



**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.

CESC Limited

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CESC Limited

Powering India since 1899

May 2016

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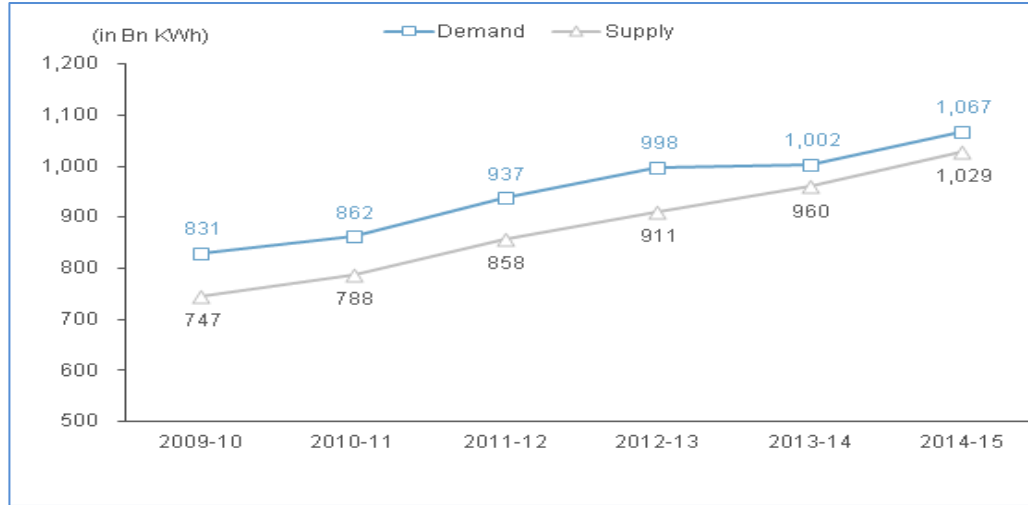
CESC	Private Power Utility
Phillips Carbon Black	Carbon Black Manufacturer
Spencer`s Retail	Organized Retail
Firstsource Solutions	Business Process management
Saregama India	Music & Entertainment
Harissons Malayalam	Tea & Rubber Plantations

Financials of RP- Sanjiv Goenka Group companies

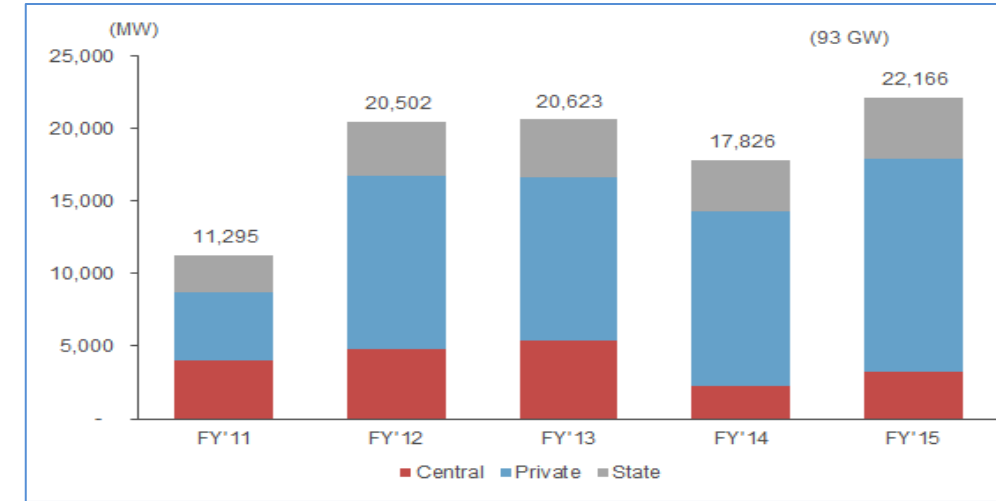
(Rs. bn)

	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%	-

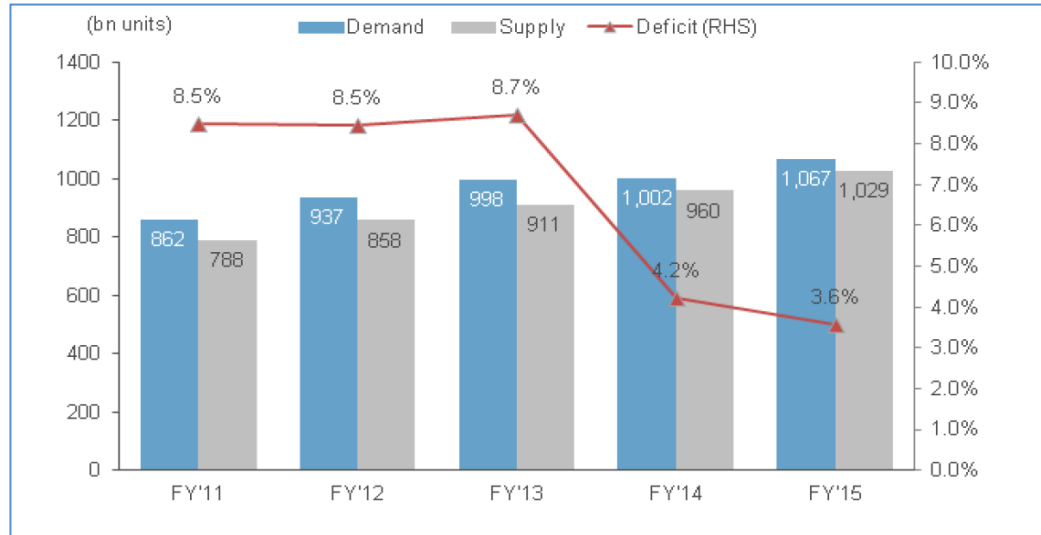
India Energy Demand Trend



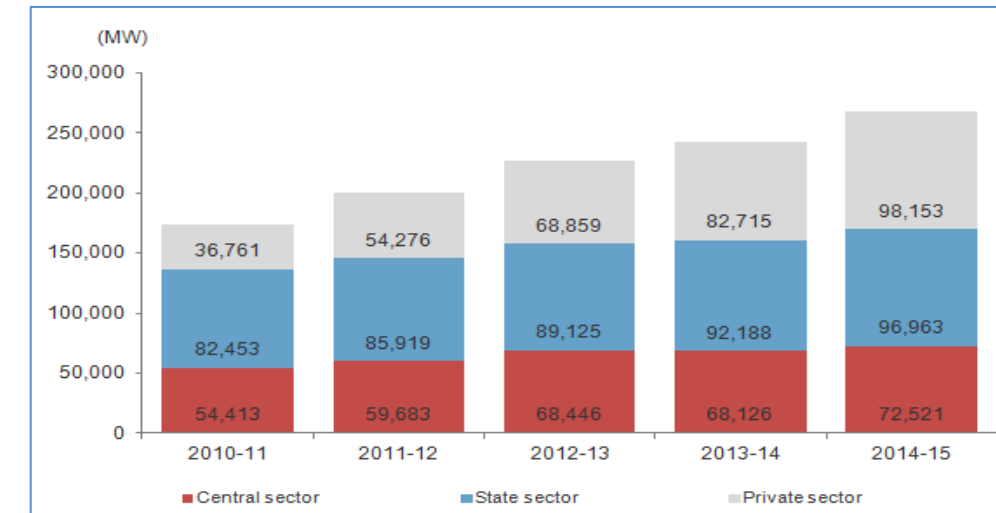
Capacity addition (Conventional energy)



Trend in Energy Deficit

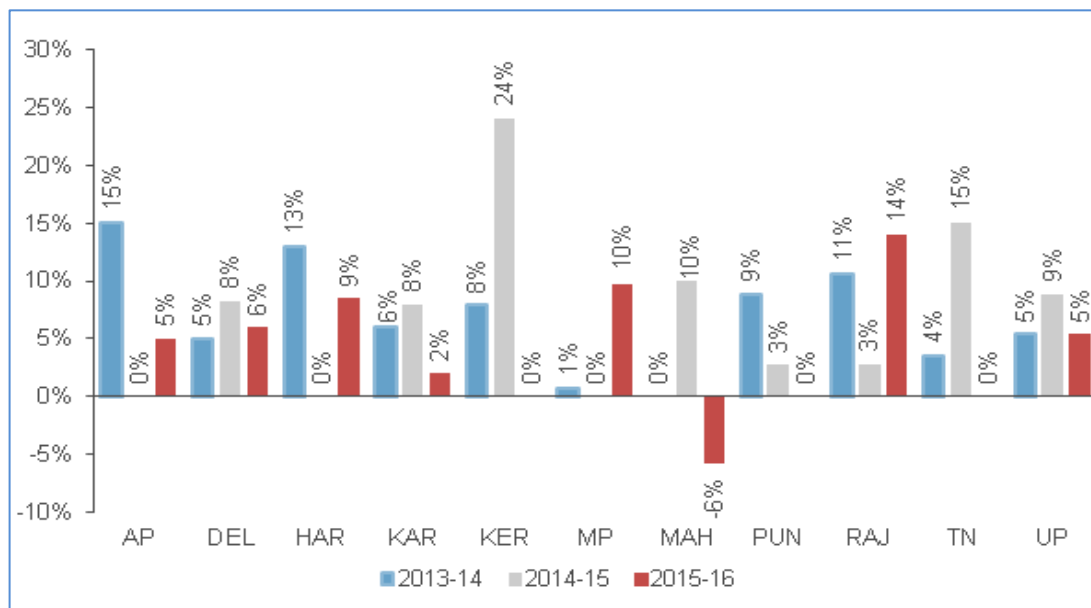


Installed Capacity by Ownership

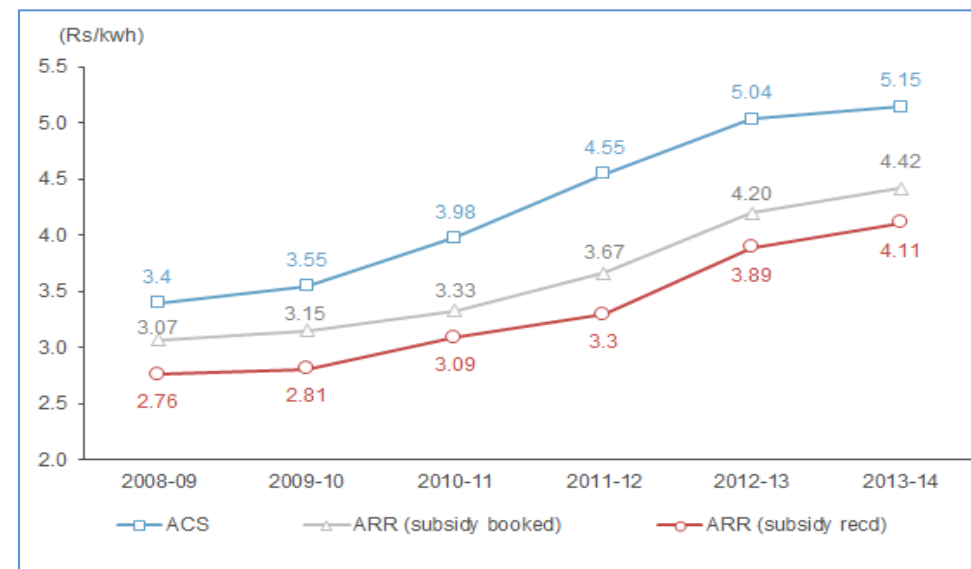


Source: CRISIL Research

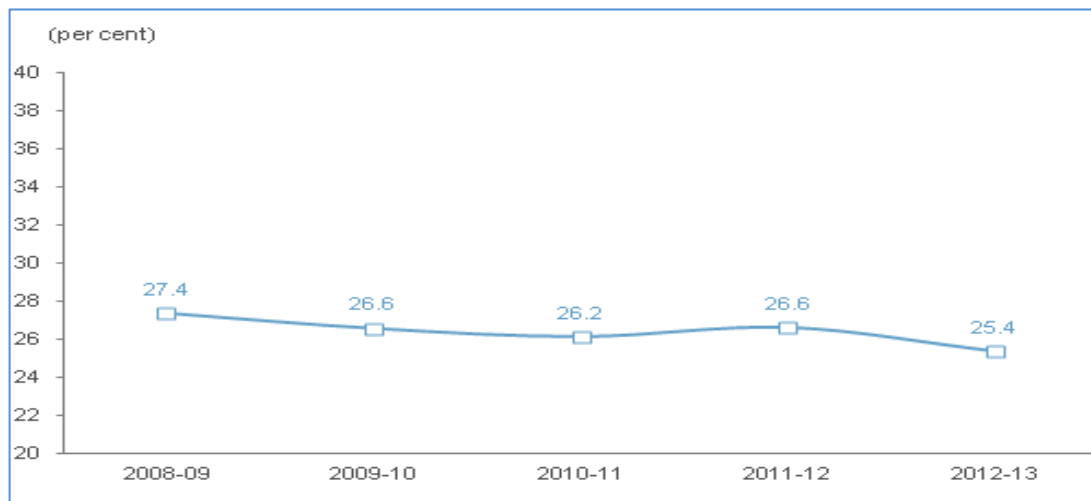
Tariff Hike in Key States



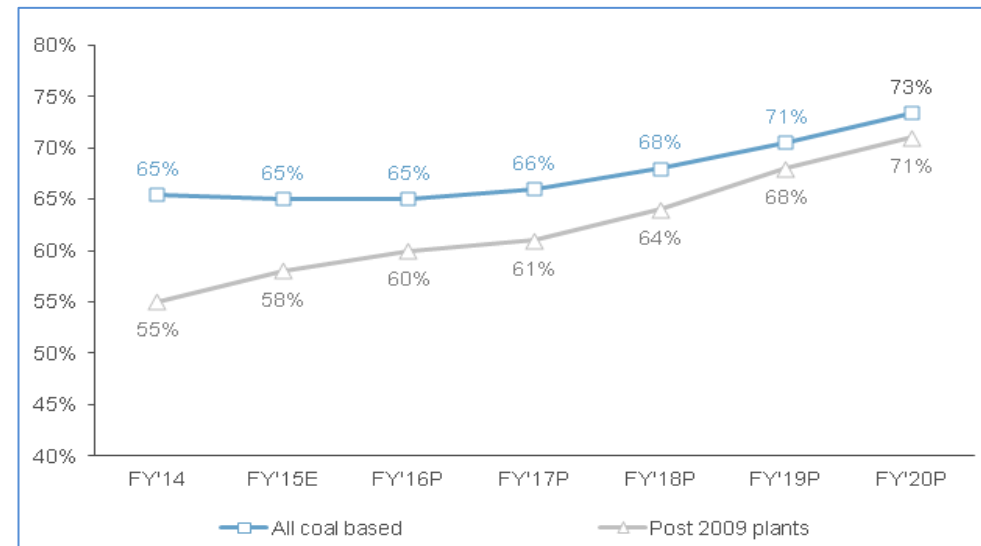
Rising gap between ACS and ACR



AT&C Losses Trend



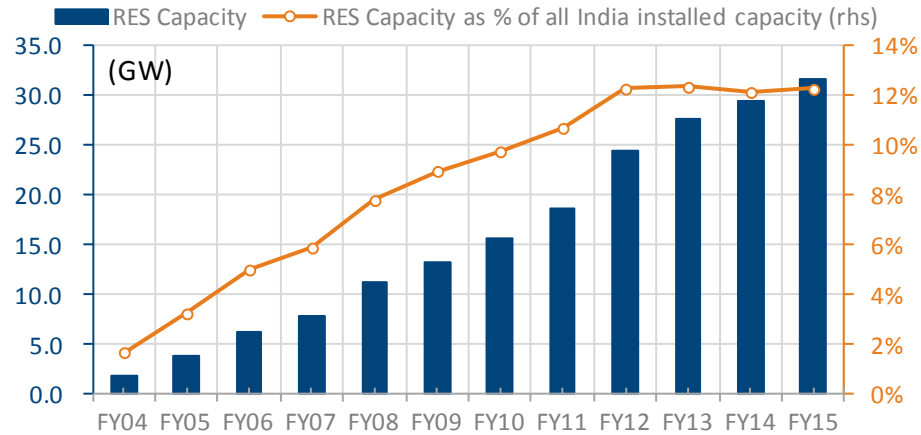
Trend in Thermal PLFs



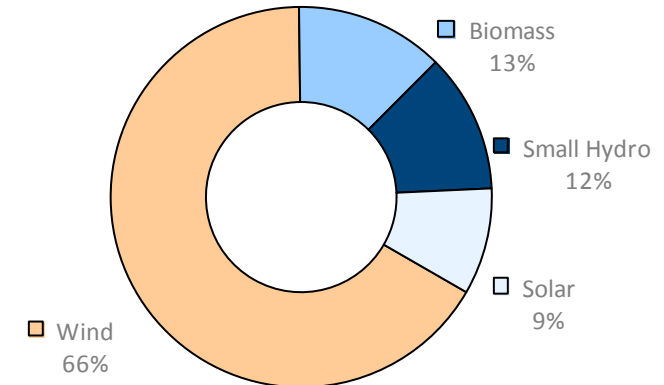
Source: CRISIL Research

Govt's aggressive focus on renewable power

12% of overall capacity in India is on RES

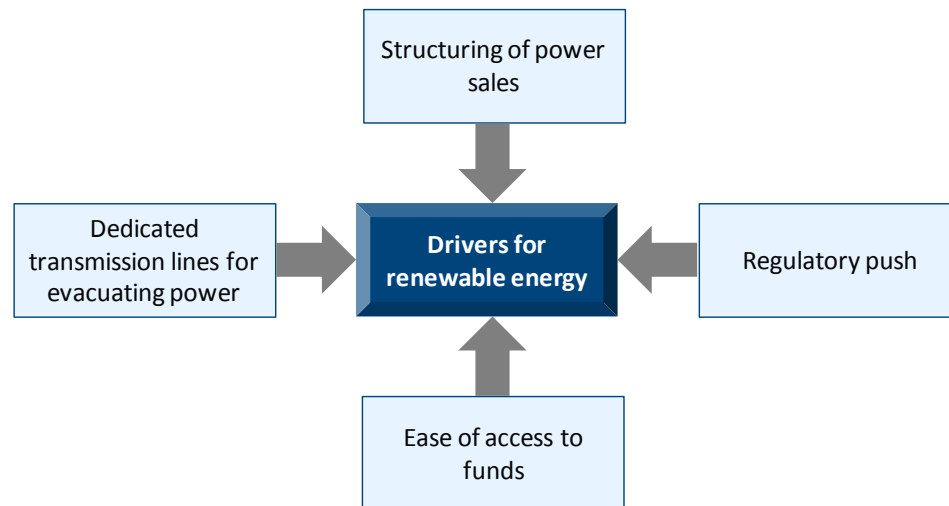


Around 66% of RES capacity is wind based

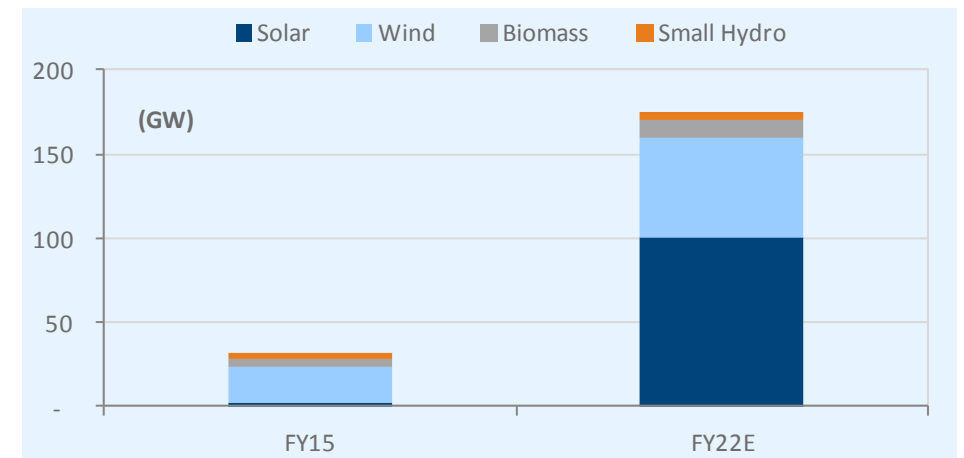


(As on 31 Jan 2015 - RES capacity stood at 31.7GW)

Growth drivers falling in place for RES industry

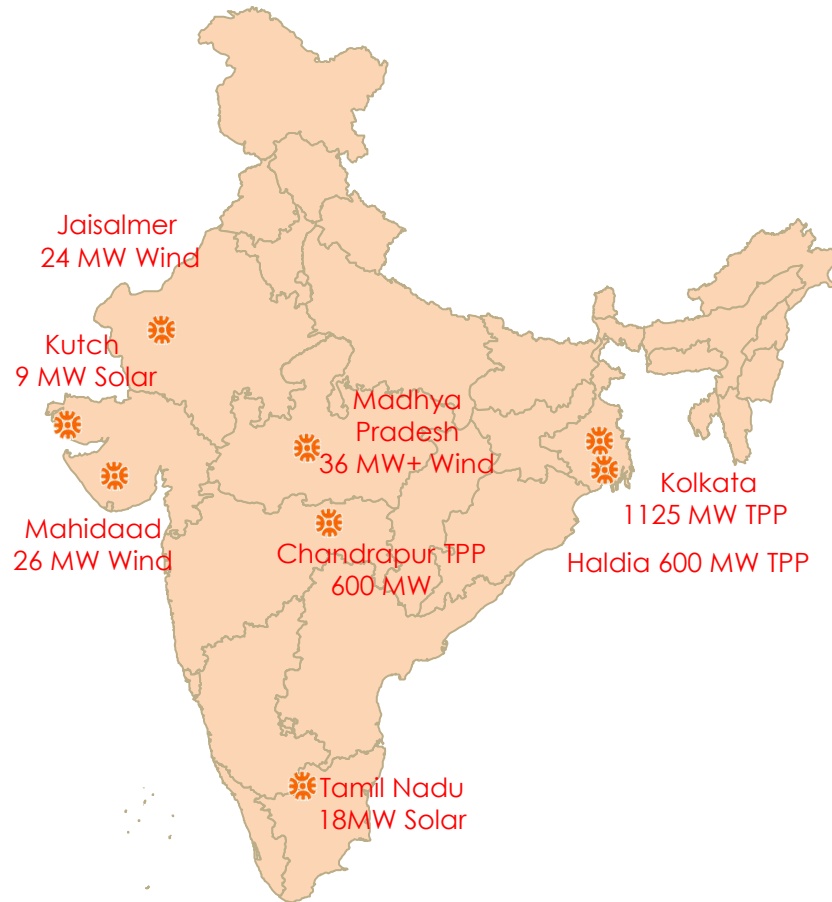


Govt is targeting 175GW RES capacity by 2022



Source: CRISIL Research

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, 3 mn 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

Coal Mining, Power Generation & Distribution

- 1125 MW generation
- 567 sq km area
- 3 mn consumers
- 20,400+ 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

Organized Retail

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

Real Estate

Owens and operate “Quest” Shopping Mall in Kolkata

Business Process Management

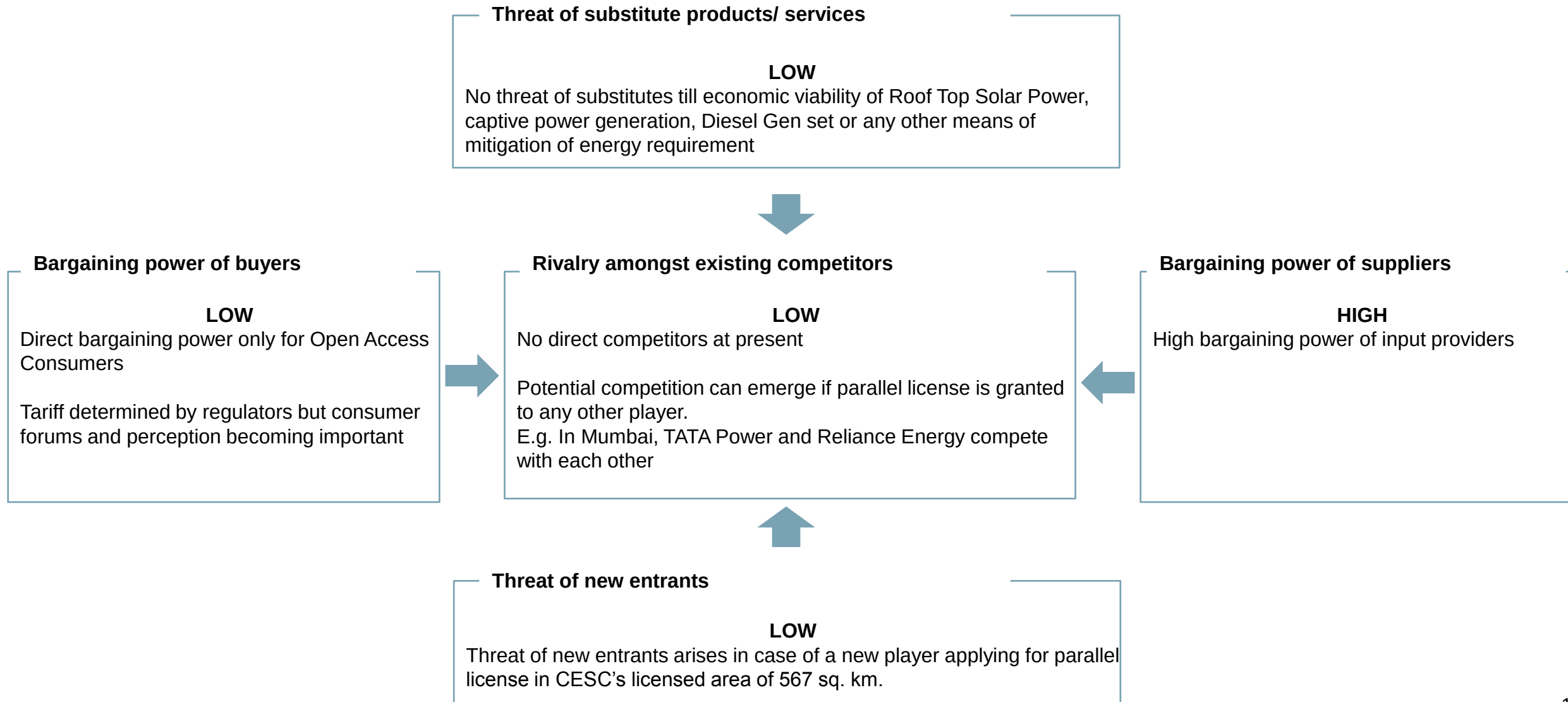
Business Process Management (BPM) company in India

Client base includes 21 Fortune 500 and 9 FTSE 100 companies

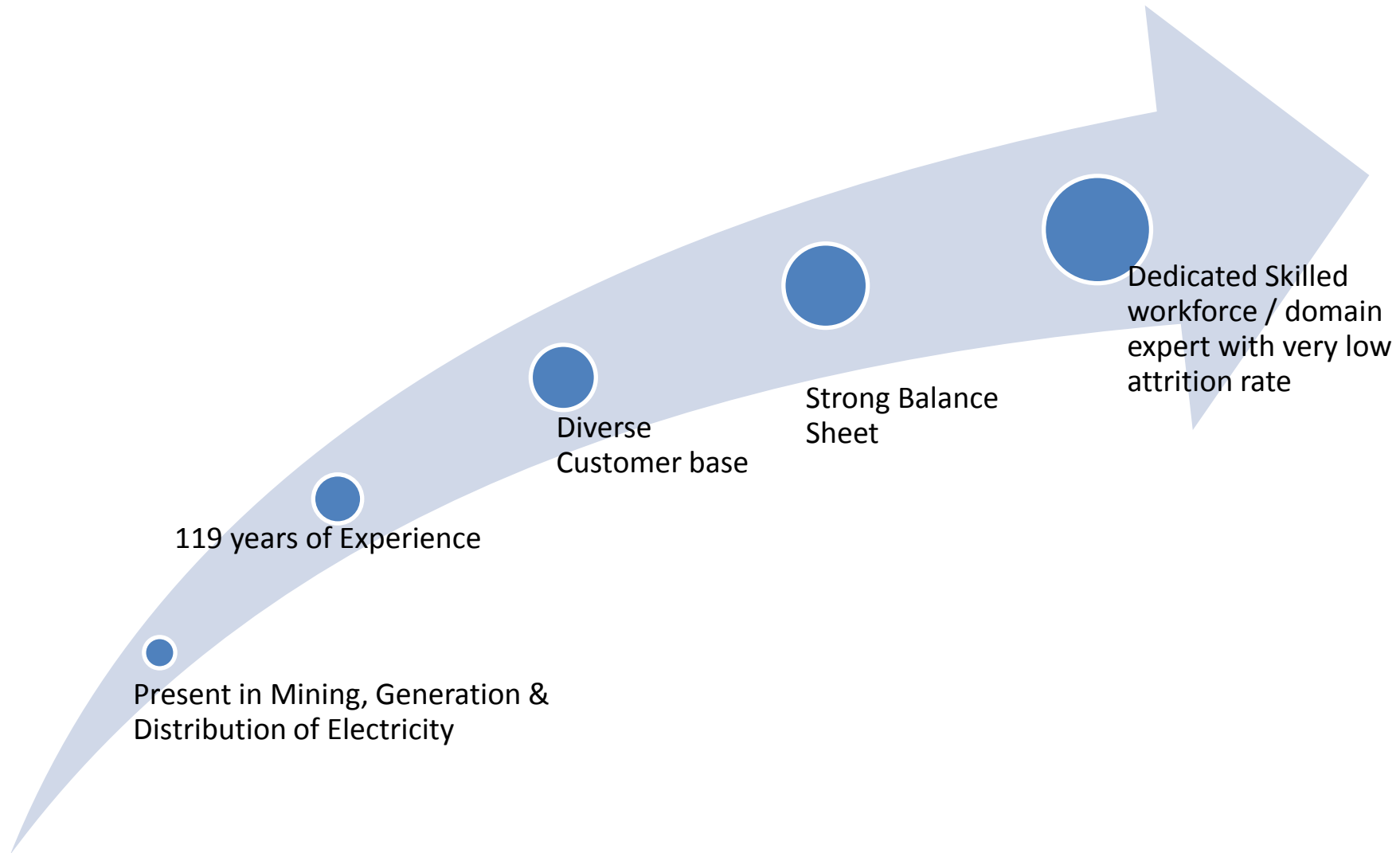
Distribution Franchisee – New

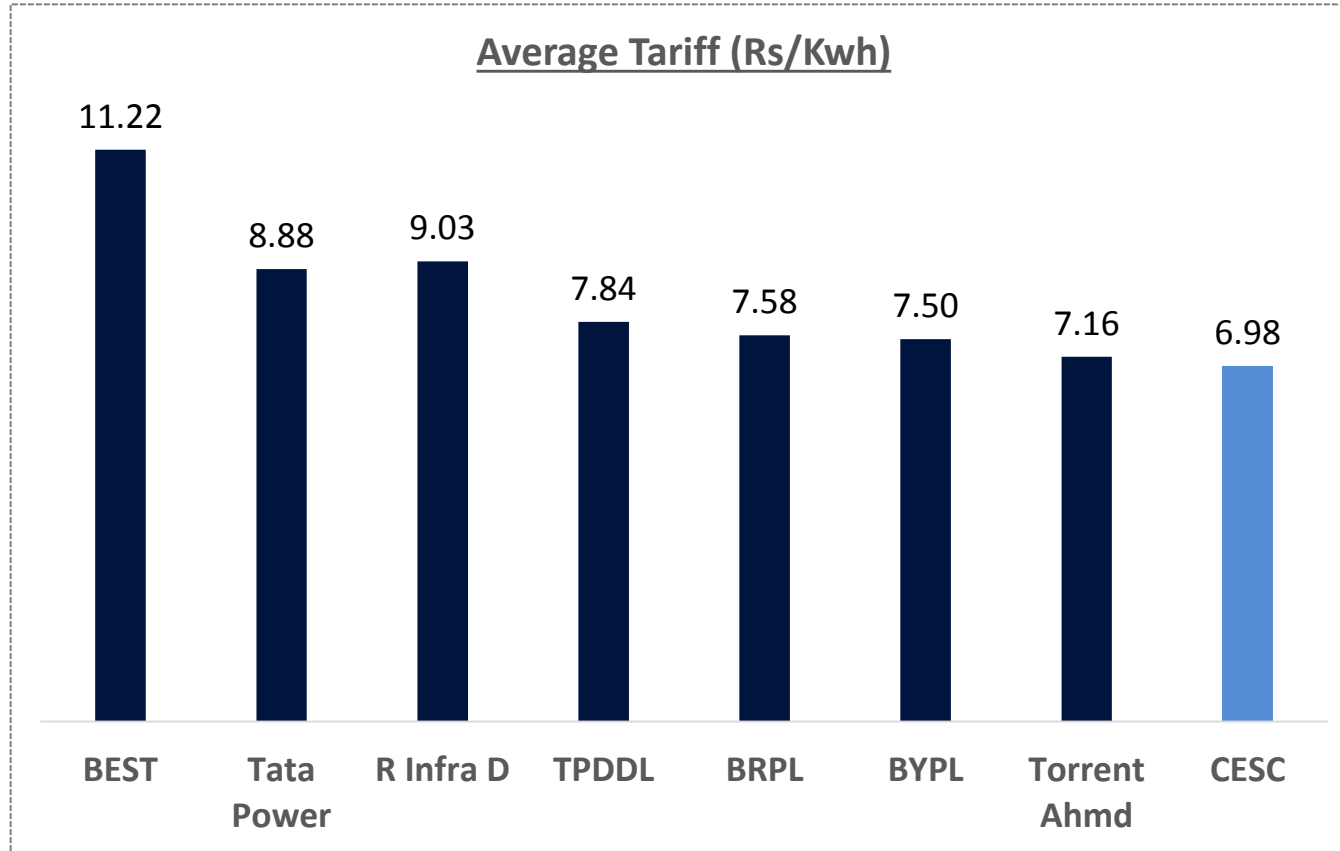
Distribution Franchisee in 2 cities - Kota and Bharatpur (Rajasthan)

Key drivers of performance in the industry – CESC Position

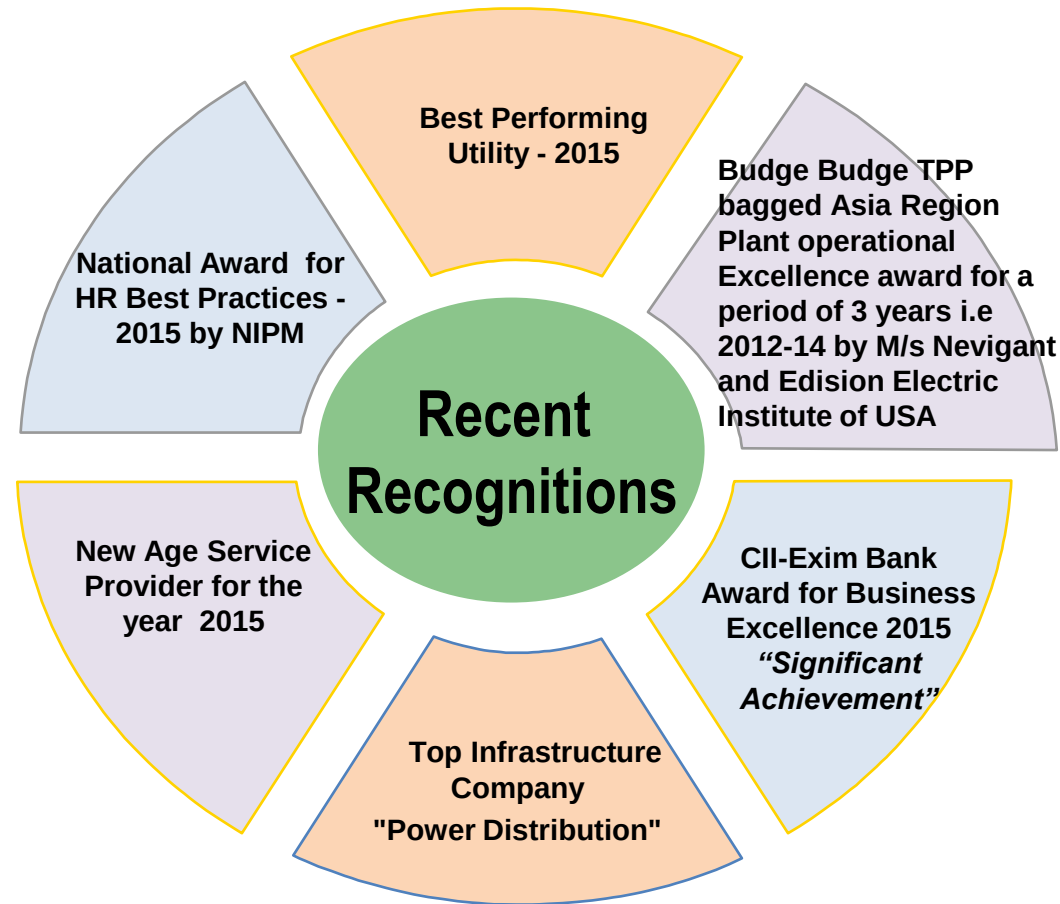


Advantage CESC –Overall





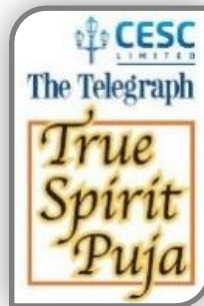
Increased Operational efficiency for containing cost



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



*Improving Consumer Experience with
superior customer service*



Mobile
Apps

Web Services

SMS Services

24x7 Call Centre

Branding

Communication –
Web chat etc

Enriching Consumer
Experience

Social Media





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

Transforming the way Utilities relate to their
customers

Unlocking Customer Engagement
with Digital Platforms

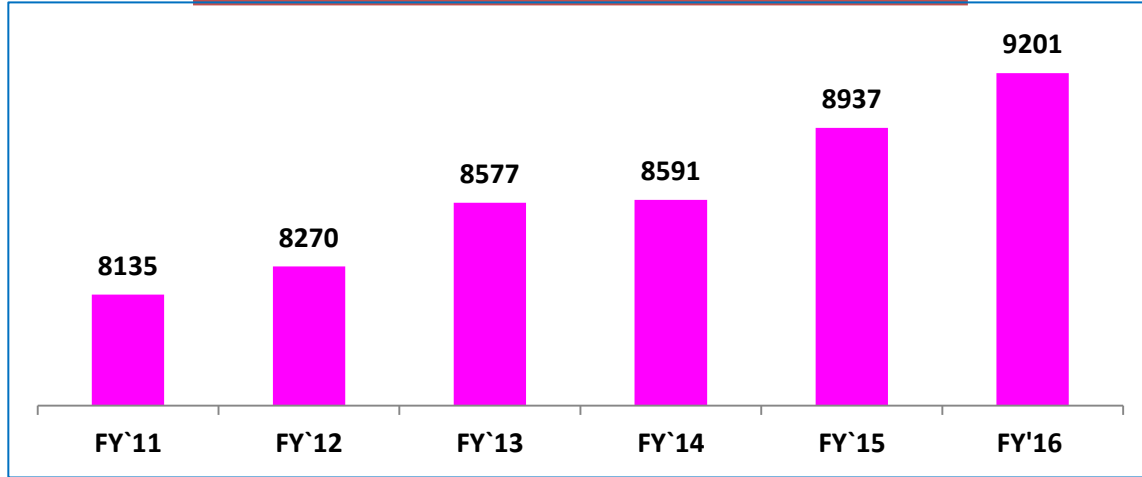


AMI with approx. 25,000 Smart
Meters (and a few RMUs)

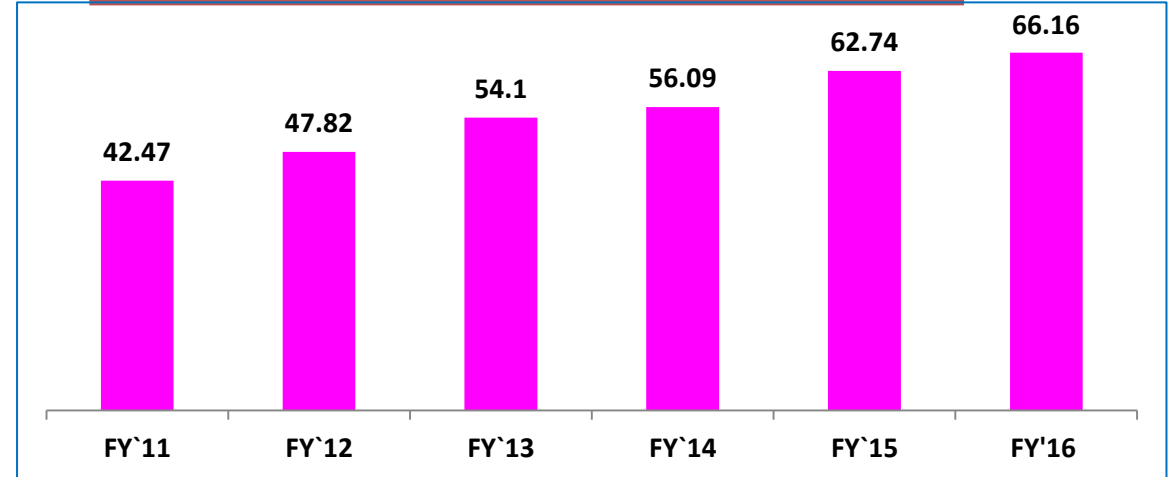


1.5 MW Demand Response project with
both Demand Side management and
DER integration

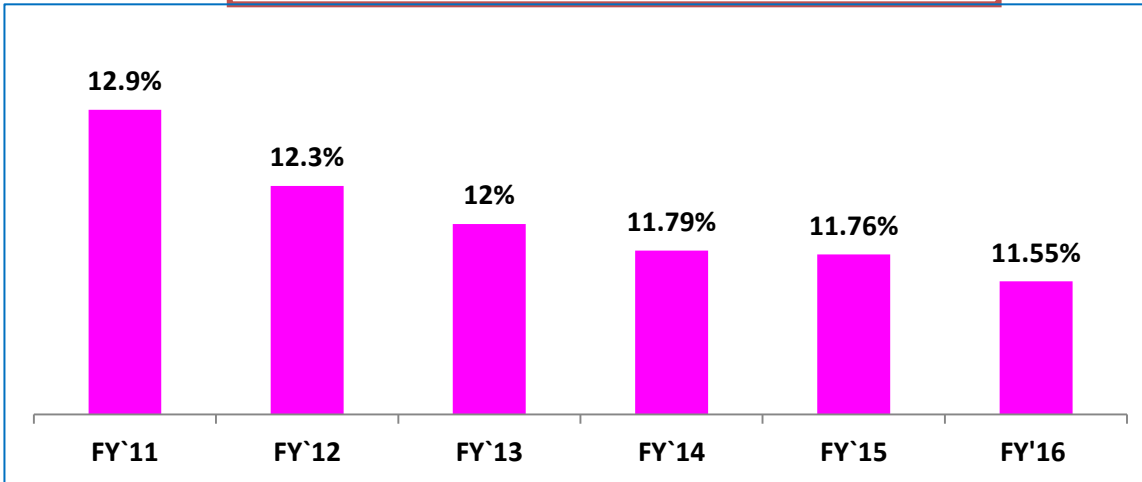
Sales (MU)



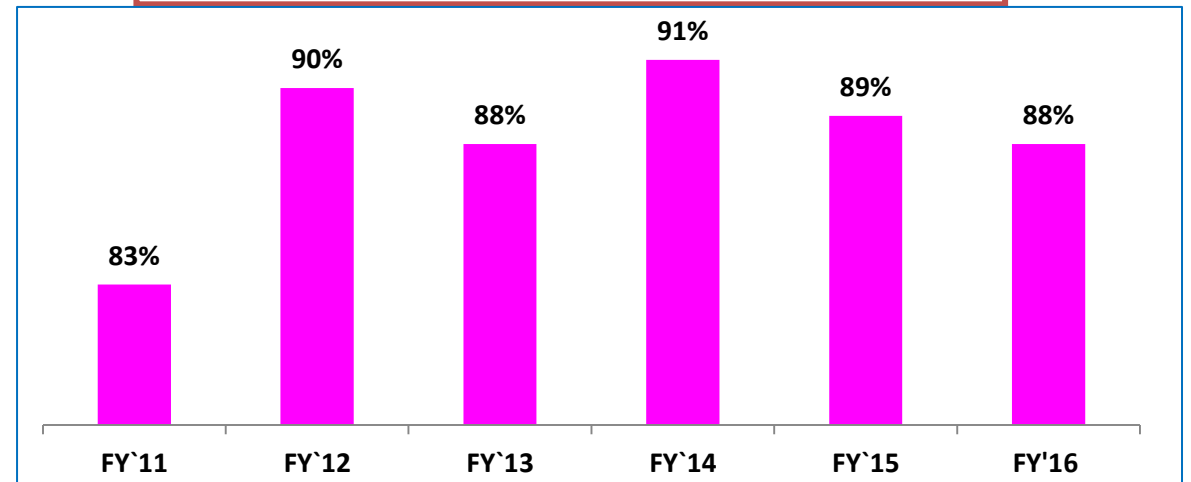
Revenue (Rs. bn)



T&D Loss (%)

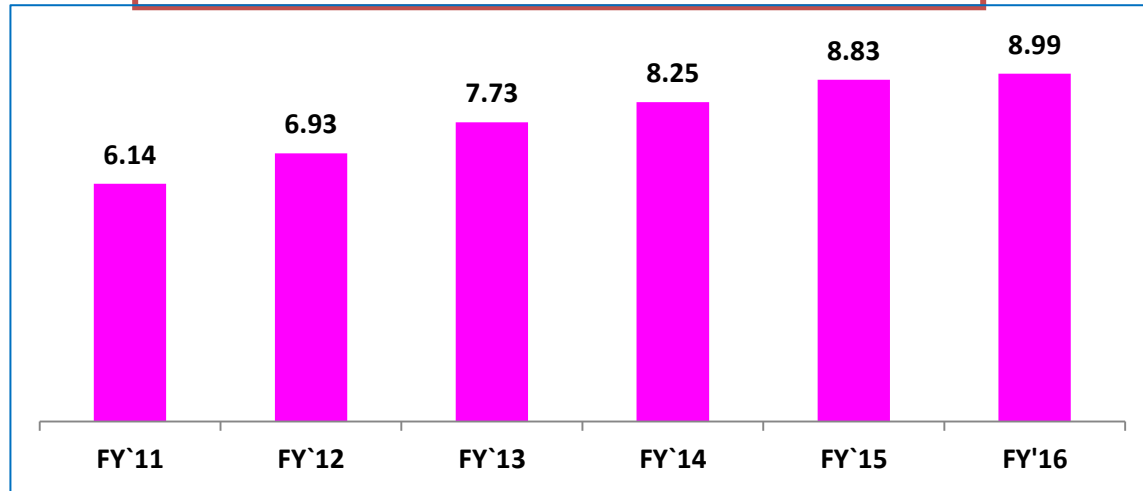


PLF%(Budge Budge)

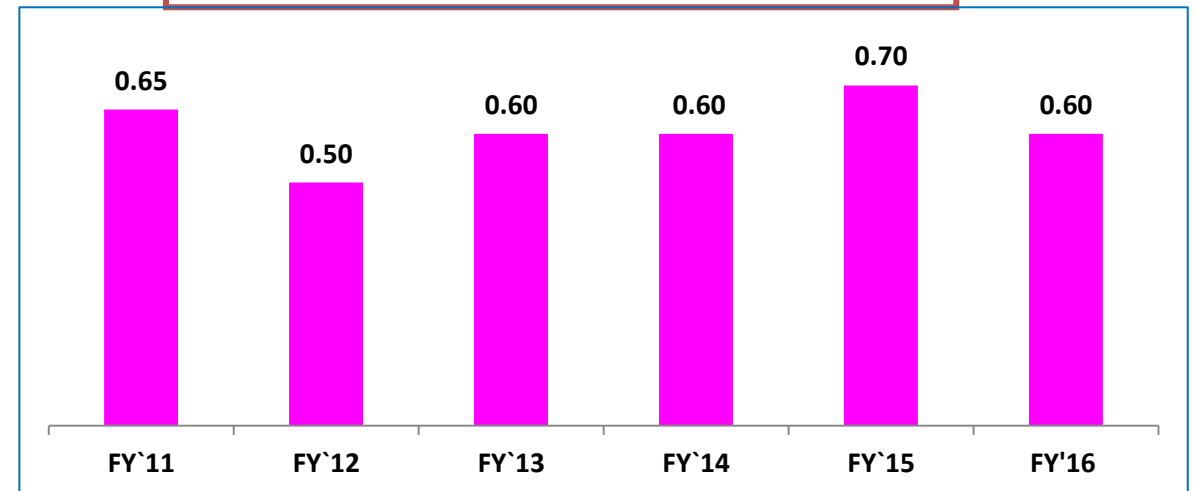


CESC Standalone Financials

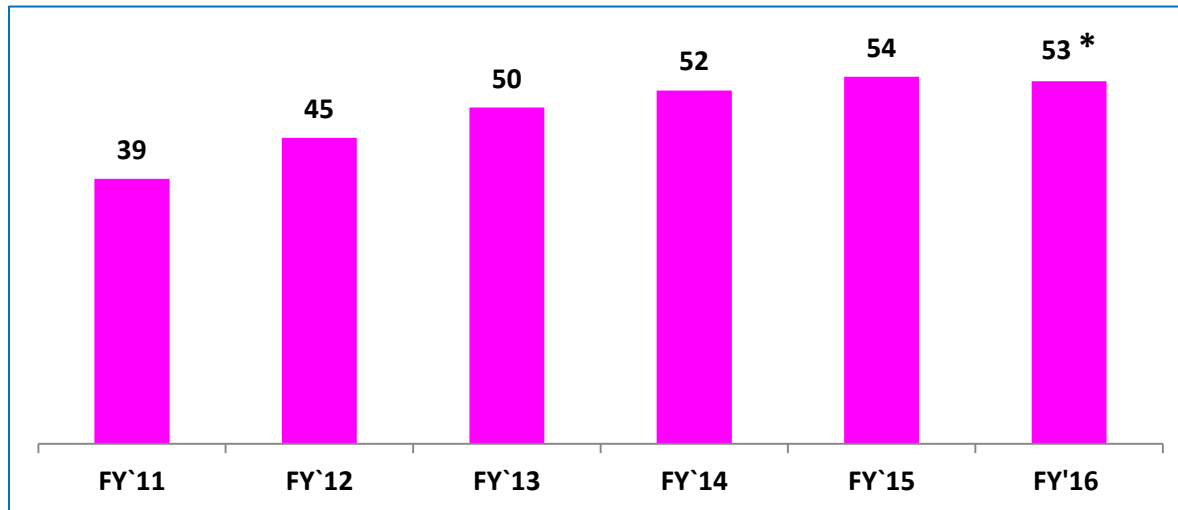
PBT (Rs. Bn)



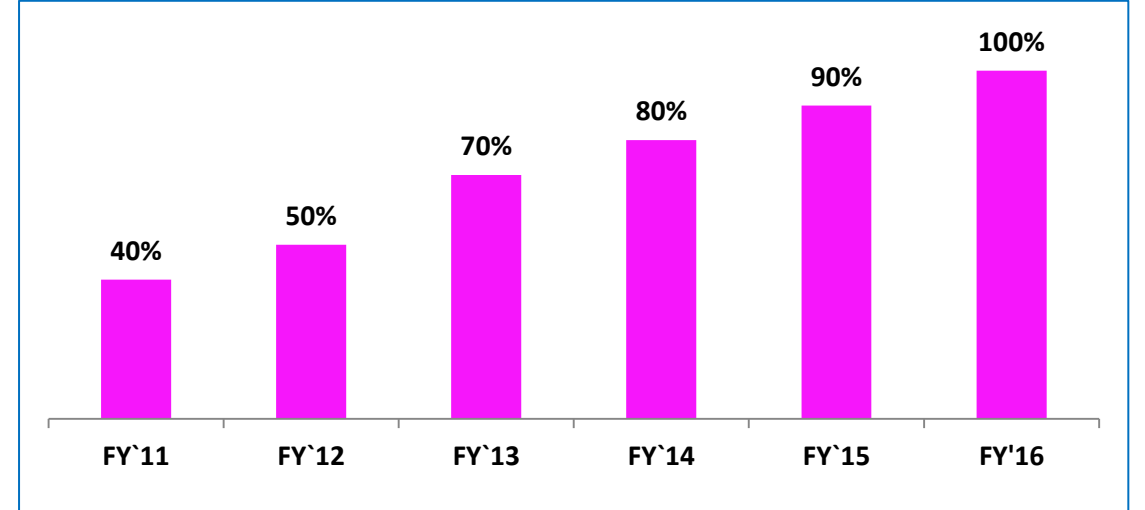
Long Term Debt / Equity Ratio



EPS (Rs.)



Dividend History



* Post issue of QIP Shares

Growth 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 (2x300) TPP in Haldia, near Kolkata
- ☐ Fully regulated project approved by WBERC, entire 600 MW power 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 Transmission line 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 Lloyd
- ☐ Plant fully commissioned in Feb'15, currently operational at full load
- ☐ Haldia Energy Limited was awarded the prestigious Dun & Bradstreet 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 Lloyd
- ☐ Both units commissioned in 2014
- ☐ Supplying 100 MW to TANGEDCO under long term PPA
- ☐ Fuel Supply Agreement signed with subsidiary of Coal India Ltd 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

Renewable portfolio of over 100 MW

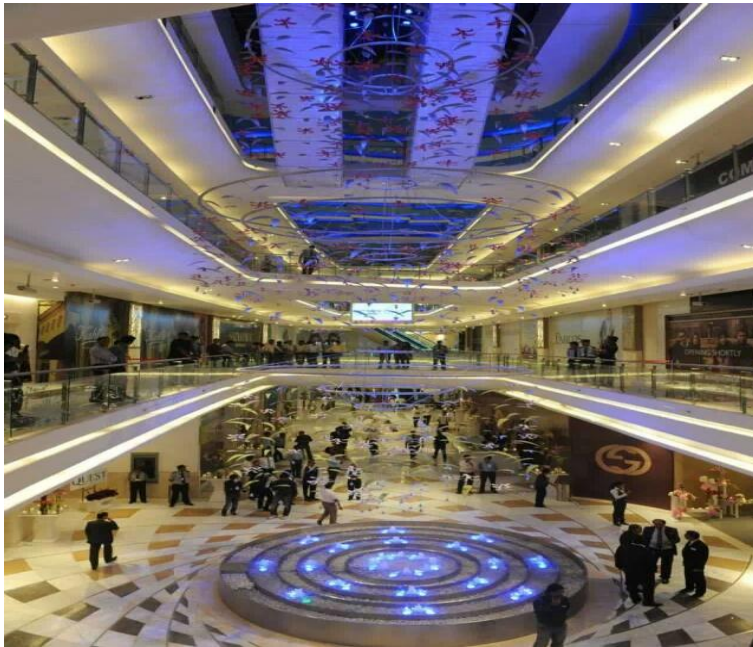
- ❑ 24 MW (2x12) Wind project in Jaisalmer, Rajasthan
- ❑ 26 MW (2x13) Wind project in Surendranagar, Gujarat
- ❑ 9 MW Solar PV in Kutch, Gujarat
- ❑ 18 MW Solar PV in Tamil Nadu
- ❑ 36 MW Wind project in Mandsaur, Madhya Pradesh.

Plans to increase footprints in the wind business, driven by favorable tariff regime and positive long term outlook for renewable 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 Burberry, Emporio Armani, Gucci, Canali, Furla, Tumi, Rolex, Omega and much more
- ❑ Fine Diners include Smoke House Deli, Bombay Brasserie, Irish 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 –East**” at the 8th edition of the ‘Images Shopping Centre Awards’ 2015



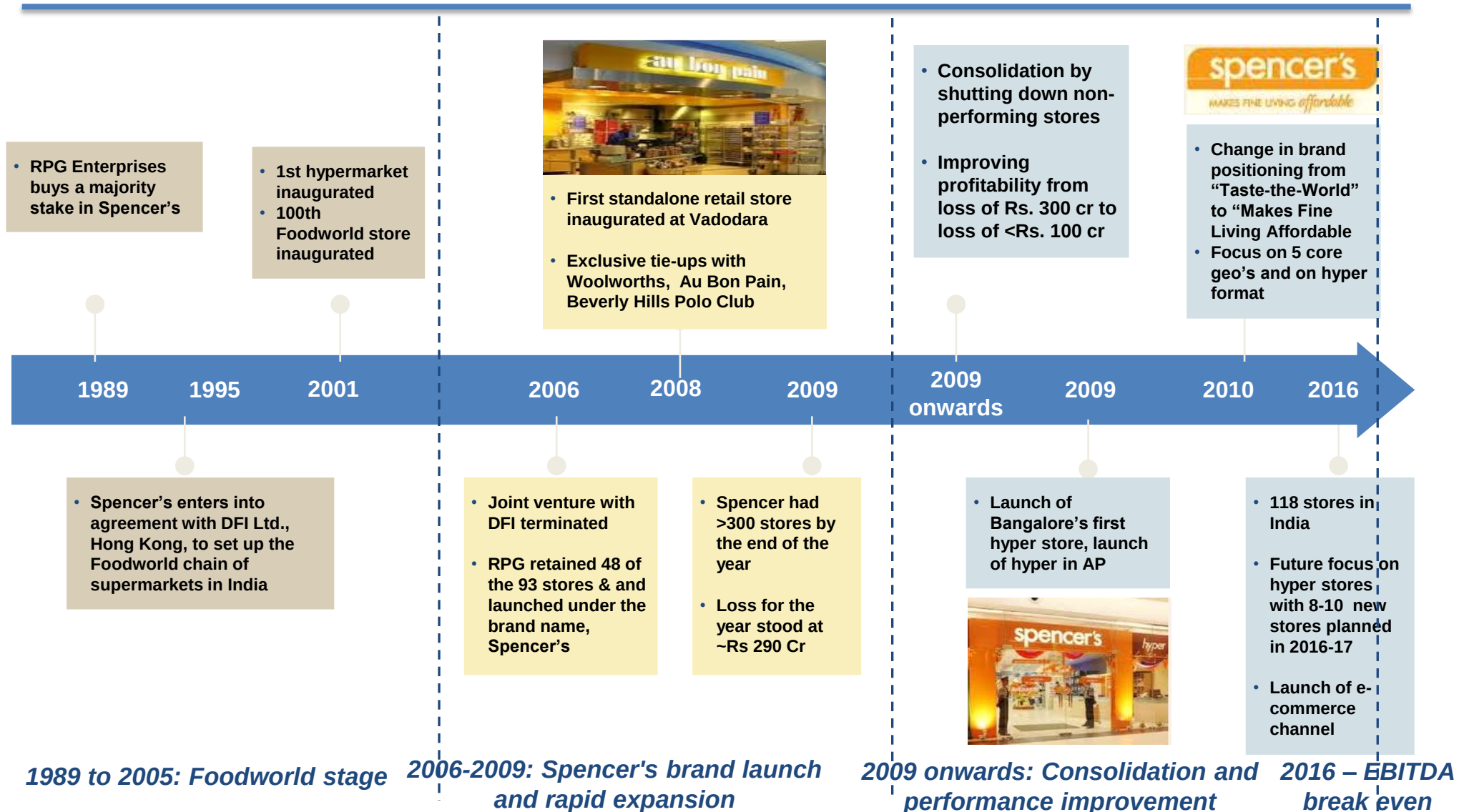
RETAIL BUSINESS

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 merchandising.
- ❑ 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 Coca Cola Golden Spoon Award, 2015 for efficiency across retail operation
- ❑ Spencer's Retail has been awarded the **Most Admired Retailer of the Year – Hypermarket**, at the East India Retail Summit 2016

Spencer's Retail - three stages of evolution



OUR STRATEGY

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

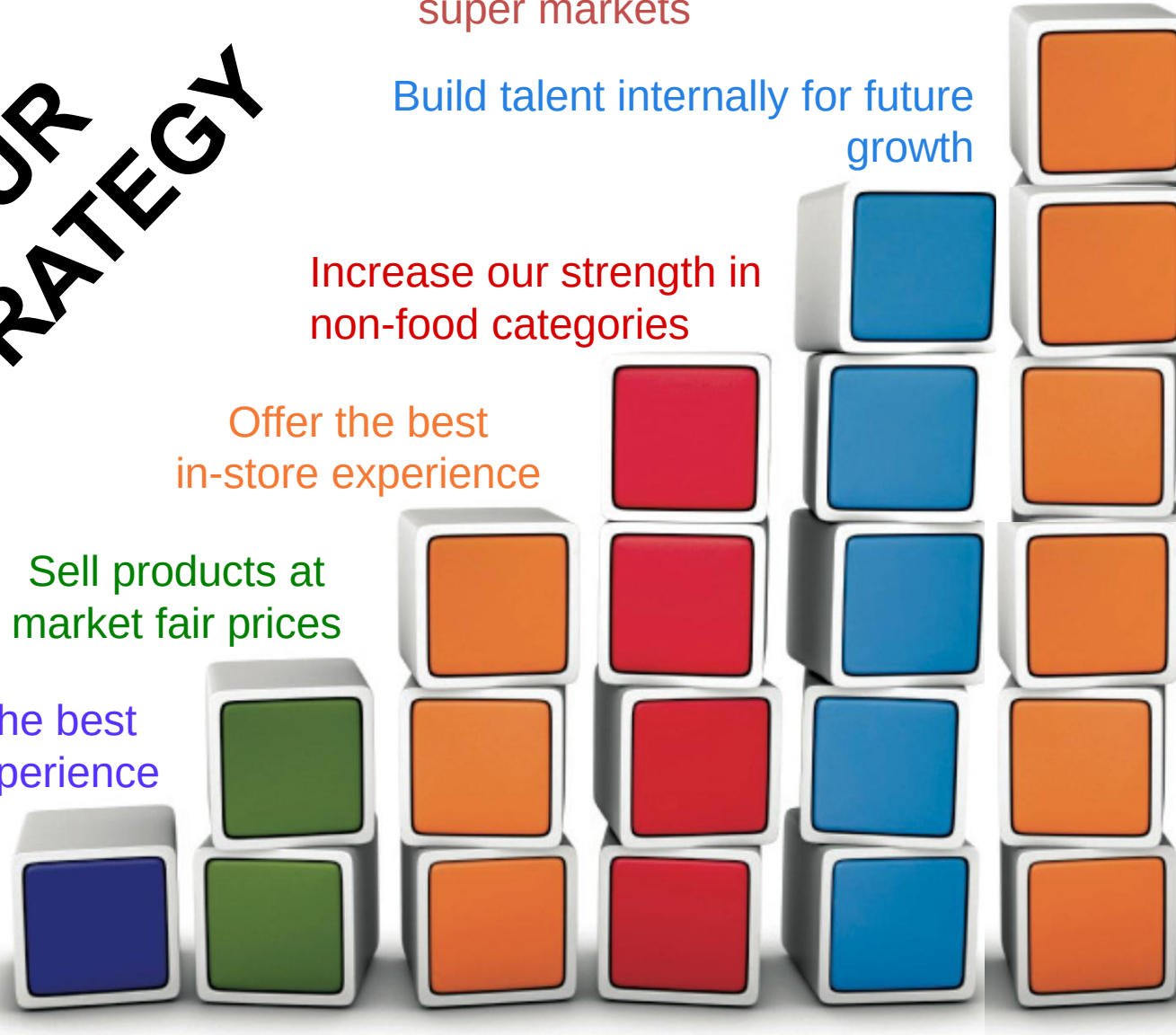
Build talent internally for future
growth

Increase our strength in
non-food categories

Offer the best
in-store experience

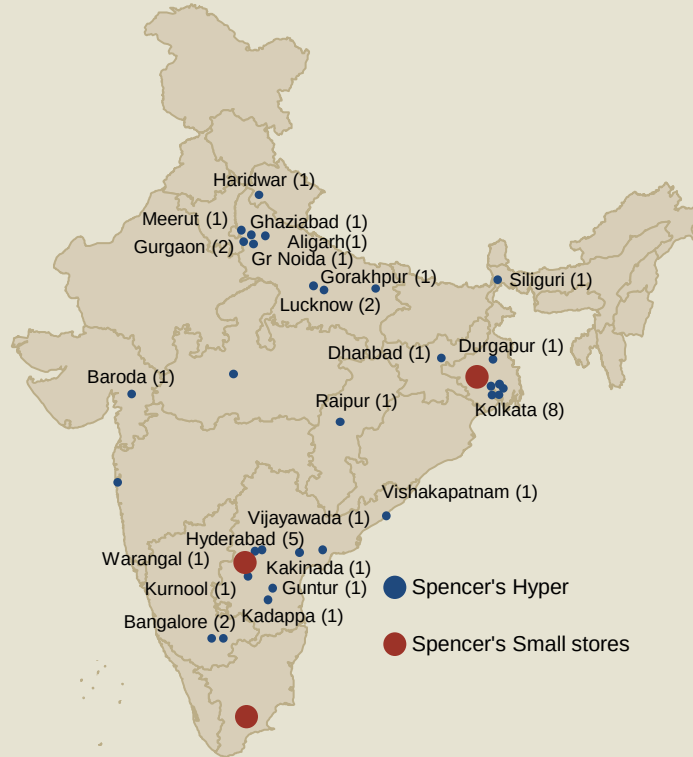
Sell products at
market fair prices

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

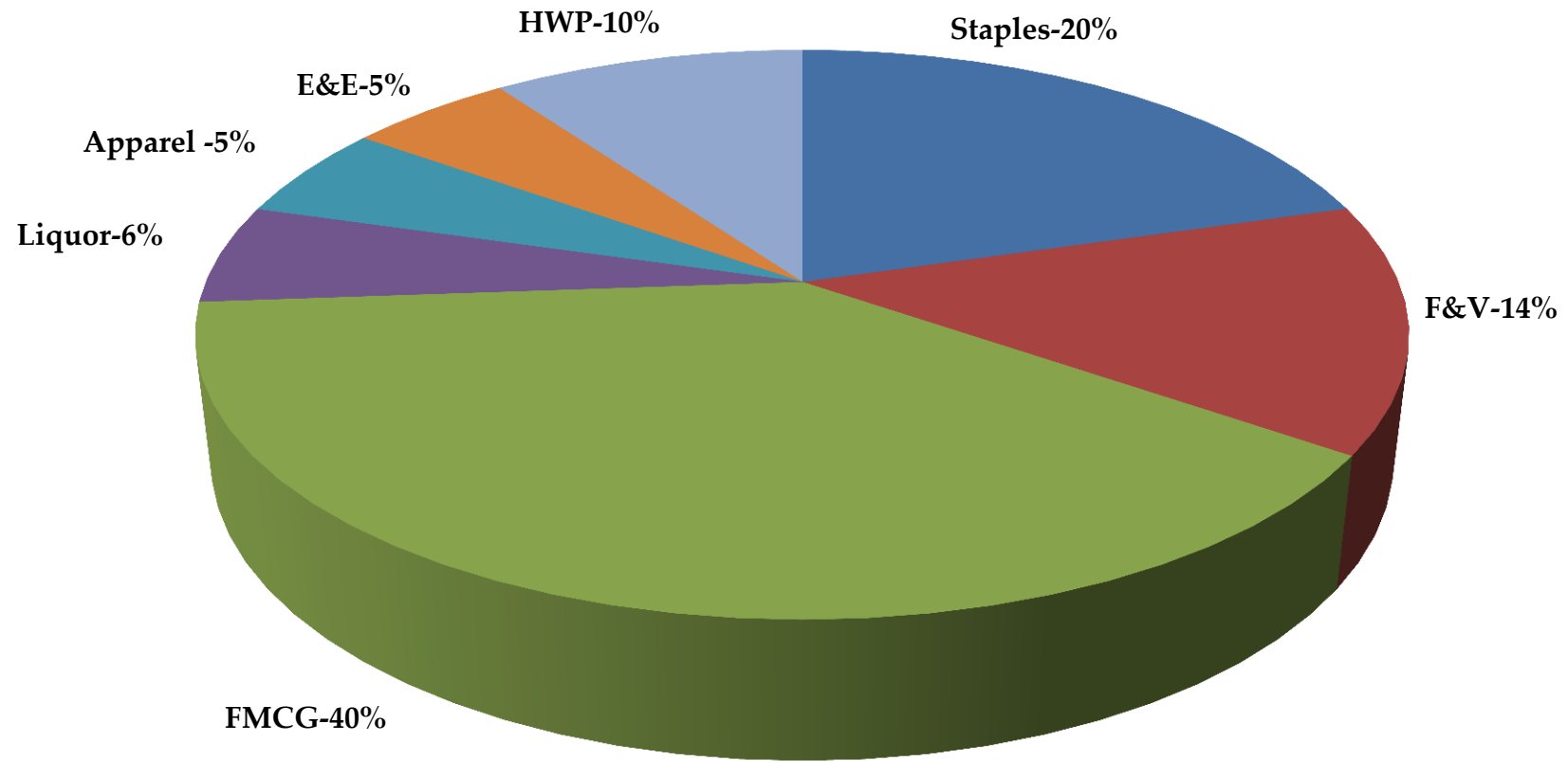
- No new regions to be tapped

Small stores to continue as-is

- Profitable at store level
- Potential realignment in Step 2

**Beginning to generate local scale in some geographies
Calcutta, Gurgaon, Hyderabad, Lucknow, Telangana, Chennai**

Sales Mix



Food has highest share ~ 80%

Store count

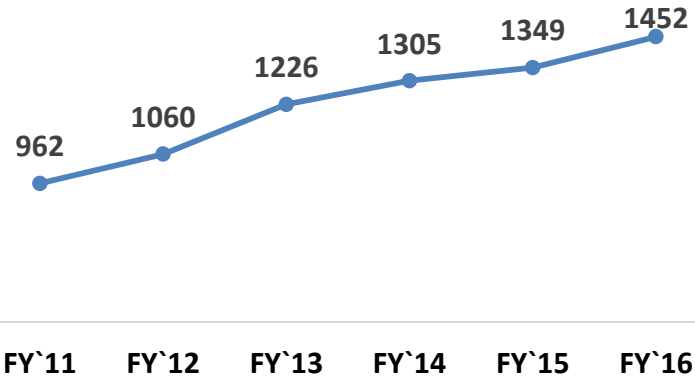
	Store Count				
	11-12	12-13	13-14	14-15	15-16
HYPERS <i>(Avg 23,000 sft)</i>	26 56%	25 64%	34 74%	34 75%	36 78%
SUPER <i>(Avg 6700 sft)</i>	15 7%	14 9%	13 9%	13 8%	12 8%
DAILY <i>(Avg 2200 sft)</i>	141 37%	92 27%	81 17%	79 17%	70 14%
ALL TOTAL	182	131	128	126	118

* Value contribution

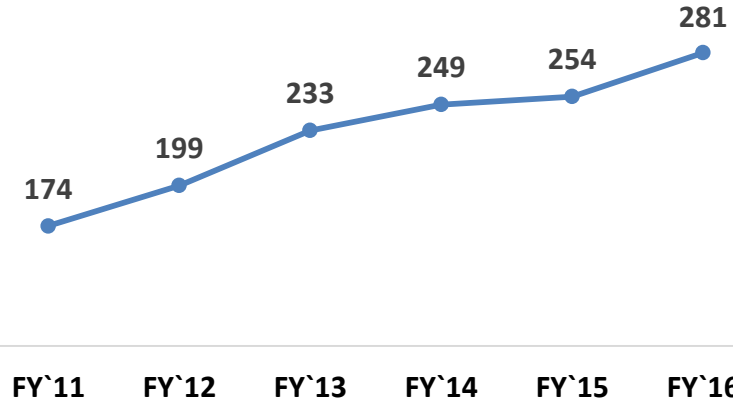
No of Hypers opened	6	0	9	3	5
No of Hypers closed		1		3	3

Operating Performance:

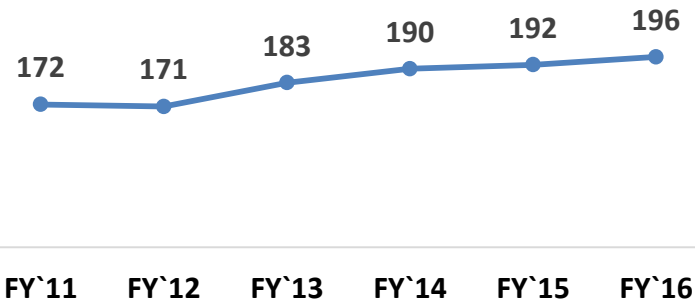
Sales/ sqft (Rs./month)



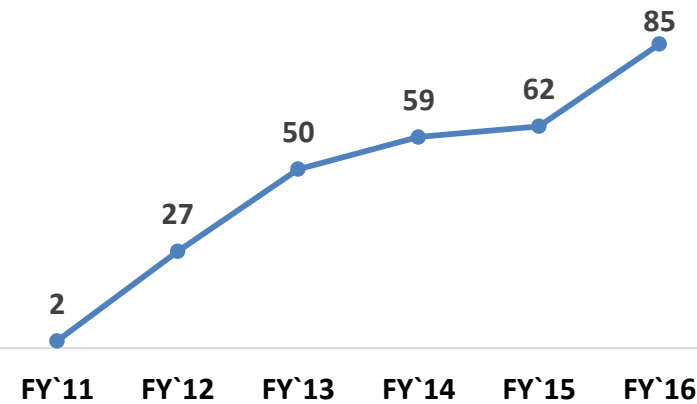
Gross Margin/ sqft (Rs./month)



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 the 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, 4 in Kolkata and 4 in NCR
- ❑ Cafes spread across High Street & Malls, Business & IT Parks, Hospitals and 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

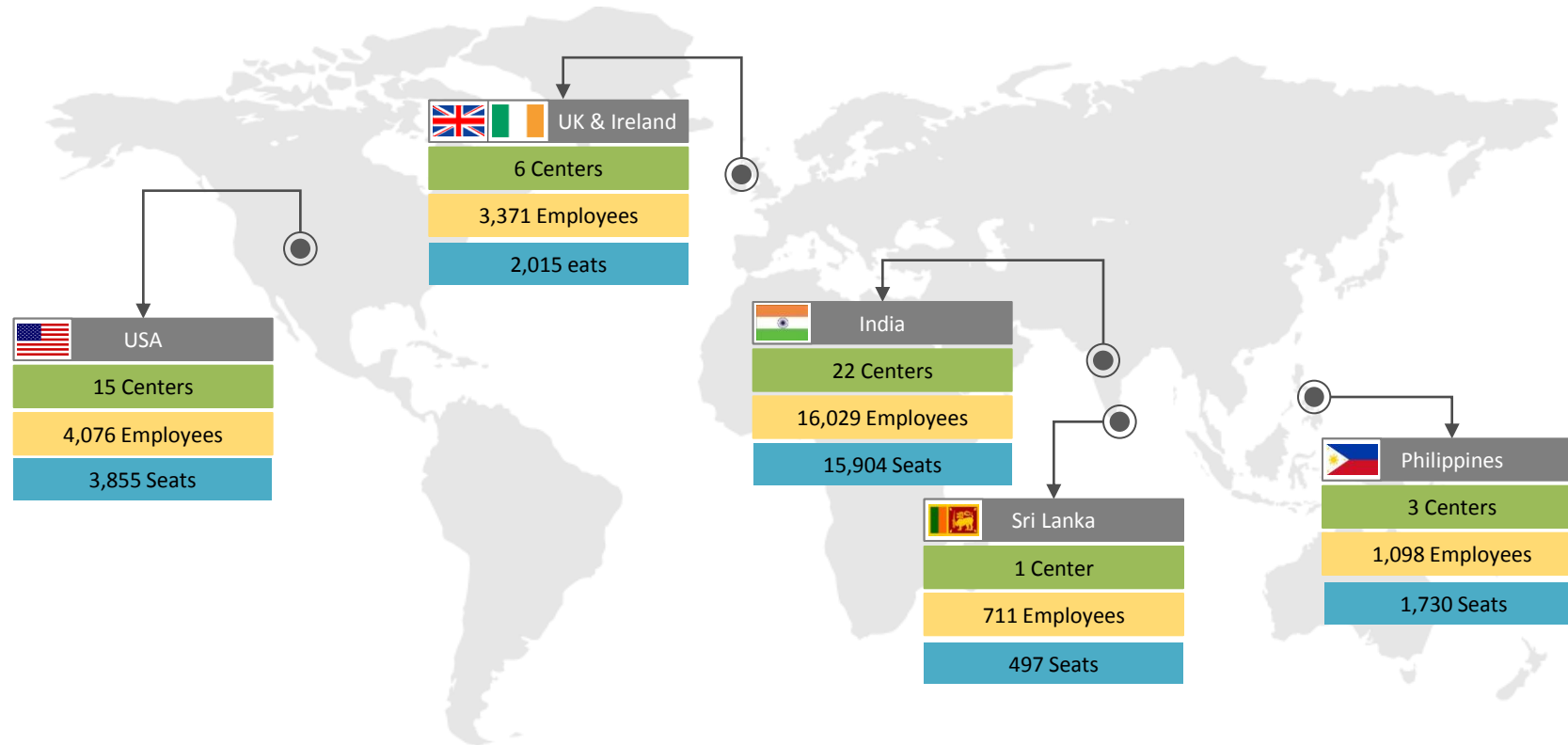
- Full range of business process management services across the customer life cycle delivered through transaction processing, CRM, collections and receivables mgmt.

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

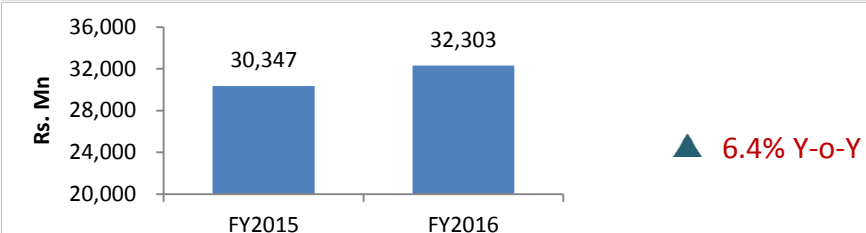


Employee Strength : 27,600+ | Countries:6 | Center:46 | Right-shore Delivery Model | Proximity to Clients | Business Continuity Capability

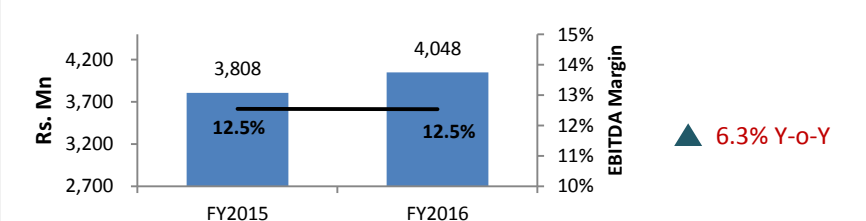
Financial Performance – FY2016

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

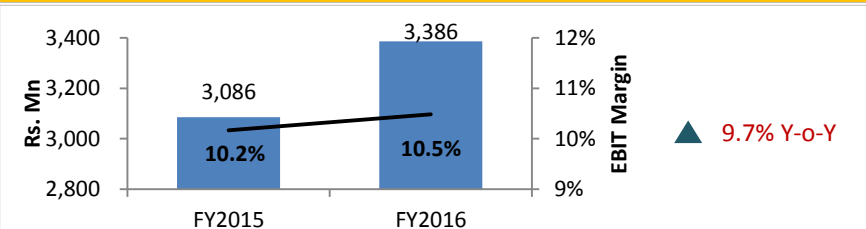
Revenue From Operations



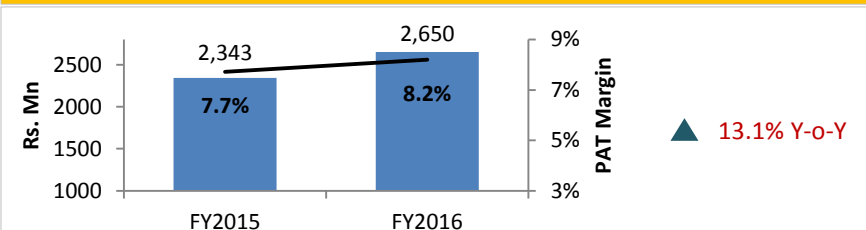
Operating EBITDA



Operating EBIT



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Thank You