



**RP - Sanjiv Goenka  
Group**

**Growing Legacies**

**CESC Limited**

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*Investor Update –Q2 FY`12*

## Performance Summary – Q2 FY`12

Components	Q2 FY`12	Q2 FY`11	% Change
Generation (MU)	2356	2342	1%
Sales (MU)	2324	2224	5%
Sales (Rs Cr.)	1241	1105	12.3%
EBIDTA (Rs Cr.)	289	335	(13.7%)
Net profit (Rs Cr.)	114	155	(26.4%)

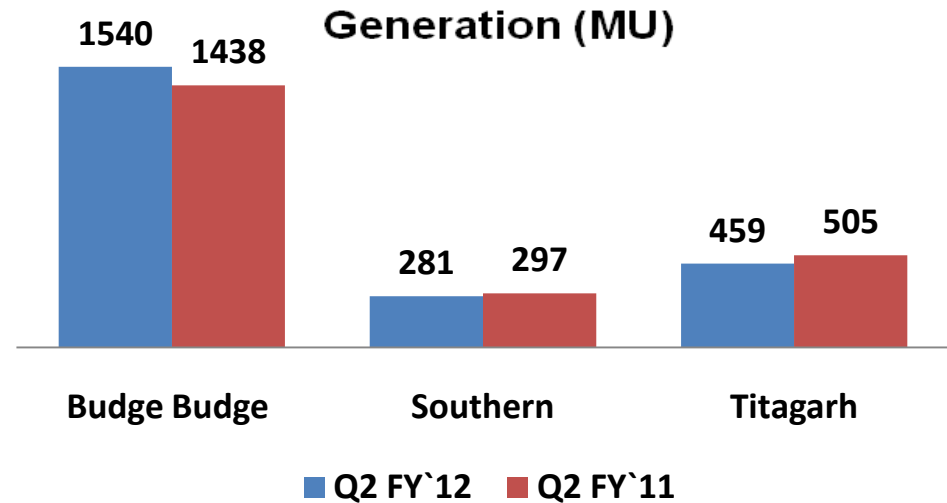
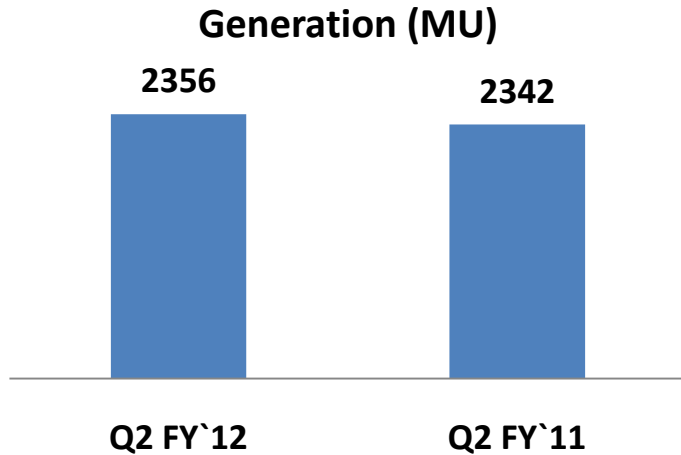
The tariff order for 2011-12 is awaited and the billing to consumers have been done on the basis of existing applicable regulations

# Performance Summary – H1 FY`12

Components	H1 FY`12	H1 FY`11	% Change
<b>Generation (MU)</b>	4751	4786	-
<b>Sales (MU)</b>	4580	4545	1%
<b>Sales (Rs Cr.)</b>	2424	2201	10%
<b>EBIDTA (Rs Cr.)</b>	569	606	(6%)
<b>Net profit (Rs Cr.)</b>	225	265	(15%)

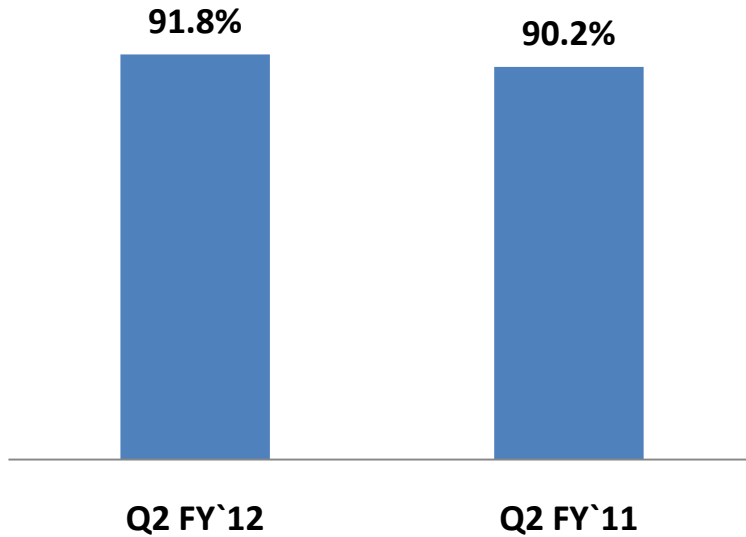
# Operational Highlights – Q2 FY`12

## Plant wise break-up of generation



# Plant load factor (PLF) – Q2 FY`12

**PLF (%) – (excl NCGS )**



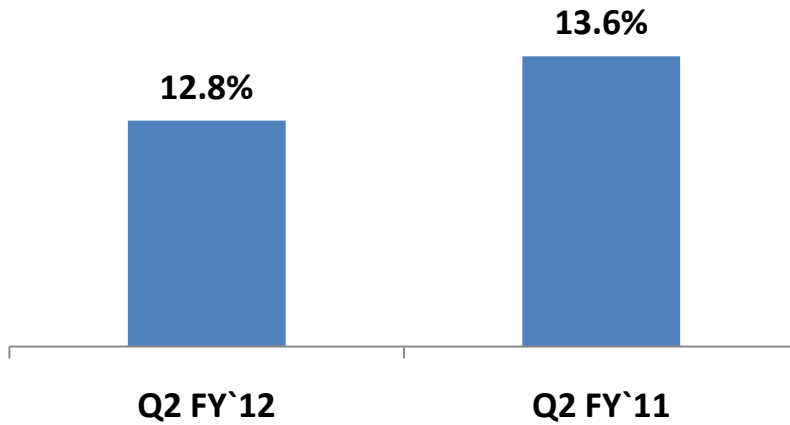
**Plant wise PLF is given below**

PLF %	Q2 FY`12	Q2 FY`11
Budge Budge	93	86.9
Titagarh	86.6	95.2
Southern	94.3	99.6
NCGS**	34.6	46.3

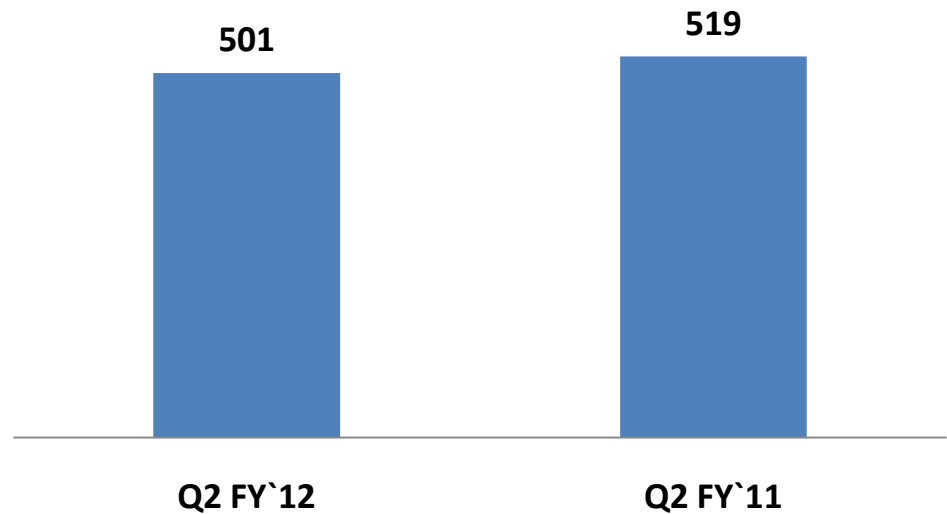
\*\*Old Station

# T&D Loss & Power Purchase – Q2 FY`12

**T&D Loss (Provisional)**



**Power Purchase (MU)**



# Status of Projects Under Implementation

- ☐ **Haldia Phase 1 (600MW)**
  - ☐ The BoP order has been placed to Punj Lloyd Ltd
  - ☐ The BTG order has been placed to Shanghai Electric Group
  
- ☐ **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)**
  - ☐ Major approvals has been received
  - ☐ Coal linkage has been applied for the project

# Status of Projects Under Implementation

## ☐ **Jharkhand power project (600 MW)**

- ☐ Joint allocation of coal block (our share 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





**spencer's**

MAKES FINE LIVING *affordable*

# Spencer's Footprint – Sept 2011

Regions	States	TA ('000)	Hypers >15 k	Supers 3k - 15k	Dailies <3k	SAS	TOTAL
East	WB	177	6	1	10	0	17
	TOTAL	177	6	1	10	0	17
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	114	3	1	14	0	18
	NCR	108	3	2	6	5	16
	Punjab	4	0	0	0	3	3
	TOTAL	226	6	3	20	8	37
South 1	Kerala	30	0	2	8	0	10
	T.N	136	1	2	47	0	50
	TOTAL	166	1	4	55	0	60
South 2	Bangalore	74	2	2	12	0	15
	Coastal A.P	96	4	1	11	0	16
	Hyderabad	137	2	3	25	0	29
	TOTAL	307	8	6	48	0	62
<b>TOTAL</b>		<b>996k</b>	<b>24</b>	<b>14</b>	<b>145</b>	<b>12</b>	<b>195</b>

- TA Hypers – 571 K sft
- TA Supers – 95 K sft
- TA Small stores – 316K sft
- SAS - 14 K sft

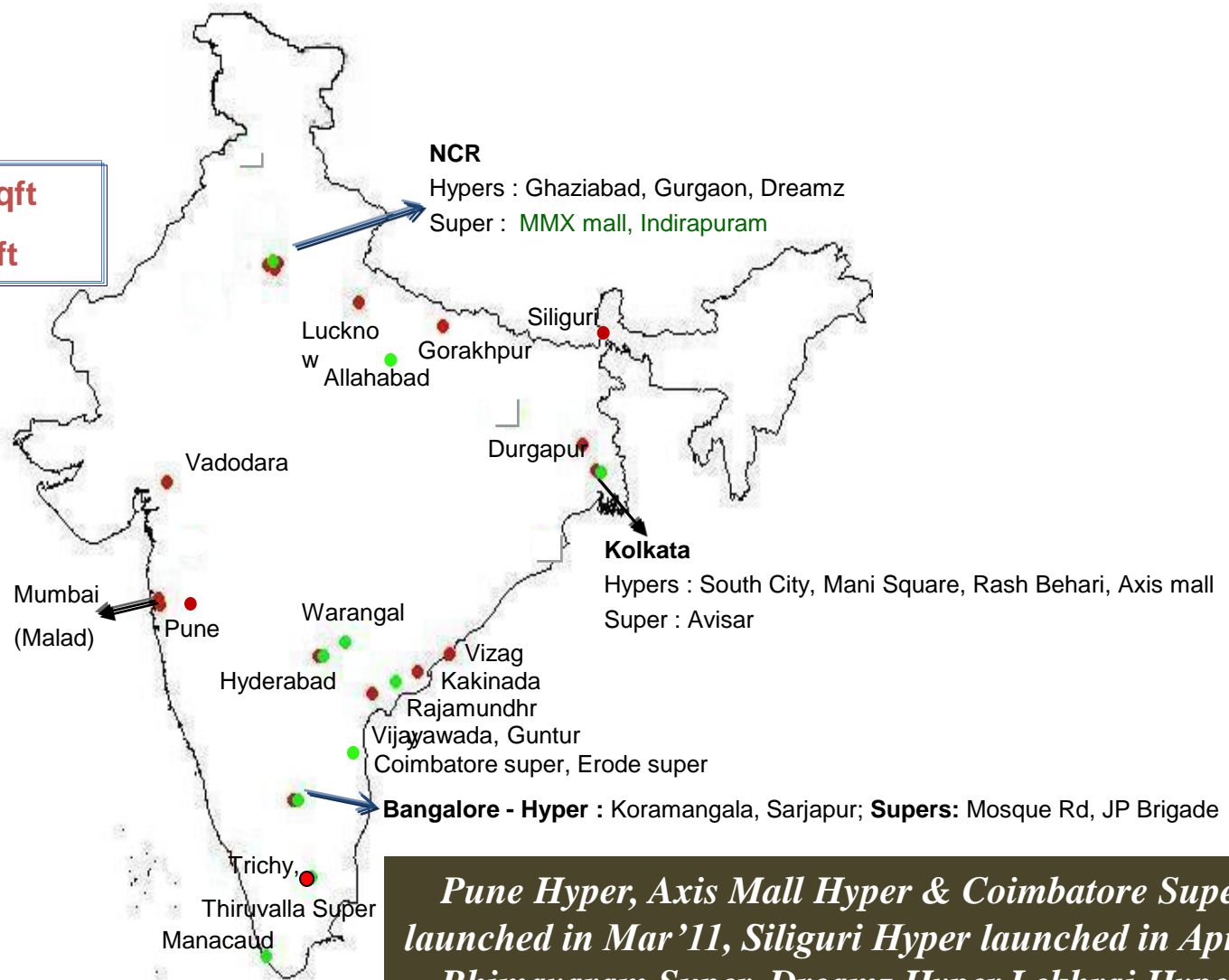
- BHPC - 12 own, 9 franchisee
- au bon pain – 19 cafes

# Hyper & Super footprint – Sep 2011

- Hypers
- Supers

24 Hypers – 571K sqft

14 Supers – 95K sqft



*Pune Hyper, Axis Mall Hyper & Coimbatore Super launched in Mar'11, Siliguri Hyper launched in Apr'11, Bhimavaram Super, Dreamz Hyper, Lekhraj Hyper, Attapur Hyper-launched upto Sep-11*

# Highlights

## ☐ **New Stores opened**

- ☐ 4 Hyper Store opened – Siliguri (West Bengal), Dreamz (NCR), Lekhraj (East UP), Attapur (Hyderabad)
- ☐ 1 Super Stores opened – Bhimavaram (AP)
- ☐ 4 BHPC stores opened and 6 Au Bon Café opened

## ☐ **Improvement in Sales**

- ☐ Average Sales have increased from Rs.940/sqft in H1 FY`11 to Rs. 1066/ sqft in H1 FY`12, a growth of 13.4%
- ☐ Same stores sales have increased from Rs.981/sqft in H1 FY`11 to Rs. 1146/ sqft in H1 FY`12, a growth of 18.8%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 31/sqft per month H1 FY`12
- ☐ 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 stores are being rolled out
- ☐ 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