



# CESC Limited

Powering India since 1899

February 2019

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G R O W I N G  
**LEGACIES**  
I S O U R C U L T U R E .



# RP- Sanjiv Goenka Group

- ❑ RP-Sanjiv Goenka Group is a well known diversified business house in India
- ❑ RP-Sanjiv Goenka Group has interests across diverse business sectors - Power & Natural Resources, Carbon Black, IT & Education, Retail, FMCG, Media & Entertainment and Infrastructure
- ❑ Power Generation and Distribution contribute a majority of the revenues of RP-SG Group
- ❑ **45,000 + Employees ,**
- ❑ **3,00,000 + shareholders,**
- ❑ **Rs. 41,500 crs Gross Assets**
- ❑ Sanjiv Goenka is the principal shareholder of the RP-Sanjiv Goenka Group together with other Group companies



**CESC Ltd**

Fully Integrated Private Power Utility



**Phillips Carbon Black Ltd**

India's largest Carbon Black Manufacturer



**Spencer`s Retail Ltd**

3<sup>rd</sup> Largest Hypermarket Chain



**Firstsource Solutions Ltd**

Top 3 Pure Play BPO Player



**Saregama India Ltd**

Largest Collection of Indian Music



**Harrisons Malayalam Ltd**

Tea and Rubber Plantations

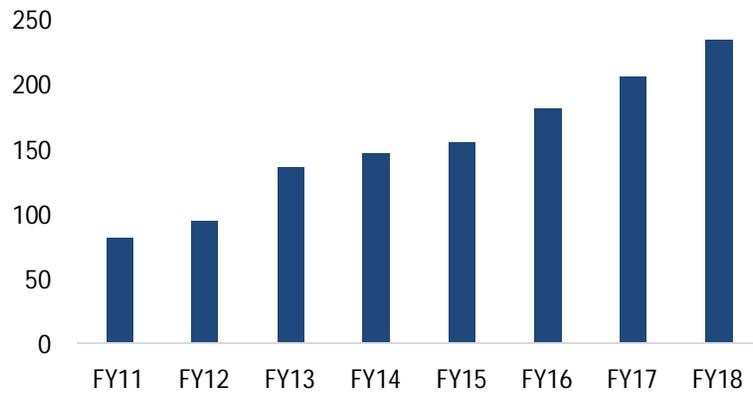


**Guiltfree Industries Ltd**

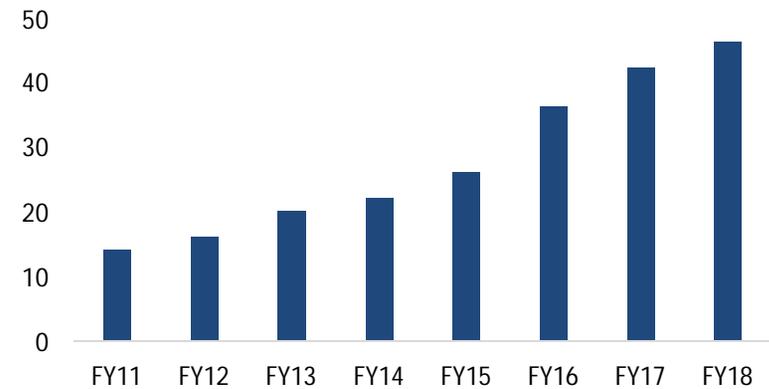
Fastest Growing FMCG Company

# Group Financials

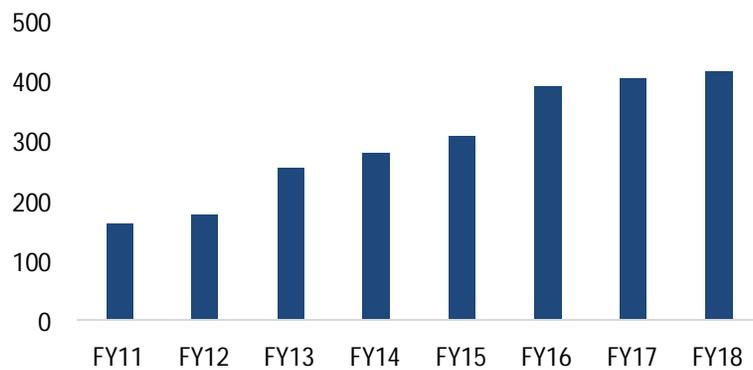
Revenue (Rs. bn)



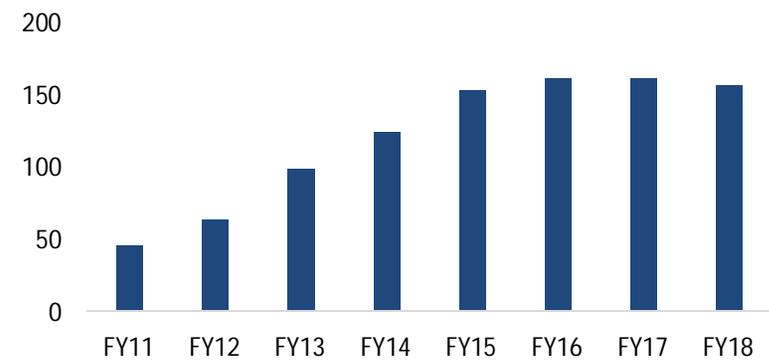
EBIDTA (Rs. bn)



Gross Assets (Rs. bn)



Gross Debt (Rs. bn)



# POWER BUSINESS GENERATION & DISTRIBUTION

# OPERATIONAL FACILITIES -OVERVIEW

## Kolkata Distribution Business

Coal Mining, Power Generation & Distribution

- **1125 MW** thermal power plant
- **567 sq km** area
- **3.2 mn** consumers
- 21,866+ ckt km of network

## Independent Power Plants

600 MW thermal power plant in **Chandrapur, Maharashtra**  
(Project cost Rs. 38 billion)

600 MW thermal power plant in **Haldia, West Bengal**  
(Project cost Rs. 46 billion)  
*- entire output to CESC*

## Noida Distribution

- **335 sq km** area
- Consumer Base-**82231**
- 25 yrs of operation
- Regulated business

## Renewables

- 24 MW** Wind power plant, Rajasthan
- 26 MW** Wind power plant, Gujarat
- 18 MW** Solar Power Plant in Tamil Nadu –
- 36 MW** Wind power plant in Mandasaur, Madhya Pradesh
- 70 MW** Wind Power plant in Gujarat

## Distribution Franchisee

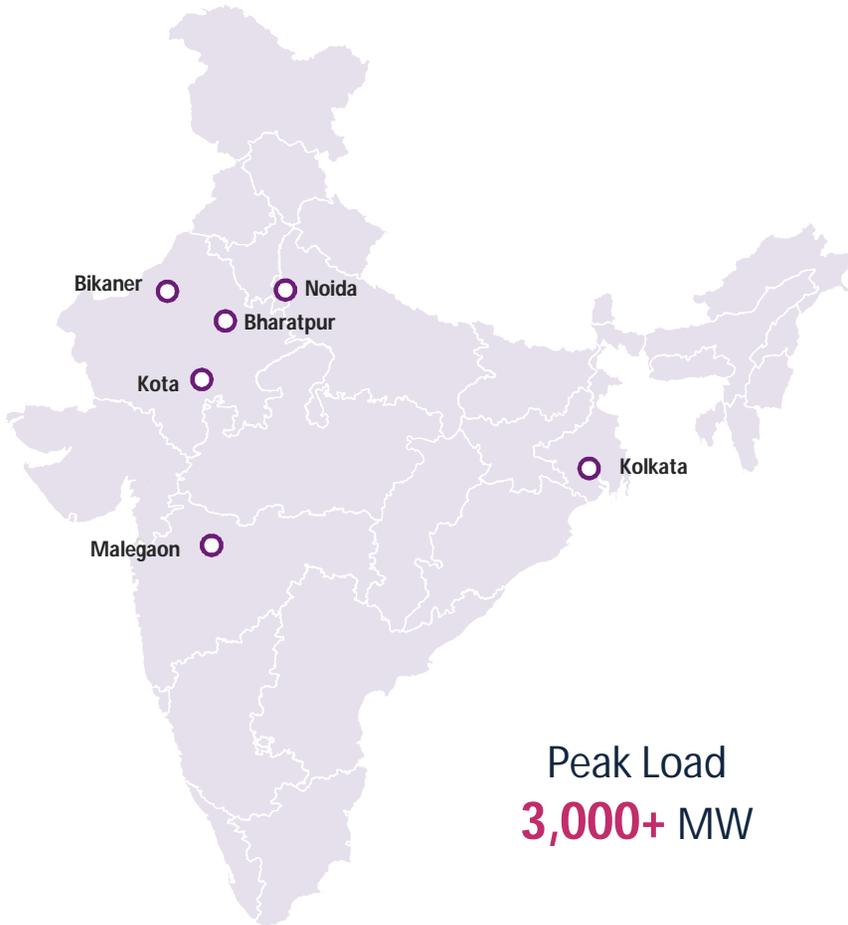
Distribution Franchisee  
in 3 cities (Rajasthan)  
**Kota and Bharatpur & Bikaner** –  
*All operational*

**Malegaon** (Maharashtra) –  
operations expected to start soon

## Financial Performance FY2017-18

	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)
<b>CESC Ltd</b>	7954	2210	861
<b>Haldia Energy Ltd</b>	2261	1094	313
<b>Noida Power Company Ltd</b>	1375	350	100
<b>Kota/Bharatpur/Bikaner</b>	1287	(95)	(120)
<b>Dhariwal Infrastructure Ltd</b>	896	229	(199)
<b>Crescent Power Ltd.</b>	175	84	47
<b>Surya Vidyut Ltd</b>	118	108	5

# Distribution Overview



City/ Location	Kolkata	Noida	Rajasthan – (KOTA, Bharatpur, Bikaner)	Malegaon
<b>Distribution Contract</b>	Licensee	Licensee	Input based franchisee	Input based franchisee
<b>Area</b>	567 sq. km	335 sq. km	381 sq. km	25 sq. km
<b>Consumer Base</b>	32 lakhs	82 Thousands	4 lakhs	1 lakhs
<b>Peak Load</b>	2150+ MW	350+ MW	400+ MW	~150 MW

# Overview of CESC - Kolkata Distribution Business



- ❑ India's oldest electricity utility, operating since 1899- **120+ years of experience**
- ❑ Engaged in Coal mining, Generation and Distribution of electricity to city of Kolkata & adjoining areas
- ❑ Almost entire energy requirement met from own / subsidiary's generation, meeting peak demand of 2150+ MW
- ❑ CESC Regulated Business –

## Generation 1125 MW

**Budge Budge** Generating Station(3x250MW)

**Southern** Generating Station(2x67.5MW)

**Titagarh** Generating Station(4x60MW)

## Distribution

567 sq.km. area,

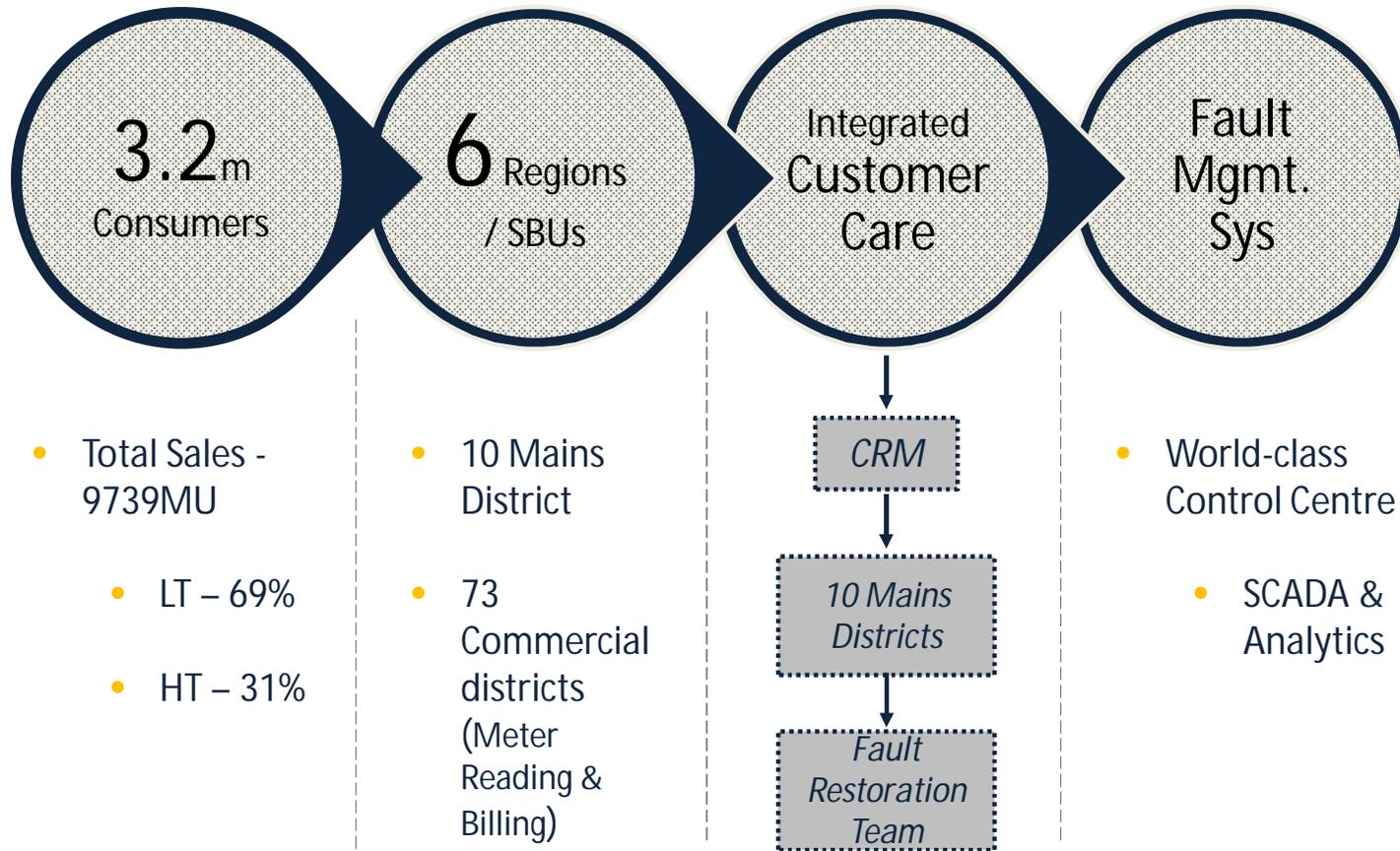
3.2 mn consumers

Peak demand **2,159 MW**

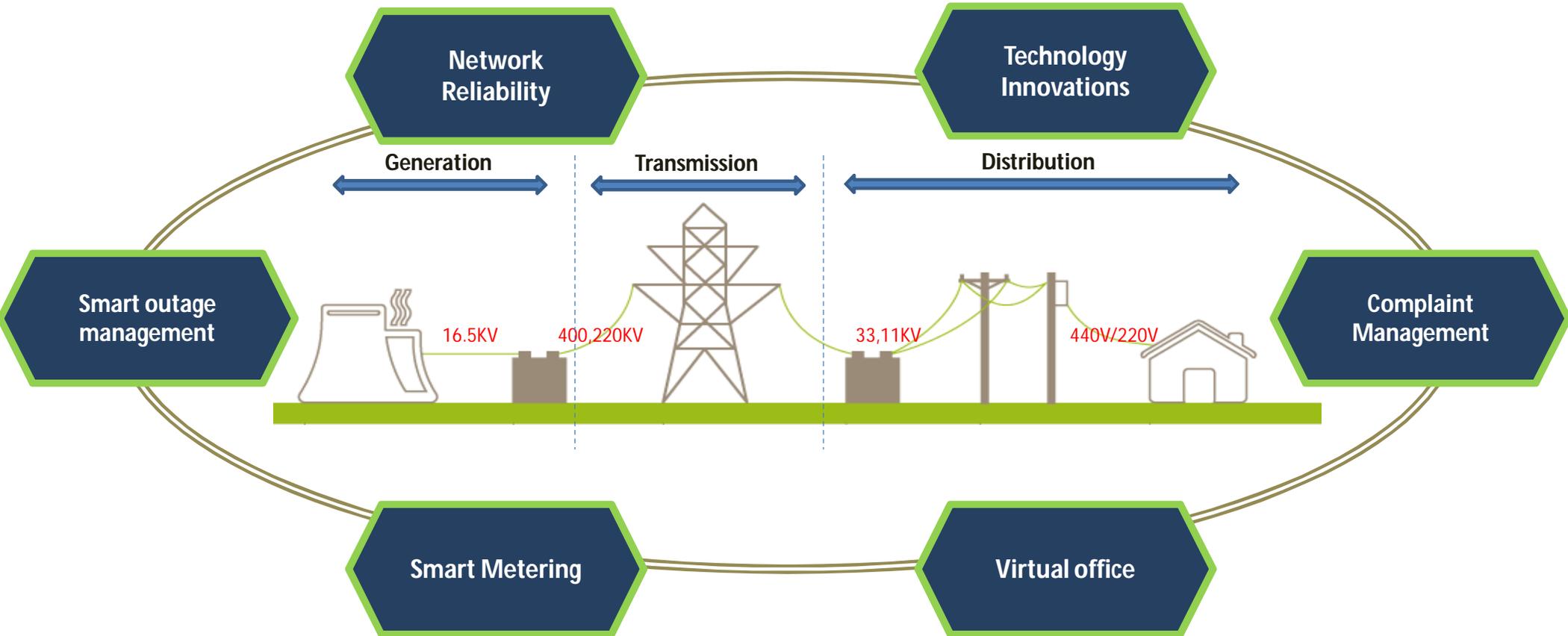
**Units sold >9,700 MUs**

- ❑ Assured post-tax equity return , efficiency parameters better than regulatory norms
- ❑ Customer centric approach, best in class digital penetration, implementation of State-of-the-art technologies
- ❑ Continuous upgradation of distribution infrastructure to enhance quality, reliability and reduce downtime & overloads
- ❑ Board represented by independent directors and professionals
- ❑ Shares Listed on BSE , NSE and Kolkata. Access to International Equity & Debt market
- ❑ External credit rating Long Term "AA" (high safety) and Short Term "A1+" (highest safety)

## Kolkata distribution : B2C Business



# Delivering Customer service across the electricity value chain



# Leadership in Technology and Innovation



Integrated SS at New Cossipore with 220, 132 & 33 kV GIS



Compact 33 kV Distribution Station



Underground 132 kV SS at 'Quest Mall'



Transforming the way Utilities relate to their customers

Unlocking Customer Engagement with Digital Platforms



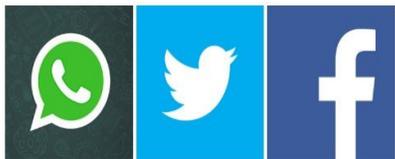
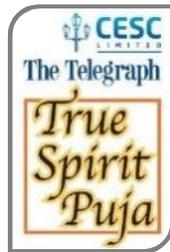
AMI with approx. 25,000 Smart Meters ( and a few RMUs)



INNOVARI

1.5 MW Demand Response project with both Demand Side management and DER integration

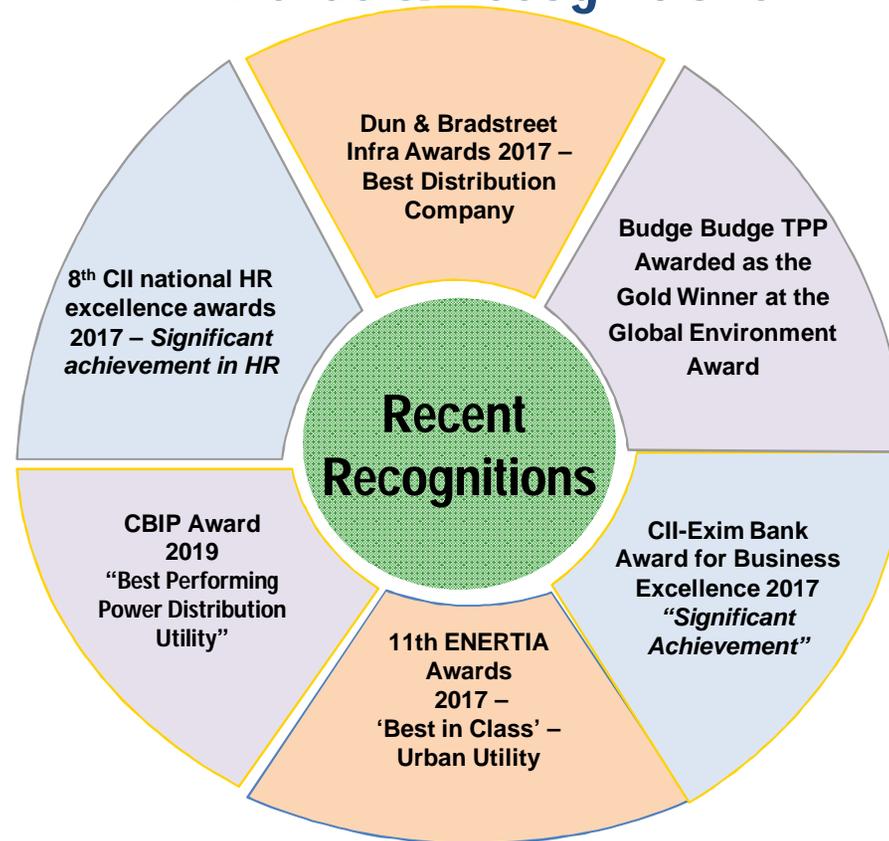
Improving Consumer Experience with superior customer service



Social Media



## Awards & Recognitions



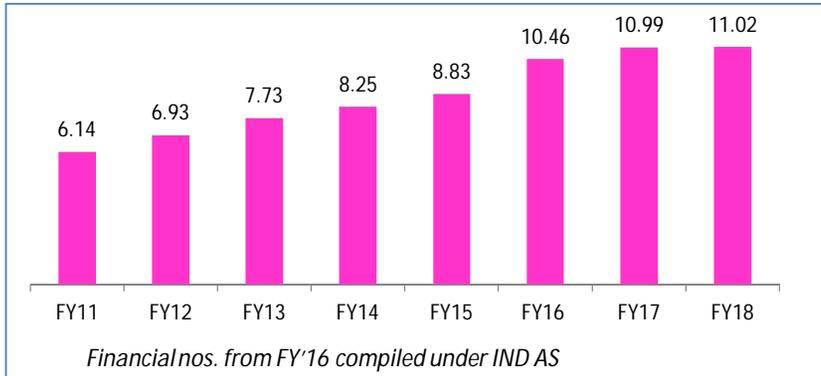
CESC won the ‘Smart Grid Project of the Year’ award at the Asian Power Awards for its programme with Silver Spring Networks

Corporate Headquarter- “CESC House” is the First Heritage Building in India to get a LEED Gold rating from the United States Green Building Council (USGBC) under Existing Building category



# CESC Standalone Financials

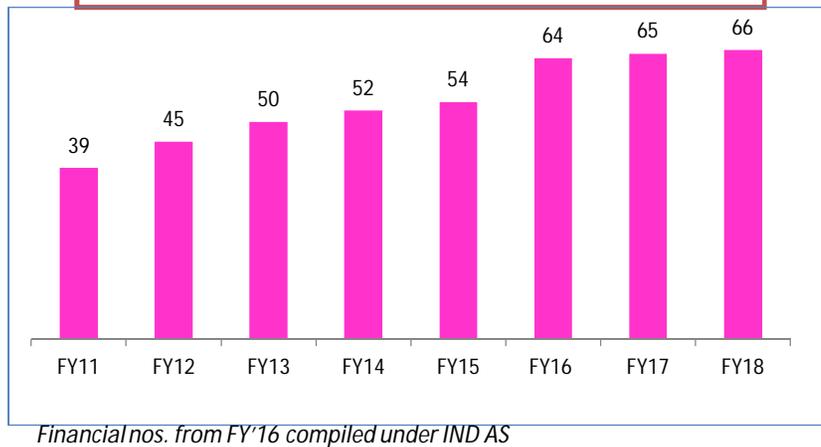
## PBT (Rs. Bn)



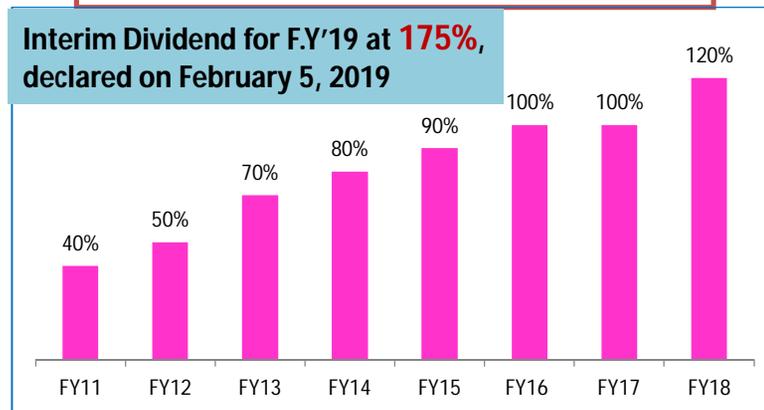
## Long Term Debt / Equity Ratio



## EPS (Rs.)



## Dividend History



# Noida Power Company Limited



<p><b>Started operations</b> December 1993</p>	<p><b>Distribution Area</b> Greater Noida in Uttar Pradesh</p>	<p><b>JV with</b> Greater Noida Industrial Development Authority</p>	<p><b>Power Procurement</b> Dhariwal Infrastructure/ Short Term/ Renewables</p>
<p><b>Area</b> 335 sq.km. (equivalent to Mumbai)</p>	<p><b>Population</b> 7 lakh</p>	<p><b>No. of consumers</b> 82,231</p>	<p><b>Peak Demand</b> 350+ MW</p>
<p><b>Units sold</b> 1668 MU (2018)</p>	<p><b>T&amp;D Loss</b> 8% (2018)</p>	<p><b>Credit rating</b> Long Term "AA-" Short Term "A1+"</p>	<p><b>Assured post-tax equity return</b> 16% approved by UPERC</p>

Received Star Performance Improvement Award at ICC 5th "Innovation with Impact Award" for Discoms, 2017



## Significant Accreditations



Received Star Performance Improvement Award at ICC 6<sup>th</sup> "Innovation with Impact Award" for Discoms, 2018 (2<sup>nd</sup> Rank)



Received Gold and Silver award at CCQC by QCFI, New Delhi Chapter



Received Star Performance Improvement Award at ICC 5<sup>th</sup> "Innovation with Impact Award" for Discoms, 2017 (3<sup>rd</sup> Rank)



Received National Award for the year 2013-14 (Gold & Silver) for Rural Distribution Franchisees



Received National Award for the year 2012-13 (Gold & Bronze) for Rural Distribution Franchisees



The President of India awarded Silver Shield for Meritorious Performance in Rural Distribution for the year 2007-08

## Distribution Franchisee-Kota, Bharatpur and Bikaner

Particulars	Kota	Bharatpur	Bikaner
Area (Sq. Km.)	176	50	155
Population (Nos. Lakh)	11.76	2.52	6.44
Consumer Count (Nos. Lakh)	2.28	0.63	1.79
Energy Input (Million Units)	1300	270	865
Units Sold (Million Units)	1010	230	670
Sales Mix (%)	Dom. = 48% Comm. = 21% Indus. = 25% Oths. = 6%	Dom. = 42% Comm. = 14% Indus. = 37% Oths. = 8%	Dom. = 44% Comm. = 16% Indus. = 26% Oths. = 14%
T&D Loss (%)	23	16	18
Revenue (INR Crores)	787	180	510
Avg. Billing Rate (INR/Unit)	7.87	7.82	7.6
Peak Load (MW)	230	50	130
DF Handover Date	01-Sep-2016	01-Dec-2016	16-May-2017



CESC has formed three wholly owned subsidiaries in Rajasthan - **Kota Electricity Distribution Ltd, Bharatpur Electricity Services Ltd and Bikaner Electricity Supply Limited** for distributing power in these three cities

- DFA signed for a period of 20 years
- Power Procurement: JVVNL(Kota and Bharatpur), JdVVNL (Bikaner)
- Quickest ever takeover on compliance; operations stabilized in a year
- Current focus on commercial turn around & loss reduction
- Introduction of Power analytics and rolling out of smart meters
- Others in Sales Mix include Agriculture, PSL, and Mixed Load

# Key Interventions after Takeover

### Loss Reduction Initiatives

Area reserved for content related to Loss Reduction Initiatives.

### Network Reliability

Area reserved for content related to Network Reliability.

### Soft value enhancement for customers

Area reserved for content related to Soft value enhancement for customers.

# Visible Changes-Distribution Franchisee

GUMANPURA CHOWK



BEFORE

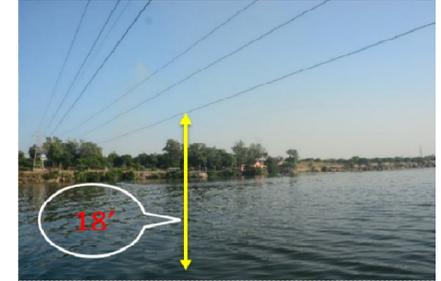


AFTER

DESAGGING OF CHAMBAL RIVER CROSSING OVERHEAD 33KV



BEFORE



AFTER



33kV GSS after Maintenance

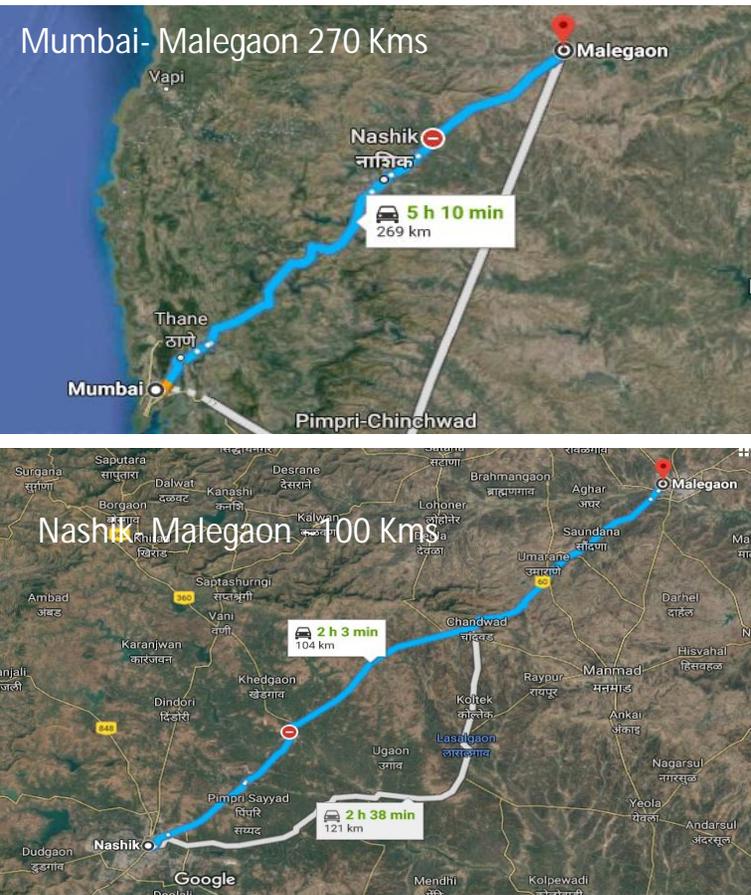


Customer Help Desk



New Connection Camps

# CESC Distribution – Malegaon



<p><b>Start of operations</b> April 2019 (Anticipated)</p>	<p><b>Distribution Area</b> Malegaon in Maharashtra</p>	<p><b>Concession Period</b> 20 Years</p>	<p><b>Power Procurement</b> MSEDCL</p>
<p><b>Area</b> 25 sq.km.</p>	<p><b>No. of consumers</b> 1 lakh</p>	<p><b>Energy Input</b> 900 MUs</p>	<p><b>Energy Billed</b> 497 MUs</p>
<p><b>Revenue Billed</b> 322 Cr</p>	<p><b>Current Distribution Loss</b> 44.76%</p>	<p><b>Collection Efficiency</b> 99%</p>	<p><b>Min. Capex p.a.</b> 1<sup>st</sup> -5<sup>th</sup> Yr: 20 Cr 6<sup>th</sup> – 20<sup>th</sup> Yr: 3 Cr</p>

# Generation Overview

**Generation Capacity 2539 MW**



Map not to scale

Plant	Capacity	PLF YTD Dec 18	Offtake Arrangement	Fuel Security
<b>BBGS</b>	750 MW	92	<ul style="list-style-type: none"> <li>100% Long term PPA - Kolkata Area</li> </ul>	<ul style="list-style-type: none"> <li>CIL Linkage</li> <li>Coal Mine</li> <li>E-auction</li> </ul>
<b>SGS</b>	135 MW	28	<ul style="list-style-type: none"> <li>100% Long term PPA - Kolkata Area</li> </ul>	<ul style="list-style-type: none"> <li>CIL Linkage</li> </ul>
<b>TGS</b>	240 MW	-	<ul style="list-style-type: none"> <li>100% Long term PPA - Kolkata Area</li> </ul>	<ul style="list-style-type: none"> <li>CIL Linkage</li> </ul>
<b>Crescent Power</b>	40 MW	99.6	<ul style="list-style-type: none"> <li>Short Term Supply -</li> </ul>	<ul style="list-style-type: none"> <li>Coal Washery Rejects</li> </ul>
<b>Haldia</b>	600 MW	92	<ul style="list-style-type: none"> <li>100% Long term PPA - Kolkata Area</li> </ul>	<ul style="list-style-type: none"> <li>CIL Linkage</li> <li>E-auction</li> </ul>
<b>Dhariwal</b>	600 MW	67	<ul style="list-style-type: none"> <li>100 MW Long term PPA to TANGEDCO</li> <li>187 MW Long term PPA to NPCL</li> <li>185 MW Short Term PPA MAHAGENCO + Merchant market from time to time</li> </ul>	<ul style="list-style-type: none"> <li>CIL Linkage</li> <li>Coal Mine</li> <li>E-auction</li> </ul>
<b>Renewables</b>	174 MW	20	<ul style="list-style-type: none"> <li>100% Long term PPA @ tariff of more than Rs 5/ unit</li> </ul>	<ul style="list-style-type: none"> <li>Wind &amp; Solar</li> </ul>

# Power Generation – Integrated with Kolkata Distribution



**Stations**  
Budge Budge- BBGS (3x250MW)  
Southern- SGS (2x67.5MW)  
Titagarh- TGS (4x60MW)

**Cumulative Capacity**  
1125MW

**Assured Post Tax Equity Return**  
15.5% on Normative Equity

BBGS presently ranked as top performing thermal stations in the country (CEA)

Power generated is used by CESC Kolkata

Fuel security with captive coal block & coal linkages

**100% utilization of ash** in an environmentally friendly manner

Exports of surplus capacity via exchange or bilateral contracts

Parameters better than Regulatory Norms

## 600 MW Haldia Thermal Power Project, West Bengal



- **Generating Station:** 2x300 MW Thermal Power Plant
- **Entire capacity to CESC (Kolkata)** -PPA approved by WBERC
- **Assured Post Tax Equity Return** 15.5% on Normative Equity
- **Fuel Supply Agreement** with Mahanadi Coalfields Limited
- Presently featuring amongst **top three performing power plants** in the country

PLF: 86.1% (FY18), **92%** (YTD Dec'18)

**Sale to licensed area:** 4147 MUs (FY18)



- 100% ash utilization & comprehensive waste management system
- Smart analytical monitoring software for asset protection, house web based applications for performance management and maintenance efficacy
- 'Zero' man days lost due to IR issue
- **External credit rating** Long Term "A+" (high safety) and Short Term "A1+" (highest safety)
- Plant awarded "Global Environment Award 2016" in Platinum Category

## 600 MW Chandrapur Thermal Power Project, Maharashtra



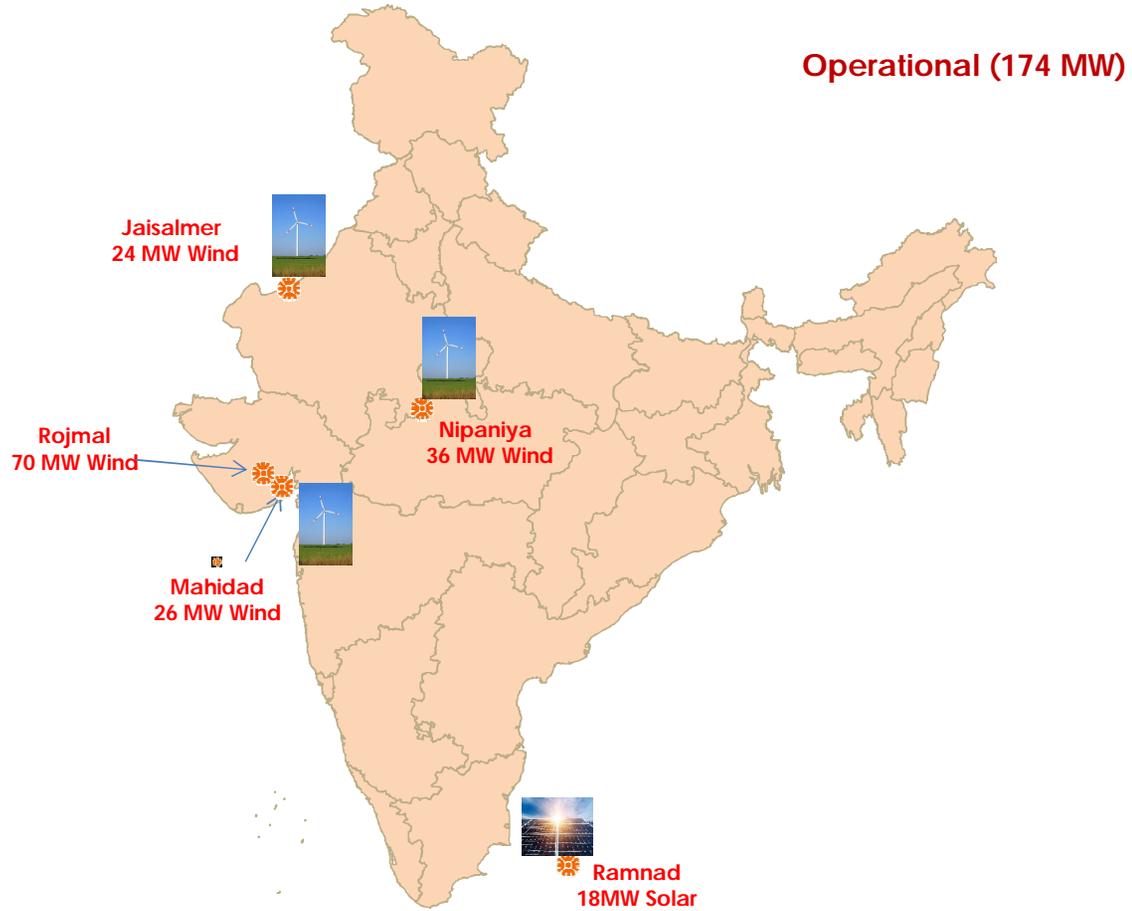
- First **Independent Power Plant** of CESC
- **Generating Station:** 2x300 MW in Chandrapur, near Nagpur
- **Project cost** of Rs. 38 billion funded at 75:25 debt-equity ratio
- **Fuel Supply Agreement** with South Eastern Coal Fields Limited
- Received ISO certification on Quality, Environment & Health Management on 30th Mar'17
- **PPA:** 100 MW to TANGEDCO under long term PPA  
187 MW to NPCL(approved by UPERC)  
185 MW Short Term PPA  
Actively participating in bilateral bids for power sale and exchange

## Crescent Power



- **Generating Station:** 40 MW AFBC based power plant
- **Commissioning Year:** 2010
- Plant set up at CESC's **Sarisatolli coal mine pit** in West Bengal
- **Power sold to the grid**
- Plant uses **washery rejects, with Carbonaceous Shale as fuel**
- Connected to State Transmission Utility Grid Substation through **14km long Transmission System**
- **Key Metrics:**
  - Average PLF for FY17-18: 99.67%

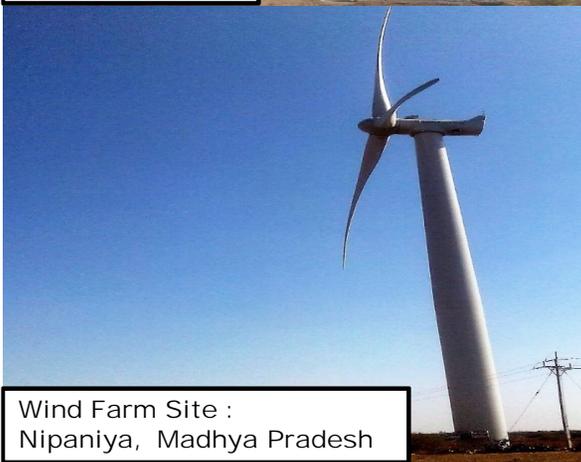
# Renewables - Current Operations



# Renewables



Wind Farm Site: Rojmal Gujarat.



Wind Farm Site : Nipaniya, Madhya Pradesh

- One of the best portfolios in terms of tariff and returns
- Amongst the first companies to set up a Solar Power Project at Gujarat (2010) and Tamil Nadu (2015) under the State Feed-in-tariff model

Project	Plant Type	Capacity MW	PPA with	Type of Power Sale	COD
Dangri, Rajasthan	Wind	24	JVNVL	Long term PPA	Mar 13
Surendranagar, Mahidad, Gujarat	Wind	26	GUVNL	Long term PPA	Dec 14
Nipaniya, M.P.	Wind	36	MPPMCL	Long term PPA	Mar 16
Rojmal, Gujarat	Wind	70	GUVNL	Long term PPA	Mar 17
Neeravi, T.N.- Solar-Crescent Power	Solar	18	TNG&DCL	Long term PPA	Jan 16

**THANK YOU**