



**RP-Sanjiv Goenka
Group**

Growing Legacies



ENERGISING LIVES - SINCE 1899

SEC: SB: 30782

15 November, 2017

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 Tower
Dalal Street
Mumbai – 400 001

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

Dear Sir,

Investors' Presentation

Further to our letter no. SEC: SB: 30778 dated 13 November, 2017 please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference 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 2017

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RP- Sanjiv Goenka Group

- ❑ RP-Sanjiv Goenka Group is a well known diversified business house in India
- ❑ RP-Sanjiv Goenka Group has interests across diverse business sectors - Power & Natural Resources, Carbon Black, IT & Education, Retail, Media & Entertainment and Infrastructure
- ❑ Power Generation and Distribution contribute a majority of the revenues of RP-SG Group
- ❑ Approx. 45,000 employees and 3,00,000 shareholders
- ❑ Sanjiv Goenka is the principal shareholder of the RP-Sanjiv Goenka Group together with other Group companies



**RP - Sanjiv Goenka
Group**

Growing Legacies

Major Companies	Businesses
CESC	Fully Integrated Private Power Utility
Phillips Carbon Black	Largest Carbon Black Manufacturer
Spencer`s Retail	2 nd Largest Food Based Retailer
Firstsource Solutions	Top 3 Pure Play BPO Player
Saregama India	Biggest Collection of Indian Music
Harrisons Malayalam	Tea and Rubber Plantations

GROWING LEGACIES IS OUR CULTURE.

The RP - Sanjiv Goenka Group has always focused on growth. In a short span of six years, the Group's assets have grown to ₹40,355 crore and so has our EBITDA to ₹4,231 crore. Our most precious asset, our employees, have grown to over 45,000 today.

This is a fitting testimony to our commitment to augment stakeholders' value towards a brighter future.



www.rp-sg.in

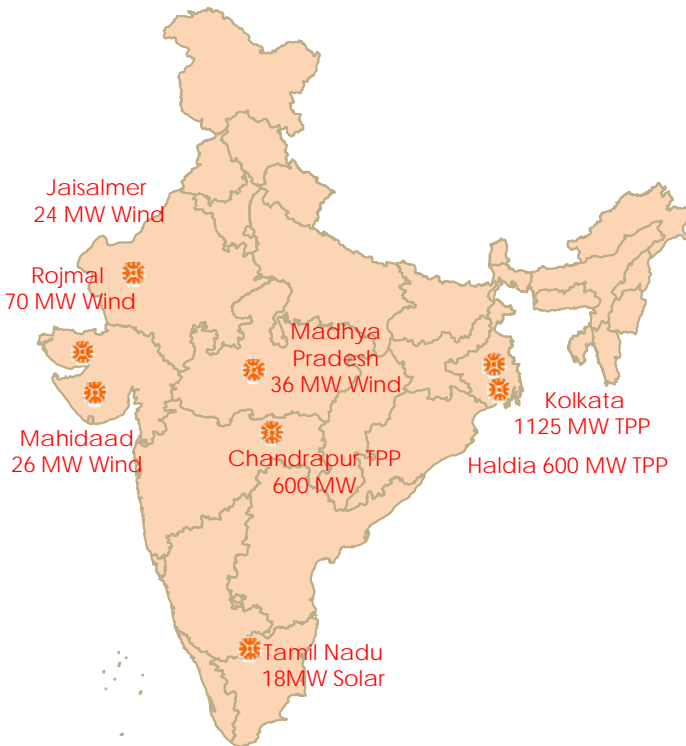
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Financial Performance of Key Subsidiaries – FY`16-17

	Revenue (Rs. Crs)	EBIDTA (Rs. Crs)	PAT (Rs. Crs)
CESC (standalone)	7367	2031	863
Haldia Energy	2045	930	297
Dhariwal Infrastructure (not fully functional)	509	75	(484)
Crescent Power	171	91	48
Noida Power Company (Associate)	1115	250	98
Spencer`s Retail	2021	(17)	(108)
Firstsource Solutions	3456	438	280
CESC (consolidated)	14202	3417	691

Overview of CESC

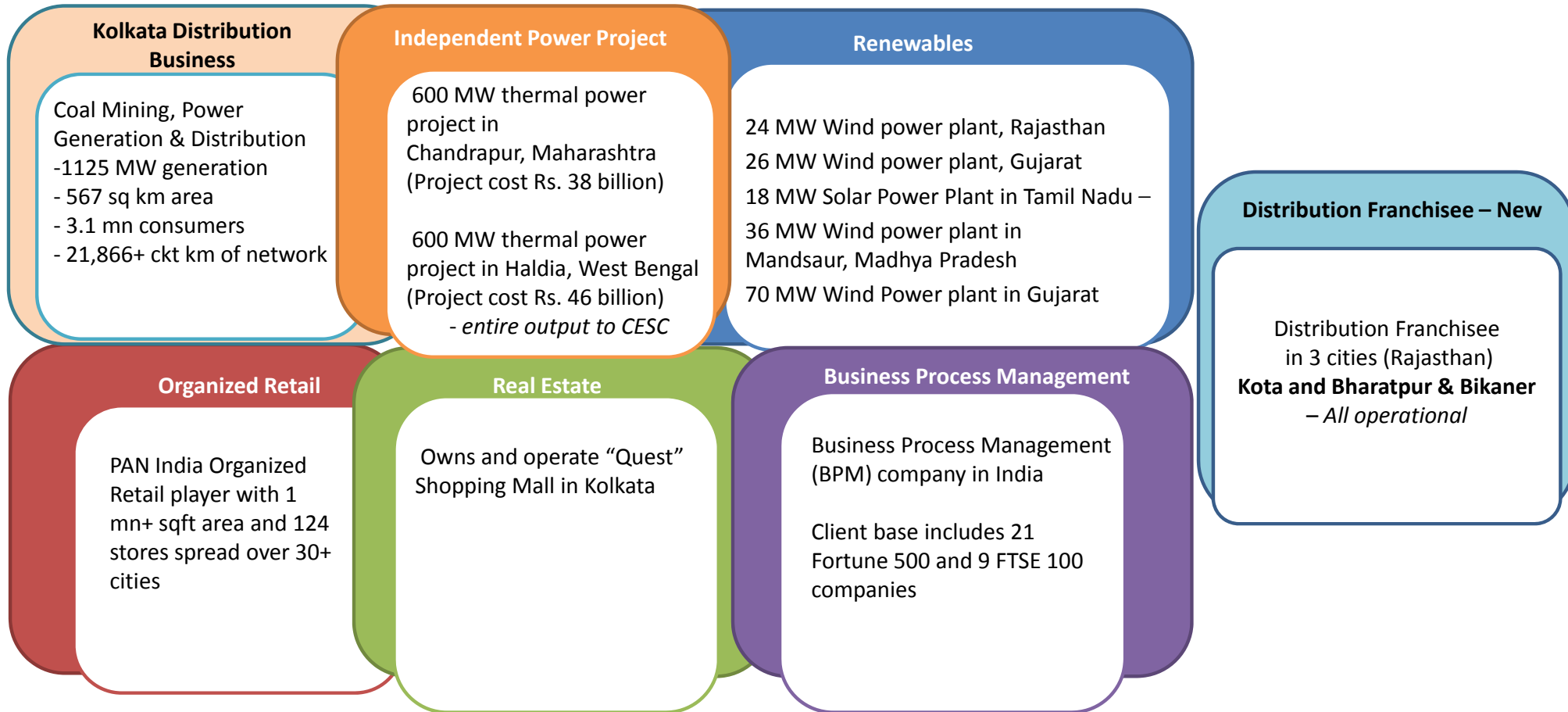
Power Generation Map



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 2150+ MW
- ❑ CESC Regulated Business - 1125 MW Generation, 567 sq.km. area, 3.1mn 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
- ❑ External credit rating Long Term "AA" (high safety) and Short Term "A1+" (highest safety)

CESC Existing Businesses



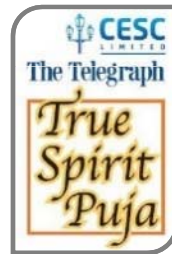
Awards & Recognitions



CESC won the ‘Smart Grid Project of the Year’ award at the Asian Power Awards for its programme with Silver Spring Networks

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

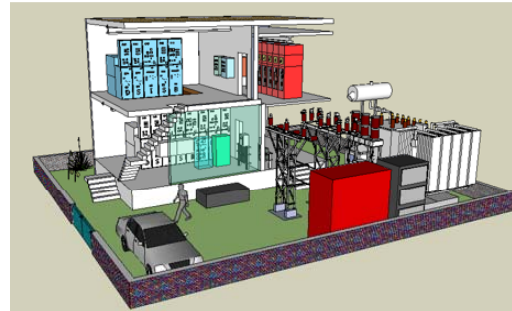
Improving Consumer Experience with superior customer service



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'



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)

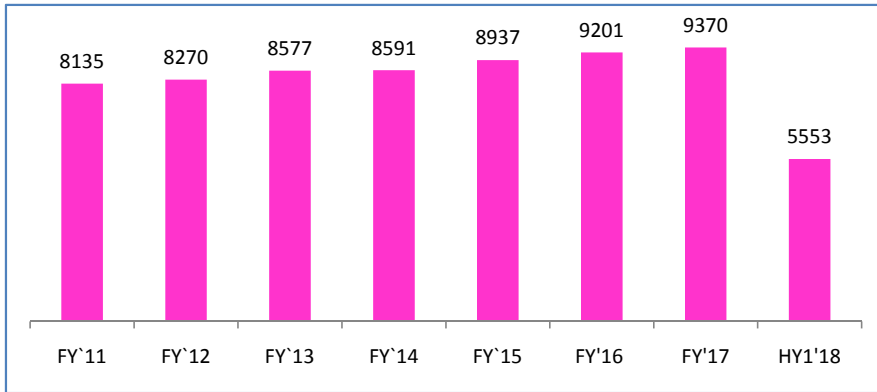


INNOVARI

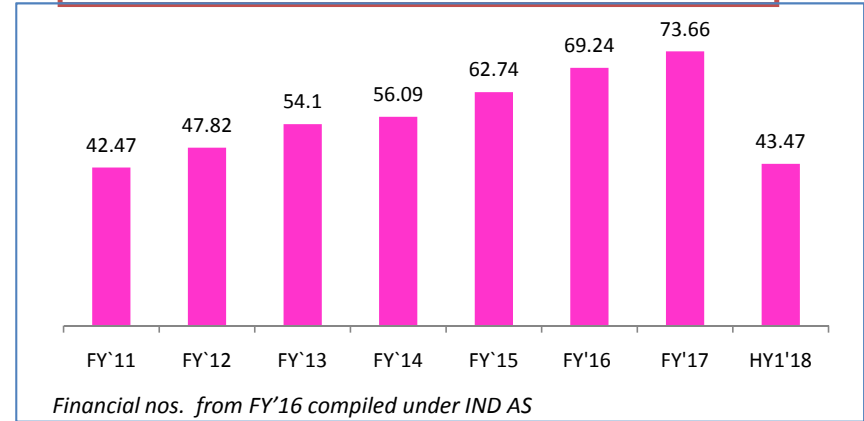
1.5 MW Demand Response project with both Demand Side management and DER integration

CESC Standalone Financials

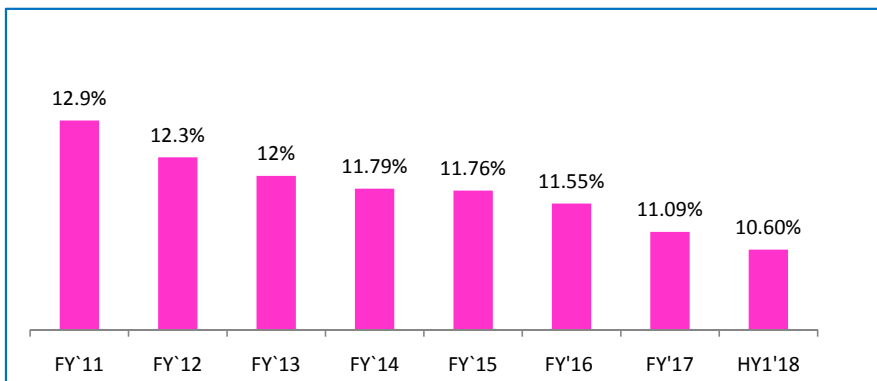
Sales (MU)



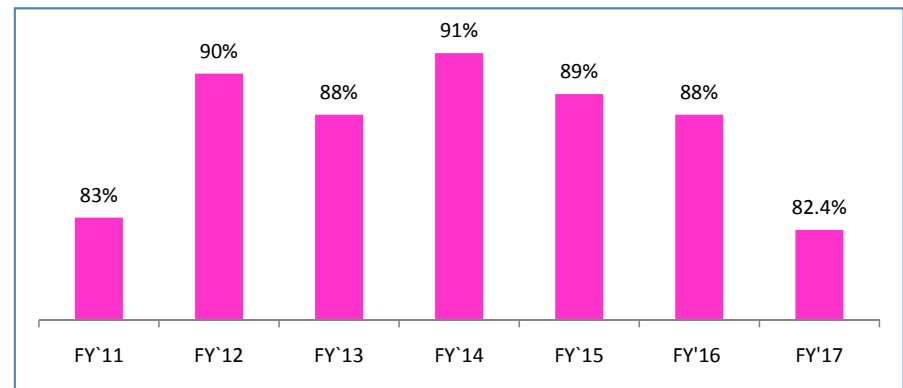
Revenue (Rs. bn)



T&D Loss (%)

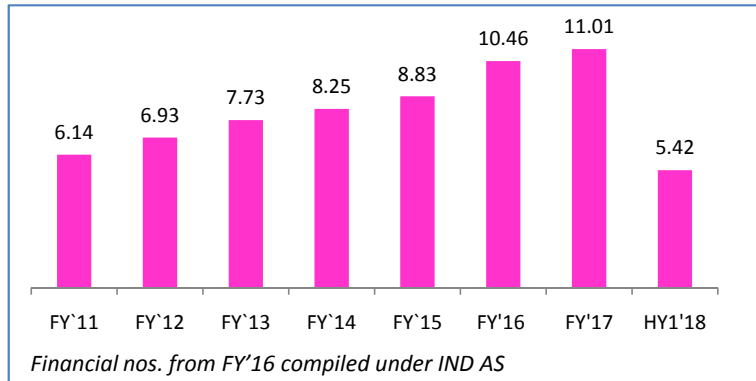


PLF%(Budge Budge)

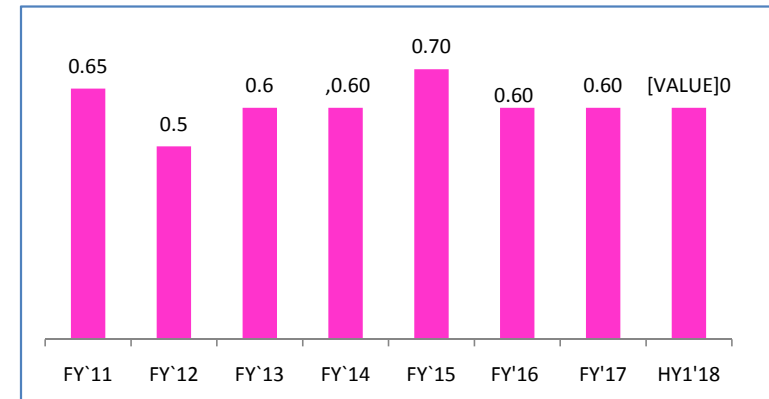


CESC Standalone Financials

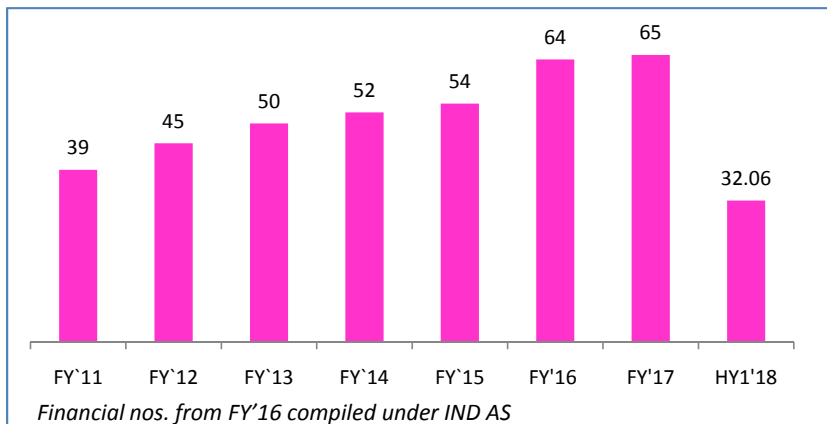
PBT (Rs. Bn)



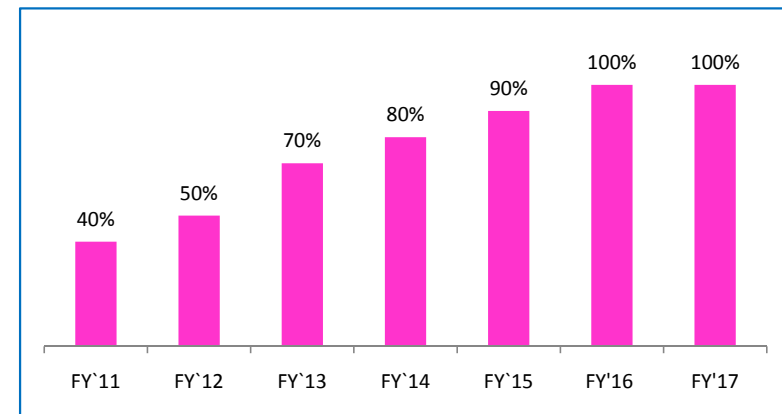
Long Term Debt / Equity Ratio



EPS (Rs.)



Dividend History



600 MW Haldia Thermal Power Project, West Bengal



- ❑ To meet the growing need of CESC consumers - new 600 MW (2x300) TPP commissioned in Haldia, near Kolkata in 2015
- ❑ Fully regulated project approved by WBERC, entire 600 MW power being supplied to CESC, PPA approved 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
- ❑ 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 Credit Rating at “A+”
- ❑ During FY`16-17, Haldia TPP achieved a PLF of 76.69% and supplied 3701 MU to CESC licensed area

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
- ❑ Fuel Supply Agreement signed with subsidiary of Coal India Ltd
- ❑ Supplying 100 MW to TANGEDCO under long term PPA
- ❑ Supply against 170 MW PPA (approved by UPERC) with NPCL fully commenced from March, 2017

Kota, Bharatpur and Bikaner (Rajasthan) Distribution Franchisee

- ❑ Distribution Franchisee 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

3rd DFA for Bikaner city signed on 14th March for a period of 20 years

- ❑ Kota and Bharatpur - combined area of more than 225 sq km ; 2.5 lakh consumers with a Peak Load of 241 MW

Bikaner DFA is for area of approx. 155 sq. km

- ❑ Potential to generate combined annual revenue of ~ Rs. 1200 crore

- ❑ Handover of both Kota & Bharatpur Operations done, effective from 1st Sep'16 & 1st Dec'16 respectively

Handover for Bikaner also effected on 16th May 2017

- ❑ 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"> • 176 sq. km area • 2.03 lakh consumers • 707 HT consumers • 9.0% growth in consumer base 	<ul style="list-style-type: none"> • 50 sq. km area • 0.56 lakh consumers • 165 HT consumers • 12% growth in consumer base

Bikaner
<ul style="list-style-type: none"> • 155 sq. km area • 1.48 lakh consumers • 390 HT consumers

CESC has formed three wholly owned subsidiaries in Rajasthan - **Kota Electricity Distribution Ltd, Bharatpur Electricity Services Ltd and Bikaner Electricity Supply Limited** for distributing power in these three cities

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
- ❑ 70 MW wind Project in Rojmal, Gujarat

Plans to increase footprints in the wind business, driven by 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 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 Shopping Malls Excellence Awards organized by CMO Asia



- ❑ 1st Shopping Mall to be awarded the **IGBC Platinum** rating under Indian Green Building Council Existing Building Rating System



RETAIL BUSINESS

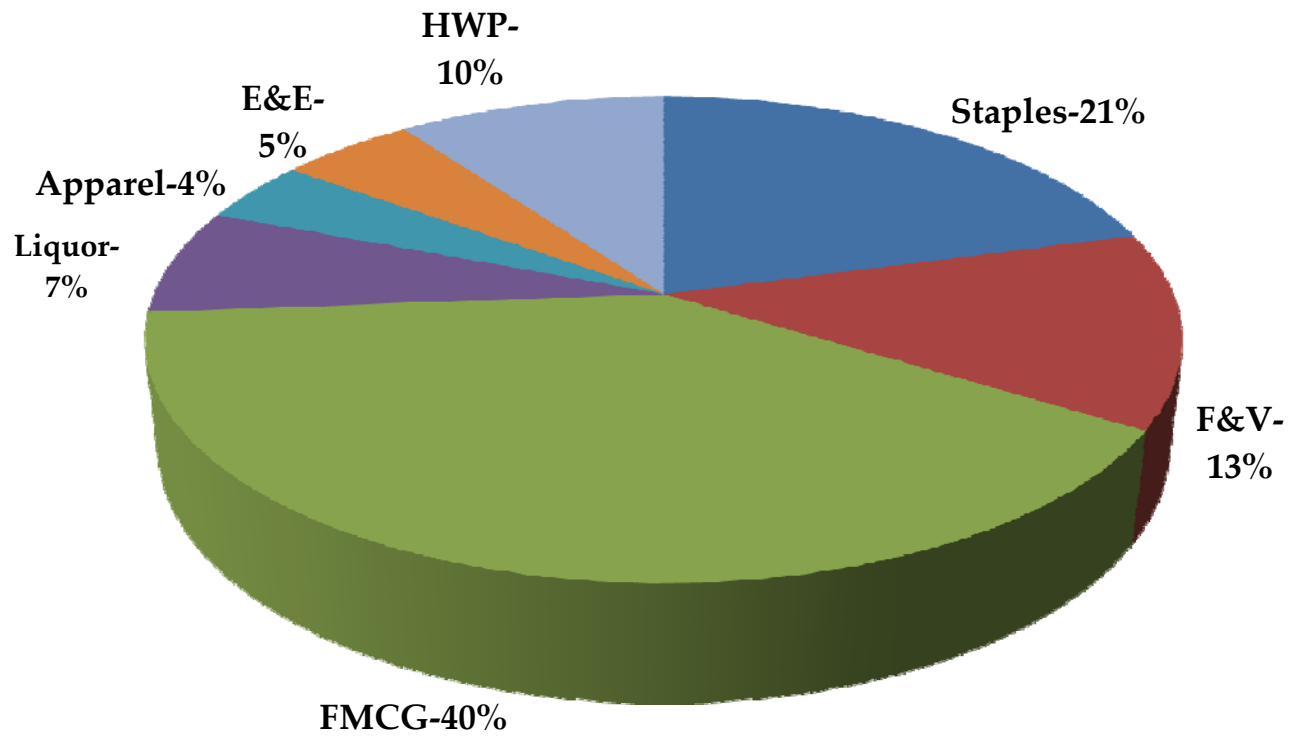
Spencer`s Retail



- ❑ Rs 2000+ crs food-first, multi-format retailer since 1996
- ❑ Organized retail business
- ❑ 124 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
- ❑ Foray into **Grocery ecommerce with** the online Spencer's store www.spencers.in in Kolkata, Gurgaon, Noida, Delhi, Hyderabad and Chennai
- ❑ Launched apparel brand "**2Bme**", a range of apparels for men, women & Kids
- ❑ Spencer's Retail has been awarded the "**Hypermarket of the Year**" 2017 by the Retail Association of India (RAI) and FICCI

www.spencers.in

Sales Mix



Food has highest share ~ 81%

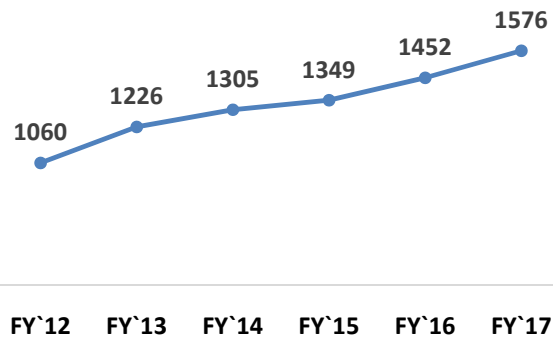
Store count

	11-12	12-13	13-14	14-15	15-16	16-17
Hypers (Avg 23,000Sqft)	26 56%	25 64%	34 74%	34 75%	36 78%	39 76%
Super (Avg 6,700Sqft)	15 7%	14 9%	13 9%	13 8%	12 8%	17 11%
Daily (Avg 2,200Sqft)	141 37%	92 27%	81 17%	79 17%	70 14%	68 13%
All Total	182	131	128	126	118	124

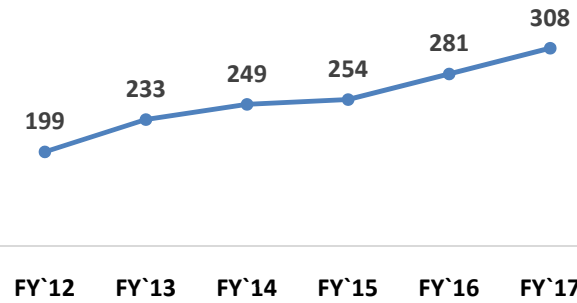
No of Hypers opened	6	0	9	3	5	3
No of Hypers closed		1		3	3	

Operating Performance:

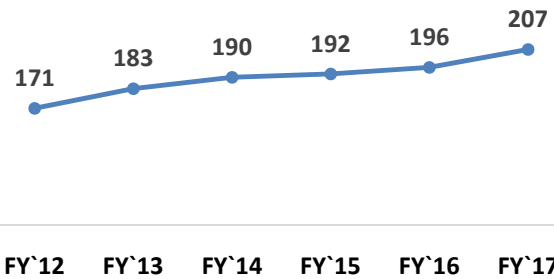
Sales/ sqft (Rs./month)



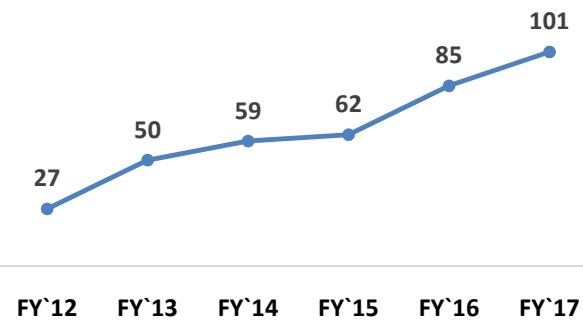
Gross Margin/ sqft (Rs./month)



Store Opex/ sqft (Rs./month)



Store EBIDTA/ sqft (Rs./month)



Guiltfree Industries Ltd



- ❑ Forayed into FMCG business with packaged food business. Launched two products 'Foxnuts' and 'Wheat Thins' under brand 'Too Yumm!!' in April 2017
- ❑ The affordably priced products will be sold through retail chains, neighbourhood stores and online platforms.
- ❑ Planning is to launch more products over the next twelve months.
- ❑ Acquired 70% stake in Rajkot based "Apricot Foods Pvt. Ltd".



- ❑ Manufacture and sale of Packaged snack food under the brand name of "e-vita".
- ❑ Manufacturing facilities in Rajkot (Gujarat) and Medchal (Hyderabad) with a total production capacity of 33,000 tonnes p.a. of snack food items.
- ❑ Product categories: Wide product portfolio of 49 SKUs across 3 segments - Chips (9) , Namkeens (26) and Extruded Snacks (14).
- ❑ Pricing: 95% revenue from sale of small packets (35-40g) of Rs 5 each.



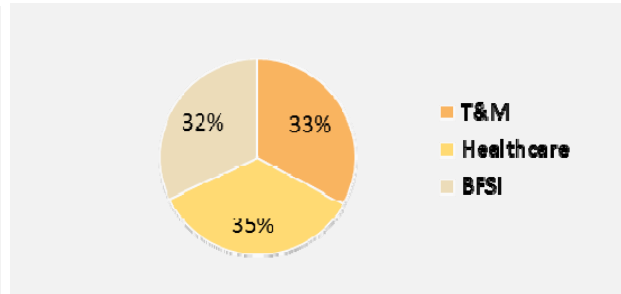
Firstsource Solutions Ltd.



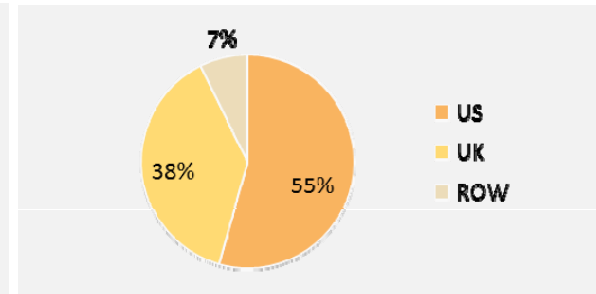
Quick Facts

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

Revenue Distribution by Industry



Revenue Distribution by Geography



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

Overview

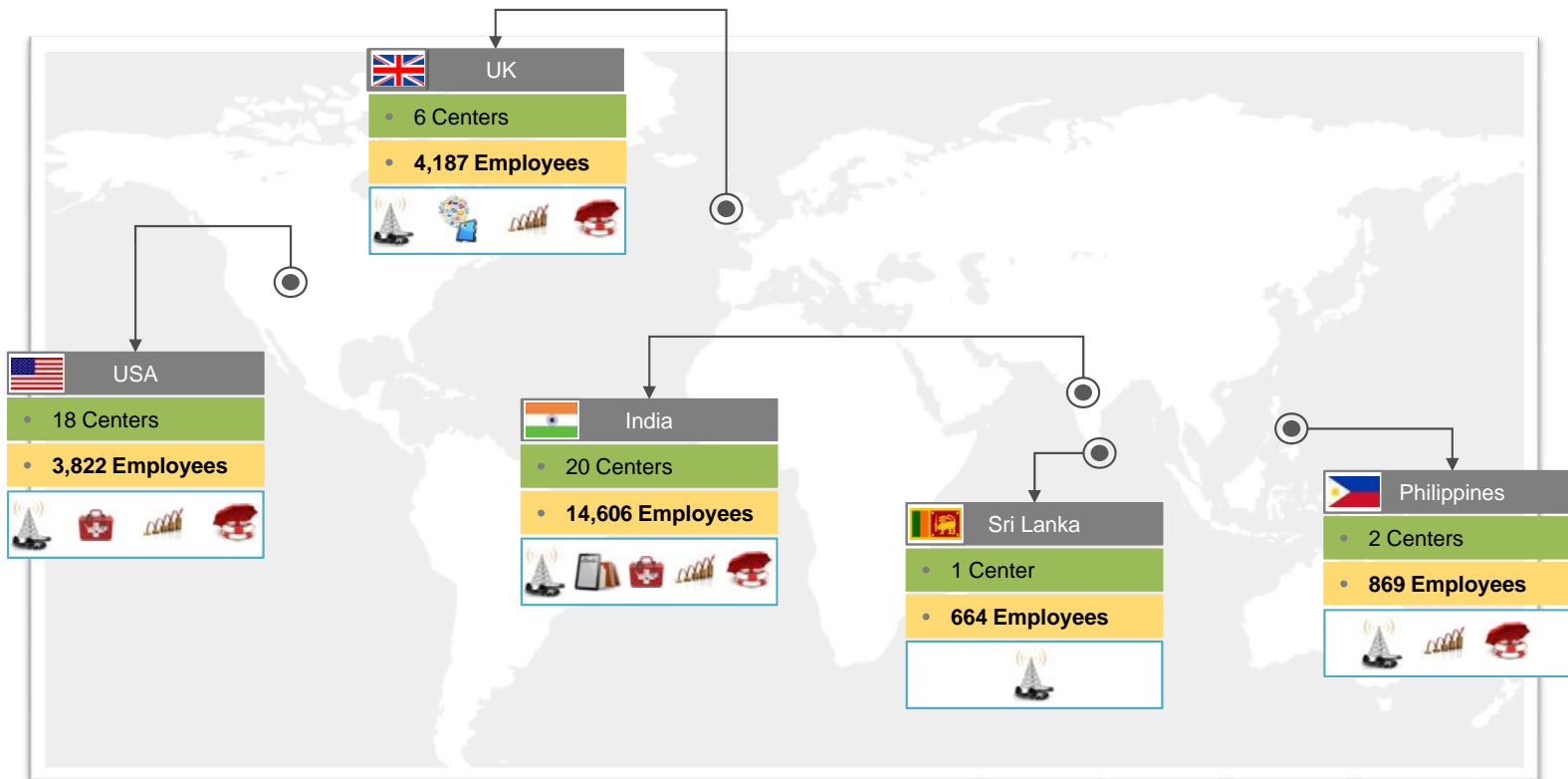
CESC acquired majority stake in FY'13

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 | Centres: 47 | Seats: 23,920

Ranked #6 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: FISO.BO, Bloomberg: FSOL@IN |

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

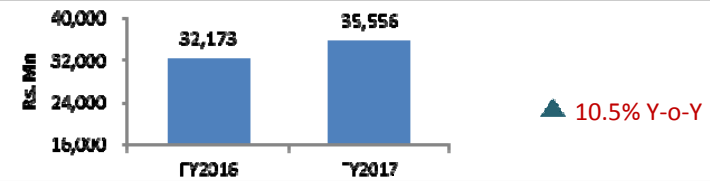
Firstsource Solutions – Business Verticals

<p>TELECOM AND MEDIA</p> 	<p>BANKING, FINANCIAL SERVICES & INSURANCE</p> 	<p>HEALTHCARE</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>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>Segments</p> <ul style="list-style-type: none"> • Healthcare Services <p>Service Offerings</p> <table border="0"> <tr> <td> <p><i>Provider Services:</i></p> <ul style="list-style-type: none"> • Eligibility Services • Receivables Management </td> <td> <p><i>Payer Services:</i></p> <ul style="list-style-type: none"> • Mailroom Operations • Transaction Processing • Claims Processing • Claims Adjudication • Enrollment Services • Correspondence Mgt. </td> </tr> </table>	<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.
<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. 			
<p>GEOGRAPHIES SERVICED</p> 				

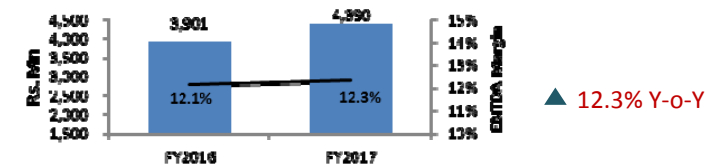
Firstsource Solutions- FY 2016-17

(IN INR Million)	FY2016	FY2017
Income from services	31,617	34,569
Other operating Income	556	987
Revenue from operations	32,173	35,556
Personnel and Operating Expense	28,272	31,176
Operating EBITDA	3,901	4,380
<i>Operating EBITDA %</i>	<i>12.1%</i>	<i>12.3%</i>
Depreciation / amortization	609	590
Operating EBIT	3,292	3,790
<i>Operating EBIT %</i>	<i>10.2%</i>	<i>10.7%</i>
Other Income / (expense)	77	(16)
Interest Income / (expense), net	(507)	437
PBT	2,862	3,367
<i>PBT (% of total income)</i>	<i>8.9%</i>	<i>9.5%</i>
Taxes and Minority Interest	257	569
PAT	2,605	2,800
<i>PAT (% of total income)</i>	<i>8.1%</i>	<i>7.9%</i>

Revenue From Operations



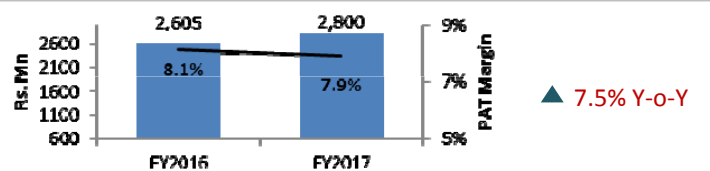
Operating EBITDA



Operating EBIT



PAT



CESC Corporate Restructuring

CESC Corporate Restructuring - Transaction Overview

- ❑ The Board of Directors of CESC has approved a business restructuring scheme in their meeting held on 18th May 2017 and the Company also submitted the scheme with the Stock Exchanges on 21st July 2017
- ❑ The business restructuring Scheme aims to simplify the present corporate structure. The objective is to focus on the individual businesses to enhance efficiencies, accelerate growth, facilitate access to capital and, most importantly, unlock shareholders' value. Key features of the Scheme are as follows:
 - The Scheme provides for demerger of certain existing businesses. This will lead to four entities focusing on generation, distribution, organized retail and other ventures.
 - CESC and the three resultant entities will be listed on the Stock Exchanges. Shareholding of resulting entity will mirror that of CESC.
 - The proposed share allotment reflects CESC's efforts to reward its shareholders for their trust in the Company.
 - The Scheme will be subject to customary statutory/regulatory approvals.
- ❑ Post the above restructuring, a CESC shareholder against every 10 CESC shares will have 18 fully paid shares in the resultant four companies – 5 shares each in CESC Ltd. and CESC Generation Ltd., 6 shares in Spencer's Retail Ltd. and 2 shares in CESC Ventures Ltd. Spencer's Retail shares will be of face value Rs.5/- each and the rest of face value Rs.10/- each.

Share capital increased from Rs 133 crore to Rs 198 crore.

- ❑ Appointed date of the Scheme : 1 October, 2017
- ❑ NCLT convened Shareholders' meeting scheduled on 15 December, 2017

Transaction Highlights

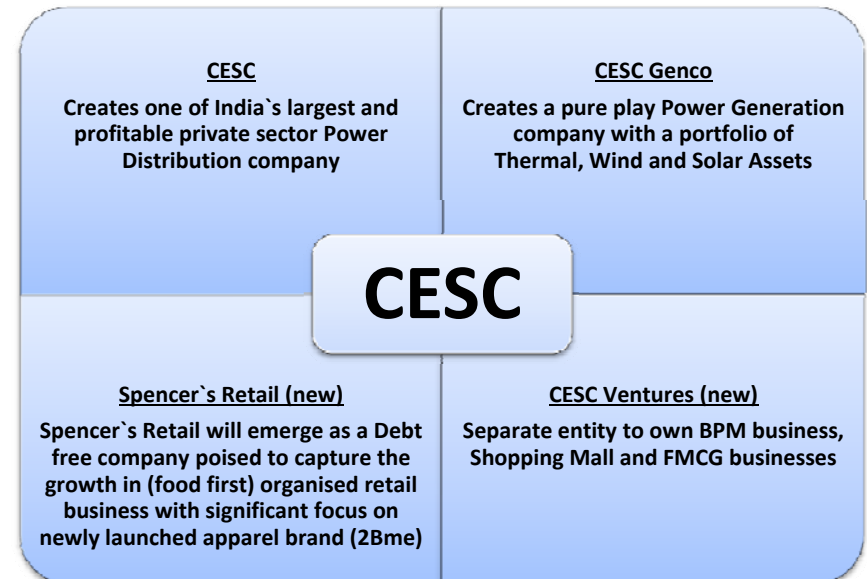
Demerger of multiple businesses to create entities focussed on individual businesses

Simplification of Business Structure

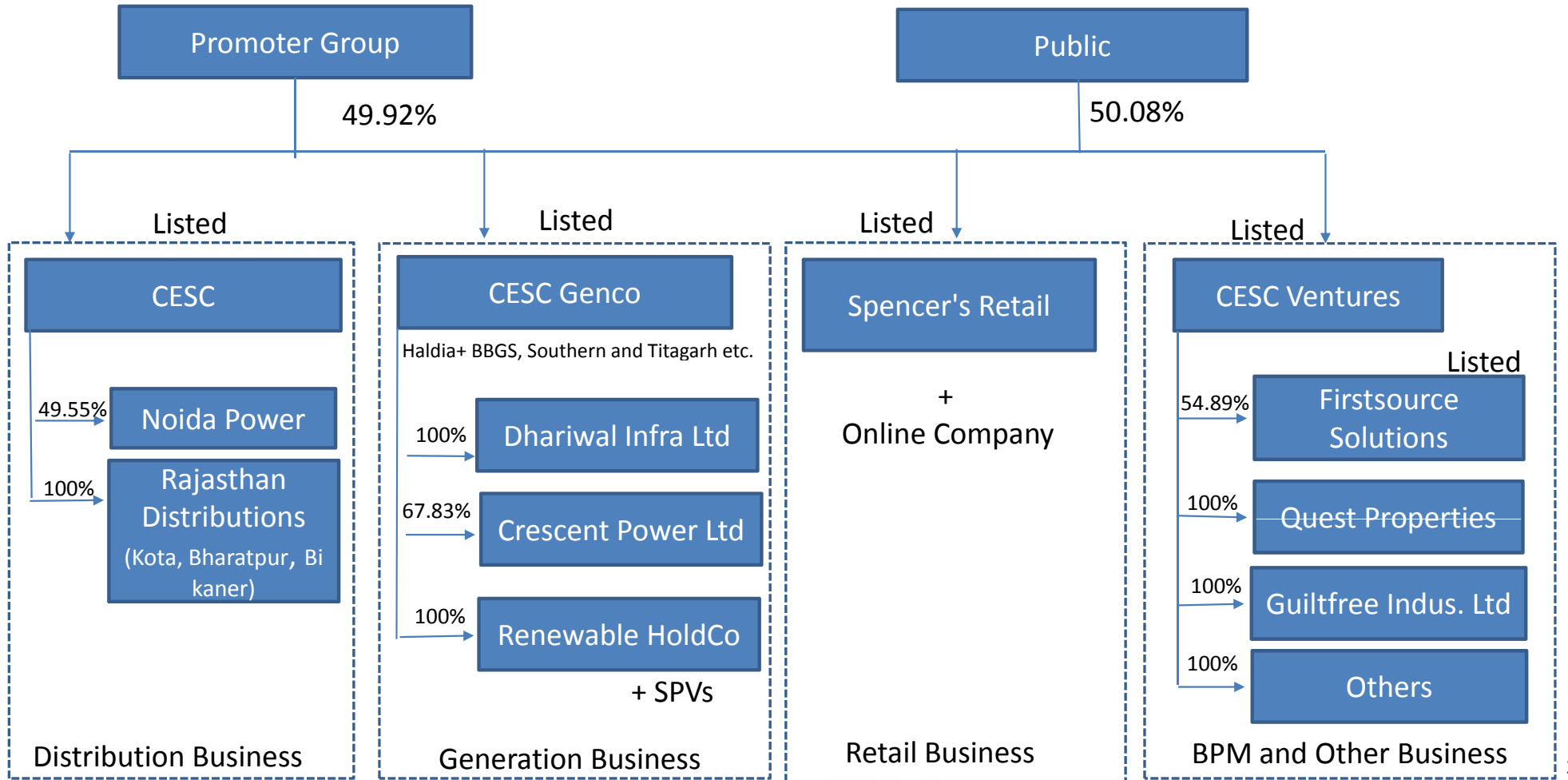
Value un-locking for shareholders via listing of all Four entities in Mirror Image shareholding

Transaction Benefits

Demerger of multiple businesses of CESC will create 4 entities each focused on individual businesses



Post Restructuring Holding



Thank You