



**RP-Sanjiv Goenka  
Group**

Growing Legacies

# **CESC Limited**

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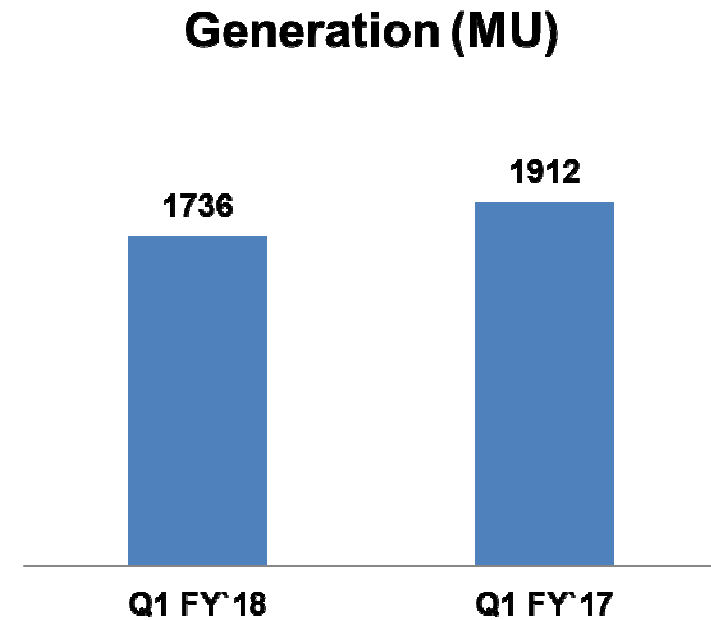
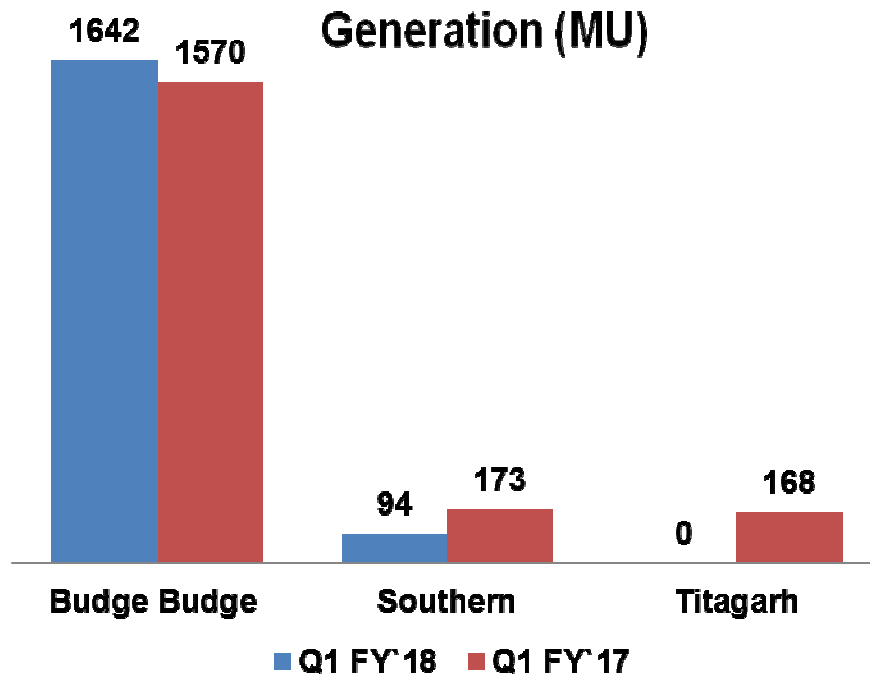
*Investor Update –Q1 FY`18*

## Standalone Performance – Q1FY`17-18

Components	Q1 FY`18	Q1 FY`17	% Change
<b>Generation (MU)</b>	1736	1912	(9.2%)
<b>Total Sales (MU)</b>	2853	2770	3%
<b>Gross Revenue (Rs Cr.)</b>	2224	2038	9.1%
<b>EBIDTA (Rs Cr.)</b>	453	437	3.7%
<b>Net profit (Rs Cr.)</b>	178	174	2.2%

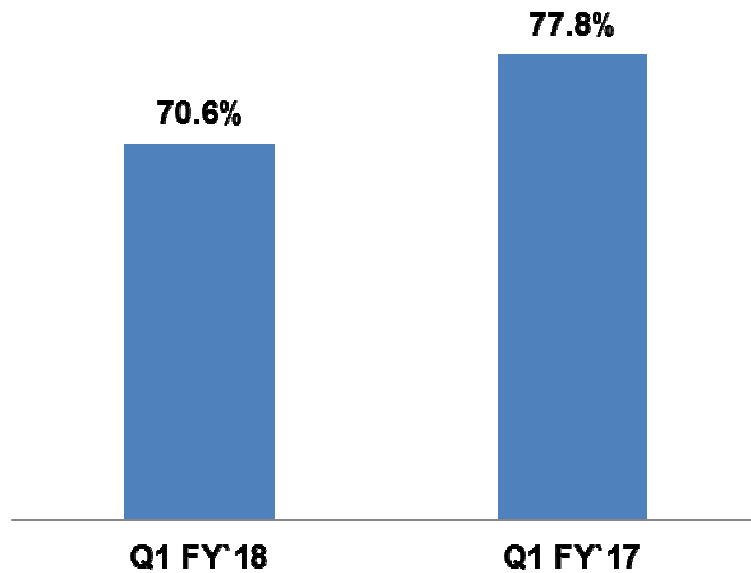
Power Exports stood at 8 MU during the quarter

## Plant wise Generation – Q1FY`17-18



## Plant load factor (PLF) – Q1FY`17-18

PLF (%)

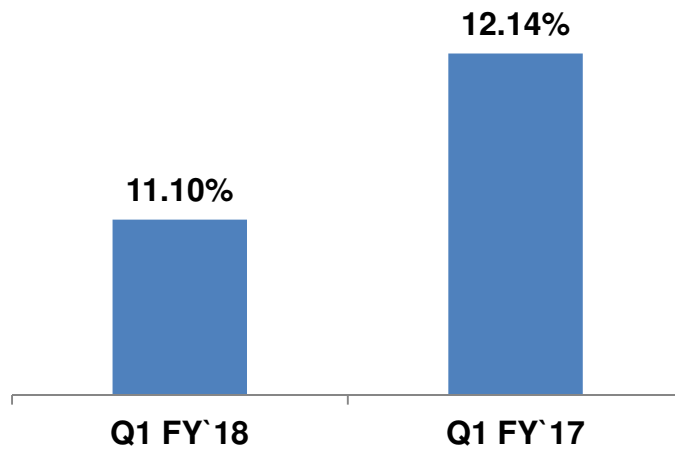


Plant wise PLF is given below

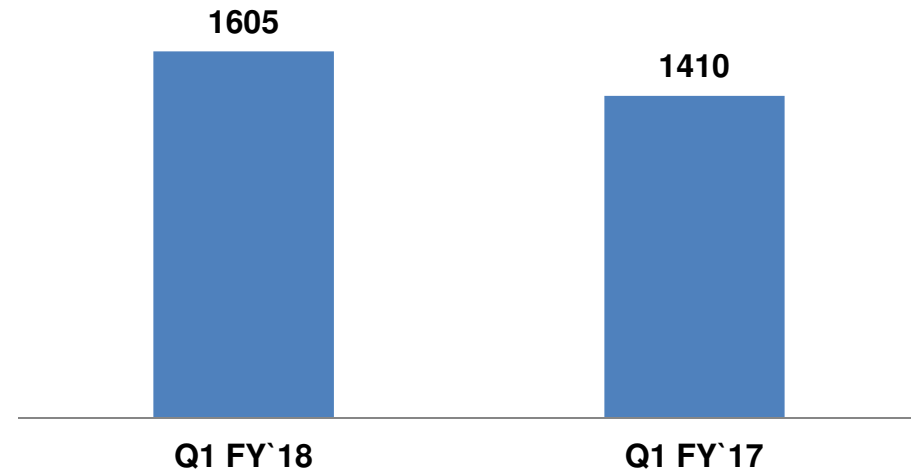
PLF %	Q1 FY`18	Q1 FY`17
Budge Budge	100.2%	95.8%
Southern	31.8%	58.7%
Titagarh	-	32.1%

## T&D Loss & Power Purchase – Q1FY`17-18

### 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`18, Haldia TPP achieved a PLF of 85.36% and supplied 1029 MU to CESC licensed area
- Project Debt Refinancing completed

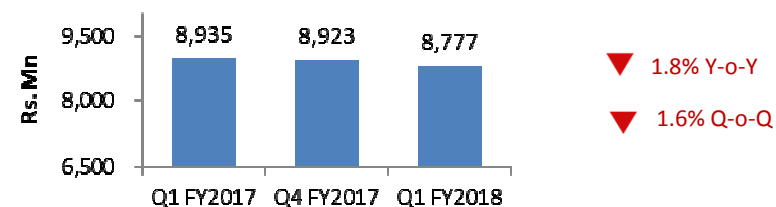
### **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**

- During Q1 FY`18, Chandrapur TPP achieved a PLF of 54.10% and supplied 650 MU to TANGEDCO, NPCL and in open market
- Supply of full contracted capacity of 187 MW power from Chandrapur TPP to NPCL has commenced from 29th March 2017
- DIL is actively participating in bids for balance 300 MW power sale

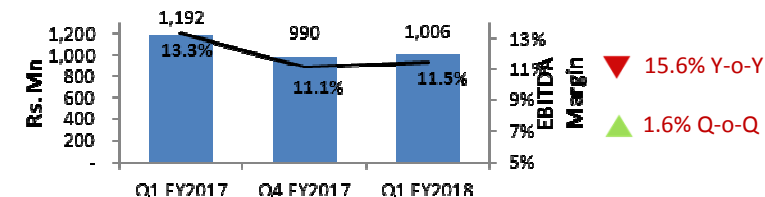
# Firstsource Solutions- Q1FY 2017-18

(IN INR Million)	Q1 FY 2017	Q4 FY 2017	Q1 FY 2018
Income from services	8,753	8,644	8,507
Other operating Income	183	279	271
<b>Revenue from operations</b>	<b>8,935</b>	<b>8,923</b>	<b>8,777</b>
Personnel and Operating Expense	7,743	7,933	7,771
<b>Operating EBITDA</b>	<b>1,192</b>	<b>990</b>	<b>1,006</b>
<i>Operating EBITDA %</i>	<i>13.3%</i>	<i>11.1%</i>	<i>11.5%</i>
Depreciation / amortization	163	110	153
<b>Operating EBIT</b>	<b>1,029</b>	<b>880</b>	<b>853</b>
<i>Operating EBIT %</i>	<i>11.5%</i>	<i>9.9%</i>	<i>9.7%</i>
Other Income / (expense)	3	(19)	23
Interest Income / (expense), net	(116)	(99)	(83)
<b>PBT</b>	<b>916</b>	<b>761</b>	<b>794</b>
<i>PBT (% of total income)</i>	<i>10.3%</i>	<i>8.5%</i>	<i>9.0%</i>
Taxes and Minority Interest	183	107	140
<b>PAT</b>	<b>734</b>	<b>654</b>	<b>654</b>
<i>PAT (% of total income)</i>	<i>8.2%</i>	<i>7.3%</i>	<i>7.5%</i>

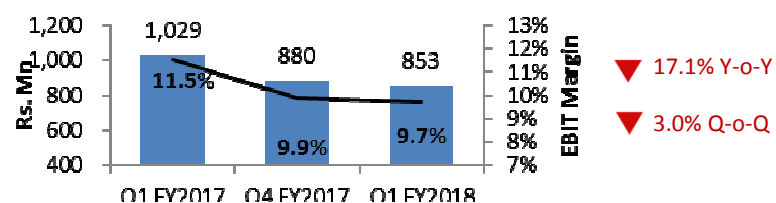
## Revenue From Operations



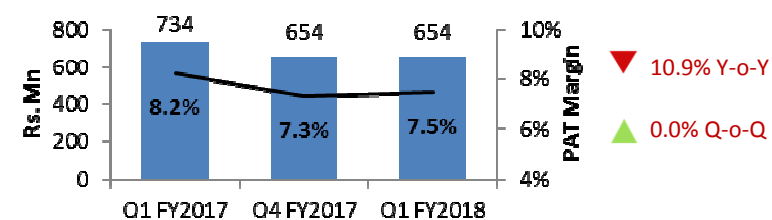
## Operating EBITDA



## Operating EBIT



## PAT



# Spencer's Footprint – June 2017

Regions	States	TA ('000)	Hypers >15 k	Supers	Dailies <3k	SAS	TOTAL
				3k -15k			
East	WB	344	11	5	11	0	27
	<b>TOTAL</b>	<b>344</b>	<b>11</b>	<b>5</b>	<b>11</b>	<b>0</b>	<b>27</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	151	4	3	14	0	21
	NCR	200	7	2	4	0	13
	<b>TOTAL</b>	<b>351</b>	<b>11</b>	<b>5</b>	<b>18</b>	<b>0</b>	<b>34</b>
South 1	Kerala	17		1	4	0	5
	T.N	86	2	0	15	0	17
	<b>TOTAL</b>	<b>103</b>	<b>2</b>	<b>1</b>	<b>19</b>	<b>0</b>	<b>22</b>
South 2	Bangalore	13	1	0	1	0	2
	Coastal A.P	121	4	4	8	0	16
	Hyderabad	229	8	3	11		22
	<b>TOTAL</b>	<b>363</b>	<b>13</b>	<b>7</b>	<b>20</b>	<b>0</b>	<b>40</b>
<b>TOTAL</b>		<b>1185</b>	<b>38</b>	<b>18</b>	<b>68</b>	<b>0</b>	<b>124</b>

- TA Hypers – 891 K sft
- TA Supers – 142 K sft
- TA Small stores – 152 K sft



## Spencer`s Retail – Q1FY`17-18 Highlights

### ❑ **New Stores openings**

- ❑ 1 new Store added during the quarter

### ❑ **Improvement in Sales**

- ❑ Average Sales have decreased from Rs. 1578/sqft per month in Q1 FY`17 to Rs. 1530/ sqft per month in Q1 FY`18
- ❑ Same Stores Sales have increased from Rs.1584/sqft per month in Q1FY`17 to Rs. 1615/ sqft in Q1 FY`18, a growth of 2%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 94/sqft per month in Q1 FY`18, as against a store level EBITDA of Rs. 97/sqft per month in Q1 FY`17
- ❑ Same Store EBIDTA stood at Rs. 105/sqft per month in Q1 FY`18, compared to Rs. 99/sqft per month in Q1 FY`17

Spencer`s Retail has added around 1.25 lacs sq ft on y-o-y basis. Average Sales/ sqft of new stores in the first year is comparatively lower than same store sales and is gradually expected to reach the company level average sales/sqft.

# 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.