



# **CESC Limited**

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*Investor Update –Q3 FY11*

## Performance Summary –Q3 FY` 11

Components	Q3 FY` 11	Q3 FY` 10	% Change
Generation (MU)	2147	1873	14.6%
Sales (MU)	1941	1813	7.1%
Sales (Rs Cr.)	939	797	17.8%
EBIDTA (Rs Cr.)	275	214	28.5%
Net profit (Rs Cr.)	110	102	7.8%

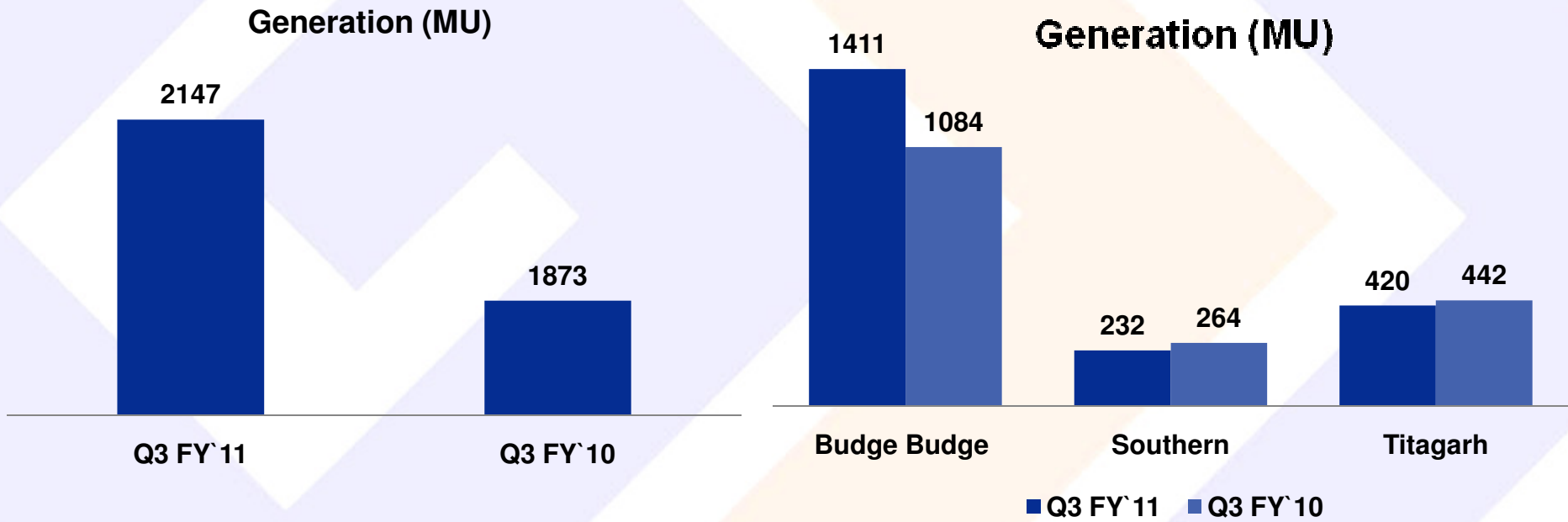
CESC`s Budge Budge power plant has been awarded “**Best Environmental Performance Power Pant of the year**” at the Asian Power awards 2010

## Performance Summary – YTD 9M FY`11

Components	YTD 9M FY`11	YTD 9M FY`10	% Change
Generation (MU)	6932	5886	17.7%
Sales (MU)	6480	5975	8.4%
Sales (Rs Cr.)	3140	2581	21.6%
EBIDTA (Rs Cr.)	881	678	29.9%
Net profit (Rs Cr.)	375	333	12.6%

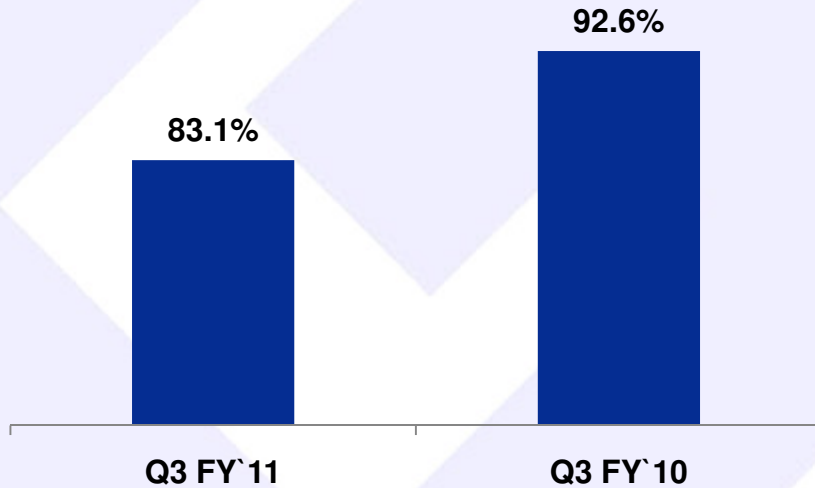
# Operational Highlights- Q3 FY`11

**Plant wise break-up of generation**



# Plant load factor (PLF) – Q3 FY` 11

PLF (%) – (excl NCGS )



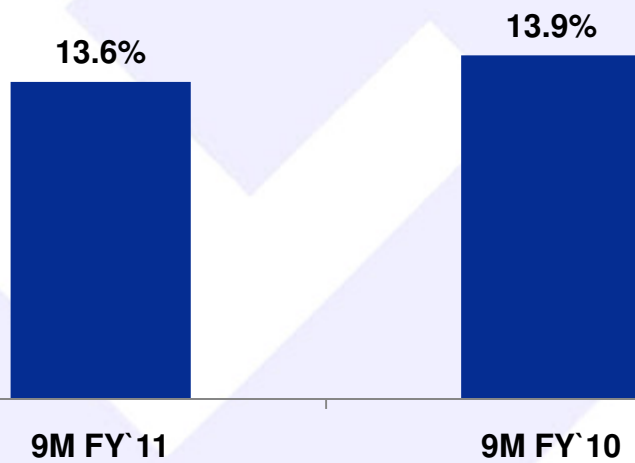
Plant wise PLF is given below

<i>PLF %</i>	Q3 FY` 11	Q3 FY` 10
Budge Budge	85.2	97.1
Titagarh	79.3	83.3
Southern	77.8	88.7
NCGS**	38	37.5

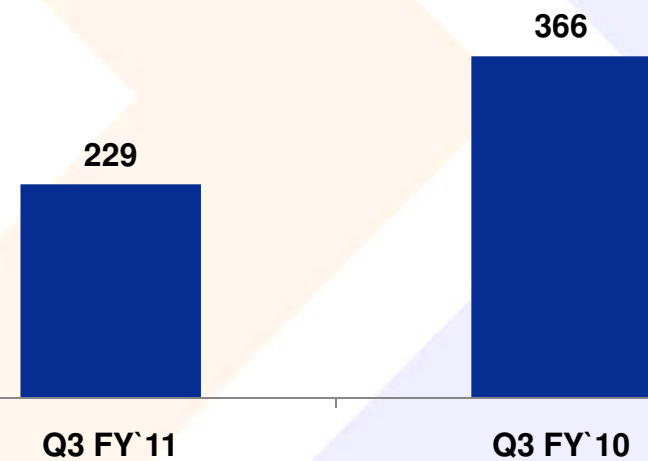
\*\*Old Station

# T&D Loss & Power Purchase

## T&D Loss (Provisional)



## Power Purchase (MU)



# Status of Projects Under Implementation

- Haldia Phase 1 (600MW)**
  - Financial closure has been achieved
  - ICB has been completed
  - In principal approval received from WBERC
  
- Dhariwal Infrastructure Ltd, setting up 2X300 MW coal based power station in Maharashtra**
  - The project is under construction stage and on schedule
  
- Orissa power project (1320 MW)**
  - All major approvals has been received
  - A coal linkage has been applied for the project

# Status of Projects Under Implementation

- ❑ **Jharkhand power project (600 MW)**
  - ❑ Joint allocation of coal block (110 MT) obtained in Jharkhand for setting up a 1,000 MW plant
  - ❑ The company has obtained a prospecting license for the mine
  - ❑ Land acquisition process has been initiated for the main power plant
  
- ❑ **CESC Properties Ltd (100% subsidiary)**
  - ❑ The Shopping Mall at Park Circus is under construction





**spencer's**

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# Spencer's Footprint – January 2010

Regions	States	TA ('000)	Hypers >15 k	Supers 3k - 15k	Dailies <3k	SAS	TOTAL
East	WB	131	4	1	12	0	17
	<b>TOTAL</b>	<b>131</b>	<b>4</b>	<b>1</b>	<b>12</b>	<b>0</b>	<b>17</b>
West	Maharashtra	68	1	0	12	3	16
	Gujarat	24	1	0	0	0	1
	<b>TOTAL</b>	<b>92</b>	<b>2</b>	<b>0</b>	<b>12</b>	<b>3</b>	<b>17</b>
North	East UP	81	2	1	14	0	17
	NCR	96	2	1	6	12	21
	Punjab	6	0	0	0	5	5
	<b>TOTAL</b>	<b>183</b>	<b>4</b>	<b>2</b>	<b>20</b>	<b>17</b>	<b>43</b>
South 1	Kerala	24	0	1	8	0	9
	T.N	92	0	0	43	0	43
	Trichy	49	1	1	12	0	14
	<b>TOTAL</b>	<b>165</b>	<b>1</b>	<b>2</b>	<b>63</b>	<b>0</b>	<b>66</b>
South 2	Bangalore	79	2	2	14	0	18
	Coastal A.P	88	4	0	11	0	15
	Hyderabad	118	1	3	26	0	30
	<b>TOTAL</b>	<b>285</b>	<b>7</b>	<b>5</b>	<b>51</b>	<b>0</b>	<b>63</b>
<b>TOTAL</b>		<b>855k</b>	<b>18</b>	<b>10</b>	<b>158</b>	<b>20</b>	<b>206</b>

- TA Hypers – 431 K sft
- TA Supers – 64 K sft
- TA Small stores – 339 K sft
- SAS - 22 K sft

- BHPC – 15 stores
- Ecko - 3 stores
- Ladybird - 2 stores
- Fish & Meat – 2 stores
- au bon pain – 6 cafes

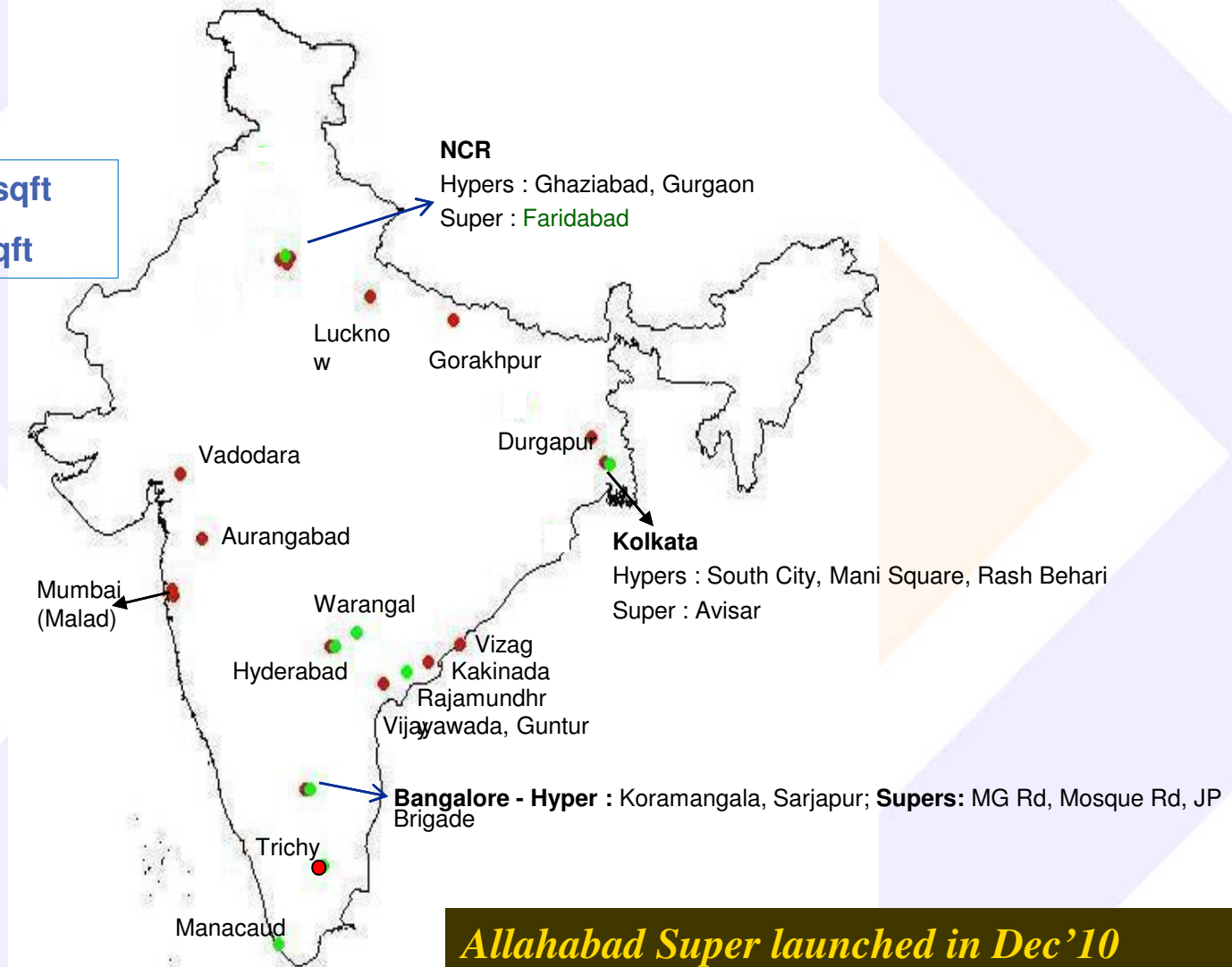


# Hyper & Super footprint – January 2011

- Hypers
- Supers

18 Hypers – 431K sqft

10 Supers – 64K sqft



# Highlights

## ❑ Stores opened in this quarter

- ❑ 2 supers launched in the quarter - Indirapuram Super (Oct'10) and Allahabad Super (Dec'10)
- ❑ Mark Ecco – 1 store launched in Punjab in Oct'10

## ❑ Improvement in Sales

- ❑ Sales have increased from Rs.854/sqft in Dec 2009 → Rs.1048/sqft in Dec 2010
- ❑ **Store EBITDA /sqft turned positive in June'10**
- ❑ **BHPC** - Majority of stores are EBITDA positive within 3 months

## Expansion Plans:

- ❑ **Hypers** : New Hyper stores are planned in Pune, Siliguri and Kolkata in coming months
- ❑ **BHPC** - Franchisee model launched. B2B to be launched by March-11
- ❑ **Lever for Growth: Private Label**



## 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.

**Thank You**