

DOC:SEC:906/2023-24/334

February 26, 2024

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

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

Dear Sir/Madam,

Sub: Intimation of Investors' Presentation

Further to our letter no. DOC:SEC:905/2023-24/333 dated February 23, 2024, 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.

The above information is being submitted in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

Kindly acknowledge receipt of the same.

Thanking you.

Yours faithfully,
For **CESC Limited**

Jagdish Patra
Company Secretary & Compliance Officer

Encl: A/a



CESC
LIMITED

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RP-Sanjiv Goenka Group



One of India's **New-age**
and fastest growing
conglomerates#

Presence in **45+** countries#

Strong workforce of
50,000+
employees, belonging to
different nationalities#

100+ offices worldwide#

* All figures as on FY23

Businesses @ RPSG



Engaged in generation and distribution of electricity by supplying **reliable power to millions of Indian consumers.**



A global player and a national leader with portfolio of **Carbon Black & Specialty Chemicals**



Domain driven BPM services company- leveraging a **'Digital First, Digital Now'** approach to solve key customer problems for 150+ global clients.



Large intellectual property portfolio of 150K+ songs (29% of Indian music industry)* in around 10 different languages and 69 films, web content, TV serials across diverse media offerings across channels



Nature's Basket is India's **finest gourmet retailer** with international food products
Spencer is an experience led **multi-format retailer** with varied assortments



India's fastest **growing snacking brand.**
Foraying into **personal care brands and Ayurveda**



Soaring beyond boundaries, playing bold and exhilarating cricket - Lucknow Super Giants lighting up the **Indian Premier League (IPL)** with fearless cricket.



Quest is **the first luxury mall of Eastern India**, where luxury meets life- unlocking East India's premium experiences



India's **largest** producer of rubber & South India's second largest cultivator of tea



Global media organization dedicated to helping its readers succeed big in business through best-in-class storytelling.

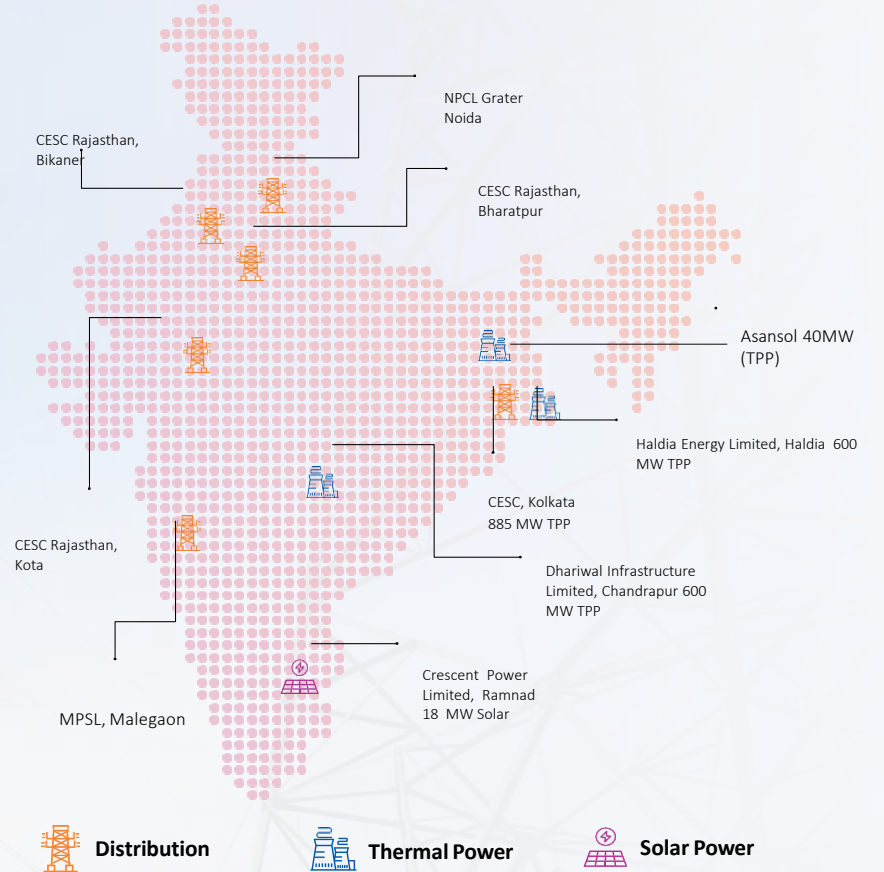
Numerous Legacies **Continuous Growth**

2000 Years



CESC: Illuminating lives for over a century

- India's first fully integrated electrical utility company** (since 1899) with business interest in generation & distribution of power & Headquartered in Kolkata.
- Serves 4 million+ customers** across 6 locations in India offering best in class **customer service**.
- 2,140 MW** generating stations meeting bulk of the power requirements for Kolkata and NPCL license area.
 - Exploring Green Power initiatives
- Sole electricity distributor** in Kolkata and Howrah, serving 3.5 million consumers and commercial users.
- Distributes power in Greater Noida, Uttar Pradesh** (335 sq. km).
 - Emerged as highest bidder to acquire 100% stake in **Chandigarh Discom**
- 95%+ capacity** tied up under Long/Medium term PPA with complete fuel security.
- Distribution Franchisee** in Rajasthan (Kota, Bharatpur, Bikaner) and Maharashtra (Malegaon).
- Features among top performing power plants** in the country- BBGS & Haldia
- 100% utilization of ash** in an environmentally friendly manner.



Key Metrics

2 Distribution Licenses
4 Distribution Franchisee

4 million + consumers

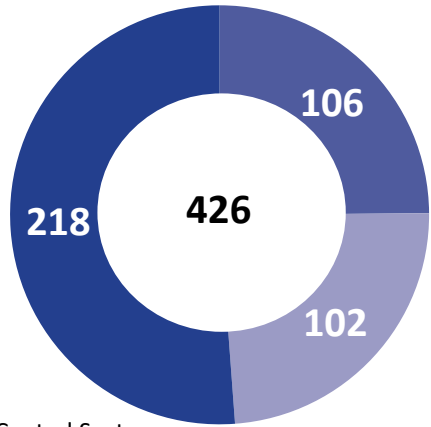
~16,500 MU
(Consolidated sales)

11,400 cr
Net Worth
(Consolidated)

14,555 cr (Revenue)
3,734 cr (EBITDA)
(Consolidated)

Indian power sector trends (1/2)

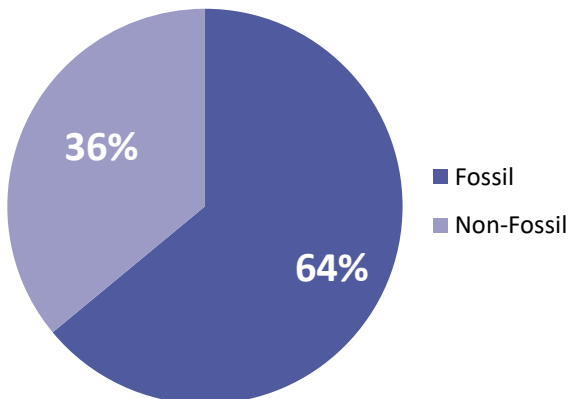
Total Installed Capacity as on Nov-23 (in GW)



- Central Sector
- State Sector
- Private Sector

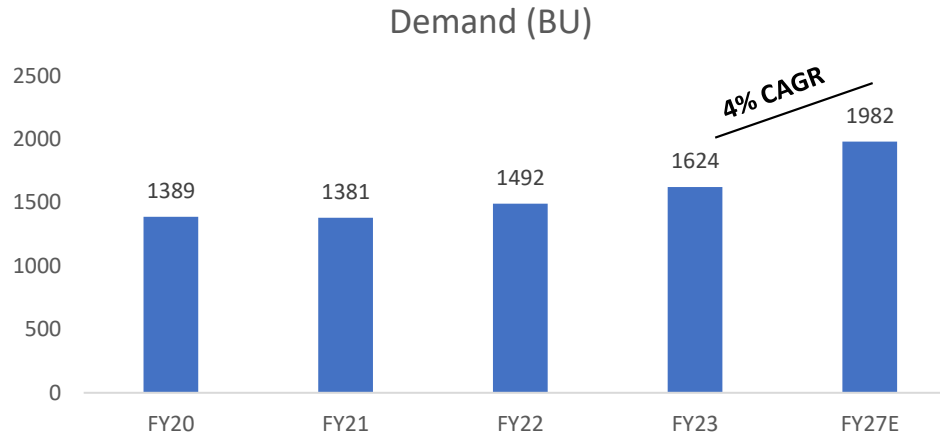
Source: CEA

India's split of generation capacity (FY24YTD)

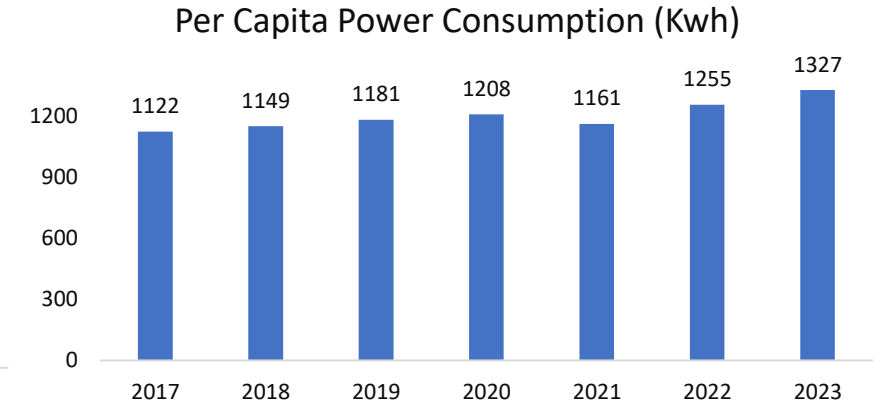


Source: CLSA report

Demand expected to grow at a 4% CAGR

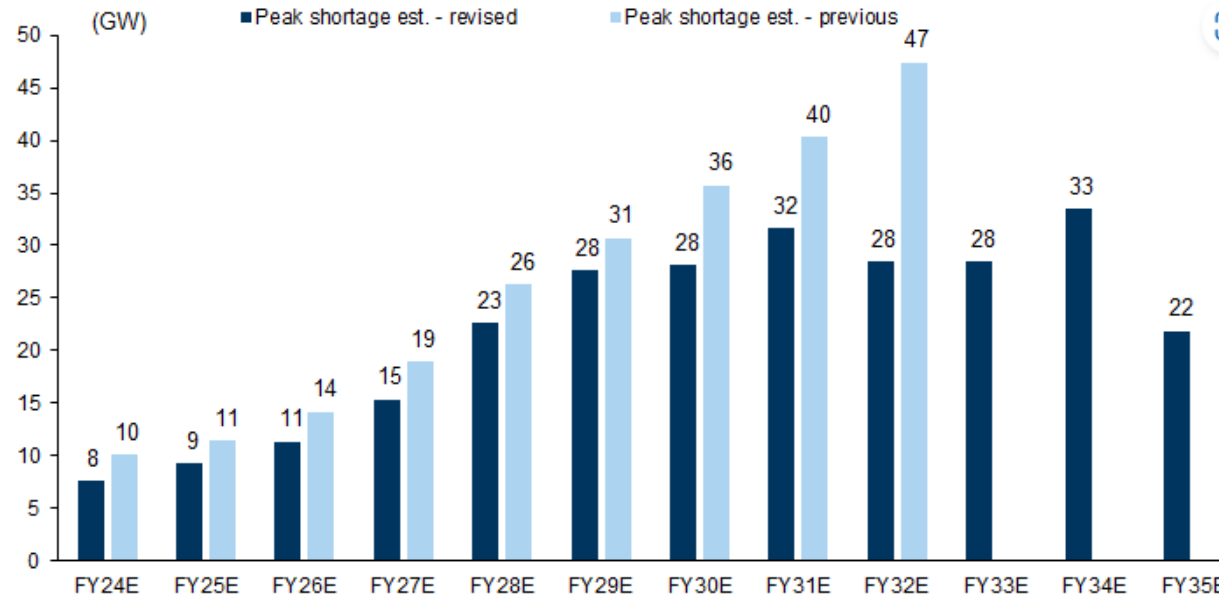


Steady growth in per capita power consumption



Source: CEA

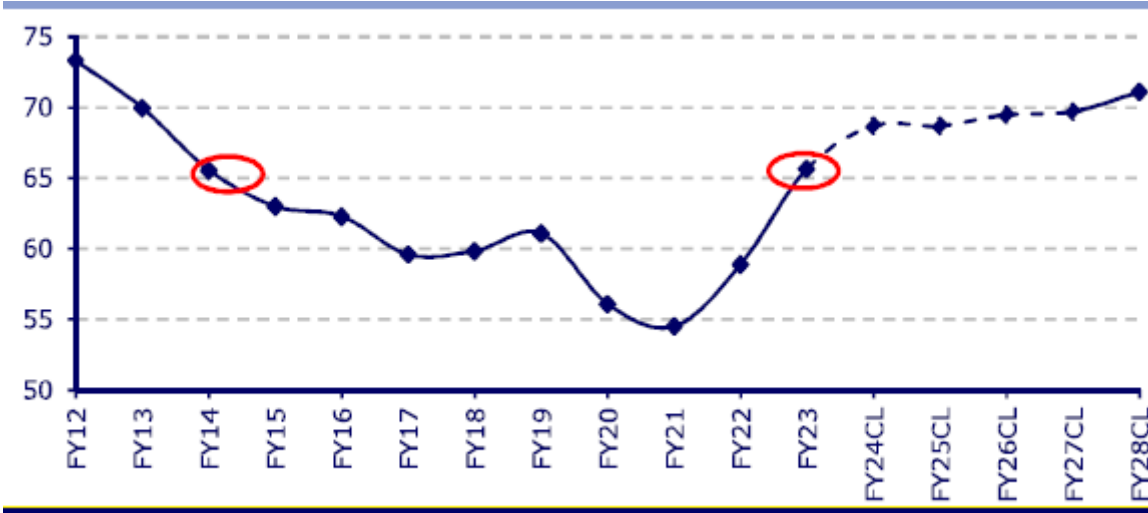
Estimate of India's availability adjusted peak capacity indicates country has already entered phase of peak power shortages



Peak Power shortages expected to persist, even after factoring new coal plants and Pumped Storage Projects being planned by the government, as per supply estimate

Indian power sector trends (2/2)

Indian thermal power plants' load factor (PLF)



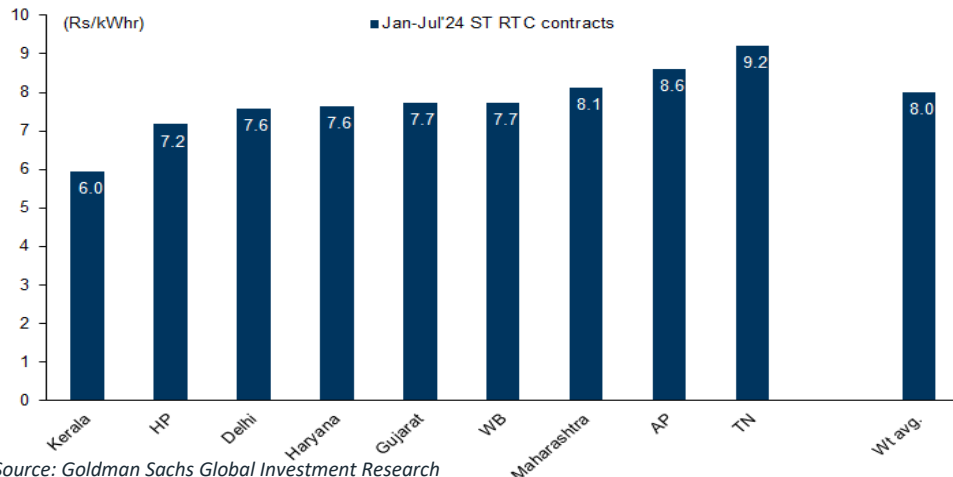
Source: Central Electricity Authority of India, CLSA

Thermal PLFs bottomed in FY21 after they showed their first revival in a decade in FY19 but did not continue due to Covid. FY23 PLF grew 678bps.

A structural rise forecasted in thermal PLFs and the good days for IPPs, Discoms chasing them with PPAs.

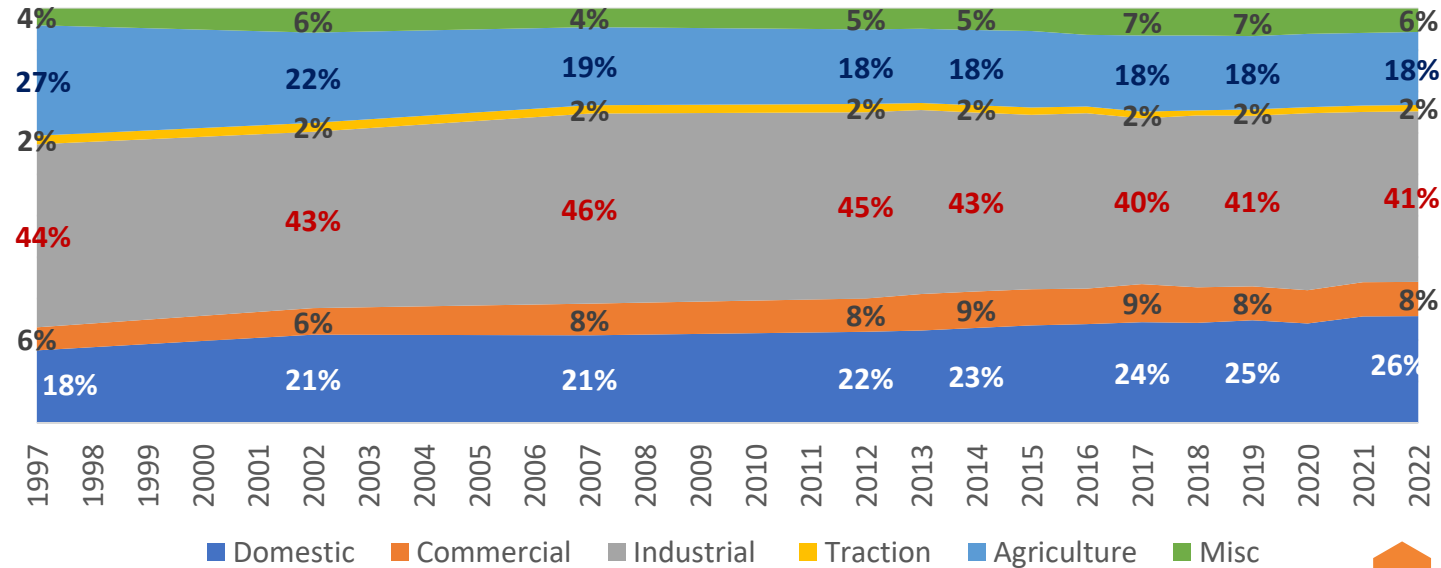
Pricing signals - Rs8/kWhr avg. tariff discovered for short term 24hr supply contracts for Jan-Jul'24...

State-wise volume weighted tariffs discovered in recent short term supply contracts



Source: Goldman Sachs Global Investment Research

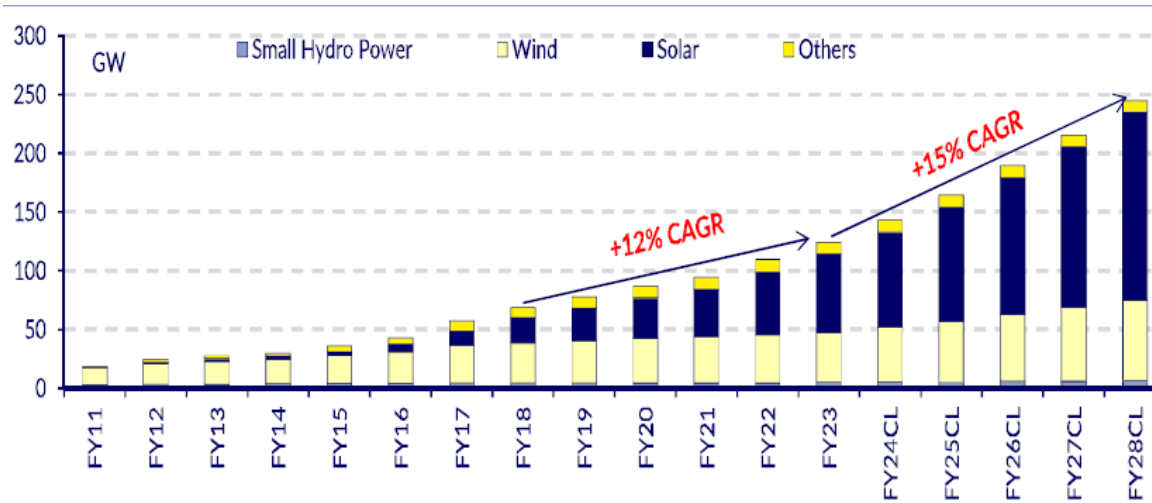
Source Of Power Demand In India



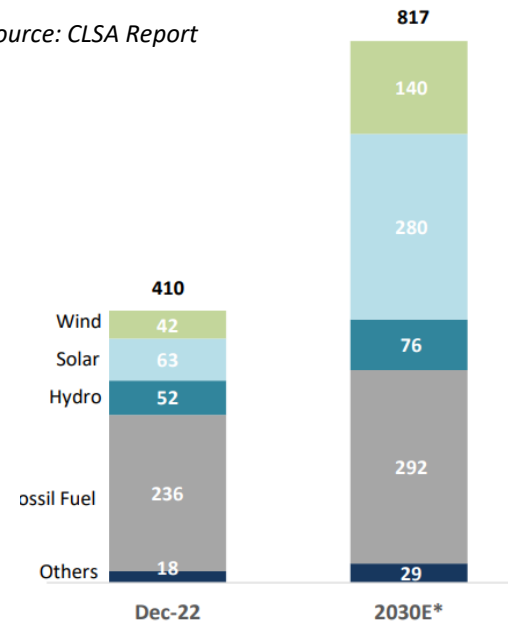
Source: CEA

Renewables Growth In India

Capacity addition year-wise



Source: CLSA Report



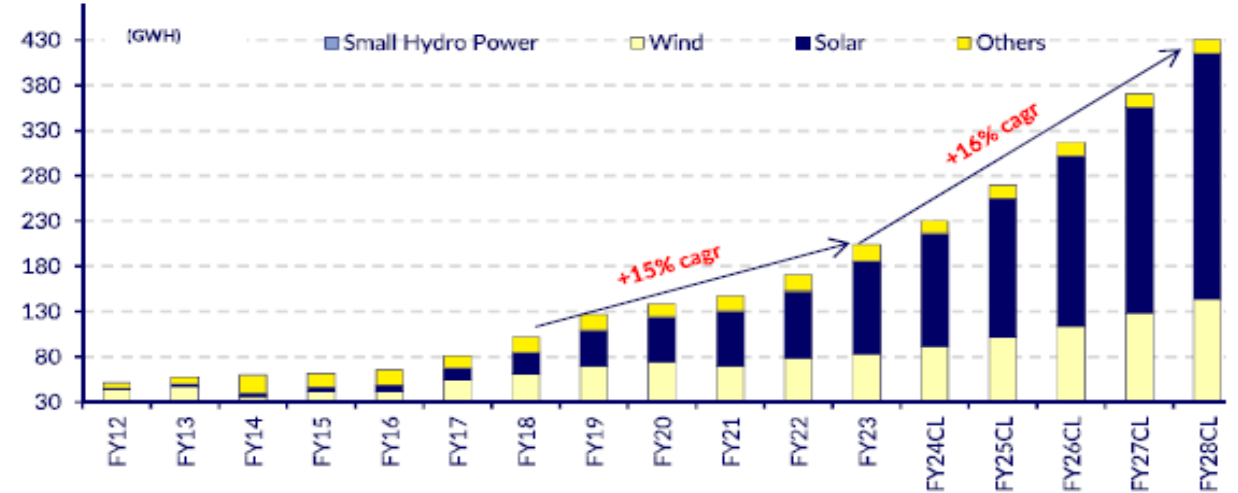
India aims to achieve 500 GW of renewable capacity by 2030 and 50% of the power generation will come from renewable sources.

The Renewable targets by 2030 are as follows-

- Solar-280GW
- Wind-140GW
- Hydro-76 GW

RE Generation

Increased PLFs and the focus on renewables should lead to much higher growth in generation in the coming years versus conventional power

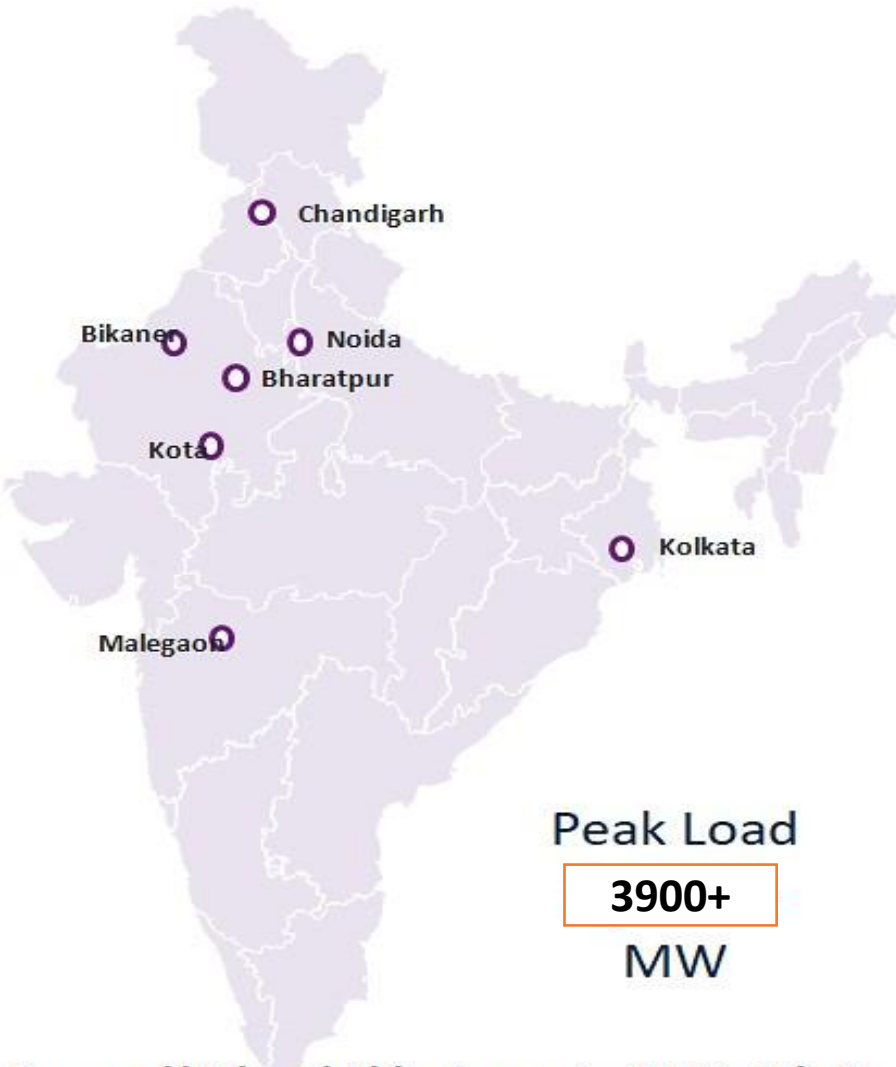


Source: CLSA Report

- To reach 500GW renewable, the GOI plans to auction **50GW of Renewable Project each year till 2027** of which the capacity mix would be **40 GW and 10 GW of Solar and Wind** respectively.
- As Indian Economy is set to grow as at 7% p.a. in the coming decade, **15% of the global growth** will come from India, continuous power demand will be key growth driver.
- With 100% FDI inflow, Government and Private **capex** is expected to increase in future, improving the **power sector infrastructure, reduction in AT&C losses and accelerate shift to renewables.**

Our presence in Distribution Business

Presently serving more than **4 million Customers** while handling around **4 GW** power spanning across **1340 Sq. KM** area.



	Distribution contract	Area (sq. km)	Consumer base	Peak load (MW)	Units sold (MU)	Revenue (₹ Cr)	T&D loss (%)
CESC, Kolkata	Licensee	567	35 lakhs	2600+ MW	10362	8153	7.28%
Noida	Licensee	335	1.35 Lakh	592+ MW	2870	2325	7.63%
Rajasthan	Input based franchisee	381	5 lakhs	500+ MW	2461	1854	11-14%
Malegaon	Input based franchisee	57	1.3 lakhs	~200+ MW	782	608	39%

Emerged highest bidder to acquire 100% stake in Chandigarh Discom

CESC Distribution - Kolkata



- ❑ One of India's oldest electricity utility, operating since 1899

120+ years of experience

- ❑ Regulated Business : assured post-tax equity return *approved by WBERC*

- ❑ Customer Base **3.5 mn**, Area **567 sq km**, **21,000+** ckt km of network

- ❑ Annual Sales **10,362 MU (FY'23)** , Peak demand **2,600 MW+**

- ❑ Power Procurement/Generation: Budge Budge TPP 750 MW, Haldia TPP 600 MW, Southern TPP 135 MW and others

~85% of power demand met from own generation facilities

- ❑ Distribution Loss: T&D : **~7.28%** Collection Efficiency **>99%**

amongst the best in the country

- ❑ 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

- ❑ External credit rating Long Term **"AA"** (high safety)

Short Term **"A1+"** (highest safety)

Leveraging Technology for better Outage Management




Industry 4.0 adoption in Operations



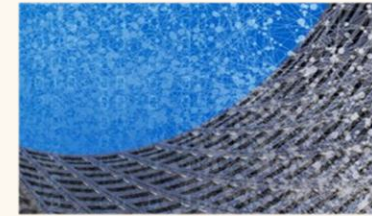
 **IoT** Sensors for Real-time monitoring of Grid



 Harnessing the power of **AR / VR / MR** for faster response time



 **Blockchain** P2P Energy Trading




 **Cloud** adoption to accelerate IT modernization

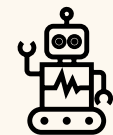


 Fueling utility innovation through **Big Data** Analytics, AI/ML

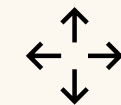


 **State of the art IT** integrated infrastructure

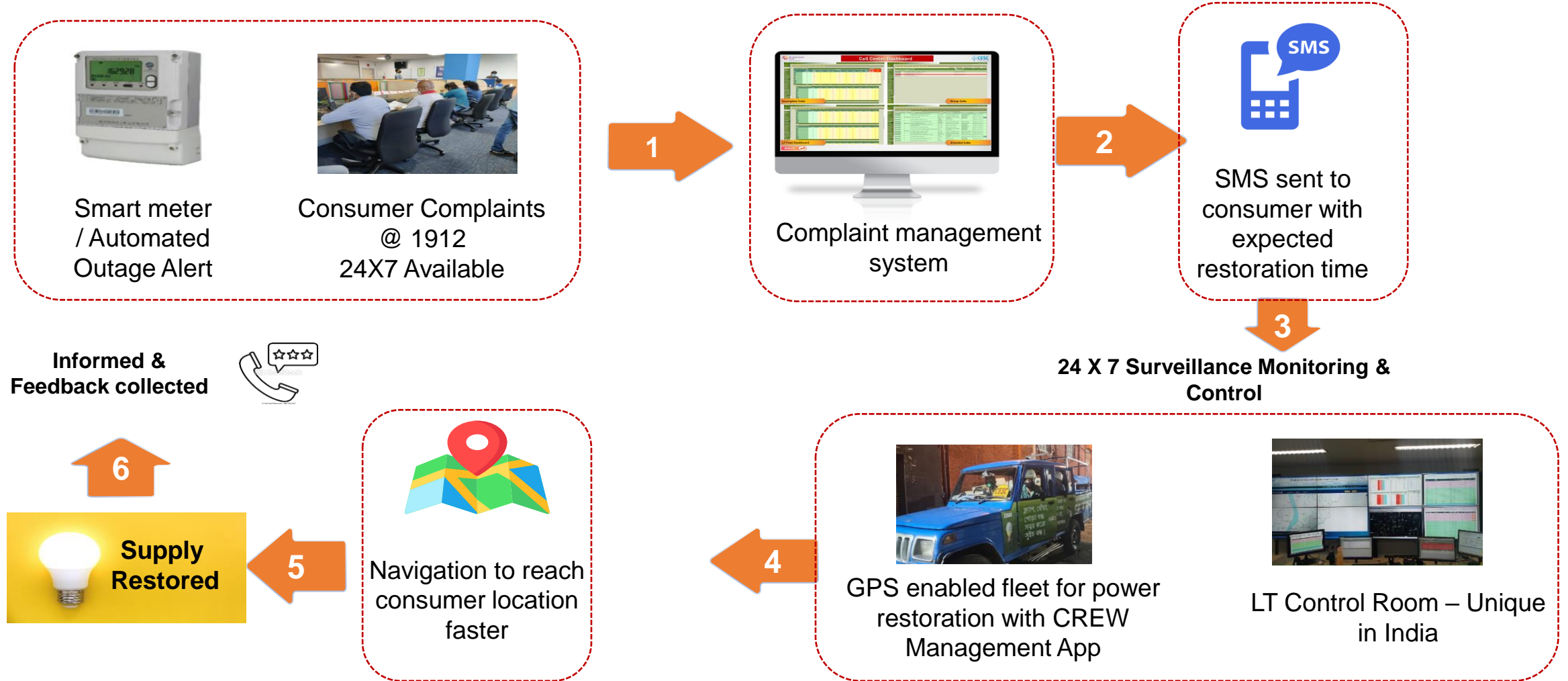


 Deriving Efficiency thru. **Workforce Automation**



 **Mobility Solutions**

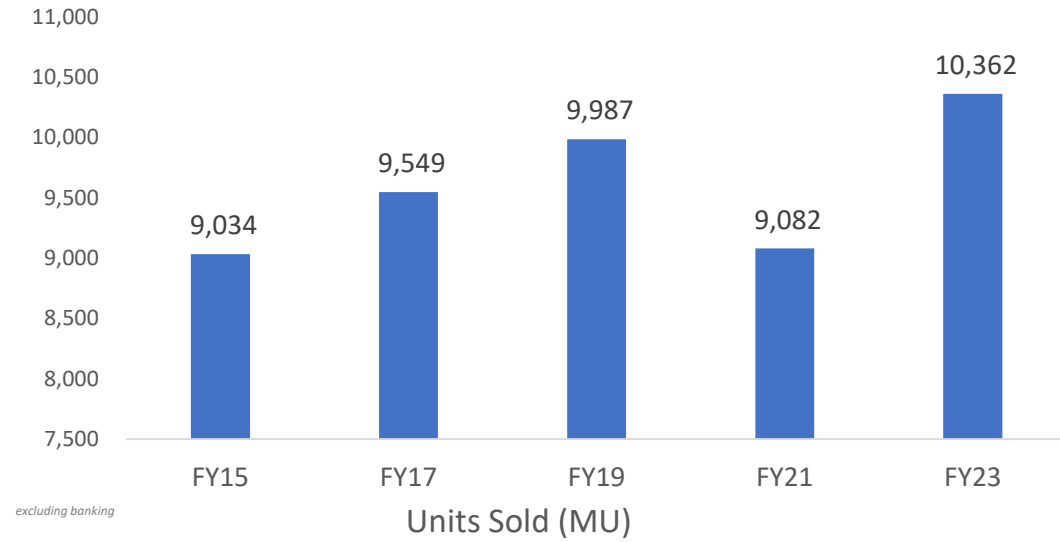
Intelligent Outage Management



LT Outage Restoration process through workforce Automation

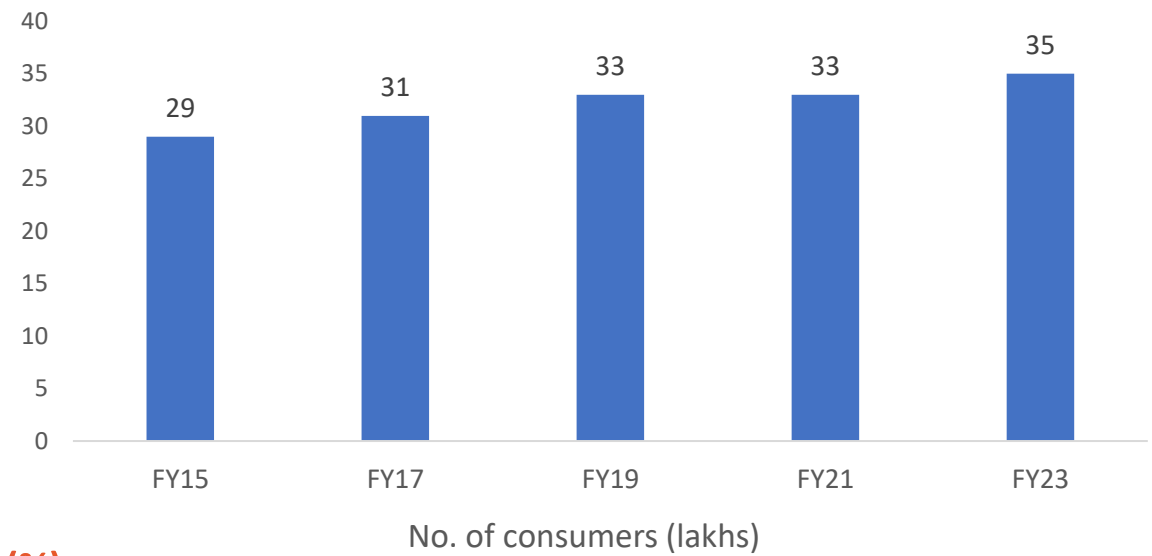
Operating Performance – Kolkata Distribution

Sales (MU)

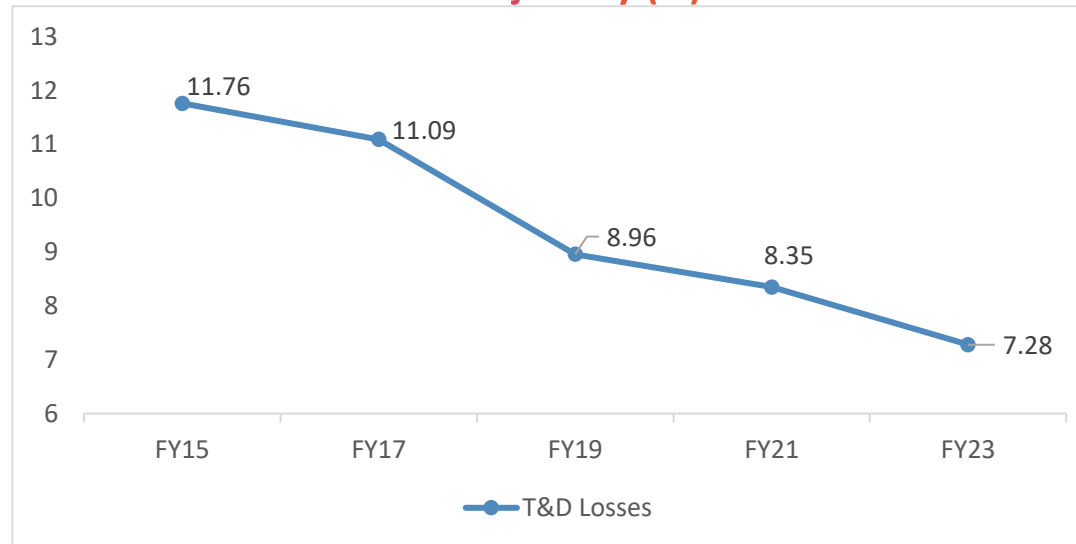


excluding banking

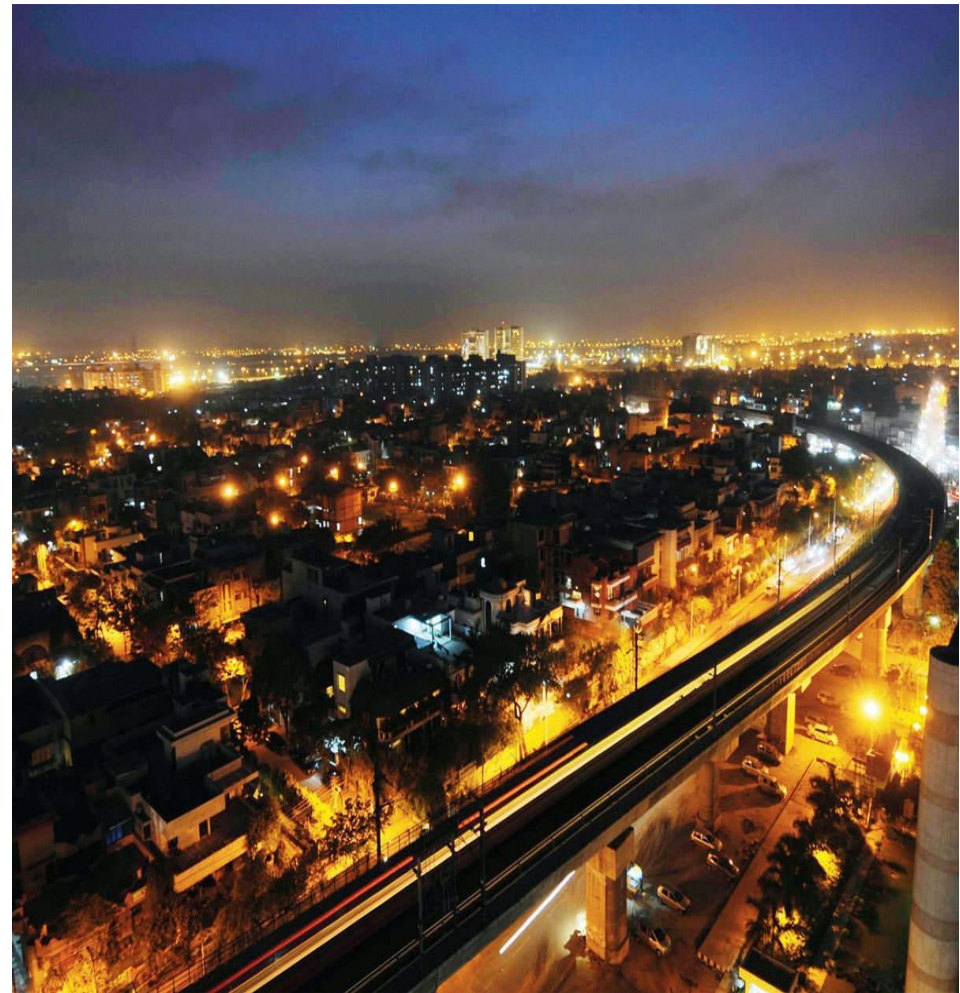
No. Of Consumers (Lakhs)



T&D Loss Trajectory (%)



CESC Distribution – Noida Power Company Ltd.

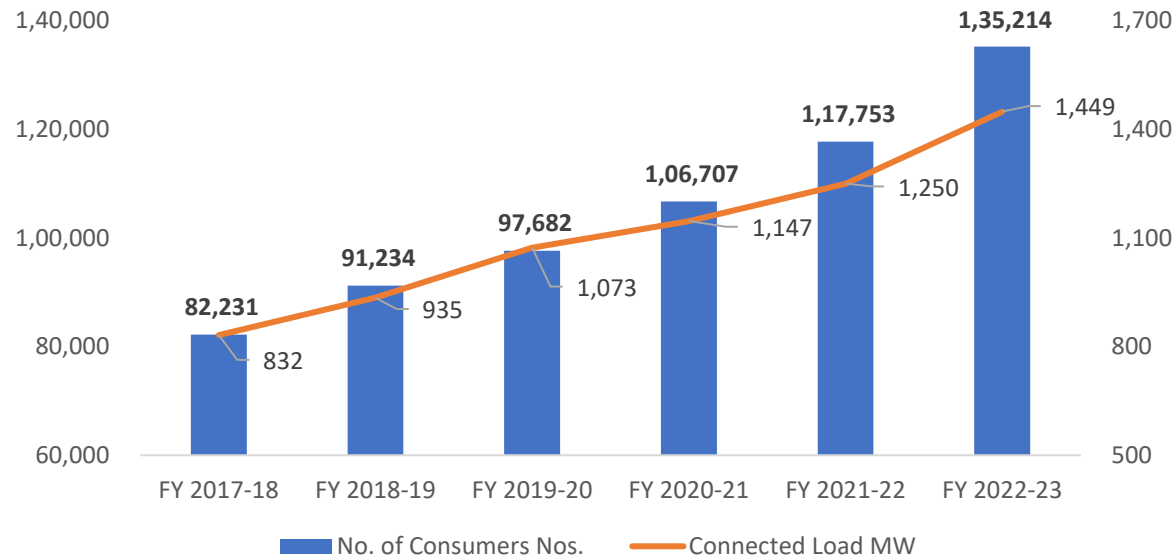


<p>Started operations December 1993</p>	<p>Distribution Area Greater Noida in Uttar Pradesh 335 sq.km.</p>	<p>JV with Greater Noida Industrial Development Authority</p>	<p>Power Procurement Dhariwal Infrastructure /Medium Term/ Short Term/ Renewables</p>
<p>Power Demand- CAGR (5 years) 12%+</p>	<p>Population 7 lakh</p>	<p>No. of consumers 1.35 lakh approx.</p>	<p>Peak Demand 592 MW (appx)</p>
<p>Annual Sales 2870 MU (FY23)</p>	<p>T&D Loss 7.63% (FY23) <i>Amongst best in the country</i></p>	<p>Credit rating Long Term “AA” <i>(high safety)</i> Short Term “A1+” <i>(highest safety)</i></p>	<p>Assured post-tax equity return approved by UPERC</p>

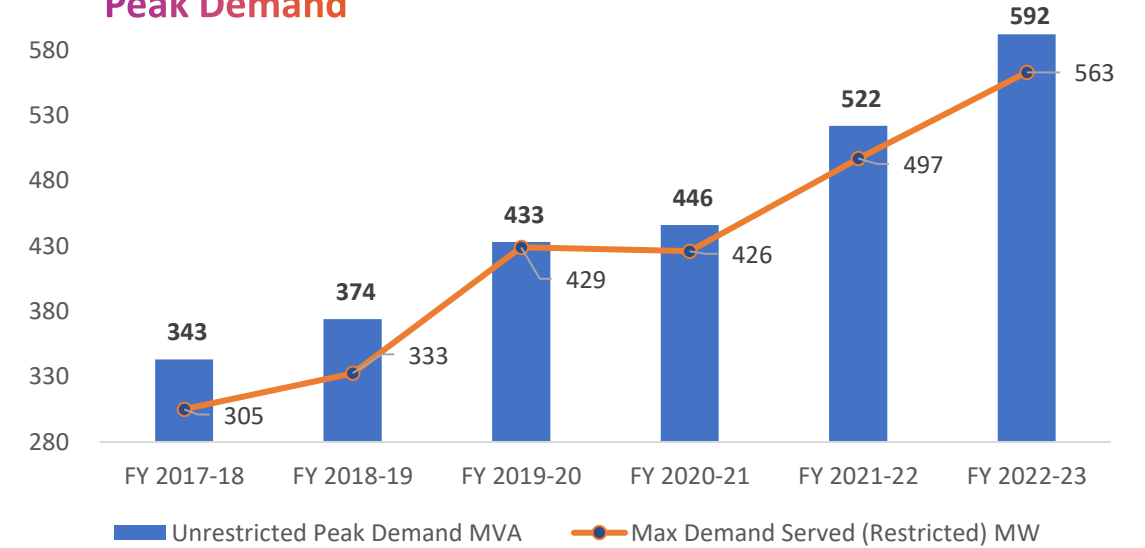
Received CBIP Award 2019 “Best Performing Power Distribution Utility”

Operating Performance - NPCL

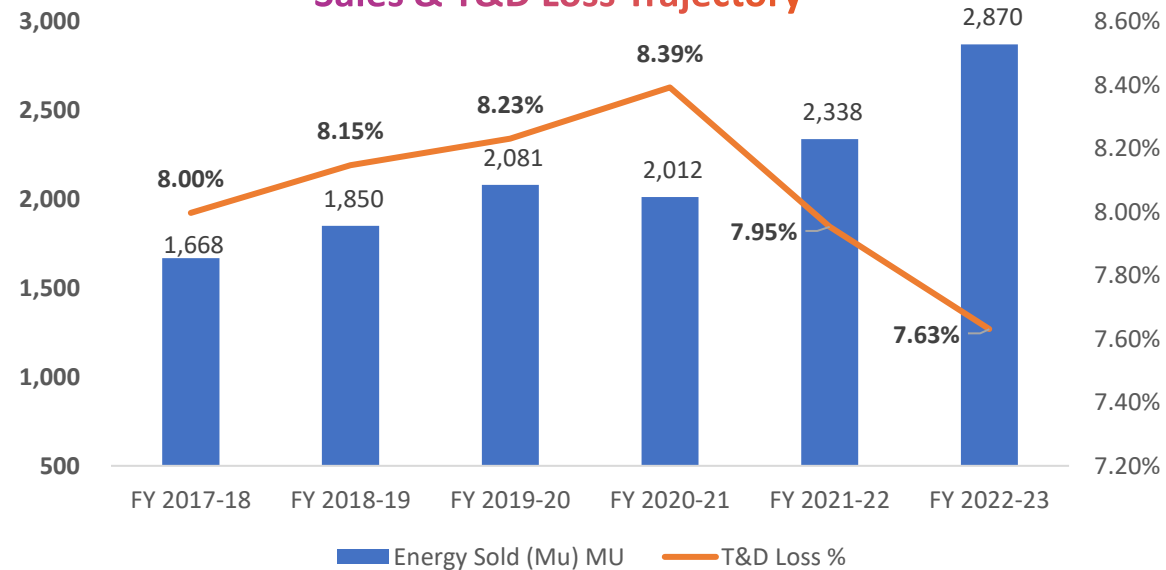
No. Of Consumers



Peak Demand



Sales & T&D Loss Trajectory



Load Growth Drivers In Greater Noida



Delhi Mumbai Industrial Corridor



Integrated Industrial Township,
Greater Noida



Data Centre



IT, BPO, Electronic Manufacturing
Cluster



Jewar International Airport- upcoming
(close vicinity of our licensed area)



Greater Noida Metro
(already operational)

Licensee area part of “Gautam Buddha Nagar District”, highest contributor in state GDP

CESC Distribution – Rajasthan

Three wholly owned subsidiaries in the three cities–

- **Kota Electricity Distribution Ltd**
- **Bharatpur Electricity Services Ltd**
- **Bikaner Electricity Supply Limited**

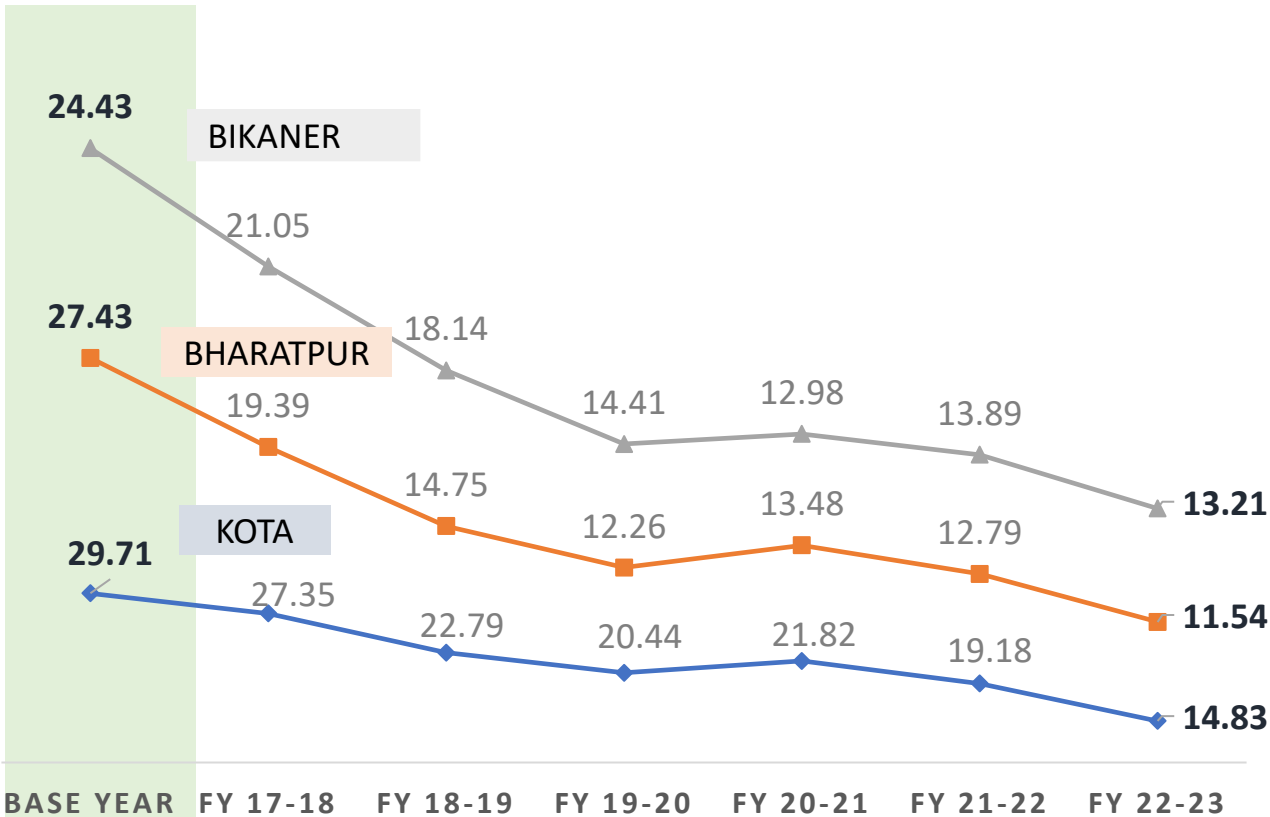


Particulars	Kota	Bharatpur	Bikaner
Area (Sq. Km.)	176	50	155
Population (Nos. Lakh)	11.76	2.52	6.44
Consumer Count (Nos. Lakh)	2.59	0.70	1.78
Energy Input (Million Units) –FY 23	1681	321	858
Units Sold (Million Units)- FY 23	1431	284	745
T&D Loss (%) – FY 23	14.83	11.54	13.21
Revenue (INR Crores)	1014	212	628
Peak Load (MW)	266	72	150
Avg. Billing Rate (INR/Unit)	7.74	8.38	8.21
DF Handover Date	01-Sep-2016	01-Dec-2016	16-May-2017

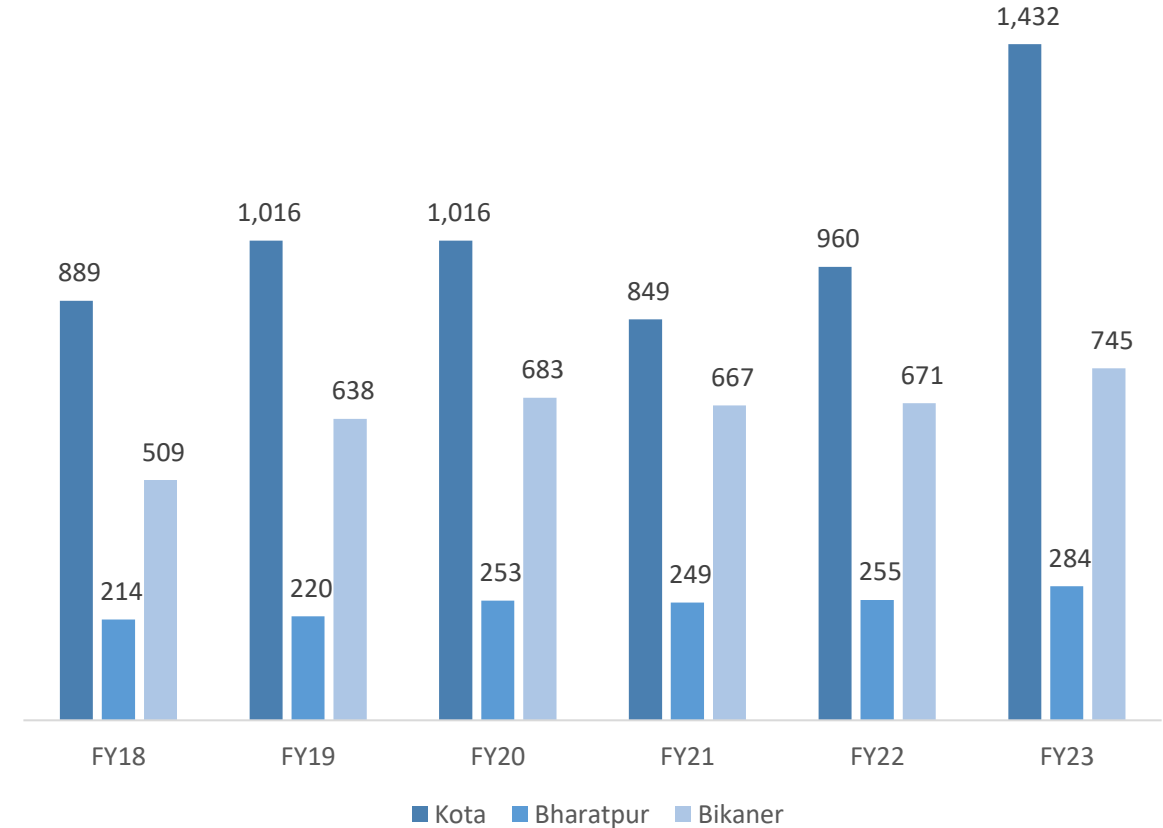
- DFA signed for a period of 20 years
- Power Purchase: JVVNL (Kota & Bharatpur), JdVVNL (Bikaner)
- Quickest ever takeover on compliance
- Current focus on commercial turn around, stable and profitable operations.

Operating Performance – Rajasthan DFs

Gross T&D Loss Trajectory (%)

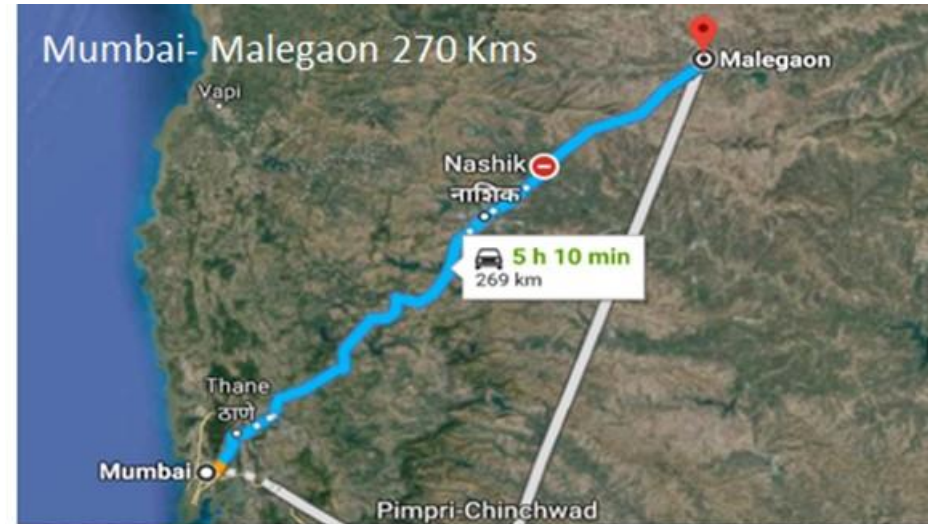


Sales Units (MU)



11% Loss Reduction in Bikaner; 16% Loss Reduction in Bharatpur & 15% Loss Reduction in Kota

CESC Distribution – Malegaon



<p>Start of operations (Commenced on 1st Mar'20)</p>	<p>Distribution Area Malegaon in Maharashtra</p>	<p>Concession Period 20 Years</p>	<p>Power Procurement MSEDCL</p>
<p>Area 57.6 sq.km.</p>	<p>No. of consumers 1.3 lakh</p>	<p>Energy Input 1285 MU</p>	<p>Energy Billed 782 MU</p>
<p>Revenue Billed 608 Cr</p>	<p>T&D Loss 39%</p>	<p>Collection Efficiency 94%+</p>	<p>Min. Capex p.a. 1st -5th Yr: 20 Cr 6th – 20th Yr: 3 Cr</p>

Operational Parameters- Key Performance Indicators



Loss reduction from more than 50% to 39%



Collection efficiency improved from around 89% to 95%



235 MW Peak Demand met



30 MVA of Power Transformer Capacity added



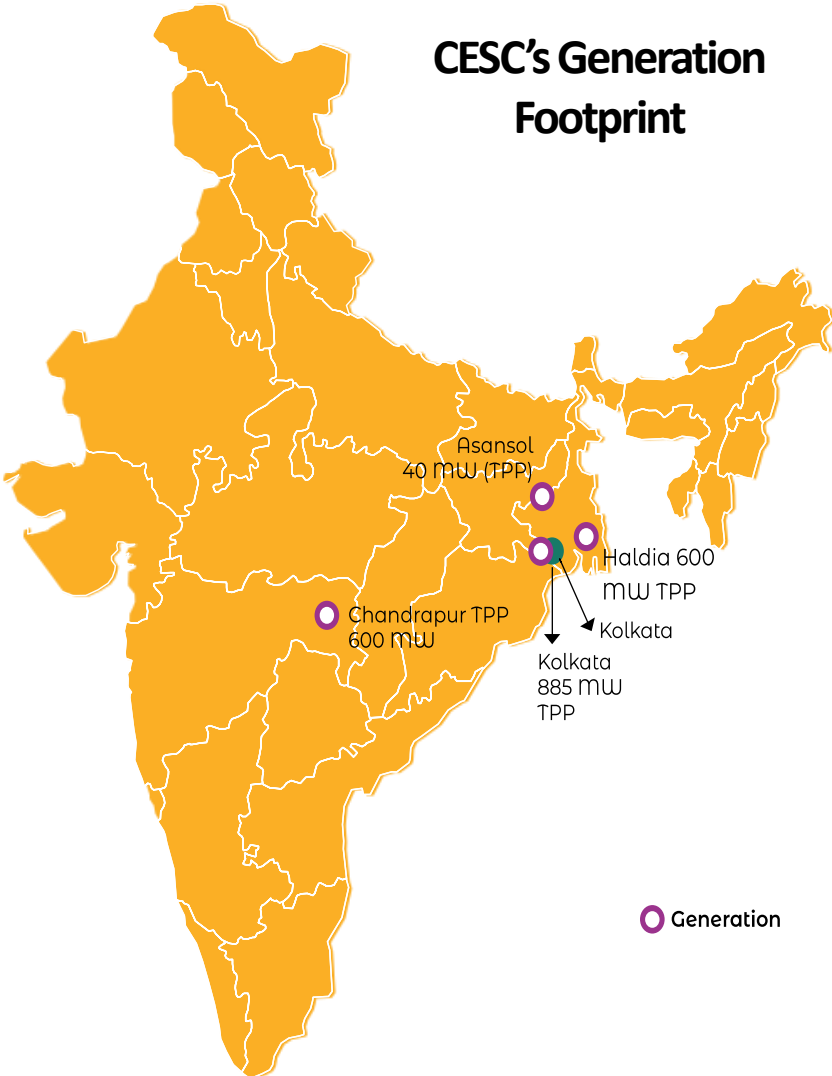
Commissioned 252 Nos. Distribution Transformers



Around 40 KM HT & LT Network developed

Our presence in Generation Business

CESC's Generation Footprint



	State	Installed Capacity (MW)	Units Generated (MU) – FY'23	PLF (FY'23)	Offtake Arrangement	FUEL SECURITY
Budge Budge Generating Station (TPP)	West Bengal	3* 250	5331	81%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • Coal Mine • E-auction
Southern Generating Station (TPP)	West Bengal	2*67.5	636	54%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • e-auction
Haldia Energy Limited (TPP)	West Bengal	2*300	4219	80%	CESC, Kolkata	<ul style="list-style-type: none"> • CIL Linkage • E-auction
Dhariwal Infrastructure Limited (TPP)	Maharashtra	2*300	4229	80%	<ul style="list-style-type: none"> • 100 MW - TANGEDCO • 187 MW - NPCL • 210 MW - Central Railways 	<ul style="list-style-type: none"> • CIL Linkage • E-auction
Crescent Power Limited (TPP)	West Bengal	40	334	95%	Short Term Supply - Competitive	Coal Washery Rejects
Crescent Power Limited, Ramnad (Solar)	Tamil Nadu	18	28	21%	100% Long term PPA- TANGEDCO	-

Power Generation - Kolkata



Budge Budge- BBGS (3x250MW)



Southern- SGS (2x67.5MW)

<p>Stations</p> <p>Budge Budge- BBGS (3x250MW)</p> <p>Southern- SGS (2x67.5MW)</p>	<p>Cumulative Capacity 885 MW</p>	<p>Assured Post Tax Equity Return</p>
<p>BBGS ranked among top thermal stations for PLF</p>	<p>BBGS Best among TPPs commissioned before 2008 in India BBGS awarded Outstanding in water conservation & ZLD</p>	<p>Fuel sourcing with captive coal block & coal linkages</p>
<p>100% utilization of ash in an environmentally friendly manner</p>	<p>Export of surplus capacity via exchange or bilateral contracts</p>	<p>Operational Parameters create National Benchmark</p>

600 MW Haldia Thermal Power Project



- **Generating Station:** 2x300 MW Thermal Power Plant
- **Entire capacity to CESC (Kolkata)**
-PPA approved by WBERC
- **Assured Post Tax Equity Return**
- **Fuel Supply Agreement** with MCL
- **Haldia ranked among top thermal stations for PLF.**
- **PLF:** 80.3% (FY23), 87.2% (9MFY24)
- **Credit rating**
Long Term “AA-” (high safety)
Short Term “A1+” (highest safety)

600 MW Chandrapur Thermal Power Project

First Independent Power Plant of CESC



- **Generating Station:** 2x300 MW in Chandrapur, near Nagpur
- **Power Sale Arrangement:**
100 MW – TANGEDCO,
171 MW – NPCL (PPA approved by UPERC)
210 MW – Central Railways
- **Fuel Supply Agreement** with SECL & WCL
- **Achieved 100%** ash utilisation
- **Steady Operations** with PLF at ~80.5% (FY23) & 81.6% (9MFY24)

Significant Financial turnaround -
current profitability at Rs. 244 cr (FY23).

Recent upgradation of Long Term Rating to
“A-” (adequate safety) – by ICRA

Crescent Power



- **Generating Station:** 40 MW AFBC based power plant
- **Power sold to the grid**
- 18 MW Solar PV power plant in Tamil Nadu under the Solar Power Policy of the State
- **PLF** 95% (FY23) ; 94% (9MFY24)
- **Sale to licensed area:** 300 MU
- **Steady Operations & profitability**

Generation Business – Operational Performance

	Capacity (MW)	FY19		FY20		FY21		FY22		FY23		9M FY24	
		Sent Out Units (MU)	PLF %	Sent Out Units (MU)	PLF %	Sent Out Units (MU)	PLF %	Sent Out Units (MU)	PLF %	Sent Out Units (MU)	PLF %	Sent Out Units (MU)	PLF %
Budge Budge Generating Station	750	5552	91.5%	5352	88%	5003	82.5%	5132	84.7%	4910	81.1%	4150	90.8%
Southern Generating Station	135	257	24%	307	29%	82	8%	149	14%	581	54%	535	66%
Haldia Energy	600	4240	87.8%	4085	84.1%	3895	80.4%	3939	81.4%	3868	80.3%	3189	87.2%
Dhariwal Infrastructure	600	2956	61.4%	3102	64.1%	3880	80.5%	3676	75.9%	3913	80.5%	3000	81.6%
Crescent Power	40	292	94%	171	56%	307	99%	308	99%	295	95%	219	94%
Solar (TN)	18	26	20%	27	21%	24	19%	25	20%	26	21%	18.6	16%

Focus ahead: Diversifying towards a Greener Future



3 GW Renewable Capacity

- CESC is exploring investments in renewables energy generation space (up to 3GW Hybrid Portfolio) in more than one states in India.
- 250 acres of Land in Bikaner under Physical Possession and in advanced stages of acquisition for 2000 acres further.



Green Hydrogen

- CESC Projects Limited has won bid for setting up 10,500 MT/annum of Green Hydrogen Production facility.
- The Green Hydrogen project is expected to be commissioned within 3 Years.
- This would be a pilot project and further capacity addition would be planned later.



Expansion of Distribution

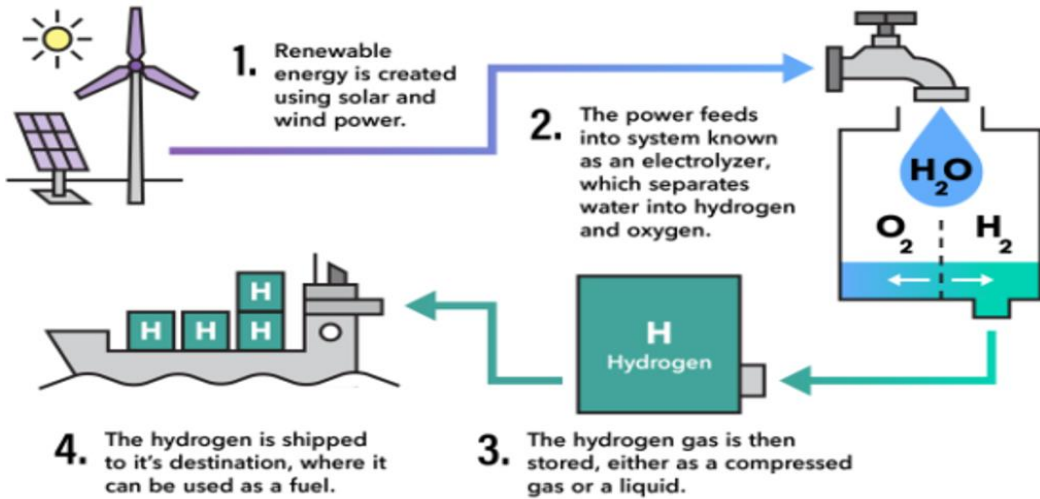
- CESC is well placed to benefit from Government's privatisation of State Distribution Companies.
- Accessing potential circles based on Market Attractiveness.
- Our Strategy: Cost Optimization, Sustainable Loss Reduction, Enhancing Digital Customer Experience, Value added services.

Green Hydrogen

1. Technological Insight

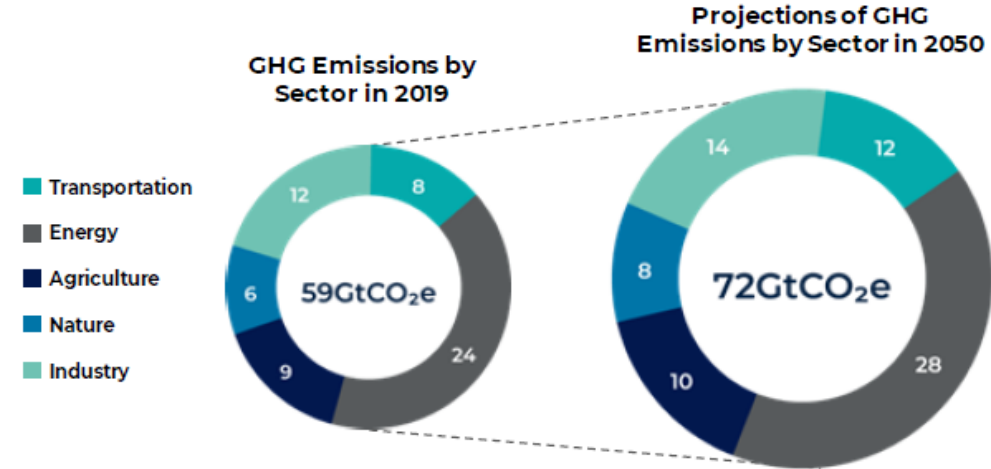
Green hydrogen is produced using renewable energy sources to split water molecules into hydrogen and oxygen. This process is called electrolysis. Green hydrogen is considered a clean fuel because it does not produce any emissions when it is burned.

How is Green Hydrogen Produced?



- The green hydrogen market (sales) is likely to reach ~\$10 billion by 2030 & ~\$35 billion by 2040 in India (p.a. figures)

2. Hydrogen's Role: Green Hydrogen will be a key element in delivering 90% of the required reductions, with 75% achievable through renewable power and the electrification of heat and transport.



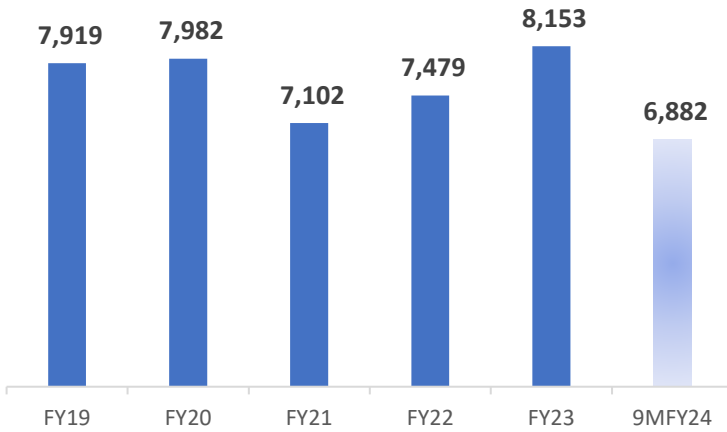
3. Market Size



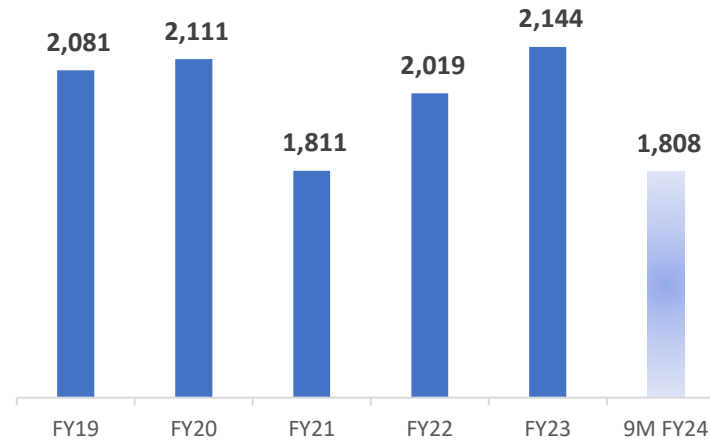
Annual Financial Performance

Standalone Financials

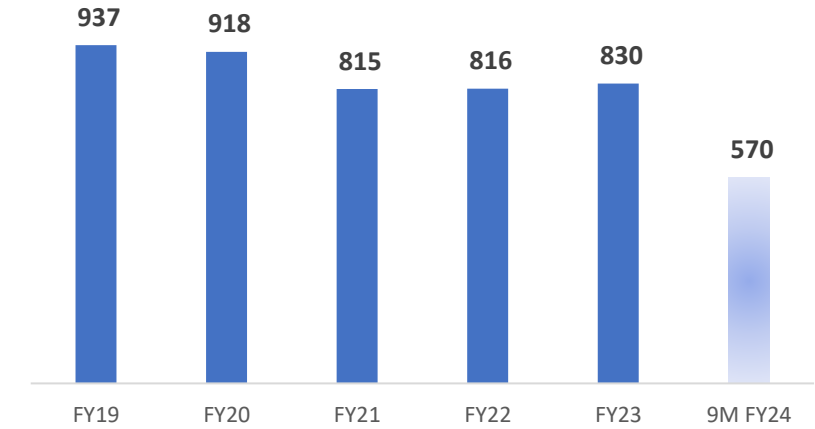
REVENUE (in Cr)



EBITDA (in Cr)

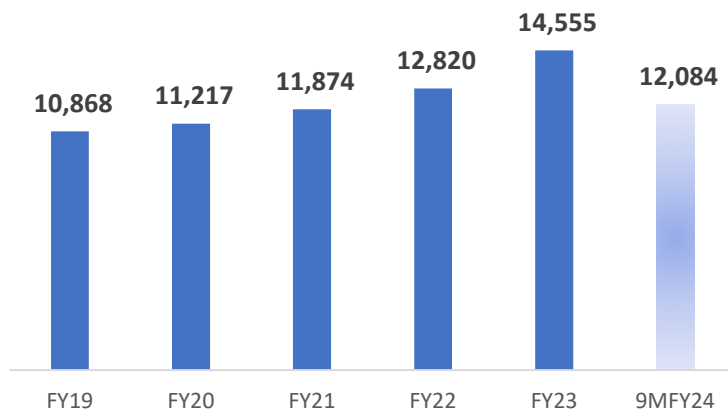


PAT (in Cr)

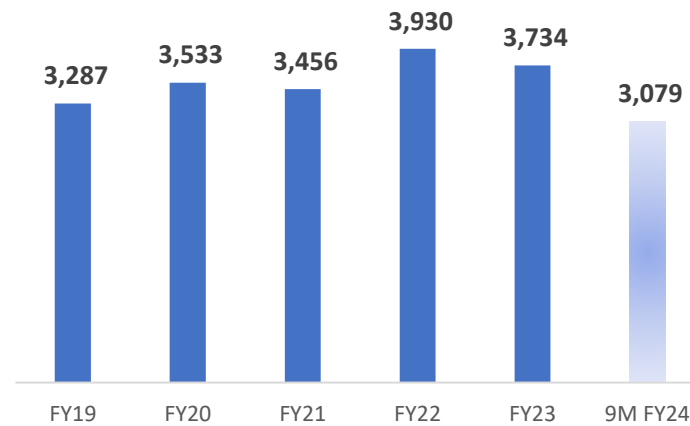


Consolidated Financials

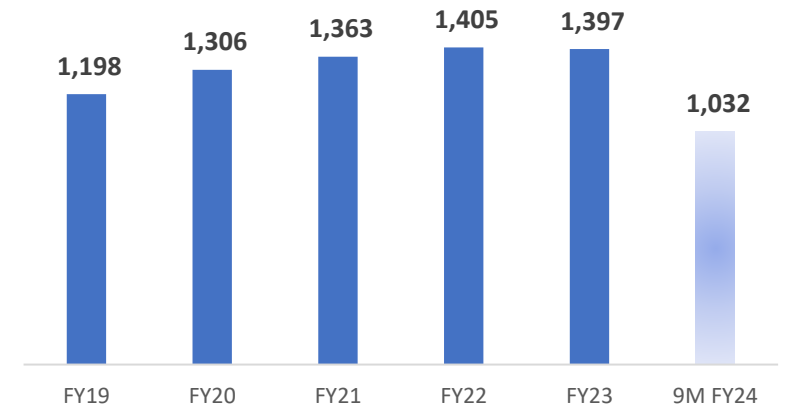
REVENUE (in Cr)



EBITDA (in Cr)



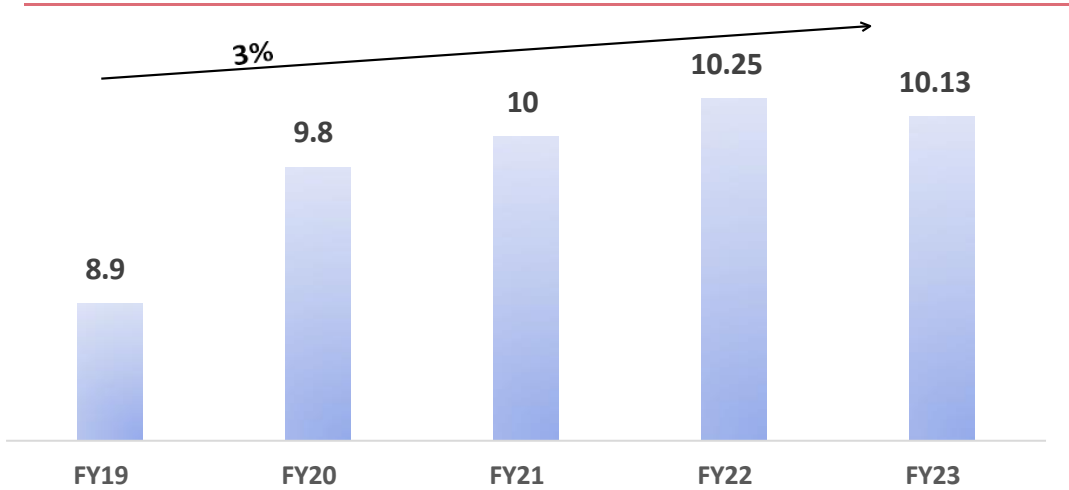
PAT (in Cr)



Financial Performance - Consolidated

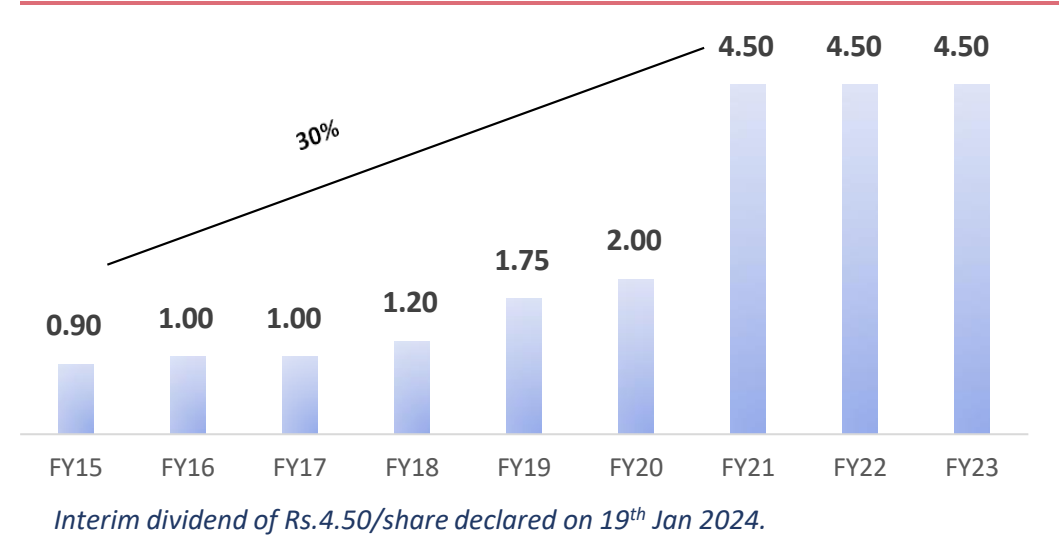
EPS

(in Rs.)



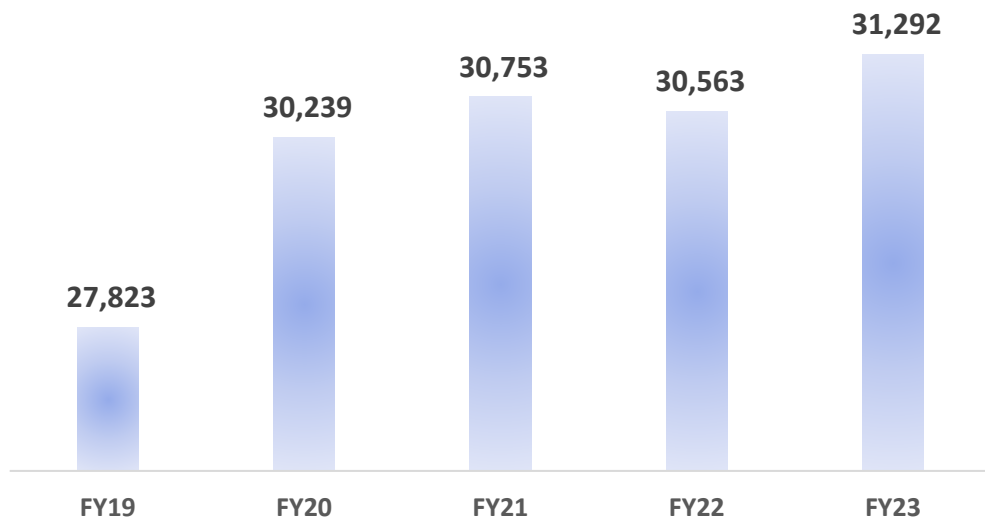
Dividend/share

(in Rs)



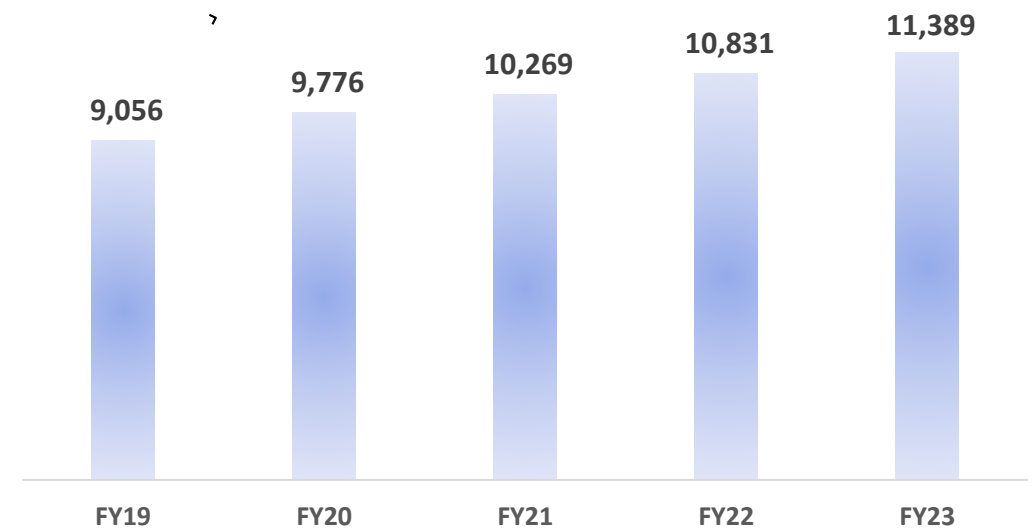
Fixed assets

(Rs. Cr.)



Net worth


(Rs. Cr.)



Financial Performance of Key Subsidiaries

	FY`22			FY`23			9MFY24		
	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)	Revenue (Rs. Crs)	EBITDA (Rs. Crs)	PAT (Rs. Crs)
CESC Ltd (Consolidated)	12820	3800	1405	14555	3734	1397	12084	3079	1032
CESC Ltd (Standalone)	7479	2019	816	8153	2144	830	6882	1808	570
Haldia Energy Ltd	2251	1017	333	1987	747	261	1504	572	176
Dhariwal Infrastructure Ltd	1654	485	137	1918	550	244	1416	409	189
Crescent Power	125	39	15	177	55	33	150	80	56
Noida Power	2055	259	150	2325	292	161	1905	242	139
Kota/Bharatpur/Bikaner	1589	27	(30)	1854	42	(25)	1557	71	15
Malegaon	494	(32)	(57)	608	(67)	(77)	484	(79)	(88)

High on ESG Commitment

<p>E</p>	 <ul style="list-style-type: none"> ✓ 4.76% reduction in GHG intensity in FY 22-23. ✓ 1,95,638 tCO₂ offset ✓ 3 lakh plus trees planted offsetting 1.96 lakh MT carbon dioxide equivalent ✓ 13 green buildings certified ✓ Installation of solar rooftops to the tune of 228 KW ✓ Fuel diversification- use of biomass ✓ 100% fly ash utilization 	<ul style="list-style-type: none"> ✓ Achieved specific water consumption below the statutory limit of 3.5 cubic metres per MWh ✓ Achieved water intensity of 2.12 KL/MWh at generating stations ✓ Zero liquid discharge in freshwater based power plants ✓ Budge Budge plant received the 'Gold' award in Smart Technology Electricity Generation category at the national competition organized by India Smart Grid Forum (ISGF) in 2023.
<p>S</p>	 <ul style="list-style-type: none"> ✓ Ranked in India's top 100 "Great Place to Work" companies ✓ >22,000 lives impacted through CSR activities ✓ 23% enhancement in coverage of training across workforce (Currently 83%) ✓ Zero fatalities at workplace 	<ul style="list-style-type: none"> ✓ Women diversity in workforce is 7.7% ✓ 5.22 training hours per employee ✓ CESC was awarded 'Prize for Leadership in HR Excellence' in the coveted CII National HR Excellence Awards 2022-23 for the third consecutive time.
<p>G</p>	 <ul style="list-style-type: none"> ✓ Introduction of Sustainability as the 7th Value ✓ Introduced 12 new policies ✓ Integration of ESG in supply chain- 9 suppliers are gold rated ✓ 16 patents registered for approval ✓ Apex Panel of Mentors for Knowledge & Innovation Management ✓ 50% of the Board is Independent 	<ul style="list-style-type: none"> ✓ 10% Female members on the Board ✓ Significant advancements in improving our existing management systems against anti-corruption and anti-bribery in line with the requirements of ISO 37001

Green Buildings at CESC



RPSG House – Certified as “LEED (v 4.1) Platinum in 2023 by USGBC



Chakmir Substation (CESC Ltd) – First Substation to be certified as “IGBC Platinum” in 2018



Park Circus Substation – Certified LEED v 4.1 Platinum in 2022 by USGBC



HEL Admin Building - Certified “IGBC Platinum” green building in 2018



CESC House -First Heritage Building certified as “LEED v 4.1 Platinum” under in Nov 2020 by USGBC



NPCL Customer Care Office – Certified as “LEED Gold” by USGBC in 2018



NPCL Corporate Office – Certified as “LEED Gold by USGBC in Aug 2018.



Haldia Residency – Pre certified as “IGBC Platinum Green Building” in 2018



B T Road SS – Certified LEED v 4.1 Gold in 2023 by USGBC



BBGS Gate Complex– Certified as “IGBC Platinum in 2023



Lord Sinha Road Office – Certified as LEED v4.1 GOLD in 2023 by USGBC



Patuli SS – Certified as LEED v4.1 Platinum in 2023 by USGBC



Lord Sinha Road Office – Certified as LEED v4.1 GOLD in 2023 by USGBC

Thank You

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