



RP - Sanjiv Goenka
Group
Growing Legacies



CESC
LIMITED
Energising Lives - Since 1899

SEC:AM:29969

16 November, 2016

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

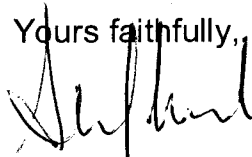
Manager (Listing)
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051

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:29959 dated November 11, 2016, please find enclosed a copy of presentation to be made by the Company at the Investors' Conferences to be held as per the schedule referred to in our said letter.

Yours faithfully,


General Manager (Secretarial & Estates)

Encl:



CESC Limited

Powering India since 1899

November 2016



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The Group Companies

RP - Sanjiv Goenka Group

Power & Natural Resources

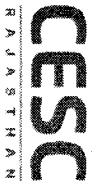
Carbon Black

Retail

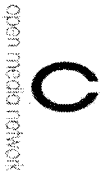
Media & Entertainment

Infrastructure

IT & Education



Phillips Carbon Black Ltd

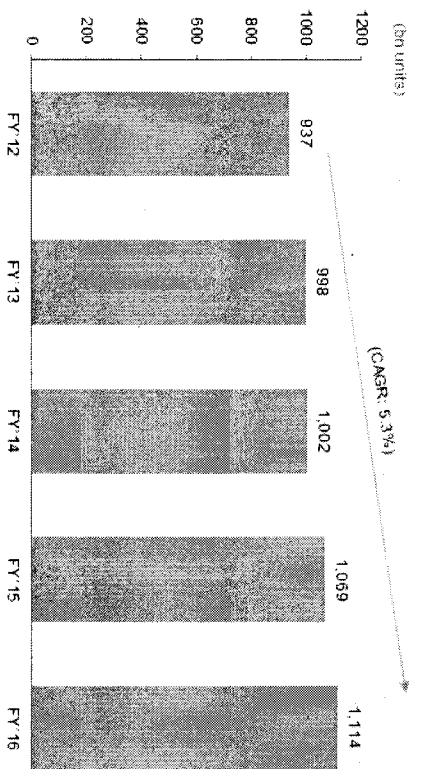


Financials of CESC & key Subsidiaries

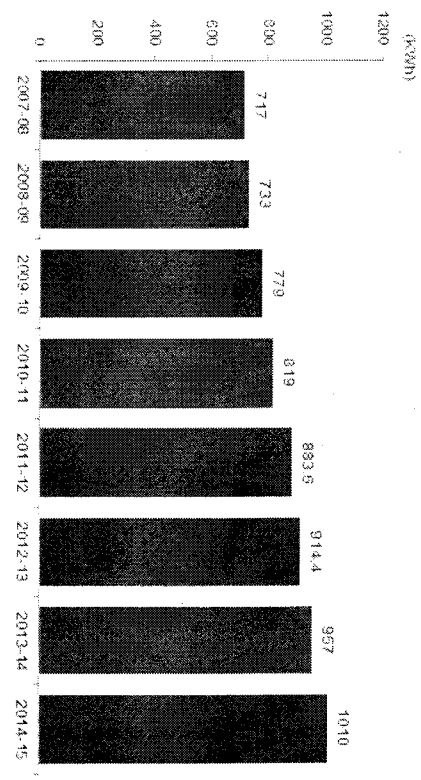
(Rs. bn)

	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	80	50%	42%
Firstsource Solutions	32.30	4.05	2.65	30	56%	19%
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 Properties	0.91	0.45	0.09	-	100%	-
DIL – Chandrapur (Not fully operational)	1.15	(0.58)	(5.89)	-	100%	-

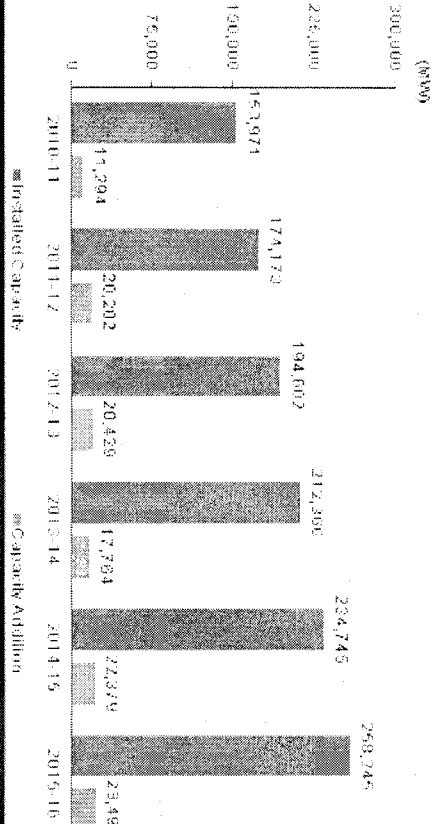
India Electricity Demand Trend



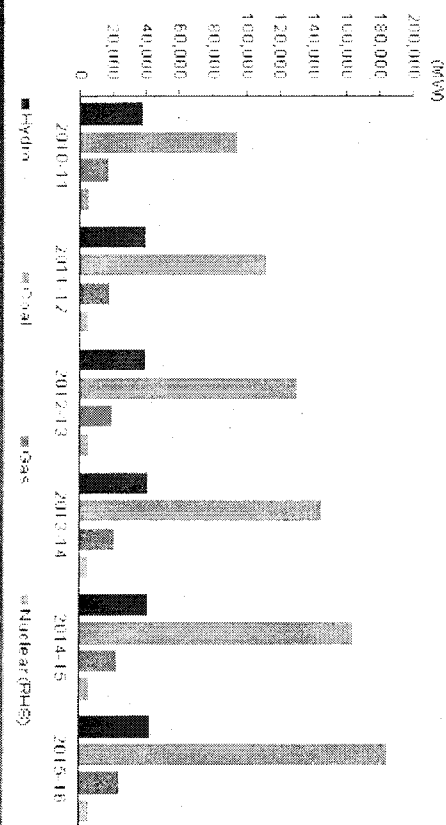
Annual Per Capita Consumption



Installed Capacity (MW)



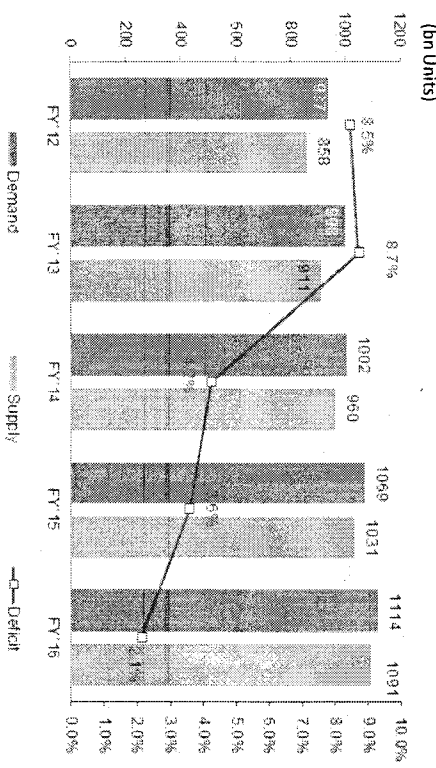
Fuel wise Generation Capacity (MW)



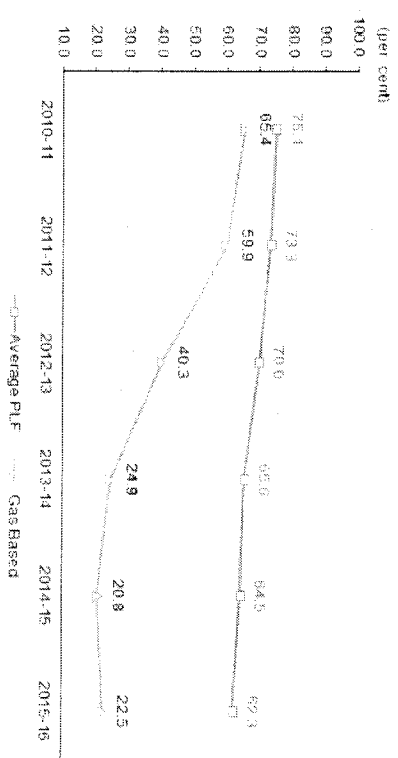
Source: CRISIL Research

Indian Power Sector

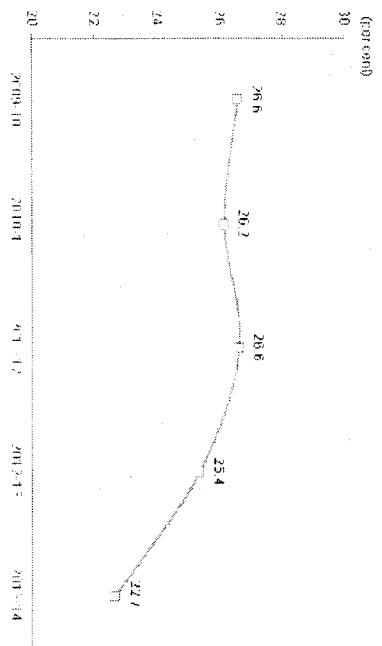
Peak Deficit



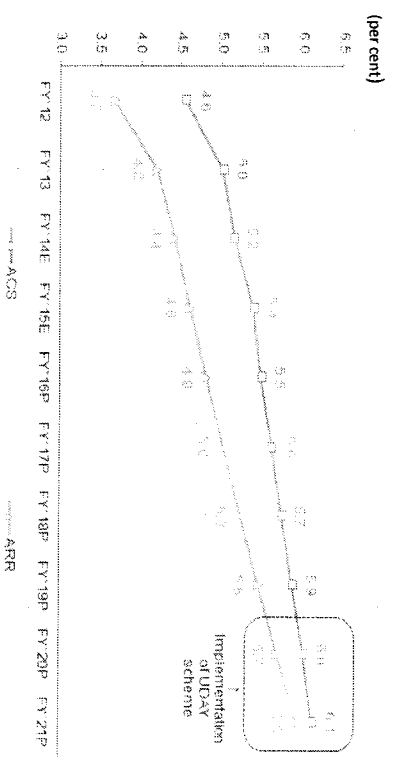
Trend in PLF (Thermal)



AT&C Losses Trend



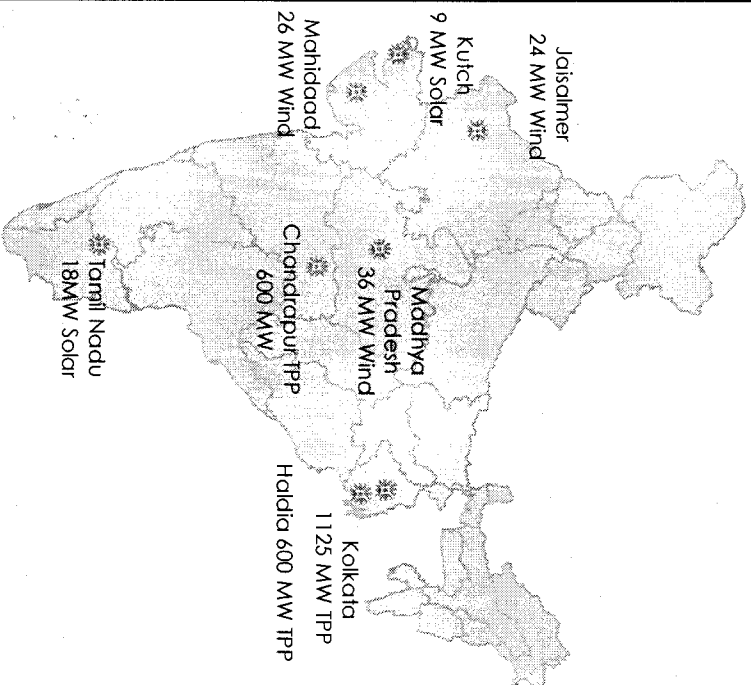
Outlook on ACS-ARR gap



Source: CRISIL Research

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, 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 Mandasaur, Madhya Pradesh

Organized Retail

PAN India Organized Retail player with 1 mn+ sqft area and 120 stores spread over 30+ cities

Real Estate

Owns and operate "Quest" Shopping Mall in Kolkata

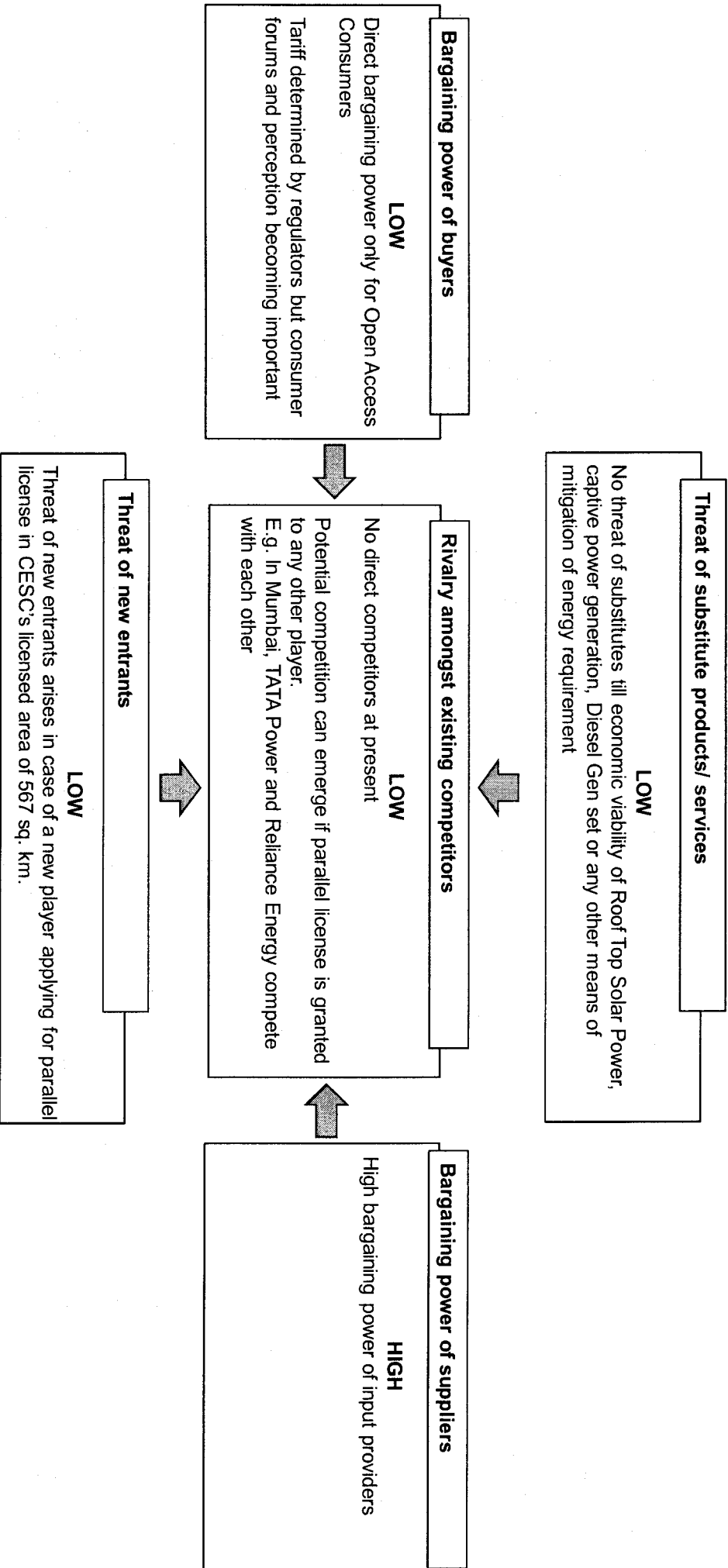
Business Process Management

Business Process Management (BPM) company in India
Client base includes 21 Fortune 500 and 9 FTSE 100 companies

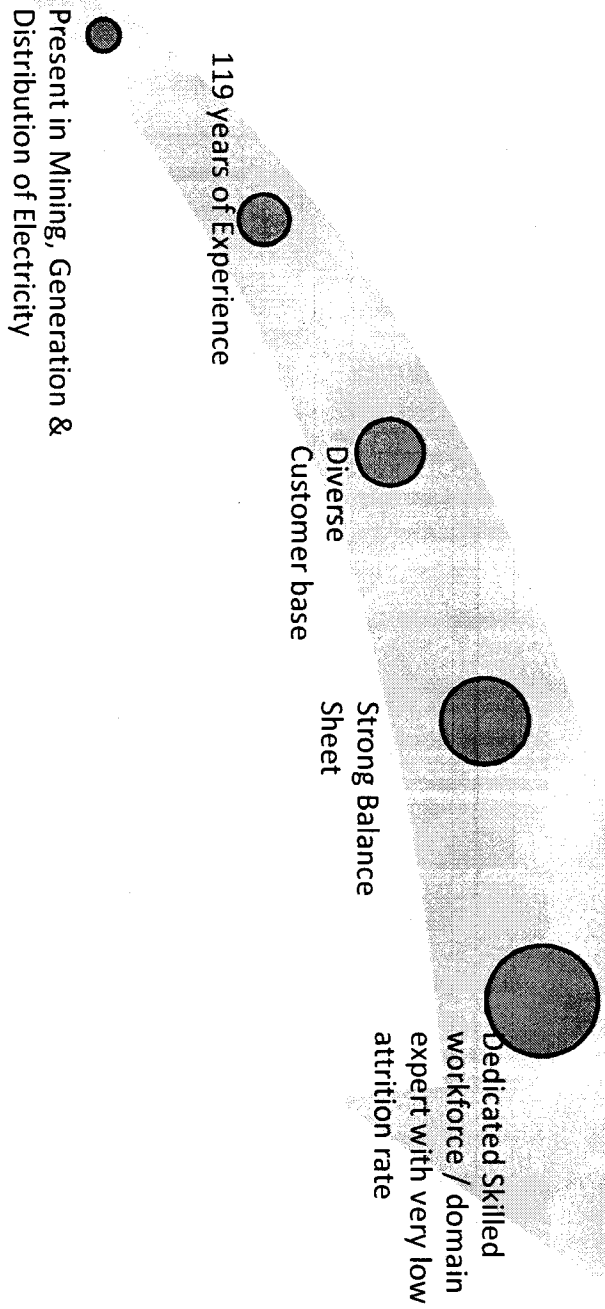
Distribution Franchisees - New

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

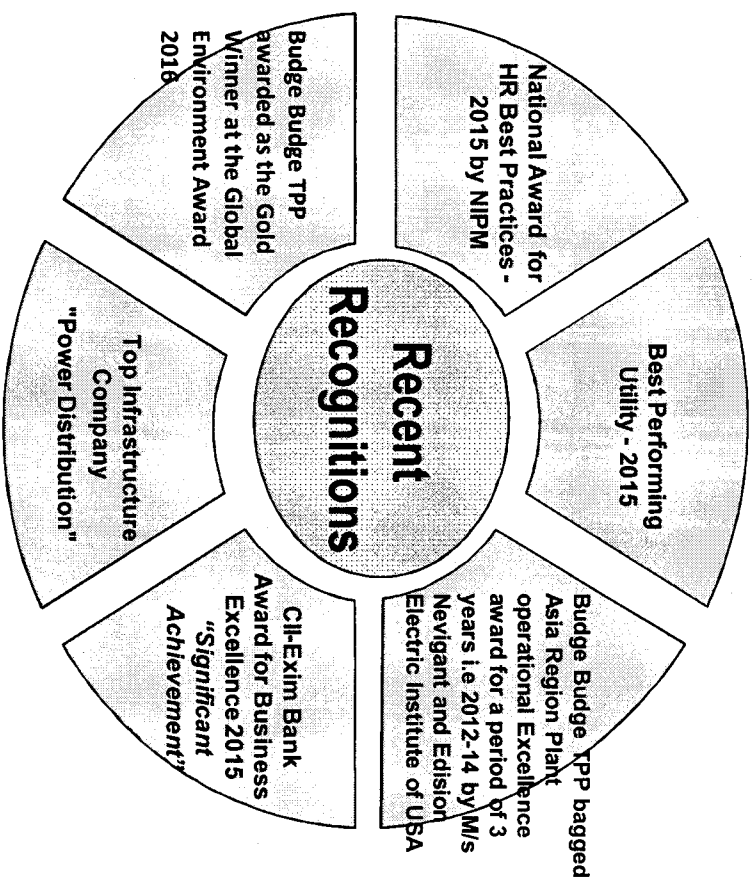
Key drivers of performance in the industry – CESC Position



Advantage CESC –Overall



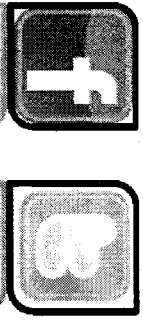
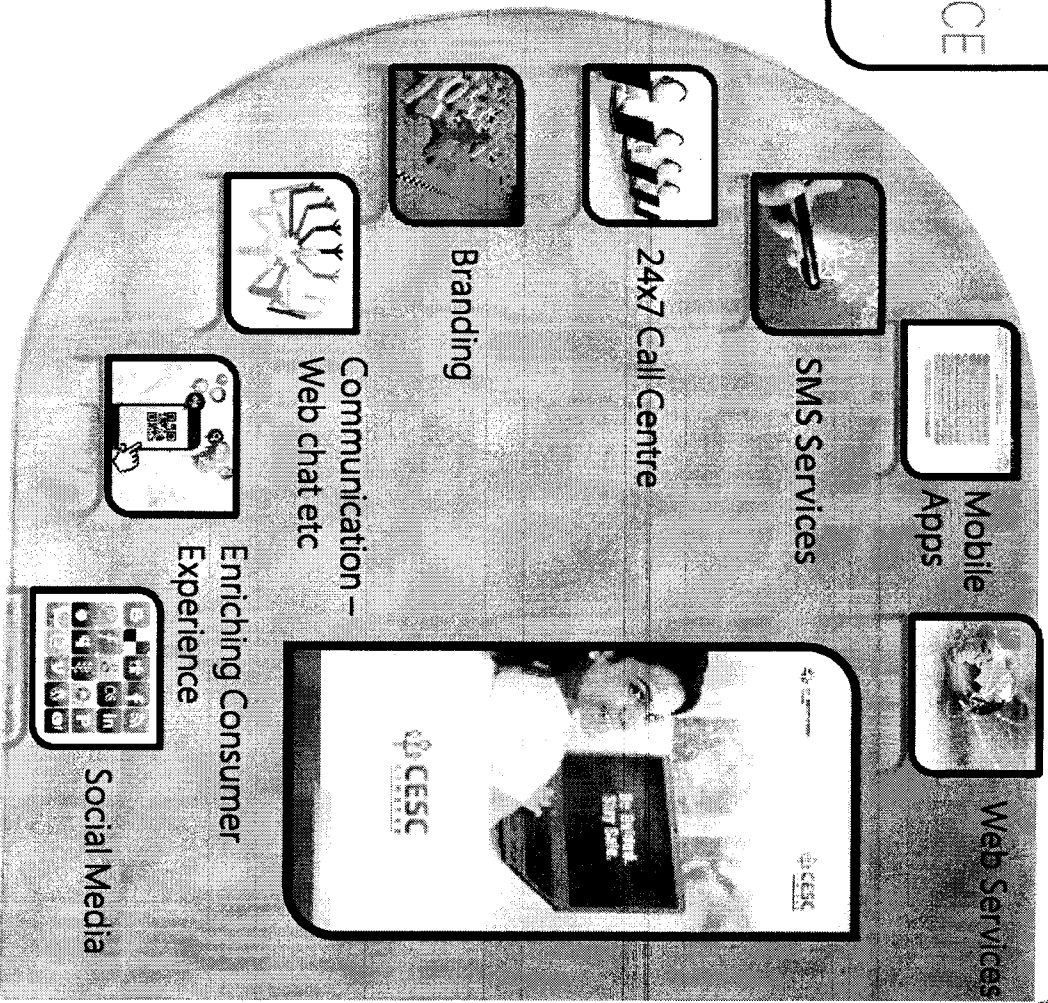
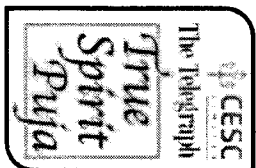
Awards & Recognitions



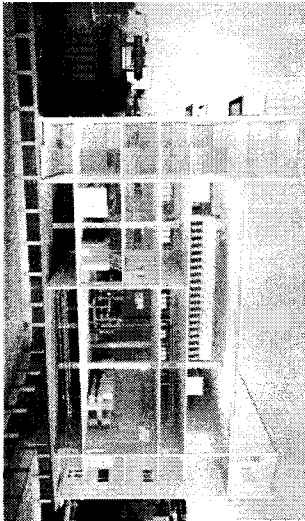
Corporate Headquarter- "CESC House" is the First Heritage Building in India to get a LEED Gold rating from the United States Green Building Council (USGBC) under Existing Building category

CESC e SERVICE

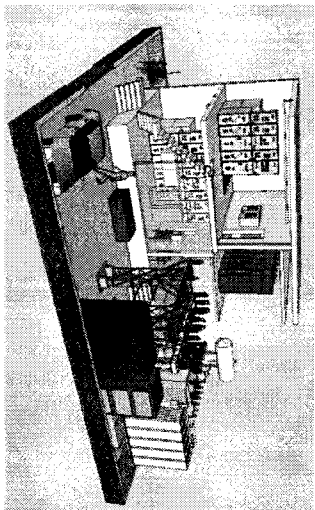
Improving Consumer Experience with superior customer service



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

Transforming the way Utilities relate to their
customers

Unlocking Customer Engagement
with Digital Platforms

Silver Spring
NETWORKS

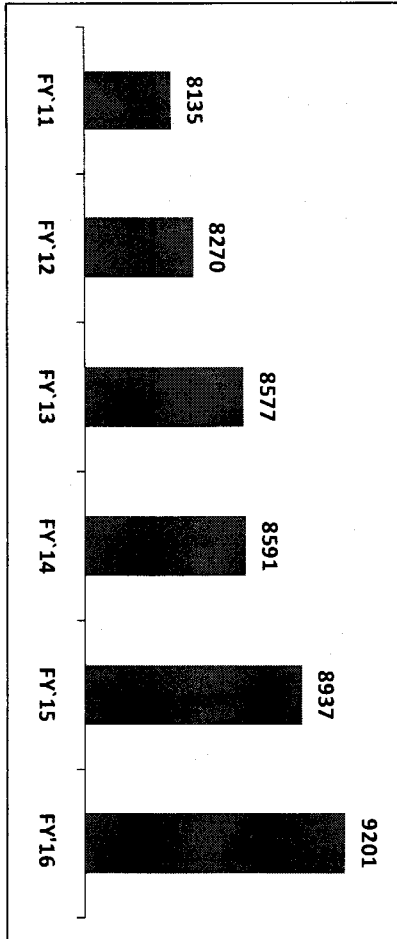
AMI with approx. 25,000 Smart
Meters (and a few RMUs)

INNOVARI

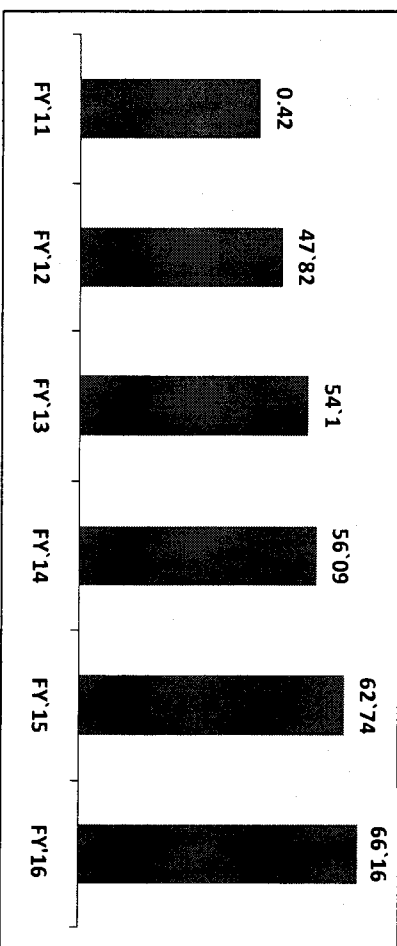
1.5 MW Demand Response project with
both Demand Side management and
DER integration

CESC Standalone Financials

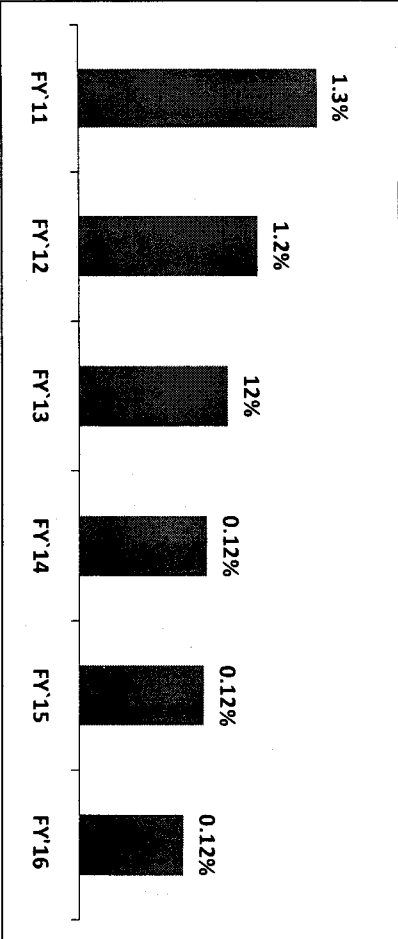
Sales (MU)



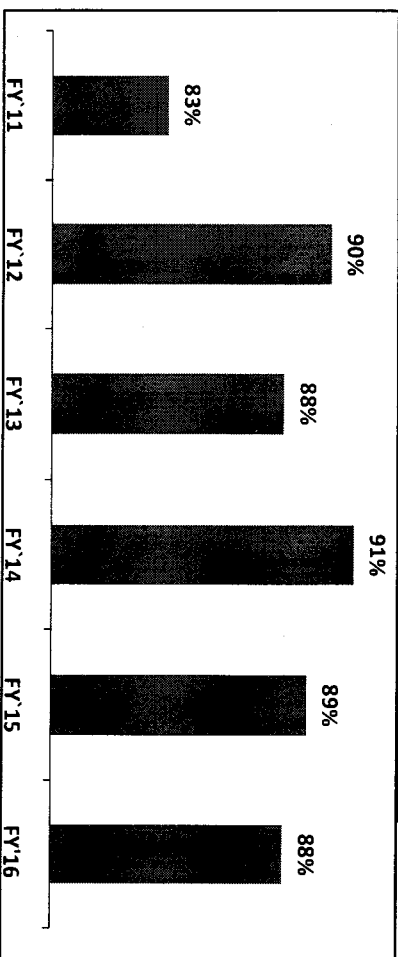
Revenue (Rs. bn)



T&D Loss (%)

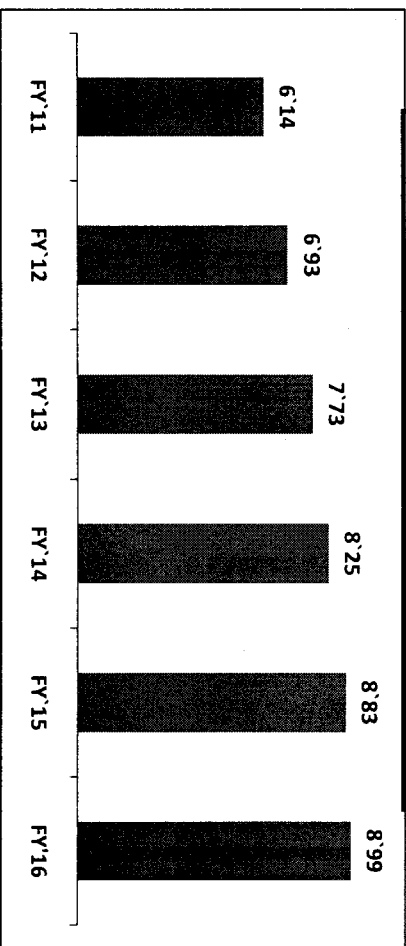


PLF%(Budge Budge)

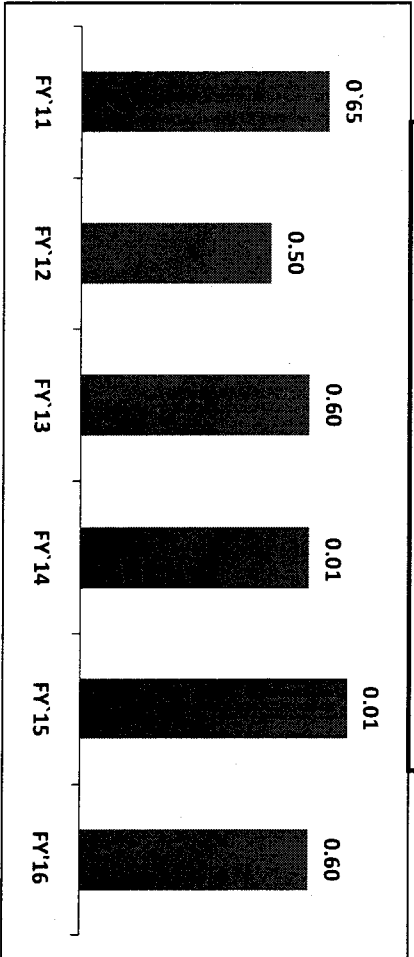


CESC Standalone Financials

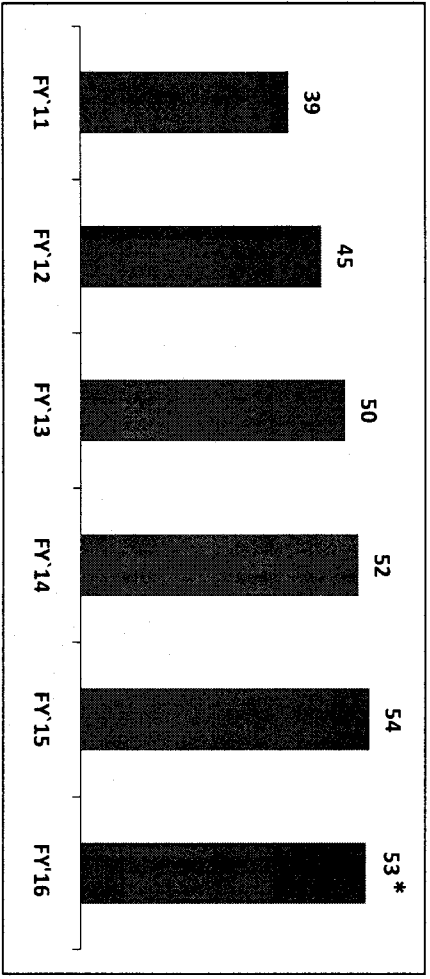
PBT (Rs. Bn)



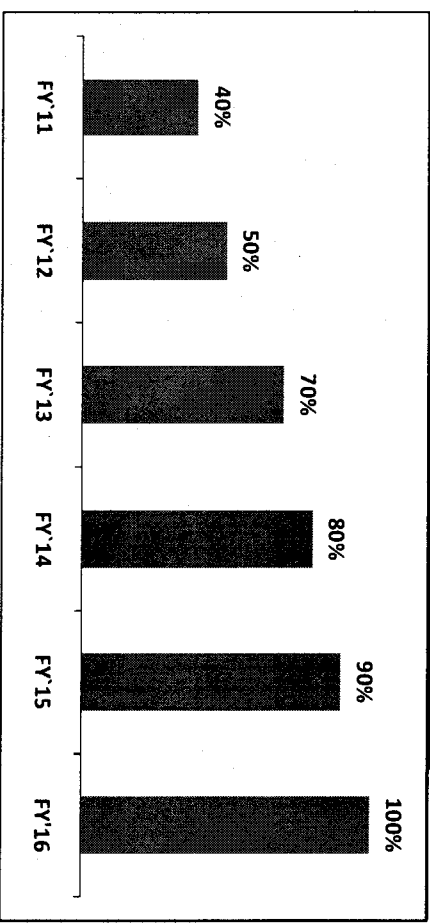
Long Term Debt / Equity Ratio



EPS (Rs.)



Dividend History



* Post issue of QIP Shares

Growth Opportunities

Distribution

Participation in privatization of Distribution Franchisee

Independent Power Projects

Acquisition of Generation Assets & fuel security for new projects

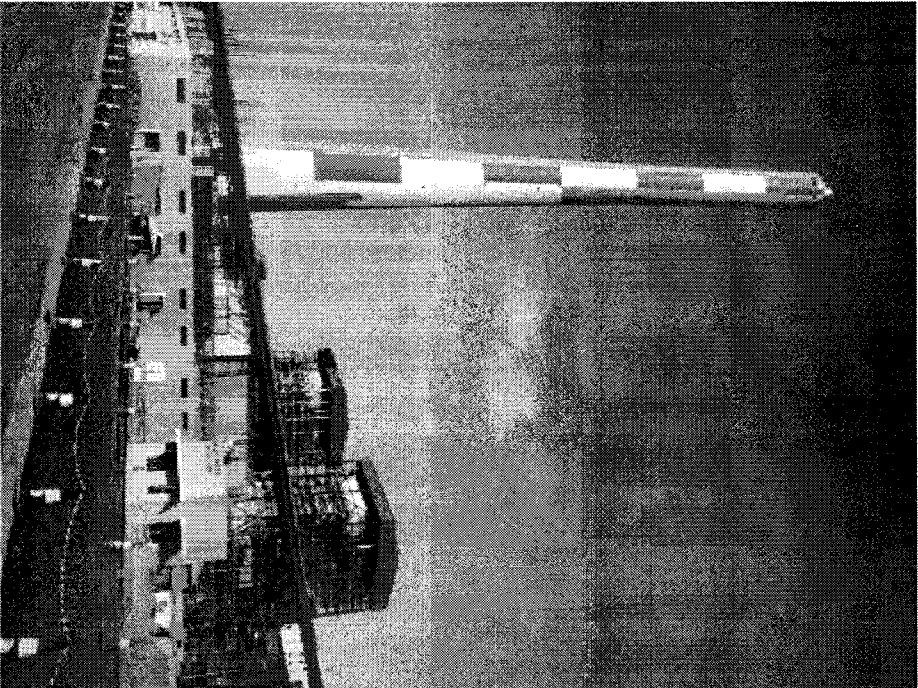
New Power Policy

Government Committed to Ensure Affordable 24x7 Power for all

Renewables

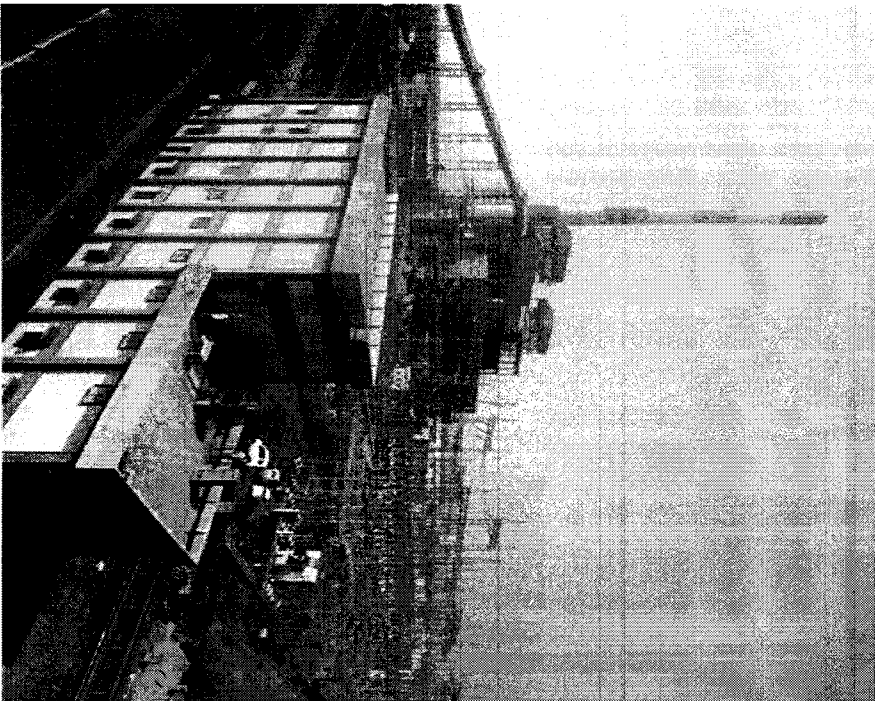
Thrust on clean energy generation

600 MW Haldia Thermal Power Project, West Bengal



- Fully regulated project approved by WBERC, entire 600 MW power being supplied to CESC to meet the growing need of its consumers , 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 awarded "Global Environment Award 2016" in Platinum Category, at the 7th World Renewable Energy Technology Congress
- Long term borrowings Credit Rating at " A"

600 MW Chandrapur Thermal Power Project, Maharashtra

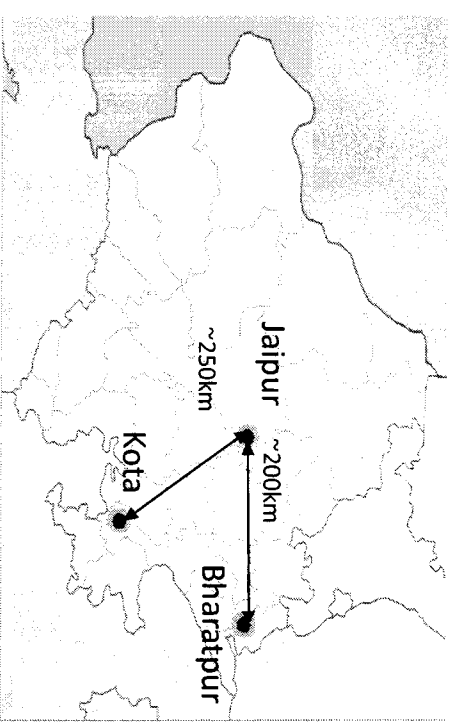


- First Independent Power Plant (IPP) of CESC
- Constructed in Chandrapur, near Nagpur with 2x300 MW configuration
- Project cost of Rs. 38 billion funded at 75:25 debt equity ratio
- BTG supplied by Shanghai Electric, BOP undertaken by Punj Lloyd
- Both units commissioned in 2014
- Supplying 100 MW 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

Kota and Bharatpur (Rajasthan) Distribution Franchisee

- ❑ Distribution Franchise Agreement (DFA) signed for both Kota and Bharatpur on 17th June 2016 for distribution and supply of electricity for a term of 20 years each
- ❑ Kota and Bharatpur - combined area of more than 200 sq km ; 2.3 lakh consumers with a Peak Load of 241 MW
- ❑ Potential to generate combined annual revenue of Rs. 750 crore
- ❑ Handover of Kota Operations done, effective from 1st Sep'16 (Bharatpur expected in Dec'16)
- ❑ CESC has started upgrading the network, improving customer services, removing inefficiencies in billing & collection and improve the IT infrastructure

Kota	Bharatpur
<ul style="list-style-type: none"> • 150 sq. km area • 1.86 lakh consumers • 314 HT consumers • 5.4% growth in consumer base 	<ul style="list-style-type: none"> • 50 sq. km area • 47,641 consumers • 165 HT consumers • 2.5% growth in consumer base



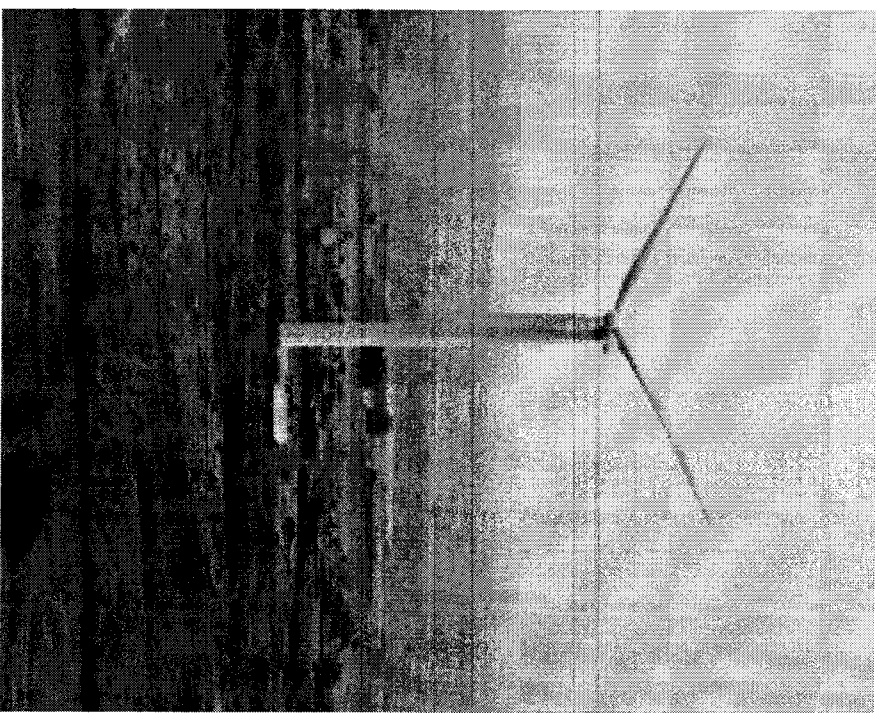
CESC has formed two wholly owned subsidiaries in Rajasthan - **Kota Electricity Distribution Ltd and Bharatpur Electricity Services Ltd** for distributing power in these two cities

Renewables

Renewable portfolio of over 200 MW

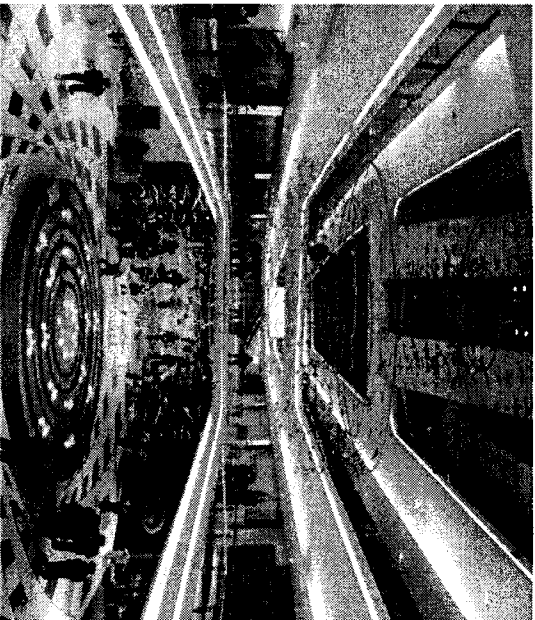
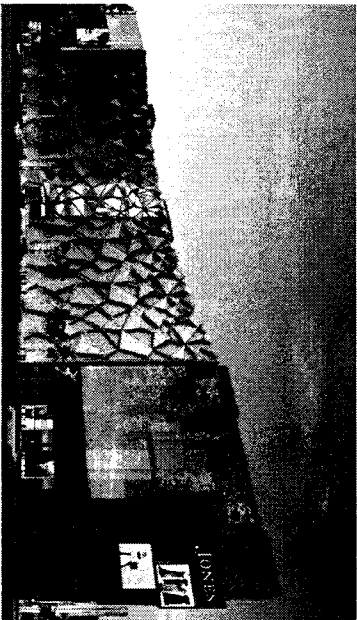
- ❑ 24 MW (2x12) Wind project in Jaisalmer, Rajasthan
- ❑ 26 MW (2x13) Wind project in Surendranagar, Gujarat
- ❑ 9 MW Solar PV in Kutch, Gujarat
- ❑ 18 MW Solar PV in Tamil Nadu
- ❑ 36 MW Wind project in Mandasaur, Madhya Pradesh
- ❑ 94 MW wind projects under implementation in Gujarat and Andhra Pradesh

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

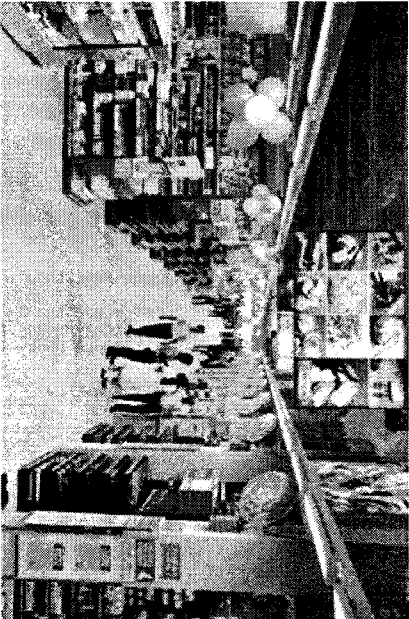
Real Estate – “Quest”



- Built on 3 acres of land in Kolkata, this is the 1st Luxury Mall of East India.
- Presently the mall is witnessing strong footfalls of 1 mn+ per month
- 4,15,000 sq.ft retail area, 900+ car parking
- Houses volume retailers like Spencer’s, Starmark, Lifestyle as well as international luxury labels such as Burberry, Emporio Armani, Gucci, Canali, Furla, Tumi, Rolex, Omega and much more.
- Fine Diners include Smoke House Deli, Bombay Brasserie, Irish House, Yauatcha & Serafina
- Declared ‘**Best Shopping Mall of the Year – East**’ at the 4th Indian Retail and e-Retail Awards 2015
- 1st Shopping Mall to be awarded the **IGBC Platinum** rating under Indian Green Building Council Existing Building Rating System

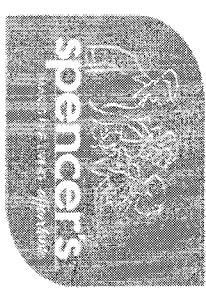


RETAIL BUSINESS

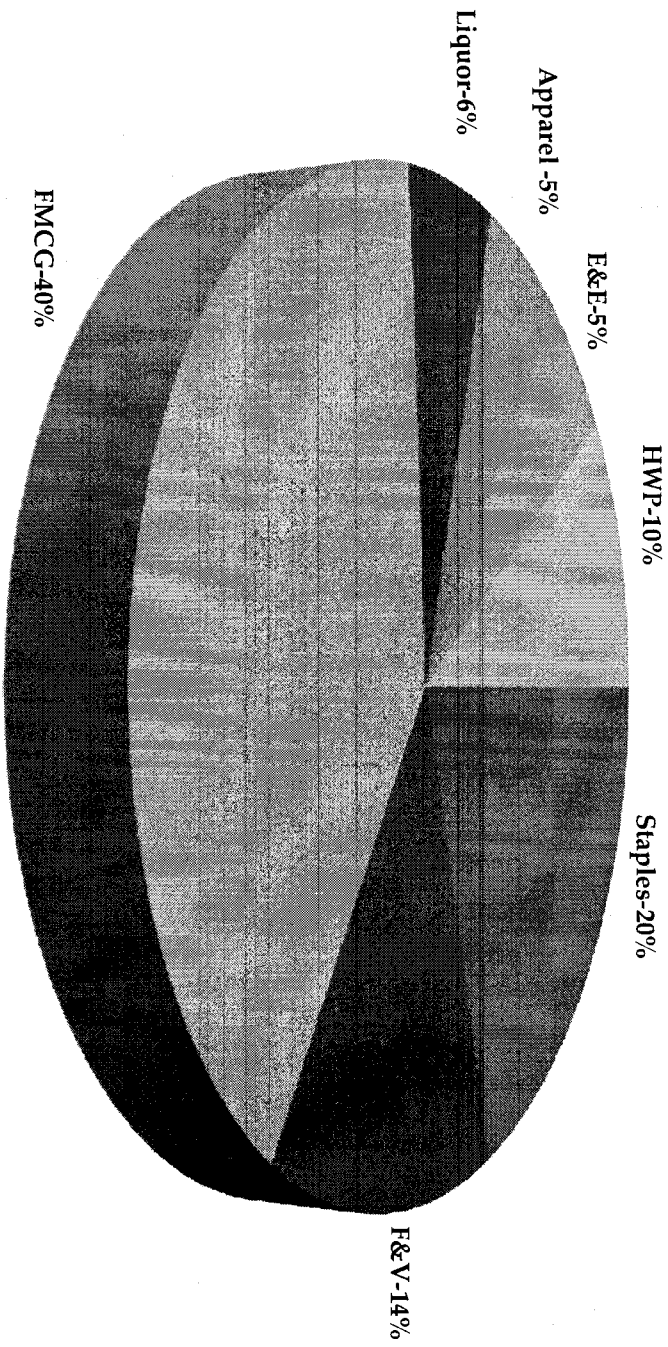


Spencer's Retail

- 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 50-60 Hypermarket stores over next four years
- Spencer's Retail has entered into Grocery ecommerce with the acquisition of www.meragorcer.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



Sales Mix



Food has highest share ~ 80%

Store count

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

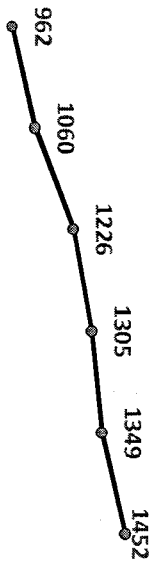
No of Hypers opened	6	0	9	3	5
No of Hypers closed		1		3	3

Planning to open 8 new stores in FY'17

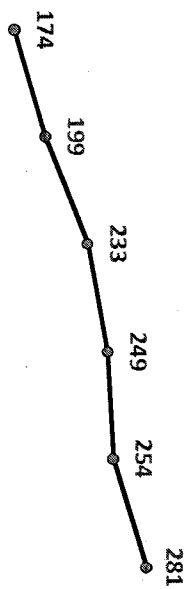
- > Hyper defined as clear focus area
- > New stores to be opened in the existing 5 regions
- > Small stores to continue as-is

Operating Performance:

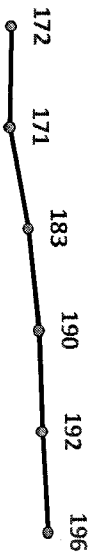
Sales/ sqft (Rs./month)



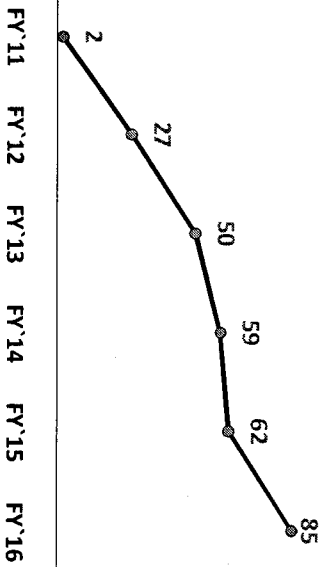
Gross Margin/ sqft (Rs./month)

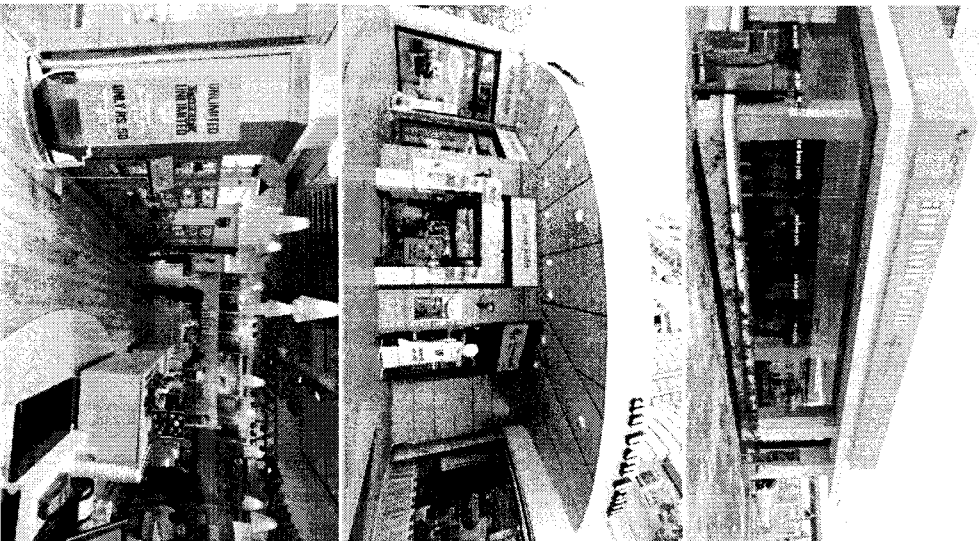


Store Opex/ sqft (Rs./month)



Store EBITDA/ 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 has 24 cafes & 13 kiosks across Kolkata, Bangalore and Delhi NCR serving more than 100 unique menu offerings
- 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 2016 in the “Best Breakfast” category
- Strong roll out plan in 2016-17 incl expansion in Kolkata & NCR

Firstsource Solutions Ltd.





Firstsource Solutions Ltd- Pure play BPO services



Quick Facts

- Founded: December 2001
- Revenue: FY16 revenue is Rs. 3230 crs
- Global Clients: 100+
- Countries: 05
- Delivery Centres: 47
- Employees: 24,000+

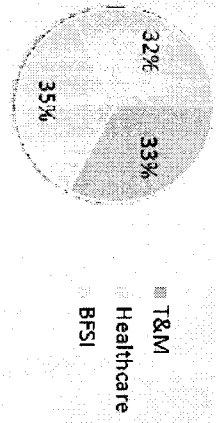
Awards & Recognitions



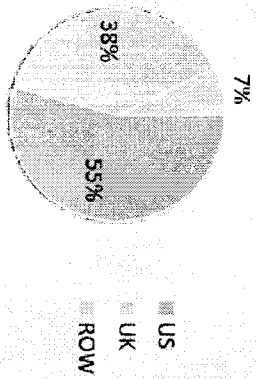
FSL client base includes 17 Fortune 500 and 10 FTSE 100 companies

- Healthcare: 5 of the top 10 Health Insurance / managed care companies in the US and over 650+ hospitals in the US
- Telecom & Media: 2 of the top 10 US telecom companies, leading MVNO in the UK, Largest pay TV operator in the UK, Global provider of telecom equipment and networks, 2 of the top 5 mobile companies in India, Largest telecom company in Sri Lanka, Largest pay TV operator in Australia, One of the world's largest Media & Entertainment conglomerates, UK's largest News & Broadcasting company
- BFSI: 6 of the top 10 U.S. credit card issuers, leading Irish Bank, largest credit card issuers in the UK, largest bank and mortgage lender in the U.K., One of the Top 3 motor issuers in the U.K, India's leading private life insurer

Revenue Distribution by Industry



Revenue Distribution by Geography



Overview

CESC acquired majority stake in FY'13

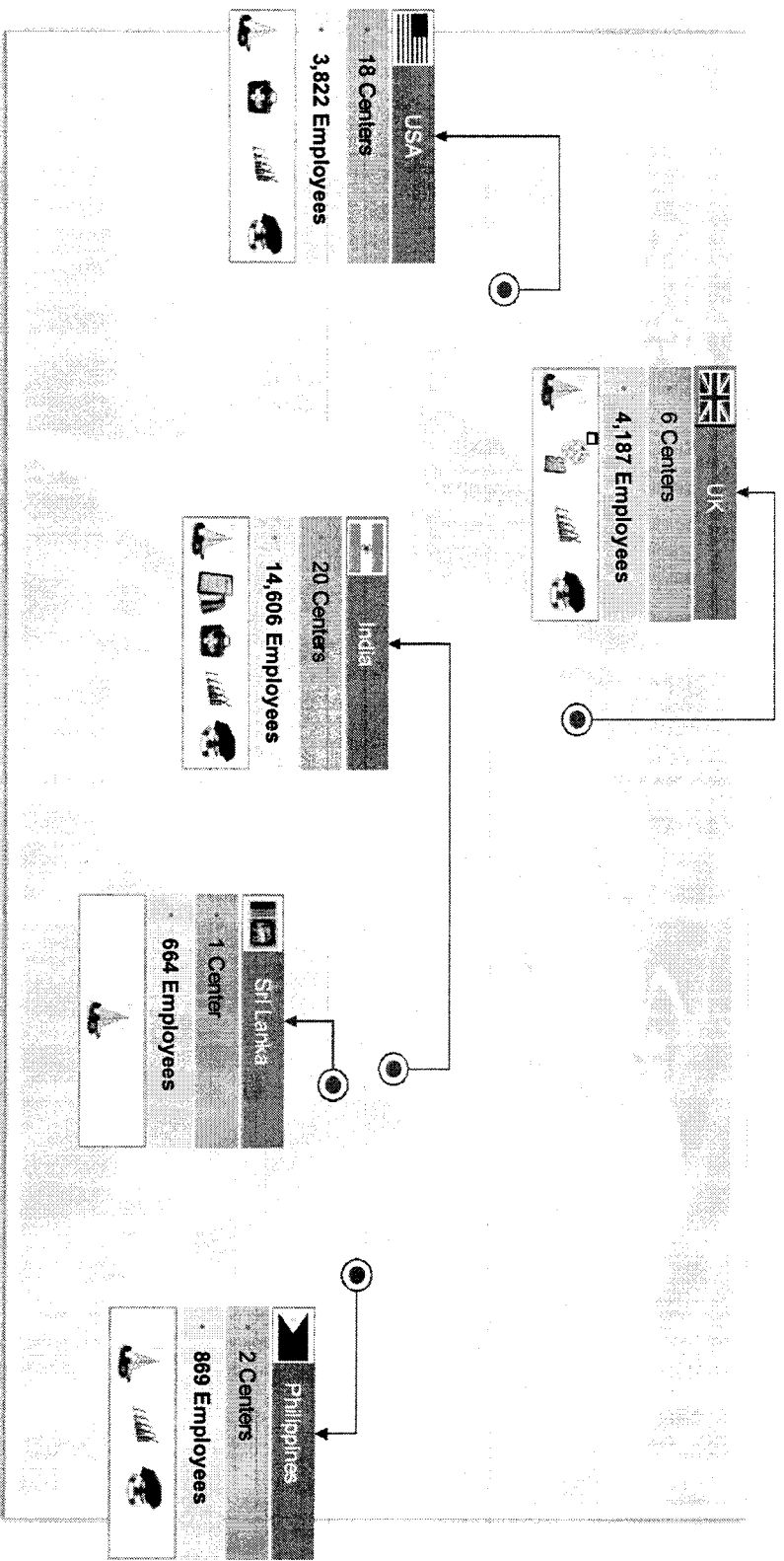
PAT increased by 74% between FY'13 and FY16

Repaying debts on time from cash flow

Strong rigour in fiscal governance

Increased shareholder value by nearly 3.0x over the last 3 years

Global Delivery Platform





Present in 5 countries | Employee Strength: 24,148 | Countries: 5 | Centers: 47 | Seals: 23,920

Ranked #16 in NASSCOM'S Top 10 BPM Exporters in India in 2016 | Over 100 Global Clients including 17 Fortune 500 And 10 FTSE 100 Companies | Publicly Traded:

NSE: FSL, BSE: 532809, Reuters: FSO.BO, Bloomberg: FSOL@IN |

Right-shore Delivery Model | Proximity to Clients | Enhanced Business Continuity Capability

Firstsource Solutions – Business Verticals

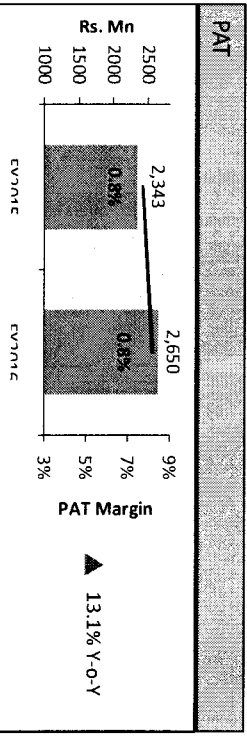
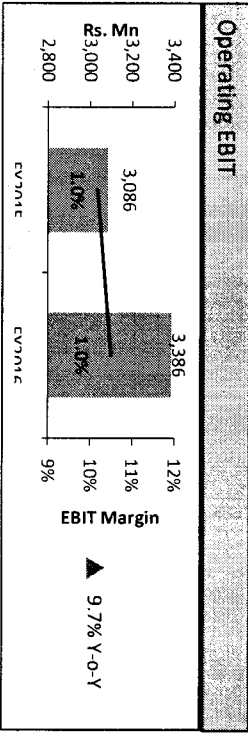
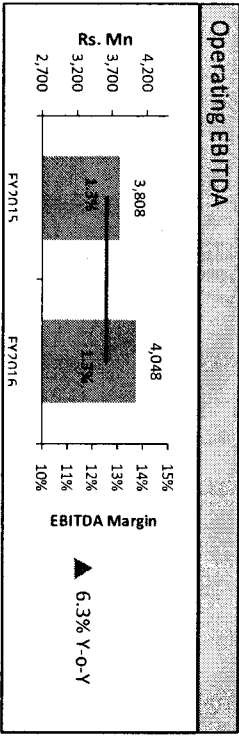
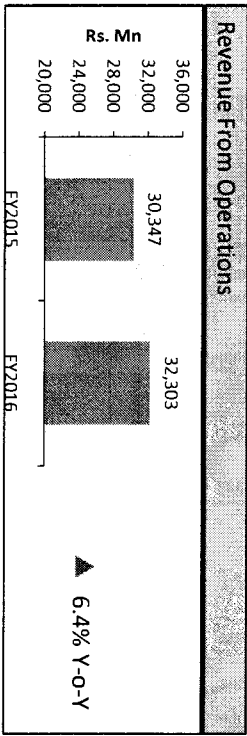
<p>TELECOM AND MEDIA</p>  <p>Segments</p> <ul style="list-style-type: none"> • Broadband / High Speed Internet (ISP) • Wireless / Mobile • Cable and Satellite TV (Pay TV) • Wire line / Fixed <p>Service Offerings</p> <ul style="list-style-type: none"> • Research and Analytics • Receivables Management and Collections • Sales, Provisioning & Fulfillment • Customer Service / Tech Support/Billing / Retention 	<p>BANKING, FINANCIAL SERVICES & INSURANCE</p>  <p>Segments</p> <ul style="list-style-type: none"> • Credit Cards • Mortgage • Retail Banking • Insurance <p>Service Offerings</p> <ul style="list-style-type: none"> • Loan Processing and Reconciliation • Check and Item Processing • Customer service and Fulfillment • Collections and Recoveries • Complaints Management 	<p>+</p> <p>Segments</p> <ul style="list-style-type: none"> • Healthcare Services <p>Service Offerings</p> <p><i>Provider Services:</i></p> <ul style="list-style-type: none"> • Eligibility Services • Receivables Management <p><i>Payer Services:</i></p> <ul style="list-style-type: none"> • Mailroom Operations • Transaction Processing • Claims Processing • Claims Adjudication • Enrollment Services • Correspondence Mgt.
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GEOGRAPHIES SERVICED



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
Operating EBITDA %	12.5%	12.5%
Depreciation / amortization	722	662
Operating EBIT	3,086	3,386
Operating EBIT %	10.2%	10.5%
Other Income / (expense)	11	76
Interest Income / (expense), net	(656)	(506)
PBT	2,440	2,956
PBT (% of total income)	8.0%	9.2%
Taxes and Minority Interest	97	306
PAT	2,343	2,650
PAT (% of total income)	7.7%	8.2%



Thank You