



**RP-Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

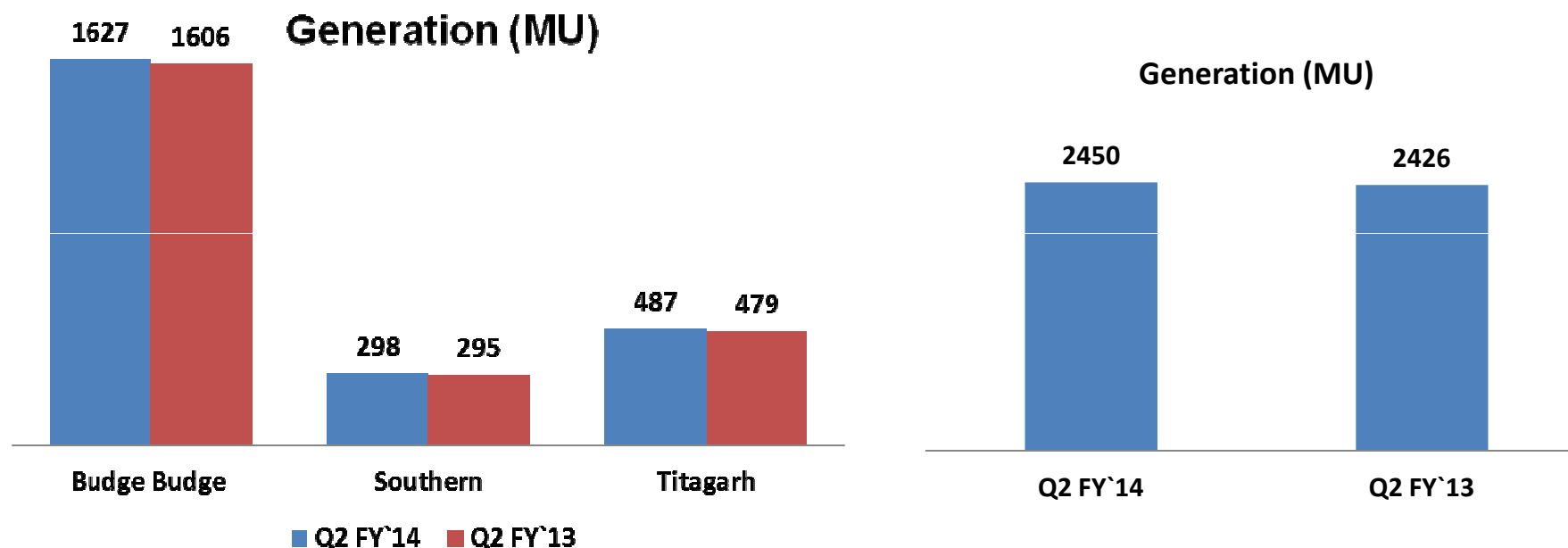
Investor Update –Q2 FY`14

Performance Summary – Q2 FY`14

Components	Q2 FY`14	Q2 FY`13	% Change
Generation (MU)	2450	2426	1%
Total Sales (MU)	2440	2372	3%
Sales (Rs Cr.)	1632	1344	21%
EBIDTA (Rs Cr.)	403	335	20%
Net profit (Rs Cr.)	171	136	26%

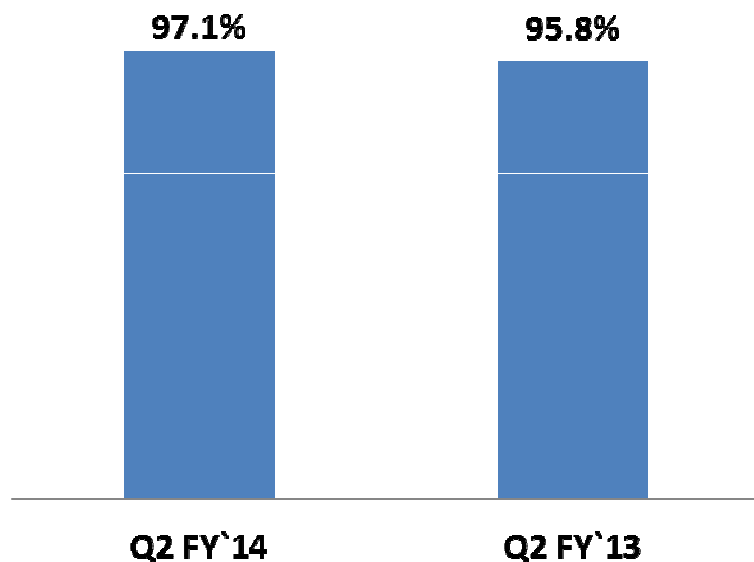
CESC has received the “Top Infrastructure Company” award under the category Power Distribution at the ‘Dun & Bradstreet Infra Awards 2013’

Plant wise Generation – Q2 FY`14



Plant load factor (PLF) – Q2 FY`14

PLF (%) – (excl NCGS)



Plant wise PLF is given below

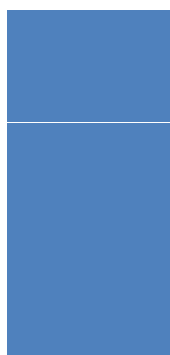
PLF %	Q2 FY`14	Q2 FY`13
Budge Budge	98.3%	97%
Southern	100%	99%
Titagarh	92%	90.54%
NCGS**	16.8%	20.8%

**Old Station

T&D Loss & Power Purchase – Q2 FY`14

T&D Loss (Provisional)

12.2%



Q2 FY`14

12.3%



Q2 FY`13

Power Purchase (MU)

574



Q2 FY`14

525



Q2 FY`13

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
 - ☐ First unit of 300 MW synchronized on 2nd Sept 2013
- ☐ **CESC Properties Ltd (100% subsidiary)**
 - ☐ Quest Mall has been inaugurated on 30th September 2013
 - ☐ Retail brands have started opening stores in a gradual manner. Two Anchor stores – Lifestyle and Spencer's and few other retail brands are operational
- ☐ 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 - Q2 FY`14

Q2 FY2014 Performance Analysis

❑ Operating revenue

- Q2 FY14 Revenues at INR 791 crs compared to INR 718 crs in Q2 FY13
- Y-o-Y growth of 10.2% in INR terms and flat in constant currency terms
- Q-o-Q growth of 10.0% in INR terms and flat in constant currency terms

❑ Operating EBIT

- Q2 FY14 operating EBIT at INR 69 crs compared to INR 45 crs in Q2 FY13
- Y-o-Y growth of 52.9%, margin expansion by 240 bps from 6.3% to 8.7%

❑ PAT

- Q2 FY14 PAT at INR 45 crs compared to INR 36 crs in Q2 FY13
- Y-o-Y growth of 24.5%, margin expansion by 70 bps, from 5.0% to 5.7%



Spencer's Footprint – Sept 2013

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	230	7	2	10	0	19
	TOTAL	230	7	2	10	0	19
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	132	4	3	5	0	12
	TOTAL	246	7	4	19	0	30
South 1	Kerala	17		1	4	0	5
	T.N	92	2	1	23	0	26
	TOTAL	109	2	3	27	0	31
South 2	Bangalore	41	2	2	2	0	6
	Coastal A.P	93	4	1	8	0	13
	Hyderabad	140	3	3	15		21
	TOTAL	274	9	6	25	0	40
TOTAL		919K	27	15	81	0	122

- TA Hypers – 646 K sft
- TA Supers – 93 K sft
- TA Small stores – 180 K sft

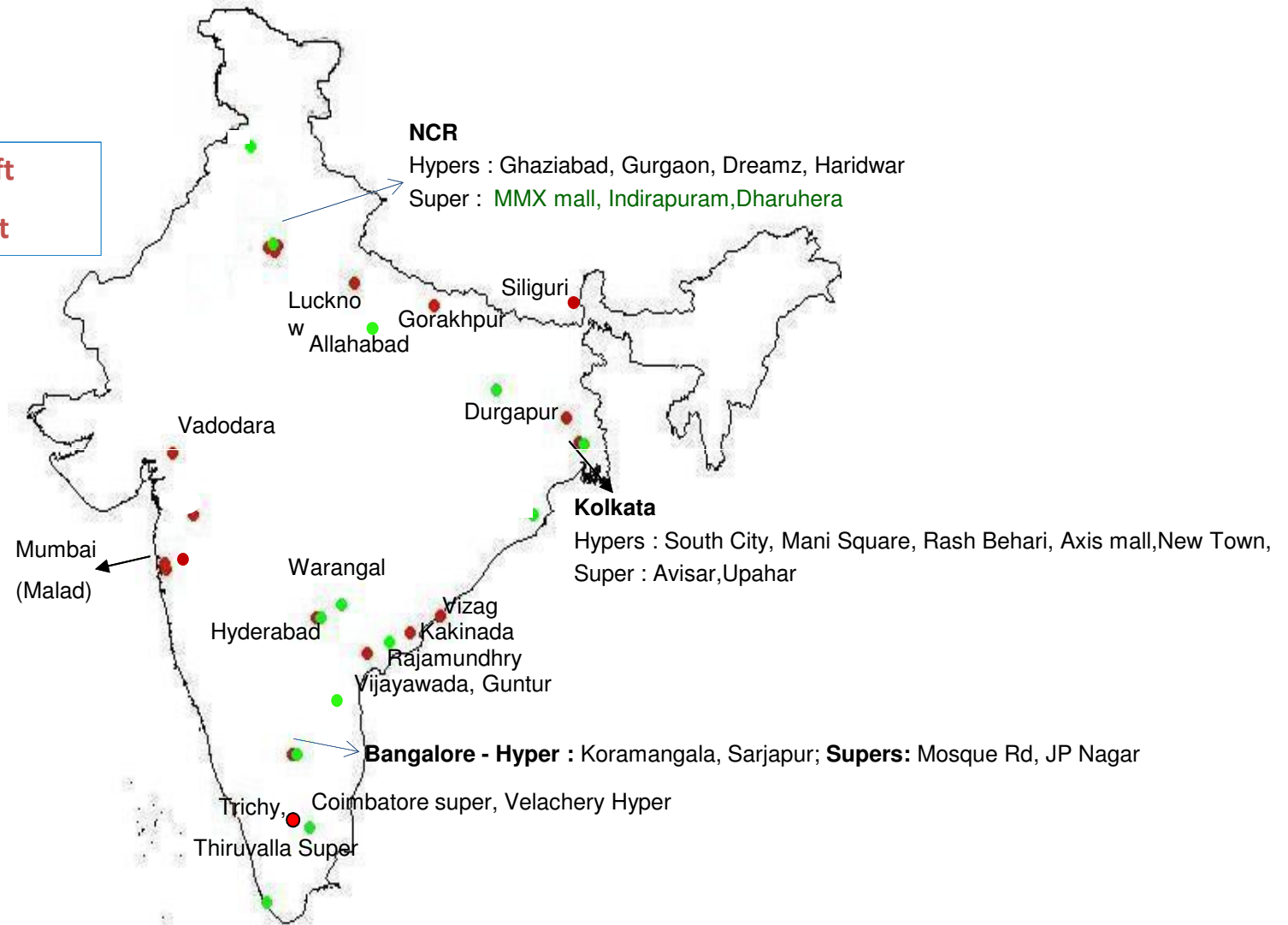
- Au bon pain – 24 cafes

Hyper & Super footprint – Sept 2013

- Hypers
- Supers

27 Hypers – 646 K sqft

14 Supers – 93 K sqft



Highlights Q2 FY`14

☐ Improvement in Sales

- ☐ Average sales have increased from Rs.1286/sqft in Q2 FY`13 to Rs. 1363/ sqft in Q2 FY`14, registering a growth of 6%
- ☐ Same stores sales have increased from Rs.1356/sqft in Q2 FY`13 to Rs. 1427/ sqft in Q2 FY`14, registering a growth of 5.2%
- ☐ Spencer`s Retail has made a store level EBITDA of Rs. 69/sqft per month in Q2 FY`14
- ☐ Sales growth has been lower in Q2 FY`14 on account of Telengana crisis in Andhra Pradesh and a slowdown in consumption spends. The company expects to post better same store sales growth in Q3 FY`14

☐ Expansion Plans:

- ☐ Hyper`s & Supers : Spencer`s Retail plans to open 8-9 new Hyper stores in H2 FY`14

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.