

September 9, 2023

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G- Block, Bandra – Kurla Complex,
Bandra (East),
Mumbai – 400 051
SCRIP CODE: CESC

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
SCRIP CODE: 500084

Dear Sir/Madam,

Sub: Intimation of Investors' Presentation

Further to our letter no. DOC:SEC:744/2023-24/176 dated September 6, 2023, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference to be held as per the schedule referred to in our said letter.

The above information is being submitted in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

Kindly acknowledge receipt of the same.

Thanking you.

Yours faithfully,
For **CESC Limited**

Jagdish Patra
Company Secretary & Compliance Officer

Encl: A/a



**RP - Sanjiv Goenka
Group**

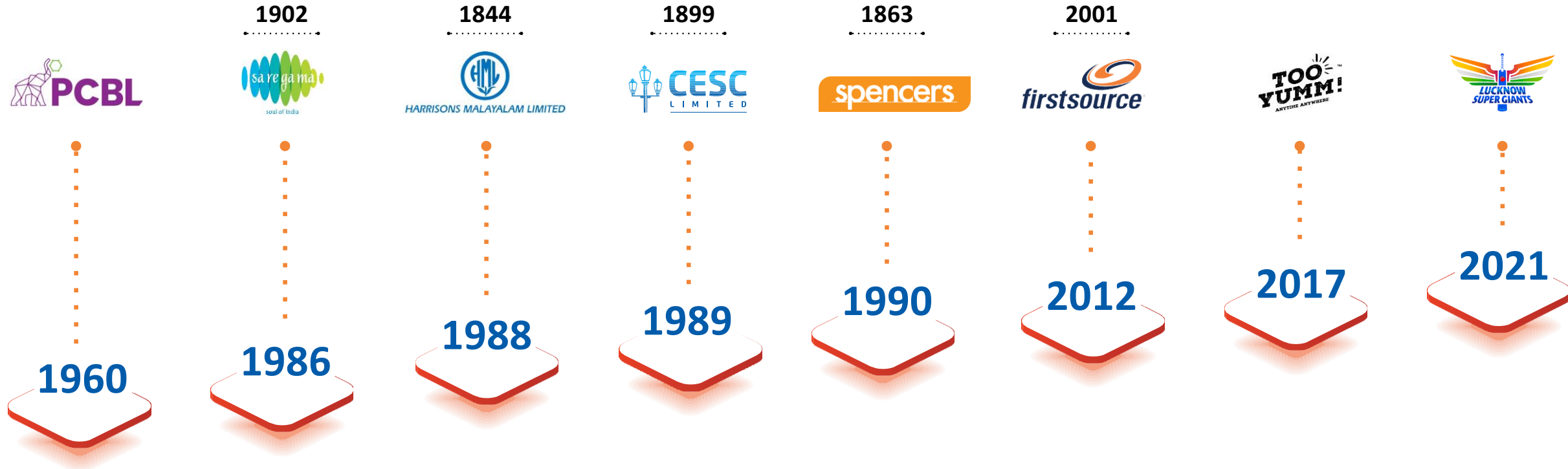
Growing Legacies

RPSG Group

&



Growing legacies



Legacy is about building the future by honouring the past. With a rich heritage, RPSG Group today is one of the most revered business conglomerates of India. The Group inspires trust and credibility through its value-driven business culture and thought leadership.

● Year of Acquisition ● Year of Incorporation

RPSG group: Building a diversified conglomerate



One of India's **New-age and fastest growing**

conglomerates[#]

Presence in **45+** countries[#]

Strong workforce of

50,000

employees, belonging to different nationalities[#]

100+ offices worldwide[#]

* As on FY23

Anchored to core values



We strive towards performance excellence, value-addition and strong bottom line orientation. I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka
Chairman
RP-Sanjiv Goenka Group

Vision

To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



Shashwat Goenka
Sector Head- Retail & FMCG



V C Agrawal
President Group Human Resources



Rajarshi Banerjee
Group Chief Financial Officer



Debasish Banerjee
Managing Director (Distribution) CESC Limited



Rabi Chowdhury
Managing Director (Generation) CESC Limited



Kaushik Roy
Managing Director PCBL Limited



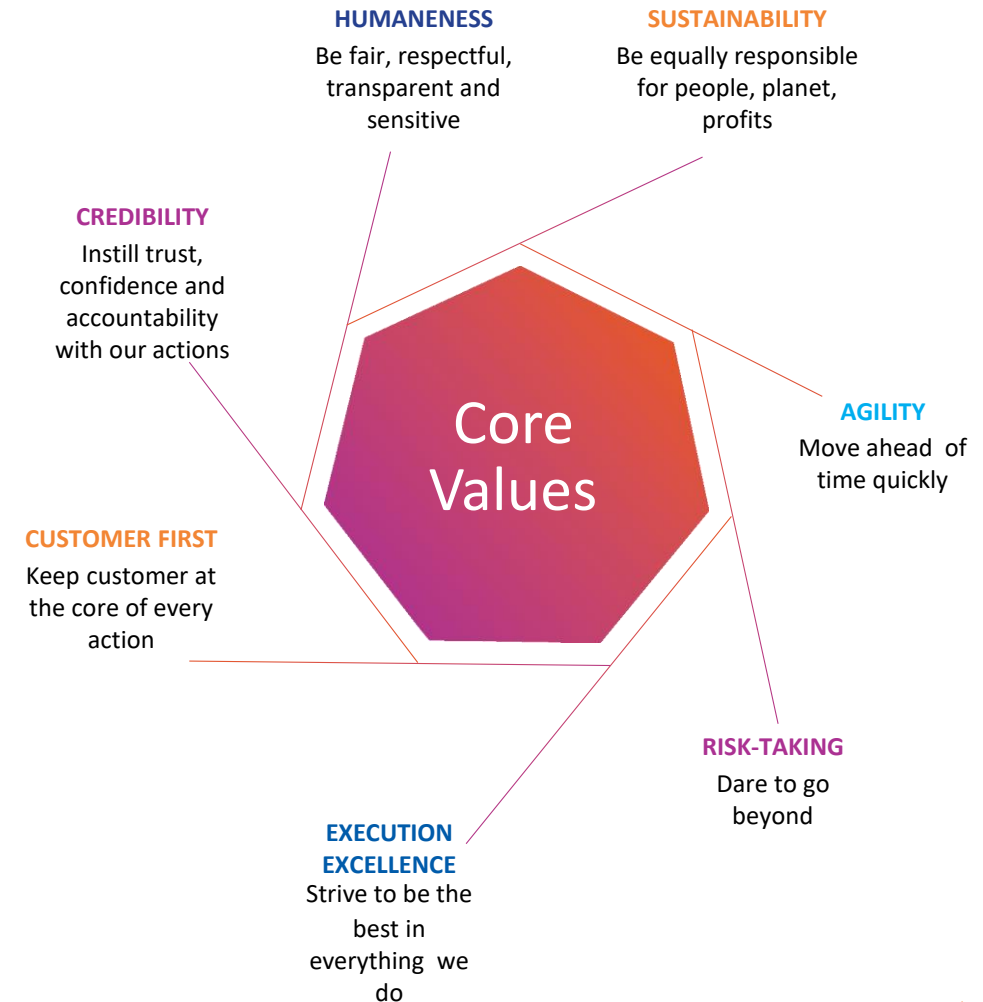
Vikram Mehra
Managing Director Saregama India Limited



Ritesh Idani
Managing Director and CEO Firstsource Solutions

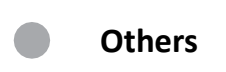
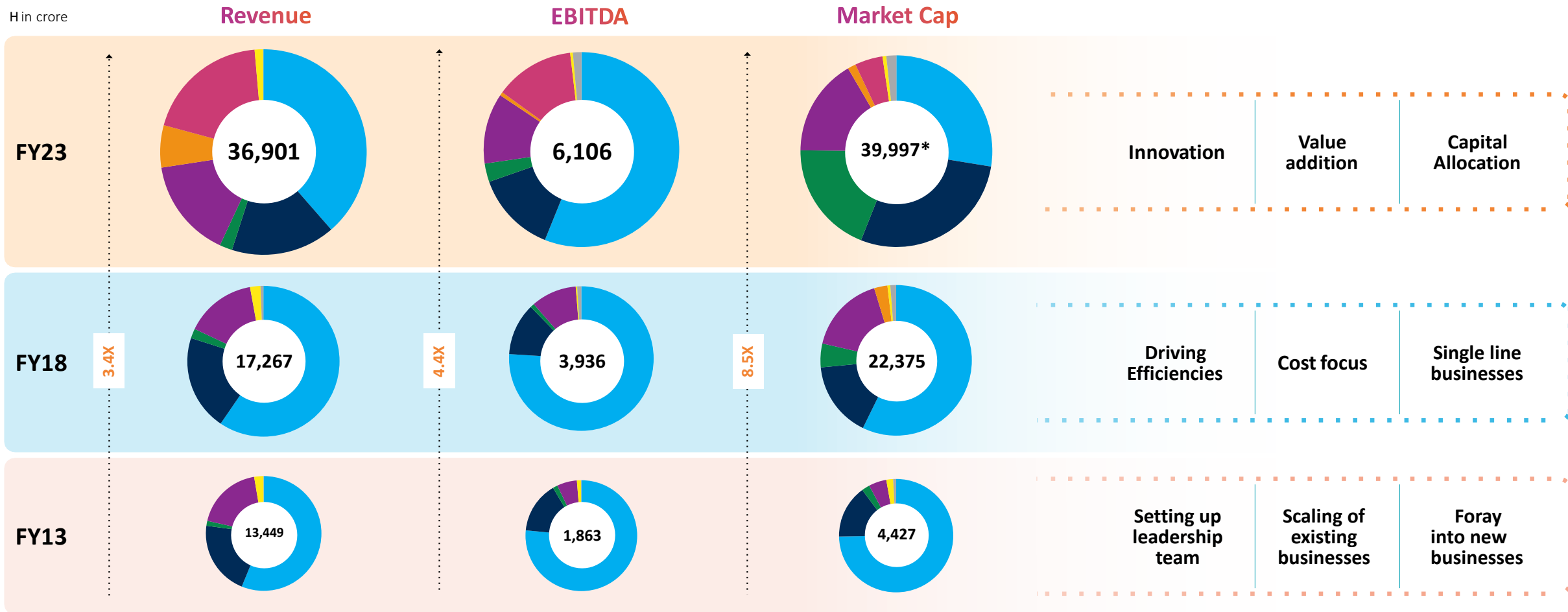


Rajeev Khandelwal
Chief Executive Officer FMCG Business



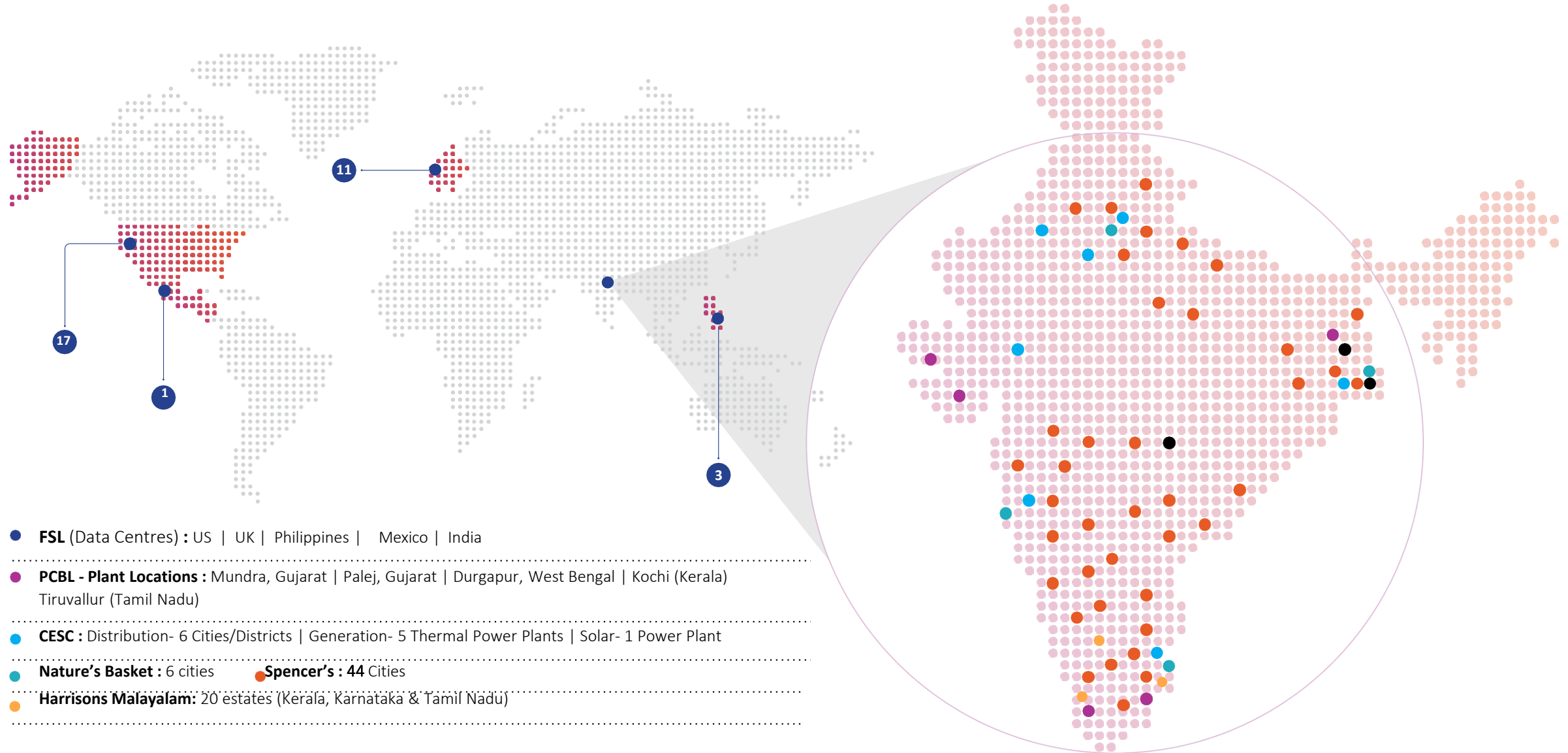
Group's growth trajectory

H in crore



*Market cap as on 31st Aug 2023

Our geographical presence



- **FSL (Data Centres) :** US | UK | Philippines | Mexico | India

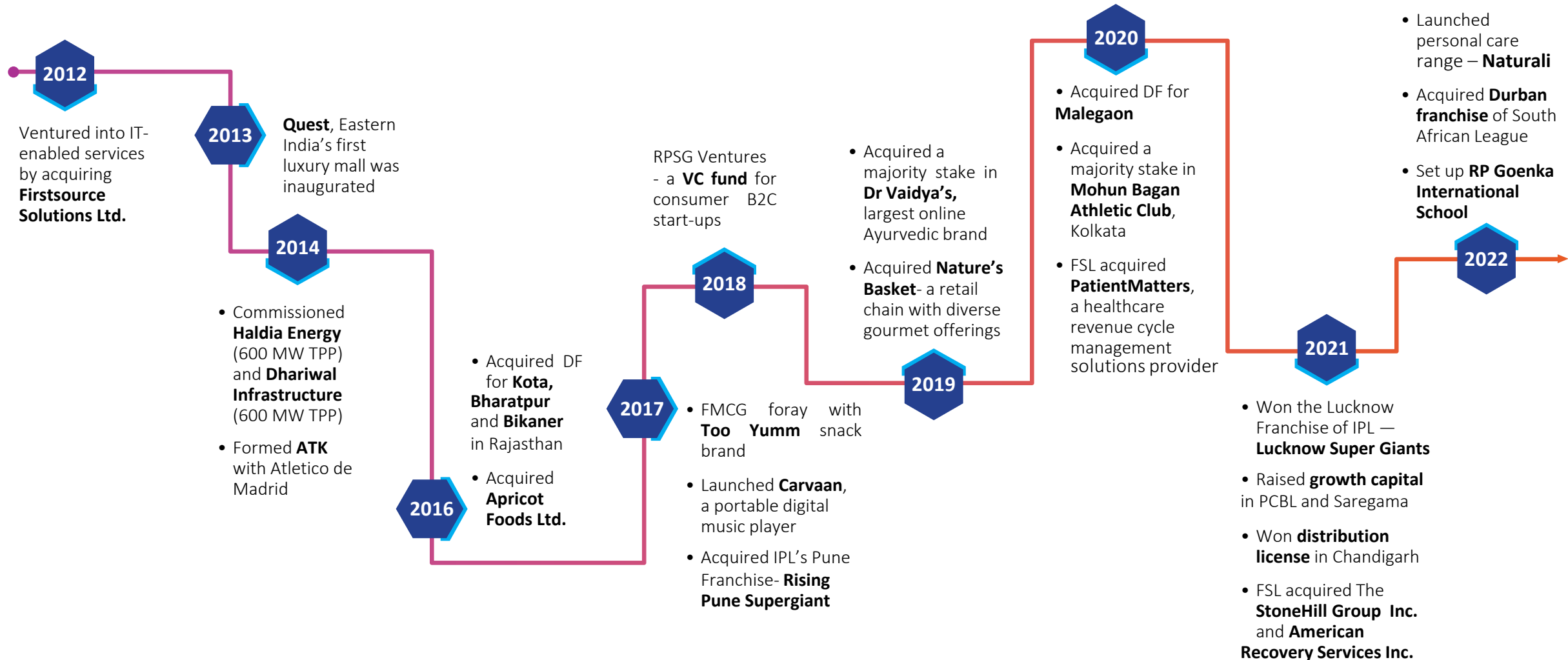
- **PCBL - Plant Locations :** Mundra, Gujarat | Palej, Gujarat | Durgapur, West Bengal | Kochi (Kerala) Tiruvallur (Tamil Nadu)

- **CESC :** Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

- **Nature's Basket :** 6 cities ● **Spencer's :** 44 Cities

- **Harrisons Malayalam:** 20 estates (Kerala, Karnataka & Tamil Nadu)

Our journey through the decade



Sustainability

as one of the core values for the group – ‘Be equally responsible for people, planets and profits’

“Great Place to Work”

CESC, Firstsource & Spencer’s

Green Building

17 Certified Buildings & 1.6 Mn Sq Ft of Operating Area

The RP-Sanjiv Goenka Group has received the **United States Green Building Council Leadership Award** for South-East Asia 2021 for its one-of-a-kind project

Sustainability Reports – **CESC** and **PCBL** have been publishing their Sustainability reports annually for a few years now

GHG emission reduction target

PCBL- 15% plans to reduce net Co₂ emission by 2030

CESC aims to reduce its GHG emissions and Carbon Footprint by 2030

Water Conservation

All plants at PCBL adhere to ZLD regulations.

By 2030 CESC covet all power plants to be ZLD compliant

FSL and **HML** have **44%** & **50%** **women workforce**, respectively

Firstsource comprehended in the **2022 Bloomberg Gender-Equality Index (GEI)**

Board Composition

FSL, PCBL, Saregama, Spencer's, RPSG Ventures, CESC - 50% Independent Directors

Strategic priorities



Sustainably growing our businesses
(Organic and Inorganic mix)



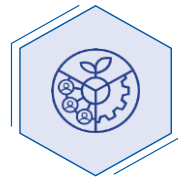
Enriching portfolio of businesses
by increasing share of
value-added product and services



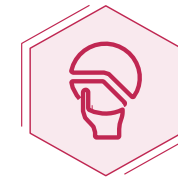
Profitable Growth
(Focus on ROCE as KPI)



Transforming into R&D and
Innovation led culture



ESG
Commitment



Shareholder
Value Creation

Numerous Legacies Continuous Growth

2000 Years





CESC
LIMITED

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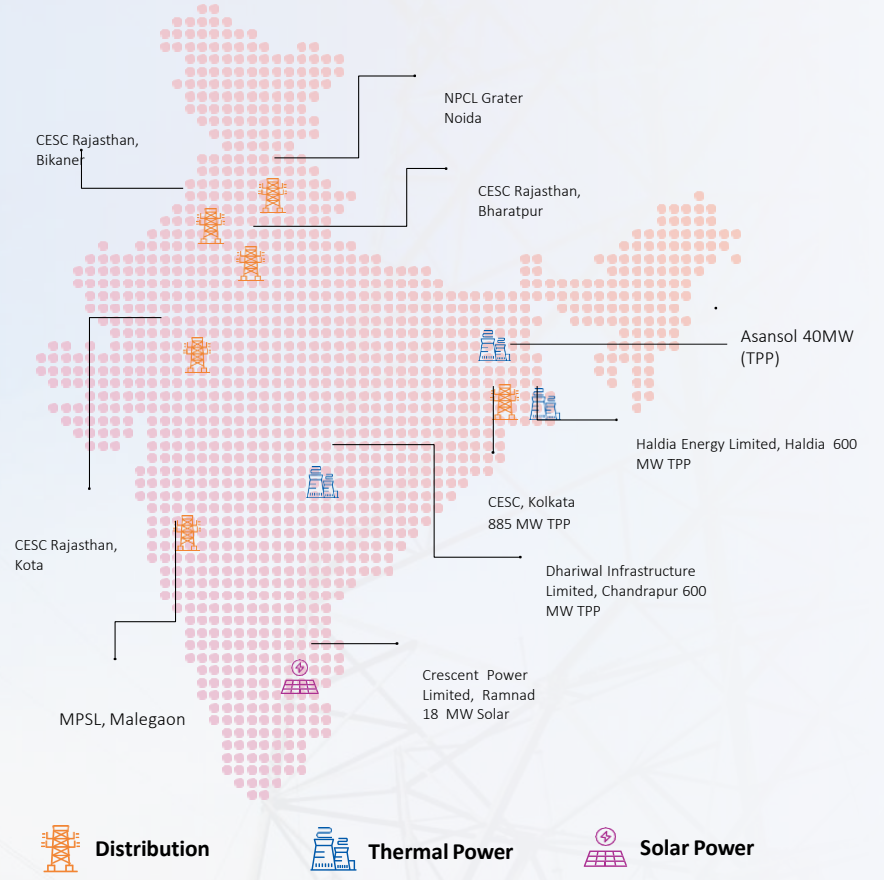
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CESC: Illuminating lives for over a century

- India's first fully integrated electrical utility company** (since 1899) with business interest in generation & distribution of power & Headquartered in Kolkata.
- Serves 4 million+ customers** across 6 locations in India offering best in class **customer service**.
- 2,140 MW** generating stations meeting bulk of the power requirements for Kolkata and NPCL license area.
 - Exploring Green Power initiatives
- Single electricity distributor** in Kolkata and Howrah, serving 3.5 million consumers and commercial users.
- Distributes power in Greater Noida, Uttar Pradesh** (335 sq. km).
 - Emerged as highest bidder to acquire 100% stake in **Chandigarh Discom**
- 95%+ capacity** tied up under Long/Medium term PPA with complete fuel security.
- Distribution Franchisee** in Rajasthan (Kota, Bharatpur, Bikaner) and Maharashtra (Malegaon).
- Features among top performing power plants** in the country- BBGS & Haldia
- 100% utilization of ash** in an environmentally friendly manner.



Key Metrics

2 Distribution Licenses
4 Distribution Franchisee

4 million + consumers

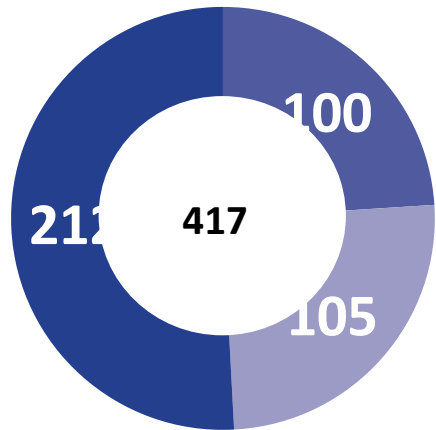
~16,500 MU
(Consolidated sales)

7.28%
T&D Loss (Kolkata)

15000 cr (Revenue)
3800 cr (EBITDA)
(Consolidated)

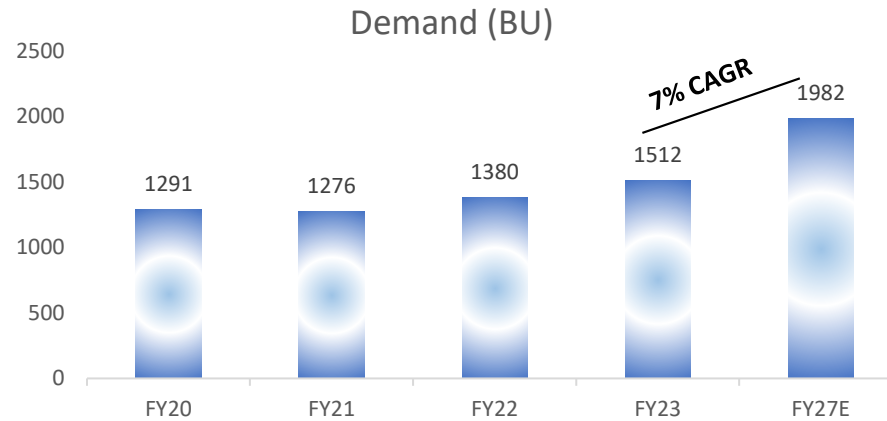
Indian power sector trends

Total Installed Capacity in FY23 (in GW)

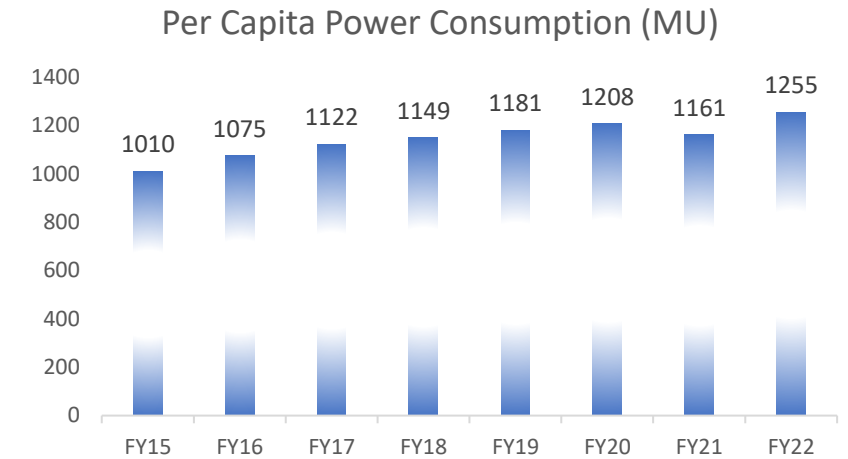


- Central Sector
- State Sector
- Private Sector

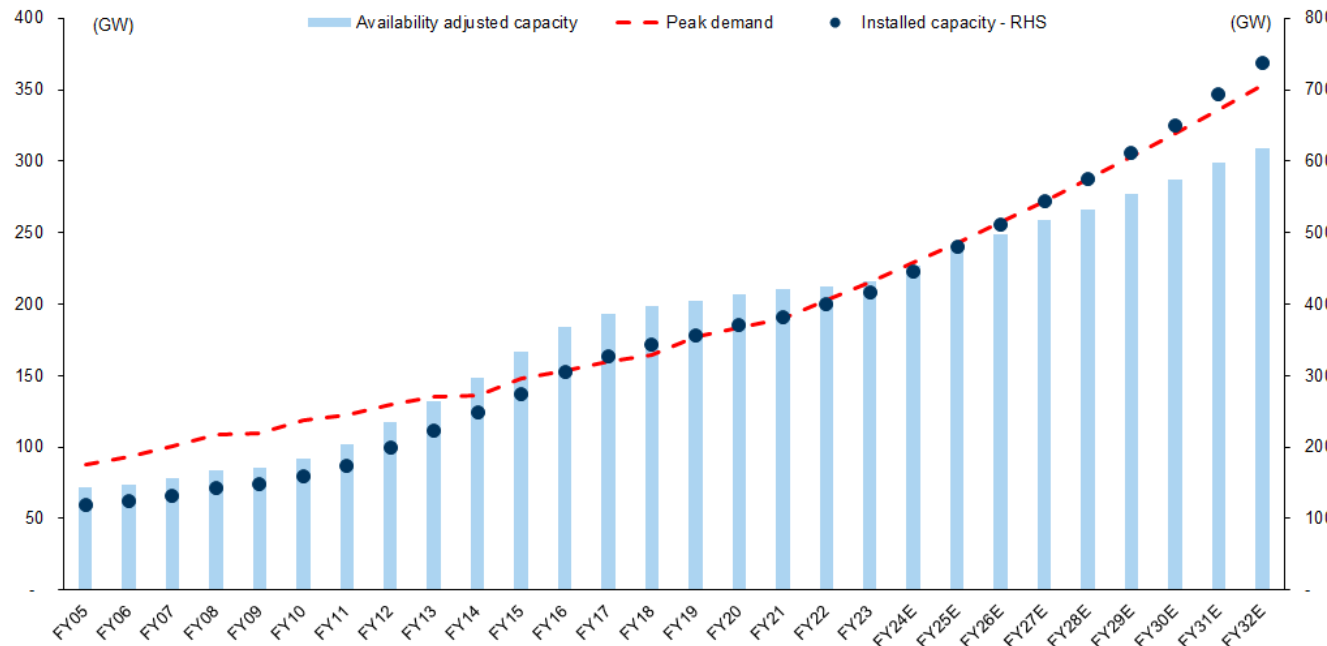
Demand expected to grow at a 7% CAGR



Steady growth in per capita power consumption



Estimate of India's availability adjusted peak capacity indicates country has already entered phase of peak power shortages



Given the low firm capacity addition in the last 4-5 years, deficit is likely to widen if the demand growth sustains

Our presence in Distribution Business

	Distribution contract	Area (sq. km)	Consumer base	Peak load (MW)	Units sold (MU)*	Revenue (₹ Cr)	T&D loss (%)	Post-tax equity return
CESC, Kolkata	Licensee	567	35 lakhs	2600+ MW	10362	8153	7.28%	16.5%
Noida	Licensee	335	1 Lakh	592+ MW	2870	2325	7.63%	15%
Rajasthan	Input based franchisee	381	5 lakhs	500+ MW	2461	1854	11-14%	-
Malegaon	Input based franchisee	57	1.3 lakhs	~200 MW	782	608	39%	-

Our presence in Generation Business

	State	Installed Capacity (MW)	Units Generated (MU)	PLF	Offtake Arrangement	FUEL SECURITY
Budge Budge Generating Station (TPP)	West Bengal	3* 250	5331	81%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • Coal Mine • E-auction
Southern Generating Station (TPP)	West Bengal	2*67.5	636	54%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • e-auction
Haldia Energy Limited (TPP)	West Bengal	2*300	4219	80%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • E-auction
Dhariwal Infrastructure Limited (TPP)	Maharashtra	2*300	4229	80%	<ul style="list-style-type: none"> • 100 MW - TANGEDCO • 187 MW - NPCL • 210 MW - Central Railways 	<ul style="list-style-type: none"> • CIL Linkage • E-auction
Crescent Power Limited (TPP)	West Bengal	40	334	95%	Short Term Supply - Competitive	Coal Washery Rejects
Crescent Power Limited, Ramnad (Solar)	Tamil Nadu	18	28	21%	100% Long term PPA-TANGEDCO	-

Strategy and road ahead

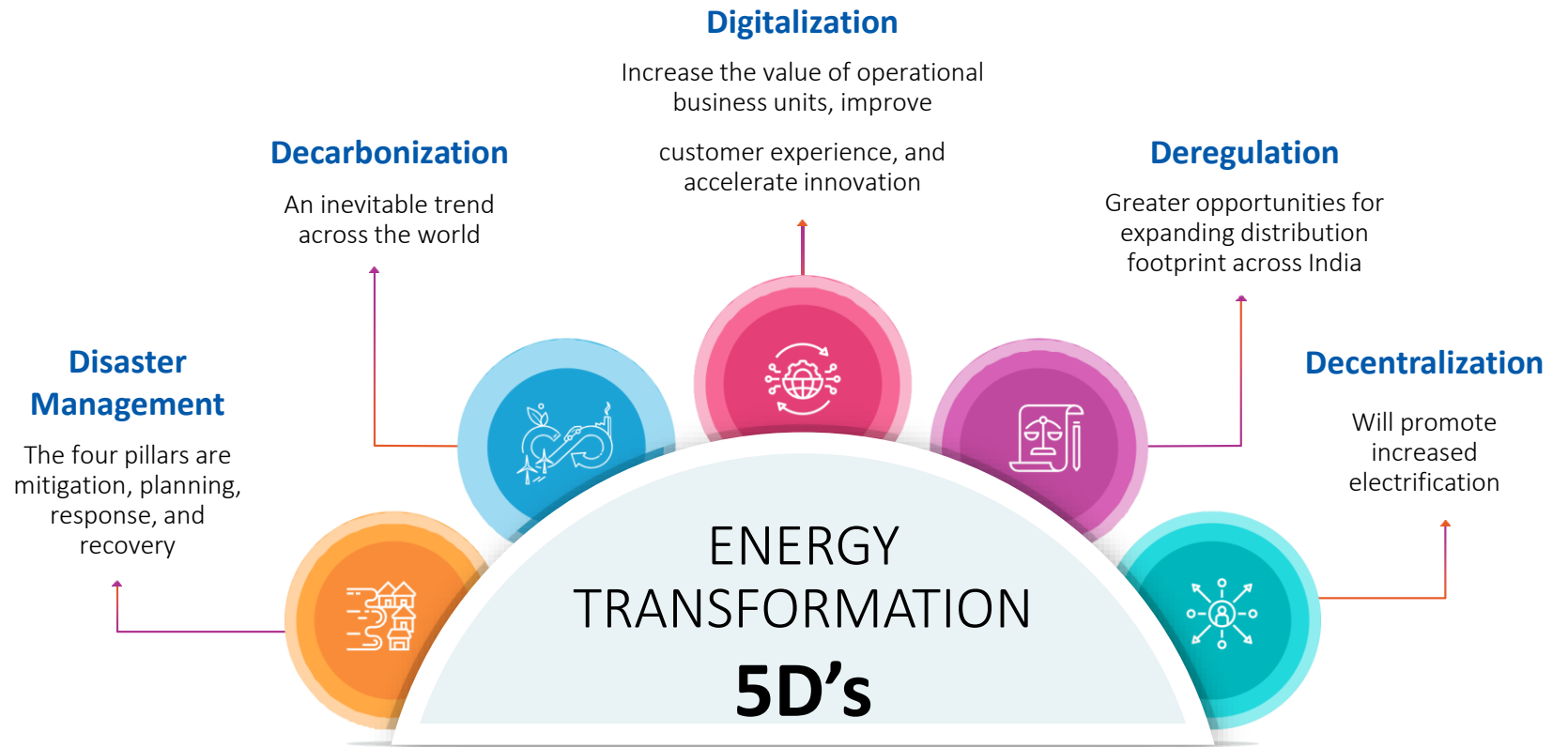
CESC's business strategy is inextricably linked to its governance architecture

- A flexible Power Load Factor (PLF) and long-term coal linkages enable us to provide reliable and continuous power to the consumers
- We have adopted a strategy of ensuring long term coal linkages for our projects to mitigate coal-related risk
- We are also collaborating with nodal agencies to develop a Critical Information Infrastructure (CII) architecture to improve our present cyber crisis response strategy

CESC strives to:

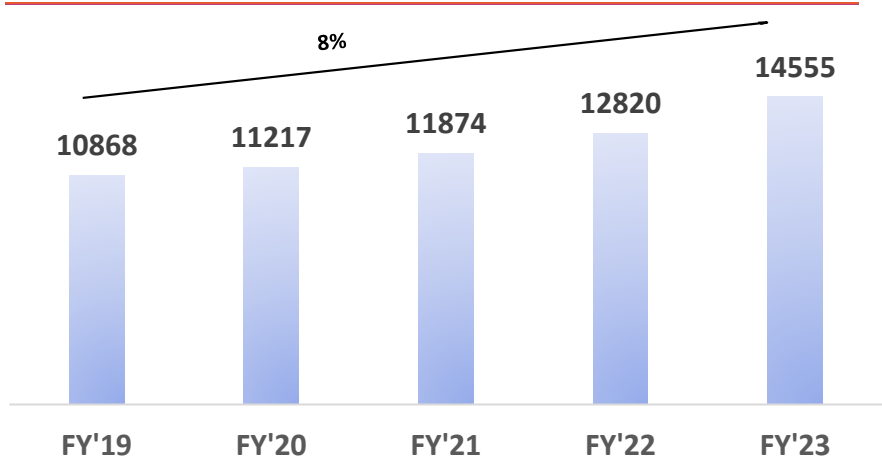
- To achieve a balance between production and consumption, develop a unique energy mix to take into account the changing renewable energy assets and electricity demand
- Create greater opportunities to increase distribution footprint across India
- Improve customer experience, increase value across operational business units, and accelerate innovation

Five Drivers Re-shaping The Energy Landscape

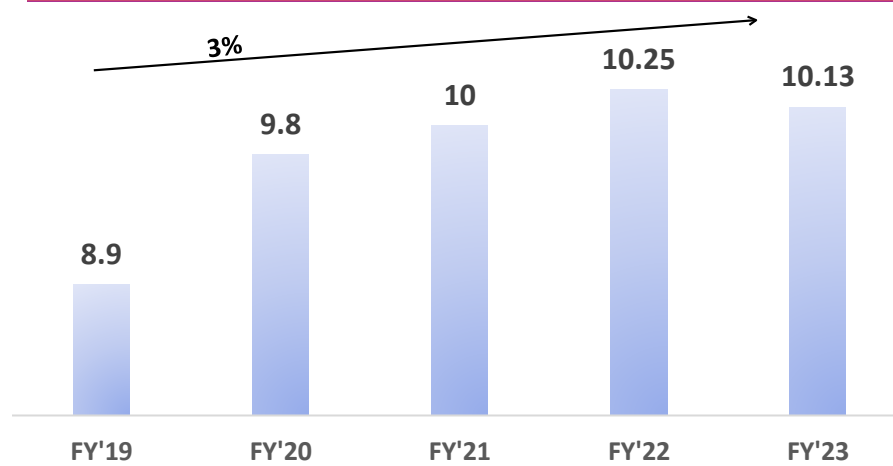


Financial performance

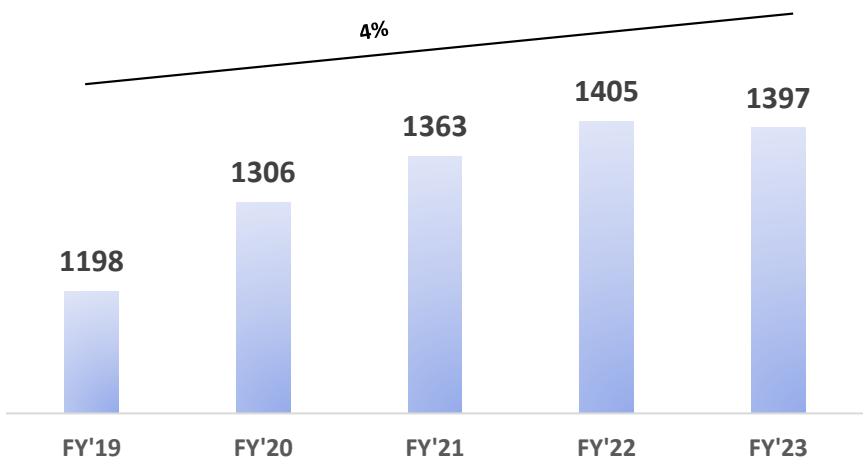
Revenue (in Cr)



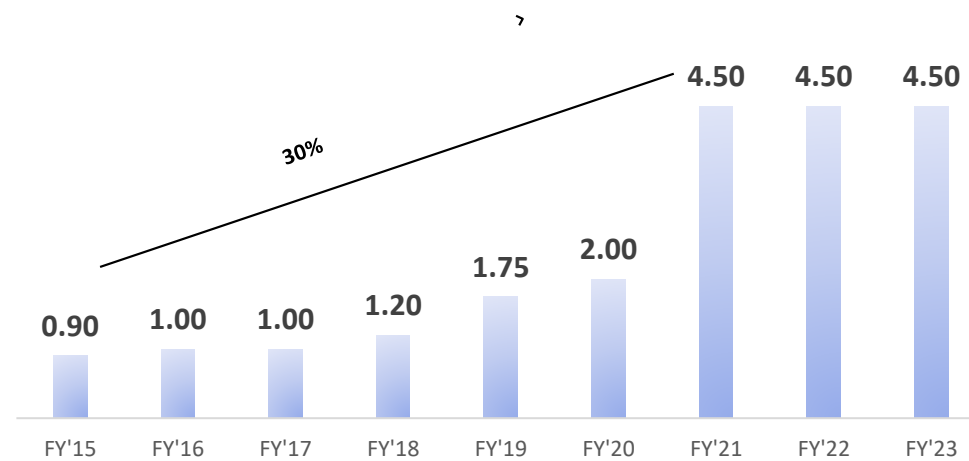
EPS (in Rs.)



PAT (in Cr)



Dividend/share (in Rs)



Financial Performance of key subsidiaries

	FY`23			FY`22		
	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)
CESC Ltd (Consolidated)	14555	3740	1397	12820	3800	1405
CESC Ltd (Standalone)	8153	2144	830	7479	2019	816
Haldia Energy Ltd	1987	747	261	2251	1017	333
Dhariwal Infrastructure Ltd	1918	550	244	1654	485	137
Crescent Power	177	55	33	125	39	15
Noida Power	2325	292	161	2055	259	150
Kota/Bharatpur/Bikaner	1854	42	(25)	1589	27	(30)
Malegaon	608	(67)	(77)	494	(32)	(57)

CESC- Overall investment rationale

1

Proven track-record of profitable operations and domain expertise

- *Best in class generation assets*
- *Efficient distribution model*

2

Responsible business – long standing relationship with stakeholders (Investors, Regulators, Customers, Employees, Value chain partners)

3

Strong core competency to grow and leverage competencies across emerging business segments

4

Embedded value creation through Digital interventions and service offerings

5

Strong regulatory compliance, process oriented (ESG reporting, ISO certified) and coherent safety policies

6

A sustainable platform to participate in upcoming Discom privatisation opportunities

Thank You

Reach us at:

investors_relation@rpsg.in

