



**RP-Sanjiv Goenka
Group**

Growing Legacies

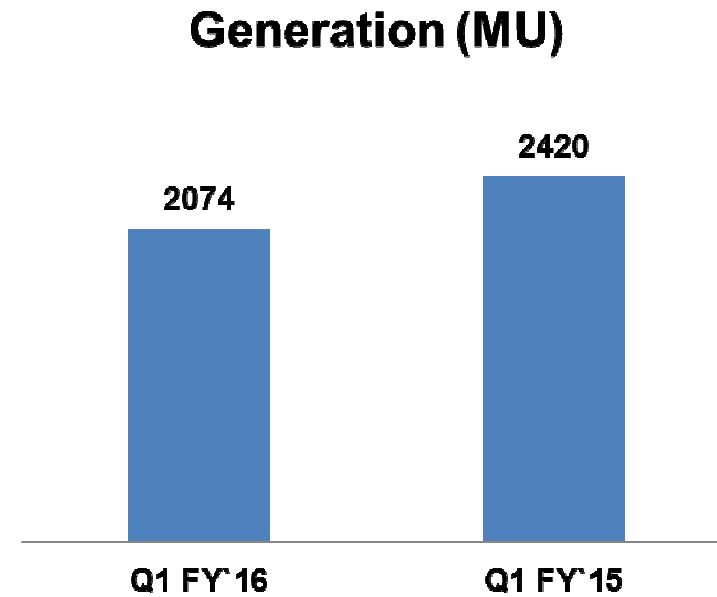
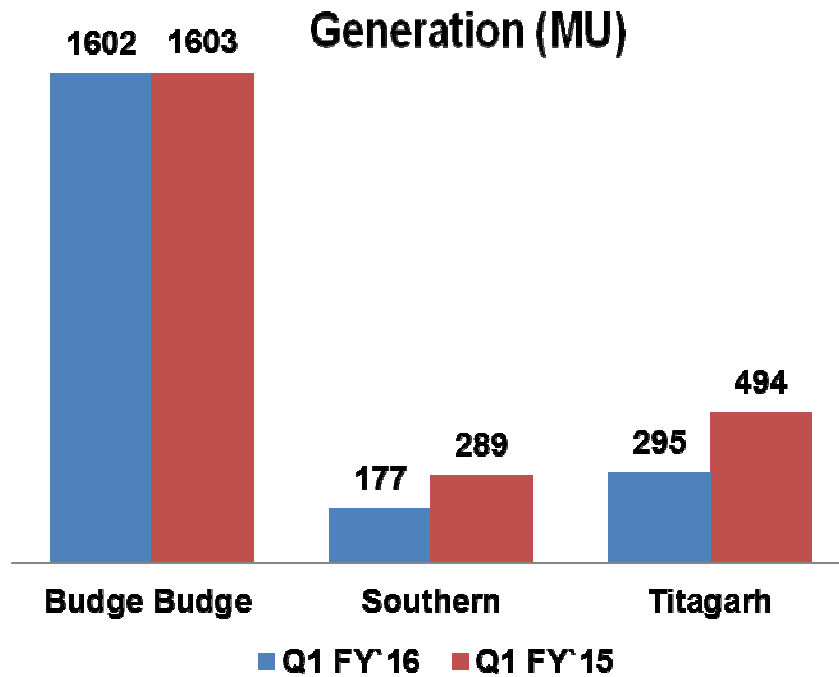
CESC Limited

Investor Update –Q1 FY`16

Standalone Performance – Q1 FY 2015-16

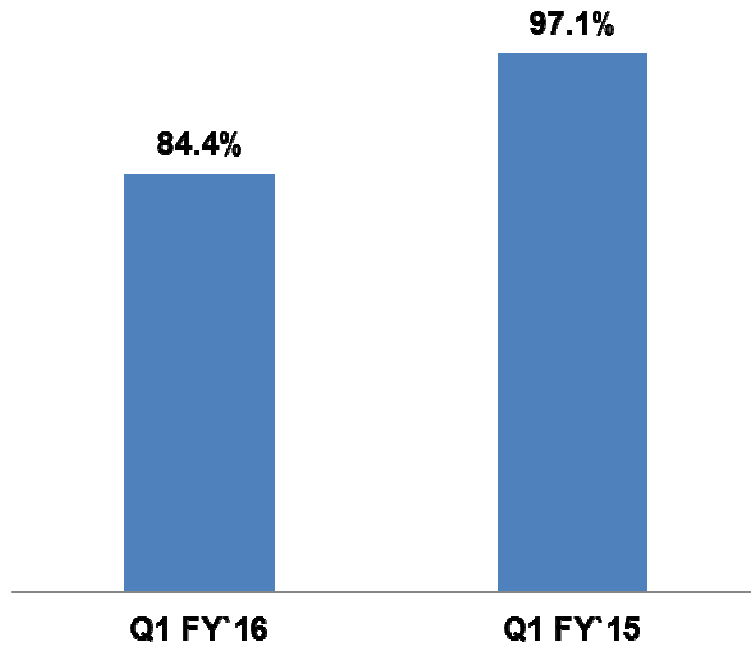
Components	Q1 FY`16	Q1 FY`15	% Change
Generation (MU)	2074	2420	(14.3%)
Total Sales (MU)	2562	2557	0.2%
Gross Revenue (Rs Cr.)	1729	1878	(8%)
EBIDTA (Rs Cr.)	411	393	4.6%
Net profit (Rs Cr.)	152	151	0.7%

Plant wise Generation – Q1 FY 2015-16



Plant load factor (PLF) – Q1 FY 2015-16

PLF (%) – (excl NCGS)

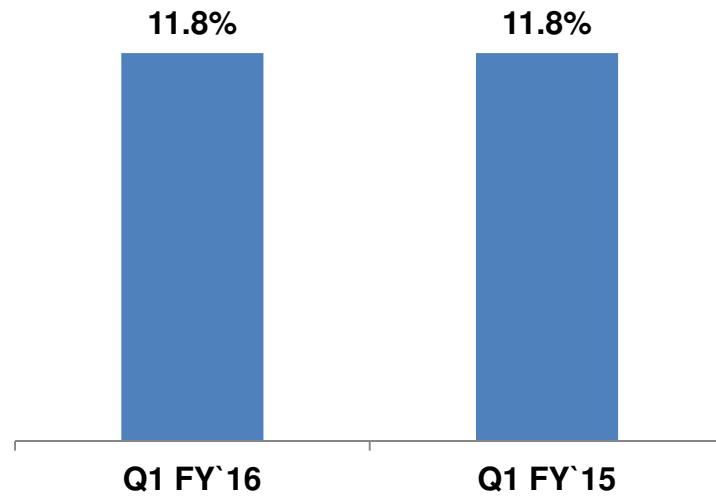


Plant wise PLF is given below

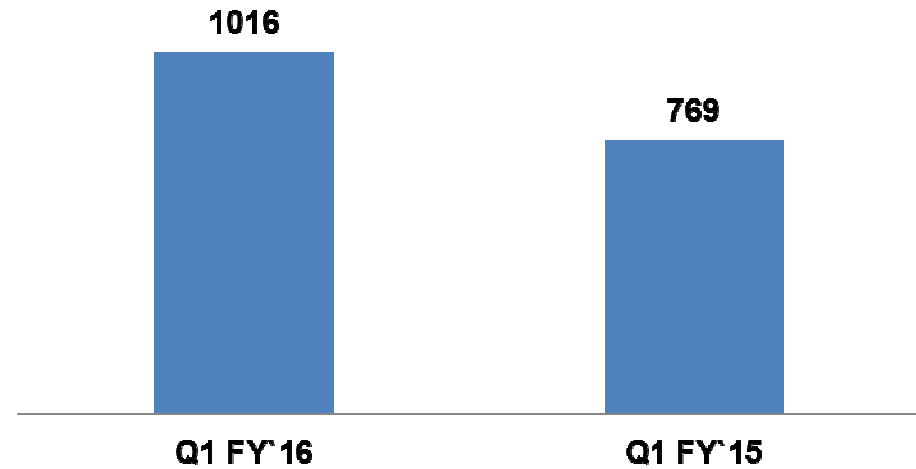
PLF %	Q1 FY`16	Q1 FY`15
Budge Budge	97.8%	97.9%
Southern	60%	98%
Titagarh	56.3%	94.3%

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)**
 - Power is being supplied to CESC via a dedicated transmission line
 - During Q1 FY`16, Haldia TPP supplied 556 MU to CESC licensed area
 - Post the CoD, the external credit rating of the project has been upgraded to A-. This shall help in reducing the interest rate and achieve cost efficiency

- 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

Spencer's Footprint – June 2015

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	324	11	2	11	0	24
	TOTAL	324	11	2	11	0	24
West	Gujarat	24	1			0	1
	TOTAL	24	1	0	0	0	1
North	East UP	114	3	1	14	0	18
	NCR	174	6	2	5	0	13
	TOTAL	288	9	3	19	0	31
South 1	Kerala	17		1	4	0	5
	T.N	52	1	0	15	0	16
	TOTAL	69	1	1	19	0	21
South 2	Bangalore	43	2	0	1	0	3
	Coastal A.P	108	4	3	8	0	15
	Hyderabad	200	6	4	13		23
	TOTAL	351	12	7	22	0	41
TOTAL		1056 K	34	13	71	0	118

- TA Hypers – 797 K sft
- TA Supers – 98 K sft
- TA Small stores – 161 K sft

Spencer`s Retail – Q1 FY`16 Highlights

❑ **New Stores opened**

- ❑ 2 Hyper Store opened – Hyderabad
- ❑ 1 Super Stores opened - Hyderabad

❑ **Improvement in Sales**

- ❑ Average Sales have increased from Rs. 1340/sqft per month in Q1 FY`15 to Rs. 1477/sqft per month in Q1 FY`16, a growth of 10.2%
- ❑ Same Stores Sales have increased from Rs.1432/sqft per month in Q1 FY`15 to Rs. 1540/sqft in Q1 FY`16, a growth of 7.5%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 92/sqft per month in Q1 FY`16
- ❑ Same Store EBIDTA stood at Rs. 100/sqft per month in Q1 FY`16

Expansion Plans:

- ❑ Hypers & Supers : 3 New Hyper store is scheduled to open in Q2 FY`16
- ❑ Lever for Growth: Apparel, HWP and Private Label

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.