



**RP-Sanjiv Goenka  
Group**

Growing Legacies

# **CESC Limited**

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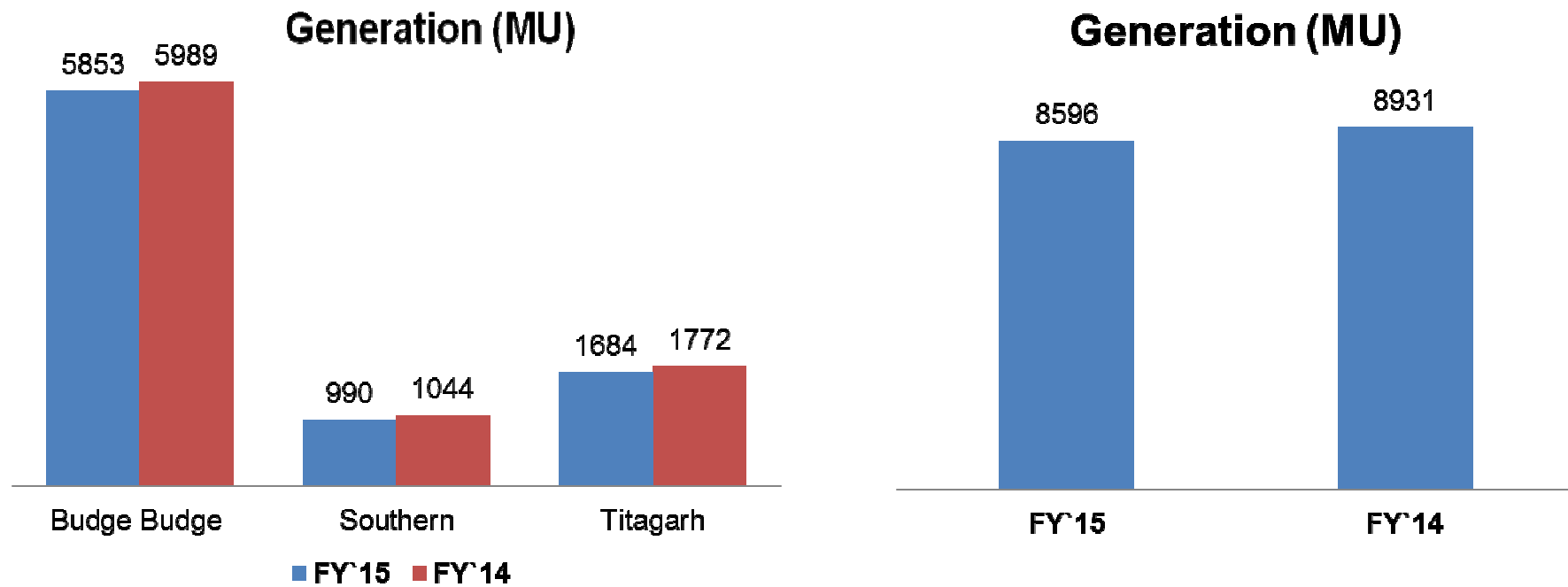
*Investor Update –Q4 FY`15*

## Performance Summary – FY 2014-15

Components	FY`15	FY`14	% Change
<b>Generation (MU)</b>	8596	8931	(3.7%)
<b>Total Sales (MU)</b>	8937	8591	4%
<b>Gross Revenue (Rs Cr.)</b>	6189	5510	12.3%
<b>EBIDTA (Rs Cr.)</b>	1634	1533	6.6%
<b>Net profit (Rs Cr.)</b>	698	652	7%

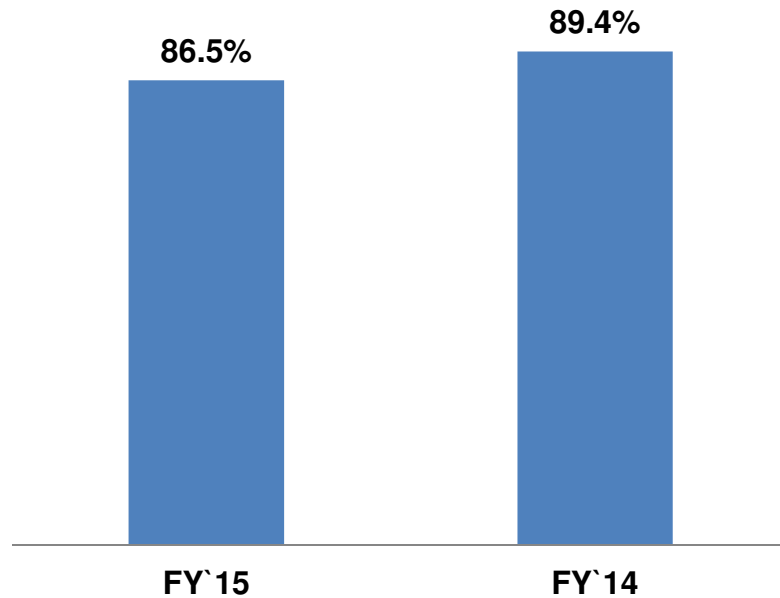
**The Board of Directors has recommended a dividend of Rs.9/- per share for 2014-15**

## Plant wise Generation – FY 2014-15



## Plant load factor (PLF) – FY 2014-15

**PLF (%) – (excl NCGS )**



**Plant wise PLF is given below**

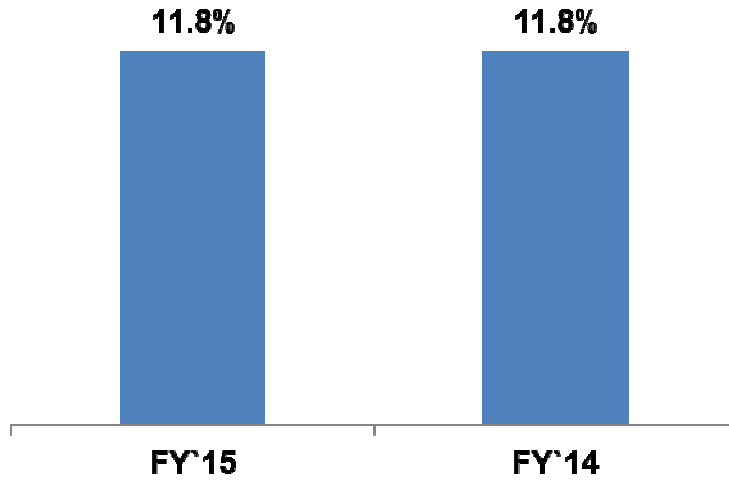
PLF %	2014-15	2013-14
Budge Budge	89.08%	91.2%
Southern	83.73%	88.3%
Titagarh	80.11%	84.3%
NCGS**	11.86%	14.3%

\*\*Old Station

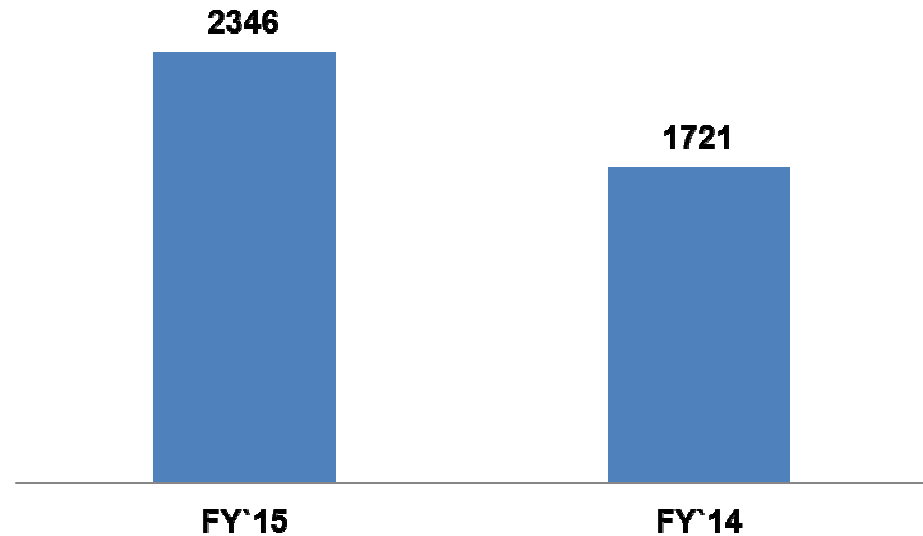
The 65 years old New Cossipore Generating Station (NCGS) has permanently ceased to generate power during the year

## T&D Loss & Power Purchase – FY 2014-15

### T&D Loss (Provisional)



### Power Purchase (MU)



## Status of new Power Projects

- Haldia Power Project (300x2 MW TPP in Haldia, West Bengal)**
  - Both units of the project has been commissioned
  - Power is being supplied to CESC via dedicated transmission line
  - Initial losses incurred due to ramping up issues and capitalization of income prior to full commissioning
  
- Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
  - Both units of the project has been commissioned
  - The project is not generating power due to pending FSA, lack of adequate PPA and connectivity issues in the PPA
  - Efforts are underway to secure more PPAs and sign FSA with CIL

## Firstsource Solutions Ltd

- ❑ Revenues for FY 2014-15 stood at Rs. 3,035 crs, compared to INR 3,106 crore in FY14
- ❑ FSL earned an Operating EBIT of Rs. 309 crs for the year ended March 2015, up 7.7% over FY 14
- ❑ PAT of Rs. 234 crs for the year ended March 2015, up 21.4% over FY 2013-14.
- ❑ EPS for the year is Rs. 3.53 (basic) and Rs. 3.34 (diluted)
- ❑ FSL successfully made the principal repayment of USD 45 million during the year.
- ❑ Employee strength at 25,285 as of March 31, 2015. Reduction of 2,381 employees during the year
- ❑ As of March 31, 2014, Firstsource derived 49% revenues from the US, 36% from UK and 15% from Rest of World, including India
- ❑ As of March 31, 2014, Firstsource derived 43% revenues from Telecom & Media, 36% from Healthcare and 21% from BFSI

## Spencer`s Retail Ltd

- ❑ Revenues for FY 2014-15 stood at Rs. 1,672 crs, compared to INR 1,458 crore in FY14, up 14.7%
- ❑ EBIDTA losses came down to Rs. 67 crs in FY15 against Rs. 70 crs in FY14
- ❑ PAT Loss for FY15 stood at Rs. 151 crs against Rs. 166 crs in FY14
- ❑ Average sales increased from Rs. 1305/sqft per month in FY`14 to Rs. 1349/sqft per month in FY`15 despite opening new stores
- ❑ Same stores sales have increased from Rs.1,361/sqft per month in FY`14 to Rs. 1,489/sqft per month in FY`15, registering a growth of 9.4%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 62/sqft per month in FY`15
- ❑ Same stores EBIDTA stood at Rs. 79/sqft during FY`15
- ❑ In FY`15, Spencer`s Retail launched 3 new Hypers and 2 Super stores across the country



# 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.