



**RP - Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

Investor Update –Q4 FY`16

Standalone Performance – Q4 FY 2015-16

Components	Q4 FY`16	Q4 FY`15	% Change
Generation (MU)	1340	1711	(22%)
Total Sales (MU)	2011	1872	7%
Gross Revenue (Rs Cr.)	1479	1416	4.5%
EBIDTA (Rs Cr.)	506	481	5.2%
Net profit (Rs Cr.)	248	244	1.6%

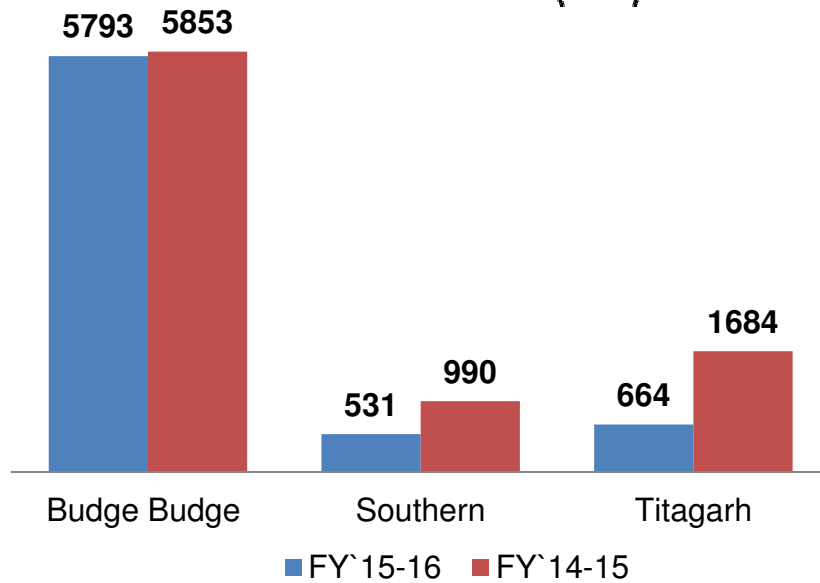
Performance Summary – FY 2015-16

Components	FY`16	FY`15	% Change
Generation (MU)	6988	8596	(19%)
Total Sales (MU)	9406	8988	5%
Gross Revenue (Rs Cr.)	6493	6189	4.9%
EBIDTA (Rs Cr.)	1721	1634	5.3%
Net profit (Rs Cr.)	707	698	1.3%

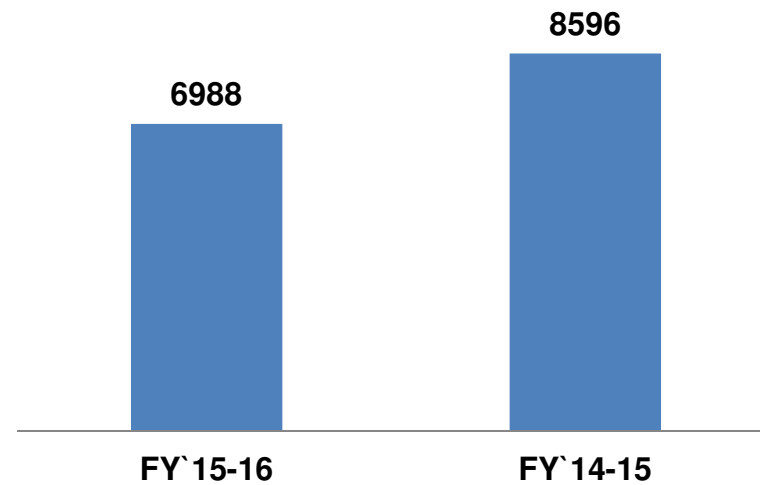
Power Exports stood at 205 MU during 2015-16

Plant wise Generation – FY 2015-16

Generation (MU)

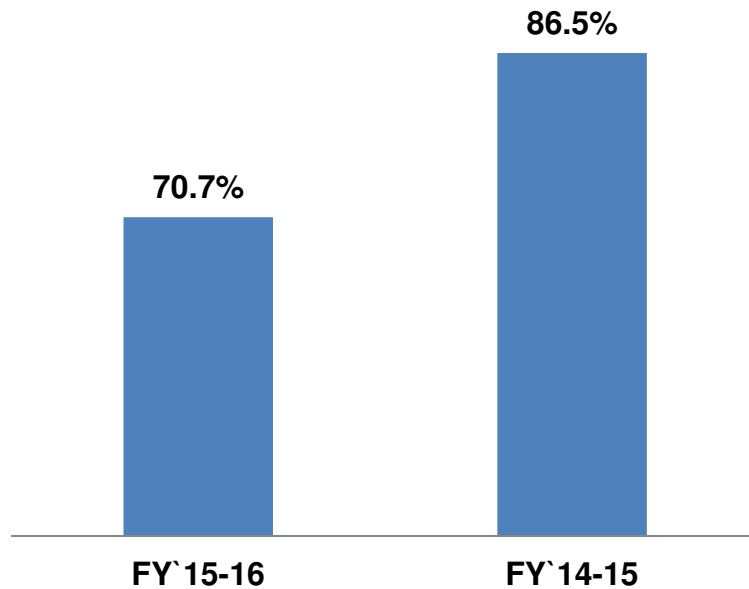


Generation (MU)



Plant load factor (PLF) – FY 2015-16

PLF (%) – (excl NCGS)

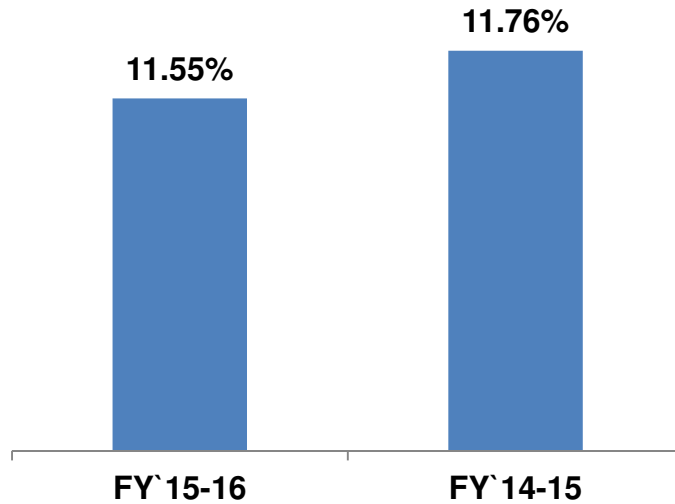


Plant wise PLF is given below

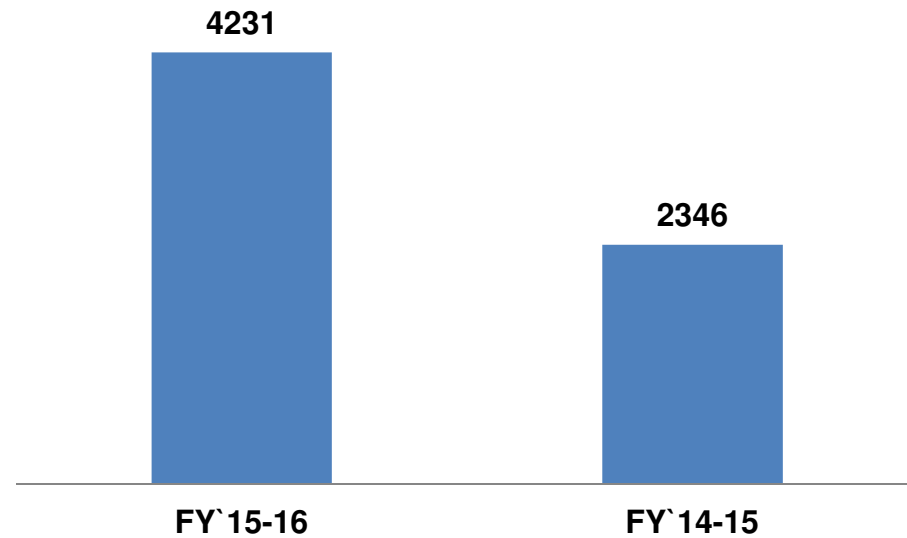
PLF %	FY`15-16	FY`14-15
Budge Budge	87.9%	89.1%
Southern	44.8%	83.7%
Titagarh	31.5%	80.1%

T&D Loss & Power Purchase – 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 FY`15-16, Haldia TPP achieved a PLF of 69.49% and supplied 3309 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 16th Dec 2015. During FY`15-16, Chandrapur TPP supplied 342 MU power to TANGEDCO and in open market
 - Supply of 187 MW power under Section 62 of Electricity Act 2003, from Chandrapur TPP to NPCL has been approved by UPERC.
 - Fuel Supply Agreement signed with subsidiary of Coal India Ltd in March 2016 – coal movement started
 - DIL is actively participating in bids for balance 300 MW power sale

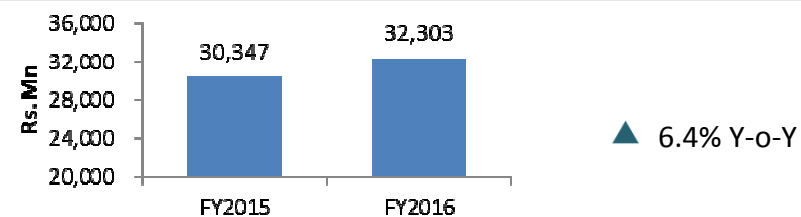
Financial Performance of Key Subsidiaries

	Revenue (Rs. Crs)	EBIDTA (Rs. Crs)	PAT (Rs. Crs)
Firstsource Solutions Ltd	3230	405	265
Haldia Energy Ltd	1720	901	232
Dhariwal Infrastructure Ltd	115	(58)	(589)
Spencer`s Retail Ltd	1865	(53)	(142)
Surya Vidyut Ltd	45	41	5
Crescent Power Ltd	160	80	43
Quest Properties India Ltd	91	22	9

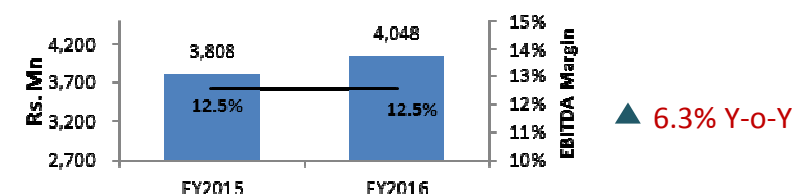
Firstsource Solutions- FY 2015-16

(IN INR Million)	FY2015	FY2016
Income from services	30,034	31,747
Other operating Income	313	556
Revenue from operations	30,347	32,303
Personnel and Operating Expense	26,539	28,255
Operating EBITDA	3,808	4,048
<i>Operating EBITDA %</i>	<i>12.5%</i>	<i>12.5%</i>
Depreciation / amortization	722	662
Operating EBIT	3,086	3,386
<i>Operating EBIT %</i>	<i>10.2%</i>	<i>10.5%</i>
Other Income / (expense)	11	76
Interest Income / (expense), net	(656)	(506)
PBT	2,440	2,956
<i>PBT (% of total income)</i>	<i>8.0%</i>	<i>9.2%</i>
Taxes and Minority Interest	97	306
PAT	2,343	2,650
<i>PAT (% of total income)</i>	<i>7.7%</i>	<i>8.2%</i>

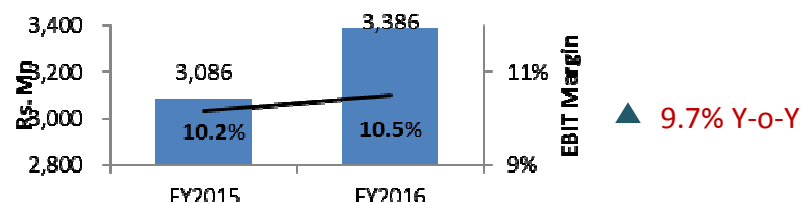
Revenue From Operations



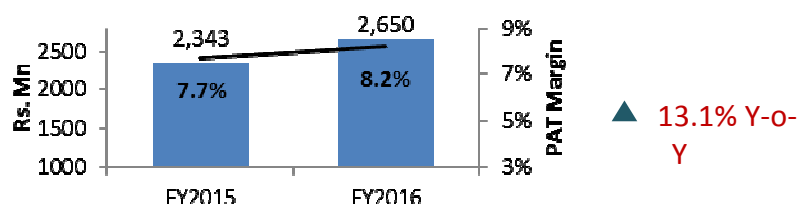
Operating EBITDA



Operating EBIT



PAT



Spencer's Retail Footprint – March 2016

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	316	11	2	11	0	24
	TOTAL	316	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	208	7	2	5	0	14
	TOTAL	322	10	3	19	0	32
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	29	2		1	0	3
	Coastal A.P	108	4	3	8	0	15
	Hyderabad	216	7	3	12		22
	TOTAL	353	13	6	21	0	40
TOTAL		1083 K	36	12	70	0	118

- TA Hypers – 839 K sft
- TA Supers – 87 K sft
- TA Small stores – 157 K sft

Spencer`s Retail – FY 2015-16 Highlights

❑ **New Stores openings**

- ❑ 7 new Store opened during the year

❑ **Improvement in Sales**

- ❑ Average Sales have increased from Rs. 1349/sqft per month in FY`15 to Rs. 1452/ sqft per month in FY`16, a growth of 7.6%
- ❑ Same Stores Sales have increased from Rs.1463/sqft per month in FY`15 to Rs. 1584/ sqft in FY`16, a growth of 8.3%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 85/sqft per month in FY`16
- ❑ Same Store EBIDTA stood at Rs. 101/sqft per month in FY`16

Expansion Plans:

- ❑ Spencer`s has started the trial launch of the grocery ecommerce platform in 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.