



**RP-Sanjiv Goenka
Group**

Growing Legacies

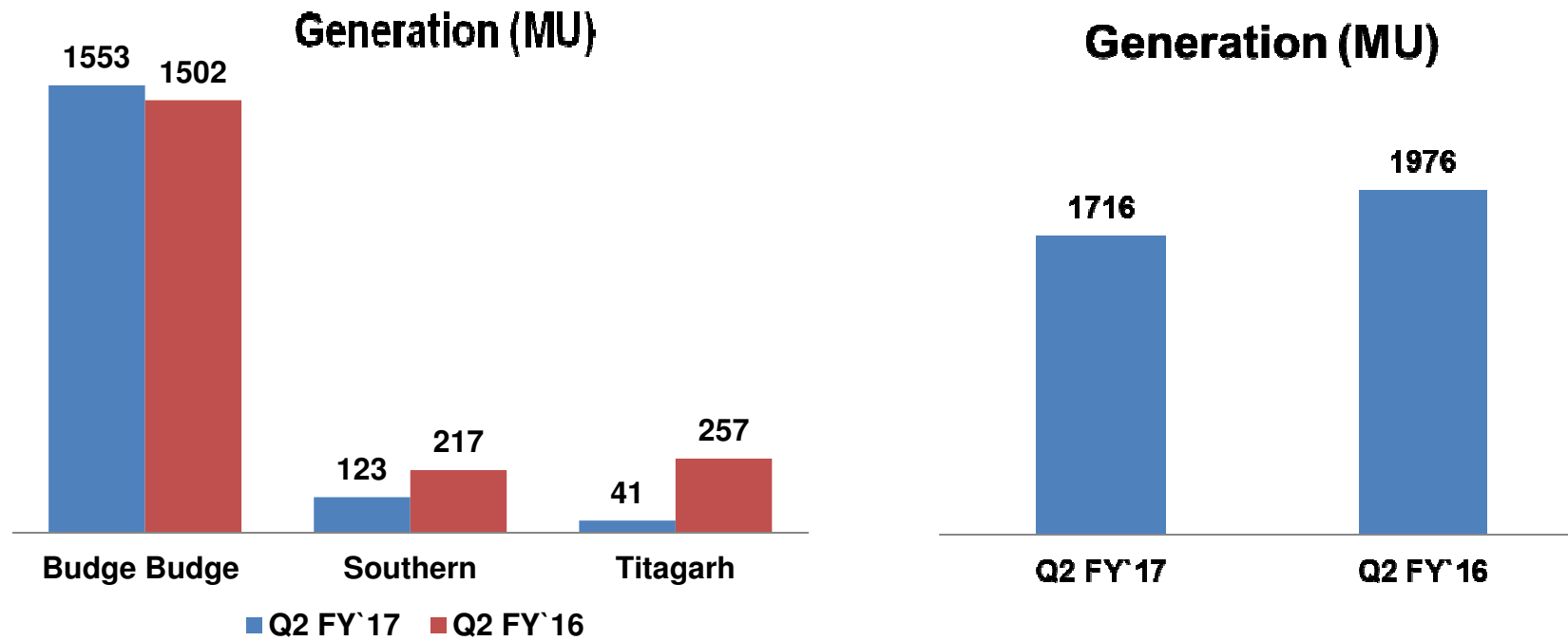
CESC Limited

Investor Update –Q2 FY`17

Standalone Performance – Q2 FY 2016-17

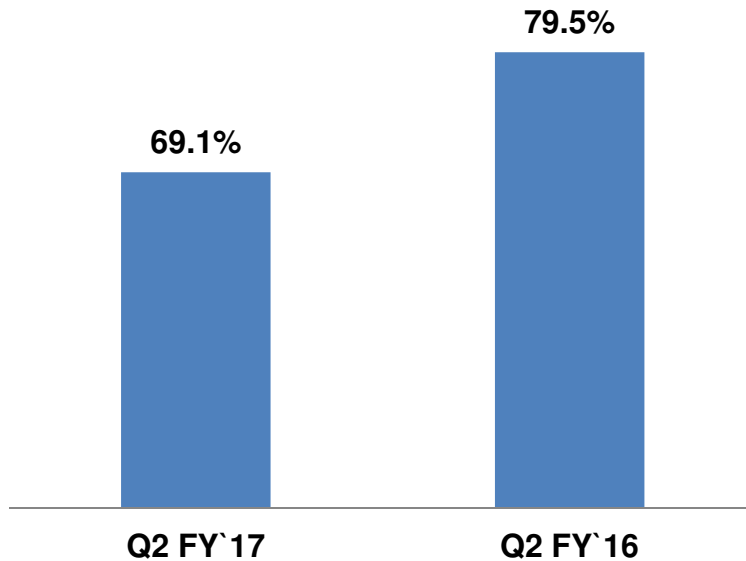
Components	Q2 FY`17	Q2 FY`16	% Change
Generation (MU)	1716	1976	(13.2%)
Total Sales (MU)	2654	2566	3.4%
Gross Revenue (Rs Cr.)	2016	1798	12.1%
EBIDTA (Rs Cr.)	563	549	2.6%
Net profit (Rs Cr.)	233	231	1%

Plant wise Generation – Q2 FY 2016-17



Plant load factor (PLF) – Q2 FY 2016-17

PLF (%) – (excl NCGS)

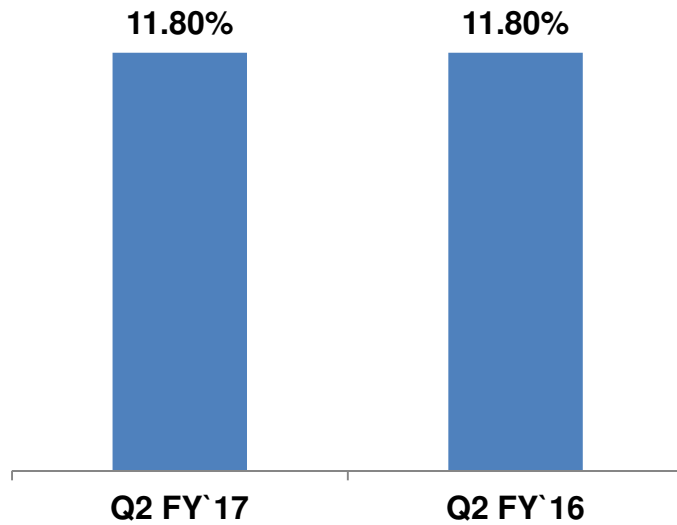


Plant wise PLF is given below

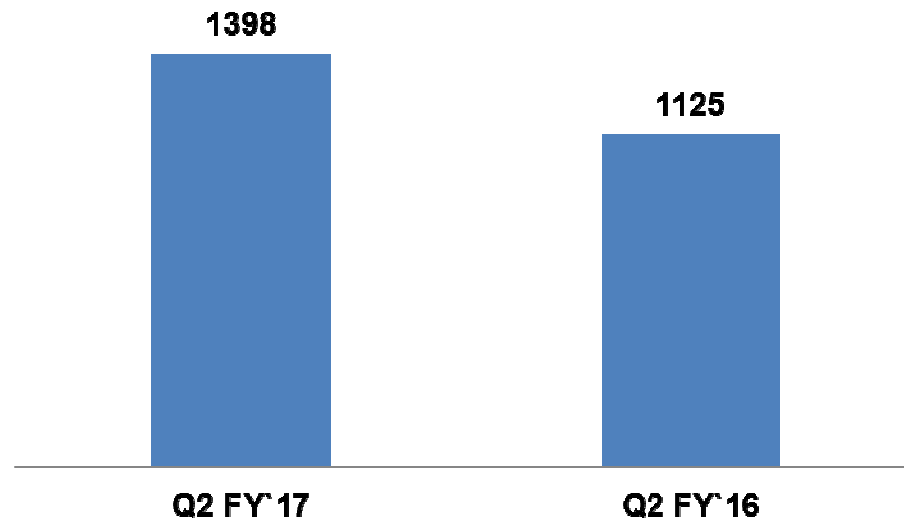
PLF %	Q2 FY`17	Q2 FY`16
Budge Budge	93.8%	90.7%
Southern	41.2%	72.7%
Titagarh	7.7%	48.5%

T&D Loss & Power Purchase – Q2 FY 2016-17

T&D Loss (Provisional)



Power Purchase (MU)



Status of new Power Projects

- ❑ **Haldia Power Project (2x300 MW TPP in Haldia, West Bengal)**
 - ❑ Power is being supplied to CESC via a dedicated transmission line
 - ❑ During Q2 FY`17, Haldia TPP operated at a PLF of 81.80% and supplied 993 MU to CESC licensed area

- ❑ **Dhariwal Infrastructure Ltd (2x300 MW TPP in Chandrapur, Maharashtra)**
 - ❑ During Q2 FY`17, Chandrapur TPP operated at a PLF of 28.60% and supplied 345 MU power to TANGEDCO and in open market
 - ❑ Supply of 170 MW (Net) power under Section 62 of Electricity Act 2003, from Chandrapur TPP to NPCL has been approved by UPERC
 - ❑ Out of 170 MW, DIL has commenced supply of 34 MW power to NPCL from 18th Nov 2016, pursuant to a Long Term Access Agreement signed with PGCIL on 7th Nov 2016 for a period of 25 years
 - ❑ PGCIL has granted a Medium Term Open Access (MTOA) to DIL towards supply of balance 136 MW power to NPCL. The MTOA is applicable from 1st April 2017 for a period of three years
 - ❑ DIL has signed another PPA with NPCL for 200 MW (Gross) under Section 62 of Electricity Act 2003. The same is awaiting approval from UPERC

Kota and Bharatpur (Rajasthan) Distribution Franchisee

- ❑ Distribution Franchisee Agreement (DFA) signed for both Kota and Bharatpur on 17th June 2016 for distribution and supply of electricity for a term of 20 years each
- ❑ Kota and Bharatpur - combined area of more than 200 sq km ; 2.3 lakh consumers with a Peak Load of 241 MW
- ❑ Potential to generate combined annual revenue of Rs. 750 crore
- ❑ Kota Operations done handed over effective from 1st Sep'16, while Bharatpur handed over effective 1st Dec`16

Kota	Bharatpur
<ul style="list-style-type: none"> • 150 sq. km area • 1.86 lakh consumers • 314 HT consumers • 5.4% growth in consumer base 	<ul style="list-style-type: none"> • 50 sq. km area • 47,641 consumers • 165 HT consumers • 2.5% growth in consumer base

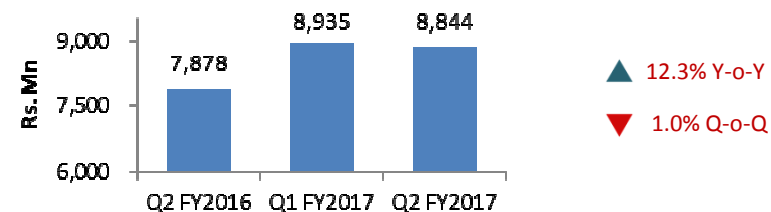


CESC has formed two wholly owned subsidiaries in Rajasthan - **Kota Electricity Distribution Ltd** and **Bharatpur Electricity Services Ltd** for distributing power in these two cities

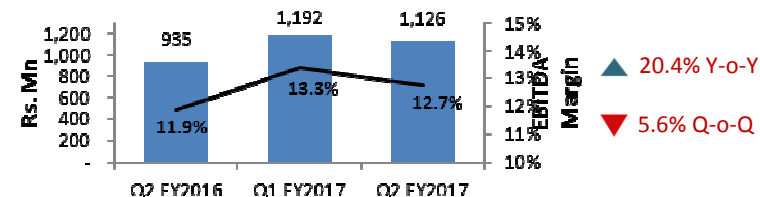
Firstsource Solutions – Q2 FY 2016-17

(IN INR Million)	Q2 FY 2016	Q1 FY 2017	Q2 FY 2017
Income from services	7,746	8,753	8,572
Other operating Income	132	183	271
Revenue from operations	7,878	8,935	8,844
Personnel and Operating Expense	6,943	7,743	7,718
Operating EBITDA	935	1,192	1,126
<i>Operating EBITDA %</i>	<i>11.9%</i>	<i>13.3%</i>	<i>12.7%</i>
Depreciation / amortization	183	163	160
Operating EBIT	752	1,029	965
<i>Operating EBIT %</i>	<i>9.5%</i>	<i>11.5%</i>	<i>10.9%</i>
Other Income / (expense)	4	13	(2)
Interest Income / (expense), net	(125)	(126)	(103)
PBT	631	916	861
<i>PBT (% of total income)</i>	<i>8.0%</i>	<i>10.3%</i>	<i>9.7%</i>
Taxes and Minority Interest	44	183	148
PAT	587	734	713
<i>PAT (% of total income)</i>	<i>7.4%</i>	<i>8.2%</i>	<i>8.1%</i>

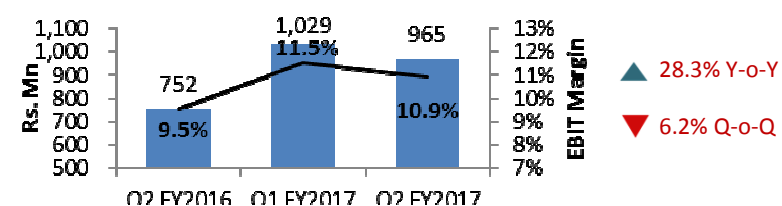
Revenue From Operations



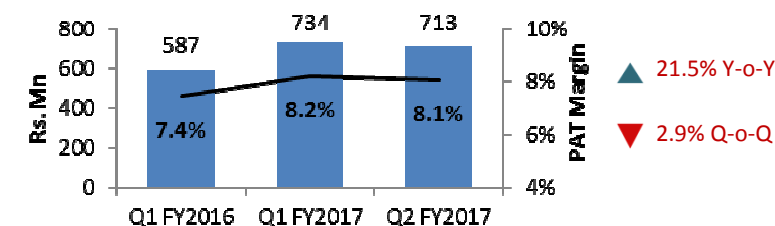
Operating EBITDA



Operating EBIT



PAT



Spencer's Retail Footprint – September 2016

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	326	11	3	11	0	25
	TOTAL	326	11	3	11	0	25
West	Gujarat	24	1			0	1
	TOTAL	24	1	0	0	0	1
North	East UP	142	4	2	14	0	20
	NCR	200	7	2	4	0	13
	TOTAL	342	11	4	18	0	33
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	214	7	3	11		21
	TOTAL	351	13	6	20	0	39
TOTAL		1112K	37	14	68	0	119

TA Hypers –	856 K sft
TA Supers –	102 K sft
TA Dailies –	154 K sft

Spencer`s Retail – Q2 FY`17 Highlights

❑ **New Stores openings**

- ❑ 2 Store opened – Lucknow and Kolkata

❑ **Improvement in Sales**

- ❑ Average Sales have increased from Rs. 1471/sqft per month in Q2 FY`16 to Rs. 1588/sqft per month in Q2 FY`17, a growth of 8%
- ❑ Same Stores Sales have increased from Rs.1535/sqft per month in Q2 FY`16 to Rs. 1682/sqft in Q2 FY`17, a growth of 9.6%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 108/sqft per month in Q2 FY`17
- ❑ Same Store EBIDTA stood at Rs. 121/sqft per month in Q2 FY`17

Expansion Plans:

- ❑ Hypers & Supers : 3 New stores are scheduled to open in Q3 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.