

SEC: SB: 31709

23 November, 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
SCRIP CODE: CESC

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
SCRIP CODE: 500084

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range,
Kolkata – 700 001
SCRIP CODE: 10000034

Dear Sir,

Investor Presentation

Further to our letter no. SEC: SB: 31707 dated 22 November, 2019, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference to be held in Singapore as per the schedule referred to in our said letter.

Yours faithfully,



Deputy Manager (Secretarial)

Encl:

CESC Limited

Powering India since 1899

November 2019

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- ❑ 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, FMCG, Media & Entertainment and Infrastructure
- ❑ Power Generation and Distribution contribute a majority of the revenues of RP-SG Group

Employees 45,000 +

Shareholders 5,00,000 +

Gross Assets ~Rs. 43,500 cr

Revenue ~Rs. 25,500 cr

EBITDA ~ Rs. 5,000 cr +

PAT ~Rs. 2,000 cr

- ❑ Dr. Sanjiv Goenka is the principal shareholder of the RP-Sanjiv Goenka Group together with other Group companies



CESC Ltd

Fully Integrated Private Power Utility



Phillips Carbon Black Ltd

India's largest Carbon Black Manufacturer



Spencer`s Retail Ltd

3rd Largest Hypermarket Chain



Firstsource Solutions Ltd

Top 3 Pure Play BPO Player



Saregama India Ltd

Largest Collection of Indian Music



Harrisons Malayalam Ltd

Tea and Rubber Plantations

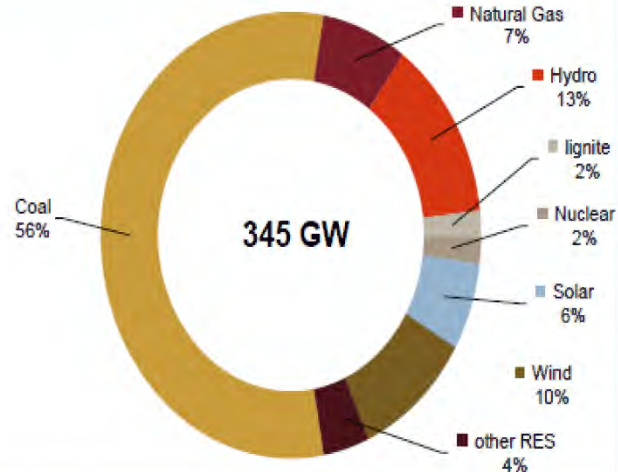


Guiltfree Industries Ltd

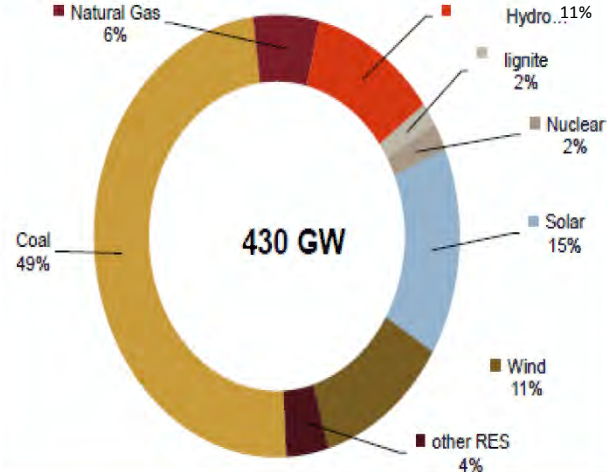
Fastest Growing FMCG Company

All India Installed Capacity

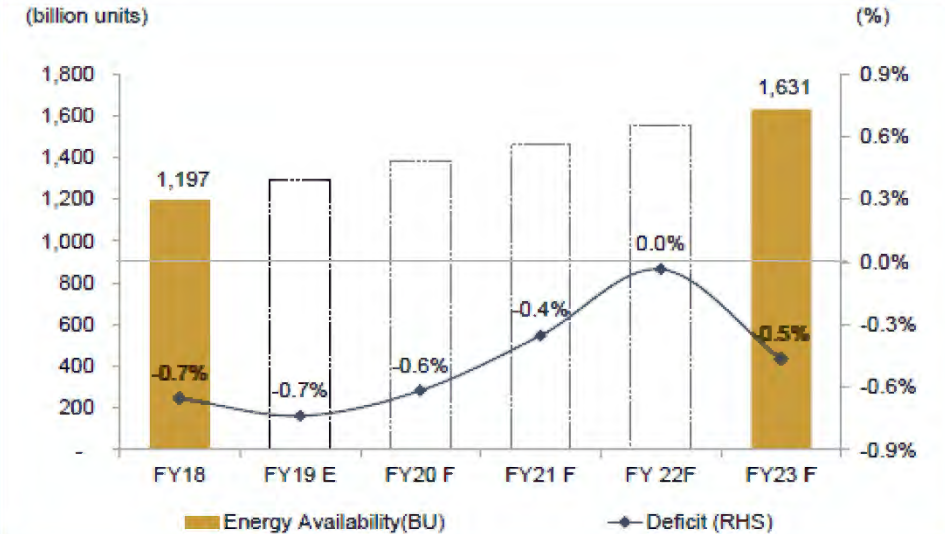
All-India installed capacity at the end of FY18



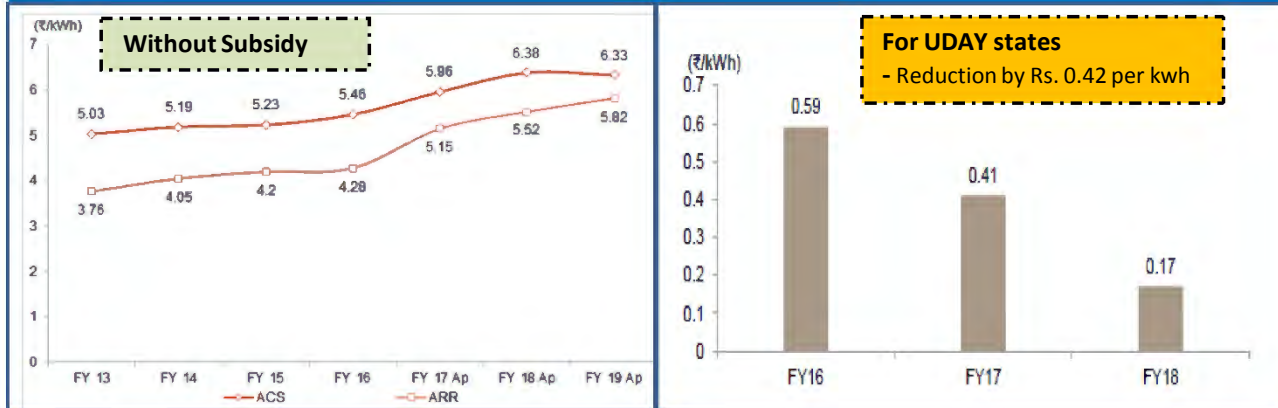
All-India installed capacity by FY 23



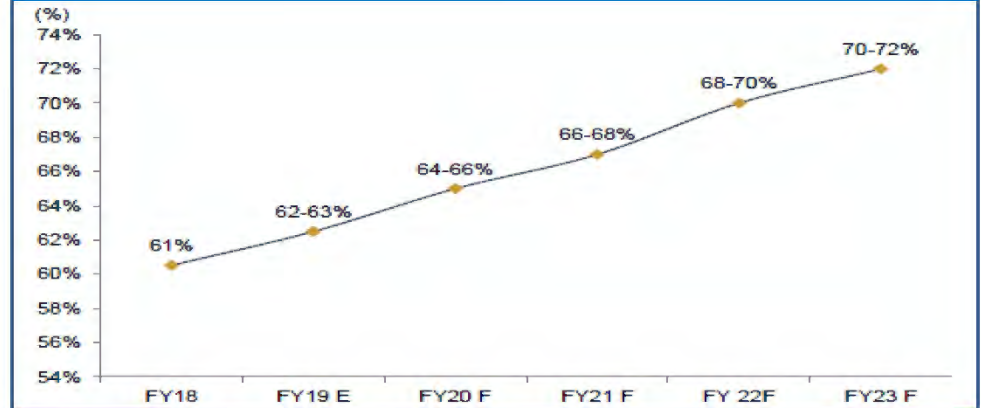
Power availability & deficit



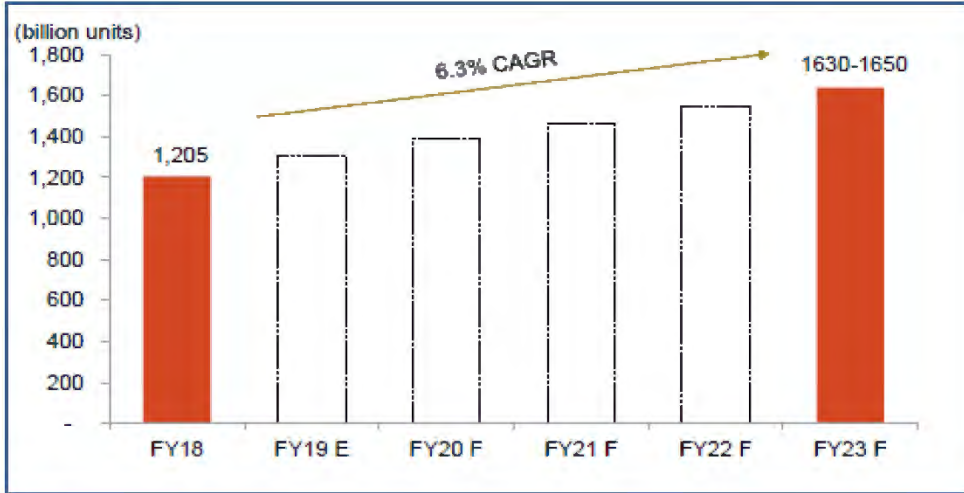
ACS-ARR GAP



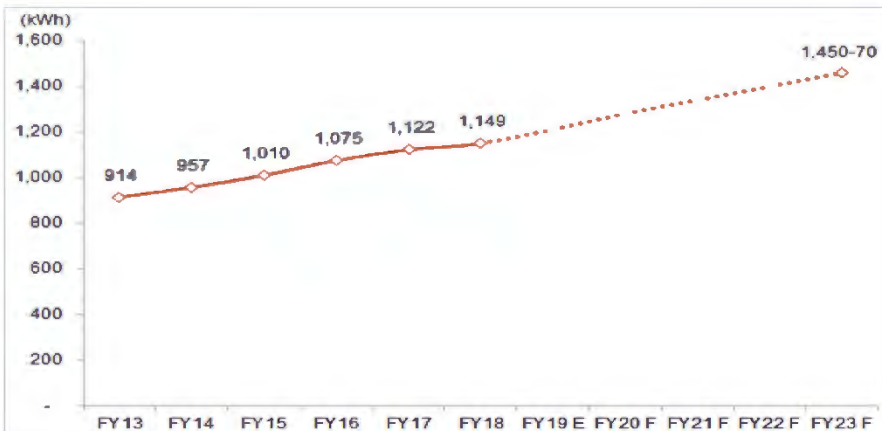
Coal Based PLF's – to rise steadily



Outlook on Power Demand (6.3% CAGR growth)



Outlook on Per Capita electricity consumption



Factors influencing future power demand

- ✓ **GDP Growth**
- ✓ **Capacity expansion**
- ✓ **Power for all , 24*7 availability**
- ✓ **Intensive rural electrification**
- ✓ **Govt. drive for (make in India) and large scale infra (smart cities, DFCs, Metro Rail projects)**
- ✓ **Rising penetration of electric vehicles**

CESC - POWER BUSINESS GENERATION & DISTRIBUTION

Kolkata Distribution Business

Coal Mining, Power Generation & Distribution

- **1125 MW** thermal power plant
- **567 sq km** area
- **3.3 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

Noida Distribution

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

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 **Mandsaur, 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

Recent key achievements

Significant rise in Consolidated PAT

- All time high EPS ~ Rs 90 (Consol)

PAT FY 19 – Rs 1184 cr
FY 18 – Rs 912 cr
FY 17 – Rs 690 cr

First time PBDT +ve for Chandrapur project in FY'19

Budge Budge & Haldia amongst TOP TEN performing power plants in the country

Marked improvement in T&D Loss

- Reduction of 20% over last 3 years

FY 19 – 8.96%
FY 18 – 9.65%
FY 17 – 11.09%

Highest ever export of power in FY'19 ~ 700 MU (10% growth)

Highest ever system demand (Kolkata distribution) - 2337 MW (JUNE 2019)

Highest ever Dividend in FY'19 of 175% (payout ~ 30%)

Now CESC – a pure power play utility with Pan-India presence in Generation & Distribution

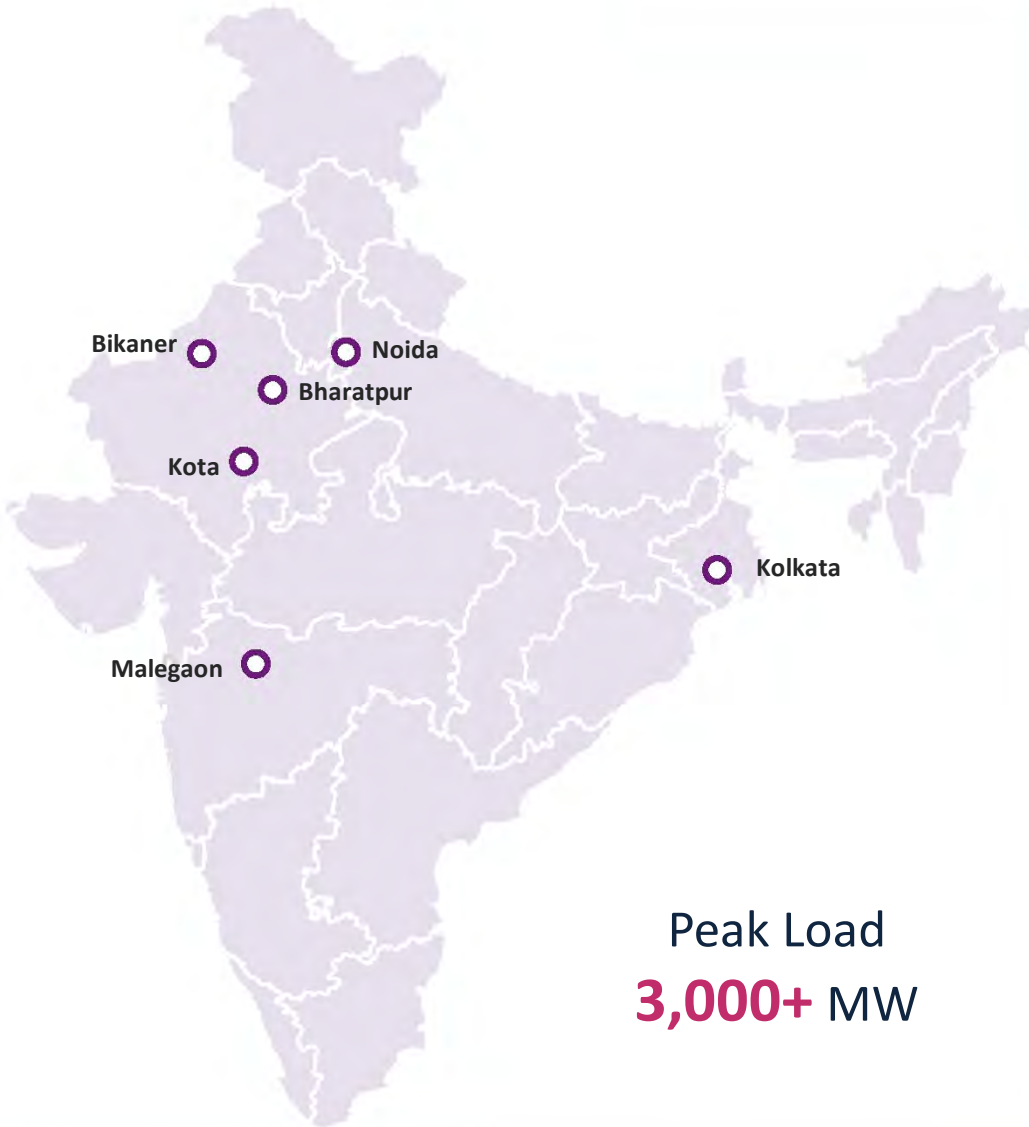
Financial Performance of key subsidiaries

Rs. crore

	Revenue FY'18-19	EBIDTA FY'18-19	PAT FY'18-19	PAT FY'17-18
CESC Ltd (Standalone)	7919	2093	937	861
CESC Ltd (Consolidated)	10868	3660	1184	912
Haldia Energy Ltd	2293	969	324	313
Dhariwal Infrastructure Ltd	1181	366	(93)	(199)
Crescent Power Ltd & Renewables	310	208	54	52
Noida Power	1546	289	140	100
Kota/Bharatpur/Bikaner	1477	(23)	(60)	(120)

PAT HY' 1 (19-20)	PAT HY' 1 (18-19)
492	455
596	535
167	172
(49)	(87)
20	37
92	61
(56)	(58)

Distribution Overview



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	33 lakhs	82 Thousands	4 lakhs	1 lakhs
Peak Load	2300+ MW	~400MW	400+ MW	~150 MW



- ❑ 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 2300+ 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,

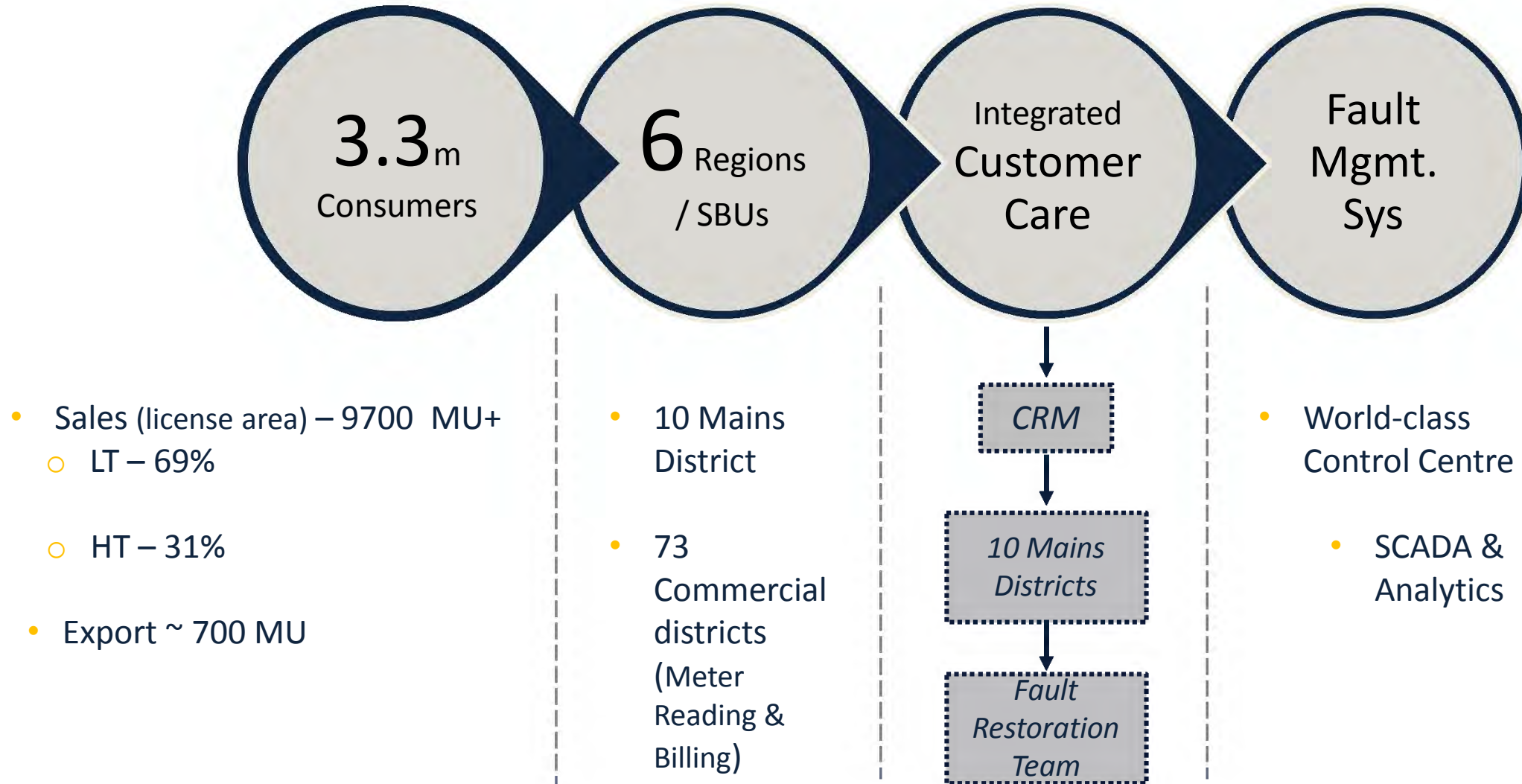
3.3 mn consumers

Peak demand **2337** MW

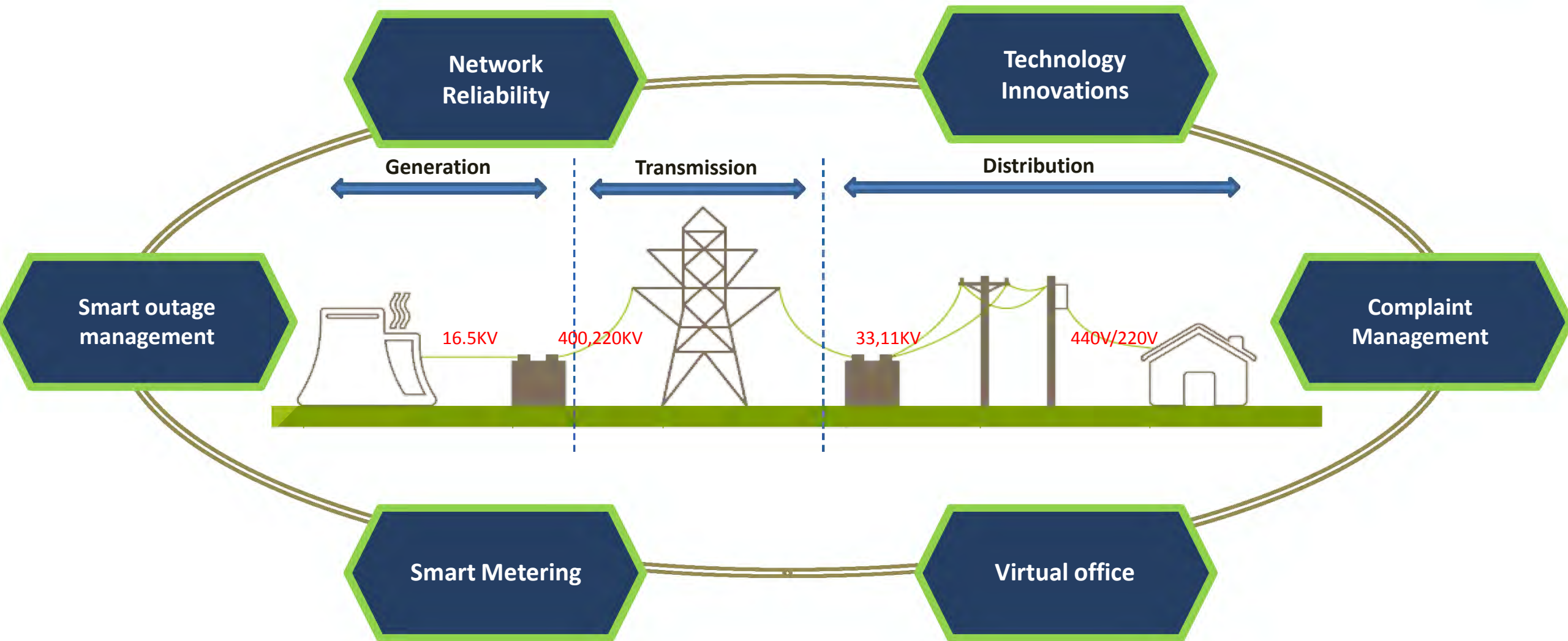
Units sold >9,700 MUs

- ❑ 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



Delivering Customer service across the electricity value chain



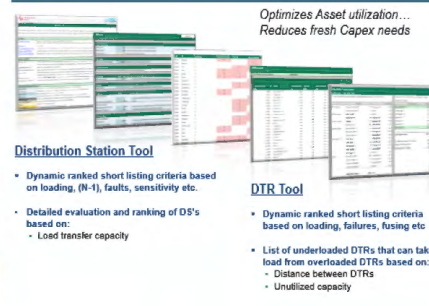
Initiatives for Fault Prevention & Rapid Restoration

SCADA & Analytics



To monitor overloads and identify repetitive faults

Planning Tools



For identifying need-based capex, plan load transfers & redundancy

GIS



For creating assets at right places & route maps

AMR for DTs



To optimally load DTs

Condition Based Monitoring & Mtc



For proactive maintenance

Modified PBs



For eliminating spurious fusing

LT Control Room



Optimize vehicle & crew management for fast restoration

RMUs with FPIs & their Automation



To isolate HT faults and restore supply rapidly

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



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

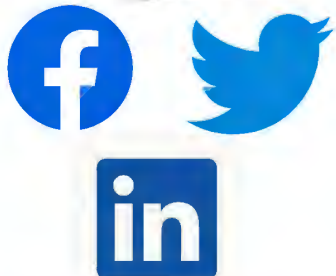
CESE SERVICE

Improving Consumer Experience with superior customer service

New Connection Applications
100%
Online

48.5%
of Bills paid online

24 HOURS



Hey, I am eBuddy and would be happy to help you with the following Services:
today 2:12 pm

Monthly Bill Info/Payment

Latest Payment Status

View Duplicate Bill

New Connection/Addl. Load/Shifting Of Service

Name Change

Complaints/Requests

Report Supply Off

E-Bill Registration

Helpline Numbers

Locator

Got a question ?



Mobile Apps



Web Services



SMS Services



24x7 Call Centre



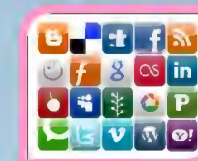
Branding



Communication – Web chat etc



Enriching Consumer Experience



Social Media



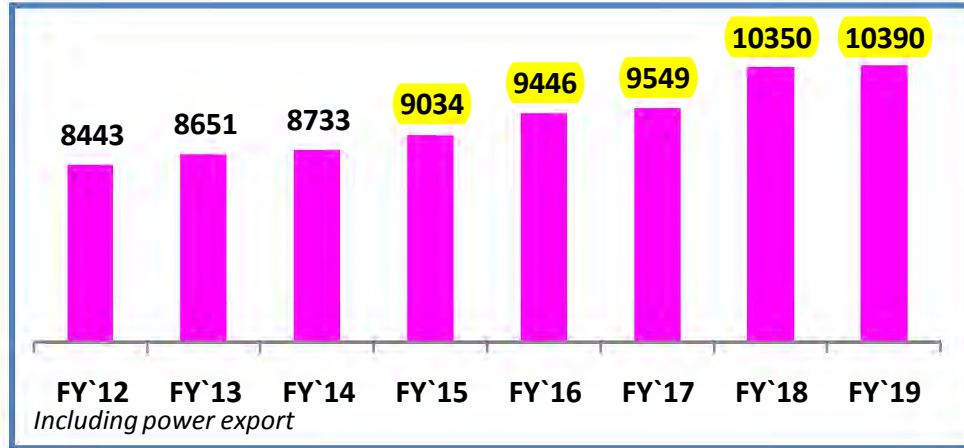
Awards & Recognitions



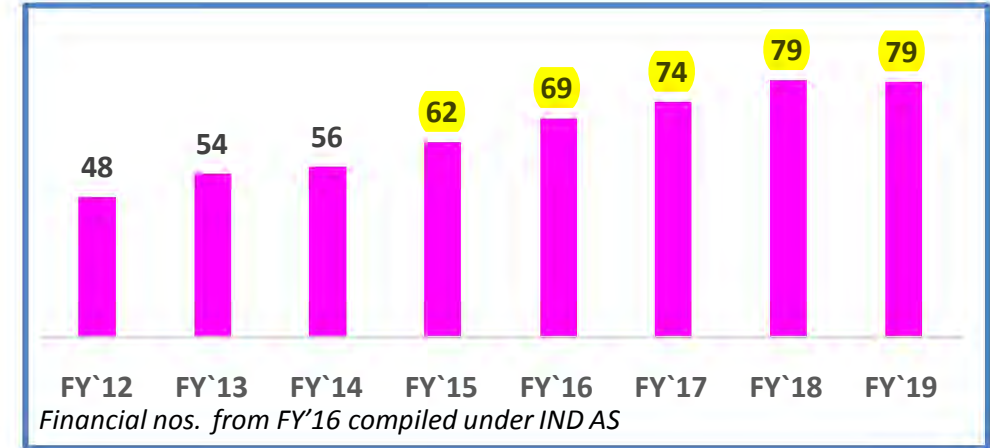
CESC won the 'Smart Grid Project of the Year' award at the Asian Power Awards for its programme with Silver Spring Networks

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

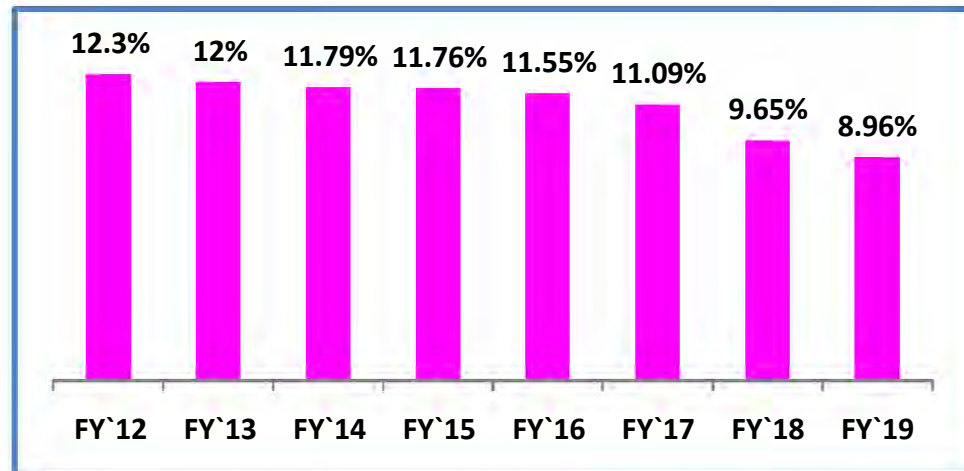
Sales (MU)



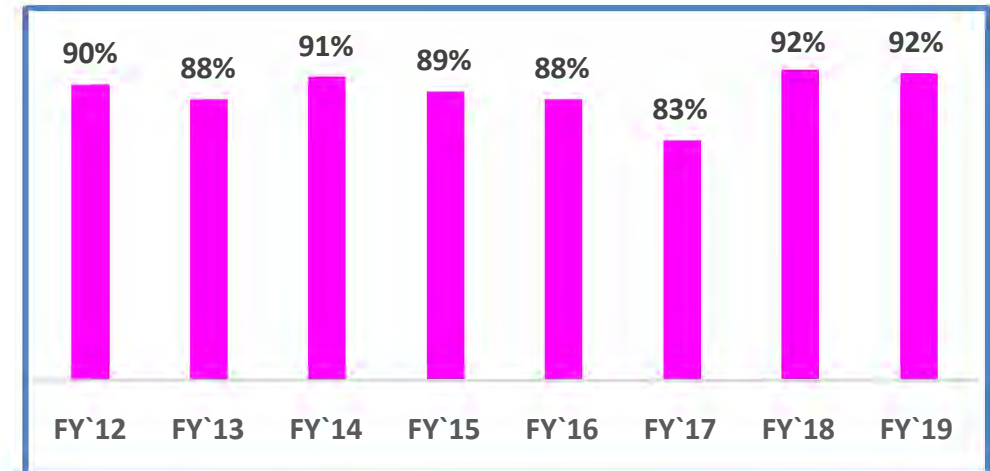
Revenue (Rs. bn)



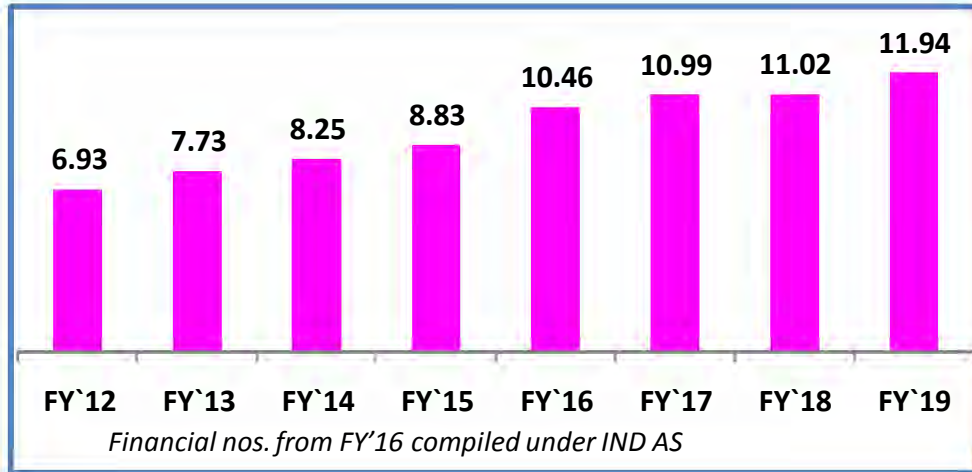
T&D Loss (%)



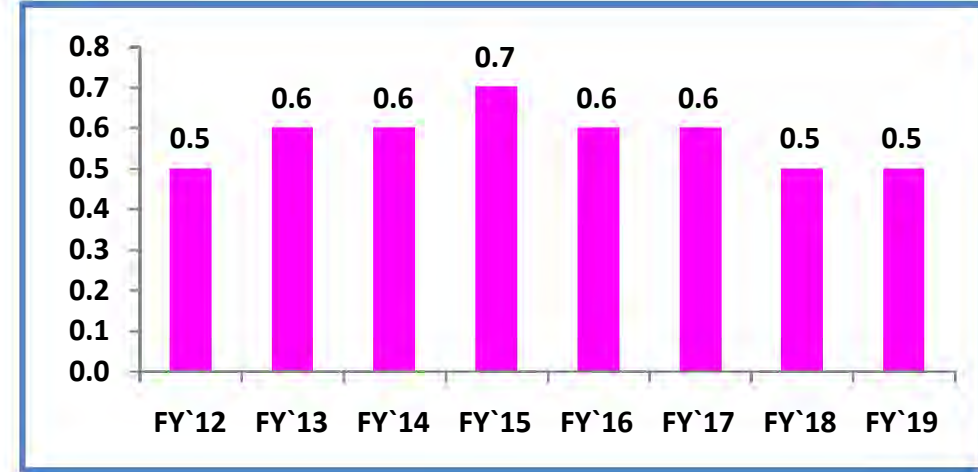
PLF%(Budge Budge)



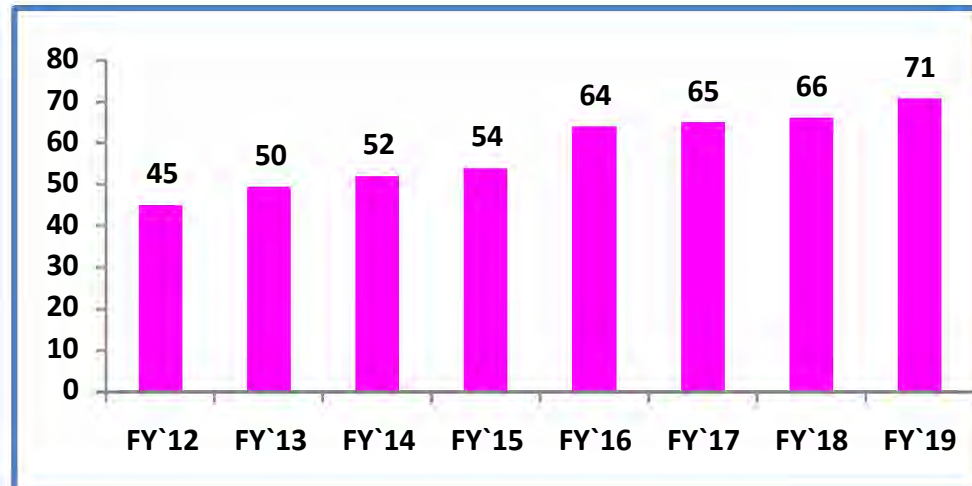
PBT (Rs. Bn)



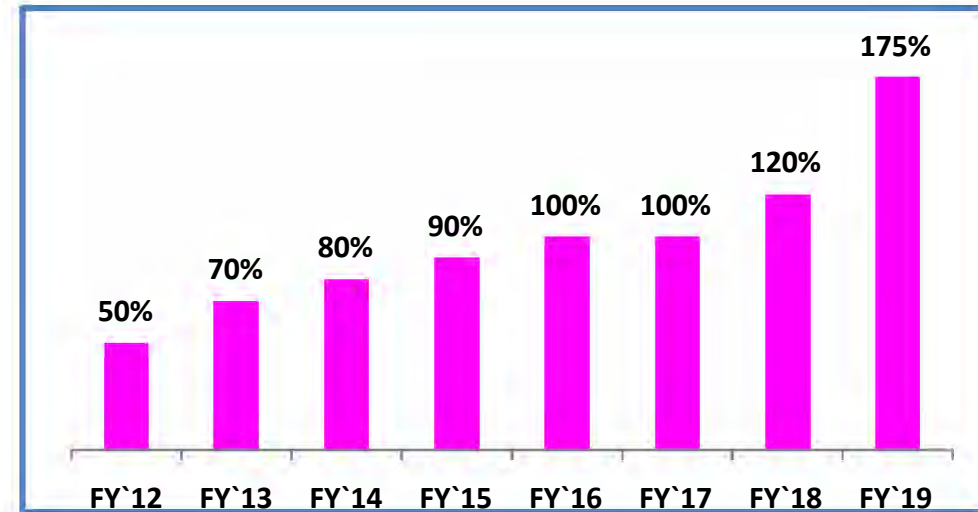
Long Term Debt / Equity Ratio



EPS (Rs.)



Dividend History





Started operations December 1993	Distribution Area Greater Noida in Uttar Pradesh	JV with Greater Noida Industrial Development Authority	Power Procurement Dhariwal Infrastructure/ Short Term/ Renewables
Area 335 sq.km. (equivalent to Mumbai)	Population 7 lakh	No. of consumers 1 Lakh appx	Peak Demand 400+ MW
Units sold 1850 MU (2019)	T&D Loss 8.16% (2018)	Credit rating Long Term "AA-" Short Term "A1+"	Assured post-tax equity return 16% approved by UPERC

Received Star Performance Improvement Award at ICC 5th "Innovation with Impact Award" for Discoms, 2017

Distribution Franchisee-Kota, Bharatpur and Bikaner

Particulars	Kota	Bharatpur	Bikaner
Area (Sq. Km.)	176	50	155
Population (Nos. Lakh)	11.76	2.52	6.44
Consumer Count (Nos. Lakh)	2.28	0.63	1.79
Energy Input (Million Units)	1315	265	780
Units Sold (Million Units)	1016	220	639
Sales Mix (%)	Dom. = 48% Comm. = 21% Indus. = 25% Oths. = 6%	Dom. = 42% Comm. = 14% Indus. = 37% Oths. = 8%	Dom. = 44% Comm. = 16% Indus. = 26% Oths. = 14%
T&D Loss (%)	23	17	18
Revenue (INR Crores)	810	175	492
Avg. Billing Rate (INR/Unit)	7.58	7.71	7.44
Peak Load (MW)	230	50	130
DF Handover Date	01-Sep-2016	01-Dec-2016	16-May-2017

- DFA signed for a period of 20 years
- Power Procurement: JVVNL(Kota and Bharatpur), JdVVNL (Bikaner)
- Quickest ever takeover on compliance; operations stabilized in a year
- Current focus on commercial turn around & loss reduction
- Introduction of Power analytics and rolling out of smart meters
- Others in Sales Mix include Agriculture, PSL, and Mixed Load



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

Loss Reduction Initiatives

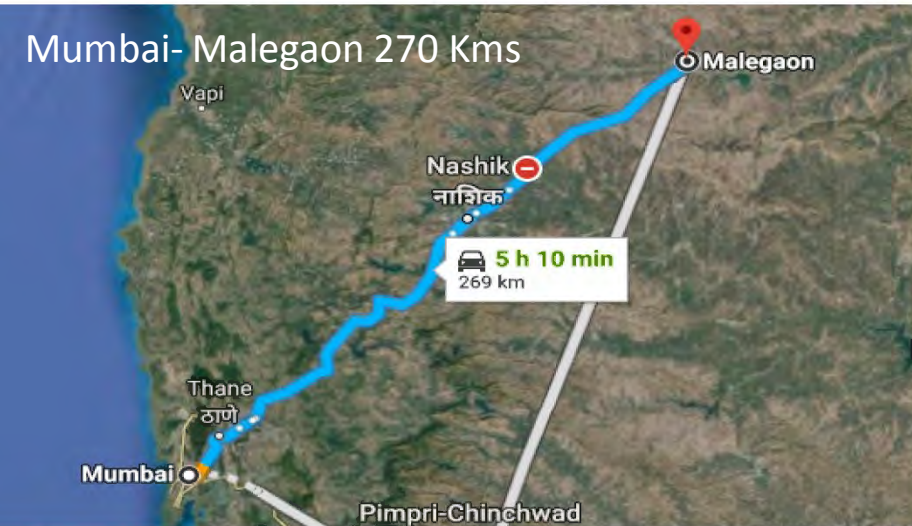
- Defective meters replaced
- Regular billing for consumers
- Accuracy testing on High-end consumer meters
- Working with local authorities to regularize unauthorized drawl of power
- Distribution-wise Transformer Energy Audit

Network Reliability

- Centralized Command Station
- Diesel Gen Sets on stand-by for area with expected prolonged power failures
- Systematic maintenance of network assets
- Reduce supply outages
- Ensure electrical safety

Soft value enhancement for customers

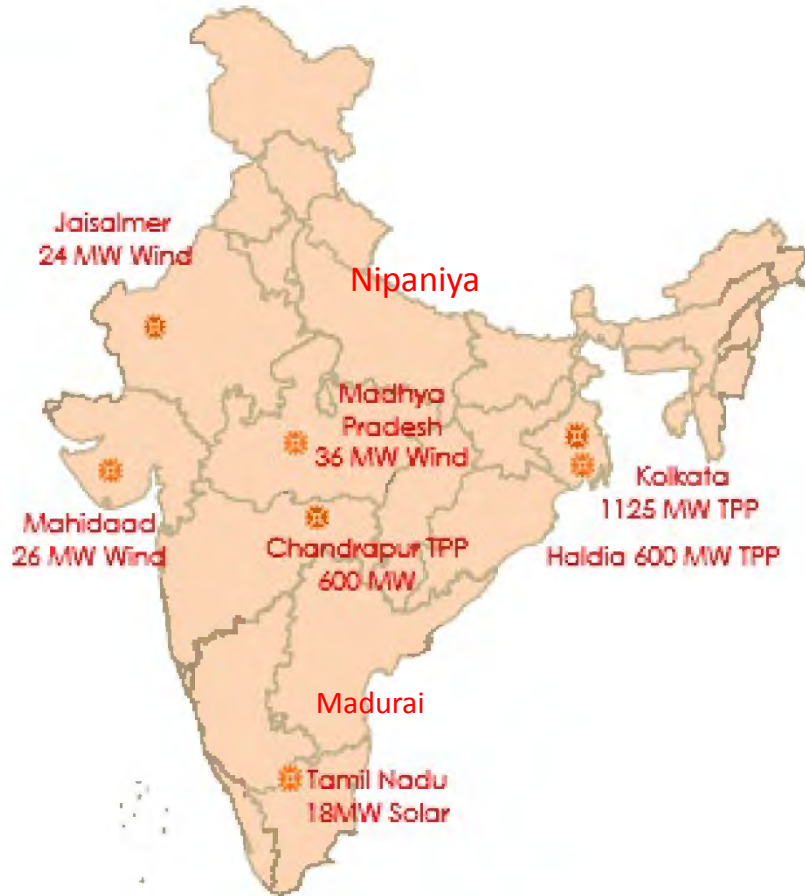
- New connection within a day
- Outage calls attended in <1 hour
- Smart metering
- Working hours extension
- Refurbishing of Distribution Transformers and Pillar Box
- Safety training for workmen
- Behavioral training for Customer Care executives



Start of operations (expected soon)	Distribution Area Malegaon in Maharashtra	Concession Period 20 Years	Power Procurement MSEDCL
Area 25 sq.km.	No. of consumers 1 lakh	Energy Input 900 MUs	Energy Billed 497 MUs
Revenue Billed 322 Cr	Current Distribution Loss 44.76%	Collection Efficiency 99%	Min. Capex p.a. 1 st -5 th Yr: 20 Cr 6 th – 20 th Yr: 3 Cr

Generation Overview

Generation Capacity 2539 MW



Map not to scale

Plant	Capacity	PLF FY'19	Offtake Arrangement	Fuel Security
BBGS	750 MW	92	Integrated generation for Kolkata Distribution	- CIL Linkage - Coal Mine - E-auction
SGS	135 MW	28		CIL Linkage
TGS	240 MW	-		CIL Linkage
Crescent Power	40 MW	94	Short Term Supply -	Coal Washery Rejects
Haldia	600 MW	92	100% Long term PPA - Kolkata Area	- CIL Linkage - E-auction
Dhariwal	600 MW	67	- Long term PPA with TANGEDCO - Long term PPA with NPCL - Short/Medium term PPA - Merchant market from time to time	- CIL Linkage - Coal Mine - E-auction
Renewables	174 MW	~20	100% Long term PPA	Wind & Solar



Stations

Budge Budge- BBGS
(3x250MW)
Southern- SGS
(2x67.5MW)
Titagarh- TGS
(4x60MW)

Cumulative Capacity
1125MW

**Assured Post Tax
Equity Return**
15.5% on
Normative Equity

BBGS ranks amongst
top performing
thermal stations in
the country (CEA)

Power generated is
used by CESC Kolkata

Fuel security with
captive coal block &
coal linkages

**100% utilization of
ash** in an
environmentally
friendly manner

Exports of surplus
capacity via
exchange or bilateral
contracts

Parameters better
than Regulatory
Norms

600 MW Haldia Thermal Power Project, West Bengal



- **Generating Station:** 2x300 MW Thermal Power Plant
- **Entire capacity to CESC (Kolkata)** -PPA approved by WBERC
- **Assured Post Tax Equity Return** 15.5% on Normative Equity
- **Fuel Supply Agreement** with Mahanadi Coalfields Limited
- Presently featuring amongst **top performing power plants** in the country (CEA)

PLF: 87.8% (FY19), Sale to licensed area: 4240 MUUs (FY19)
- 100% ash utilization & comprehensive waste management system
- Smart analytical monitoring software for asset protection, house web based applications for performance management and maintenance efficacy
- ‘Zero’ man days lost due to IR issue
- **External credit rating** Long Term “AA-” (high safety) and Short Term “A1+” (highest safety)
- Plant awarded “Global Environment Award 2016” in Platinum Category

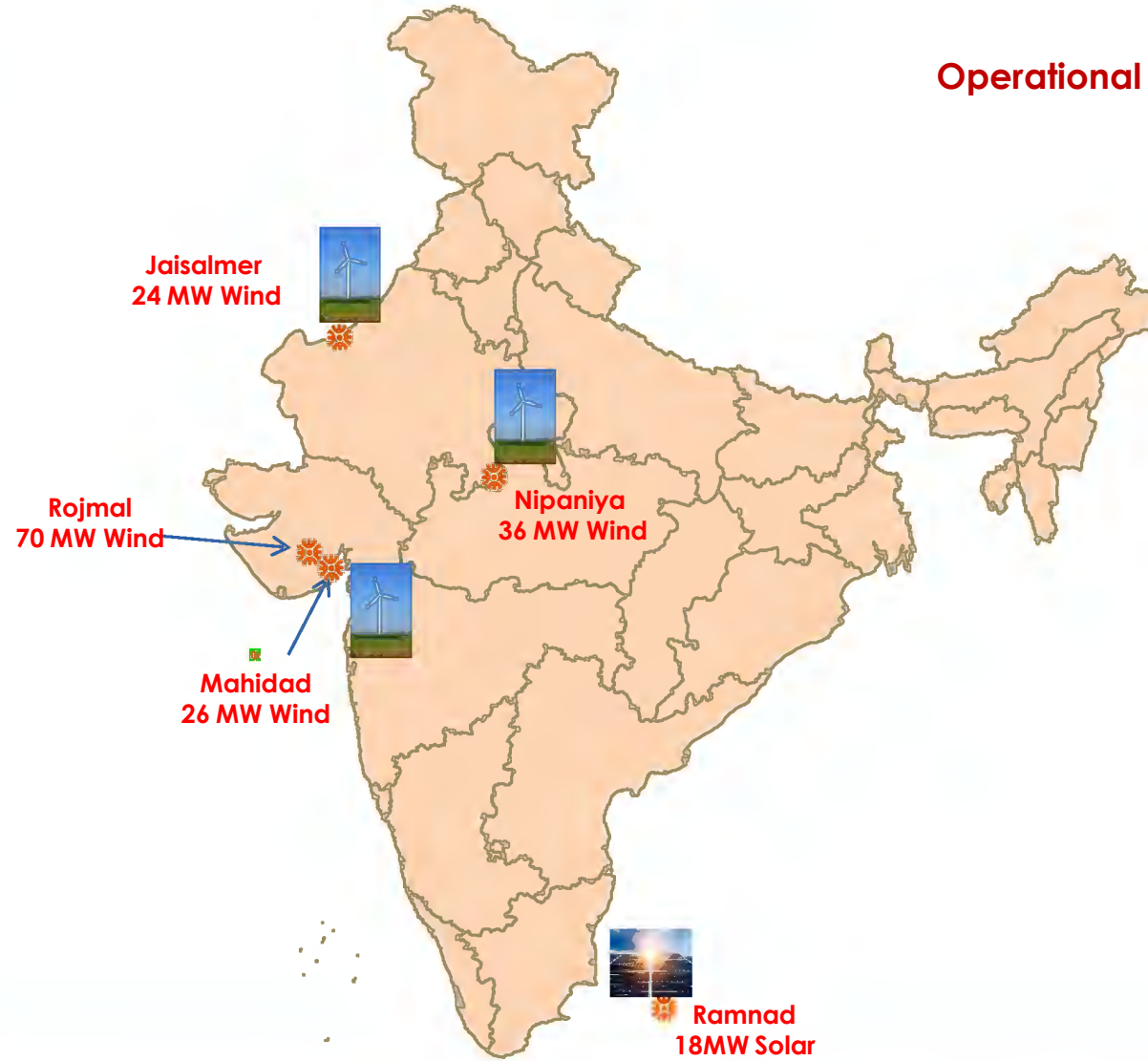


- **First Independent Power Plant** of CESC
- **Generating Station:** 2x300 MW in Chandrapur, near Nagpur
- **Project cost** of Rs. 38 billion funded at 75:25 debt-equity ratio
- **Fuel Supply Agreement** with South Eastern Coal Fields Limited
- Received ISO certification on Quality, Environment & Health Management on 30th Mar'17
- **PPA:** 100 MW to TANGEDCO under long term PPA
187 MW to NPCL(approved by UPERC)
185 MW Short Term PPA
Actively participating in bilateral bids for power sale and exchange



- **Generating Station:** 40 MW AFBC based power plant
- **Commissioning Year:** 2010
- Plant set up at CESC's **Sarisatolli coal mine pit** in West Bengal & primarily based on washery rejects
- **Power sold to the grid**
- Connected to State Transmission Utility Grid Substation through **14km long Transmission System**
- Recently, Commissioned a 18 MW Solar PV power Project in Tamil Nadu under the Solar Power Policy of the State
- **Key Metrics: FY'19**
 - **Generation :** 331 MU , **PLF :** 94%

Operational (174 MW)





- One of the best portfolios in terms of tariff and returns
- Amongst the first companies to set up a Solar Power Project at Gujarat (2010) and Tamil Nadu (2015) under the State Feed-in-tariff model

Project	Plant Type	Capacity MW	PPA with	Type of Power Sale	COD
Dangri, Rajasthan	Wind	24	JVVNL	Long term PPA	Mar 13
Surendranagar, Mahidad, Gujarat	Wind	26	GUVNL	Long term PPA	Dec 14
Nipaniya, M.P.	Wind	36	MPPMCL	Long term PPA	Mar 16
Rojmal, Gujarat	Wind	70	GUVNL	Long term PPA	Mar 17
Neeravi, T.N.- Solar-Crescent Power	Solar	18	TNG&DCL	Long term PPA	Jan 16

THANK YOU