



**RP-Sanjiv Goenka
Group**

Growing Legacies

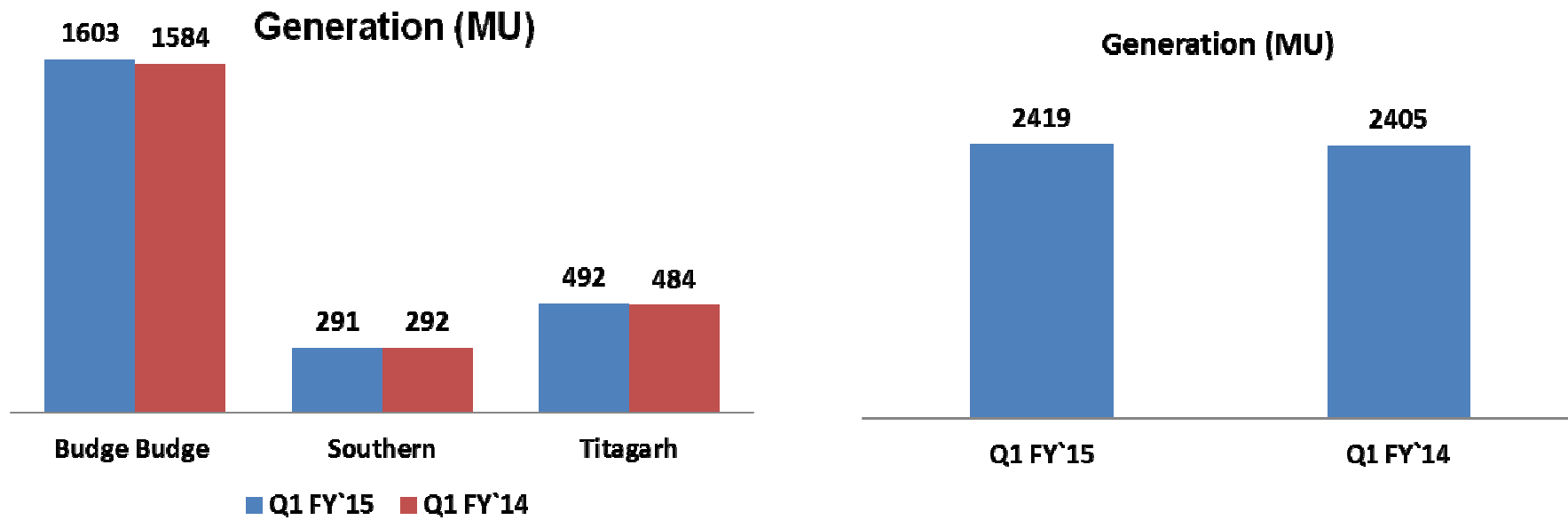
CESC Limited

Investor Update –Q1 FY`15

Performance Summary – Q1 FY`15

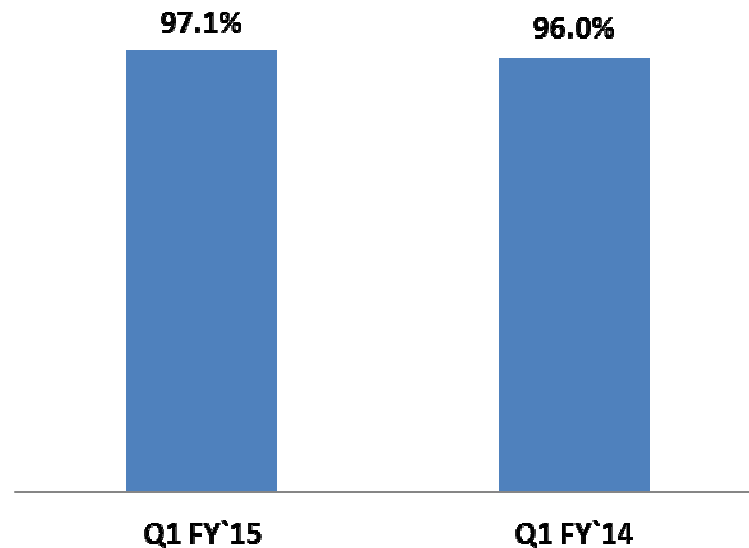
Components	Q1 FY`15	Q1 FY`14	% Change
Generation (MU)	2419	2405	0.5%
Total Sales (MU)	2557	2437	5%
Gross Revenue (Rs Cr.)	1878	1455	29 %
EBIDTA (Rs Cr.)	393	340	15.6 %
Net profit (Rs Cr.)	151	131	15.3 %

Plant wise Generation – Q1 FY`15



Plant load factor (PLF) – Q1 FY`15

PLF (%) – (excl NCGS)

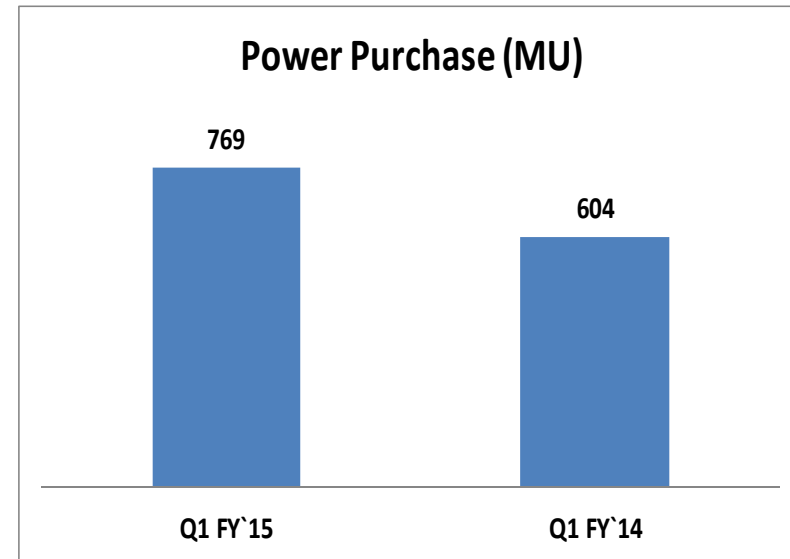
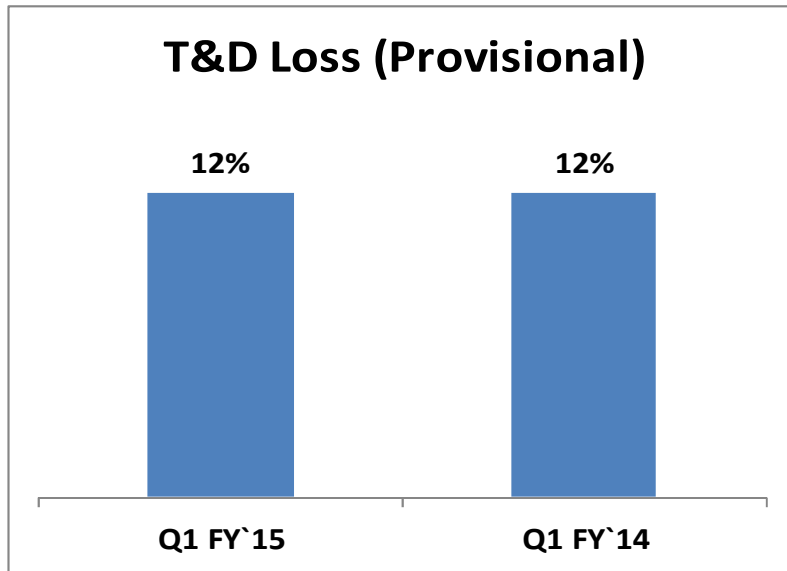


Plant wise PLF is given below

PLF %	Q1 FY`15	Q1 FY`14
Budge Budge	97.9%	96.7%
Southern	98.8%	99.0%
Titagarh	93.8%	92.3%
NCGS**	15.1%	20.7%

**Old Station

T&D Loss & Power Purchase – FY`14



Status of Projects Under Implementation

- ❑ **Haldia Phase 1 (300x2 MW TPP in Haldia, West Bengal)**
 - ❑ The project is undergoing construction and shall be commissioned in FY`14-15

- ❑ **Dhariwal Infrastructure Ltd (300x2 MW TPP in Chandrapur, Maharashtra)**
 - ❑ First unit of 300 MW has been commissioned on 11th Feb 2014
 - ❑ Long Term PPA for 100 MW signed with TANGEDCO
 - ❑ Second unit of 300 MW has successfully achieved the 72 hours full load trial operation on 4th June 2014

- ❑ **CESC Properties Ltd (100% subsidiary)**
 - ❑ Quest Mall is fully operational and is witnessing strong footfalls



The graphic features a large orange rounded rectangle containing white line art of a man, a woman, and a child walking together. Below the illustration, the word "spencer's" is written in a large, bold, lowercase sans-serif font. Underneath "spencer's", the words "MAKES FINE LIVING" are in a smaller, uppercase sans-serif font, followed by the word "affordable" in a cursive script font.

spencer's
MAKES FINE LIVING *affordable*

Spencer's Footprint – June 2014

Regions	States	TA ('000)	Hypers >15 k	Supers 3k -15k	Dailies <3k	SAS	TOTAL
East	WB	308	10	2	11	0	23
	TOTAL	308	10	2	11	0	23
West	Maharashtra	36	1	0	0	0	1
	Gujarat	24	1			0	1
	TOTAL	60	2	0	0	0	2
North	East UP	114	3	1	14	0	18
	NCR	196	7	3	5	0	15
	TOTAL	310	10	4	19	0	33
South 1	Kerala	17		1	4	0	5
	T.N	72	1	0	22	0	23
	TOTAL	89	1	1	26	0	28
South 2	Bangalore	41	2	1	1	0	4
	Coastal A.P	99	4	2	8	0	14
	Hyderabad	155	4	3	15		22
	TOTAL	295	10	6	24	0	40
TOTAL		1061 K	33	13	80	0	126

- TA Hypers – 788 K sft
- TA Supers – 92 K sft
- TA Small stores – 181 K sft

Spencer's has focused geographical presence and planning growth

33 hyper stores across 5 regions ; 94 smaller stores focused in 3 main regions



Planning to open 12-14 new hyper stores in FY`14-15

Hyper defined as clear focus area

12-14 new hyper stores to be opened in FY` 14-15

- All stores currently on track for possession and opening in current year
- Similar expansions in future years

New stores to be opened in the existing 5 regions

- No new regions to be tapped

Small stores to continue as-is

- Profitable at store level
- Potential realignment in Step 2

Beginning to generate local scale in some geographies

Highlights Q1 FY`15

❑ Improvement in Sales

- ❑ Average sales have increased from Rs.1332/sqft per month in Q1 FY`14 to Rs. 1340/ sqft per month in Q1 FY`15.
- ❑ Same stores sales have increased from Rs.1372/sqft per month in Q1 FY`14 to Rs. 1486/ sqft per month in Q1 FY`15, registering a growth of 8.3%
- ❑ Spencer`s Retail has made a store level EBITDA of Rs. 61/sqft per month for Q1 FY`15
- ❑ Same stores EBIDTA stood at Rs. 74/ sqft during Q1 FY`15

❑ New stores roll out:

- ❑ Spencer`s Retail has open 1 new super store 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.