



**RP-Sanjiv Goenka  
Group**

Growing Legacies

# **CESC Limited**

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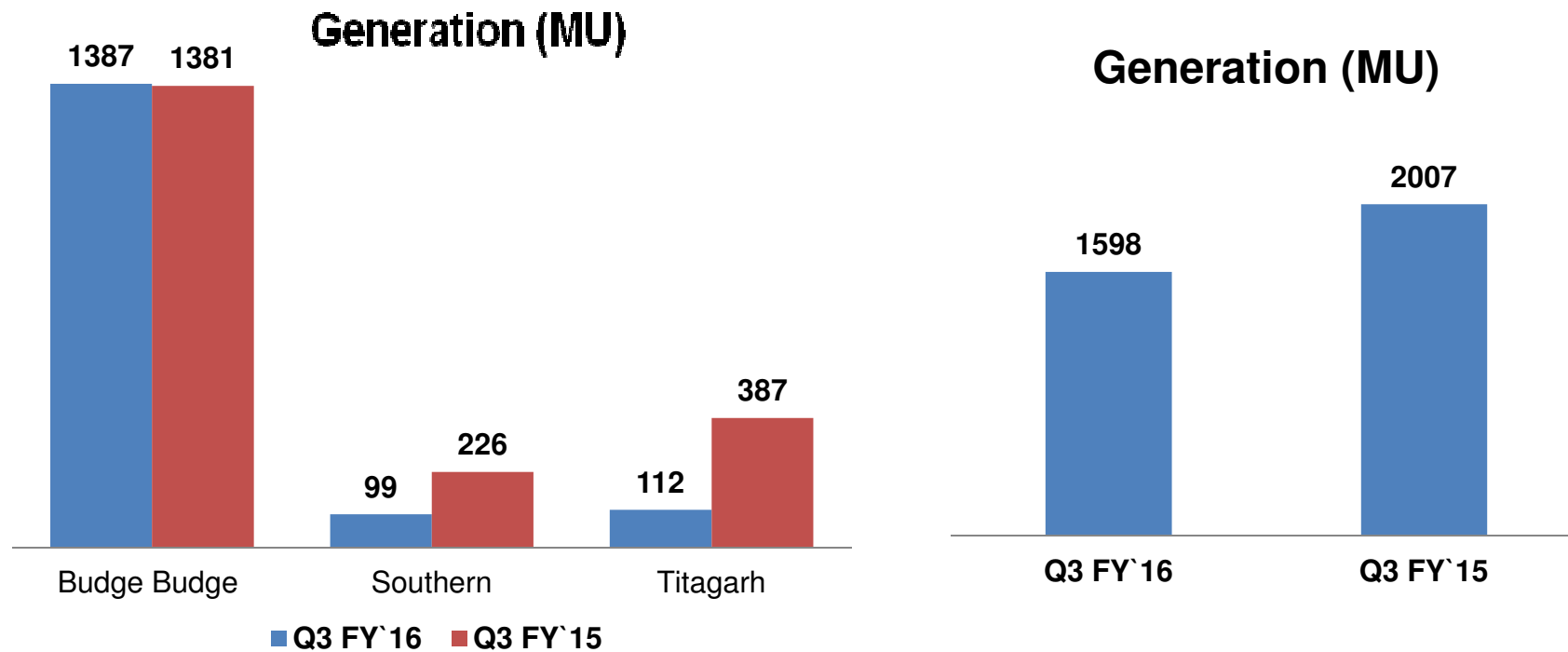
*Investor Update –Q3 FY`16*

## Standalone Performance – Q3 FY 2015-16

| Components                    | Q3 FY`16 | Q3 FY`15 | % Change |
|-------------------------------|----------|----------|----------|
| <b>Generation (MU)</b>        | 1598     | 2007     | (20%)    |
| <b>Total Sales (MU)</b>       | 2239     | 1966     | 14%      |
| <b>Gross Revenue (Rs Cr.)</b> | 1538     | 1249     | 23%      |
| <b>EBIDTA (Rs Cr.)</b>        | 341      | 320      | 6.5%     |
| <b>Net profit (Rs Cr.)</b>    | 112      | 111      | 1%       |

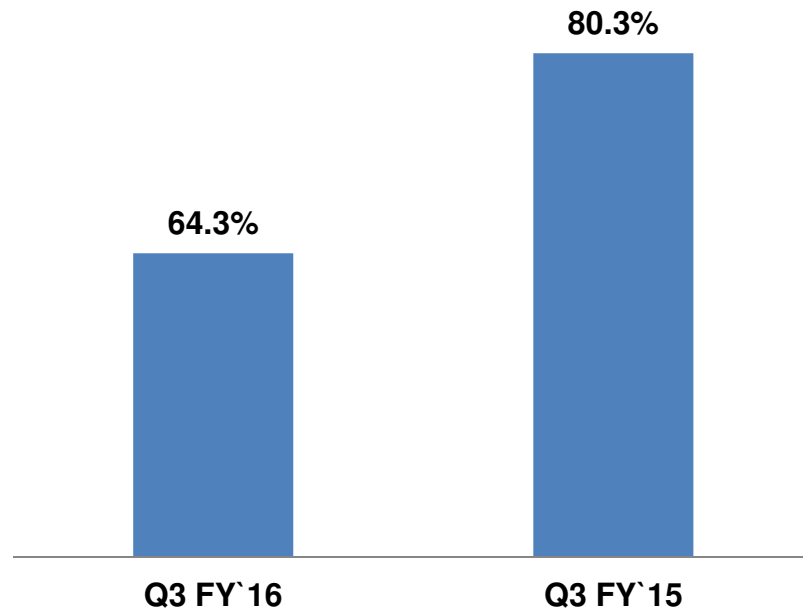
Power Exports stood at 122 MU during the quarter

## Plant wise Generation – Q3 FY 2015-16



## Plant load factor (PLF) – Q3 FY 2015-16

**PLF (%) – (excl NCGS )**

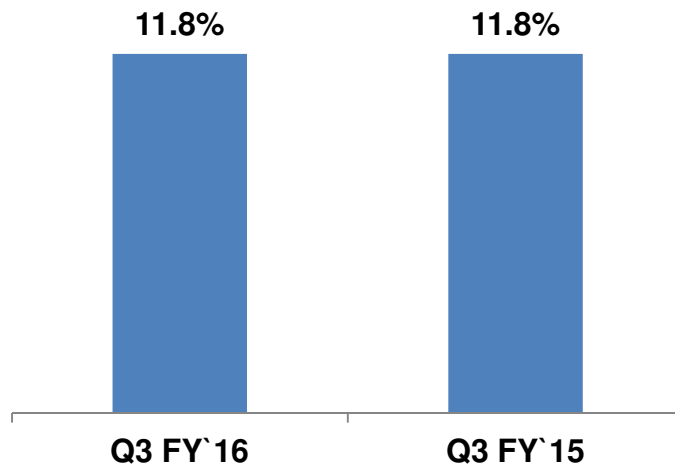


**Plant wise PLF is given below**

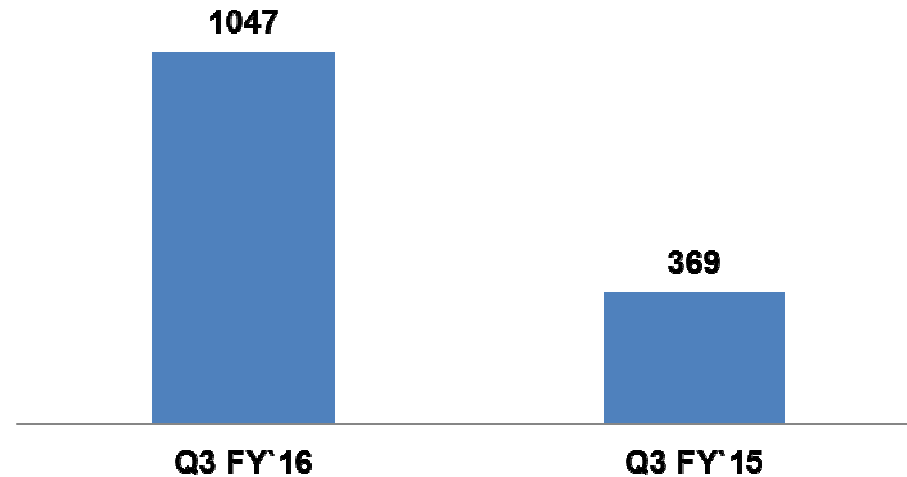
| PLF %       | Q3 FY`16 | Q3 FY`15 |
|-------------|----------|----------|
| Budge Budge | 83.8%    | 83.4%    |
| Southern    | 33.2%    | 75.9%    |
| Titagarh    | 21.1%    | 73.1%    |

## T&D Loss & Power Purchase – Q3 FY 2015-16

### T&D Loss (Provisional)



### Power Purchase (MU)



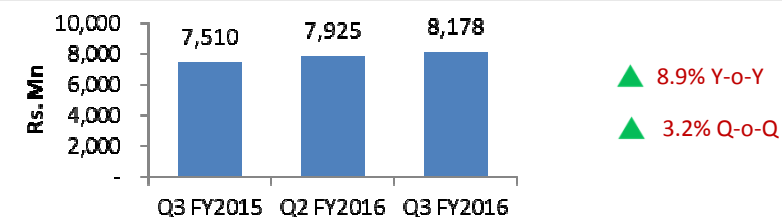
## Status of new Power Projects

- ❑ **Haldia Power Project (300x2 MW TPP in Haldia, West Bengal)**
  - ❑ Power is being supplied to CESC via a dedicated transmission line
  - ❑ During Q3 FY`16, Haldia TPP achieved a PLF of 76.24% and supplied 918 MU to CESC licensed area
  - ❑ Haldia Energy Limited has been conferred with 'Dun & Bradstreet's Infra Awards 2015'
  - ❑ WBERC has issued the tariff order for Haldia TPP
- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
  - ❑ Chandrapur TPP has started supplying 100 MW power to TANGEDCO under long term PPA from 16<sup>th</sup> Dec 2015. In Q3 FY`16, the plant sold 55 MU power to TANGEDCO and in open market
  - ❑ Power Supply of 187 MW power under Section 62 of Electricity Act 2003, from Chandrapur TPP to NPCL is being pursued with UPERC.
  - ❑ The Standing Linkage committee (Long Term) in a meeting held on 27<sup>th</sup> Jan 2016, has recommended to approve the change in name of DIL subject to statutory & other compliances. This shall enable the company to sign the Fuel Supply Agreement with Coal India
  - ❑ DIL is actively participating in bids for power sale

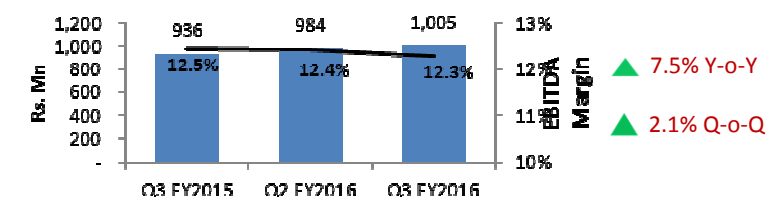
# Firstsource Solutions- Q3 FY2016

| (IN INR Million)                 | Q3 FY 2015   | Q2 FY 2016   | Q3 FY 2016   |
|----------------------------------|--------------|--------------|--------------|
| Income from services             | 7,373        | 7,793        | 8,009        |
| Other operating Income           | 138          | 132          | 169          |
| <b>Revenue from operations</b>   | <b>7,510</b> | <b>7,925</b> | <b>8,178</b> |
| Personnel and Operating Expense  | 6,575        | 6,941        | 7,173        |
| <b>Operating EBITDA</b>          | <b>936</b>   | <b>984</b>   | <b>1,005</b> |
| <i>Operating EBITDA %</i>        | <i>12.5%</i> | <i>12.4%</i> | <i>12.3%</i> |
| Depreciation / amortization      | 189          | 183          | 160          |
| <b>Operating EBIT</b>            | <b>746</b>   | <b>801</b>   | <b>845</b>   |
| <i>Operating EBIT %</i>          | <i>9.9%</i>  | <i>10.1%</i> | <i>10.3%</i> |
| Other Income / (expense)         | (5)          | 5            | 15           |
| Interest Income / (expense), net | (143)        | (125)        | (118)        |
| <b>PBT</b>                       | <b>598</b>   | <b>680</b>   | <b>742</b>   |
| <i>PBT (% of total income)</i>   | <i>8.0%</i>  | <i>8.6%</i>  | <i>9.1%</i>  |
| Taxes and Minority Interest      | 23           | 62           | 72           |
| <b>PAT</b>                       | <b>575</b>   | <b>619</b>   | <b>670</b>   |
| <i>PAT (% of total income)</i>   | <i>7.7%</i>  | <i>7.8%</i>  | <i>8.2%</i>  |

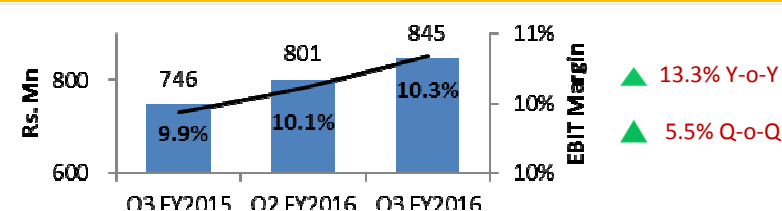
## Revenue From Operations



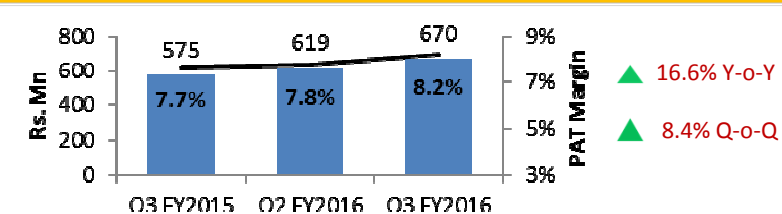
## Operating EBITDA



## Operating EBIT



## PAT



## Spencer's Retail Footprint – Dec 2015

| Regions      | States       | TA ('000)     | Hypers<br>>15 k | Supers<br>3k -15k | Dailies<br><3k | SAS      | TOTAL      |
|--------------|--------------|---------------|-----------------|-------------------|----------------|----------|------------|
| East         | WB           | 344           | 12              | 2                 | 11             | 0        | 25         |
|              | <b>TOTAL</b> | <b>344</b>    | <b>12</b>       | <b>2</b>          | <b>11</b>      | <b>0</b> | <b>25</b>  |
| West         | Gujarat      | 24            | 1               |                   |                | 0        | 1          |
|              | <b>TOTAL</b> | <b>24</b>     | <b>1</b>        | <b>0</b>          | <b>0</b>       | <b>0</b> | <b>1</b>   |
| North        | East UP      | 114           | 3               | 1                 | 14             | 0        | 18         |
|              | NCR          | 207           | 7               | 2                 | 5              | 0        | 14         |
|              | <b>TOTAL</b> | <b>321</b>    | <b>10</b>       | <b>3</b>          | <b>19</b>      | <b>0</b> | <b>32</b>  |
| South 1      | Kerala       | 17            |                 | 1                 | 4              | 0        | 5          |
|              | T.N          | 52            | 1               | 0                 | 15             | 0        | 16         |
|              | <b>TOTAL</b> | <b>69</b>     | <b>1</b>        | <b>1</b>          | <b>19</b>      | <b>0</b> | <b>21</b>  |
| South 2      | Bangalore    | 43            | 2               |                   | 1              | 0        | 3          |
|              | Coastal A.P  | 108           | 4               | 3                 | 8              | 0        | 15         |
|              | Hyderabad    | 257           | 8               | 4                 | 12             |          | 24         |
|              | <b>TOTAL</b> | <b>408</b>    | <b>14</b>       | <b>7</b>          | <b>21</b>      | <b>0</b> | <b>42</b>  |
| <b>TOTAL</b> |              | <b>1166 K</b> | <b>38</b>       | <b>13</b>         | <b>70</b>      | <b>0</b> | <b>121</b> |

- TA Hypers – 911 K sft
- TA Supers – 98 K sft
- TA Small stores – 157 K sft



## Spencer`s Retail – Q3 FY`16 Highlights

### ❑ **New Stores openings**

- ❑ 2 Hyper Store opened – West Bengal and NCR

### ❑ **Improvement in Sales**

- ❑ Average Sales have increased from Rs. 1388/sqft per month in Q3 FY`15 to Rs. 1492/sqft per month in Q3 FY`16, a growth of 7.5%
- ❑ Same Stores Sales have increased from Rs.1459/sqft per month in Q3 FY`15 to Rs. 1623/sqft in Q3 FY`16, a growth of 11.2%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 89/sqft per month in Q3 FY`16
- ❑ Same Store EBIDTA stood at Rs. 107/sqft per month in Q3 FY`16

### **Expansion Plans:**

- ❑ Hypers & Supers : 2 New Hyper store is scheduled to open in Q4 FY`16
- ❑ Spencer`s has planned the commercial launch of the grocery ecommerce platform in Q4 FY`16 in NCR and Kolkata

# 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.