

SEC: SB: 010219

1 March, 2019

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
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

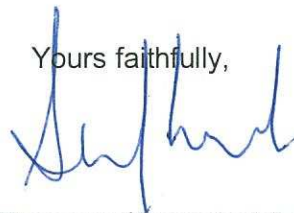
The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range,
Kolkata – 700 001

Dear Sir,

Investor Presentation

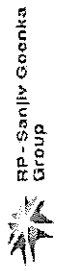
Further to our letter no. SEC: SB: 31447 dated 27 February, 2019, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference to be held at Tokyo, Japan as per the schedule referred to in our said letter.

Yours faithfully,



General Manager (Secretarial & Estates)

Encl:



CESC Limited

Powering India since 1899

March 2019



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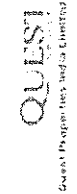
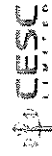
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**RP-Sanjiv Goenka
Group**
Growing Legacies

G R O W I N G
LEGACIES
I S O U R C U L T U R E .

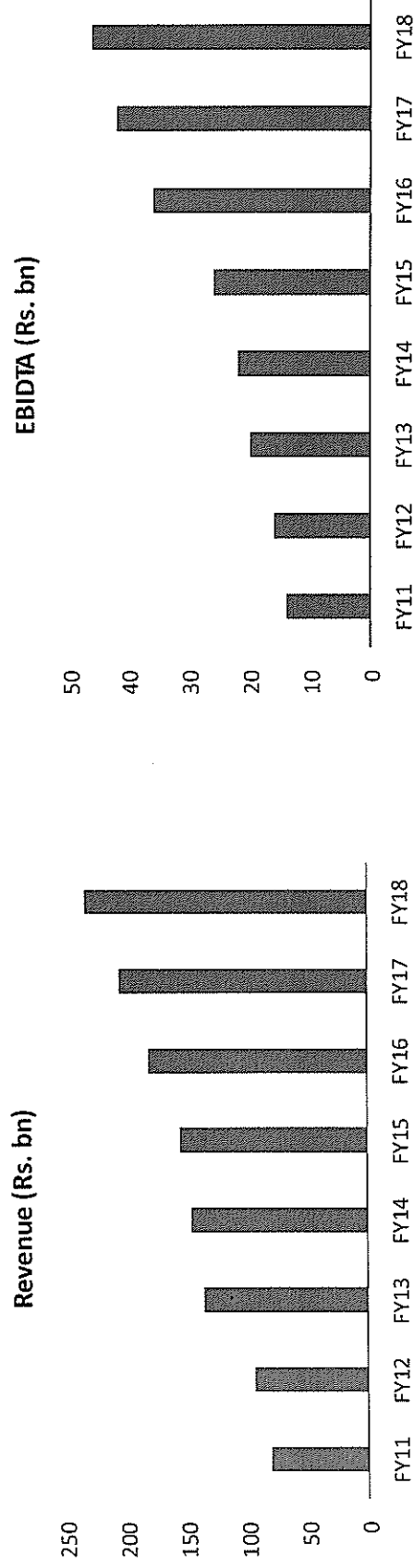


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Rajiv Gandhi Education Trust

RP- Sanjiv Goenka Group

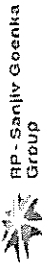
<ul style="list-style-type: none"> <input type="checkbox"/> RP-Sanjiv Goenka Group is a well known diversified business house in India <input type="checkbox"/> RP-Sanjiv Goenka Group has interests across diverse business sectors - Power & Natural Resources, Carbon Black, IT & Education, Retail, FMCG, Media & Entertainment and Infrastructure <input type="checkbox"/> Power Generation and Distribution contribute a majority of the revenues of RP-SG Group <input type="checkbox"/> 45,000 + Employees , <input type="checkbox"/> 3,00,000 + shareholders, <input type="checkbox"/> Rs. 41,500 crs Gross Assets <input type="checkbox"/> Sanjiv Goenka is the principal shareholder of the RP-Sanjiv Goenka Group together with other Group companies 	<table border="1"> <tr> <td data-bbox="338 109 478 698">  </td> <td data-bbox="338 698 478 1052"> <p>CESC Ltd</p> </td> <td data-bbox="338 1052 478 1258"> <p>Fully Integrated Private Power Utility</p> </td> </tr> <tr> <td data-bbox="478 109 614 698">  </td> <td data-bbox="478 698 614 1052"> <p>Phillips Carbon Black Ltd</p> </td> <td data-bbox="478 1052 614 1258"> <p>India's largest Carbon Black Manufacturer</p> </td> </tr> <tr> <td data-bbox="614 109 742 698">  </td> <td data-bbox="614 698 742 1052"> <p>Spencer's Retail Ltd</p> </td> <td data-bbox="614 1052 742 1258"> <p>3rd Largest Hypermarket Chain</p> </td> </tr> <tr> <td data-bbox="742 109 877 698">  </td> <td data-bbox="742 698 877 1052"> <p>Firstsource Solutions Ltd</p> </td> <td data-bbox="742 1052 877 1258"> <p>Top 3 Pure Play BPO Player</p> </td> </tr> <tr> <td data-bbox="877 109 1013 698">  </td> <td data-bbox="877 698 1013 1052"> <p>Saregama India Ltd</p> </td> <td data-bbox="877 1052 1013 1258"> <p>Largest Collection of Indian Music</p> </td> </tr> <tr> <td data-bbox="1013 109 1149 698">  </td> <td data-bbox="1013 698 1149 1052"> <p>Harrisons Malayalam Ltd</p> </td> <td data-bbox="1013 1052 1149 1258"> <p>Tea and Rubber Plantations</p> </td> </tr> <tr> <td data-bbox="1149 109 1279 698">  </td> <td data-bbox="1149 698 1279 1052"> <p>Guiltfree Industries Ltd</p> </td> <td data-bbox="1149 1052 1279 1258"> <p>Fastest Growing FMCG Company</p> </td> </tr> </table>		<p>CESC Ltd</p>	<p>Fully Integrated Private Power Utility</p>		<p>Phillips Carbon Black Ltd</p>	<p>India's largest Carbon Black Manufacturer</p>		<p>Spencer's Retail Ltd</p>	<p>3rd Largest Hypermarket Chain</p>		<p>Firstsource Solutions Ltd</p>	<p>Top 3 Pure Play BPO Player</p>		<p>Saregama India Ltd</p>	<p>Largest Collection of Indian Music</p>		<p>Harrisons Malayalam Ltd</p>	<p>Tea and Rubber Plantations</p>		<p>Guiltfree Industries Ltd</p>	<p>Fastest Growing FMCG Company</p>
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Group Financials



POWER BUSINESS **GENERATION & DISTRIBUTION**

OPERATIONAL FACILITIES - OVERVIEW



Kolkata Distribution Business

Coal Mining, Power Generation & Distribution
- **1125 MW** thermal power plant
- **567 sq km** area
- **3.2 mn** consumers
- **21,866+** ckt km of network

Independent Power Plants

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

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

Renewables

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 Mandasaur, Madhya Pradesh
70 MW Wind Power plant in Gujarat

Distribution Franchisee

Distribution Franchisee in 3 cities (Rajasthan)
Kota and Bharatpur & Bikaner – *All operational*

Malegaon (Maharashtra) – operations expected to start soon

Renewables

Noida Distribution

- **335 sq km** area
- **Consumer Base-82231**
- **25 yrs** of operation
- **Regulated business**

Financial Performance FY2017-18

	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)
CESC Ltd	7954	2210	861
Haldia Energy Ltd	2261	1094	313
Noida Power Company Ltd	1375	350	100
Kota/Bharatpur/Bikaner	1287	(95)	(120)
Dhariwal Infrastructure Ltd	896	229	(199)
Crescent Power Ltd.	175	84	47
Surya Vidyut Ltd	118	108	5

Distribution Overview

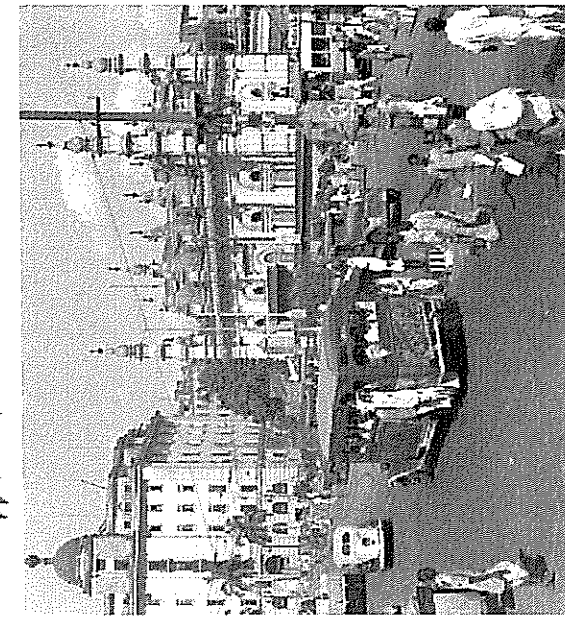
- Bikaner ○
- Noida ○
- Bharatpur ○
- Kota ○
- Malegaon ○

○ Kolkata

Peak Load
3,000+ MW

City/ Location	Kolkata	Noida	Rajasthan – (KOTA, Bharatpur, Bikaner)	Malegaon
Distribution Contract	Licensee	Licensee	Input based franchisee	Input based franchisee
Area	567 sq. km	335 sq. km	381 sq. km	25 sq. km
Consumer Base	32 lakhs	82 Thousands	4 lakhs	1 lakhs
Peak Load	2150+ MW	350+ MW	400+ MW	~150 MW

Overview of CESC - Kolkata Distribution Business



- India's oldest electricity utility, operating since 1899- 120+ years of experience
- Engaged in Coal mining, Generation and Distribution of electricity to city of Kolkata & adjoining areas
- Almost entire energy requirement met from own / subsidiary's generation, meeting peak demand of 2150+ MW
- CESC Regulated Business –

Generation 1125 MW

Budge Budge Generating Station(3x250MW)

Southern Generating Station(2x67.5MW)

Titagarh Generating Station(4x60MW)

Distribution

567 sq.km. area,

3.2 mn consumers

Peak demand **2,159 MW**

Units sold >9,700 MUS

- Assured post-tax equity return , efficiency parameters better than regulatory norms
- Customer centric approach, best in class digital penetration, implementation of State-of-the-art technologies
- Continuous upgradation of distribution infrastructure to enhance quality, reliability and reduce downtime & overloads
- Board represented by independent directors and professionals
- Shares Listed on BSE , NSE and Kolkata. Access to International Equity & Debt market
- External credit rating Long Term "AA" (high safety) and Short Term "A1+" (highest safety)

Kolkata distribution : B2C Business

