



CESC Limited

Investor Update -Q4 FY10

Performance Summary –Q4 FY10

Components	Q4 FY10	Q4 FY09	% Change
Generation (MU)	1949	1883	3.5%
Sales (MU)	1668	1639	1.7%
Sales (Rs Cr.)	754	741	1.8%
EBIDTA (Rs Cr.)	220	186	18%
Net profit (Rs Cr.)	100	94	6.4%

Generation includes Budge Budge unit III

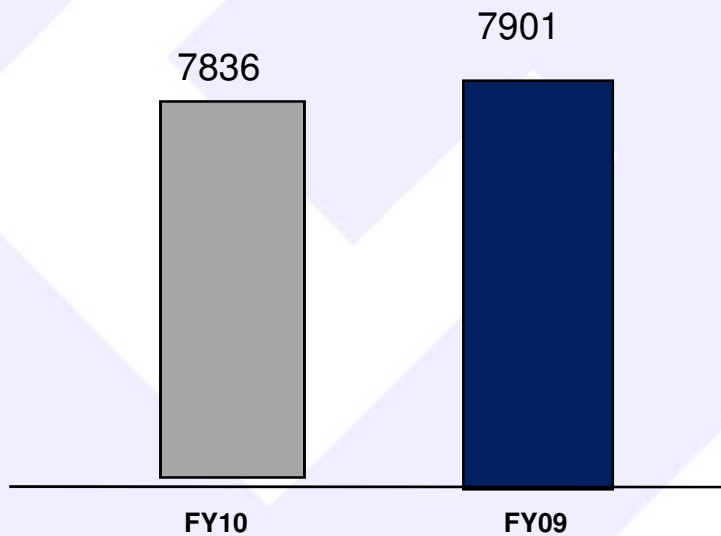
Performance Summary –FY10

Components	FY10	FY09	% Change
Generation (MU)	7836	7901	- 0.8%
Sales (MU)	7593	7205	5.4%
Sales (Rs Cr.)	3291	3031	8.6%
EBIDTA (Rs Cr.)	898	781	15%
Net profit (Rs Cr.)	433	410	5.6%

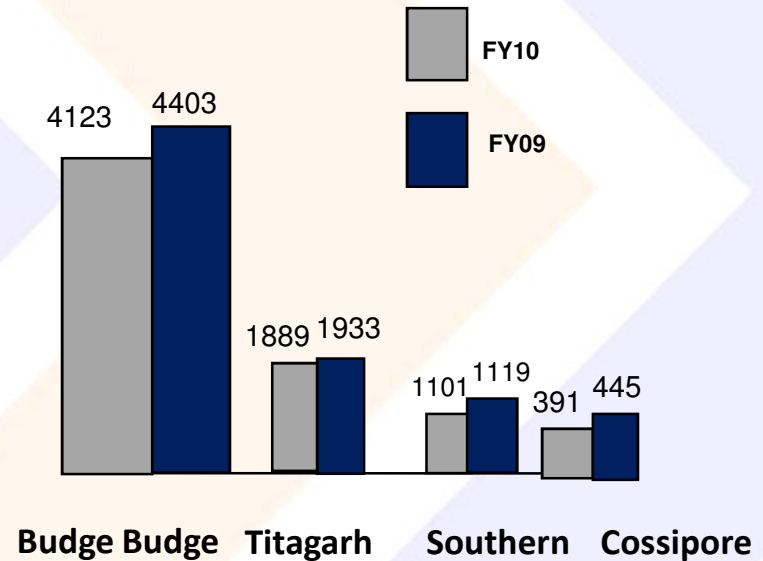
Operational Highlights- FY10

Plant wise break-up of generation

Generation (MU)



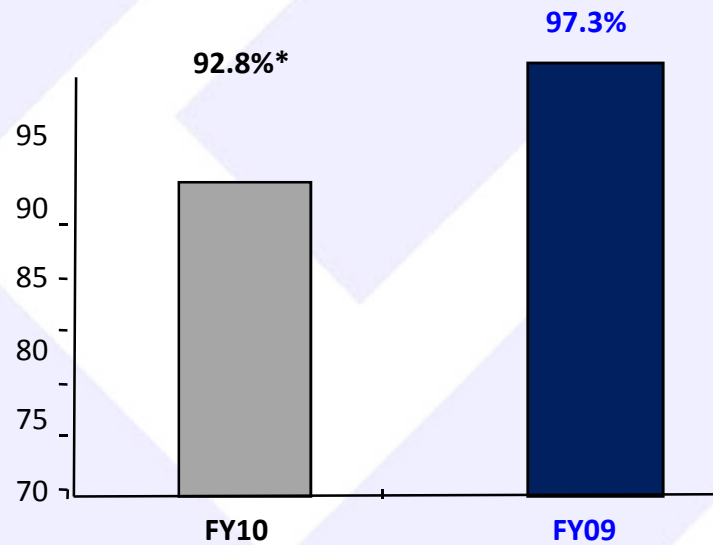
Generation (MU)



Budge Budge unit III has generated 332 MU during the quarter

Plant load factor (PLF) – FY10

PLF (%) – Base Load stations



* Excluding Budge Budge III

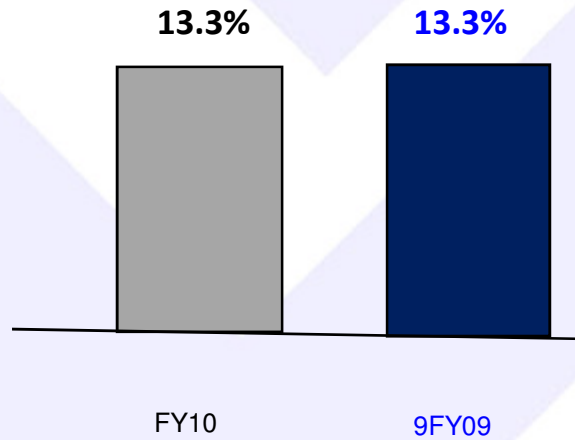
Plant wise PLF is given below

<i>PLF %</i>	FY10	FY09
Budge Budge	94.1	100.5
Titagarh	89.8	92
Southern	93.1	94.6
NCGS**	44.6	50.8

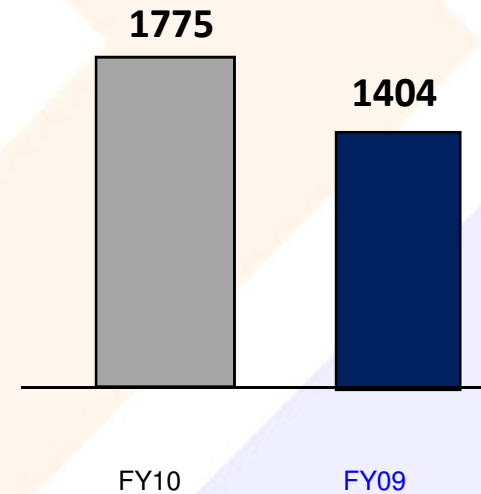
**Old Station

Transmission & Distribution Loss & Power Purchase

T&D Loss (provisional)



Power purchase (MU)



Status of Projects Under Implementation

- ✓ **Budge Budge Unit 3**
 - During the quarter, the 250 MW Budge Budge unit III has started commercial operations

- ✓ **Haldia Phase 1 (600MW)**
 - Acquired possession certificate for 80% land
 - Coal linkage has been obtained
 - Environmental clearances received

- ✓ **Dhariwal Infrastructure Ltd, setting up 2X300 MW coal based power station in Maharashtra**
 - Become 100% subsidiary of the company
 - MIDC land has been registered in the name of the company
 - The projects has achieved financial closure
 - The BoP order has been placed to Punj Lloyd Ltd
 - The BTG order has been placed to Shanghai Electric Group

Future Outlook

- ✓ **Credit Rating by CARE**
 - Long term rating “ CAREAA”
 - Short term rating “ PR1+”

- ✓ **Merchant Power Plant**
 - Joint allocation of coal block (110 MT) obtained in Jharkhand for setting up a 1000 MW plant
 - Opportunities are also being explored both in and outside West Bengal in other locations

- ✓ **CESC Properties Ltd (100% subsidiary)**
 - Construction work on the development of the Shopping Mall at Park Circus commenced
 - Acquired new locations in and out of Kolkata for development

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Spencer's Footprint – Mar'10

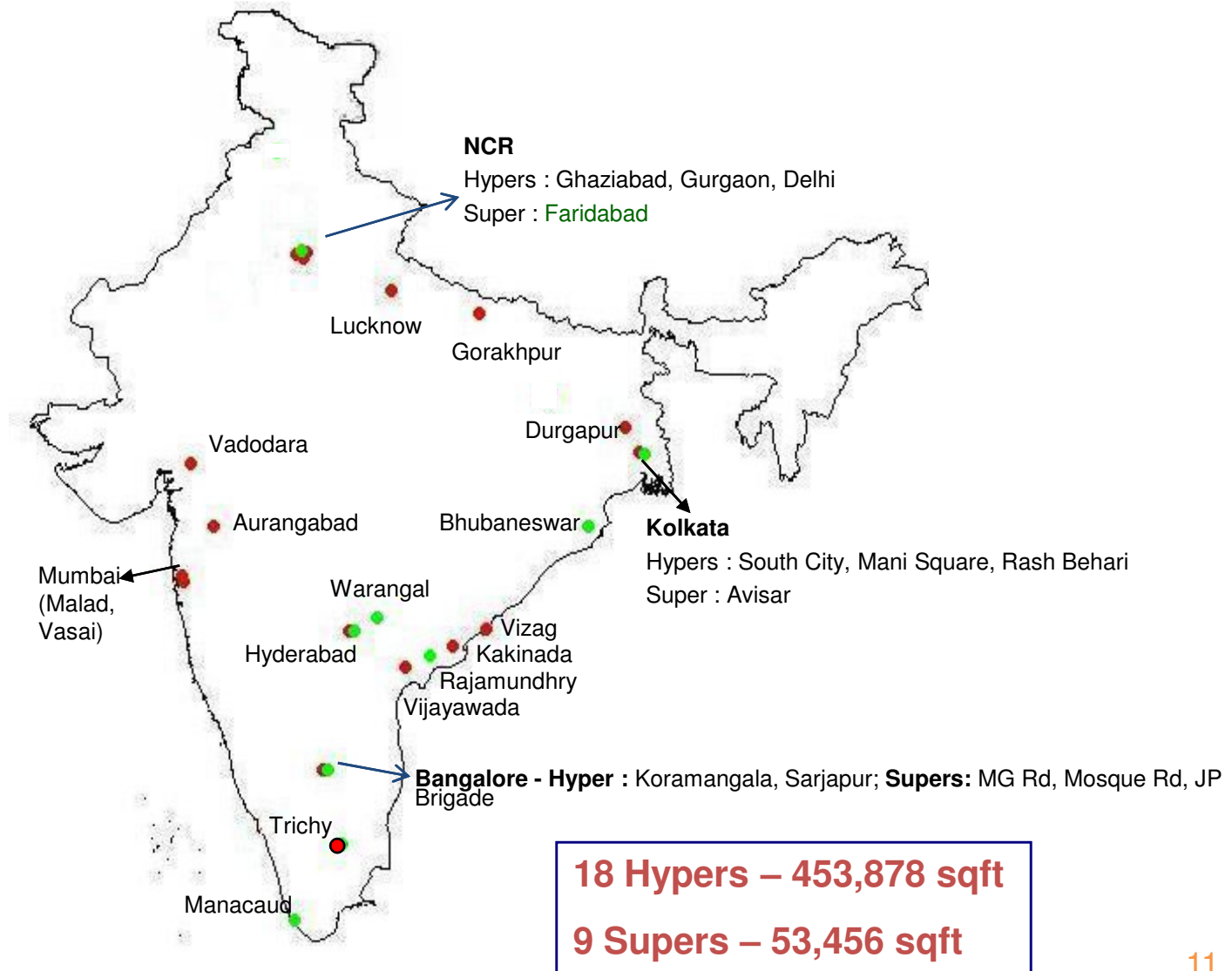
Regions	# cities	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies & Express <3k	TOTAL
<i>East</i>	3	131	4	1	13	18
<i>West</i>	5	219	5	3	40	48
<i>North</i>	9	183	4	1	31	36
<i>South 1</i>	17	181	1	2	66	69
<i>South 2</i>	8	189	4	2	38	44
TOTAL	42	904 k	18	9	188	215

- *TA Hypers – 454K sqft*
- *TA Supers – 53K sqft*
- *TA Small stores – 390K sqft*
- *TA SAS – 7K sqft*

- *BHPC – 4 stores*
- *Fish & Meat – 1 store*
- *Au Bon Pain – 2 stores*

Hyper & Super footprint – Mar'10

- Hypers
- Supers



Highlights

- **Savings achieved:** Rs. 100 cr in 12 months – mainly from Zonal Office / Regional Office / Distribution Centre, advertisement & corporate opex
- **Improvement in sales:** Rs.660/sqft in Mar'09 → Rs.811 /sqft in March `10
- **2 Hypers launched in Oct'09**
 - Sarjapur (29K sqft)
 - Trichy (11K sqft)
- **Expansion Plans:**
 - Selective opening of Hyper & Super stores in FY'11
 - Special focus on Southern States for growth.
- **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