



**RP- Sanjiv Goenka
Group**
Growing Legacies



SEC : 12173

May 30, 2016

The Secretary
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai – 400 001

Manager (Listing)
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G- Block
Bandra – Kurla Complex
Bandra (East)
Mumbai – 400 051

The Secretary
The Calcutta Stock Exchange
Limited
7, Lyons Range
Kolkata – 700 001

Dear Sir,

Intimation of Schedule of Investors' conferences

Further to our earlier letter No. SEC : 12172 dated May 28, 2016, please find enclosed a copy of presentation to be made by the Company at the investors' conferences to be held in Hong Kong and Mumbai as per the schedule referred to in our said letter.

Yours faithfully,

COMPANY SECRETARY

Encl.

list
89976.

CESC Limited

Powering India since 1899

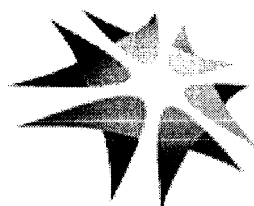
May 2016

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**RP - Sanjiv Goenka
Group**

Growing Legacies

CESC

Private Power Utility

Phillips Carbon Black

Carbon Black Manufacturer

Spencer`s Retail

Organized Retail

Firstsource Solutions

Business Process management

Saregama India

Music & Entertainment

Harissons Malayalam

Tea & Rubber Plantations

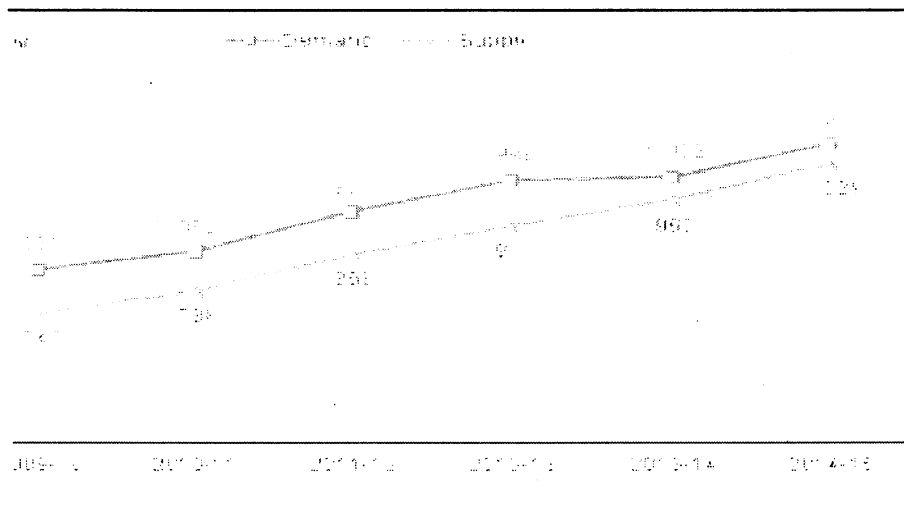
Financials of RP- Sanjiv Goenka Group companies

(Rs. bn)

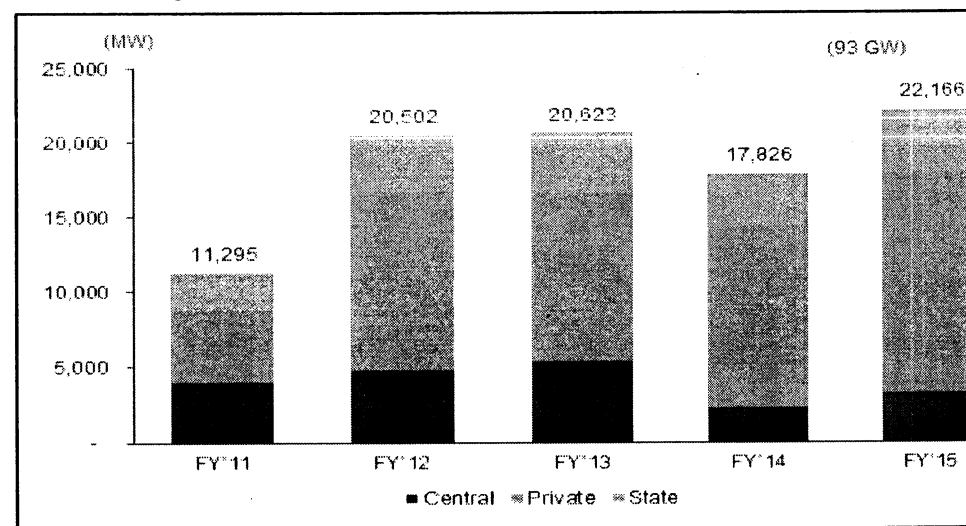
	Gross Revenues (FY`16)	EBIDTA (FY`16)	Net Profit (FY`16)	Current Market cap (appx)	Promoter Holding	Institutional Holding
CESC	66.16	17.21	7.07	73	50%	42%
Firstsource Solutions	32.30	4.05	2.65	26	56%	16%
Spencer`s Retail	18.65	(0.53)	(1.42)	-	100%	-
Haldia Energy	17.20	9.01	2.32	-	100%	-
Crescent Power	1.60	0.80	0.43	-	100%	-
Surya Vidyut	0.45	0.41	0.05	-	100%	-
Quest	0.91	0.45	0.09	-	100%	-
Phillips Carbon Black	19.13	2.30	0.23	4.1	54%	10%
Saregama India	2.15	0.25	0.08	5.2	59%	18%
Harrisons Malayalam (FY`15)	3.34	(0.21)	(0.35)	1.0	50%	6%
DIL – Chandrapur (Not fully operational)	1.15	(0.58)	(5.89)	-	100%	-
Noida Power (FY`15)	9.25	1.83	0.80	-	73%	-

Indian Power Sector

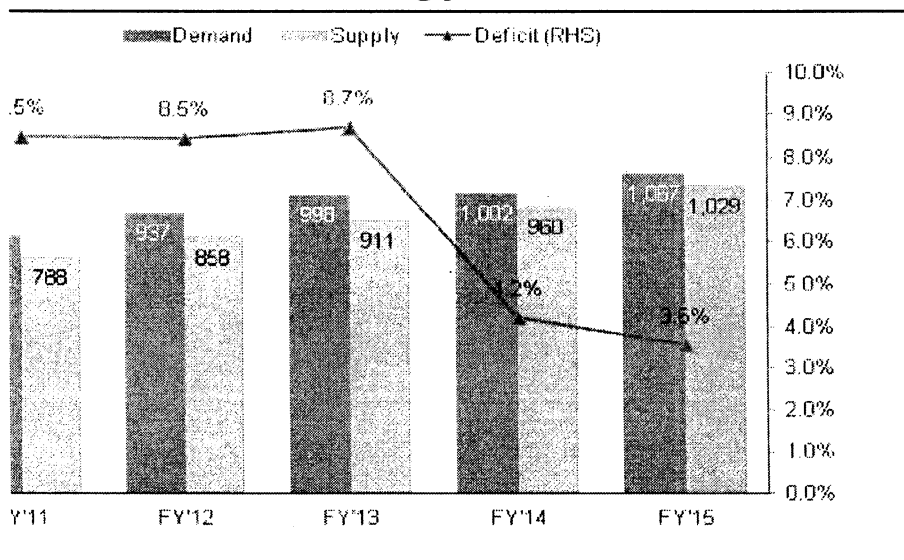
India Energy Demand Trend



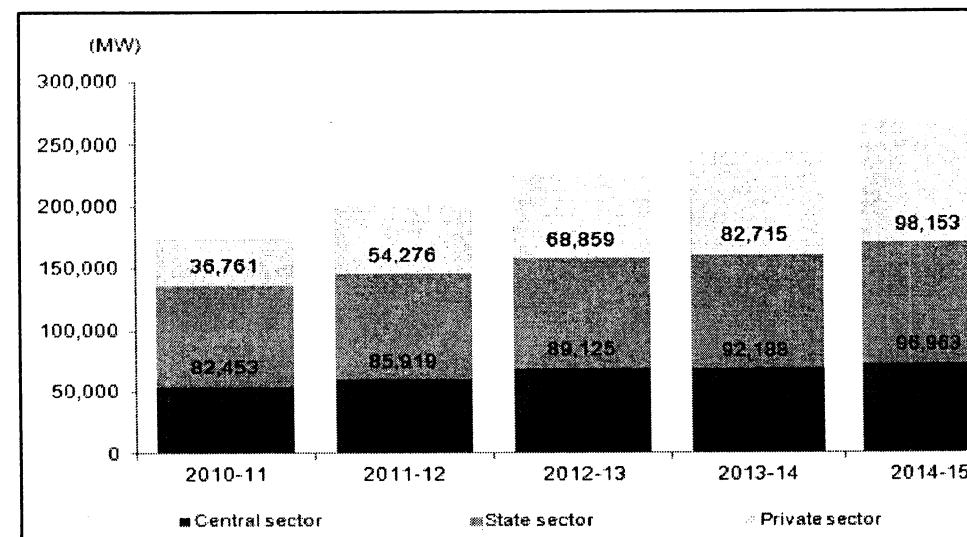
Capacity addition (Conventional energy)



Trend in Energy Deficit



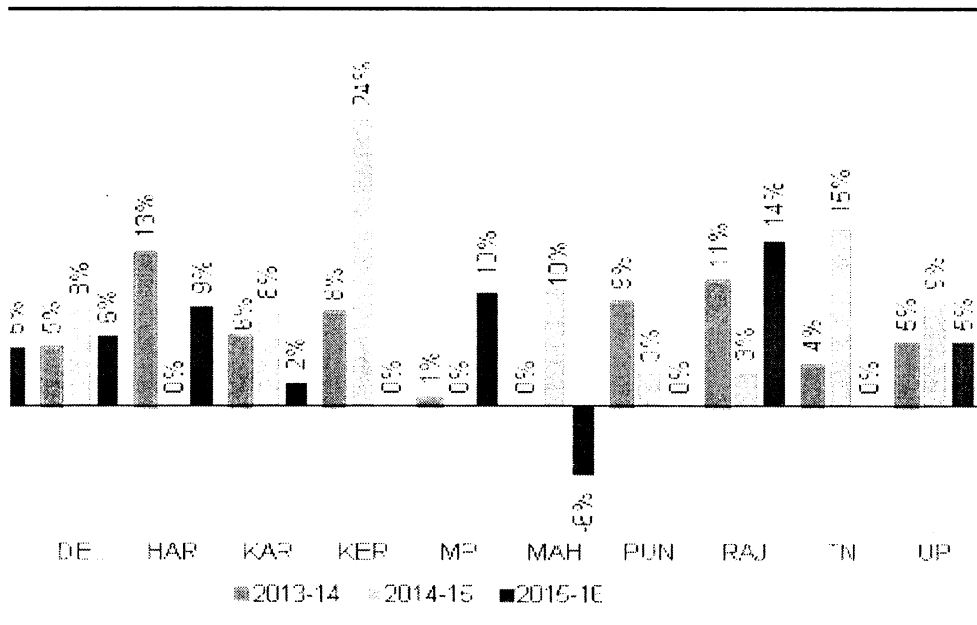
Installed Capacity by Ownership



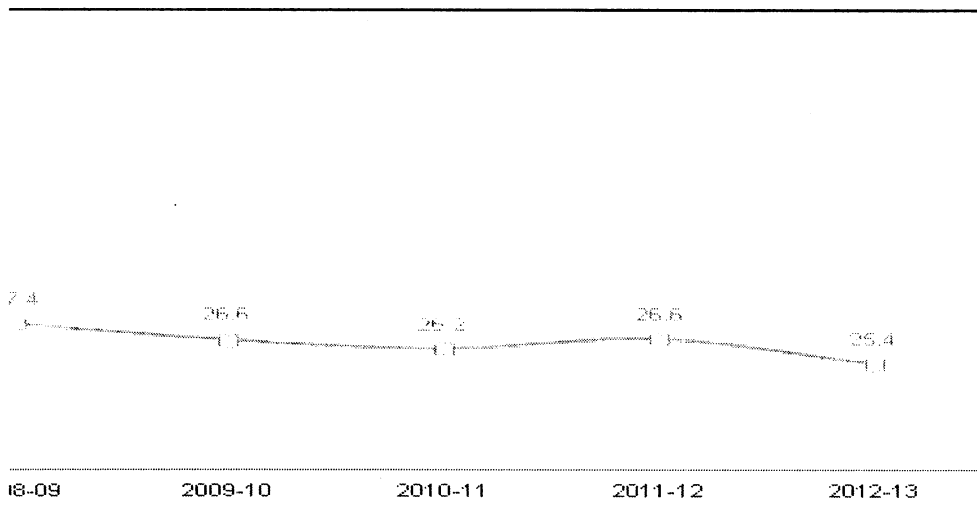
Source: CRISIL Research

Indian Power Sector

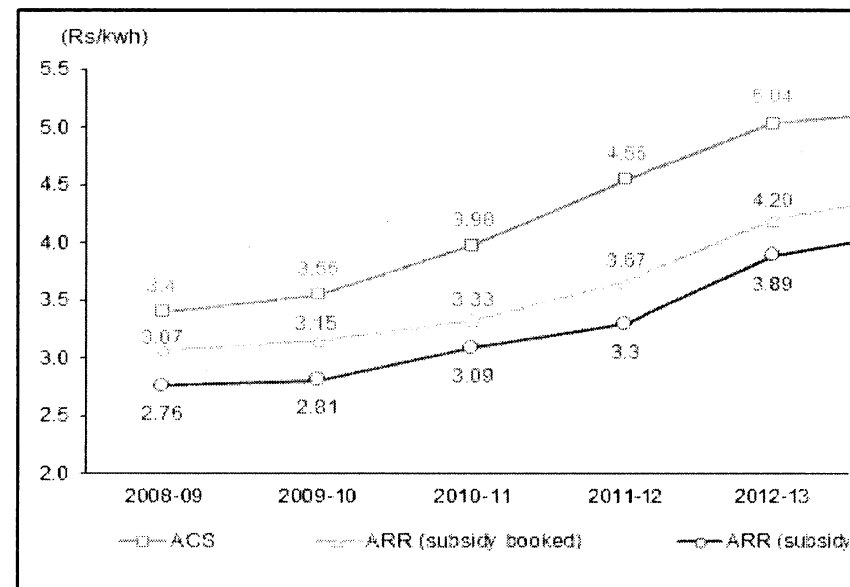
Tariff Hike in Key States



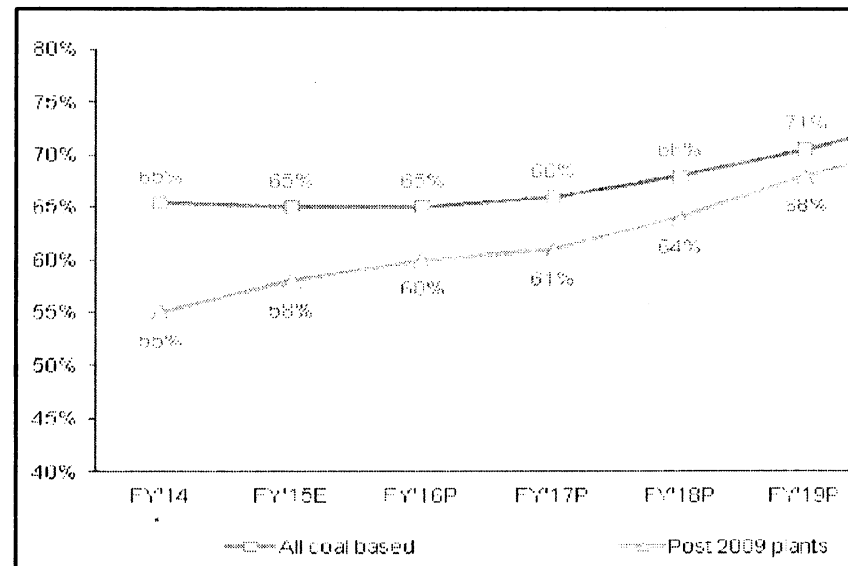
AT&C Losses Trend



Rising gap between ACS and ACR



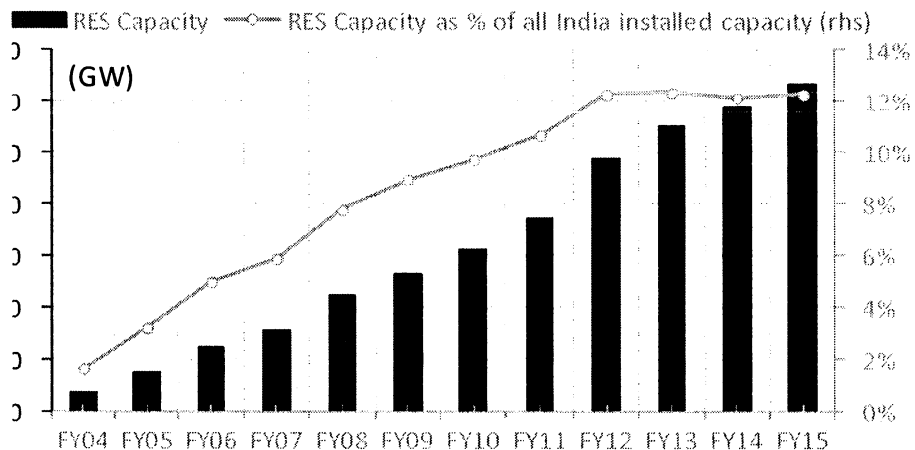
Trend in Thermal PLFs



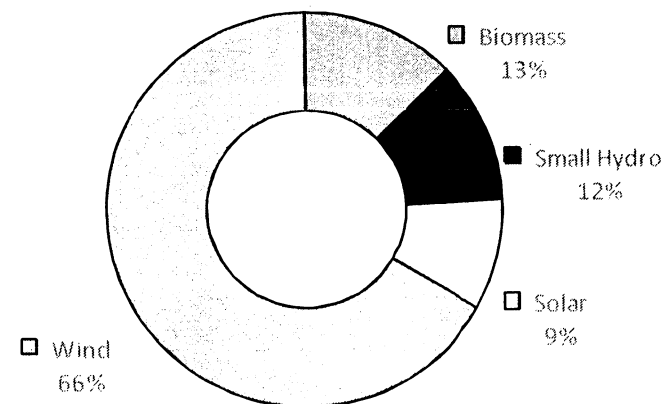
Source: CRISIL Research

Govt's aggressive focus on renewable power

12% of overall capacity in India is on RES

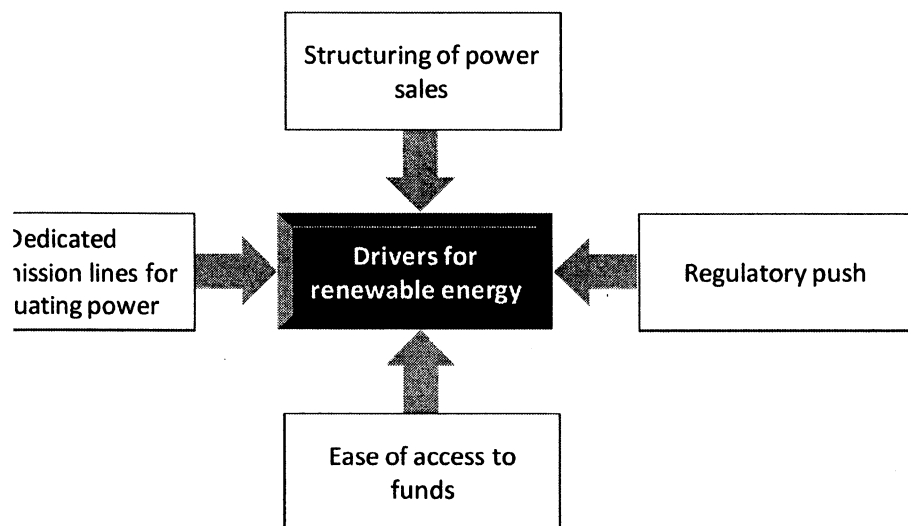


Around 66% of RES capacity is wind base



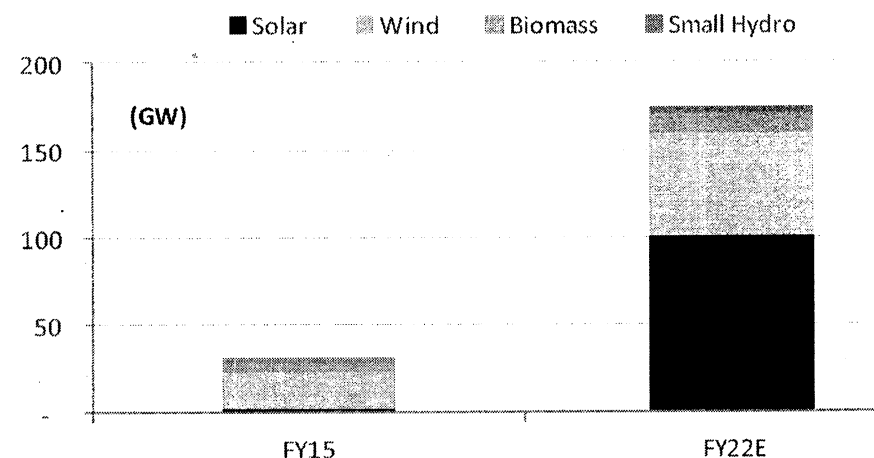
(As on 31 Jan 2015 - RES capacity stood at 31.7GW)

growth drivers falling in place for RES industry



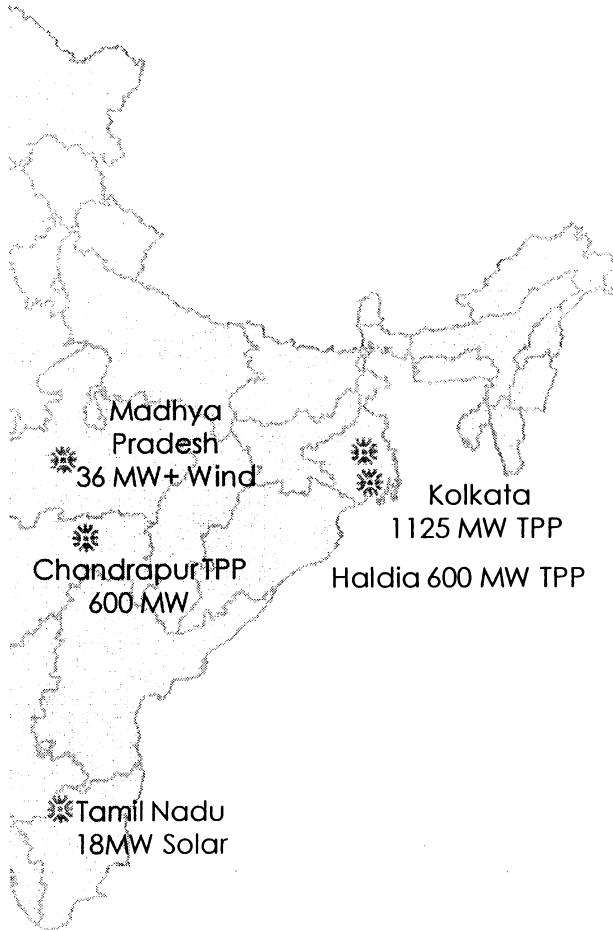
Source: CRISIL Research

Govt is targeting 175GW RES capacity by 2022



Overview of CESC

Power Generation Map



Map not to scale

- ☐ Private sector power utility company in India
- ☐ Distributing power to city of Kolkata & adjoining areas
- ☐ Engaged in Coal mining, Generation and Distribution of electricity
- ☐ Almost entire energy requirement met from own / subsidiary's generation meeting peak demand of 2000+ MW
- ☐ CESC Regulated Business - 1125 MW Generation, 567 sq.km. area consumers
- ☐ Budge Budge Generating Station amongst top performing power plants in the country
- ☐ Board represented by independent directors and professionals
- ☐ Shares Listed on BSE , NSE and Kolkata. GDR listed on Luxembourg
- ☐ Access to International Equity & Debt market (FII at 23%)

CESC Existing Businesses

Kolkata Distribution Business

Mining, Power
Transmission & Distribution
100 MW generation
100 sq km area
100 consumers
100+ ckt km of network

Independent Power Project

600 MW thermal power
project in Chandrapur,
Maharashtra
(Project cost Rs. 38 billion)

600 MW thermal power
project in Haldia, West Bengal
(Project cost Rs. 46 billion)
- entire output to CESC

Renewables

9 MW Solar Power Plant in Gujarat.
24 MW Wind power plant, Rajasthan
26 MW Wind power plant, Gujarat
18 MW Solar Power Plant in Tamil Nadu –
36 MW Wind power plant in Mandsaur,
Madhya Pradesh

Distribution Franchise

Distribution Franchise
in 2 cities -
Kota and Bharatpur
(Rajasthan)

Real Estate

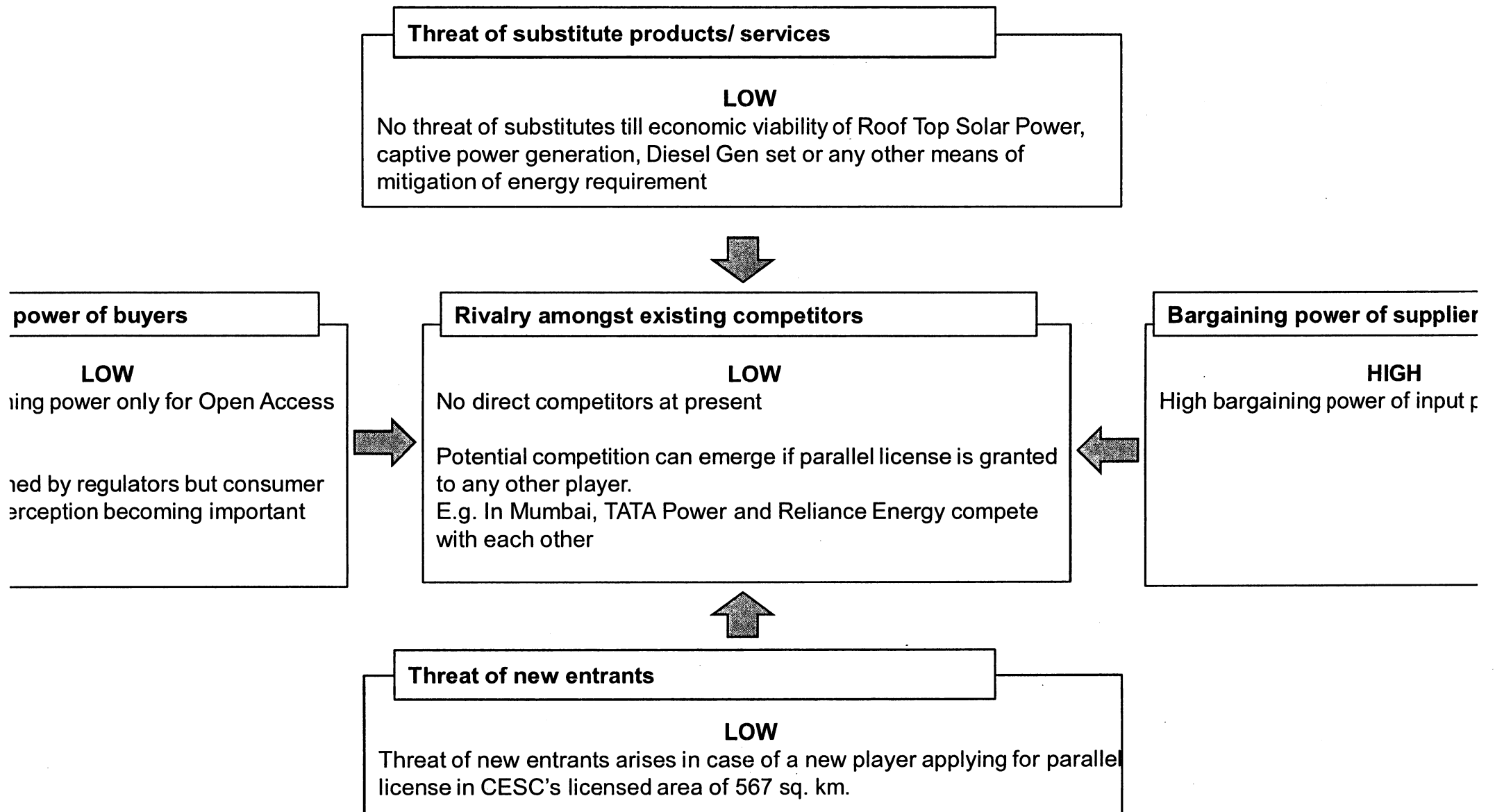
Owns and operate "Quest"
Shopping Mall in Kolkata

Business Process Management
(BPM) company in India

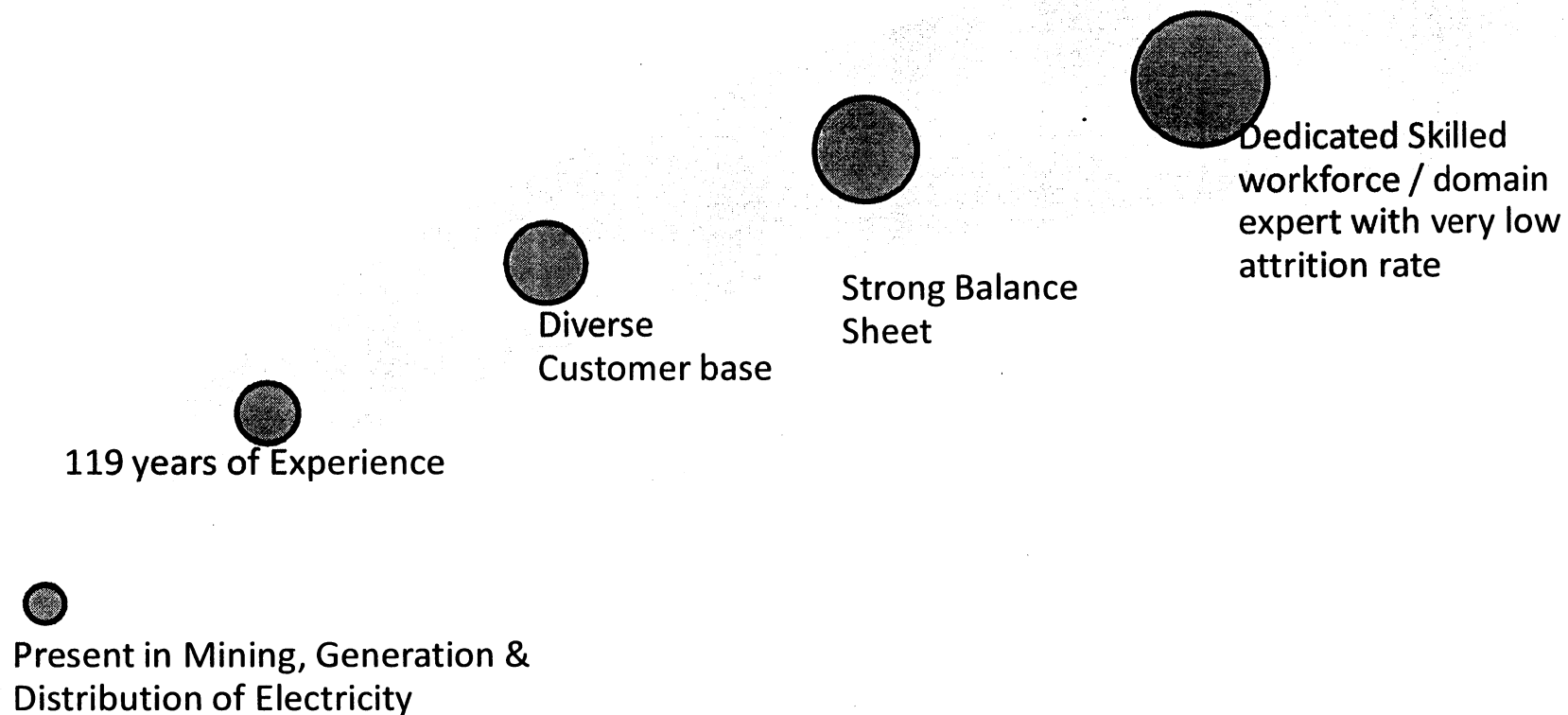
Client base includes 21
Fortune 500 and 9 FTSE 100
companies

PAN India Organized
Retail player with 1
mn+ sqft area and 125
stores spread over 35+
cities

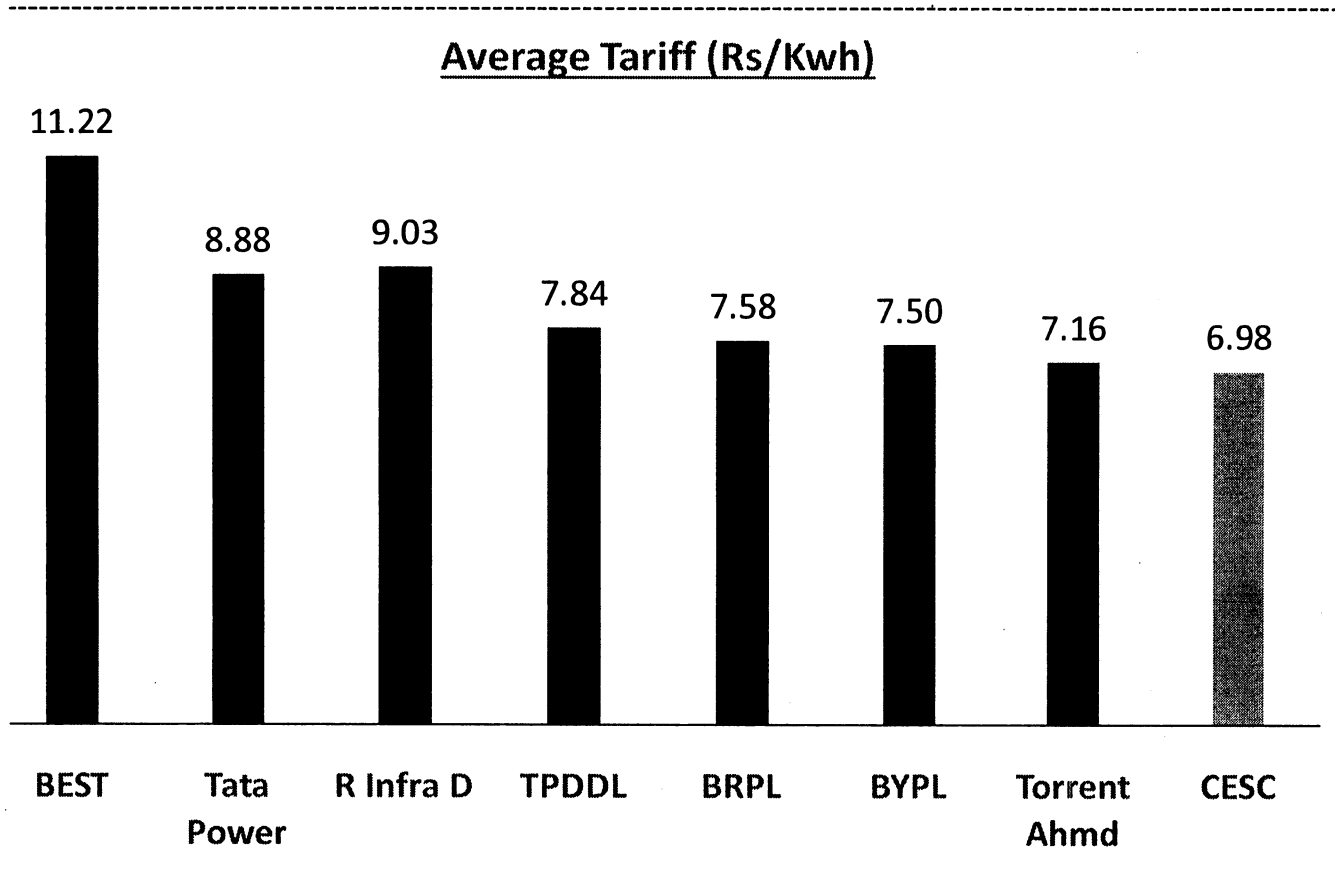
Key drivers of performance in the industry – CESC Position



Advantage CESC –Overall

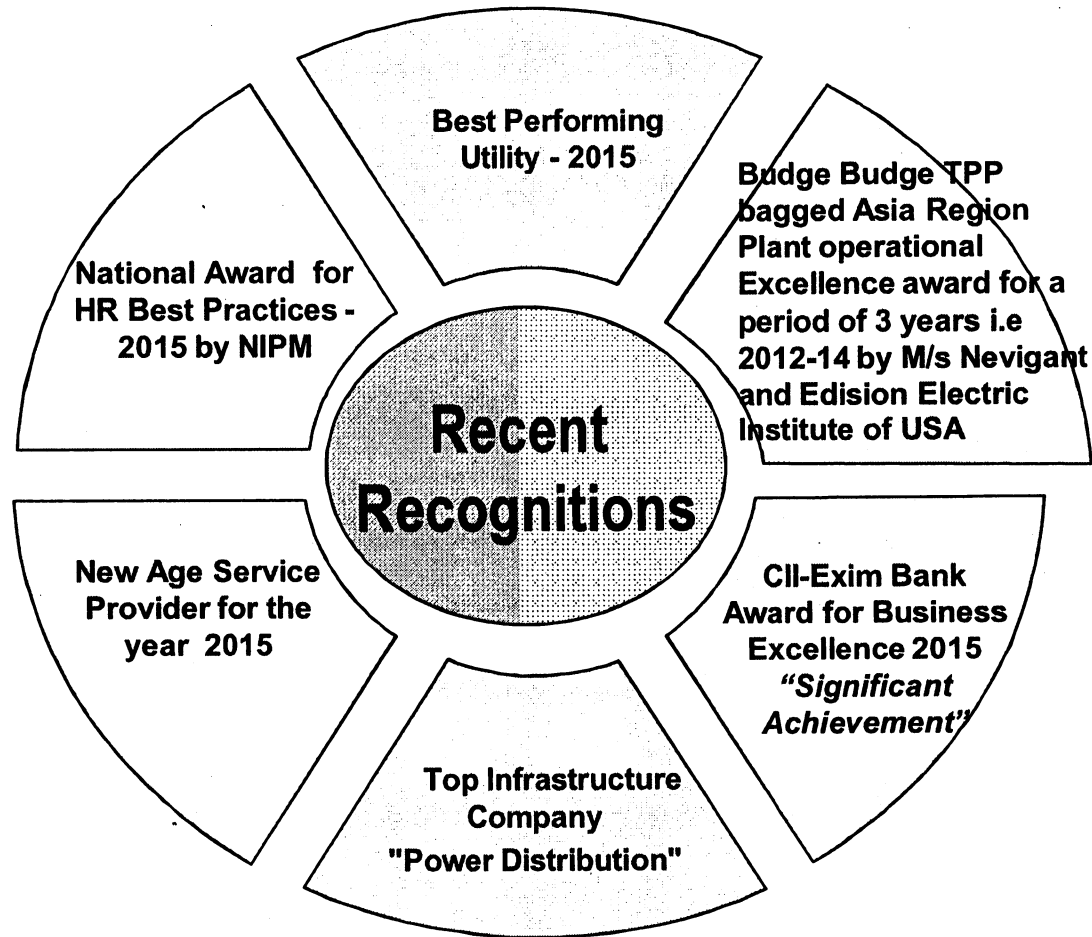


Advantage CESC –Tariff



*Increased Operational efficiency
containing cost*

Awards & Recognitions

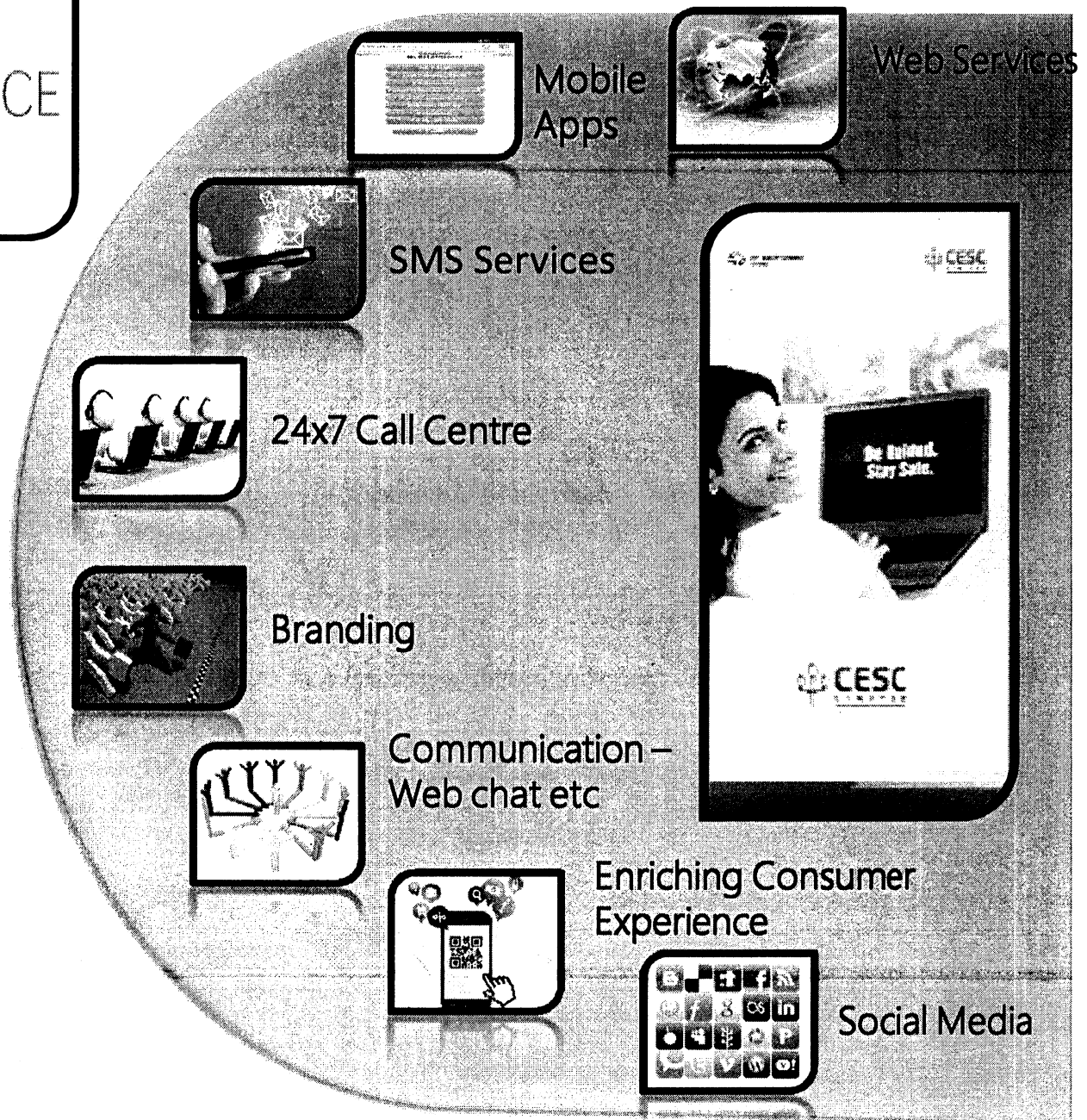
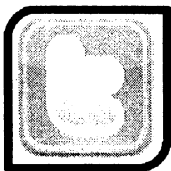


Corporate Headquarter- "CESC House" is the First Heritage Building in India to get a LEED Gold rating from the United States Green Building Council (USGBC) under Existing Building category

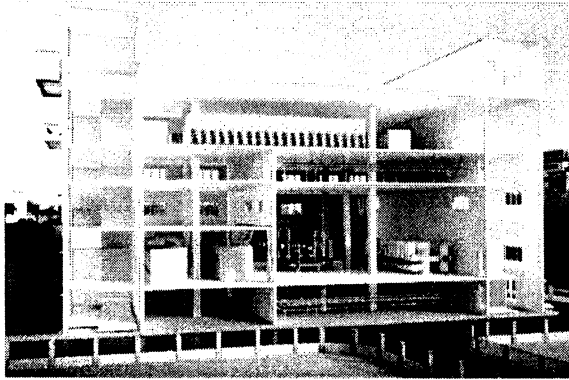
CESC eSERVICE

**Improving Consumer Experience with
superior customer service**

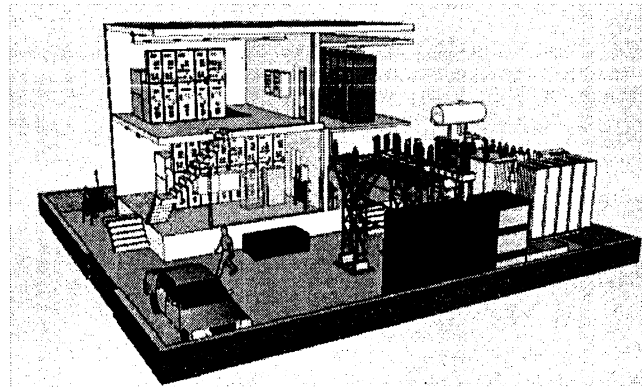
**24
HOURS**



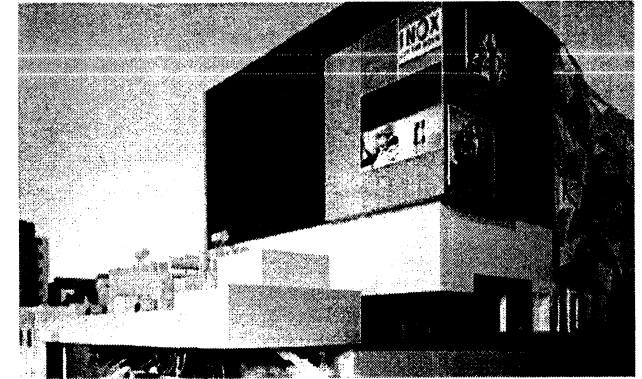
Leadership in Technology and Innovation



Integrated SS at New Cossipore
with 220, 132 & 33 kV GIS



Compact 33 kV Distribution Station



Underground 132 kV SS at
'Quest Mall'

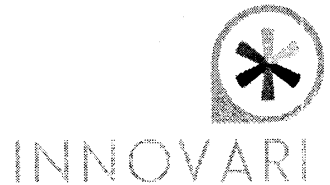
OP@WER

Changing the way Utilities relate to their
customers

Enabling Customer Engagement
through Digital Platforms



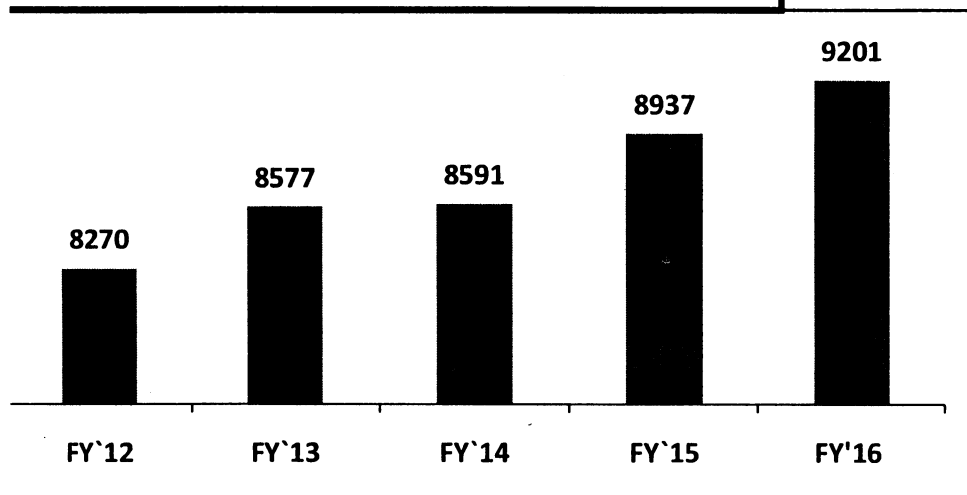
AMI with approx. 25,000 Smart
Meters (and a few RMUs)



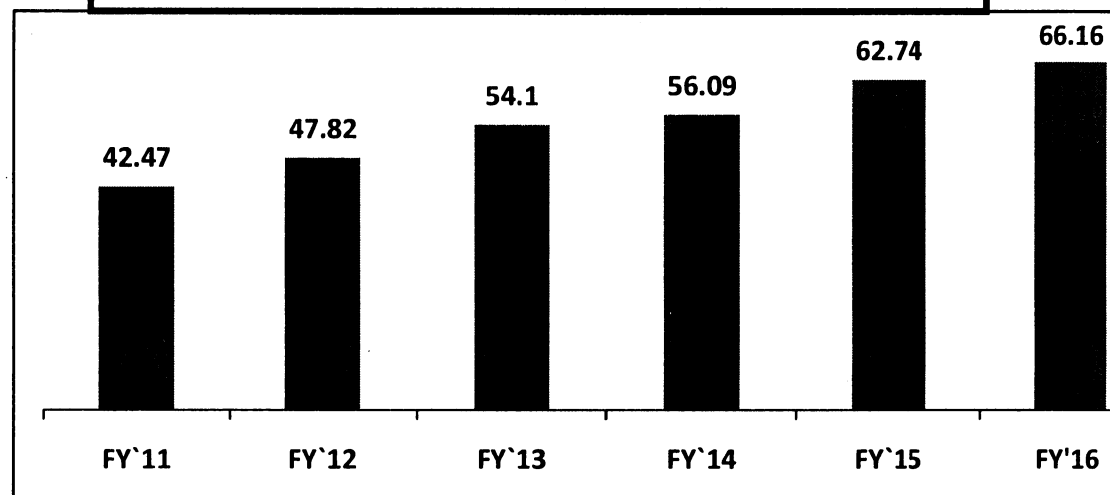
1.5 MW Demand Response proje
both Demand Side management
DER integration

CESC Standalone Financials

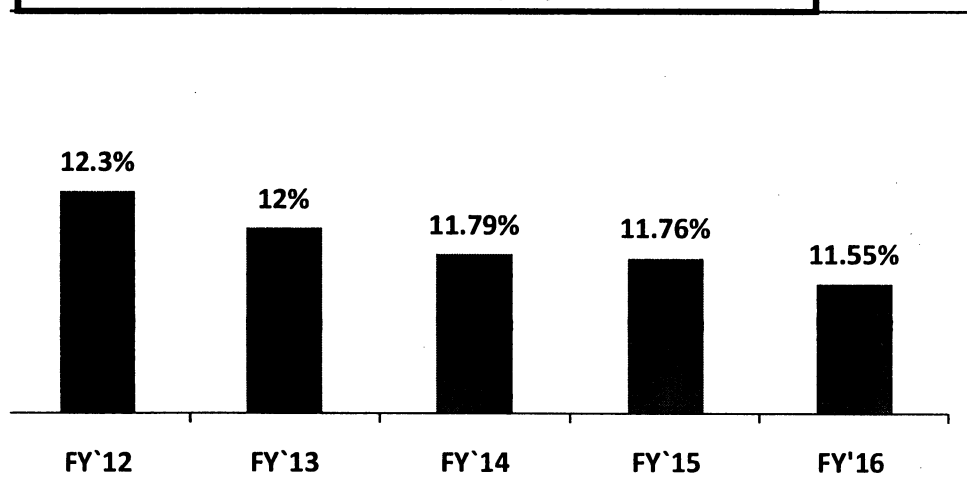
Sales (MU)



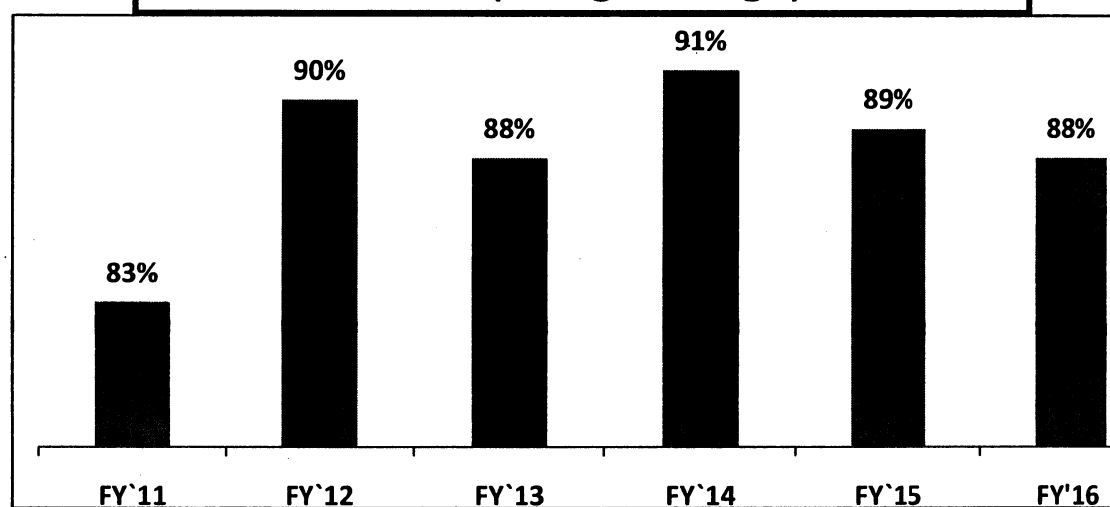
Revenue (Rs. bn)



T&D Loss (%)

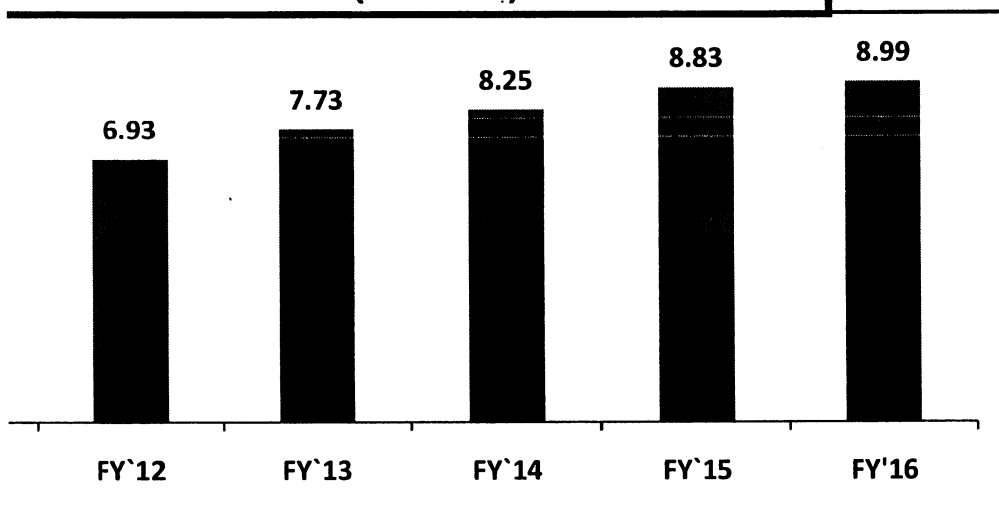


PLF%(Budge Budge)

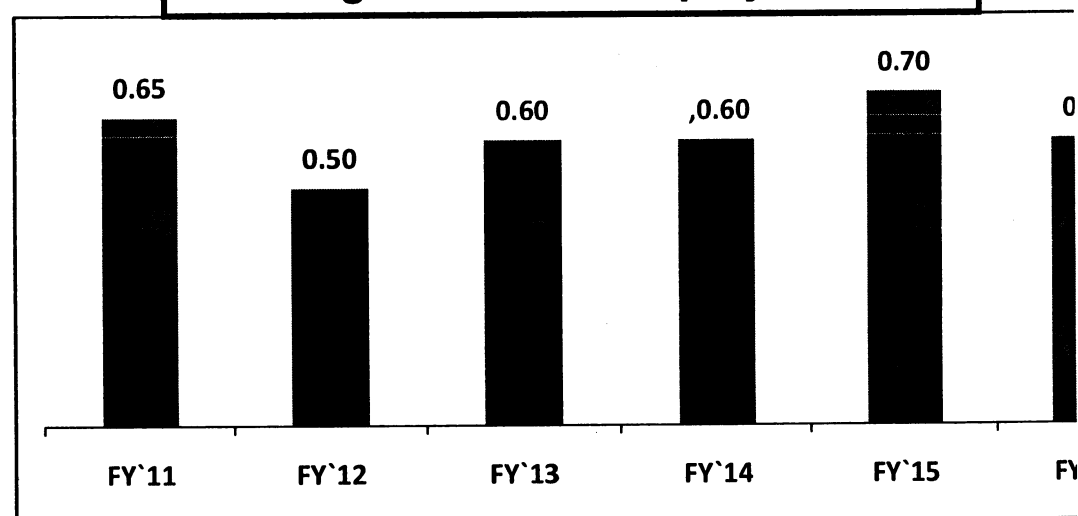


CESC Standalone Financials

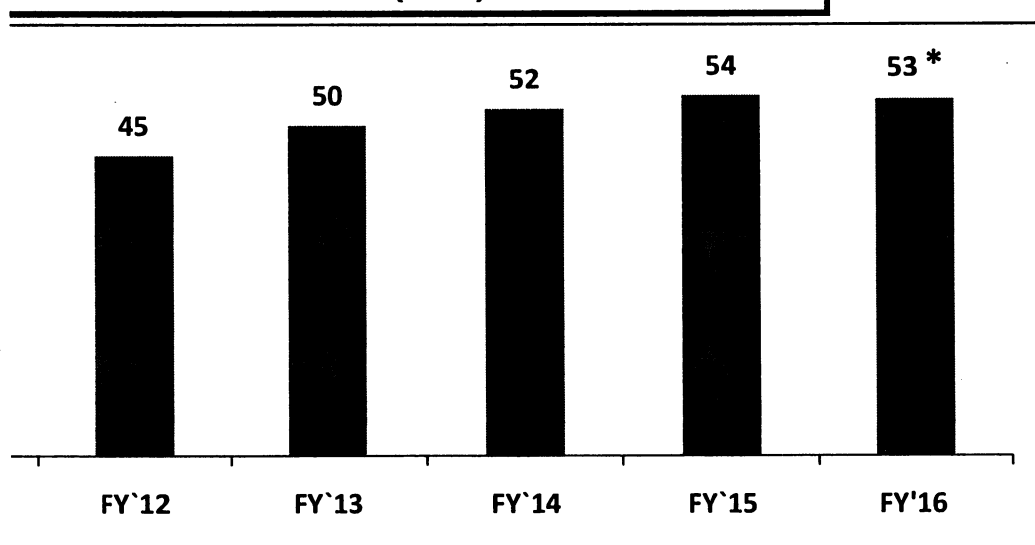
PBT (Rs. Bn)



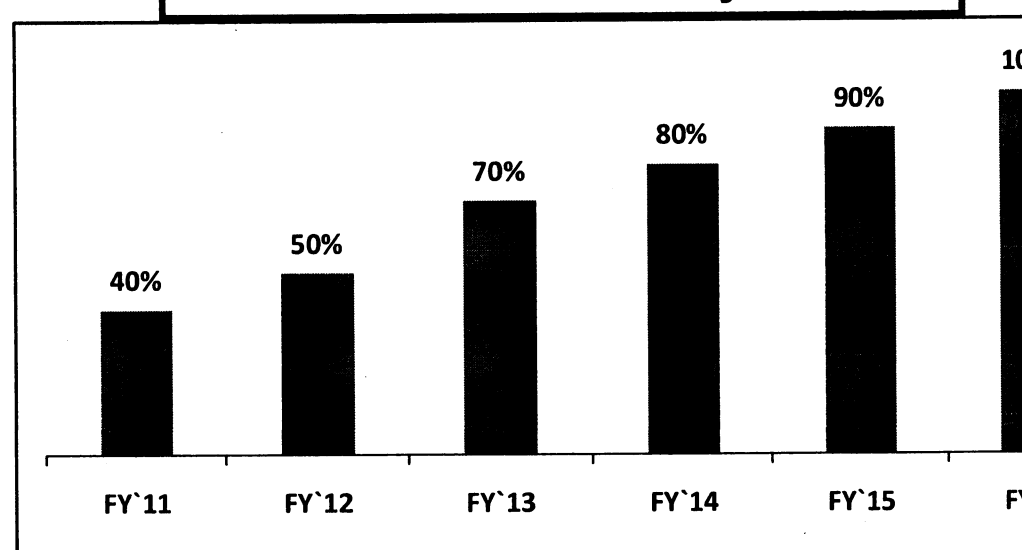
Long Term Debt / Equity Ratio



EPS (Rs.)



Dividend History



* Post issue of QIP Shares

Key Opportunities

Renewables

Major thrust on clean energy generation incl Wind, Solar & Hydro

Independent Power Projects

Acquisition of Generation Assets & fuel security for new projects

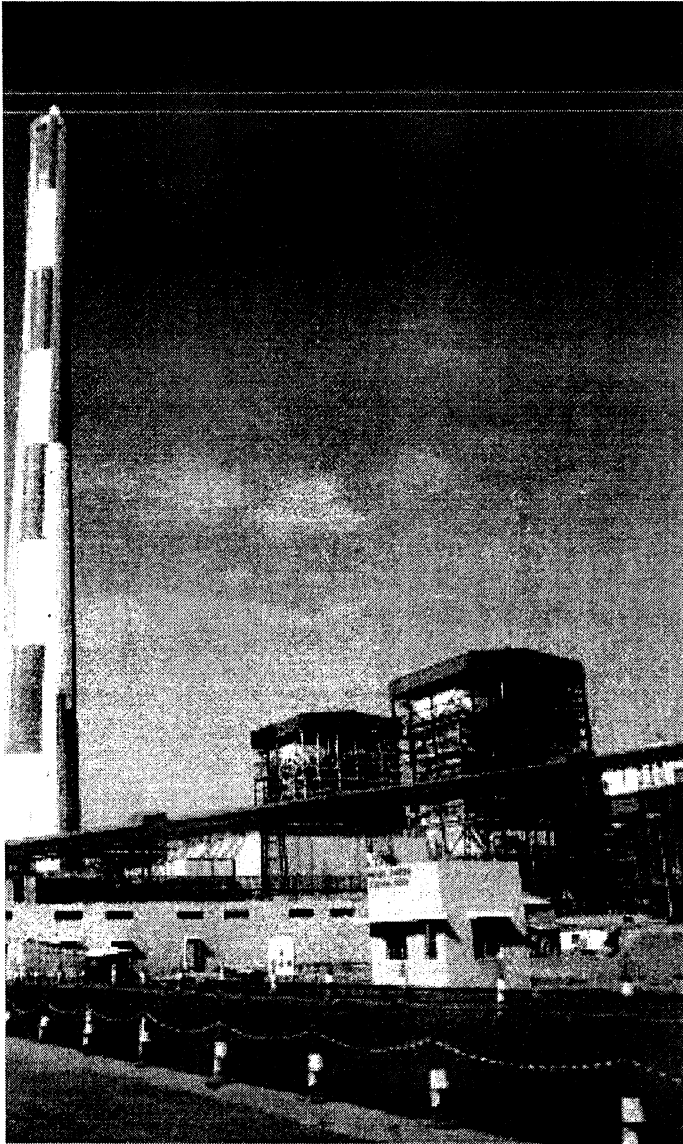
New Power Policy

Government Committed to Ensure Affordable 24x7 Power for all

Distribution

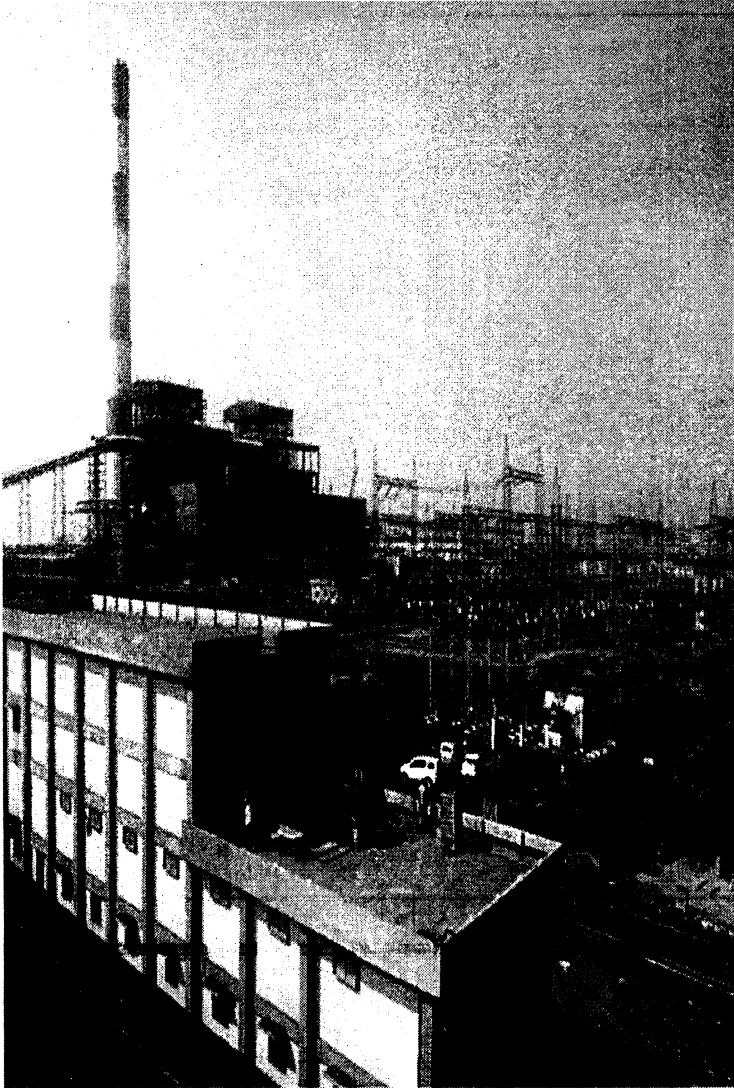
Participation in privatization of Distribution Franchisee

600 MW Haldia Thermal Power Project, West Bengal



- ☐ To meet the growing need of its consumers - new 600 MW (2x3 in Haldia, near Kolkata
- ☐ Fully regulated project approved by WBERC, entire 600 MW being supplied to CESC, PPA approved by WBERC
- ☐ Tariff order for Haldia TPP issued by WBERC
- ☐ Project include around 80 kms long dedicated 400 kV Transmiss from Haldia to CESC network
- ☐ Project cost of Rs. 46 billion funded at 75:25 debt equity ratio
- ☐ BTG supplied by Shanghai Electric, BoP undertaken by Punj Lloy
- ☐ Plant fully commissioned in Feb'15, currently operational at full
- ☐ Haldia Energy Limited was awarded the prestigious Dun & Br Infra Awards, 2015 in the category of power project
- ☐ Long term borrowings Credit Rating at " A"

600 MW Chandrapur Thermal Power Project, Maharashtra



- ❑ First Independent Power Plant (IPP) of CESC
- ❑ Constructed in Chandrapur, near Nagpur with 2x300 MW configuration
- ❑ Project cost of Rs. 38 billion funded at 75:25 debt equity ratio
- ❑ BTG supplied by Shanghai Electric, BoP undertaken by Punj Lloy
- ❑ Both units commissioned in 2014
- ❑ Supplying 100 MW to TANGEDCO under long term PPA
- ❑ Fuel Supply Agreement signed with subsidiary of Coal India in March 2016 – coal movement started
- ❑ PPA approved by UPERC for supply of 170 MW power under Section 62 of Electricity Act 2003, from Chandrapur TPP to NPCL.
- ❑ DIL is actively participating in bids for power sale

Renewables

able portfolio of over 100 MW

24 MW (2x12) Wind project in Jaisalmer, Rajasthan

26 MW (2x13) Wind project in Surendranagar, Gujarat

9 MW Solar PV in Kutch, Gujarat

18 MW Solar PV in Tamil Nadu

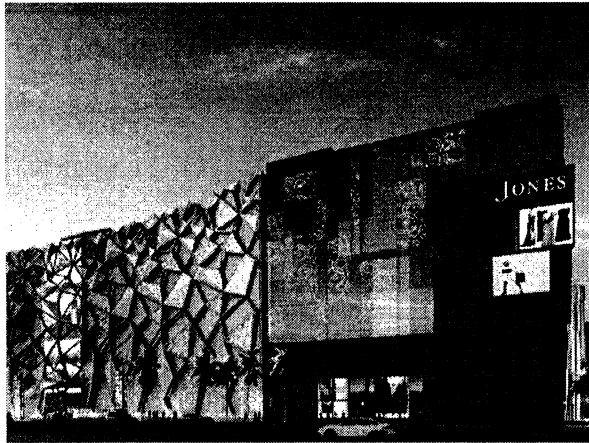
36 MW Wind project in Mandsaur, Madhya Pradesh.

o increase footprints in the wind business, driven by
le tariff regime and positive long term outlook for
ible energy.



CESC wind sites in Jaisalmer, Rajasthan

Real Estate – “Quest”



- ❑ Luxury Mall built on 3 acres of land in Kolkata,
- ❑ Mall inaugurated on 30th September 2013
- ❑ 4,15,000 sq.ft retail area, 900+ parking
- ❑ Designed by RTKL (UK), construction by L&T
- ❑ Houses volume retailers like Spencer's, Starmark, Lifestyle as well as international luxury labels such as Burberry, Armani, Gucci, Canali, Furla, Tumi, Rolex, Omega and much more
- ❑ Fine Diners include Smoke House Deli, Bombay Brasserie House, Yauatcha & Serafina
- ❑ The mall has already crossed a footfall of 1 million per month
- ❑ Quest awarded as the “**Most Admired Shopping Mall of the Year** – the 8th edition of the ‘Images Shopping Centre Awards’ 2015



**RETAIL
BUSINESS**

Spencer's Retail

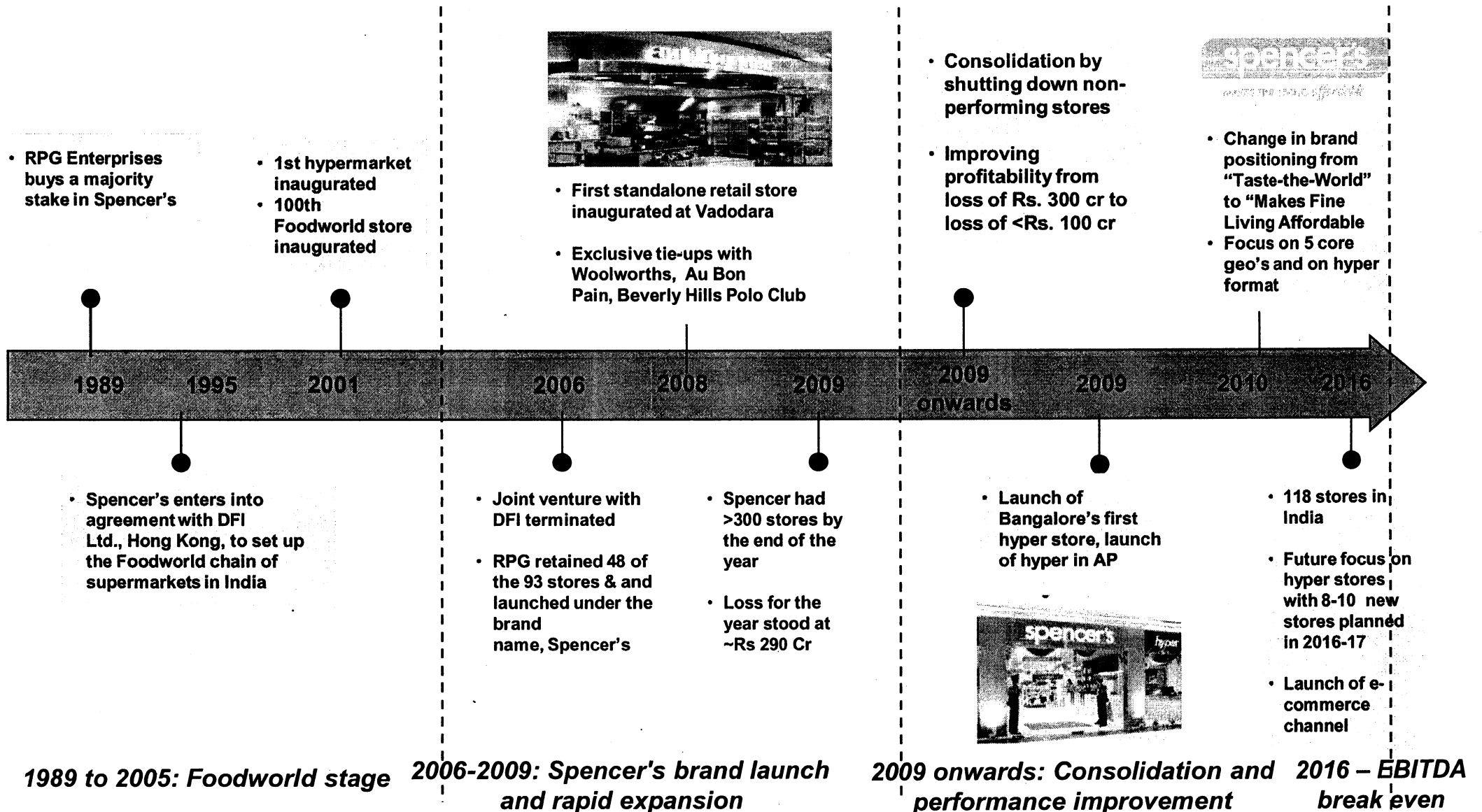


- ❑ Rs 1900+ crs food-first, multi-format retailer since 1996
- ❑ Organized retail business
- ❑ 120 stores spread over 35+ cities and about 1.1 mn sq ft
- ❑ High same store sales growth in last few years
- ❑ Private label program across food, fashion, home and general merchandise
- ❑ Planning to roll out 60-80 Hypermarket stores over next four years
- ❑ **Spencer's Retail has entered into Grocery ecommerce with the acquisition of www.meragorocer.com**
- ❑ Won the 'Most Admired Food & Grocery Retailer of the Year' at C Golden Spoon Award, 2015 for efficiency across retail operation
- ❑ Spencer's Retail has been awarded the **Most Admired Retailer of the Hypermarket**, at the East India Retail Summit 2016

www.spencersretail.com

spencer's
meragorocer.com

Spencer's Retail - three stages of evolution



OUR STRATEGY

Be conveniently located for our customers, through compact hyper markets & food super markets

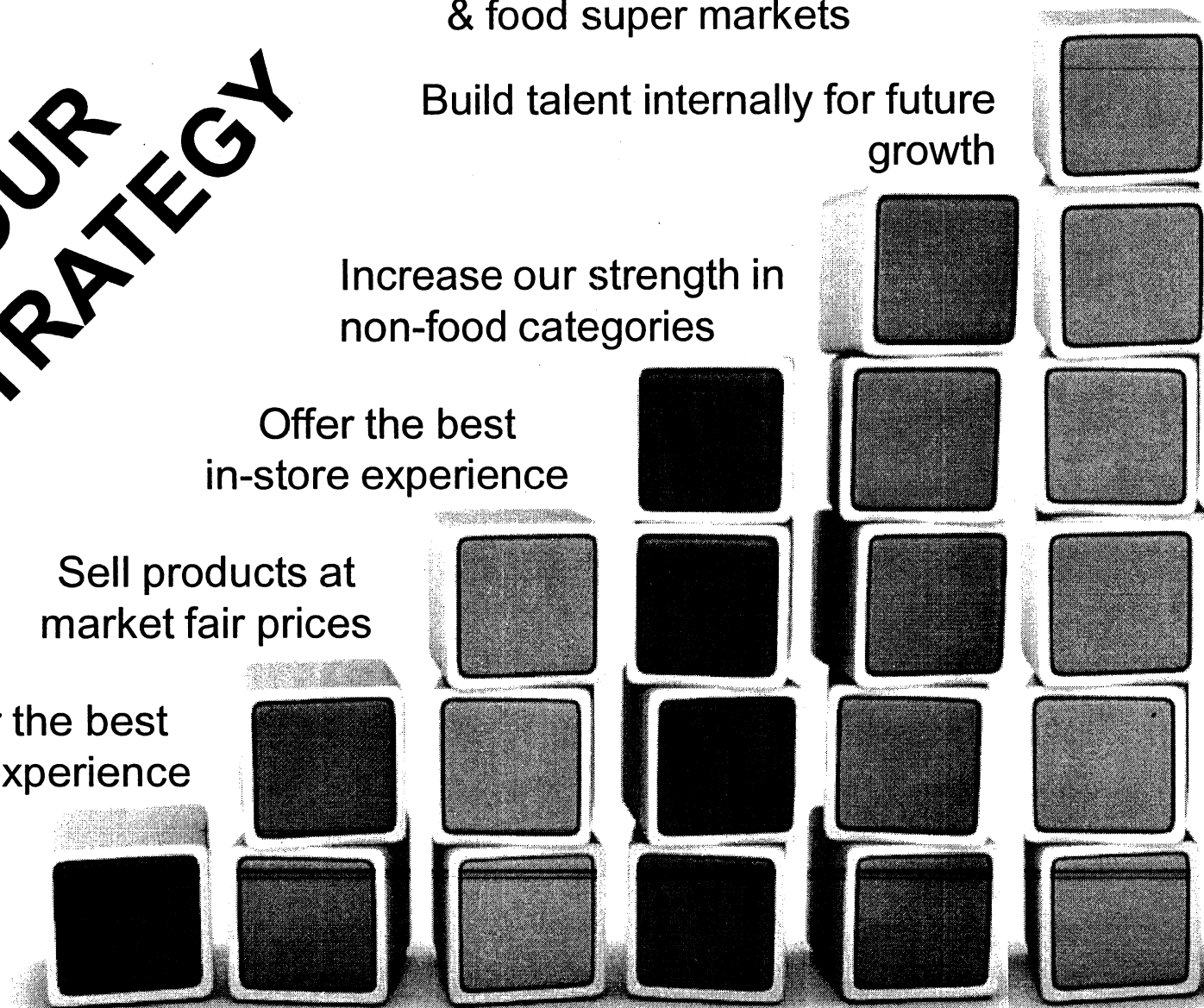
Build talent internally for future growth

Increase our strength in non-food categories

Offer the best in-store experience

Sell products at market fair prices

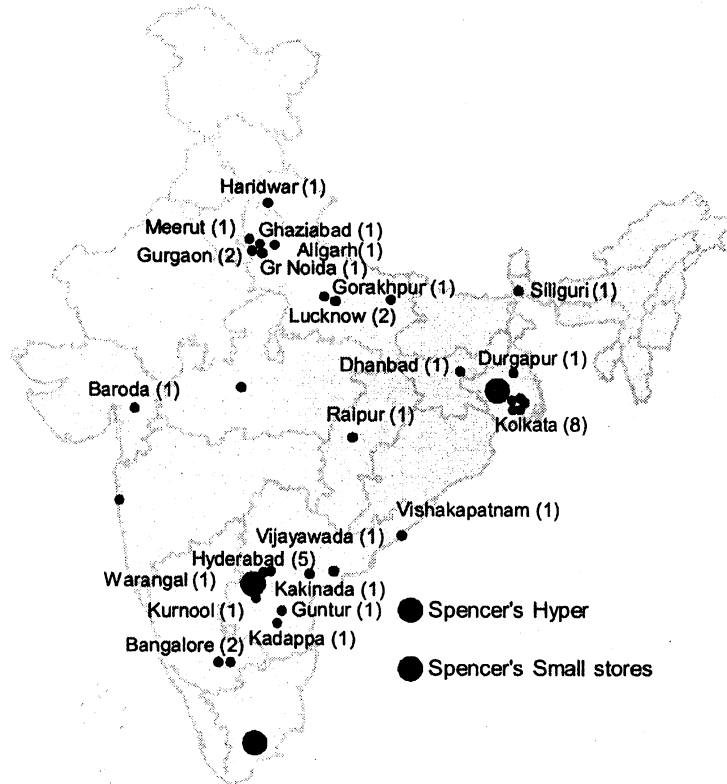
Offer the best food experience





Spencer's has focused geographical presence

37 hyper stores across 5 regions ; 84 smaller stores focused in 3 main regions



Planning to open 8 new stores in FY'17

Hyper defined as clear focus area

8 new hyper stores to be opened in 2017

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

New stores to be opened in the existing 5 regions

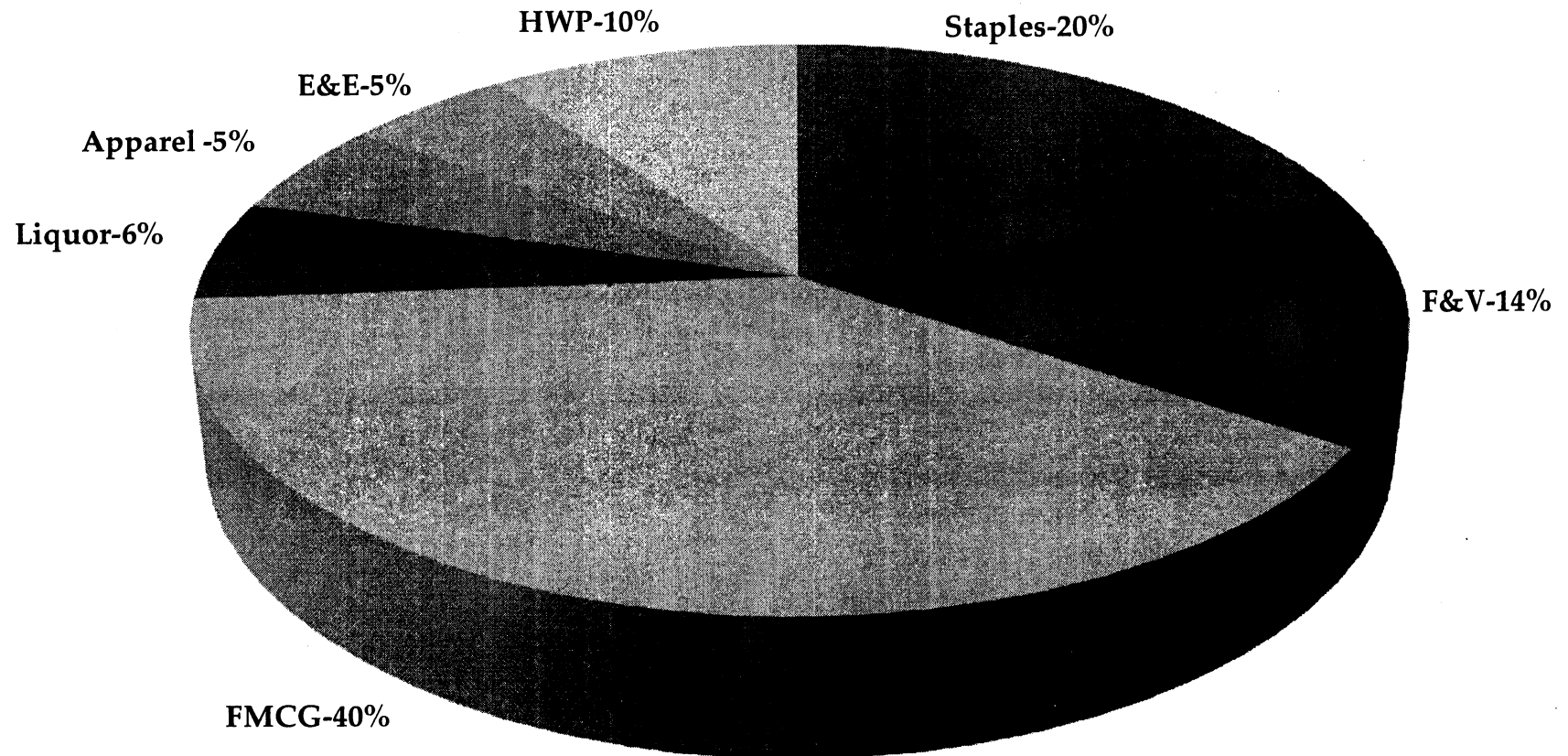
- No new regions to be tapped

Small stores to continue as-is

- Profitable at store level
- Potential realignment in Step 2

Beginning to open at local scale in some geographies
Calcutta, Gurgaon, Hyderabad, Lucknow, Telangana, Chennai

Sales Mix



Food has highest share ~ 80%

Store count

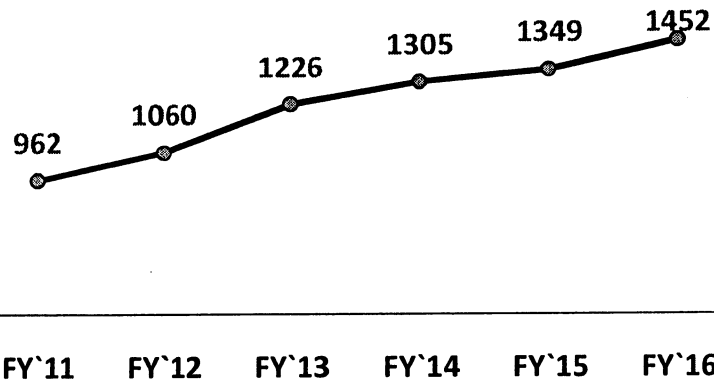
	Store Count				
	11-12	12-13	13-14	14-15	15-16
HYPERS <i>(Avg 23,000 sft)</i>	26 56%	25 64%	34 74%	34 75%	36 78%
SUPER <i>(Avg 6700 sft)</i>	15 7%	14 9%	13 9%	13 8%	12 8%
DAILY <i>(Avg 2200 sft)</i>	141 37%	92 27%	81 17%	79 17%	70 14%
ALL TOTAL	182	131	128	126	118

* Value contribution

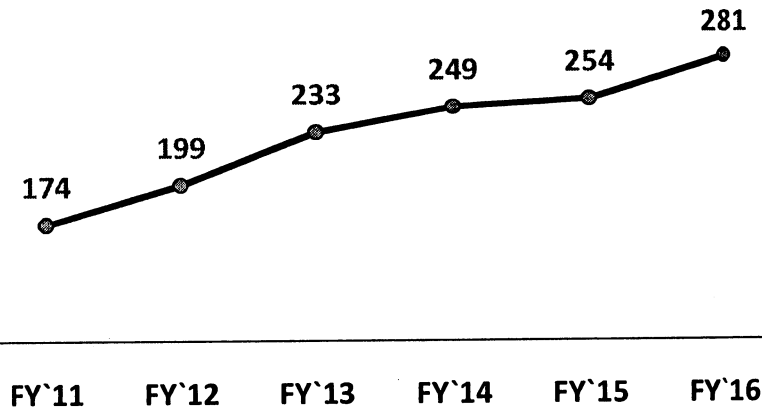
No of Hypers opened	6	0	9	3	5
No of Hypers closed		1		3	3

Operating Performance:

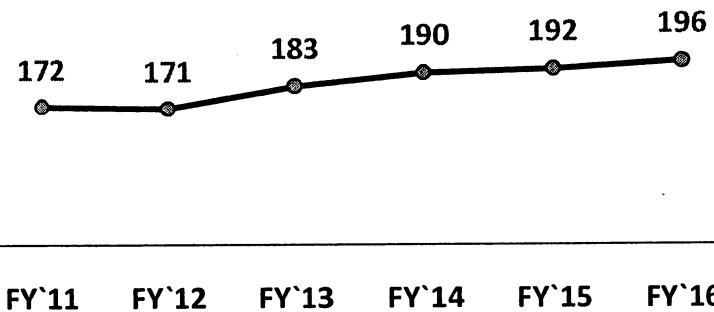
Sales/ sqft (Rs./month)



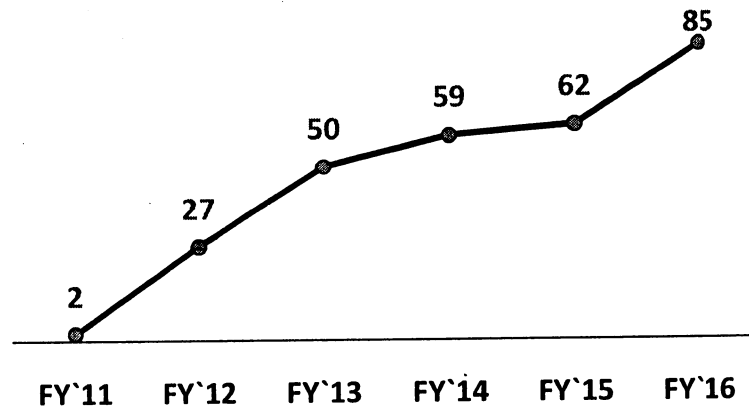
Gross Margin/ sqft (Rs./month)



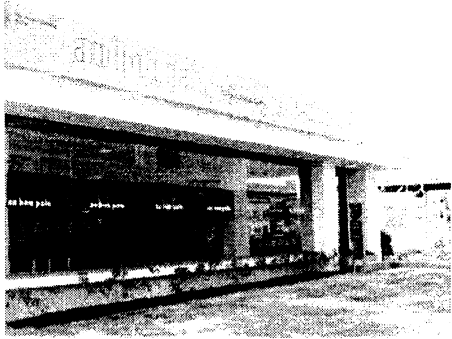
Store Opex/ sqft (Rs./month)



Store EBIDTA/ sqft (Rs./month)

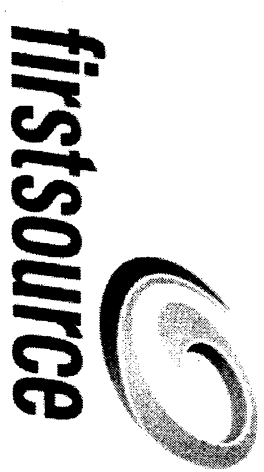


Specialty Brands -Au Bon Pain



- ☐ Au Bon Pain is a fast casual dining concept founded in Boston in 1978 by late Louis Kane and has over 450 bakery cafes across the world
- ☐ RP-SG group is the master franchisee of Au Bon Pain, USA in India
- ☐ Started in 2009, Au Bon Pain Café India Limited has 19 cafes in Bengaluru in Kolkata and 4 in NCR
- ☐ Cafes spread across High Street & Malls, Business & IT Parks, Hospitals, Universities
- ☐ Au Bon Pain offers a wide range of menu choices for all day parts consisting of scrumptious sandwiches, palatable soups, salads, delectable baked goods, beverages, cakes and desserts
- ☐ Won the Times Food Awards 2015 in the “Best Breakfast” category
- ☐ Strong roll out plan in 2016-17 incl expansion in Kolkata & NCR

Firstsource Solutions Ltd.



An Overview

Leading Scale Player

- Pure play BPO company in India

Founded

- In December 2001 by ICICI Ltd, CESC acquired majority stake in FY'13

Major Shareholders

- CESC (55.54%), ICICI Bank (4.77%)

Service Offerings

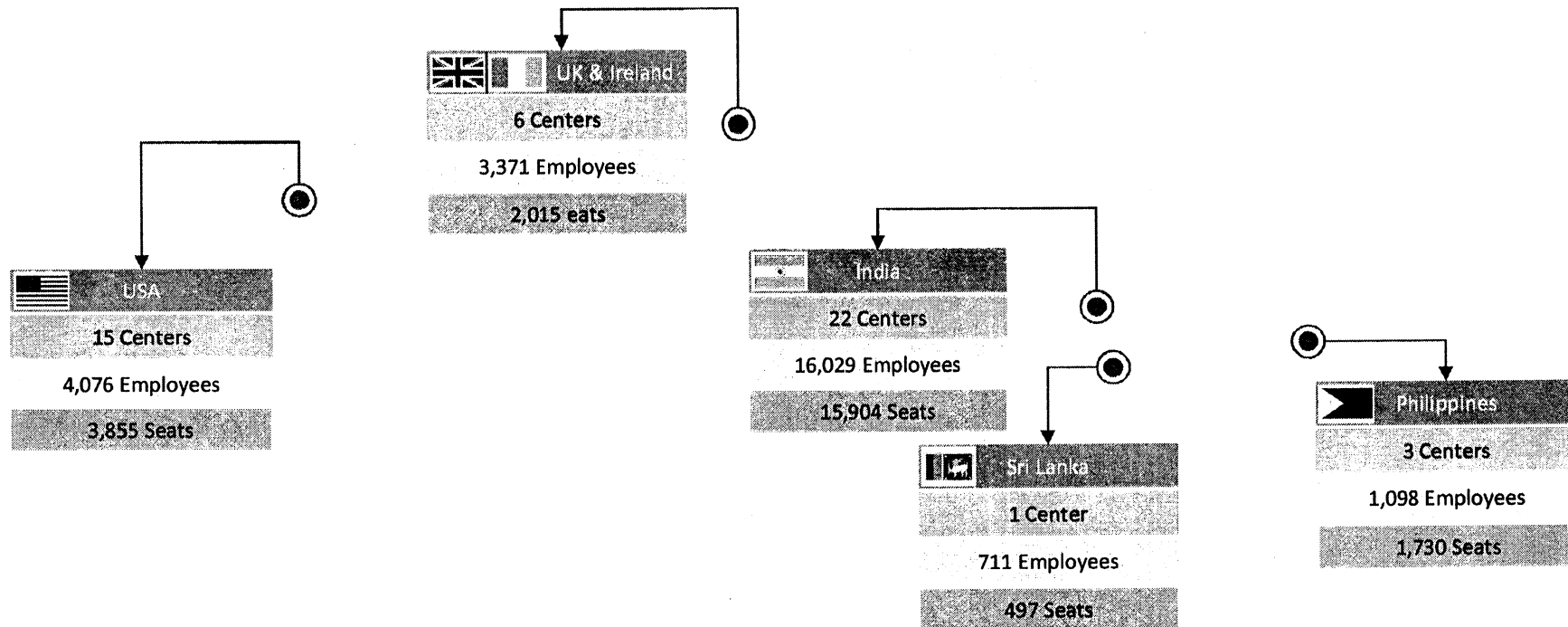
- Full range of business process management services across the customer life cycle delivered through transaction processing, CRM, collections and receivables mgmt.

Client base includes 21 Fortune 500 and 9 FTSE 100 companies

Clients

- Healthcare: 5 top Health insurance / managed care companies in the US and over 730+ hospitals in the US
- Telecom & Media: 2 Top U.S. telecom companies, 1 large mobile service providers in the U.K., largest pay TV operator in the U.K., Leading European Telecom Service Provider, Largest pay TV operator in Australia, 3 Top 5 mobile service providers in India, Largest Telecom company in Sri Lanka, 3 leading Trade Publishers
- BFSI: 6 top 10 U.S. banks, 2 of the leading consumer finance companies in the U.S., largest bank and mortgage lender in the U.K., 1 large 3 motor issuers in the U.K, 1 5 private banks in India and India's leading private life insurer

Global Delivery Platform

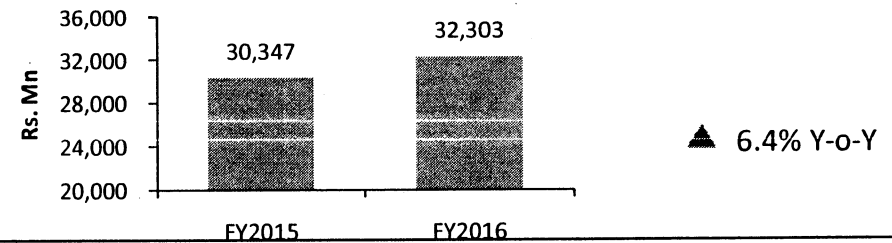


Employee Strength : 27,600+ | Countries:6 | Center:46 | Right-shore Delivery Model | Proximity to Clients | Business Continuity Capability

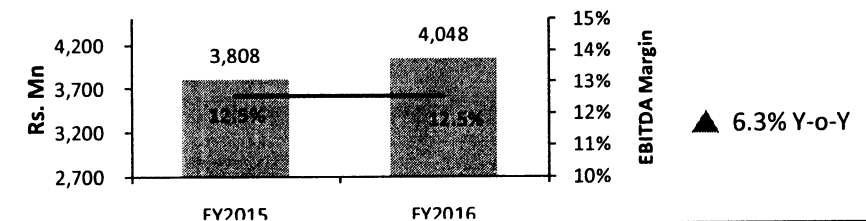
Financial Performance – FY2016

(Rs. Million)	FY2015	FY2016
Revenue from services	30,034	31,747
Operating Income	313	556
Revenue from operations	30,347	32,303
Depreciation and Operating Expense	26,539	28,255
Operating EBITDA	3,808	4,048
Operating EBITDA %	12.5%	12.5%
Depreciation / amortization	722	662
Operating EBIT	3,086	3,386
Operating EBIT %	10.2%	10.5%
Income / (expense)	11	76
Net Income / (expense), net	(656)	(506)
	2,440	2,956
(% of total income)	8.0%	9.2%
Minority Interest	97	306
	2,343	2,650
(% of total income)	7.7%	8.2%

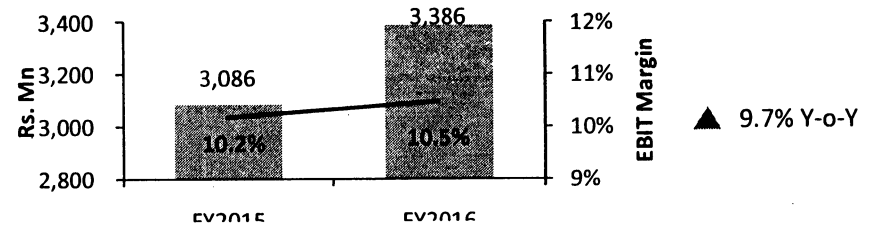
Revenue From Operations



Operating EBITDA



Operating EBIT



PAT

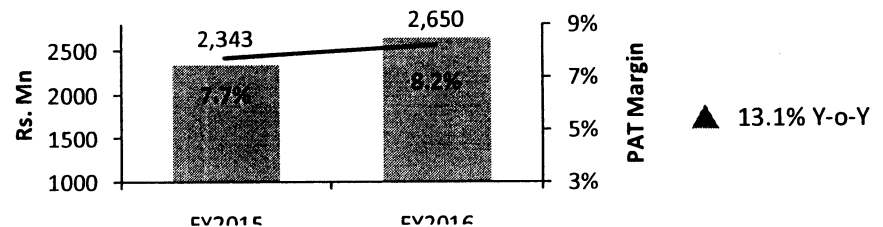


Figure 1

Thank You

