



DOC:SEC:1291/2024-25/327

February 7, 2025

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:1287/2024-25/323 dated February 4, 2025, 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





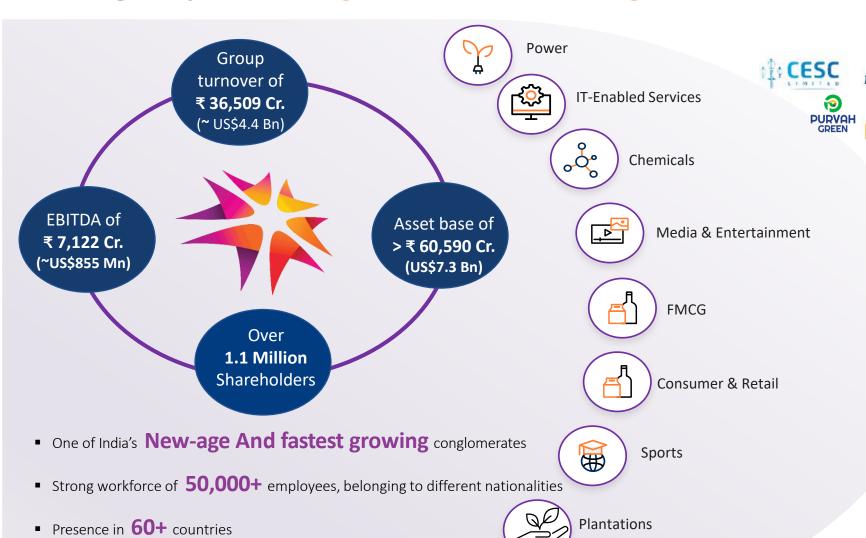
Lighting Up Lives

February 2025



RPSG group: Building a diversified conglomerate







































































■ **100+** offices worldwide

RPSG group: Anchored to core values



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



Managing Director

(Distribution)

CESC_Limited







President - Group Human

Resources

Kaushik Roy Managing Director

PCBL Chemical Limited

Be fair, respectful, transparent and sensitive Sabyasachi Bhattacharya

CREDIBILITY Instill trust, confidence and accountability with our actions

SUSTAINABILITY Be equally responsible for people, planet, profits



HUMANENESS



FIRST

CUSTOMER

Keep customer at the core of every action



AGILITY Move ahead of

time quickly

EXECUTION EXCELLENCE

Strive to be the best in everything we do

RISK-TAKING

Dare to go beyond

Rajarshi Banerjee Group Chief Financial Officer



Abhishek Malhotra President Strategy





Vikram Mehra Managing Director Saregama India Limited



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



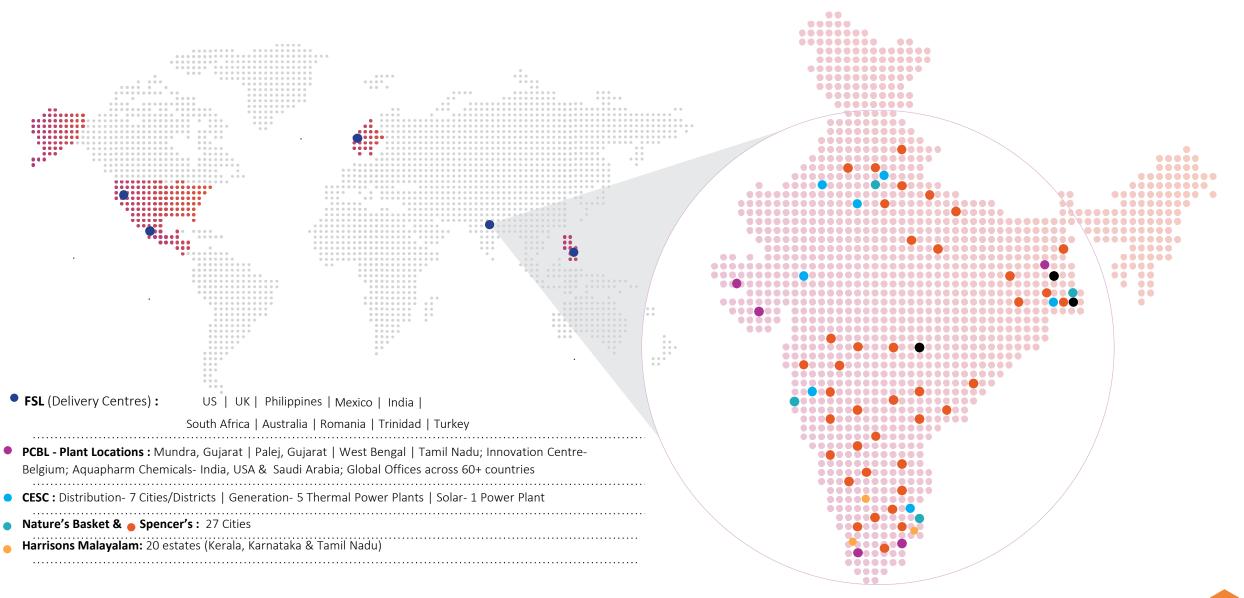
Kush Singh

Sector Head (Power)

Anuj Singh Managing Director and CEO Spencer's Retail

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 an installed capacity of **2,140 MW** meeting bulk of the power requirements for Kolkata and NPCL license area.

Features among top performing power plants in the country-BBGS & Haldia

78% of Generation capacity is tied up with own distribution network

Long-term fuel supply agreements in place

Distribution

Serves **4.7 million+ customers** across 7 locations in India offering best in class **customer service**

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

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

Acquired 100% stake in Chandigarh Power
Distribution Limited (CPDL) for Rs 871 Cr
(wef 1st Feb 2025)

CPDL is the sole distributor of electricity in the Union Territory of Chandigarh

Distribution Franchisee- Rajasthan

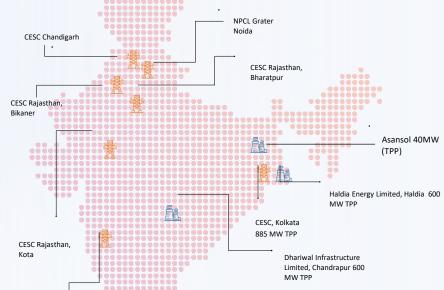
Distribution Franchisee- Rajasthan (Kota, Bharatpur, Bikaner) and Maharashtra (Malegaon)

Renewables

Planned Investments in Renewable energy - Purvah Green Power Private Ltd executing 3.2 GW Hybrid Renewable over next 3 years

1200 MW Renewable Projects (Solar 600 MW & Wind 600 MW in Rajasthan, MP & AP) already under implementation with power offtake tied up.

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





Distribution

MPSL, Malegaon

Thermal Power

<u>(</u>

Solar Power

Key Metrics

3 Distribution Licenses

4 Distribution Franchisee

4.7 million + Consumers

~17,500 MU

(Consolidated sales)

Rs. 11,445 Cr.

Net Worth (Consolidated)

Rs. 15,544 Cr. (Revenue)

Crescent Power

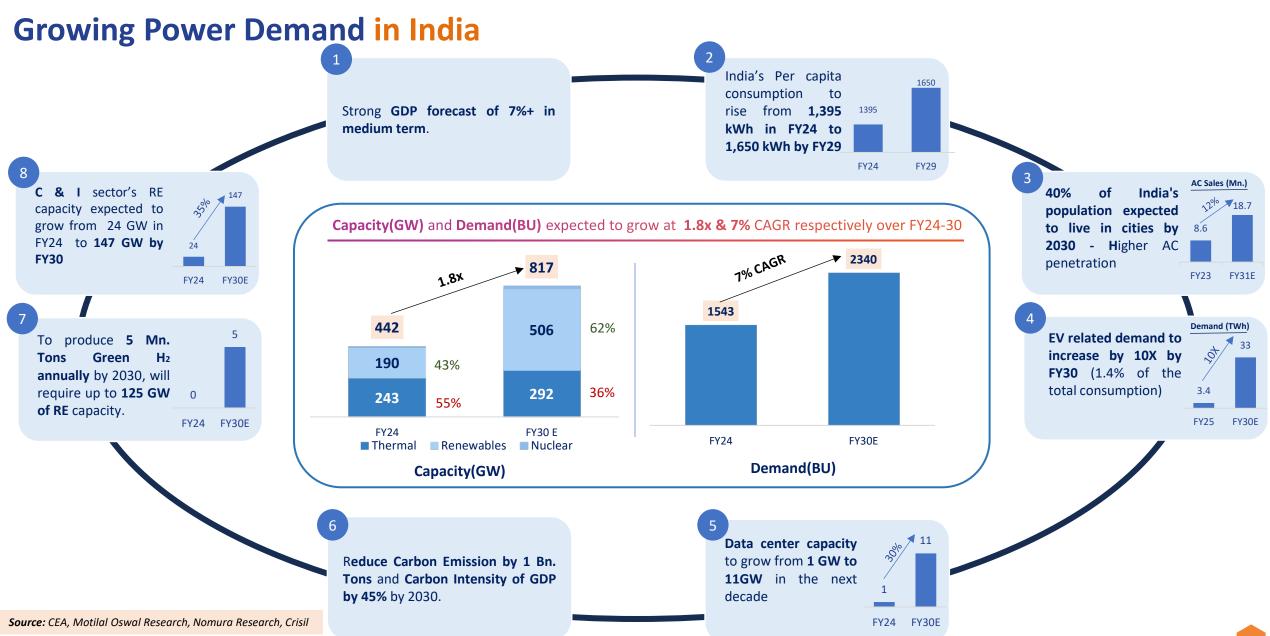
Limited, Ramnad 18 MW Solar

Rs. 4,134 Cr.

(EBITDA) (Consolidated)



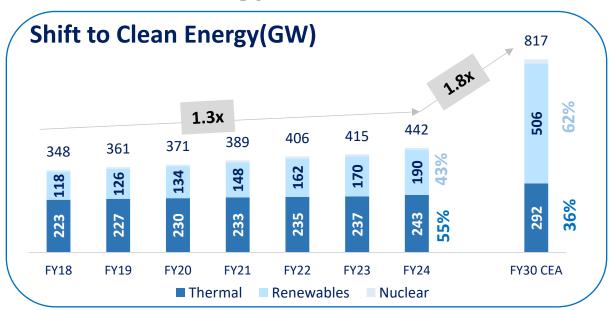


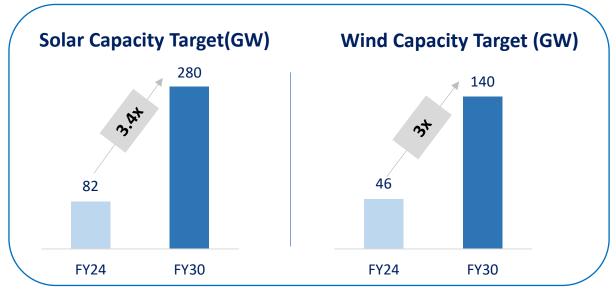






India's Green Energy Transition





Capacity Addition

Capacity to grow 1.8x from FY24 to FY30, reaching 817 GW.

Growth will be driven by a 2.7x growth in Renewable Capacity.

Renewables

India aims to install **500 GW of Renewables** by 2030, primary driven by **solar and wind energy**.

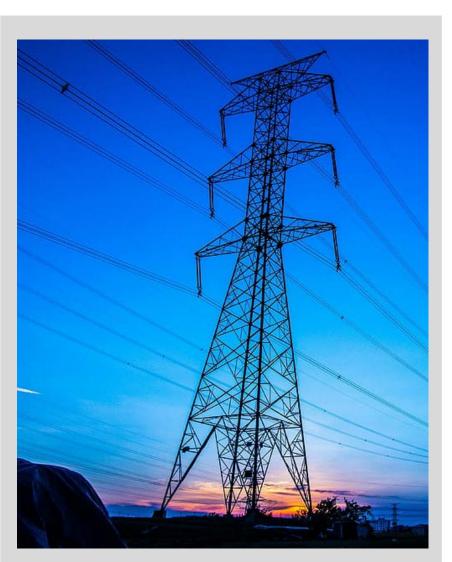
Hydro, pumped storage, and nuclear energy will be key in India's transition to cleaner energy.





Our Presence in Distribution Assets

Presently serving more than <u>4.7 million Customers</u> handling <u>4.4 GW+</u> power spanning across <u>1,454 Sq. KM area</u>



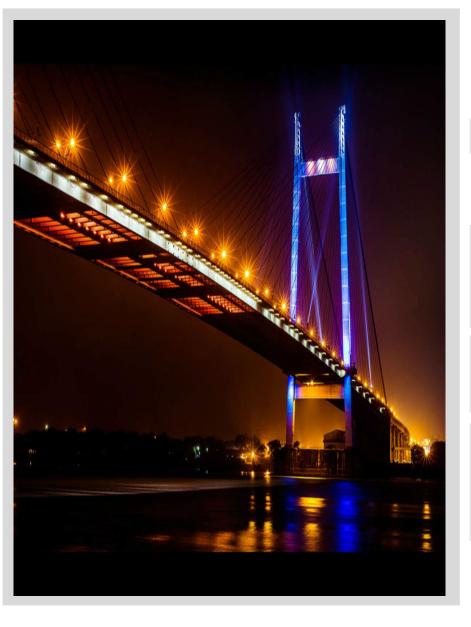
	Kolkata	Noida	Chandigarh	Rajasthan DF	Malegaon DF
Distribution Contract	Licensee	Licensee	Licensee	Input Based Franchisee	Input Based Franchisee
Area (sq. km)	567	335	114	381	57
Consumer Base*	36 lakhs	1.62 lakhs	2.4 lakhs	5.2 lakhs	1.3 lakhs
Peak Load (MW)	2700+	770+	450+	600+	200+
Units Sold*	11,149	3,136	1,588	2,399	830
Revenue (Rs Cr.)*	8,729	2,478	856	1,936	670
T&D Loss %*	6.89%	7.48%	10.17%	10-14%	39%

*as on FY24





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



IoT Sensors

Real-time monitoring for improved efficiency.



AR/VR/MR

Faster response times, enhanced collaboration.



Gen-Al Automation

Automated social media response.



Cloud Adoption

IT modernization for scalability and agility



AI/ML & Big Data

Data-driven innovation and enhanced decision-making.



Integrated Infrastructure

State-of-the-art technology integration



Workforce Automation

Streamlined processes and increased productivity.



Mobility solutions

Enabling smart mobility with digital infrastructure





Leveraging Technology for better Outage Management

RMU & Pillar Box Automation



- Quicker restoration
- Lesser truck rolls

Scada Implementation



 First in India by any DISCOM; complete network visibility & remote restoration

Self-Healing Network/Ring Network



- Sensitive/ Essential premises
- Easier System Operations

Smart/AMR Meters



 Advanced metering for realtime monitoring and control.

Extensive OFC Network (1500 KM)



- Total communication control
- reduced reliance on telcos

DTR Metering & Monitoring



 Distribution transformer level metering and remote monitoring





Enhancing Customer Engagement through Digitalization



Online Payments

80% Online payments

Multi-channel Online Payments

Mobile Wallet, Website, App, Bank

Transfers



Green Energy Program

Helping corporates to achieve their sustainability goals



Demand Side Management

to transform consumer behaviour on usage to spread peak times

Revamped State of Art Mobile App

32+ new features viz: New Connection, Push Notifications, smooth bill payments, quick registration and register complaint with ease



Milestone Rewards

Consistency Rewards Easy & Instant

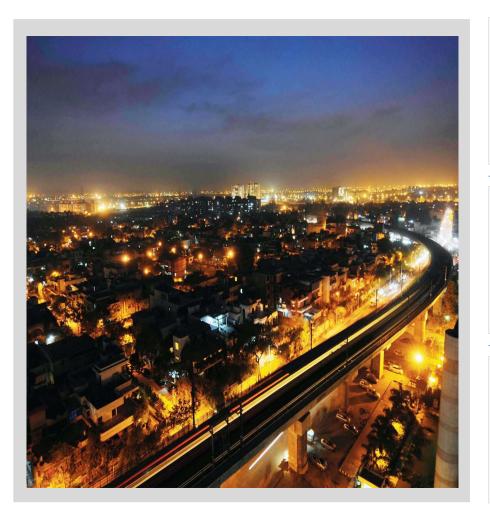
Single Sign On

Instant Credit





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

Lowest Retail Tariff in State of U.P.

Population 12 lakh

No. of consumers 1.62 lakh approx.

94%+ Digital Bill Collection

Peak Demand 770 MW (appx)

Power Demand-CAGR (5 years) 12%+

Annual Sales 3,136 MU (FY24) T&D Loss
7.48% (FY24)
Amongst best in the country

Collection Efficiency ~100%

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

Assured post-tax equity return approved by UPERC





Load Growth Drivers In Greater Noida



Delhi Mumbai Industrial Corridor

Strategic location benefits businesses



Integrated Industrial Township,
Greater Noida

Excellent infrastructure and support services are available



Data Centre

Attracts investments and creates jobs



IT, BPO, Electronic Manufacturing Cluster

A major driver of economic activity



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

Enhanced connectivity and growth



Greater Noida Metro

Improved accessibility and attractiveness





Acquisition of Chandigarh Power Distribution Limited





Acquired 100% stake in Chandigarh Power Distribution Limited (CPDL) wef. 01st Feb 2025 CPDL is the sole distributor of electricity in the Union Territory of Chandigarh

Distribution and Retail Power Supply of
Chandigarh has been
transferred to CPDL

Per capita income highest amongst all the Union Territories

Area 114 sq.km.

Population 2+ mn

No. of consumers 2.4 lakh

Energy Input 1768 MUs Energy Billed 1588 MUs

Revenue Billed Rs. 856 Cr

Distribution Loss 10.17%

Collection Efficiency 98% approx.

Tariff 5.23/ kWh

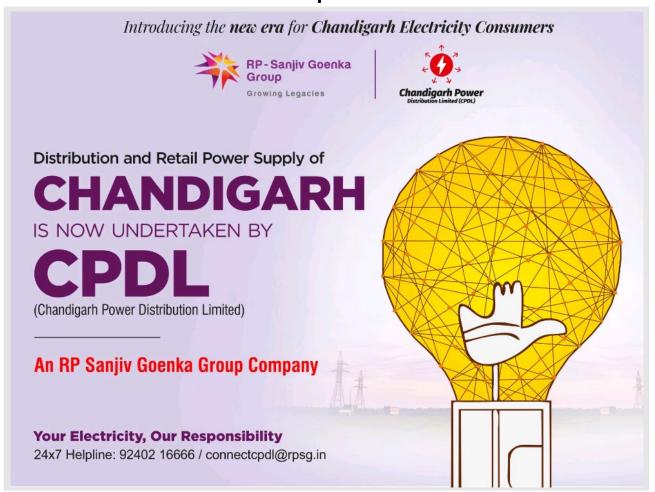
Source: Tariff Order



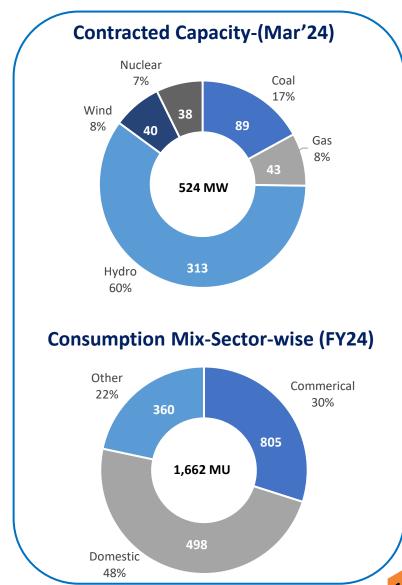


Chandigarh Power Distribution Limited

CPDL handover completed on 01st Feb 2025



Significant investments planned for modernising distribution network







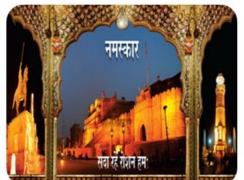
CESC Rajasthan Distribution Franchisee



- ☐ 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	1,021	228	687	
Peak Load (MW)	354	88	212	
Avg. Billing Rate (INR/Unit) FY24	7.43	7.49	8.55	





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 1,364 MU (FY24) Energy Billed 830 MU (FY24)

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

Peak Load 200 MW(FY24) Collection Efficiency 95%+ (FY24)



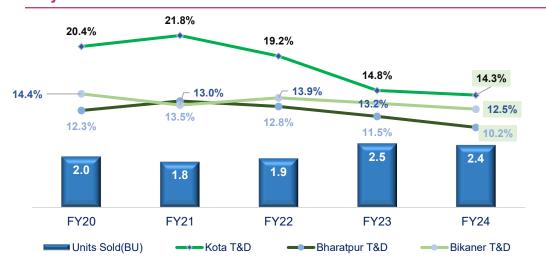


Distribution Business - Operational Performance

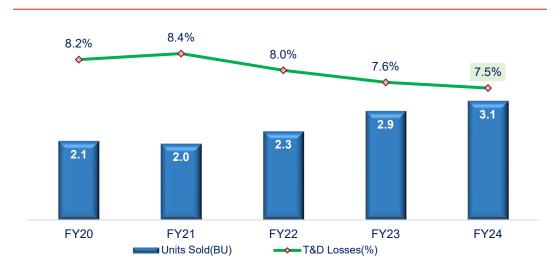
CESC Kolkata



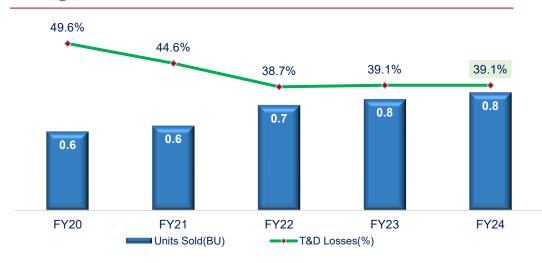
Rajasthan DF



NPCL



Malegaon DF







Our Presence in Generation Assets











Budge Budge (TPP)

87% (FY24)

Haldia (TPP)

87% (FY24)

Chandrapur (TPP)

84% (FY24)

Southern (TPP)

54% (FY24)

Crescent(TPP)

96% (FY24)

State	West Bengal	West Bengal	Maharashtra	West Bengal	West Bengal
Installed Capacity (MW)	3* 250	2*300	2*300	2*67.5	40 MW
PPA Tied	CESC, Kolkata (embedded generation)	CESC, Kolkata	100 MW - TANGEDCO187 MW - NPCL210 MW - Central Railways	CESC, Kolkata	Short Term Supply - Competitive
Fuel Type	CIL LinkageCoal MineE-auction	CIL Linkagee-auction	CIL Linkagee-auction	CIL Linkagee-auction	 Coal Washery Rejects
Generation (MUs)	3,826 (9M FY25) 5,735 (FY24)	3,285 (9M FY25) 4,564 (FY24)	3,273 (9M FY25) 4,422 (FY24)	386 (9M FY25) 641 (FY24)	217 (9M FY25) 336 (FY24)
PLF	84% (9M FY25)	90% (9M FY25)	88% (9M FY25)	48% (9M FY25)	93% (9M FY25)





Optimize Power Procurement Cost & Improve Export Revenue

Key enablers and tools under development for Commercially Improved Operation



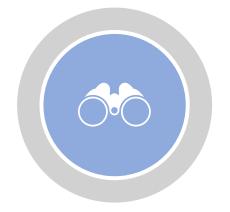
Annual power-mix optimizer tool

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



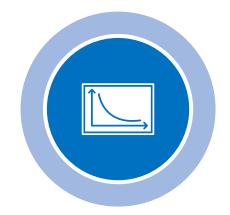
Daily power-mix optimizer tool

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







Significant Progress in the Renewables Foray



Targetting **3200 MW** renewable capacity by March 2029, of which **1200 MW** is under implementation with power offtake tied-up



Signed MoU with **Govt. of Rajasthan** for development of **2100 MW** of Solar & Wind projects



Purvah Green Power recognised as the 'Fastest Growing Utility-Scale Project Developer of the Year' at Suryacon Hyderabad







Renewable Energy Initiatives

- □ 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 5.8 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 full	y commission 3	200 MW h	v Mar -2020
raiget to rain	y commission s	,200 14144 5	y iviai 2023

Capacity	FY27	FY28	FY29
Wind	800	1500	1700
Solar	600	900	1500
Total	1400	2400	3200



3,295 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 3,295 MW wind

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 ~2,695 MW



2,100 acres acquired

10,000+ acres of land parcels under evaluations and various stages of acquisition – Rajasthan, Gujarat, Madhya Pradesh, Karnataka

Applied CTU connectivity for 2,400 MW solar

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

Project Pipeline ~1,950 MW





Purvah Green Power - Projects Under Implementation

Total
Capacity

1,200 MW

Solar 600 MW

Wind 600 MW

Projected ~ Rs. 1,200 Cr
Annual Revenue

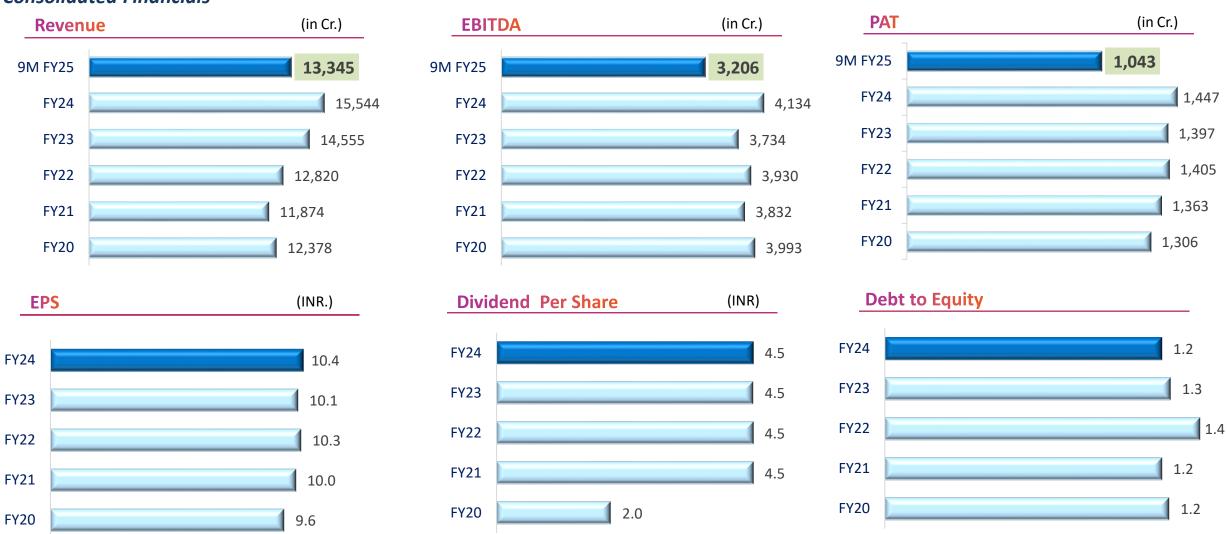
Projects	Туре	Capacity (MW)	Location	Offtake Arrangement with	Status	Connectivity Status	Expected COD			
Project-1 Solar	Solar	300	Rajasthan	CESC	PPA Signed	Secured	Q4FY26			
Project-2	Solar Project-2	150	Madhua Dradash	CECC	LOA	Secured	025727			
Hybrid Wind 300	Madhya Pradesh CESC	Received	Secured	Q3FY27						
Project-3	Solar	150	Rajasthan	NIDCI	NDCI	NDCI	NDCI	LOA	Secured	045727
Hybrid	Wind	300	Andhra Pradesh	NPCL	Received	Secured	Q4FY27			





Annual Financial Performance

Consolidated Financials







Financial Performance of Key Subsidiaries

	FY23				FY24		9M FY25 9M FY2			M FY24		
	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT	Revenue	EBITDA	PAT
CESC Ltd (Consolidated)	14,555	3,734	1397	15,544	4,134	1,447	13,345	3,206	1,043	12,084	3,079	1,032
CESC Standalone	8,153	2,144	830	8,729	2,381	775	7,552	1,952	582	6,882	1,808	570
Noida Power	2,325	305	161	2,478	332	169	2,172	265	134	1,905	259	139
Haldia Energy Ltd	1,987	747	261	2,000	787	254	1,556	591	214	1,504	573	176
Dhariwal Infrastructure Ltd	1,918	550	244	1,933	576	283	1,514	447	244	1,416	409	189
Crescent Power	177	55	33	208	112	80	157	68	43	150	80	56
Kota	1,014	-1	-35	1,021	26	-11	877	21	-11	832	24	-4
Bharatpur	212	13	4	228	16	6	206	17	8	182	15	6
Bikaner	628	30	7	687	42	18	636	34	13	544	32	12
Malegaon DF	608	-67	-77	670	-83	-95	542	-114	-123	484	-79	-88



CESO

High on ESG Commitment



Environment

- ✓ 0.91 tCO2eq/MWh GHG Intensity when compared to 0.94 tCO2eq/Mwh in FY 21-22
- √ 21 green buildings certified
- √ 100% fly ash utilization
- ✓ <u>Upgraded and enhanced waste management practices</u> with dedicated SOP
- ✓ Achieved 100% Zero waste to landfill (waste reused/recycled)
- ✓ Maintained specific water consumption below the statutory limit of 3.5 cubic metres per MWh
- ✓ Zero liquid discharge in freshwater based power plants
- ✓ Platinum category Global Sustainability Award, 2023 for HEL
- ✓ 28,135 trees planted through a joint initiative with West Bengal Biodiversity Board



Social

- Received prize for <u>"Leadership in HR Excellence and Sustained Excellence"</u> at the 16th CII National HR Excellence Awards
- ✓ NPCL received Silver Award in <u>Education Category</u> under CSR Times Award 2024
- √ ≥3,42,000 lives positively impacted through CSR activities w.r.t 22,000 lives in FY 22-23
- ✓ Zero fatalities and high consequence injuries at workplace for the four consecutive year
- ✓ Integration of ESG in supply chain- ~30.58% Suppliers achieved Gold ratings
- ✓ 55% Procurement spent from local suppliers (state)
- ✓ Women diversity in workforce is 7.8%
- Certified as <u>"Great Place to Work"</u> for the fifth consecutive year



Governance

- ✓ Dedicated <u>Standalone ESG-specific policy commitments</u>
- √ 16+ patents registered for approval, 5 patents granted
- √ 50% of the Board Independent. 9% Women representation 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 37001</u>
- √ 90% TAT (Turn-around time) adherence to consumer complaints for CESC Kolkata





Thank You

Company Details:

CESC Limited

Head Office: CESC House, Chowringhee Square,

Kolkata - 700001

Investor Enquiries:

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