



**RP-Sanjiv Goenka
Group**

Growing Legacies

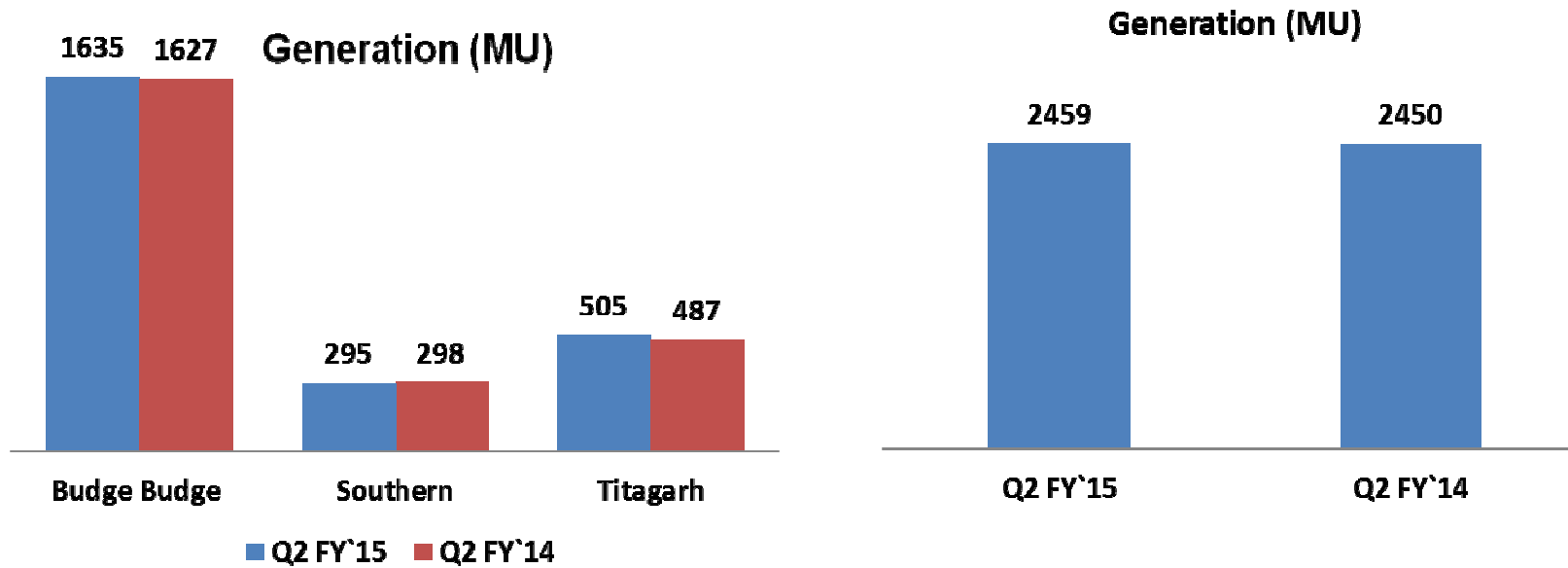
CESC Limited

Investor Update –Q2 FY`15

Performance Summary – Q2 FY`15

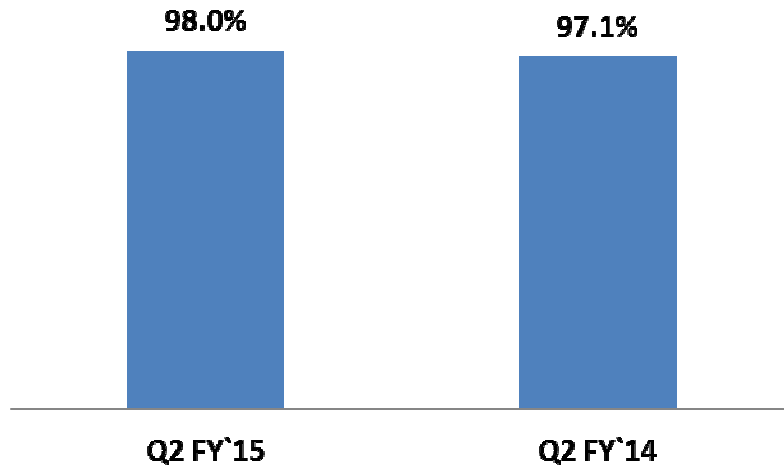
Components	Q2 FY`15	Q2 FY`14	% Change
Generation (MU)	2459	2450	1%
Total Sales (MU)	2593	2438	6.4%
Gross Revenue (Rs Cr.)	1678	1659	1%
EBIDTA (Rs Cr.)	440	403	9.2%
Net profit (Rs Cr.)	192	171	12.3%

Plant wise Generation – Q2 FY`15



Plant load factor (PLF) – Q2 FY`15

PLF (%) – (excl NCGS)



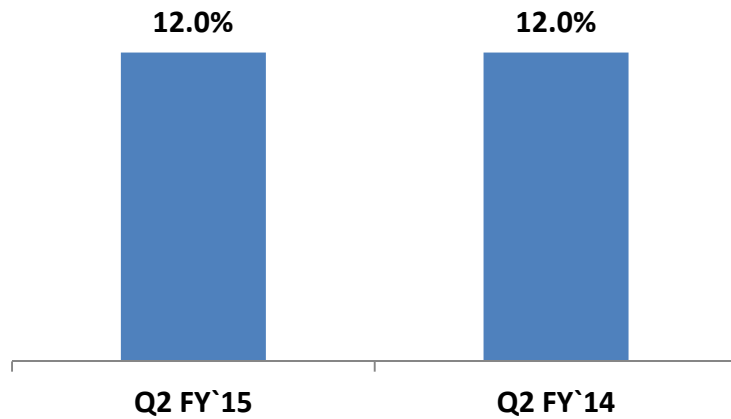
Plant wise PLF is given below

PLF %	Q2 FY`15	Q2 FY`14
Budge Budge	98.8%	98.3%
Southern	98.8%	100%
Titagarh	95.2%	92%
NCGS**	11%	16.8%

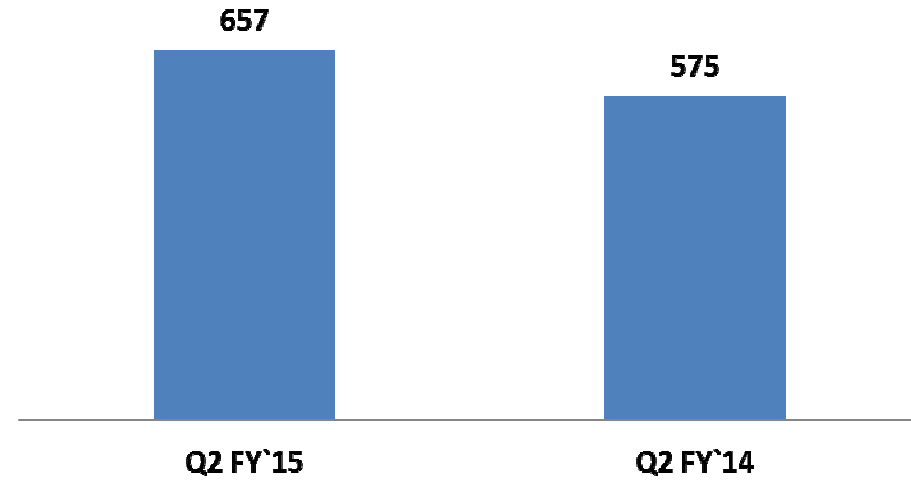
**Old Station

T&D Loss & Power Purchase – Q2 FY`15

T&D Loss (Provisional)



Power Purchase (MU)



Status of Projects Under Implementation

- ❑ **Haldia Phase 1 (300x2 MW TPP in Haldia, West Bengal)**
 - ❑ The project is undergoing construction and shall be commissioned in FY`14-15

- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
 - ❑ First unit of 300 MW has been commissioned on 11th Feb 2014
 - ❑ Second unit of 300 MW has been commissioned on 2nd August 2014
 - ❑ Long Term PPA for 100 MW signed with TANGEDCO

- ❑ **CESC Properties Ltd (100% subsidiary)**
 - ❑ Quest Mall is fully operational and is witnessing strong footfalls



The advertisement features a large orange rounded rectangle. Inside, there are white line-art illustrations of a man, a woman, and a child walking together. Below the illustrations, the word "spencer's" is written in a large, white, lowercase sans-serif font. Underneath "spencer's", the text "MAKES FINE LIVING" is written in a smaller, white, uppercase sans-serif font, followed by the word "affordable" in a white, lowercase script font.

Spencer's Footprint – Sept 2014

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	308	10	2	11	0	23
	TOTAL	308	10	2	11	0	23
West	Gujarat	24	1			0	1
	TOTAL	24	1	0	0	0	1
North	East UP	114	3	1	14	0	18
	NCR	227	8	3	5	0	16
	TOTAL	341	11	4	19	0	34
South 1	Kerala	17		1	4	0	5
	T.N	72	1	0	22	0	23
	TOTAL	89	1	1	26	0	28
South 2	Bangalore	41	2	1	1	0	4
	Coastal A.P	99	4	2	8	0	14
	Hyderabad	151	4	3	14		21
	TOTAL	291	10	6	23	0	39
TOTAL		1053 K	33	13	79	0	125

- TA Hypers – 784 K sft
- TA Supers – 92 K sft
- TA Small stores – 177 K sft

Spencer's has focused geographical presence and planning growth

33 hyper stores across 5 regions ; 92 smaller stores focused in 3 main regions



Planning to open 8-10 new hyper stores in FY`14-15

Hyper defined as clear focus area

12-14 hyper stores to be opened every year from FY`16

- All stores currently on track for possession and opening in current year

New stores to be opened in the existing 5 regions

- No new regions to be tapped

Small stores to continue as-is

- Profitable at store level
- Potential realignment in Step 2

Beginning to generate local scale in some geographies

Highlights Q2 FY`15

❑ Improvement in Sales

- ❑ Average sales have remained same at Rs. 1363/sqft in Q2 FY`15 despite opening new stores
- ❑ Same stores sales have increased from Rs.1427/sqft per month in Q2 FY`14 to Rs. 1538/ sqft per month in Q2 FY`15, registering a growth of 7.71%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 59/sqft per month in Q2 FY`15
- ❑ Same stores EBIDTA stood at Rs. 82/ sqft during Q2 FY`15

❑ New stores roll out:

- ❑ Spencer`s Retail has open 1 new Hyper store during the quarter

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.