



**RP-Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

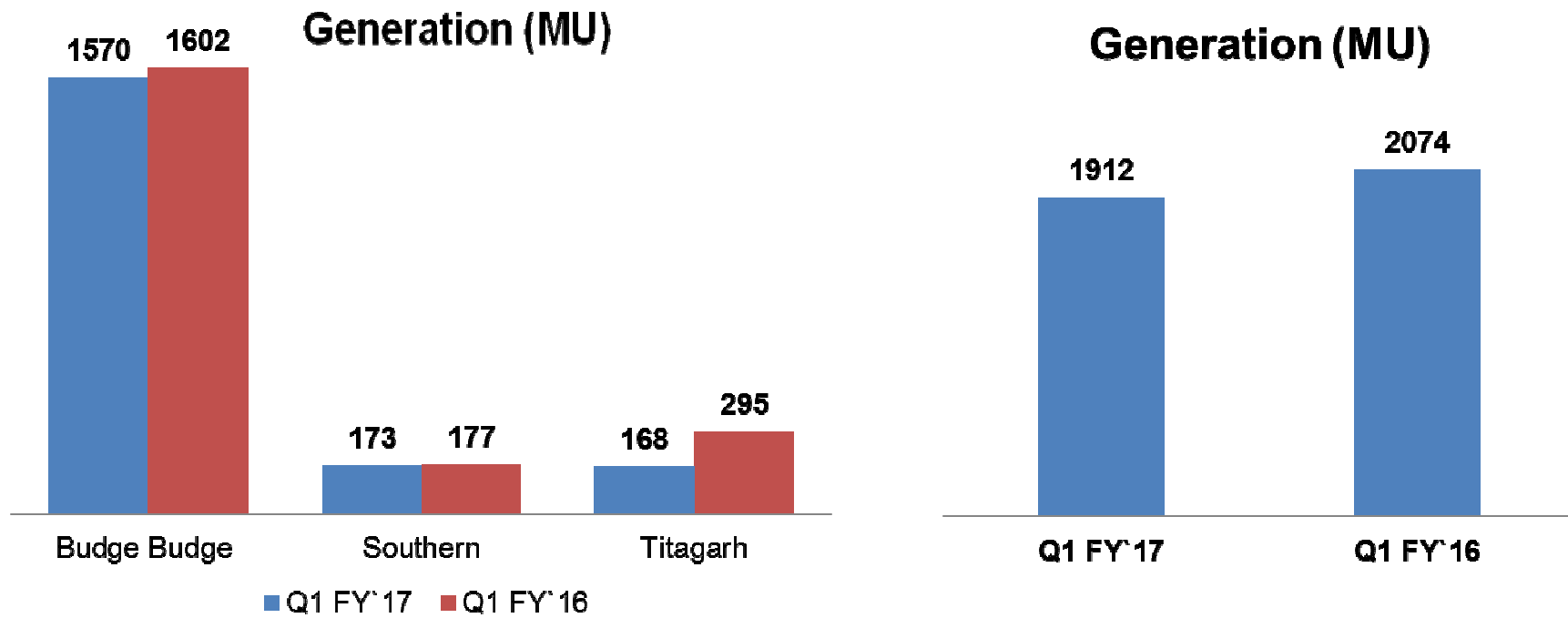
Investor Update –Q1 FY`17

Standalone Performance – Q1 FY 2016-17

Components	Q1 FY`17	Q1 FY`16	% Change
Generation (MU)	1912	2074	(7.8%)
Total Sales (MU)	2782	2583	7.7%
Gross Revenue (Rs Cr.)	1912	1713	11.6%
EBIDTA (Rs Cr.)	437	436	-
Net profit (Rs Cr.)	166	163	1.8%

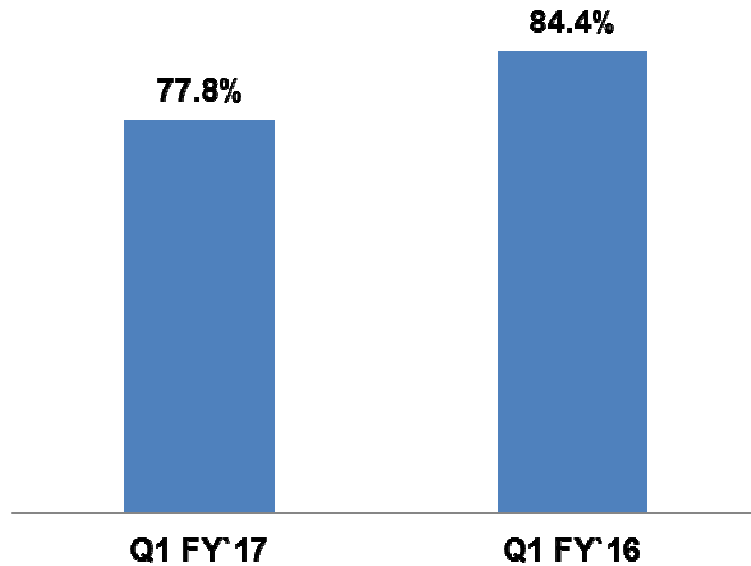
Power Exports stood at 24 MU during the quarter

Plant wise Generation – Q1 FY 2016-17



Plant load factor (PLF) – Q1 FY 2016-17

PLF (%) – (excl NCGS)

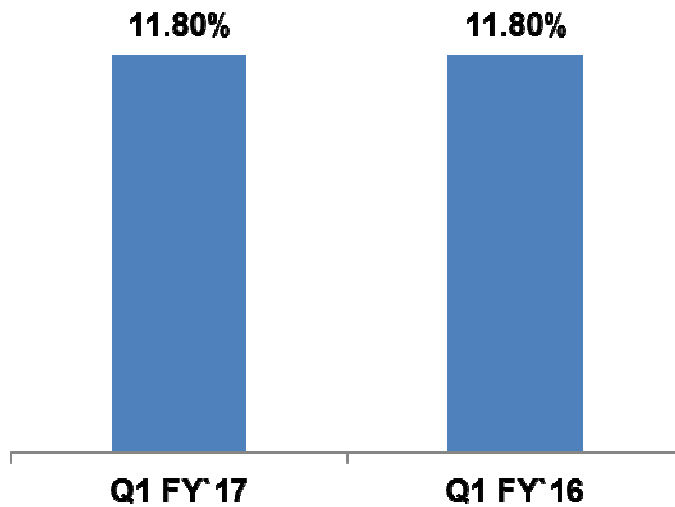


Plant wise PLF is given below

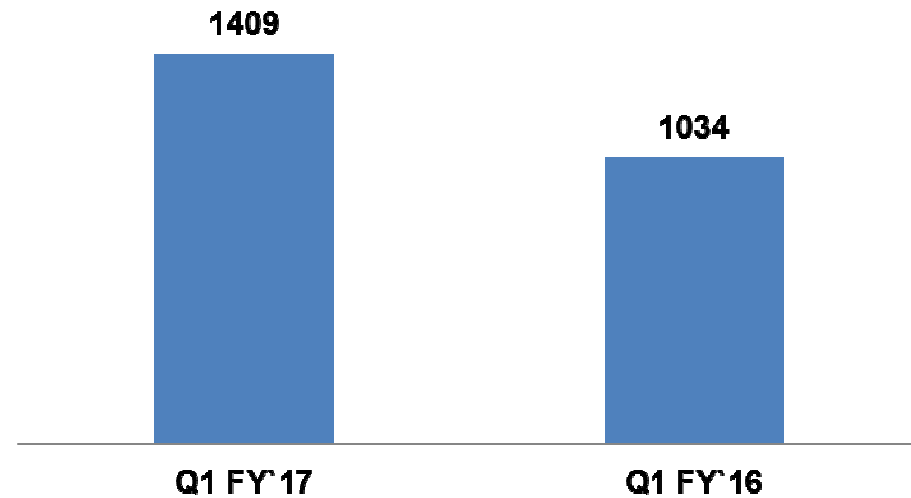
PLF %	Q1 FY`17	Q1 FY`16
Budge Budge	95.8%	97.8%
Southern	58.7%	60%
Titagarh	32.1%	56.3%

T&D Loss & Power Purchase – Q1 FY 2016-17

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`17, Haldia TPP operated at a PLF of 82.33% and supplied 983 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

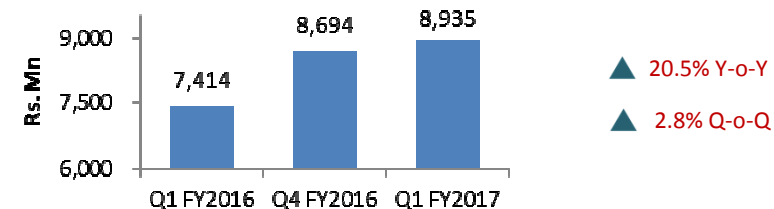
Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)

- During Q1 FY`17, Chandrapur TPP operated at a PLF of 30% and supplied 359 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

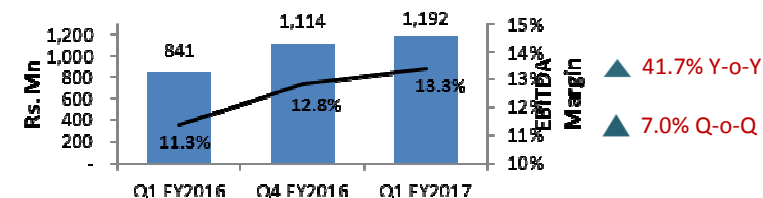
Firstsource Solutions – Q1 FY 2016-17

(IN INR Million)	Q1 FY 2016	Q4 FY 2016	Q1 FY 2017
Income from services	7,329	8,525	8,753
Other operating Income	85	169	183
Revenue from operations	7,414	8,694	8,935
Personnel and Operating Expense	6,573	7,580	7,743
Operating EBITDA	841	1,114	1,192
<i>Operating EBITDA %</i>	<i>11.3%</i>	<i>12.8%</i>	<i>13.3%</i>
Depreciation / amortization	172	147	163
Operating EBIT	669	967	1,029
<i>Operating EBIT %</i>	<i>9.0%</i>	<i>11.1%</i>	<i>11.5%</i>
Other Income / (expense)	43	13	13
Interest Income / (expense), net	(139)	(123)	(126)
PBT	572	857	916
<i>PBT (% of total income)</i>	<i>7.7%</i>	<i>9.9%</i>	<i>10.3%</i>
Taxes and Minority Interest	44	95	183
PAT	529	762	734
<i>PAT (% of total income)</i>	<i>7.1%</i>	<i>8.8%</i>	<i>8.2%</i>

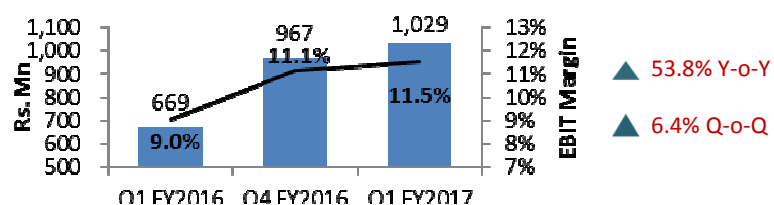
Revenue From Operations



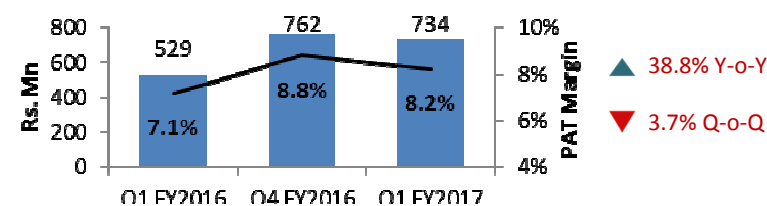
Operating EBITDA



Operating EBIT



PAT



Spencer's Retail Footprint – June 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	118	3	2	14	0	19
	NCR	206	7	2	4	0	13
	TOTAL	324	10	4	18	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		1086 K	36	13	69	0	118

- TA Hypers – 839 K sft
- TA Supers – 92 K sft
- TA Small stores – 155 K sft

Spencer`s Retail – Q1 FY`17 Highlights

❑ **New Stores openings**

- ❑ 2 Store opened – Uttar Pradesh

❑ **Improvement in Sales**

- ❑ Average Sales have increased from Rs. 1477/sqft per month in Q1 FY`16 to Rs. 1578/sqft per month in Q1 FY`17, a growth of 6.8%
- ❑ Same Stores Sales have increased from Rs.1546/sqft per month in Q1 FY`16 to Rs. 1687/sqft in Q1 FY`17, a growth of 9.1%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 97/sqft per month in Q1 FY`17
- ❑ Same Store EBIDTA stood at Rs. 111/sqft per month in Q1 FY`17

Expansion Plans:

- ❑ Hypers & Supers : 3 New stores are scheduled to open in Q2 FY`17

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.