



**RP - Sanjiv Goenka  
Group**

Growing Legacies

# **CESC Limited**

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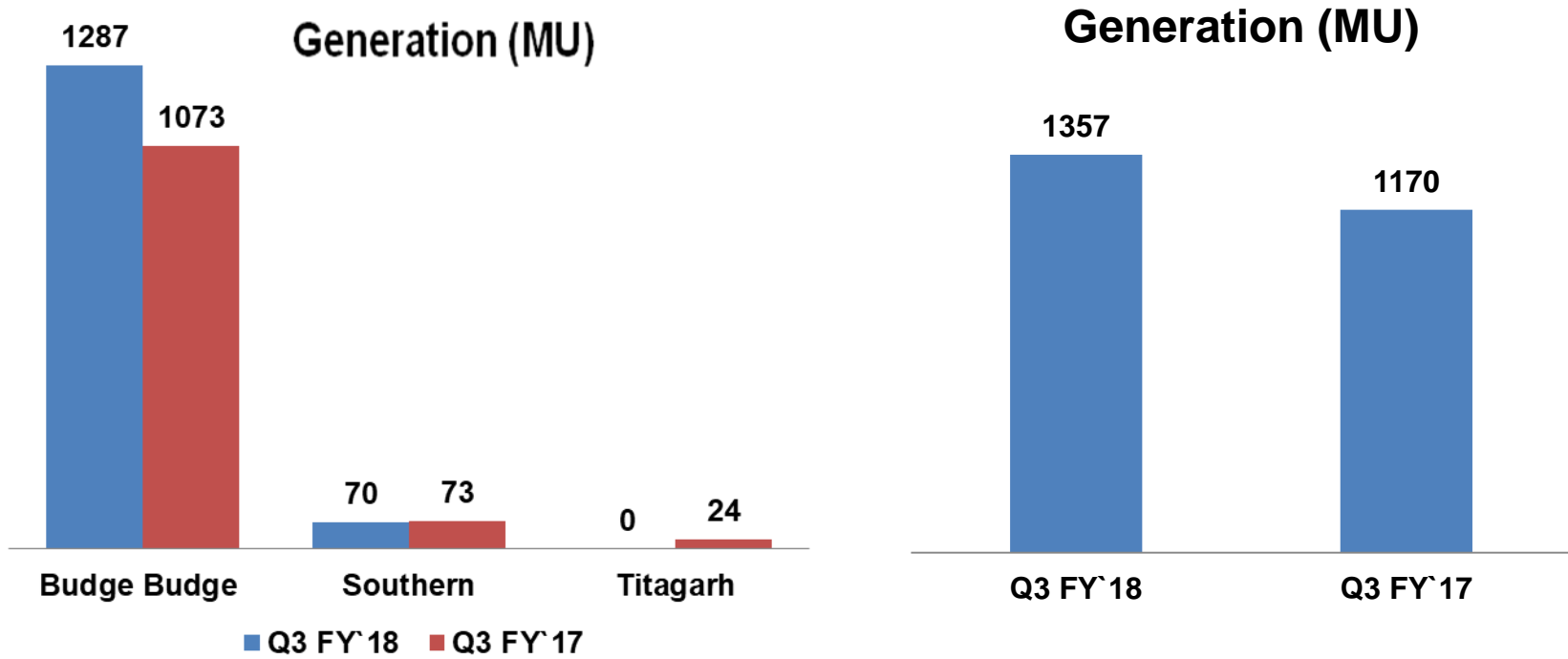
*Investor Update –Q3 FY`18*

## Standalone Performance – Q3FY`17-18

Components	Q3 FY`18	Q3 FY`17	% Change
<b>Generation (MU)</b>	1357	1170	16%
<b>Total Sales (MU)</b>	2345	2089	12%
<b>Gross Revenue (Rs Cr.)</b>	1749	1650	6%
<b>EBIDTA (Rs Cr.)</b>	427	400	6.7%
<b>Net profit (Rs Cr.)</b>	154	152	1.3%

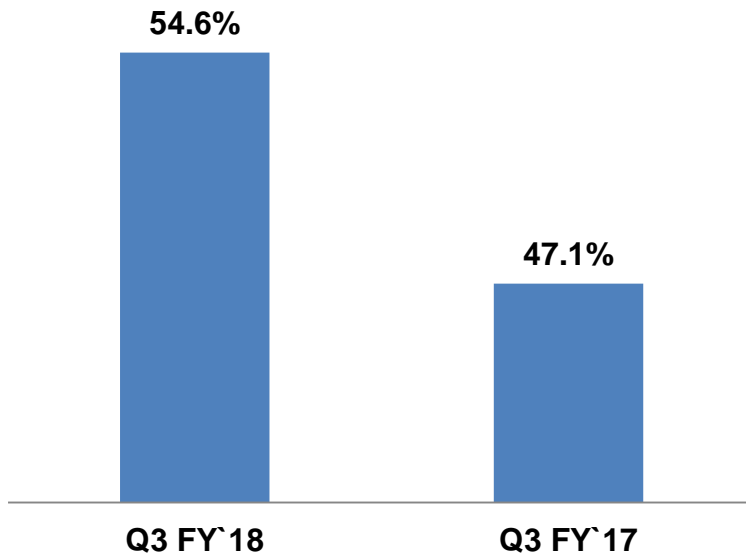
Power Exports stood at 212 MU during the quarter

# Plant wise Generation – Q3FY`17-18



## Plant load factor (PLF) – Q3FY`17-18

PLF (%)

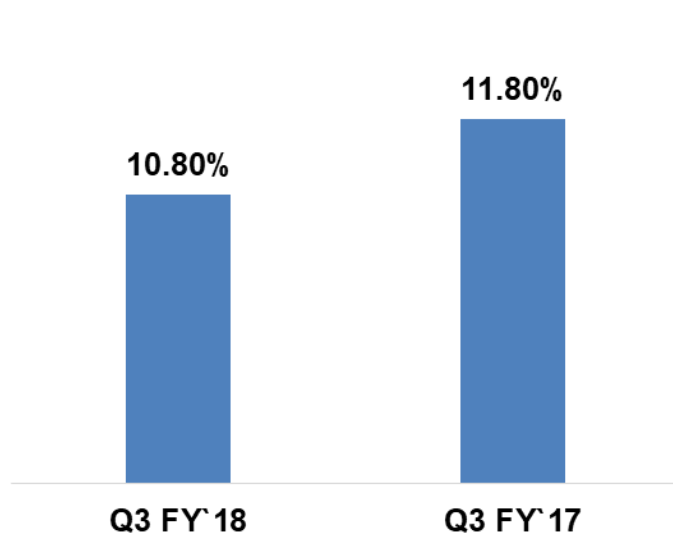


Plant wise PLF is given below

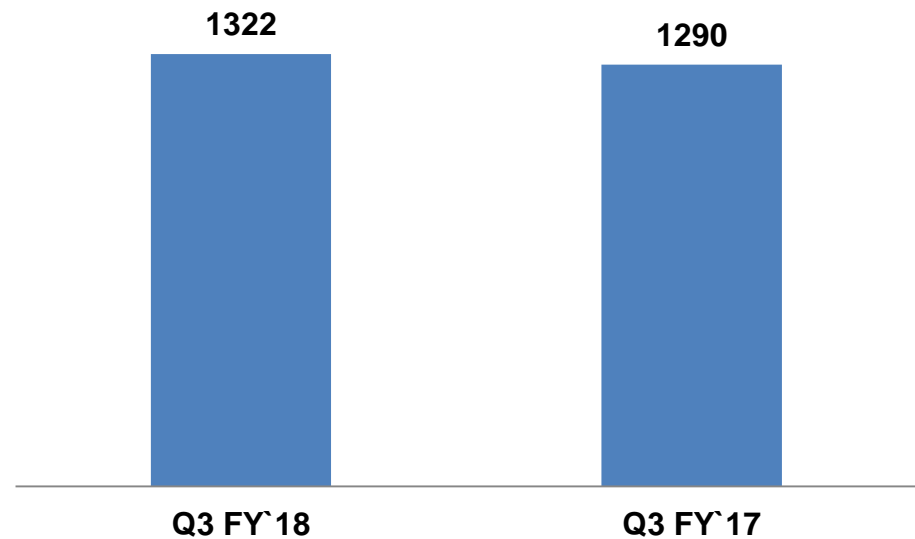
PLF %	Q3 FY`18	Q3 FY`17
Budge Budge	77.7%	64.8%
Southern	23.6%	24.6%
Titagarh	-	4.5%

## T&D Loss & Power Purchase – Q3FY`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 Q3 FY`18, Haldia TPP achieved a PLF of 87.17% and supplied 1056 MU to CESC licensed area
- Project Debt Refinancing completed

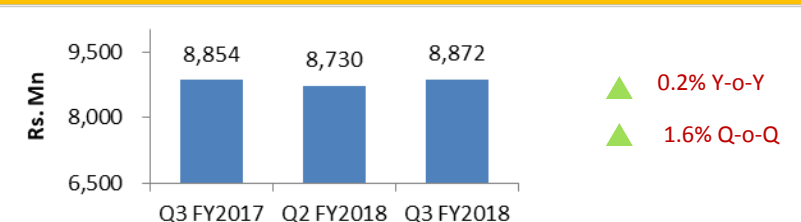
### **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**

- During Q3 FY`18, Chandrapur TPP achieved a PLF of 37.3% and supplied 455 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

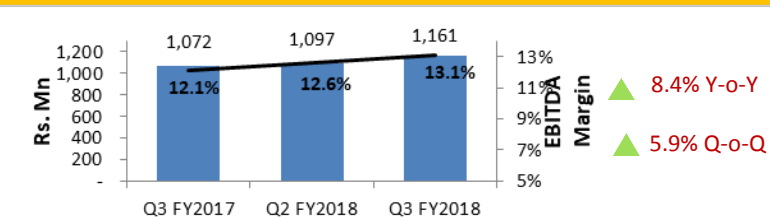
# Firstsource Solutions – Q3 FY2018

(IN INR Million)	Q3 FY 2017	Q2 FY 2018	Q3 FY 2018
Income from services	8,601	8,464	8,631
Other operating Income	253	266	241
<b>Revenue from operations</b>	<b>8,854</b>	<b>8,730</b>	<b>8,872</b>
Personnel and Operating Expense	7,782	7,633	7,711
<b>Operating EBITDA</b>	<b>1,072</b>	<b>1,097</b>	<b>1,161</b>
<i>Operating EBITDA %</i>	<i>12.1%</i>	<i>12.6%</i>	<i>13.1%</i>
Depreciation / amortization	156	162	172
<b>Operating EBIT</b>	<b>916</b>	<b>934</b>	<b>990</b>
<i>Operating EBIT %</i>	<i>10.3%</i>	<i>10.7%</i>	<i>11.2%</i>
Other Income / (expense)	8	(16)	12
Interest Income / (expense), net	(93)	(82)	(90)
<b>PBT</b>	<b>831</b>	<b>837</b>	<b>912</b>
<i>PBT (% of total income)</i>	<i>9.4%</i>	<i>9.6%</i>	<i>10.3%</i>
Taxes and Minority Interest	131	149	(83)
<b>PAT</b>	<b>700</b>	<b>688</b>	<b>995</b>
<i>PAT (% of total income)</i>	<i>7.9%</i>	<i>7.9%</i>	<i>11.2%</i>

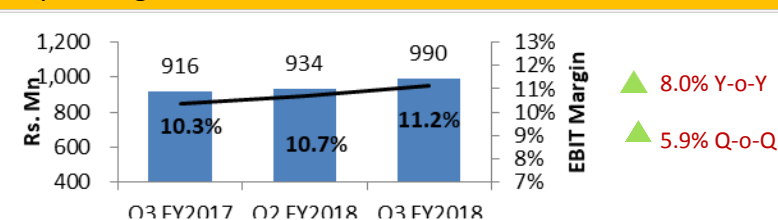
## Revenue From Operations



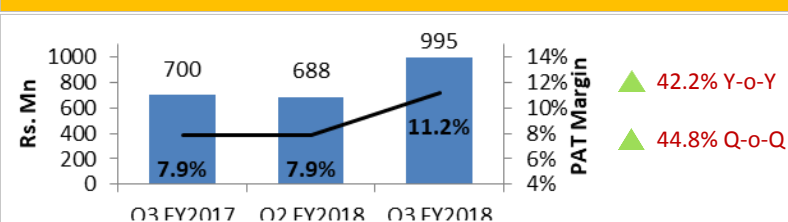
## Operating EBITDA



## Operating EBIT



## PAT



# Spencer's Footprint – Dec 2017

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	386	12	7	11	1	31
	<b>TOTAL</b>	<b>386</b>	<b>12</b>	<b>7</b>	<b>11</b>	<b>1</b>	<b>31</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	190	7	2	4	0	13
	<b>TOTAL</b>	<b>341</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	50	1	0	14	0	15
	<b>TOTAL</b>	<b>67</b>	<b>1</b>	<b>1</b>	<b>18</b>	<b>0</b>	<b>20</b>
South 2	Bangalore	13	1	0	1	0	2
	Coastal A.P	121	4	4	8	0	16
	Hyderabad	228	8	3	11		22
	<b>TOTAL</b>	<b>362</b>	<b>13</b>	<b>7</b>	<b>20</b>	<b>0</b>	<b>40</b>
<b>TOTAL</b>		<b>1181</b>	<b>38</b>	<b>20</b>	<b>67</b>	<b>1</b>	<b>126</b>

- TA Hypers – 871 K sft
- TA Supers – 160 K sft
- TA Small stores – 150 K sft



## Spencer`s Retail – Q3 FY`17-18 Highlights

### ❑ **New Stores openings**

- ❑ 2 new stores added during the quarter

### ❑ **Improvement in Sales**

- ❑ Average Sales have decreased from Rs. 1714/sqft per month in Q3 FY`17 to Rs. 1607/ sqft per month in Q3 FY`18
- ❑ Same Stores Sales have decreased from Rs.1763/sqft per month in Q3 FY`17 to Rs. 1697/ sqft in Q3 FY`18, a degrowth of 3.7%
- ❑ Spencer`s Retail remains company level EBIDTA positive during the quarter

Same store sales has shown a degrowth during the quarter largely on account of high base effect of demonitization during Q3 FY17.

SSSG trend is expected to turn positive in FY`19.

# 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.