



DOC:SEC:1222/2024-25/258

November 22, 2024

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

<u>Mumbai – 400 051</u> <u>SCRIP CODE: CESC</u> BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
SCRIP CODE: 500084

Dear Sir/Madam,

Sub: Intimation of Investors' Presentation

In furtherance of our communication vide letter no. DOC:SEC:1219/2024-25/255 dated November 19, 2024, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference scheduled to be held as per the details given earlier.

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







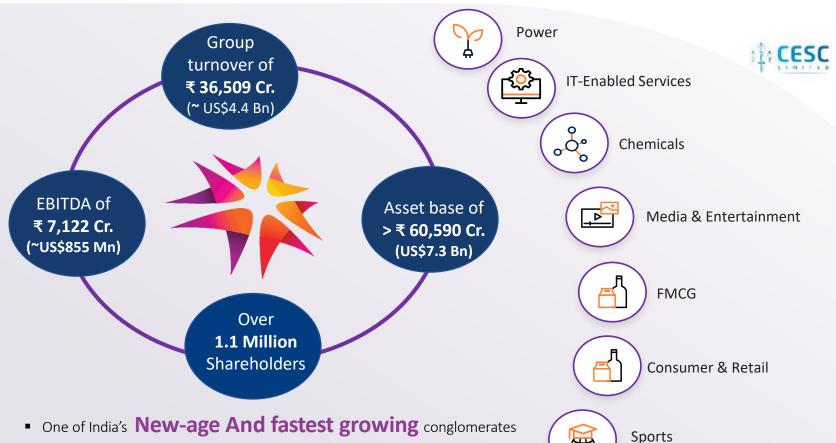
November 2024





RPSG group: Building a diversified conglomerate





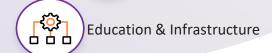
Strong workforce of 50,000+ employees, belonging to different nationalities

Presence in 60+ countries

■ **100+** offices worldwide



Plantations





































































Anchored to core values



SUSTAINABILITY

Be equally responsible

for people, planet, profits

Vision: To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



We strive towards performance excellence, value-addition and strong bottom line orientation.

I'm happy to say this focus has paidoff – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka Chairman RP-Sanjiv Goenka Group









President - Group Human

Be fair, respectful, transparent and sensitive **CREDIBILITY**

HUMANENESS

Core

Values

Rajarshi Banerjee Group Chief Financial Officer



Ritesh Idnani

Managing Director and CEO

Firstsource Solutions





Vikram Mehra Managing Director Saregama India Limited



Brajesh Singh Managing Director (Generation) **CESC Limited**



Sudhir Langer Chief Executive Officer **FMCG Business**





Vineet Sikka Managing Director (Distribution) **CESC Limited**



CEO

Renewables Business

CESC Limited

Anuj Singh Managing Director and CEO Spencer's Retail

EXECUTION EXCELLENCE

Strive to be the best in everything we do

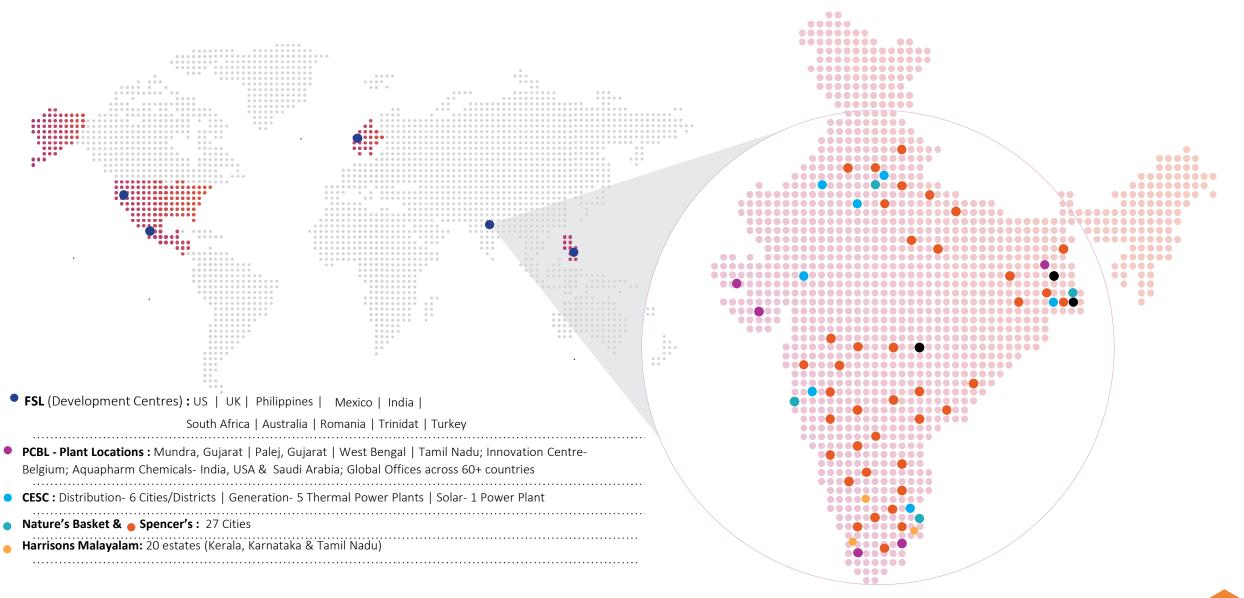
RISK-TAKING

Dare to go beyond



RPSG group: Geographical presence











CESC: Powering millions of Indian homes and businesses

India's first fully integrated electrical utility company (since 1899) with business interest in generation & distribution of power & Headquartered in Kolkata.

Generation

Operates **5 Thermal Generation Plant** across India with a Capacity of **2,140 MW** meeting bulk of the power requirements for Kolkata and NPCL license area.



78% of Generation capacity is tied up with own distribution license - Kolkata & Noida

Long-term fuel supply agreements in place

Distribution

Serves **4.4 million+ customers** across 6 locations in India offering best in class **customer** service.

Sole electricity distributor in Kolkata and Howrah, serving 3.6 million consumers.

Distributes power in Greater Noida, Uttar Pradesh (335 sq. km).

Distribution Franchisee in Rajasthan (Kota, Bharatpur, Bikaner) and Maharashtra (Malegaon).

Renewables

Planned Investments in Renewable energy generation of 3.2 GW Hybrid Renewable over next 3 years under Purvah Green Power Private Ltd.

Framework agreement with Inox Wind Ltd for 1.5 GW of wind turbines and Suzlon Energy to be commissioned over next 2-4 years

PPA signed for setting up **300MW solar PV** power project under tariff-based competitive bidding

10,500 MT/annum of Green Hydrogen Production facility expected to be commissioned within 3 yrs

CESC Rajasthan, Bikane CESC Rajasthan, Bharatpur Asansol 40MW TPP Haldia Energy Limited, Haldia 600 MW TPP CESC, Kolkata Distribution CESC Generation (Budge Budge & Southern) 885 MW TPP CESC Rajasthan, Kota Dhariwal Infrastructure Limited, Chandrapur 600 MW TPP Crescent Power Limited, Ramnad



MPSL, Malegaon



18 MW Solar



Key Metrics

2 Distribution Licenses

4 Distribution Franchisee

4.4 million +

consumers

Generation Portfolio

2.1GW

4,200 MW+

1340 Sq km

Distribution Area

(Consolidated sales)

~17,500 MU

3.2GW

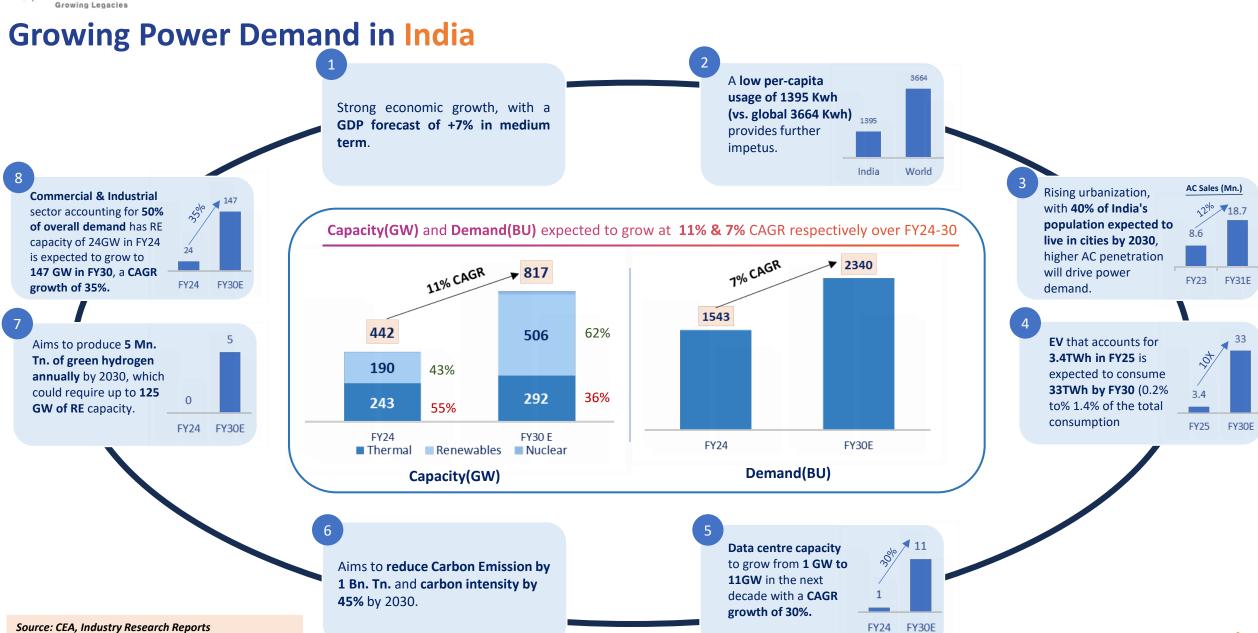
Planned investments in hybrid Renewable energy generation Rs. 15,544 cr (Revenue)

> Rs. 4,134 cr (EBITDA) (Consolidated)

Note: Numbers are as on FY24.



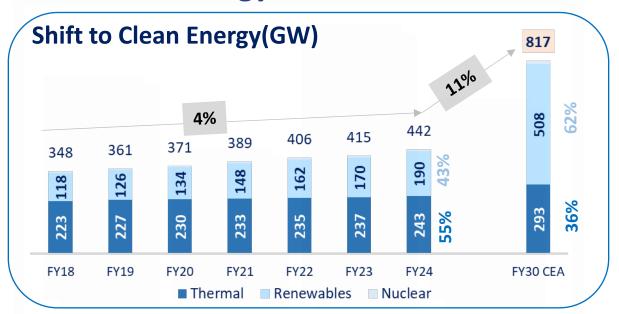


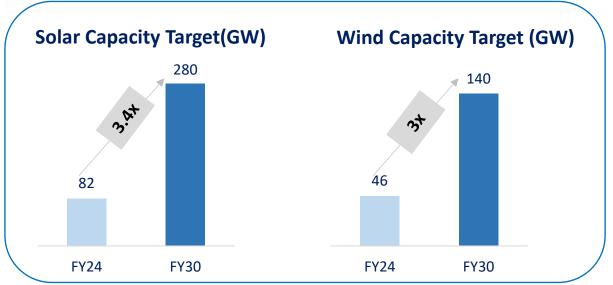






India's Green Energy Transition





Capacity Addition

To meet rising power demand, capacity addition is projected to grow at a CAGR of 11% from FY24 to FY30, reaching 817 GW.

This growth will be driven by a 18% CAGR in renewable capacity.

Renewables

To achieve 500 GW of Renewables, **solar and** wind energy will be the primary drivers.

Hydro, Pump Storage system, Nuclear Energy will play crucial roles in supporting India's Energy transition to cleaner energy source.





Our Presence in Distribution Assets

Presently serving more than <u>4.4 million Customers</u> handling <u>4 GW+</u> power spanning across <u>1340 Sq. KM area</u>.



	Kolkata	Noida	Rajasthan DF	Malegaon DF
Distribution Contract	Licensee	Licensee	Input Based Franchisee	Input Based Franchisee
Area (sq. km)	567	335	381	57
Consumer Base	36 lakhs (FY24)	1.62 lakhs (FY24)	5.2 lakhs (FY24)	1.3 lakhs (FY24)
	35 lakhs (FY23)	1.35 lakhs (FY23)	5 lakhs (FY23)	1.3 lakhs (FY23)
Peak Load (MW)	2700+ MW	770+MW	650+MW	200+MW
Units Sold	11,149 (FY24)	3,136 (FY24)	2,399 (FY24)	830 (FY24)
	10,362 (FY23)	2,870 (FY23)	2,461 (FY23)	782 (FY23)
Revenue (Rs Cr.)	8,729 (FY24)	2,478 (FY24)	1,936 (FY24)	670 (FY24)
	8,153 (FY23)	2,325 (FY23)	1,854 (FY23)	608 (FY23)
T&D Loss %	6.89% (FY24)	7.48% (FY24)	10-14% (FY24)	39% (FY24)
	7.27% (FY23)	7.63% (FY23)	11-14% (FY23)	39% (FY23)





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 3.6 mn, Area 567 sq km, 21,000+ ckt km of network
- Annual Sales 11,149 MU (FY'24) , Peak demand 2,700 MW+
- Power Procurement/Generation: Budge Budge TPP 750 MW, Haldia TPP 600 MW, Southern TPP 135 MW and others

~80-85% of power demand met from own generation facilities

Distribution Loss: T&D : ~6.89% 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)

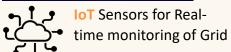
Short Term "A1+" (highest safety)



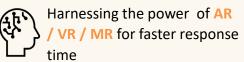


Industry 4.0 adoption in Operations



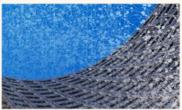








Gen-Al based Social Media Response automation, to engage with Consumers

























Leveraging Technology for better Outage Management

RMU & PILLAR BOX AUTOMATION



Faster Restoration



Lesser Truck Rolls

EXTENSIVE OFC NETWORK 1500 KM



Less Dependency on Telcos.



Total Control on Communication.



Smart / AMR Meters



DTR Metering & Monitoring



SELF HEALING NETWORK / RING NETWORK





SCADA IMPLEMENTATION



First in India by any DISCOM



Complete Network visibility & Remote Restoration





Enhancing Customer Engagement through Digitalization



80% Online payments

Multi-channel Online Payments
Almost all modes of Digital payment
are available
Mobile Wallet, Website, App, Bank
Transfers



1st Discom to launch Customer services on Metaverse Harnessing the power of Metaverse for Gen-Z Consumers to promote E-Office experience – India's



Digital Customer Feedback

implemented on 8 Key processes to engage proactively to reduce customer complaints



Green Energy Program

Helping corporates to achieve their sustainability goals



Demand Side Management to

transform consumer behaviour on usage to spread peak times



Cloud based IVR to

for seamless engagement at Call center



Multilingual (Voice +

instant support and enhancing user experience with minimum effort with multilingual capability for seamless engagement

WhatsApp + Chat) Bot



Revamped website

boosting engagement and increasing traffic



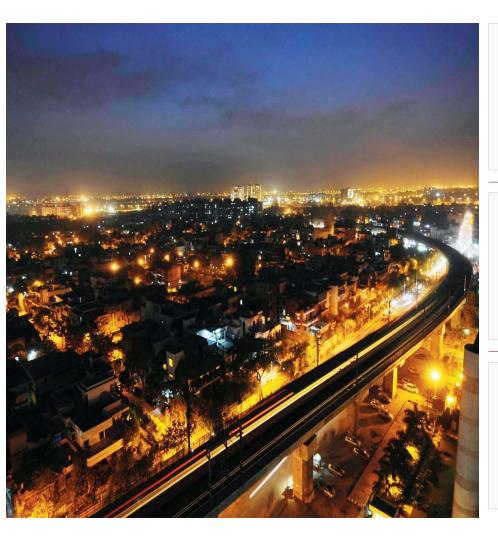
Revamped State of Art Mobile App

32+ new features viz: New Connection, Push Notifications, revamped payments





CESC Distribution – Noida Power Company Ltd.



Started operationsDecember 1993

Distribution Area Greater Noida in Uttar Pradesh 335 sq.km. JV between
RPSG Group and GNIDA
(Greater Noida
Industrial Development
Authority):
RPSG – 73%
GNIDA – 27%

Power Procurement

Dhariwal
Infrastructure
/Medium Term/
Short Term/
Renewables

Lowest Retail Tariff in State of U.P.

Population 7 lakh

Area 335 sq.km. equivalent to Mumbai No. of consumers 1.62 lakh approx.

118 villages fully electrified

Peak Demand 770 MW (appx)

Power Demand-CAGR (5 years) 12%+

Annual Sales 3,136 MU (FY24) 7.48% (FY24)

Amongst best in the country

Collection Efficiency

100%

T&D Loss

One of the best performing utility in the Country – MOP PFC Integrated Rating A+, REC CSRD Rating A+

Assured post-tax equity return approved by UPERC





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)





CESC Rajasthan Distribution Franchisee



- 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.







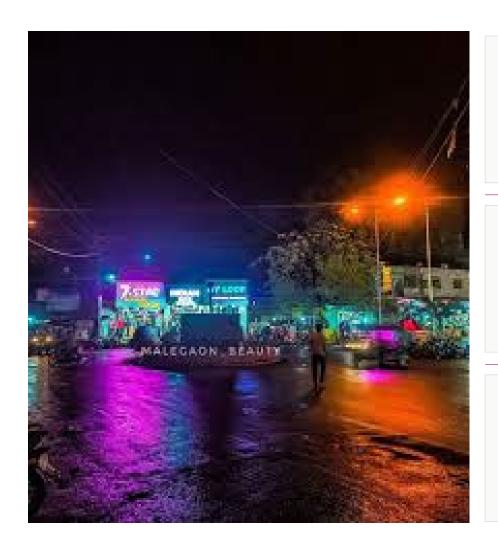
KOTA DF	BHARATPUR DF	BIKANER DF

Name of Subsidiary	Kota Electricity Distribution Ltd	Bharatpur Electricity Services Ltd	Bikaner Electricity Supply Limited	
DF Handover Date	01-Sep-2016	01-Dec-2016	16-May-2017	
Area (Sq. Km.)	176	50	155	
Population (Nos. Lakh)	11.76	2.52	6.44	
Consumer Count (Nos. Lakh)	2.64	0.72	1.87	
Energy Input (Million Units)	1550	329	886	
Units Sold (Million Units)	1329	295	775	
T&D Loss (%) - FY24	14.25%	10.16%	12.47%	
Revenue (Rs Cr.) - FY24	1,110	259	663	
Peak Load (MW)	354	88	212	
Avg. Billing Rate (INR/Unit) FY24	7.43	7.29	7.41	





CESC Distribution – Malegaon



Start of operations (Commenced on 1st Mar'20) **Distribution Area**Malegaon in
Maharashtra

Concession Period 20 Years

Power Procurement MSEDCL

Area 57.6 sq.km. No. of consumers 1.3 lakh

Energy Input 1364 MU (FY24) Energy Billed 830 MU (FY24)

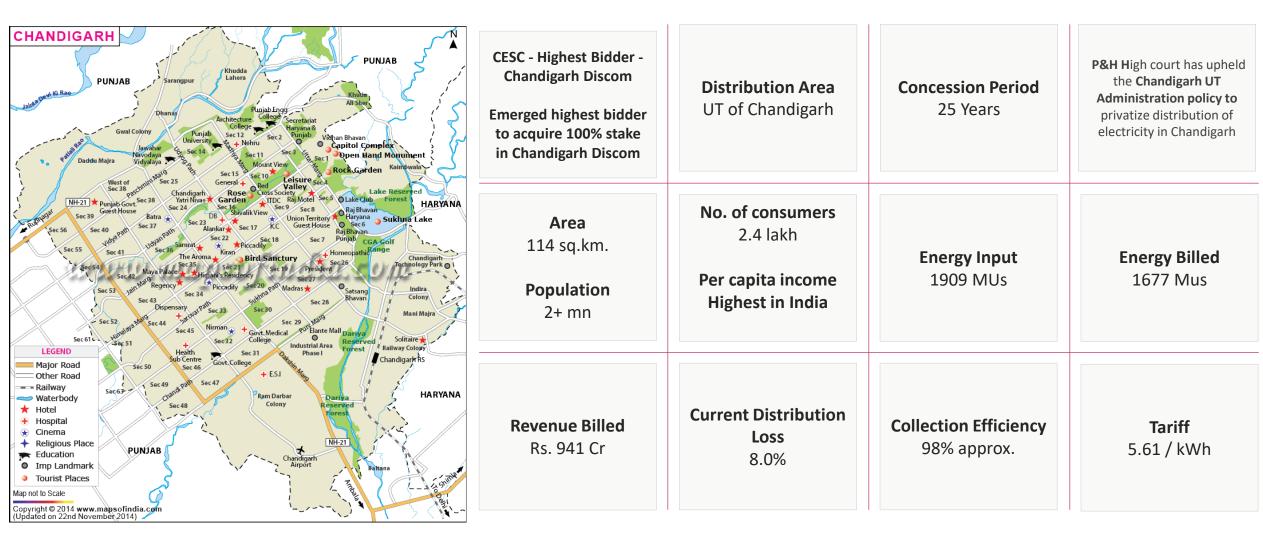
Revenue Billed Rs. 670 Cr (FY24) **T&D Loss** 39% (FY24)

Collection Efficiency 95%+ (FY24) Min. Capex p.a. 1st -5th Yr: 20 Cr 6th - 20th Yr: 3 Cr





CESC highest bidder in Chandigarh Discom

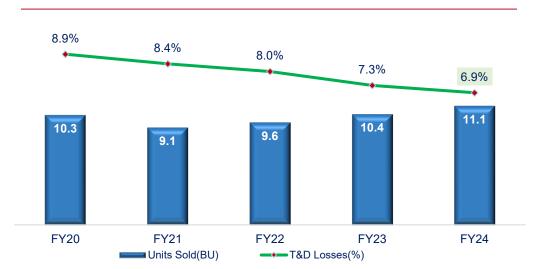




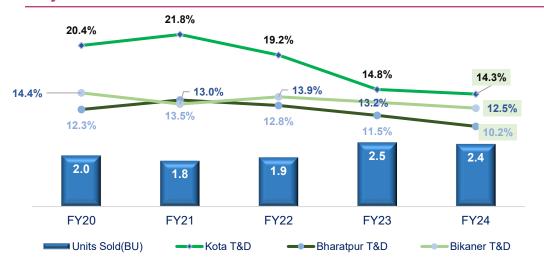


Distribution Business - Operational Performance

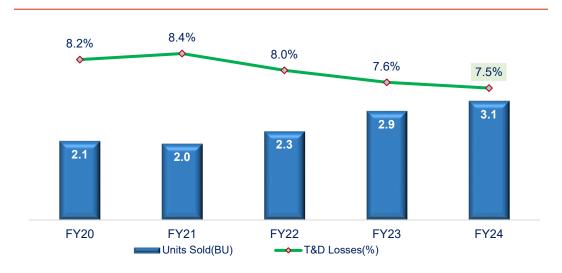
CESC Kolkata



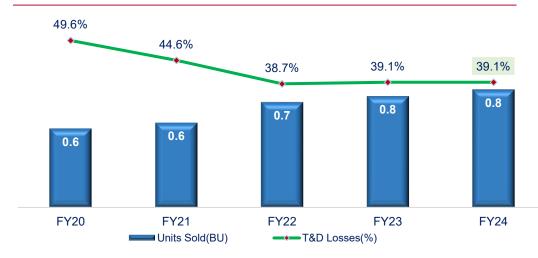
Rajasthan DF



NPCL



Malegaon DF









Targeting 3,200 MW Hybrid Renewable Capacity by March 2029

CESC Limited, via its renewable arm
Purvah Green Power Private Limited,
is leading the charge in renewable energy



CESC

Renewable Business - Project Update (1/2)

- Planned Renewable Capacity of 3.2 GW by FY29 in Phase-1 and overall capacity of 10 GW in Phase-2 under Purvah Green Power Private Limited ("Purvah")
- Strong and experienced Renewable Energy team on boarded in Purvah Green
- Connectivity of **5.7 GW applied/secured across high wind and solar states**: Gujarat, Madhya Pradesh, Rajasthan, Andhra Pradesh and Karnataka
- Platform ready for participation in various bid formats invited by Renewable Energy Implementing Agencies (REIA)/discoms— Solar/Wind/Hybrid/ Firm and dispatchable renewable energy (FDRE)/ Battery etc.

Target to fully co	mmission 3200	MW by	y Mar -2029
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Capacity	FY27	FY28	FY29
Wind	800	1500	1700
Solar	600	900	1500
Total	1400	2400	3200



3,240 MW of wind projects in EPC mode (with land) with Inox, Suzlon & Ecoren in the states of Gujarat, Madhya Pradesh, Karnataka, Andhra Pradesh, Rajasthan Applied CTU connectivity for 2,995 MW wind which is expected to be granted by Q3FY25. In addition signed binding term sheet for acquiring connectivity of 300 MW.

Multiple sites identified, and under various stages of evaluation for generation potential & CUF, Wind Resource Assessment studies, etc under process

11 sites under evaluation for land agreements closure

Project Pipeline ~3,600 MW



1,800 acres acquired

7,200 acres of land parcels under evaluations and various stages of acquisition – Rajasthan, Gujarat, Madhya Pradesh, Karnataka

Applied CTU connectivity for 1,800 MW solar which is expected to be granted by Q3FY25. In addition acquired 600 MW Multiple sites identified, and under various stages of evaluation for generation potential & CUF, etc under process

Project Pipeline ~2,400 MW

10,500 MT/annum of Green Hydrogen Production facility expected to be commissioned within 3 yrs under CESC Projects Limited, a wholly owned subsidiary of CESC Limited which has been selected as the successful bidder





Renewable Business - Project Update (2/2)

Key Updates on Wind Projects

- Framework agreement with Inox Wind Ltd for a 1.5 GW of wind turbines to be commissioned over 2-4 years
- Agreement with Suzlon Energy for Wind turbine Supply, EPC and O&M to be commissioned over next 2-4 years
- Agreement with Ecoren Energy India to set up a wind power project of up to 686.85 MW, to be commissioned within 3 years
- Entered into a binding term-sheet to acquire 100% stake in Bhojraj Renewables Energy to develop a 300MW wind project

Key Updates on Solar Projects

- Acquired 100% stake in M/s Bhadla 3 SKP Green Ventures Pvt. Ltd. Under Purvah for developing a solar park 300 MW with land and CTU connectivity in Rajasthan
- Entered into a binding term-sheet to acquire 100% stake in Bhojraj Renewables Energy to develop a 150MW solar project
- Acquired 100% stake in Deshraj Solar Energy Private Limited, for developing a solar PV power plant of 300 MW capacity
- PPA signed for setting up 300MW solar PV power project under tariff-based competitive bidding
- In advanced stages of EPC contract closure for 300MW solar project being developed by Purvah Green





Our Presence in Generation Assets











Budge Budge (TPP)

Haldia (TPP)

Chandrapur (TPP)

Southern (TPP)

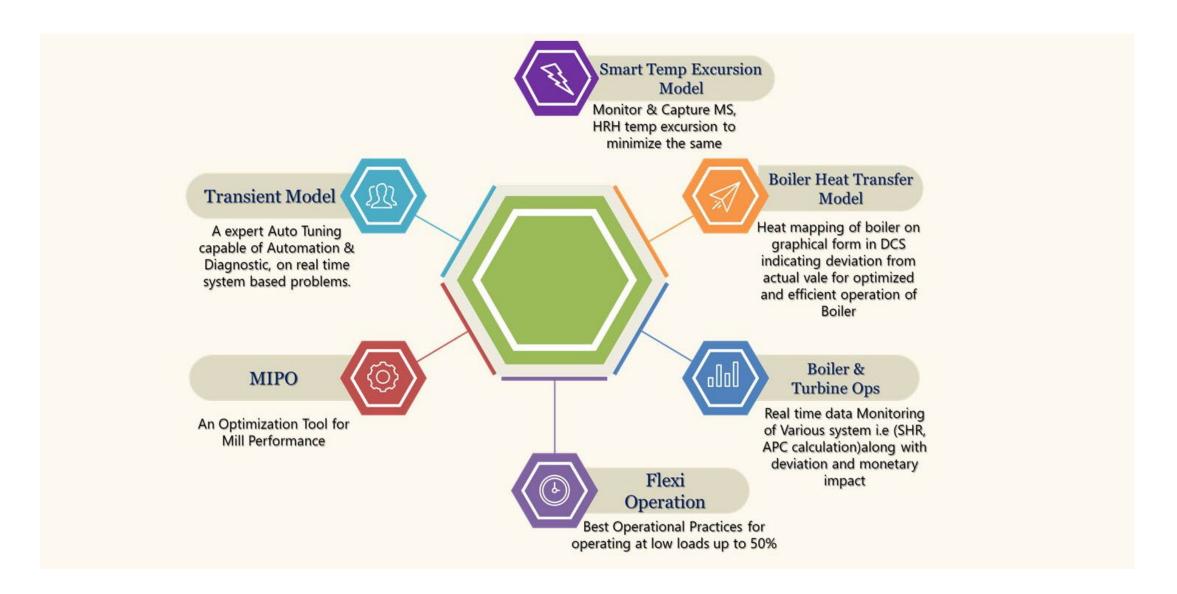
Crescent(TPP)

State	West Bengal	West Bengal Maharashtra		West Bengal	West Bengal 40 MW Short Term Supply - Competitive	
Installed Capacity 3* 250 (MW)		2*300	2*300	2*67.5		
PPA Tied	CESC, Kolkata CESC, Kolkata (embedded generation)		100 MW - TANGEDCO187 MW - NPCL210 MW - Central Railways	CESC, Kolkata		
Fuel Type	CIL LinkageCoal MineE-auction	CIL Linkagee-auction	CIL Linkagee-auction	CIL Linkagee-auction	 Coal Washery Rejects 	
Generation (MUs)	5,735 (FY24) 5,331 (FY23)	4,564 (FY24) 4,219 (FY23)	4,422 (FY24) 4,229 (FY23)	641 (FY24) 636 (FY23)	336 (FY24) 334 (FY23)	
PLF	87% (FY24) 81% (FY23)	87% (FY24) 80% (FY23)	84% (FY24) 80% (FY23)	54% (FY24) 54% (FY23)	96% (FY24) 95% ₂ (FY23)	





Industry 4.0 Operation Excellence for responding to flexibilization

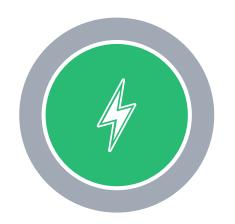






Optimize Power Procurement Cost & Improve Export Revenue

Key enablers and tools under development for Commercially Improved Operation



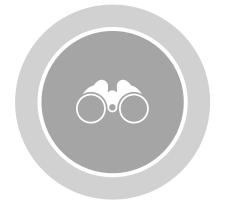
Annual power-mix optimizer tool

Monthly PLFs, import cost, and selling targets basis annual AOP objectives



Daily power-mix optimizer tool

Algorithm based daily energy profile generation



Exchange Rate Forecasting

Daily, weekly, and monthly exchange rates guidance (DAM, RTM)



Demand Forecasting

Data-driven forecasting of daily to annual power demand for CESC



Power Procurement Playbook

Idea repository and best practices for power contracting

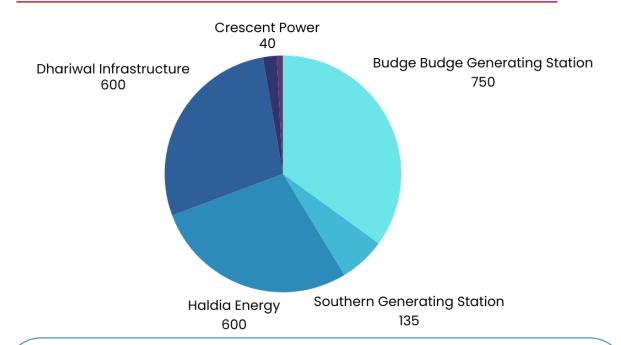


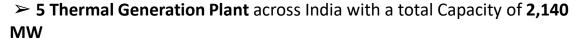


Generation Business- Operational Performance

Generation Assets- Capacity

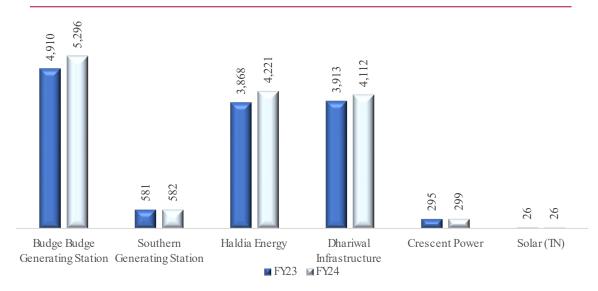
(MW)



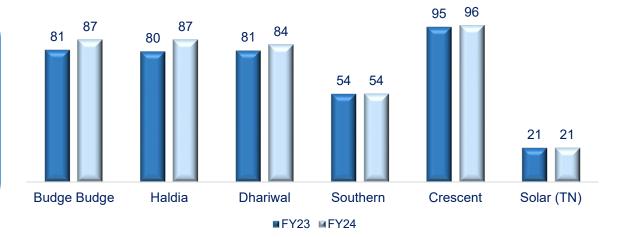


- > Bulk of the power is used in the power requirements for **Kolkata and NPCL license area**
- ➤ Chandrapur's 300 MW will be available in the Merchant market from Mar-25
- > Long-term fuel supply agreements in place





Plant Load Factor (%)







Annual Financial Performance

Consolidated Financials







Financial Performance of Key Subsidiaries

	FY`23			FY`24		H1FY25			H1FY24			
	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT
CESC Ltd (Consolidated)	14,555	3,734	1,397	15,544	4,134	1,447	9,688	2,200	761	8,783	2,116	731
CESC Ltd (Standalone)	8,153	2,144	830	8,729	2,381	775	5,565	1,319	410	5,041	1,234	400
Haldia Energy Ltd	1,987	747	261	2,000	787	254	1,036	414	158	1,076	397	128
Dhariwal Infrastructure Ltd	1,918	550	244	1,933	576	283	1,063	329	193	1,046	299	147
Crescent Power	177	55	33	208	112	80	102	44	27	97	51	35
Noida Power	2,325	305	161	2,478	332	169	1,558	164	90	1,348	156	91
Kota	1,014	(1)	(35)	1,021	26	(11)	656	13	(8)	629	22	4
Bikaner	628	30	7	687	42	18	471	25	10	396	20	6
Bharatpur	212	13	4	228	16	6	156	11	5	136	10	4
Malegaon DF	608	(67)	(77)	670	(83)	(95)	351	(79)	(85)	314	(55)	(61)





High on ESG Commitment

E



√ 4.76% reduction in GHG intensity in FY 22-23.

- ✓ <u>1,95,638 tCO</u>₂ offset
- ✓ 3 lakh plus trees planted offsetting 1.96 lakh MT carbon dioxide equivalent
- √ 18 green buildings certified
- ✓ Installation of solar rooftops to the tune of 228 KW
- ✓ Fuel diversification- use of biomass
- √ 100% fly ash utilization

- ✓ Achieved specific water consumption <u>below the statutory limit of 3.5 cubic</u> <u>metres per MWh</u>
- ✓ Achieved water intensity of 2.12 KL/MWh at generating stations
- ✓ **Zero liquid discharge** in freshwater based power plants
- ✓ <u>Budge Budge plant received the 'Gold' award</u> in Smart Technology Electricity Generation category at the national competition organized by India Smart Grid Forum (ISGF) in 2023.

S



- 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

- ✓ Women diversity in workforce is 7.7%
- √ 5.22 training hours per employee
- ✓ CESC was <u>awarded 'Prize for Leadership in HR Excellence'</u> in the coveted CII National HR Excellence Awards 2022-23 for the third consecutive time.

G



- ✓ Introduction of <u>Sustainability as the 7th Value</u>
- ✓ Introduced 12 new policies
- ✓ Integration of ESG in supply chain- 9 suppliers are gold rated
- √ 8 patents registered for approval
- ✓ Apex Panel of Mentors for Knowledge & Innovation Management
- ✓ 50% of the Board is Independent

- ✓ 10% Female members on the Board
- ✓ Significant advancements in improving our existing management systems against <u>anti-corruption and anti-bribery in line with the requirements of ISO</u> 37001





Thank You

Company Details:

CESC Limited

Head Office: CESC House, Chowringhee Square,

Kolkata - 700001

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