



**RP-Sanjiv Goenka
Group**

Growing Legacies

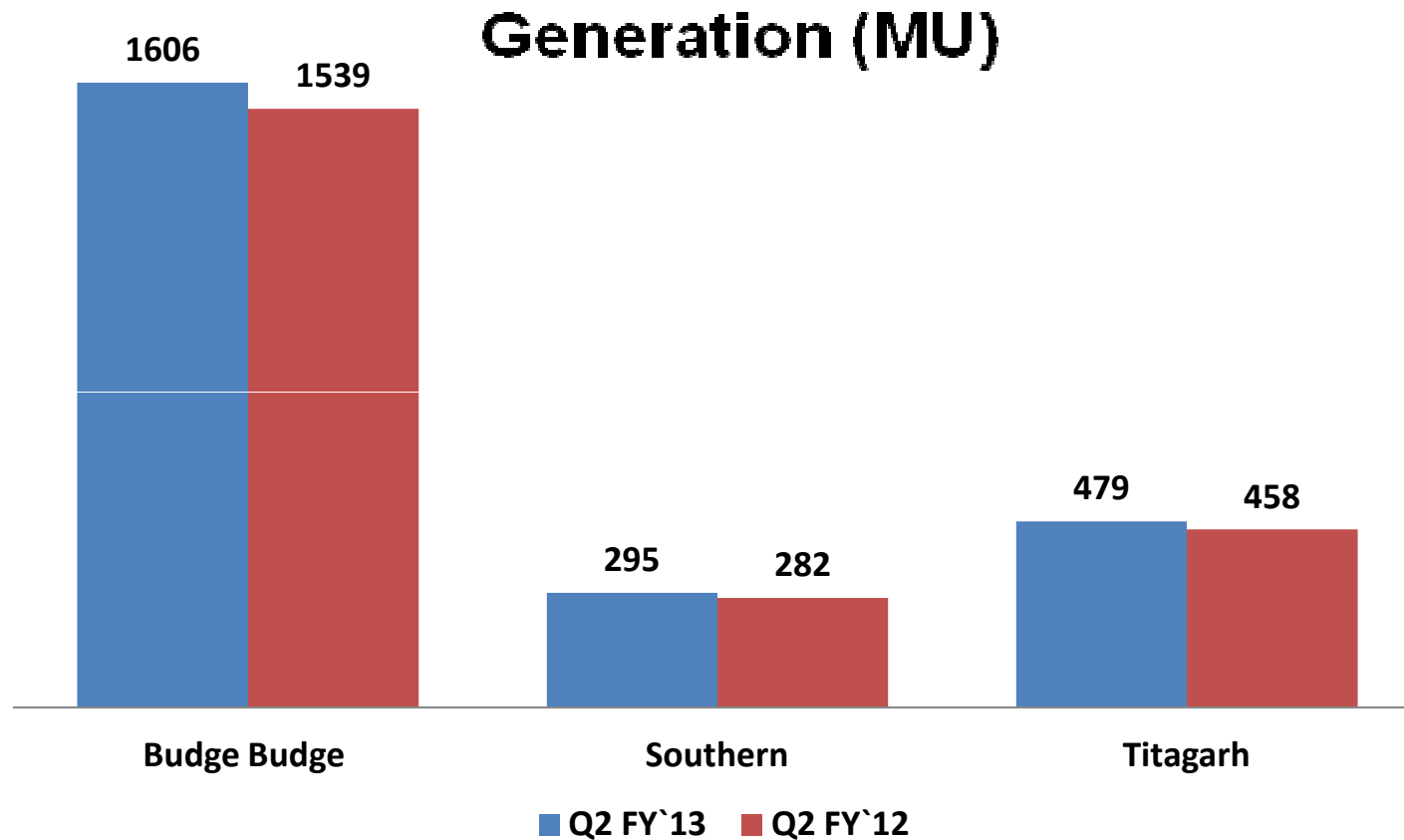
CESC Limited

Investor Update –Q2 FY`13

Performance Summary – Q2 FY`13

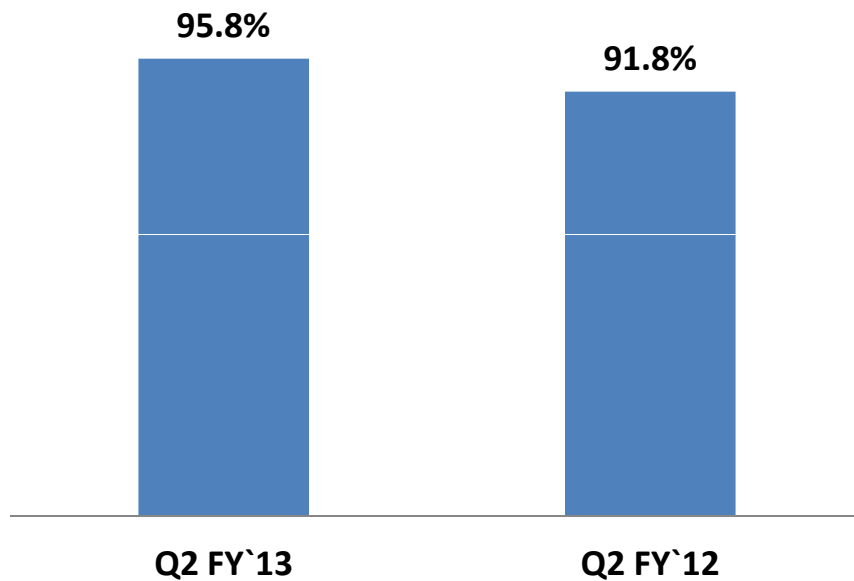
Components	Q2 FY`13	Q2 FY`12	% Change
Generation (MU)	2426	2355	3%
Total Sales (MU)	2364	2320	2%
Sales (Rs Cr.)	1344	1174	15%
EBIDTA (Rs Cr.)	311	260	20%
Net profit (Rs Cr.)	136	114	19%

Plant wise Generation – Q2 FY`13



Plant load factor (PLF) – Q2 FY`13

PLF (%) – (excl NCGS)



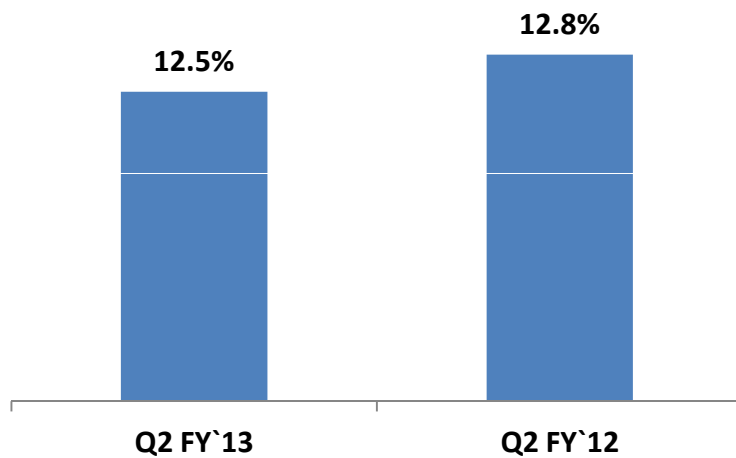
Plant wise PLF is given below

PLF %	Q2 FY`13	Q2 FY`12
Budge Budge	97%	93%
Southern	99%	94.6%
Titagarh	90.4%	86.5%
NCGS**	20.8%	34.3%

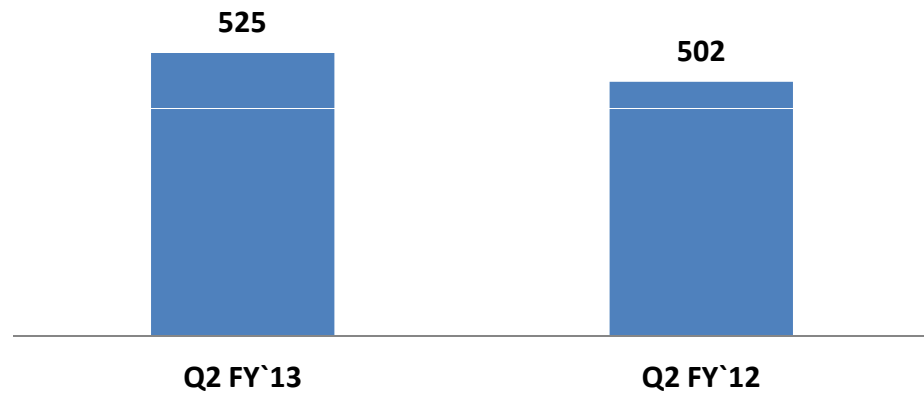
**Old Station

T&D Loss & Power Purchase – Q2 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 April 2013 and of 2nd unit by July 2013
- ☐ **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 project is expected to be operational by June'13

Acquisition of Firstsource Solutions Limited

- ❑ Spen Liq Private Limited (SpenLiq), a wholly owned CESC subsidiary, has entered into an agreement with Firstsource Solutions Limited (FSL) to subscribe to 34.5% of FSL's expanded paid up share capital
- ❑ SpenLiq has executed a separate Share Purchase Agreement with three of FSL's existing shareholders to purchase, collectively, 15% of FSL's total expanded share capital from them
- ❑ SpenLiq has filed a mandatory draft open offer with SEBI in terms of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeover) Regulations, 2011, to acquire upto 26% of the expanded share capital of FSL



Spencer's Footprint – Sep 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	79	2	0	7	0	9
	Gujarat	24	1	0	0	0	1
	TOTAL	104	3	0	7	0	10
North	East UP	114	3	1	14	0	18
	NCR	126	4	2	6	0	12
	TOTAL	240	7	3	20	0	30
South 1	Kerala	29	0	2	7	0	9
	T.N	110	1	2	37	0	40
	TOTAL	139	1	4	44	0	49
South 2	Bangalore	53	2	2	7	0	11
	Coastal A.P	94	4	1	9	0	14
	Hyderabad	147	3	3	20	0	26
	TOTAL	294	9	6	36	0	51
TOTAL		959K	26	15	117	0	158

- TA Hypers – 604 K sft
- TA Supers – 97 K sft
- TA Small stores – 258K sft

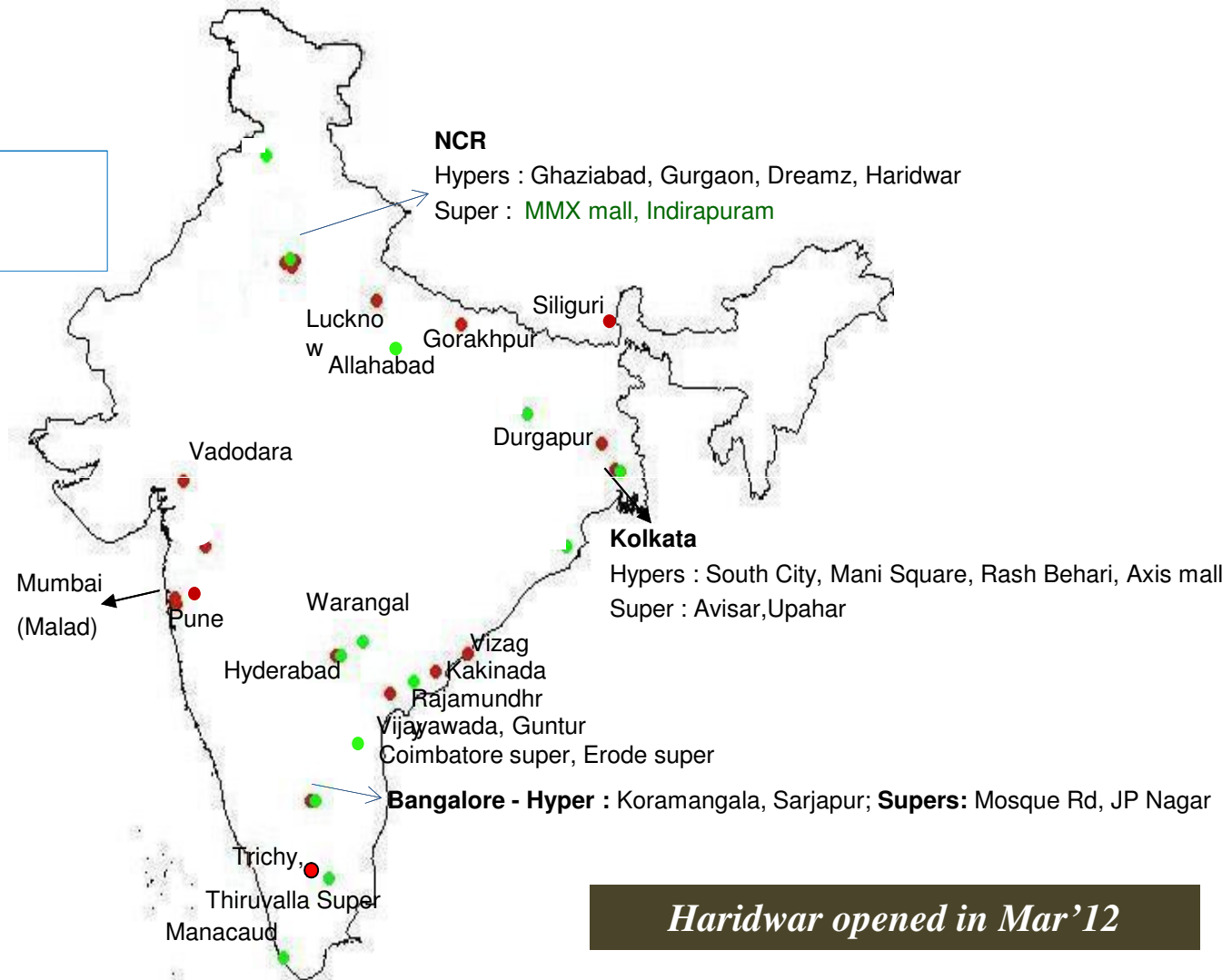
- Au bon pain – 24 cafes

Hyper & Super footprint – Sep 2012

- Hypers
- Supers

26 Hypers – 604K sqft

15 Supers – 97K sqft



Highlights Q2 FY`13

❑ Improvement in Sales

- ❑ Average Sales have increased from Rs.1066/sq ft in H1 FY`12 to Rs. 1218/ sq ft in H1 FY`13, a growth of 14.25%
- ❑ Same stores sales have increased from Rs.1089/sq ft in H1 FY`12 to Rs. 1270/ sq ft in H1 FY`13, a growth of 16.62%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 57/sq ft per month in Q2 FY`13 against a store level EBITDA of Rs. 43/sq ft per month in Q1 FY`13

Expansion Plans:

- ❑ Hyper`s & 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