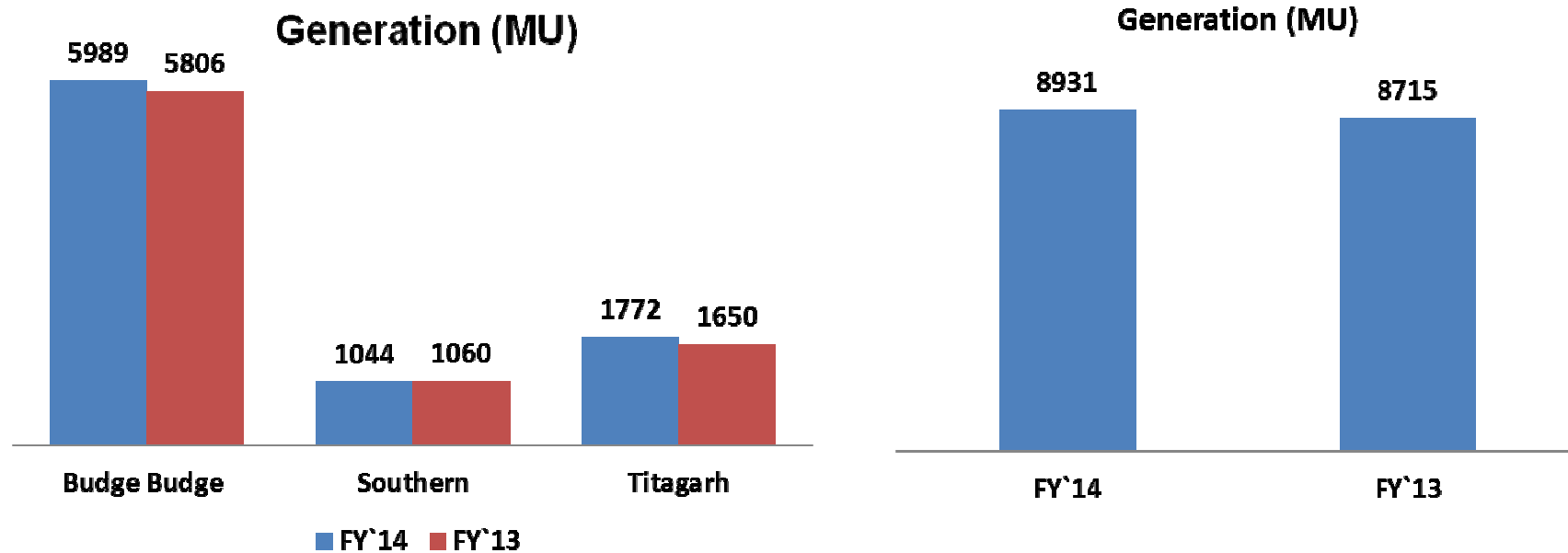
Components	FY`14	FY`13	% Change
Generation (MU)	8931	8715	2.5%
Total Sales (MU)	8691	8603	1%
Sales (Rs Cr.)	5510	5303	3.9 %
EBIDTA (Rs Cr.)	1533	1417	8.2 %
Net profit (Rs Cr.)	652	618	5.5 %

**The Board of Directors has recommended a dividend of Rs. 8 per share for 2013-14
(Highest in the history of CESC)**

Performance Summary – Q4 FY`14

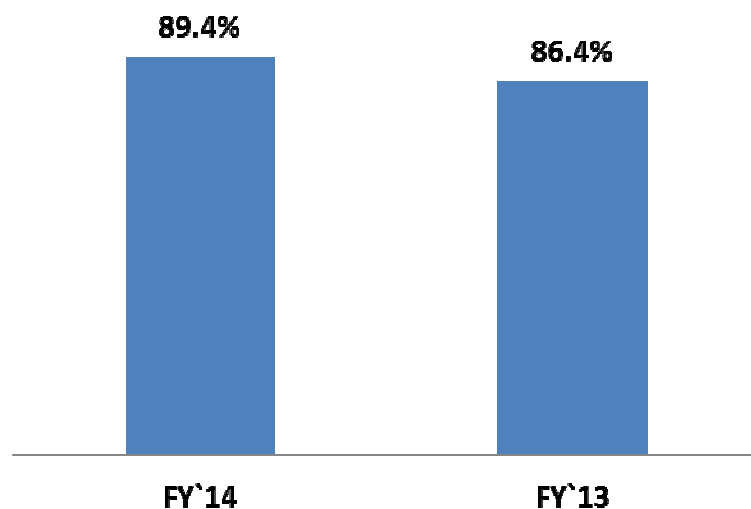
Components	Q4 FY`14	Q4 FY`13	% Change
Generation (MU)	1937	1791	8.1 %
Total Sales (MU)	1806	1803	-
Sales (Rs Cr.)	1246	1510	(17.5%)
EBIDTA (Rs Cr.)	471	481	(2%)
Net profit (Rs Cr.)	243	256	(5%)

Plant wise Generation – FY`14



Plant load factor (PLF) – FY`14

PLF (%) – (excl NCGS)

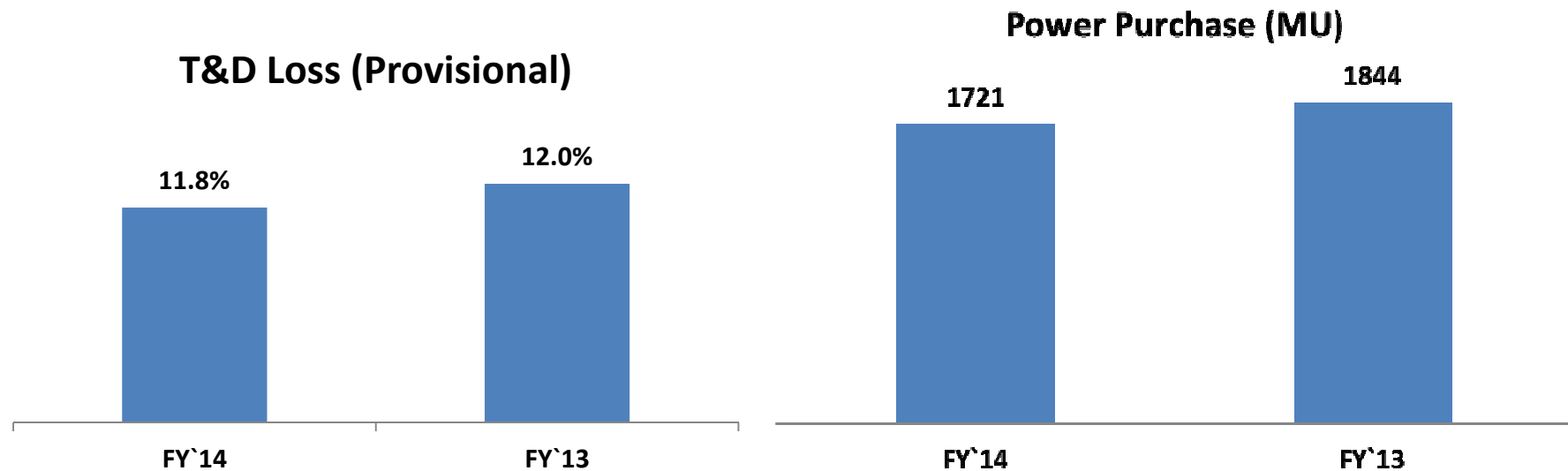


Plant wise PLF is given below

PLF %	FY`14	FY`13
Budge Budge	91.2%	88.4%
Southern	88.3%	89.6%
Titagarh	84.3%	78.5%
NCGS**	14.3%	22.7%

**Old Station

T&D Loss & Power Purchase – FY`14



Status of Projects Under Implementation

☐ **Haldia Phase 1 (300x2 MW TPP in Haldia, West Bengal)**

- ☐ The project is undergoing construction and shall be commissioned in FY`14-15

☐ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**

- ☐ First unit of 300 MW has been commissioned on 11th Feb 2014
- ☐ Long Term PPA for 100 MW signed with TANGEDCO

☐ **CESC Properties Ltd (100% subsidiary)**

- ☐ Quest Mall has been inaugurated on 30th September 2013
- ☐ Large number of Retail brands are already up and running. Others brands are expected to open their store in coming months.
- ☐ 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.

Firstsource Solutions Limited – FY`14

- ❑ Revenues for FY 2013-14 stood at Rs. 3,106 crs, a growth of 10.2% over FY 2012-13.
- ❑ FSL earned an Operating EBIT of Rs. 286 crs for the year ended March 2014, up 49.8% over FY 2012-13.
- ❑ PAT of Rs. 193 crs for the year ended March 2014, up 31.6% over FY 2012-13.
- ❑ EPS for the year is Rs. 2.93 (basic) and Rs. 2.82 (diluted).
- ❑ Debt repayment: Firstsource Group USA, wholly owned subsidiary of Firstsource Solutions successfully made the principal repayment of USD 45 million during the year.
- ❑ Employee strength at 27,666 as of March 31, 2014. Reduction of 4,200 employees during the year
- ❑ As of March 31, 2014, Firstsource derived 48% revenues from the US, 36% from UK and 16% from Rest of World, including India.
- ❑ As of March 31, 2014, Firstsource derived 43% revenues from Telecom & Media, 34% from Healthcare, 22% from BFSI and 1% from others.



Spencer's Footprint – March 2014

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL	<ul style="list-style-type: none"> • TA Hypers – 800 K sft • TA Supers – 93 K sft • TA Small stores – 183 K sft
East	WB	308	10	2	11	0	23	
	TOTAL	308	10	2	11	0	23	
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	196	7	3	5	0	15	
	TOTAL	310	10	4	19	0	33	
South 1	Kerala	17		1	4	0	5	• Au bon pain – 30 cafes
	T.N	92	2	1	23	0	26	
	TOTAL	109	2	2	27	0	31	
South 2	Bangalore	41	2	1	1	0	4	
	Coastal A.P	93	4	1	8	0	13	
	Hyderabad	155	4	3	15		22	
	TOTAL	289	10	5	24	0	39	
TOTAL		1076 K	34	13	81	0	128	

Spencer's has focused geographical presence and planning growth

34 hyper stores across 5 regions ; 94 smaller stores focused in 3 main regions



Planning to open 12-14 new hyper stores in FY`14-15

Hyper defined as clear focus area

12-14 new hyper stores to be opened in FY` 14-15

- All stores currently on track for possession and opening in next year
- Similar expansions in future years

New stores to be opened in the existing 5 regions

- No new regions to be tapped

Small stores to continue as-is

- Profitable at store level
- Potential realignment in Step 2

Beginning to generate local scale in some geographies

Highlights FY`14

☐ Improvement in Sales

- ☐ Average sales have increased from Rs.1226/sqft per month in FY`13 to Rs. 1305/ sqft per month in FY`14, registering a growth of 6.5%
- ☐ Same stores sales have increased from Rs.1284/sqft per month in FY`13 to Rs. 1383/ sqft per month in FY`14, registering a growth of 7.7%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 59/sqft per month for FY`13-14
- ☐ In FY`14, Spencer`s Retail launched 9 new Hypers, 1 Super and 1 daily stores across the country

☐ Expansion Plans:

- ☐ Spencer`s Retail plans to launch 10 new stores in 2014-15

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.