



CESC Limited

Investor Update –Q2 FY11

Performance Summary –Q2 FY` 11

Components	Q2 FY` 11	Q2 FY` 10	% Change
Generation (MU)	2344	2036	15.1%
Sales (MU)	2224	2070	7.4%
Sales (Rs Cr.)	1105	964	14.6%
EBIDTA (Rs Cr.)	335	246	36.1%
Net profit (Rs Cr.)	155	126	23%

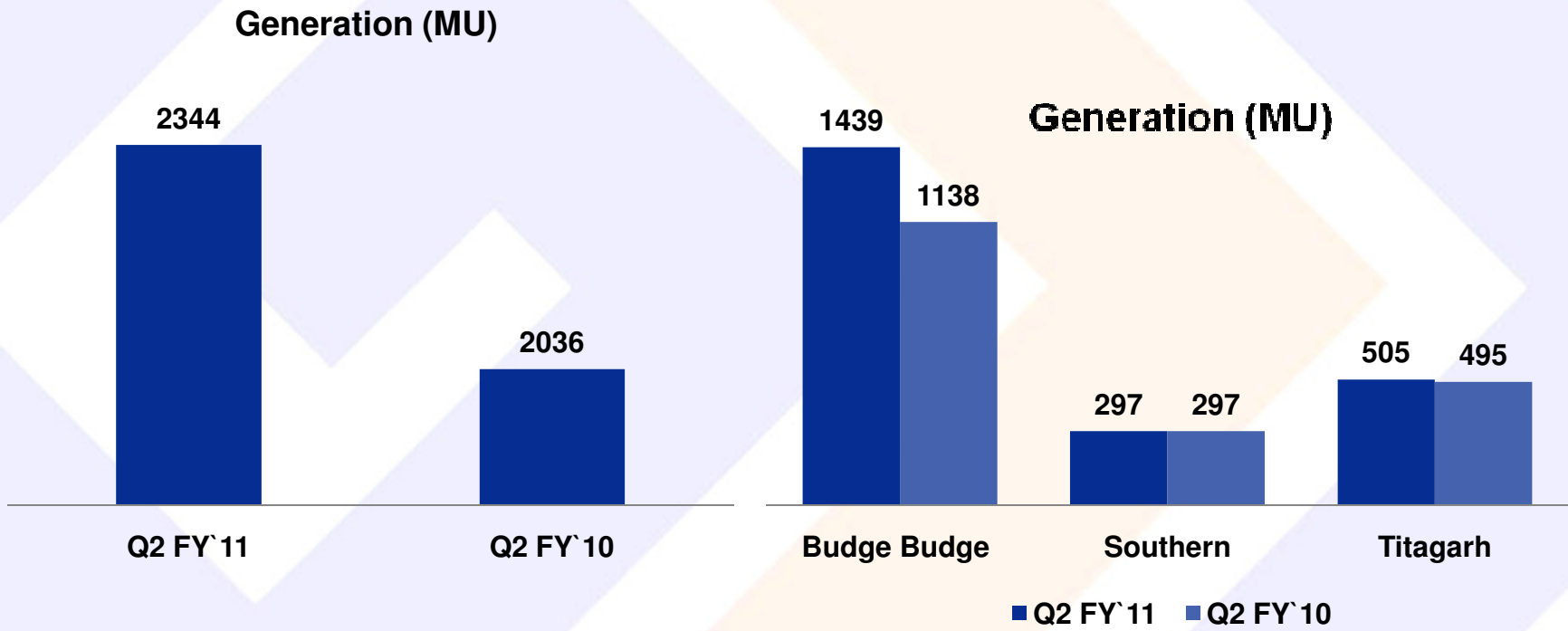
CESC`s Budge Budge power plant has been awarded “**Best Environmental Performance Power Pant of the year**” at the Asian Power awards 2010

Performance Summary –H1 FY`11

Components	H1 FY`11	H1 FY`10	% Change
Generation (MU)	4787	4015	19.2%
Sales (MU)	4545	4162	9.2%
Sales (Rs Cr.)	2201	1784	23.4%
EBIDTA (Rs Cr.)	606	464	30.6%
Net profit (Rs Cr.)	265	231	14.7%

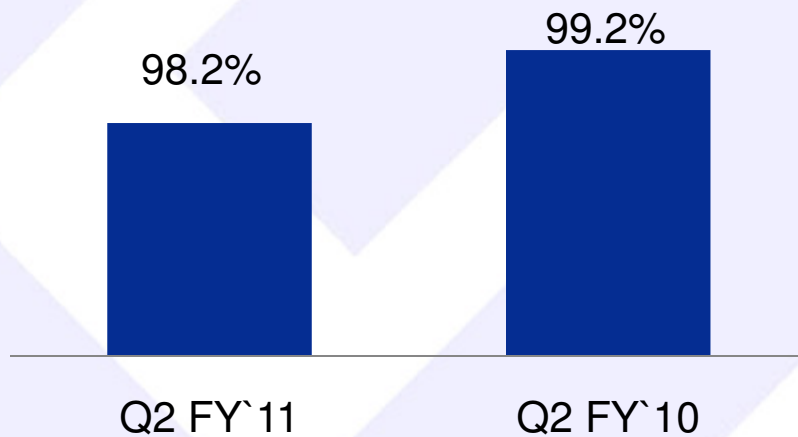
Operational Highlights- Q2 FY`11

Plant wise break-up of generation



Plant load factor (PLF) – Q2 FY` 11

PLF (%) – (excl NCGS and BBGS unit 3)



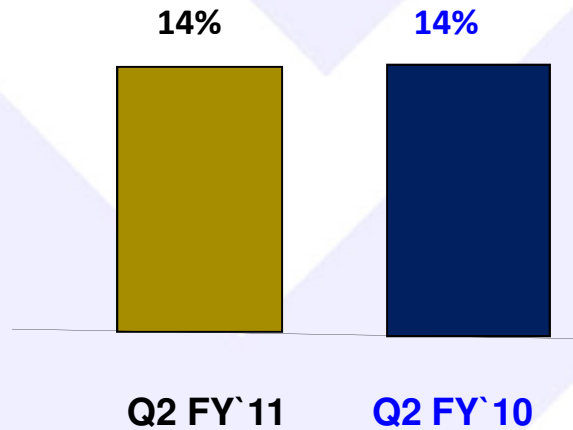
Plant wise PLF is given below

<i>PLF %</i>	Q2 FY` 11	Q2 FY` 10
Budge Budge (excl unit 3)	99.2	102
Titagarh	95.3	93.4
Southern	99.8	99.5
NCGS**	46.4	48.4

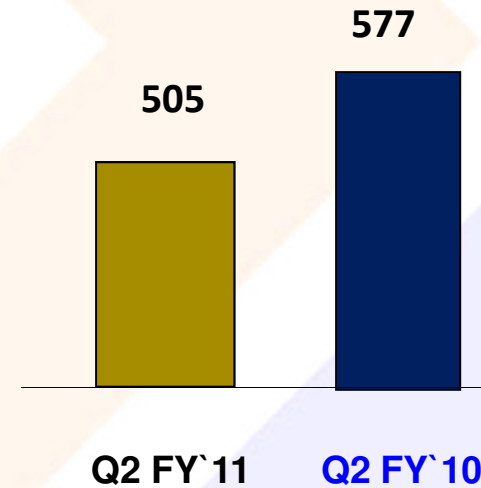
**Old Station

Transmission & Distribution Loss & Power Purchase

T&D Loss (provisional)



Power purchase (MU)



Status of Projects Under Implementation

- ❑ **Haldia Phase 1 (600MW)**
 - ❑ Financial closure has been achieved
 - ❑ ICB in progress for EPC contract

- ❑ **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)**
 - ❑ All major approvals has been received
 - ❑ A coal linkage has been applied for the project

Status of Projects Under Implementation

- ❑ **Jharkhand power project (1000 MW)**
 - ❑ Joint allocation of coal block (110 MT) obtained in Jharkhand for setting up a 1,000 MW plant
 - ❑ The company has obtained a prospecting license for the mine

- ❑ **CESC Properties Ltd (100% subsidiary)**
 - ❑ Construction work on the development of the Shopping Mall at Park Circus commenced



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Spencer's Footprint – Sep 2010

Regions	States	TA ('000)	Hypers >15 k	Supers 3k - 15k	Dailies <3k	SAS	TOTAL
East	WB	131	4	1	12	0	17
	TOTAL	131	4	1	12	0	17
West	Maharashtra	89	2	0	12	3	17
	Gujarat	24	1	0	0	0	1
	TOTAL	113	3	0	12	3	18
North	East UP	70	2	0	13	0	15
	NCR	92	2	1	6	12	21
	Punjab	5	0	0	0	4	4
	TOTAL	167	4	1	19	16	40
South 1	Kerala	24	0	1	8	0	9
	T.N	95	0	0	44	0	44
	Trichy	52	1	1	13	0	15
	TOTAL	171	1	2	65	0	68
South 2	Bangalore	88	2	3	15	0	20
	Coastal A.P	88	4	0	11	0	15
	Hyderabad	118	1	3	26	0	30
	TOTAL	294	7	6	52	0	65
TOTAL		876k	19	10	160	19	208

- TA Hypers – 452 K sft
- TA Supers – 57 K sft
- TA Small stores – 346 K sft
- SAS - 21 K sft

- BHPC – 14 stores
- Ecko - 2 stores
- Ladybird - 2 stores
- Fish & Meat – 2 stores
- au bon pain – 6 cafes

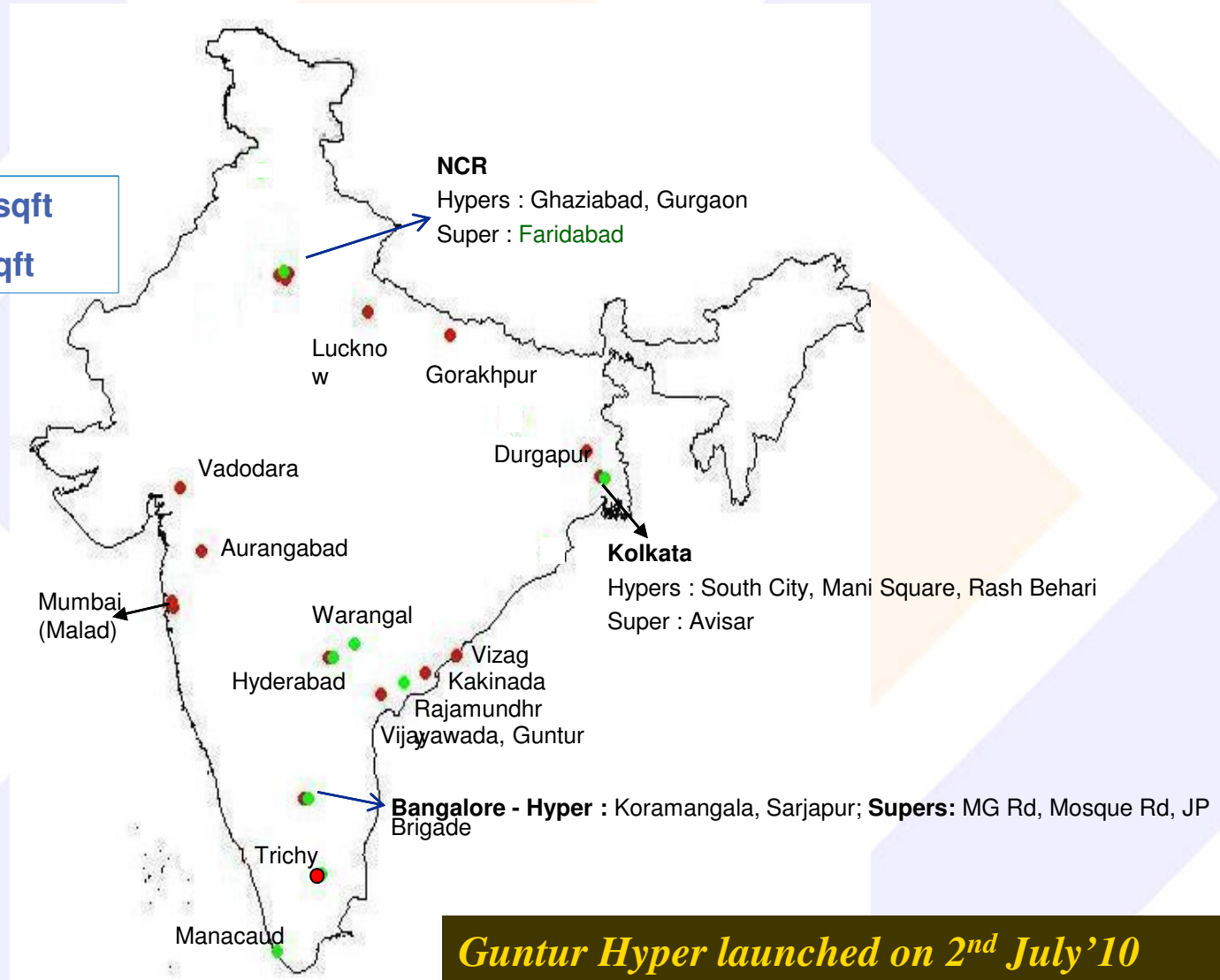


Hyper & Super footprint – Sep'10

- Hypers
- Supers

19 Hypers – 452K sqft

10 Supers – 57K sqft



Highlights

❑ Stores opened in this quarter

- ❑ Guntur Hyper launched on 2nd July'10
- ❑ BHPC - 5 stores opened in this quarter (3 in north and 2 in west)
- ❑ Ladybird - 2 stores launched in NCR in Sep'10
- ❑ Mark Ecco - 2 stores launched in Delhi since July'10

❑ Improvement in Sales

- ❑ Sales have increased from Rs.736/sqft in June'09 → Rs.1100 /sqft in Aug `10
- ❑ **Store EBITDA /sqft turned positive in June'10**
- ❑ **BHPC** - Majority of stores are EBITDA positive within 3 months

Expansion Plans:

- ❑ Hypers : 1 Hyper planned in Pune in coming months
- ❑ BHPC - Franchisee model to be launched by Nov-10. B2B to be launched by March-11
- ❑ **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