



**RP-Sanjiv Goenka
Group**

Growing Legacies

CESC Limited

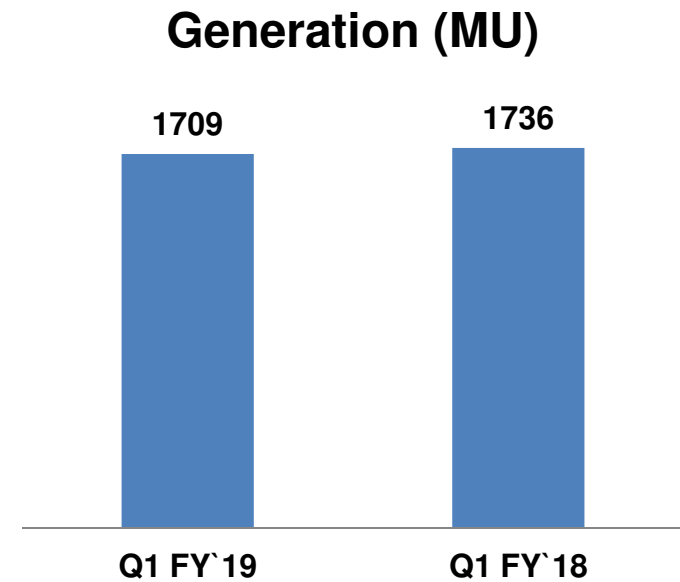
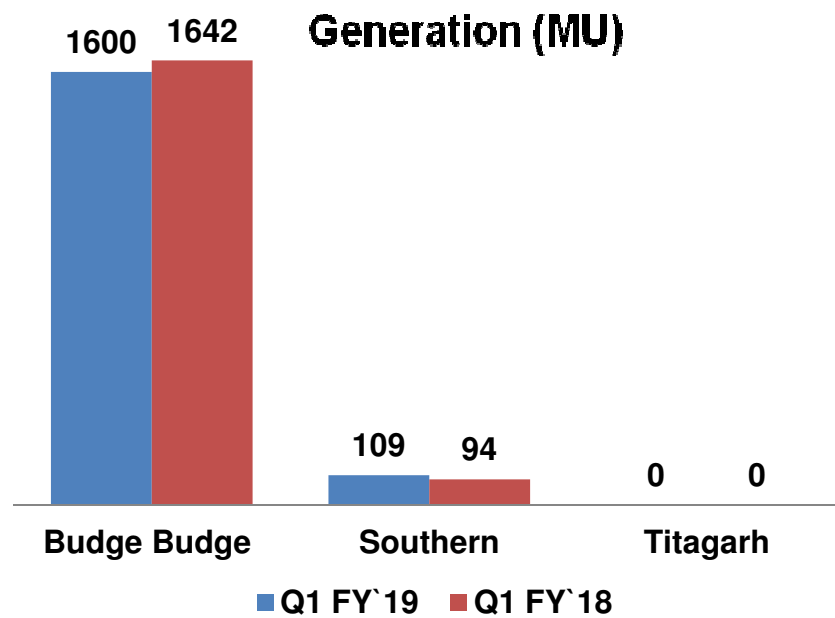
Investor Update –Q1 FY`19

Standalone Performance – Q1 FY 2018-19

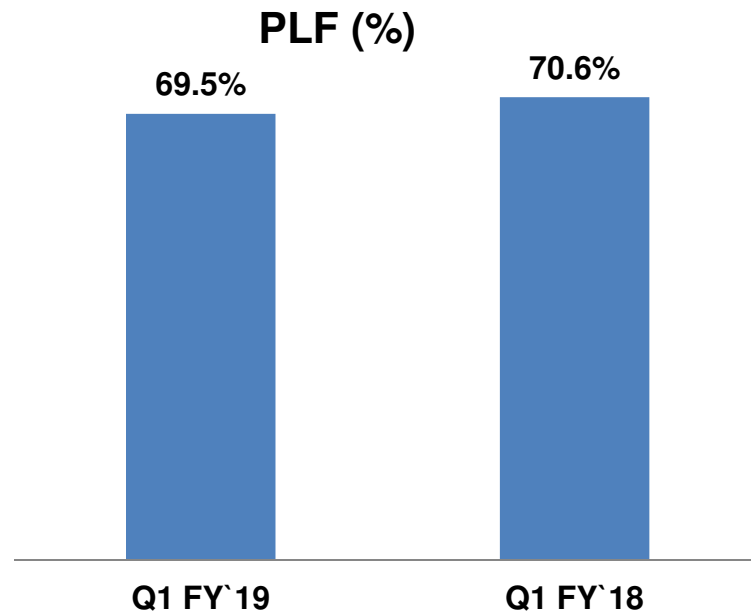
Components	Q1 FY`19	Q1 FY`18	% Change
Generation (MU)	1709	1736	(1.6%)
Total Sales (MU)	2840	2852	-
Gross Revenue (Rs Cr.)	2179	2224	(2%)
EBIDTA (Rs Cr.)	465	453	2.6%
PAT (Rs Cr.)	182	178	2.2%

Power Exports stood at 91MU during Q1 FY19

Plant wise Generation – Q1 FY 2018-19



Plant load factor (PLF) – Q1 FY 2018-19

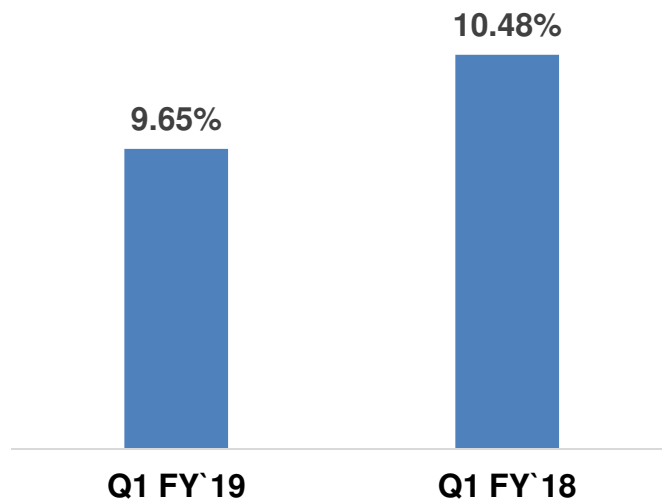


Plant wise PLF is given below

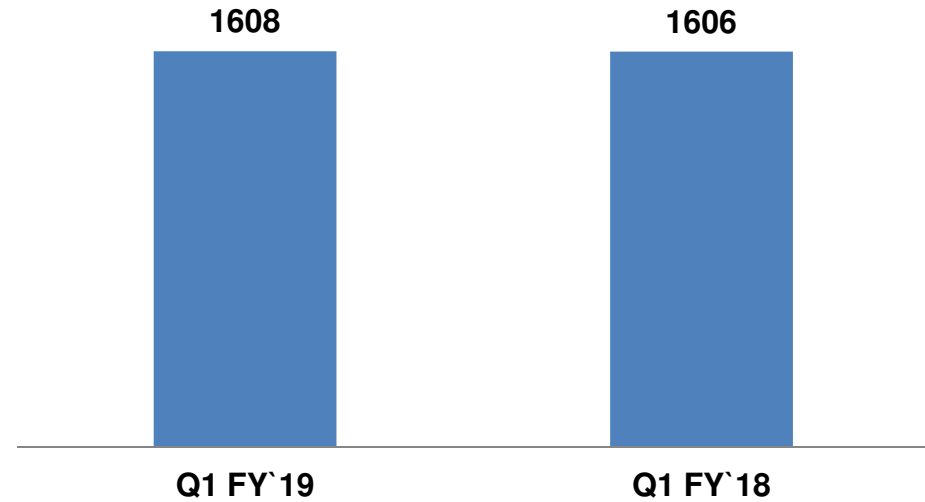
PLF %	Q1 FY`19	Q1 FY`18
Budge Budge	97.7%	100.2%
Southern	36.9%	31.8%

T&D Loss & Power Purchase – Q1 FY 2018-19

T&D Loss (Provisional)



Power Purchase (MU)



Status of new Power Projects

	Capacity	Units Sold (MU)		PLF (%)	
		Q1 FY`19	Q1 FY`18	Q1 FY`19	Q1 FY`18
Haldia TPP	600 MW	1110	1029	92.55%	85.365
Chandrapur TPP	600 MW	967	650	80.59%	54.10%

- ❑ **Haldia Power Project (300x2 MW TPP in Haldia, West Bengal)**
 - ❑ Haldia TPP witnessed a strong growth in PLF backed by rising demand from CESC
- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
 - ❑ Supply of full contracted capacity of 187 MW power from Chandrapur TPP to NPCL has commenced from 29th March 2017
 - ❑ Signed a PPA on 14th March 2018 with MSPGCL for supplying 185 MW power for a period of 8 months under case IV bidding process. Supply commenced from 15th April 2018

Spencer's Footprint – June 2018

Regions	States	TA ('000)	Hypers >15 k	Supers	Dailies <3k	SAS	TOTAL
				3k -15k			
East	WB	392	12	8	11	1	32
	TOTAL	392	12	8	11	1	32
West	Gujarat	24	1			0	1
	TOTAL	24	1	0	0	0	1
North	East UP	153	4	3	15	0	22
	NCR	212	8	2	5	0	15
	TOTAL	365	12	5	20	0	37
South 1	Kerala	17		1	4	0	5
	T.N	50	1	0	14	0	15
	TOTAL	67	1	1	18	0	20
South 2	Bangalore	14	1	0	2	0	3
	Coastal A.P	121	4	4	8	0	16
	Hyderabad	228	8	3	11		22
	TOTAL	363	13	7	21	0	41
TOTAL		1212	39	21	70	1	131

- TA Hypers - 889K sft
- TA Supers – 166 K sft
- TA Small stores – 157 K sft

Spencer`s Retail – Q1 FY`19 Highlights

❑ **New Stores openings**

- ❑ 3 new Stores added during the year

❑ **Operational Highlights**

- ❑ Average Sales have increased from Rs. 1530/sqft per month in Q1 FY`18 to Rs. 1575/ sqft per month in Q1 FY`19
- ❑ Same Stores Sales have increased from Rs.1572/sqft per month in Q1 FY`18 to Rs. 1629/ sqft in Q1 FY`19, a growth of 3.6%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 98/sqft per month in Q1 FY`19, as against a store level EBITDA of Rs. 94/sqft per month in Q1 FY`18
- ❑ Same Store EBIDTA stood at Rs. 102/sqft per month in Q1 FY`19, compared to Rs. 99/sqft per month in Q1 FY`18
- ❑ Spencer`s Retail remains EBIDTA level positive during the quarter

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.