



Reliance

Industries Limited

Growth is Life

1Q FY 2015-16

Financial Results

24 July 2015

Forward Looking Statements



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Financial Results

Consolidated Financial Results : 1Q FY16



4Q FY15	(in ₹ Crore)	1Q FY16	1Q FY15	% Change Y-o-Y	% Change Q-o-Q
70,863	Turnover	83,064	1,07,905	-23.0%	17.2%
7,820	Segment EBIT	7,967	6,916	15.2%	1.9%
6,381	Net Profit	6,222	5,957	4.4%	-2.5%

- YoY turnover decline - primarily due to 43% lower crude oil prices
- Robust 15% YoY growth in Segment EBIT
 - Refining : ₹ 5,252 crore (+38%)
 - Petrochemicals : ₹ 2,338 crore (+26%)
 - Oil & Gas : ₹ 32 crore (-97%)
- Higher interest cost (INR depreciation), lower accruals on investments resulted in net profit growth of 4.4%
- On standalone basis, RIL net profit at ₹ 6,318 crore, up 11.8% YoY

Consolidated Segment Revenue : 1Q FY16



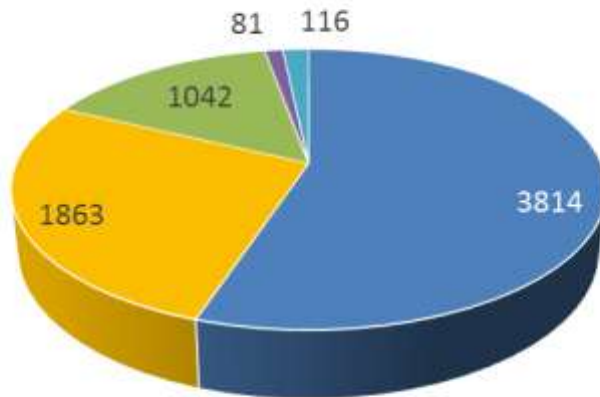
4Q FY15	(in ₹ Crore)	1Q FY16	1Q FY15	% Change Y-o-Y	% Change Q-o-Q
56,442	Refining	68,729	98,081	-29.9%	21.8%
21,754	Petrochemicals	20,858	25,398	-17.9%	-4.1%
2,513	Oil & Gas	2,057	3,178	-35.3%	-18.1%
4,788	Organised Retail	4,698	3,999	17.5%	-1.9%
2,833	Others	2,579	1,772	45.5%	-9.0%

- YoY hydrocarbon chain revenues impacted by lower product prices – Refining ~ 29% and Petrochemicals ~ 15%
- QoQ Refining revenues up by 21.8% primarily due to recovery in oil prices (Brent crude up 15% QoQ)
- QoQ Petrochemicals segment revenues declined due to slower offtake of downstream polyester products
- Strong growth momentum in Retail business
 - Revenue up 17.5% on YoY basis
 - Store network expansion – net addition of 126 stores during 1Q FY16

Consolidated Segment EBIT Mix

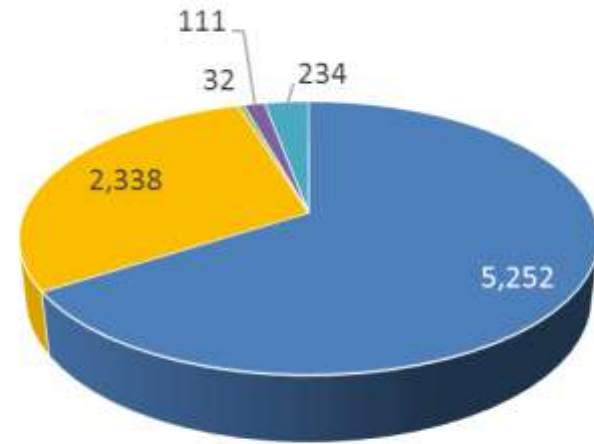


1Q FY15 (₹ crore)



■ Refining ■ Petrochemicals ■ Oil & Gas ■ Retail ■ Others

1Q FY16 (₹ crore)



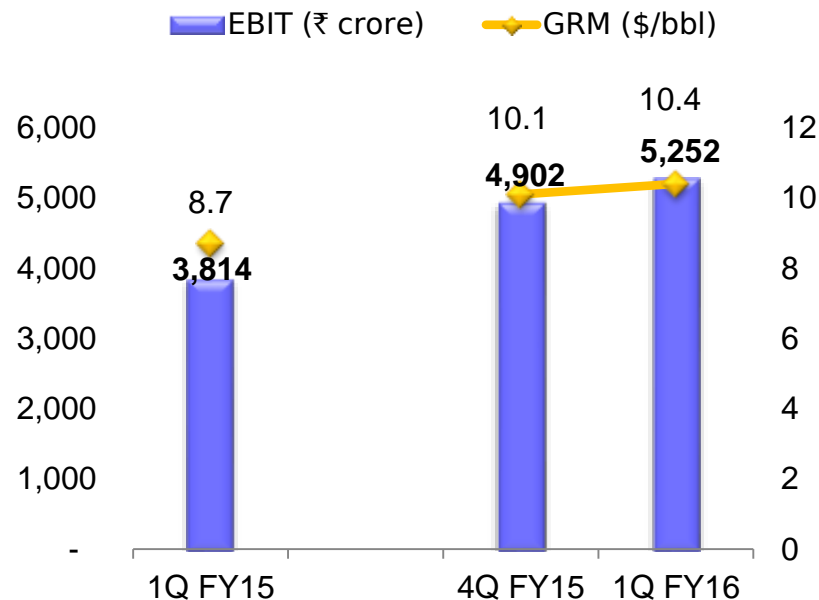
■ Refining ■ Petrochemicals ■ Oil & Gas ■ Retail ■ Others

- Overall segment up 15% YoY to ₹ 7,967 crore
- Share of Refining EBIT increased sharply to 65.9% from 55.1% a year ago

R & M Segment Performance



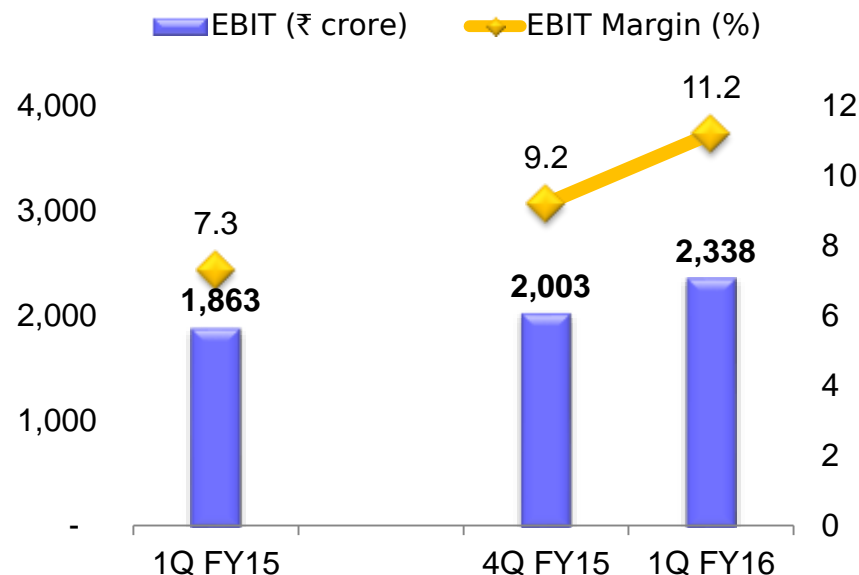
- Low absolute oil prices supportive of refining business – aiding demand growth and low energy cost
- Highest ever quarterly EBIT of ₹ 5,252 crore, up 37.7% YoY
- GRM of \$ 10.4/bbl – highest in last six years
 - Led by strong gasoline cracks (+28% QoQ), favorable crude differential
- Outperformed Singapore benchmark by \$ 2.4/bbl – above five year average
- Crude throughput of 16.6 MMT, operating rate of 107%



Petrochemicals Segment Performance



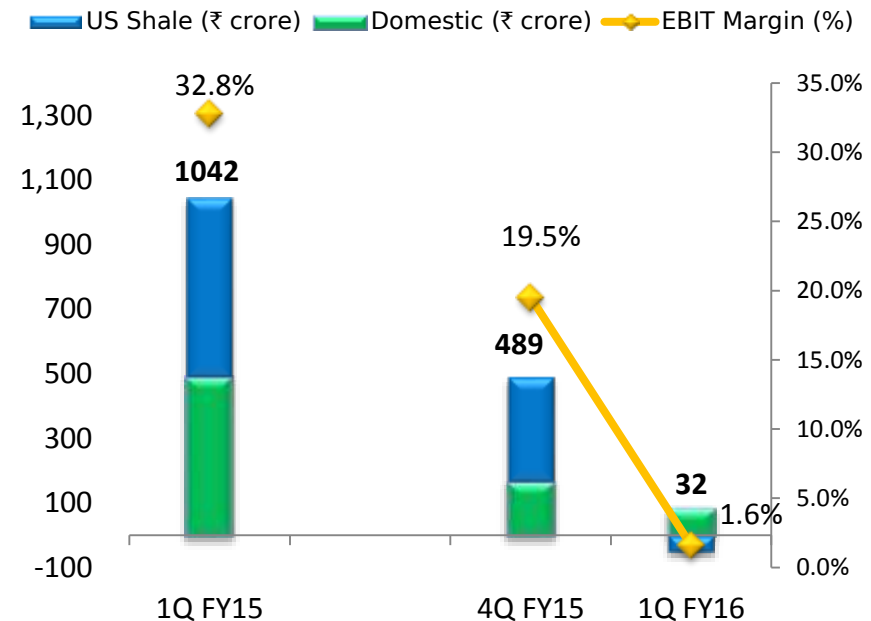
- EBIT of ₹ 2,338 crore, up 25.5 % YoY and 16.7% QoQ
 - Sharp improvement in EBIT margin at 11.2%
- Production at 5.8 MMT, up 7.4%
- Robust polymer demand growth in India of 16% YoY
- Strong delta trends QoQ in PE (+15%) and PP (+38%) – reflecting tight ethylene chain
- Sharp rebound in Fibre intermediates deltas on QoQ basis
 - PX (+18%), PTA (+33%) and MEG (+25%)



Oil & Gas Segment Performance



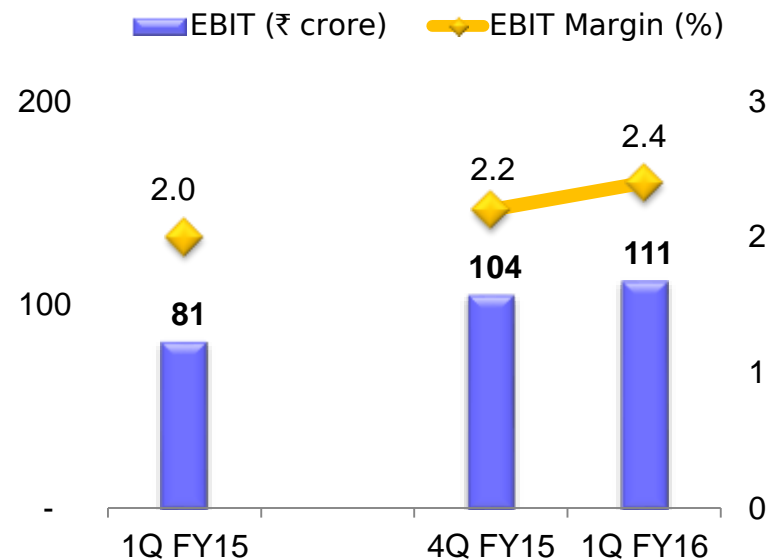
- EBIT at ₹ 32 crore, down 96.9%
- Impacted by commodity price headwinds in US Shale business
- Stable production in US shale at 49 BCFe in 1Q FY16
 - Average realization of \$ 3.5/MCFe, down 47% YoY
- Successfully completed monetization of EFS Midstream – significant value unlocking
- Domestic upstream: KG-D6 production at 11.4 MMSCMD and 5,727 BOPD of liquids
 - Performance impacted by natural decline and lower realizations



Retail Segment Performance



- Retail EBIT at ₹ 111 crore, up 37% YoY
- Revenue momentum sustained – Turnover growth of 17% to ₹ 4,698 crore
 - Led by strong growth in Digital and Fashion & Lifestyle segment
- LFL growth of up to 13 % across format sectors
- Improvement in EBIT margin at 2.4% vs. 2.0%
- Net addition of 126 stores
 - Total No. of 2,747 stores
 - Consolidated retail presence in Southern India with over 1,000 stores



Consolidated Net Debt



Gross Debt

₹ 170,814 crore

(higher by ₹ 9,954 crore)

Cash & Cash Equivalent

₹ 87,391 crore

(higher by ₹ 2,919 crore)

Net Debt

₹ 83,423 crore

(higher by ₹ 7,035 crore)

(Comparisons are w.r.t. 31st March 2015)



J3 Projects – Status Update

J3 Projects – Progress Photographs

HIGHLIGHTS



- J3 program is the largest effort undertaken by Reliance to expand its presence in energy business
- Largest Coke Gasifier being implemented as part of clean coal initiative
- First of its kind ROGC is being set up to produce Petrochem / Polymer from refinery off gases
- LLDPE unit under execution will house the world's largest extruder of 100 TPH capacity
- World's largest LDPE of 420 KTA capacity is being constructed
- World's largest PSA being installed to produce 651 TPD of H2 from Syngas
- World's largest Air Separation Unit is being implemented to produce 5,250 TPD of oxygen
- One of the largest workmen camps operational to house more than 1 lakh workmen

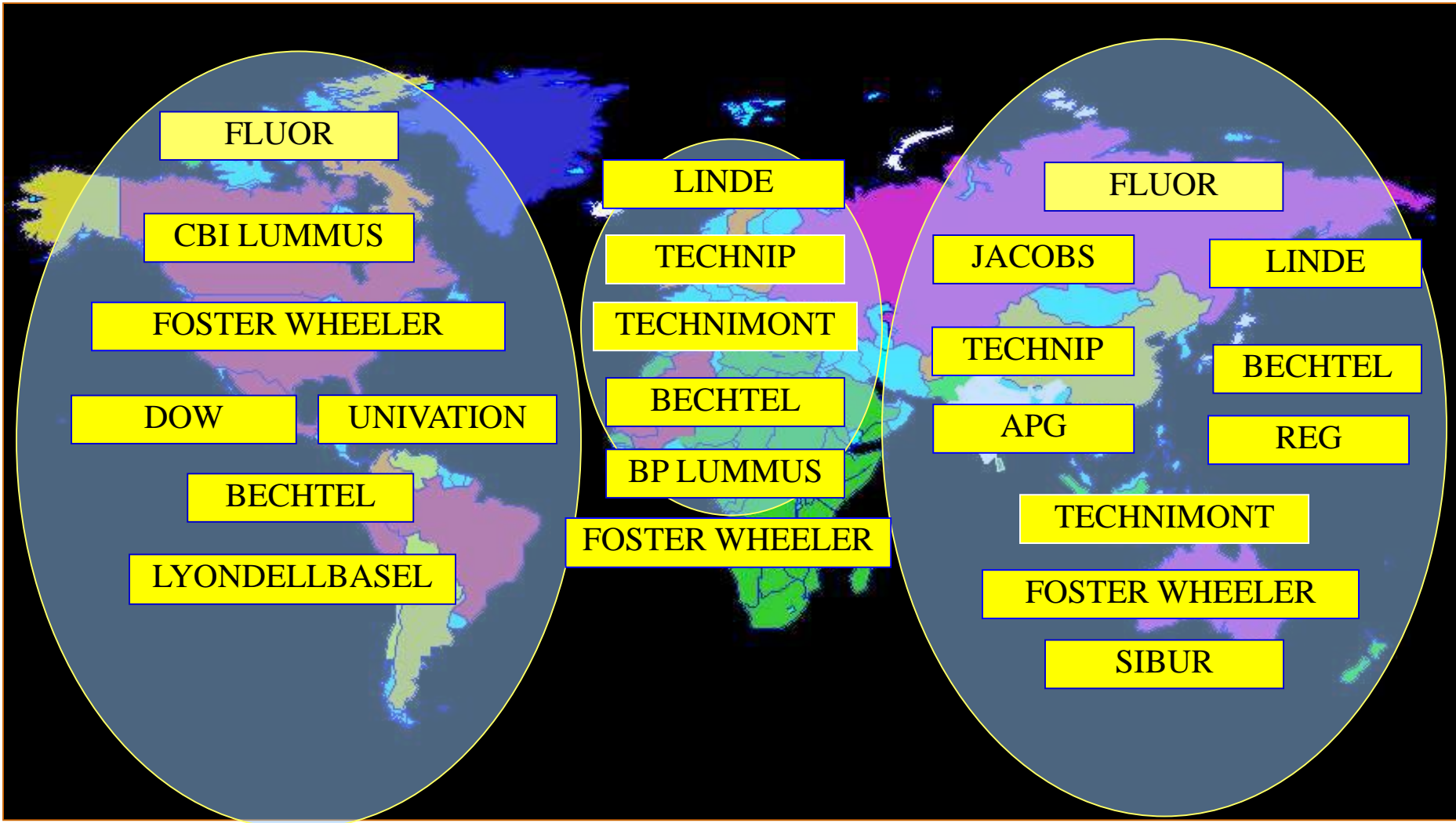
Largest program to expand presence and leadership position

HIGHLIGHTS



- Engineering and Procurement are in close out mode
- Overall construction progressing steadily with DTA Gasification, ROGC and Paraxylene leading the progress charts
- Majority of Super Heavy lift equipment erected; 5 cranes of 3200 MT, 2X2000 MT, 1600 MT and 1250 MT mobilized for the purpose. Heaviest equipment lift in India (1655MT) completed
- More than 130,000 workmen deployed at site. Labour camps are occupied to near capacity
- New records in construction created by executing 1.8 lakh Cum of concrete, 36,000 MT of Steel fabrication, 29,000 MT of Steel erection, 6 lakh ID of pipe fabrication and 17 lakh Inch Meter of piping installation, on a monthly basis
- Stadium like illumination operationalized in construction areas for round the clock work
- Outsourced Structural steel fabrication is nearing completion.
- Fabrication of outsourced exotic piping is being monitored. Close-out targeted by Sep'15

J3 PROJECTS - ENGINEERING



Engineering successfully managed from 20 offices across globe from RCP, Mumbai

J3 PROJECTS - ENGINEERING



- Engineering is in close out mode with focused efforts from all stakeholders
- All the engineering deliverables for procurement and construction issued
- Specifications & standards established and controlled by PMT to ensure commonality
- Discipline engineers embedded in project execution teams to manage interface with engineering contractors and ensure quality of deliverables through regular audits
- Safety in design incorporated and ensured through reviews
- Standardized engineering tools from Smart Plant suite deployed to ensure commonality of data. Documents shared electronically and reviewed online for consistent quality and minimize use of paper
- Engineering set up at site is established to support construction and resolve site queries

Engineering efforts complete for inherently safe design with minimum cost

J3 PROJECTS - PROCUREMENT



- Procurement of Mechanical, Electrical, Instrumentation and bulk material items completed. Top up material is being procured
- Challenging procurement efforts complete to secure supplies for largest Gasifier, ROGC & Paraxylene units consisting of complex equipment, packages and large size equipment
- Accomplished one of the largest sourcing for bulk material including exotic and speciality piping, special grade structural steel and speciality instruments
- Material sourced from vendors across Germany, USA, Italy, France, Japan, Korea, UK, Switzerland, Canada, Netherlands, Israel, China, UAE, Singapore, Austria, Belgium, Hong Kong, India
- Special cranes of 3200 MT, 2000 MT, 1600 MT mobilized from global vendors like Mammoet and Sarens for erection of Super Heavy Lift equipment

Accomplished challenging procurement for timely delivery at optimum cost

J3 PROJECTS - PROCUREMENT



- Fabrication at vendor's shops monitored closely by large inspection and expediting teams to ensure quality of material delivered on time
- One of the largest logistics effort operated with global transportation / shipping agencies for expeditious delivery of material
- Sikka Jetty upgraded for round the clock operation to receive the project cargo of over 1 Million Freight Tonnes
- Majority of material is delivered at site safely through dedicated efforts of material management team
- State of the art automation software being used for Material Management

J3 PROJECTS - CONSTRUCTION



- Construction in all project areas is in advanced phase and in full swing
- Quality benchmarks raised and being ensured through close monitoring and control
- Workmen camps operational with all basic amenities and hygiene
- Over 130,000 workmen working at site to achieve construction targets
- Structured trainings being imparted to improve the skills of craftsmen
- Largest ever mobilization of construction machinery to support the construction efforts
- Fabrication shops with enhanced capacities producing pipe spools and structures to support the construction plan
- Stadium like lighting & other infrastructure operationalized for “round the clock” construction
- Integrated framework with COTS and in-house tools deployed to support & monitor progress

Infrastructure is operational to support largest Global Construction Site

J3 PROJECTS - CONSTRUCTION



- Largest construction quantities being executed at site – more than 2.9 million Cum of concrete, nearly 4.1 lakh MT of steel, about 5,000 km of pipe laying and 27,000 km of cabling
- Concrete pouring is nearing completion with adequate support from all the batching plants operating to full capacity
- Majority of structural steel is fabricated at site and outsourced vendors; it is being erected expeditiously
- Piping fabrication at shops, both in-house and outsourced, is in advanced stage of completion
- Above ground pipe laying is started in a big way, supported by planned completion of pipe racks, structure erection and equipment installation
- Civil works for control rooms, substations, Plant Interface Buildings is complete and installation of panels, transformers, cabling in progress

Construction efforts focused towards fast track completion

TARGETS FOR PLANT START-UP



S NO	Plant / Complex	Target
1	Gasification	In phases starting 4Q FY 15-16
2	PX4	4Q FY 15-16
3	C2 Complex	3Q FY 16-17
4	Utilities	DEC'15 – MAR'16



Site Progress Photographs

STADIUM TYPE LIGHT ARRANGEMENT



Round the clock working

WORKMEN CAMPS



Basic amenities and hygiene at workmen camps

SITE VIEW FROM 'THE HILL'



GASIFICATION SKYLINE



GASIFICATION HEAVIEST COLUMN (1655MT)



GASIFICATION DOME – INSIDE VIEW



GASIFICATION COLD BOX & SRU STACK



PARAXYLENE HEATERS



PARAXYLENE COLUMNS



ROGC FURNACE



ROGC CRACKED GAS COMPRESSOR



ROGC CONTROL ROOM – ROOF SLAB CONCRETING



ROGC – ERECTION OF C3 SPLITTER



MEG STRIPPER / REABSORBER COLUMN



LLDPE – REACTOR INSTALLATION



CPP – HRSG & GTG INSTALLATION



OFFSITES & UTILITIES – FLARE STRUCTURE



OFFSITES & UTILITIES – PIPERACK



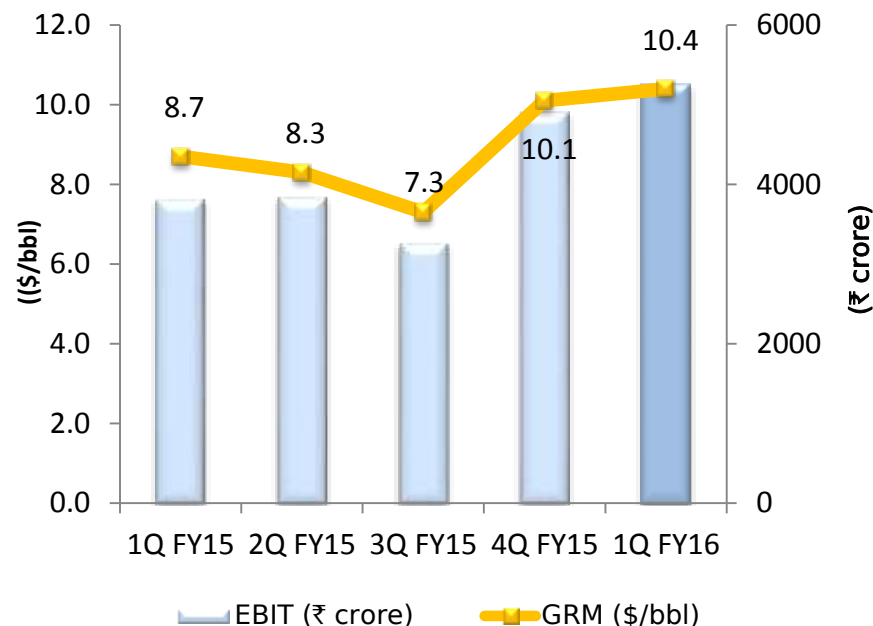


Refining & Marketing

Performance Highlights : 1Q FY16



- 1Q FY16 GRM of \$ 10.4/bbl, highest in the last six years
 - Record EBIT of ₹ 5,252 crore, up 37% YoY
- Crude processing of 16.6 MMT, operating rate of 107%
- Strong gasoline cracks, low energy cost and favorable crude differential helped boost refining margins and outperform regional benchmarks
- Continued excellence in operational and energy efficiency
 - RIL was awarded the Refiner of the Year for 2014-15 by Petro-Fed
 - DTA refinery received the ISO 50001 certification for energy management

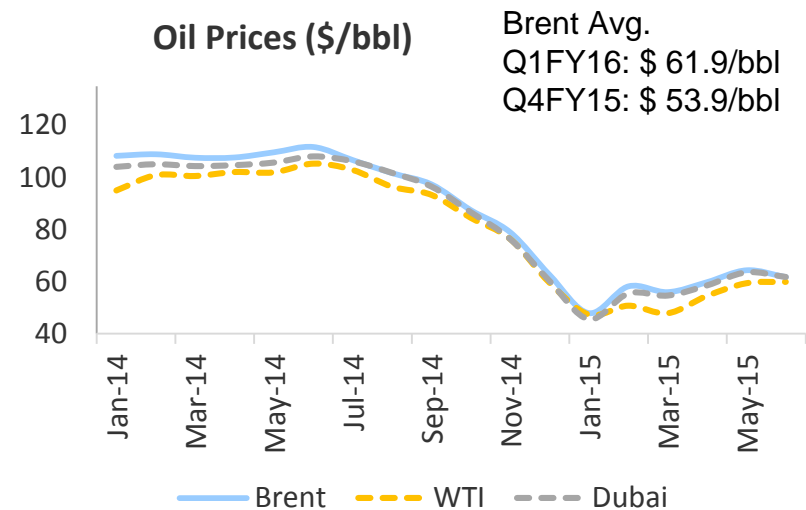


Low oil price, strong demand growth drive record refining business performance

Business Environment – Oil Price

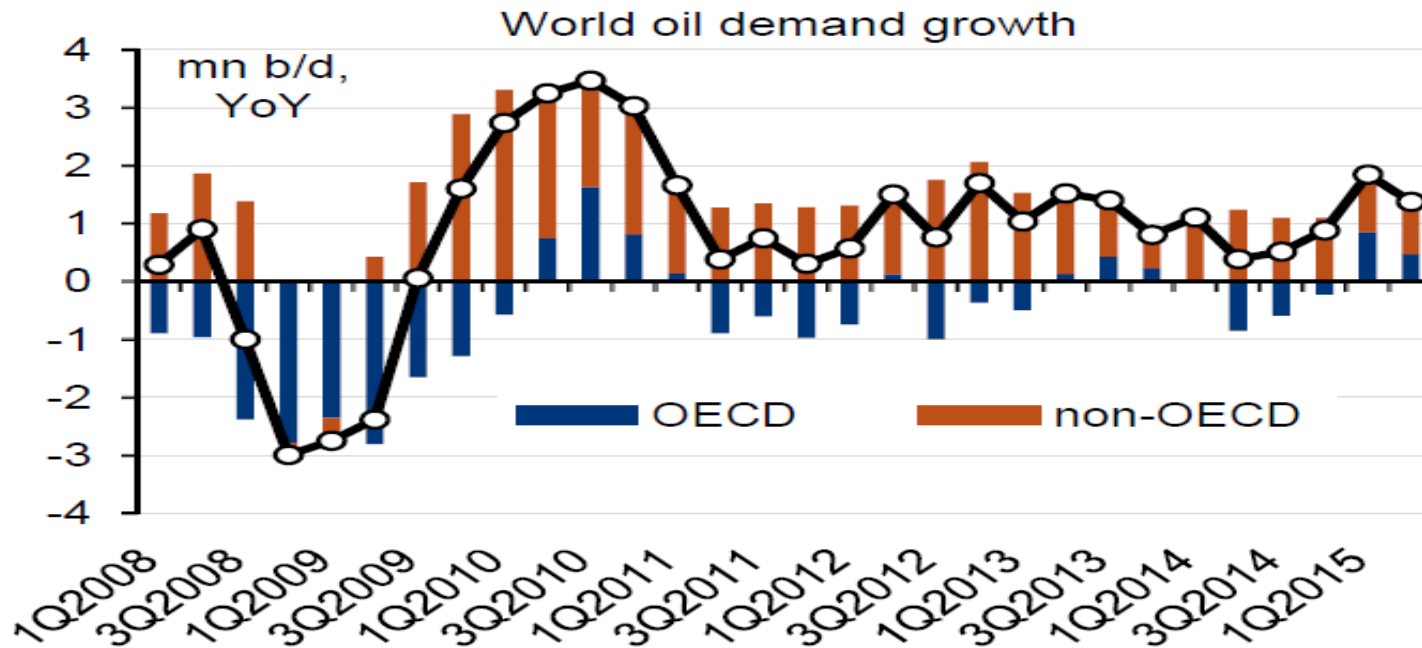


- Global economy continued to witness divergent trends
 - US remained on track towards a steady recovery
 - Chinese economy showed continued weakness amidst government efforts for revival
 - Eurozone was fragile, with looming risk of “Grexit”
- Crude prices recovered on strong demand due to higher refinery runs and strategic storage filling
 - QoQ Brent crude recovered by ~15% in 1QFY16
- Sustained lower oil price, healthy refinery margins and a better than expected oil product demand encouraging refiners to run at high utilization rates



Low oil price and strong product demand supported refining business

Business Environment - Global Oil Demand

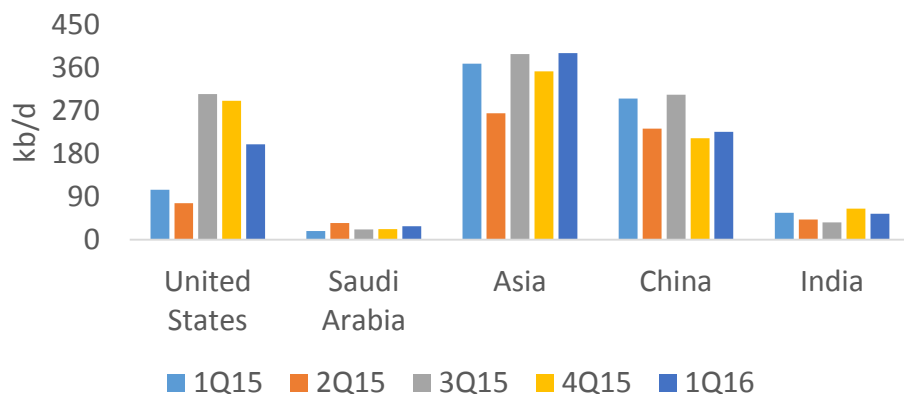


- Global economic growth and lower oil prices along with seasonal factors in large consuming countries supported oil demand in 1H'15
 - 1H'15 global oil demand up ~1.6 mb/d (vs. 0.7 mb/d in 2014)
- Refining margins supported by strength in light distillates especially gasoline
 - Increased consumption in US, China and India helped gasoline demand growth, supporting cracks

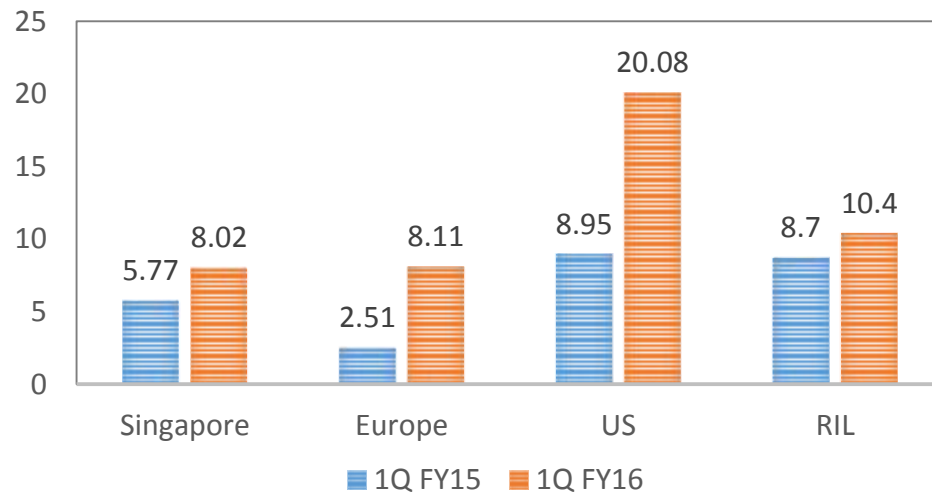
Global Refining Margins



Gasoline demand growth, YoY



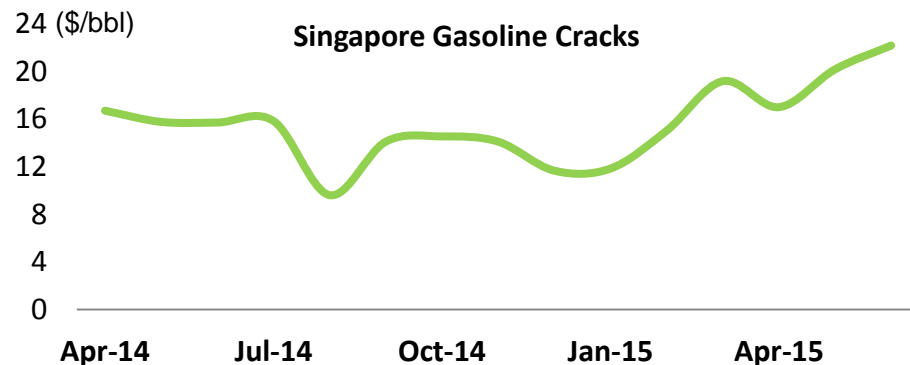
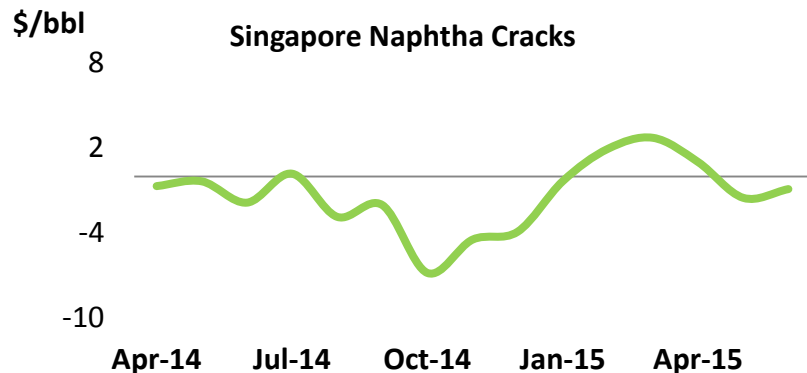
BENCHMARK REFINING MARGINS 1Q16 VS 1Q15



- Refining margins strengthened across all regions in 1Q FY16 on YoY basis
- Robust gasoline cracks supported margins, especially in US where margins were at record highs
- Gasoline demand from key countries increased by 592 kb/d YTD
 - 97% of the gasoline demand growth came from US, China and India
- Delay in refinery startup and difficulties in ramping of new capacities supported the margins

Improved refining margins globally, driven primarily by strength in Gasoline

Light Distillate Cracks

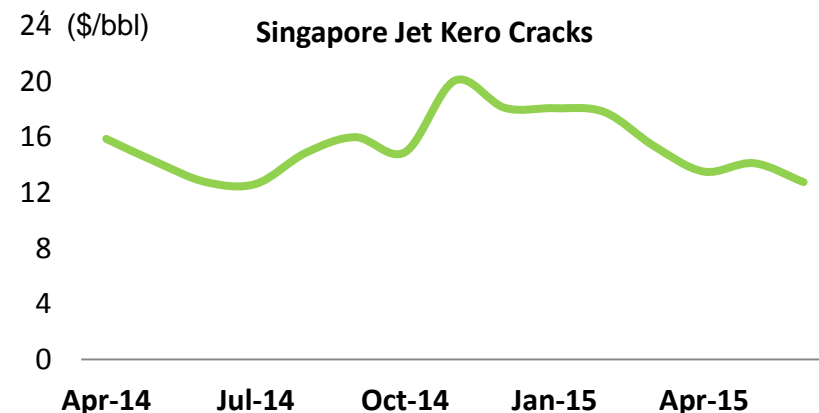
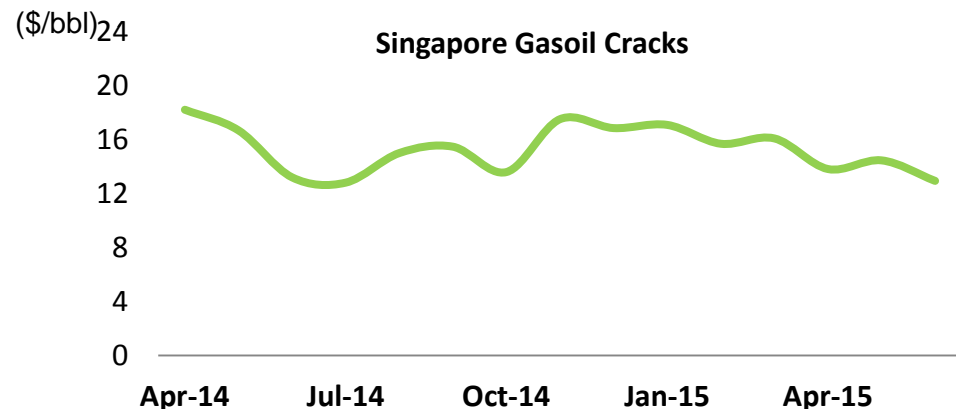


- Naphtha cracks retreated from earlier highs,
 - Relatively weaker demand from Petrochemical sector due to:
 - cracker maintenance
 - Competition from LPG as cheaper alternative feedstock for crackers
 - Naphtha demand for blending in gasoline supported the cracks

- Multi-year high gasoline cracks driven by
 - Strong demand from Asian countries especially from China and India
 - Lower retail prices supported seasonal driving demand in Northern hemisphere
 - Limited supplies due to heavy refinery maintenance in the region
 - Pre-Ramadan stock building created additional demand in Middle East & South East Asian countries

Strong gasoline cracks on firm demand and limited supply

Middle Distillate Cracks



■ Gasoil cracks under pressure on increased supplies

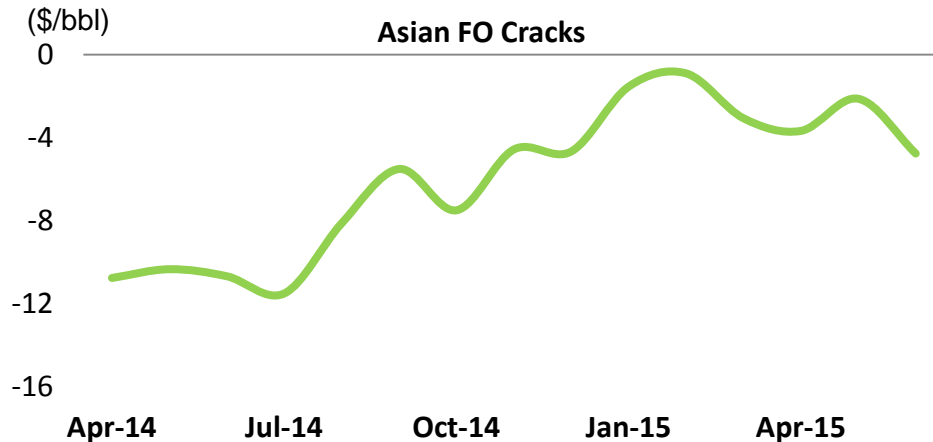
- Over 1 MMBPD of new refining capacity came online in last 2-3 quarters, including 0.8 MMBPD in Middle East
- Higher refineries run in Europe kept the market well supplied
- Chinese exports high on tapering industrial demand
- Downward pressure on cracks was offset by stronger demand in Middle East and India

■ Jet-Kero weakened amid ample supplies

- Incremental supplies from new Middle East refinery
- Weaker summer demand in key import market in Europe weighed on cracks
- However, regional demand remained supportive to cracks

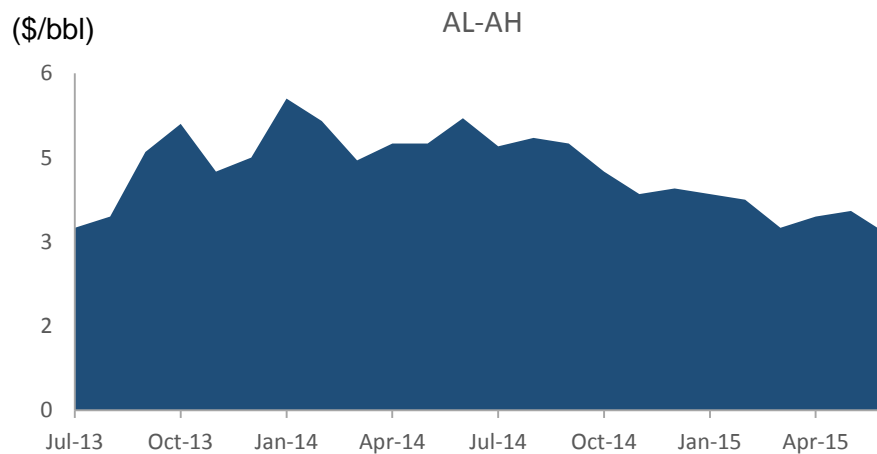
Steady demand overshadowed by ample supply led to softer middle distillates cracks

Fuel Oil Cracks



■ Asian Fuel Oil cracks weakened QoQ

➤ Fuel oil demand was robust due to low oil prices; but this was offset by ample supplies from the West, resulting in softer fuel oil cracks



➤ AL-AH differential narrowed marginally as new complex refineries ramped up and stabilized, lending support to heavy grades

Fuel oil cracks weighed by higher supplies

Product Cracks and Margins



Asian Product Cracks (\$/Bbl)	1Q FY16	1Q FY15	YoY Change	4Q FY15	QoQ Change
Dubai	61.3	106.1	(44.8)	51.9	9.4
Brent-Dubai	0.6	3.5	(2.9)	2.1	(1.5)
Asian L-H Diff	3.4	4.9	(1.5)	3.6	(0.2)
Naphtha	(0.5)	(1.0)	0.5	1.5	(2.0)
Gasoline	19.8	16.1	3.7	15.4	4.4
Jet/Kero	13.5	14.3	(0.8)	17.1	(3.6)
Gasoil	13.8	16.0	(2.2)	16.2	(2.4)
Fuel Oil	(4.9)	(12.8)	7.9	(3.0)	(1.9)
Singapore GRM	8.0	5.8	2.3	8.5	(0.5)
RIL GRM	10.4	8.7	1.7	10.1	0.3

- Strength in gasoline cracks supported margins
- High refinery runs across the globe kept markets well supplied and exerted pressure on middle distillate cracks
- Diversified crude sourcing and grade switching flexibility help RIL outperform benchmark margins
- Light-Heavy differential continue to be supportive for complex refiners

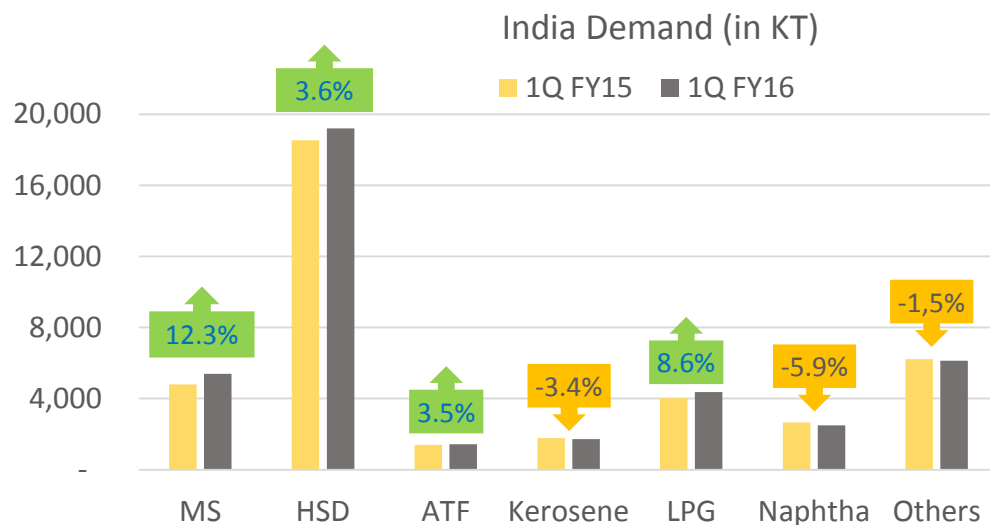
Domestic Marketing



- Over 450 retail outlets and 8 terminals already operational
- Consistent customer experience across all touch points through efficient mix of people, processes and technology
- Unique Value Added Services and consumer focused schemes
 - Fleet Management Program providing better Fleet Control, Cash Flow Management & Cashless transactions
 - Customized loyalty programs
- Targeting aggressive volumes in the bulk HSD market
 - Acquired Rate Contract for Railways, the largest consumer of HSD in India
- Integrated supply chain comprising Terminals [Hinterland & Coastal] and Company owned fleet of tank trucks, covering major consumption centres across the country

Reliance committed to provide superior customer value across the network

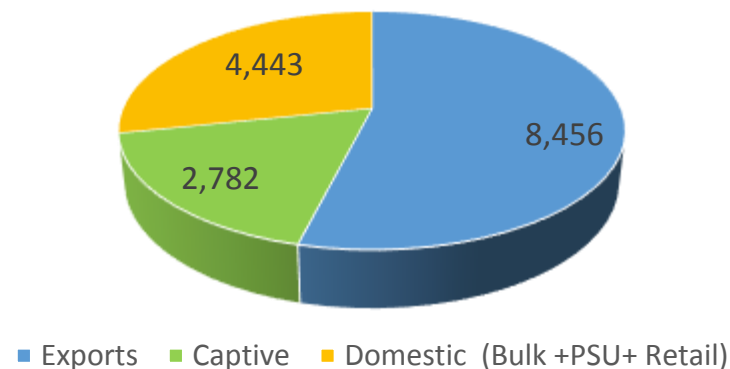
Product Placement in Domestic Market



Domestic demand:

- Positive trend for transportation fuel demand
- Robust growth in gasoline demand expected to continue in the medium term
- Post DBTL and reduction in diversion, LPG demand slated for rapid growth especially in rural areas

Refinery Sales (in KT) - 1Q FY16



Refinery Product Sales:

- Resilient refinery sales growth, specially to PSUs
- Increased gasoline and gasoil sales to PSU helped in replacing imports

Robust domestic demand supported refinery sales growth to meet India's energy needs

R&M Business Outlook



- Emerging markets economic outlook positive on lower oil prices
 - Indian economy expected to continue on path of strong recovery
 - China expected to provide more stimulus to bring its economy back on recovery track
 - Japan expected to post positive growth in 2015
- Crude oil market continues to be oversupplied with considerable inventory overhang
- Iranian barrels returning to the market may keep the crude prices under pressure
- Oil demand expected to be strong, with forecast growth of 1.4-1.6 mb/d in 2015 and 2016
- In the medium term, global refined product demand growth is expected to outstrip refinery capacity additions
 - Delay in new capacity additions, outages / maintenance to support refining margins
 - Refinery closures in Australia, Japan and Taiwan expected to tighten product supply in the region

Favorable industry dynamics; improving utilizations and margins



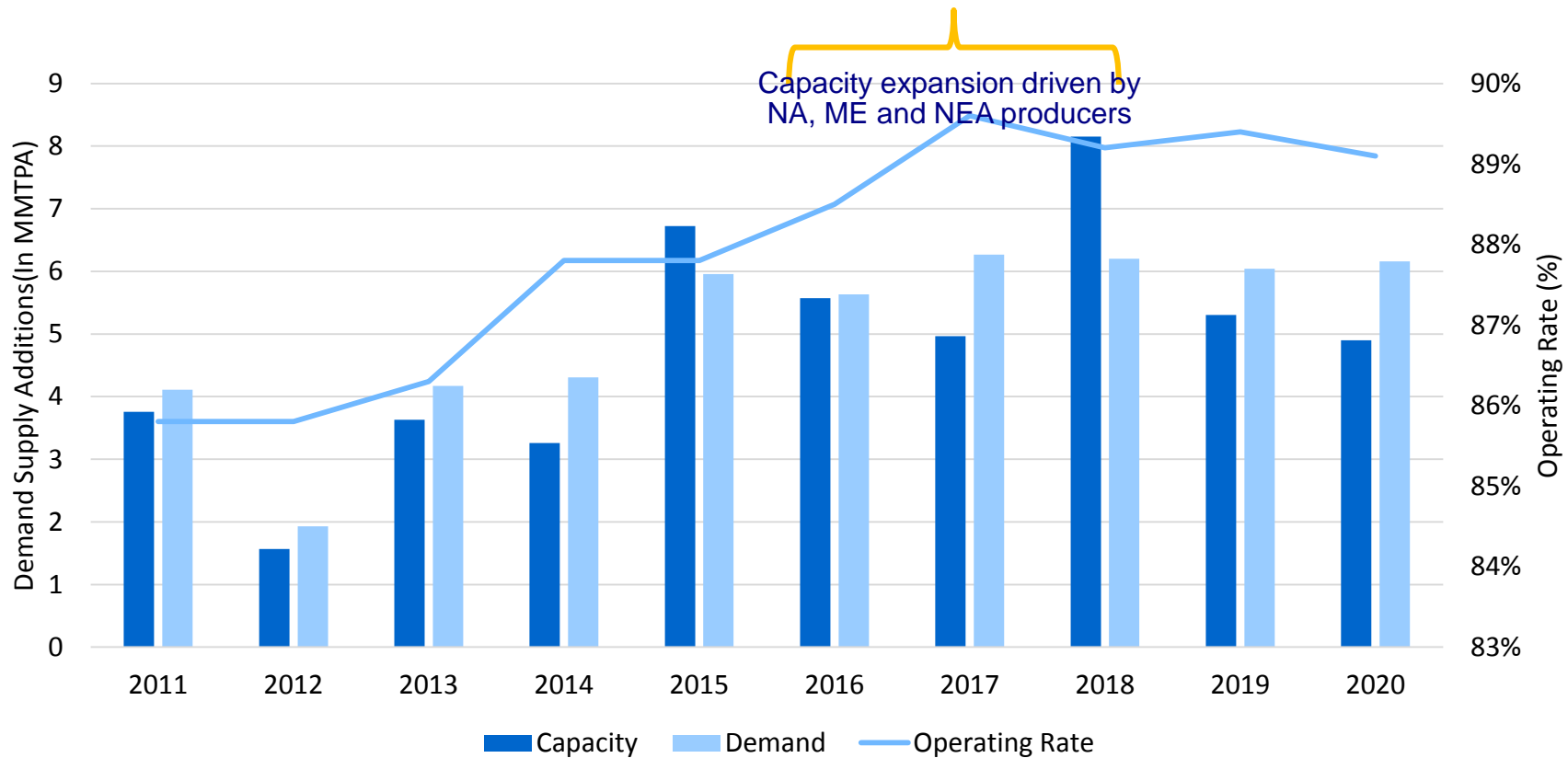
Petrochemicals – Opening Remarks

Global Macro Environment



- US indicators continued to show signs of economic recovery
- Unfolding Greek crisis, weaker Euro and Chinese stock market turmoil to be closely monitored to assess impact on demand
- Crude and Naphtha stabilized through the quarter → margins and consumption trends remained healthy
 - Crude (Dubai) rose by ~18%; Naphtha rose by ~ 16% QoQ
- Global structural shift to alternate feedstocks will define competitive dynamics
- Project delays driven by combination of lower oil prices and uptrend in EPC costs
- Exit trends for the quarter bode positive across the Asian petrochemical sector
- Naphtha based crackers continue to remain competitive on low crude price
- Integrated regional players remain well positioned to capture chain value

Global Ethylene: Incremental Demand Supply

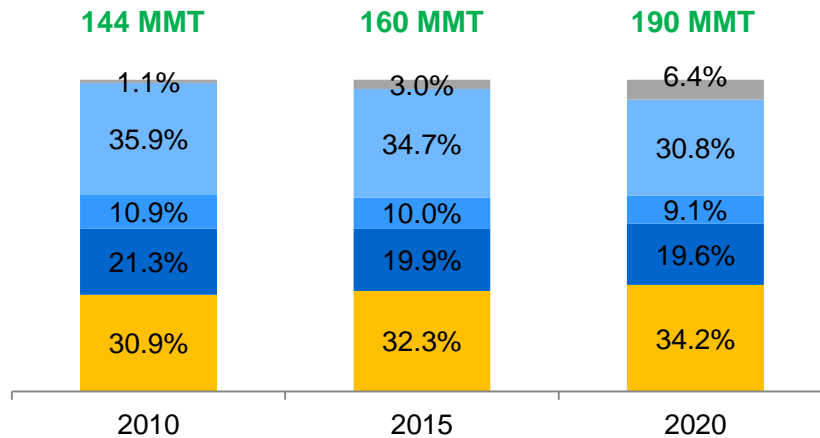


Incremental Ethylene demand is expected to absorb the incremental capacity additions led mainly by North American, Middle East and NE Asia producers

Changing Feedstock Dynamics



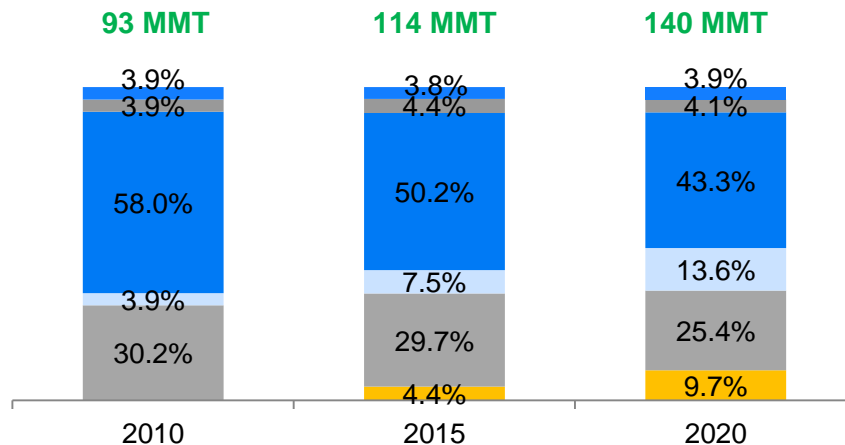
■ EPB ■ EPB/Naphtha ■ EPB/Naphtha/Gas Oil ■ Naphtha/Oth. ■ CTO/MTO



Ethylene Supply Mix:

- Ethylene dynamics are shifting in the favour of lighter feedstocks
- Light feeds and coal to account for >60% share of Global Ethylene capacity by 2020 vs. ~55% today

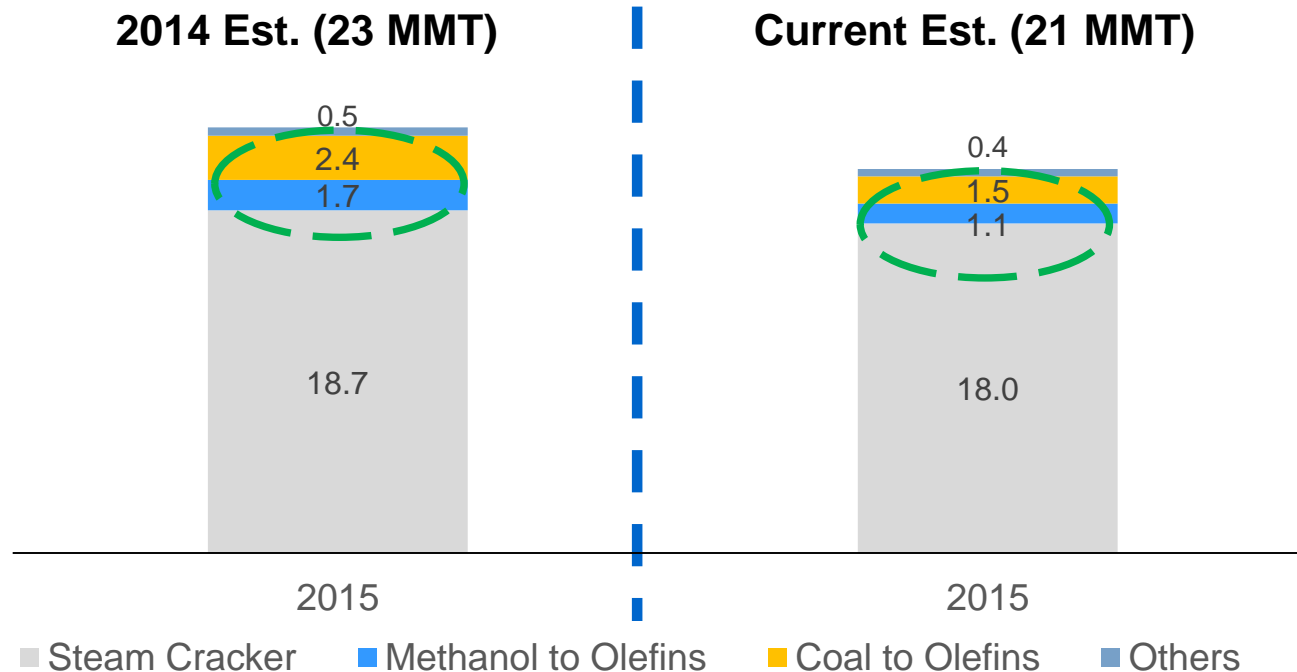
■ CTO/MTO ■ Refinery ■ PDH ■ Steam Cracker ■ Metathesis ■ Others



Propylene Supply Mix:

- Propylene chain dynamics are also changing with a marked increase in PDH and new Coal based capacities coming on stream

China – Total Ethylene Supply Dynamics



- Current expectation for total Ethylene capacity ~11% lower than previous estimates of 2014
- Chinese Ethylene supply to be limited due to CTO/MTO project delays

Ethane Project – Overview



- Discussion are in progress with major suppliers of Ethane in North America for long term sourcing of Ethane
- The progress at the US terminal is as per schedule and is expected to be ready and operational during 2Q-3Q/CY2016, much before the first loading of RIL's vessels
- The design and engineering of the ethane vessels is in progress.
 - The ceremonial steel cutting took place on 1st of July; With this, the fabrication of the 1st vessel (out of 6) has commenced
- Construction activities for the import terminal at Dahej (India) is in progress
- Basic engineering for cracker modification is in progress
 - A few of long lead equipment have been committed / ordered; Detailed engineering contract has been awarded
- 495 KM pipeline between Dahej and Nagothane under implementation
 - PNGRB Board has approved proposal of dedicated pipeline

Modules of the project progressing in a coordinated manner

Ethane Project – Site Picture





Polymer Chain

Business Environment – Polymer Chain



- Last 5 years saw a sustained rise in global demand (~3.8% CAGR) for all major polymers PP, PE and PVC
 - PP demand at 61.8 MMT up ~4.0%, led by automotive, cement packaging and non-woven markets
 - PE demand at 88.5 MMT up ~3.7%, led by both flexible and rigid packaging, and roto-moulded tanks
 - PVC demand at 41.9 MMT up ~3.7%, led by pipe and fittings especially for infrastructure, telecommunications and municipal utilities
- Indian polymer demand growth during same period at 7.1% (~2.0x global demand) led mainly by:
 - Film and Sheet (Packaging), Raffia (Cement), Injection and Blow Molding (Automotive and FMCG)
- RIL remains the largest polymer producer in India with a strong focus on customer centricity, operational excellence and driving innovation across the value chain

Price Movement – SE Asia



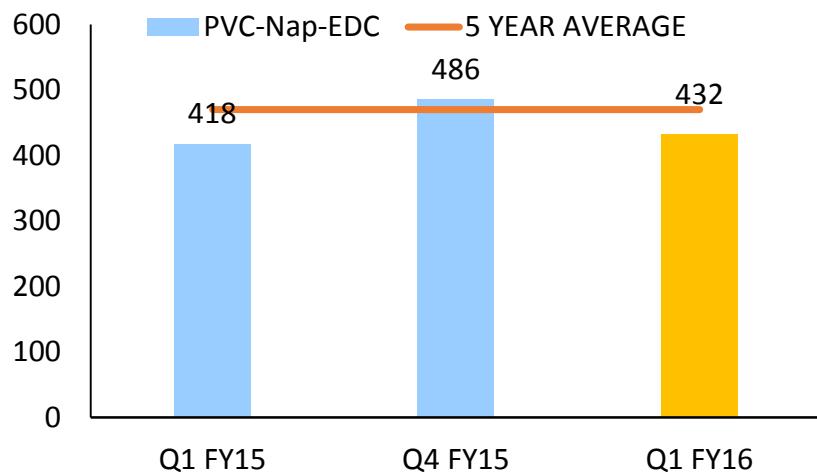
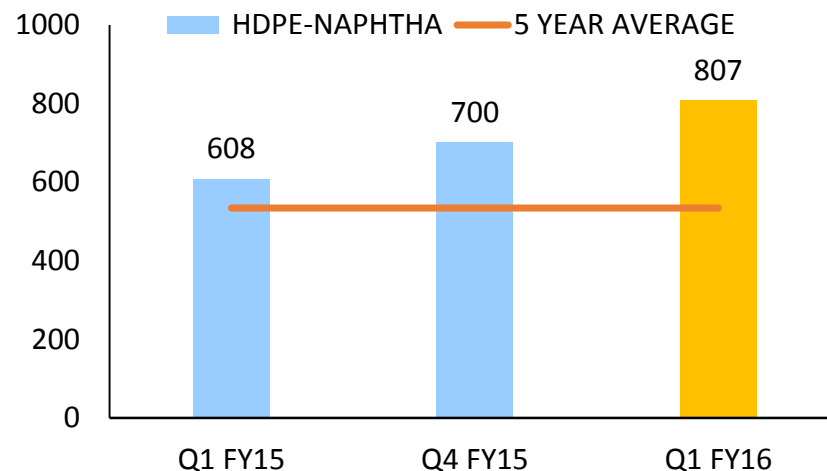
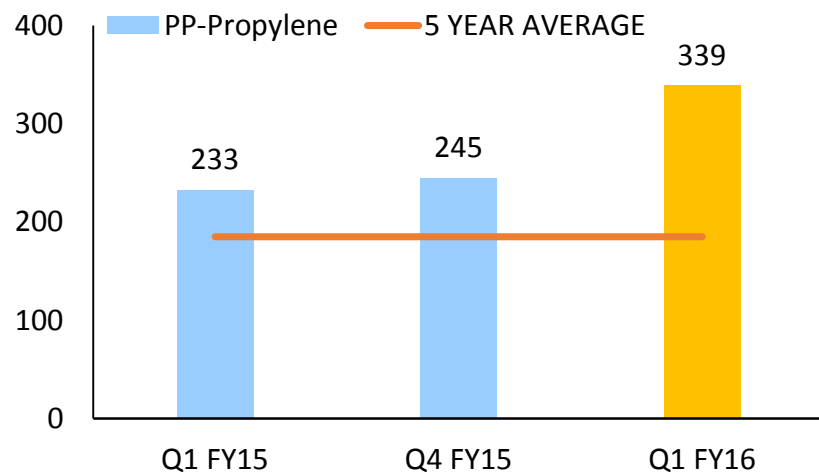
\$/MT	1Q FY15 Avg.	4Q FY15 Avg.	1Q FY16 Avg.	% Change Q-o-Q	% Change Y-o-Y
Oil - Dubai (\$/bbl)	106	52	61	18%	-42%
Naphtha (MOPS)	946	473	548	16%	-42%
Ethylene	1447	1024	1409	38%	-3%
Propylene	1308	852	980	15%	-25%
EDC	460	266	364	37%	-21%
HDPE	1555	1173	1355	15%	-13%
PP	1541	1097	1319	20%	-14%
PVC	1031	822	869	6%	-16%

- Building blocks witnessed mixed trends:
 - Ethylene firmed up on tight availability
 - Propylene lower on account of regional supply ease
- Lower oil price scenario is improving the competitiveness of naphtha leveraged Asian Petchem players

Polymer Delta Scenario – SE Asia



Delta in \$/MT



- PP deltas higher (+38% QoQ) on tight supply, turnarounds, and lower Propylene prices
- HDPE deltas improved (+15% QoQ) with increased competitiveness of naphtha-based crackers
- Whereas, PVC deltas were lower on account of higher EDC prices

Demand Growth and RIL Operational Performance



- 1Q FY16 Indian polymer demand up 16% YoY
 - PE: up 11%
 - PP : up 13%
 - PVC : up 29%
- China's polymer demand (April-May) higher by 7.9% y-o-y:
 - PP: up 13.6%
 - PE: up 5.7%
 - PVC: up 4.1%

RIL Production		
Production (MMT)	1Q FY15	1Q FY16
PP	0.7	0.6
PE	0.3	0.3
PVC	0.1	0.2
TOTAL	1.1	1.1

- RIL Polymer production remained flat at 1.1 MMT
- Domestic polymer market share: 34%
- PP market share: 52%

Demand across all major end-use sectors remained healthy

Injection Moulding and Rigid Packaging Solutions



■ Food Packaging:

- Multi-layer containers for longer shelf-life, specially for Rosogulla Packaging and Fruit Pulp packaging.
- Replacing tin containers for rosogulla packaging
- PP Bottles for flavoured milk and other beverages.

■ New packaging solutions with In-mould labelling (IML) bottles:

- Project is under progress to replace glass bottles with IML PP bottles



Driving innovation across the customer value chain

Business Outlook – Polymer Chain



- Ethylene and Propylene dynamics to change with fewer cracker turnarounds and supply ease
- Sustained lower oil prices will continue to improve the cost competitiveness of Asian polymer producers
- Delays in incremental Chinese capacity(CTO/MTO) likely to support margins going forward
- Domestic demand is likely to remain higher across all major end-use sectors
- RIL is focused on growing opportunities with new capacity additions and downstream application development

RIL is well positioned to remain a leading player in the global polymer market



Elastomers

Business Environment – Elastomers

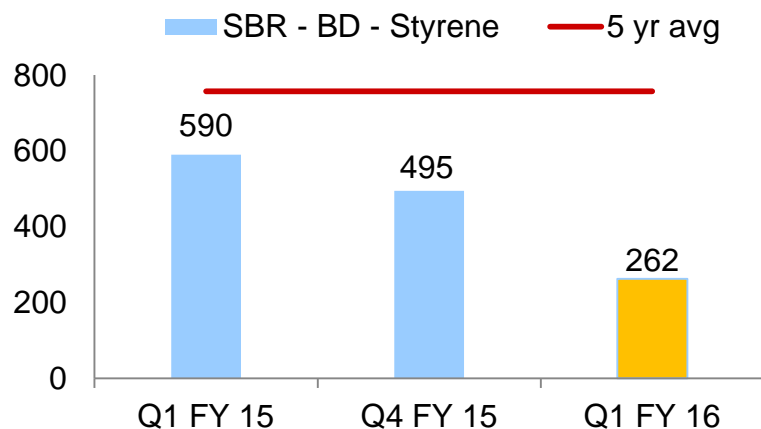
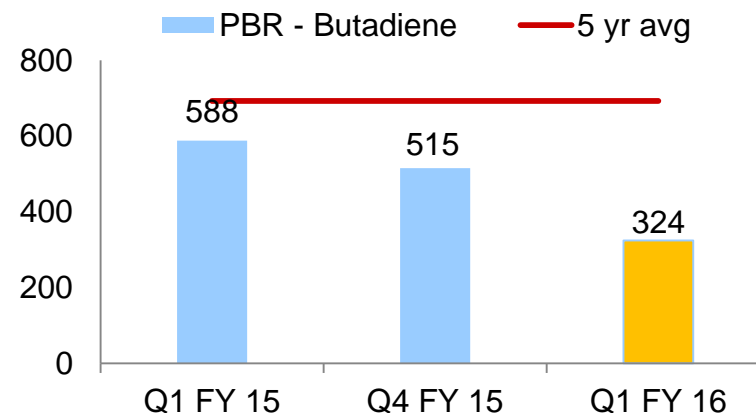
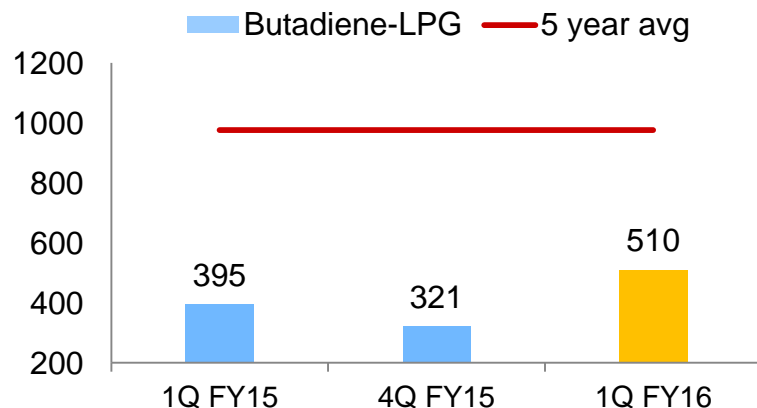


- Significant strength in butadiene prices (+64% QoQ) put pressure on downstream PBR and SBR margins
- Domestic commercial vehicles sales grew 3.6% y-o-y driven by growth in all segments except LCV's
- Passenger vehicles sales grew by 6.2% y-o-y
- 21% decline in domestic production of natural rubber led to imports increasing by 5.5% (to 106 KT) in 1Q FY16, despite an increase in import duty
- Production at both the new elastomers plants, i.e., PBR and SBR being stabilized

Elastomer Delta Scenario – SE Asia



Delta in USD/MT



- Butadiene (BD) deltas have risen during 1Q FY16 with firm prices and tight supply
- With rising BD and styrene prices, SBR and PBR deltas have shrunk further in 1Q FY16.

Business Outlook – Elastomers



PBR

- Operating rates are expected to remain range bound with PBR capacity additions slowing down
- Global demand expected to grow by 3% to 3.5 MMT in FY16
- Demand in India expected to grow by 8% in FY16 (>2.0x global growth)
- RIL share in domestic market increased from 44% in FY14 to 58% in FY15

SBR

- Global SBR demand-supply balance likely to improve with marginal capacity adds – helping operating rates move up
- Global SBR demand expected to grow by 3% to 5.5 MMT in FY16
- Indian SBR market is estimated to grow by 8% in FY16 to 260 kTA

Elastomer prices are expected to stabilize and deltas are likely to improve with softening of feedstock prices.



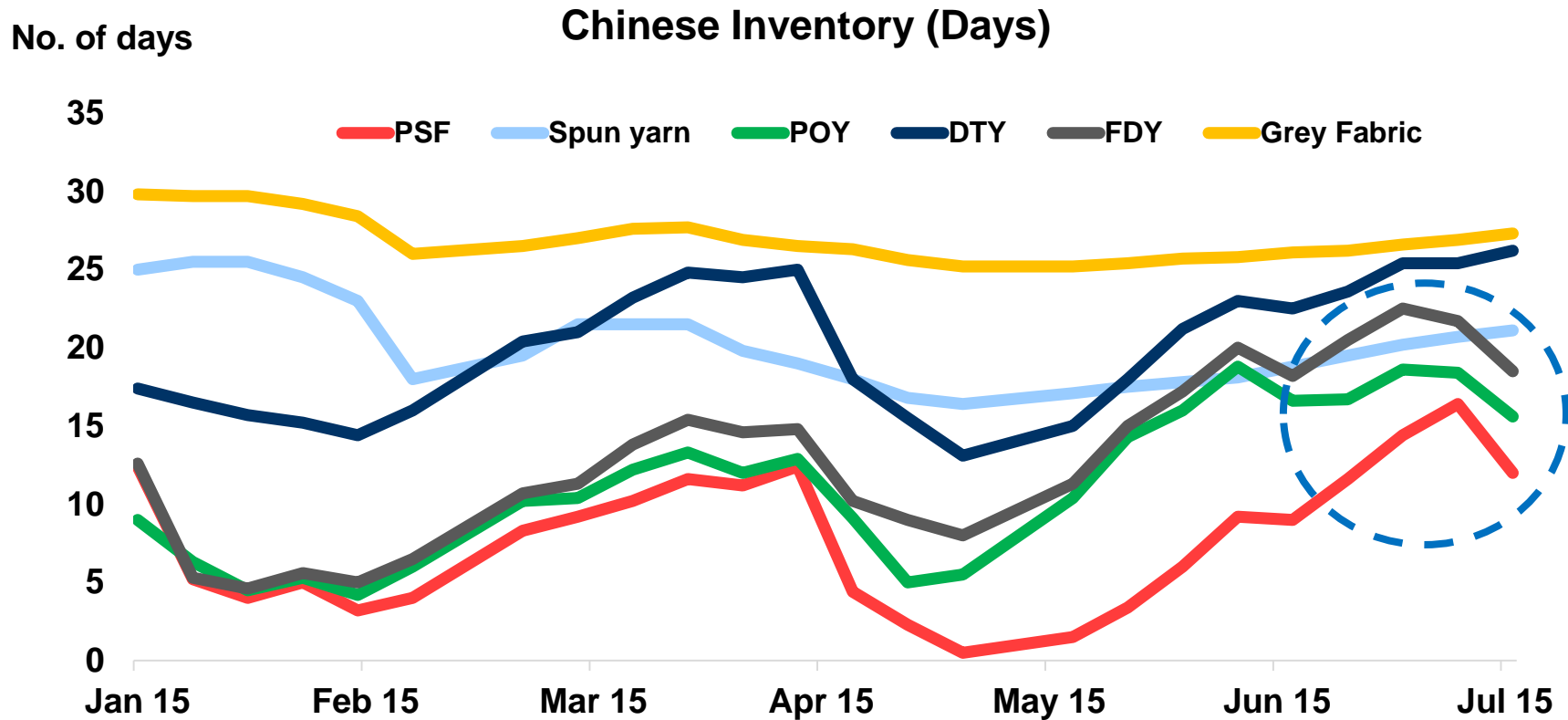
Polyester Chain

Business Environment: Polyester Chain



- Crude oil price stability and intermediate outages infuse confidence across chain
 - Firm intermediate prices aid margins
 - PX, PTA margins highest since 3Q FY15, MEG margins highest since Oct 2011
- Global textile markets remained healthy, major western consumption centers witness growth
- Global PET markets remained healthy, supported by warm weather
- Global cotton prices firmed during 1Q anticipating a lower acreage/harvest in 15-16 planting season, benefiting polyester substitution
- Polyester price rise slowed on account of cautious Chinese markets, stemming margin expansion
 - However, integrated producers benefit from chain economics

Chinese Inventory Dynamics



Falling inventory indicate a favourable supply demand scenario emerging

Price Movement – NE Asia



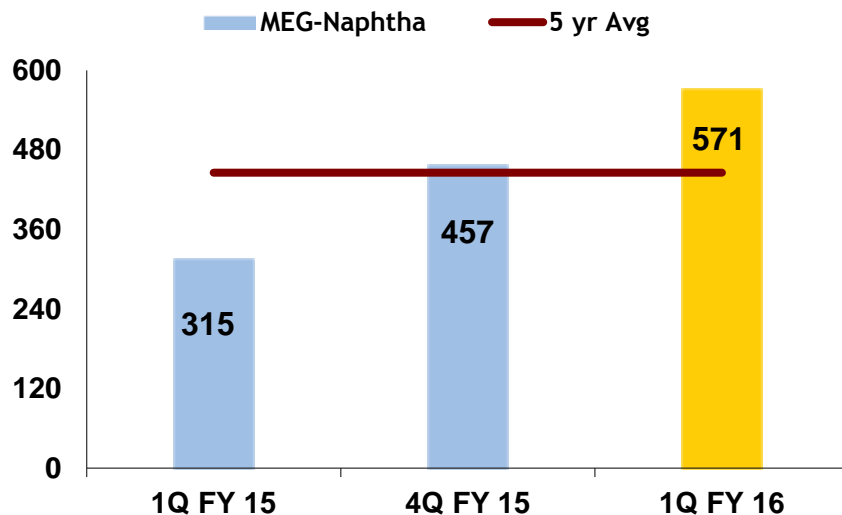
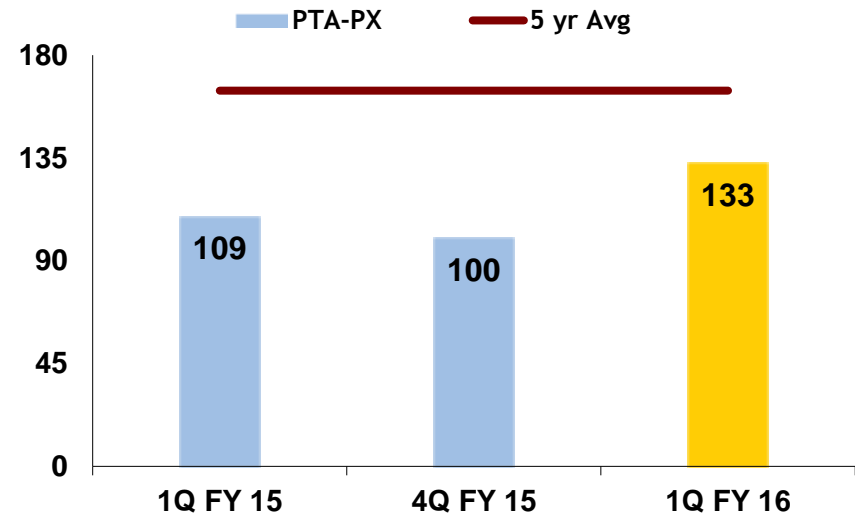
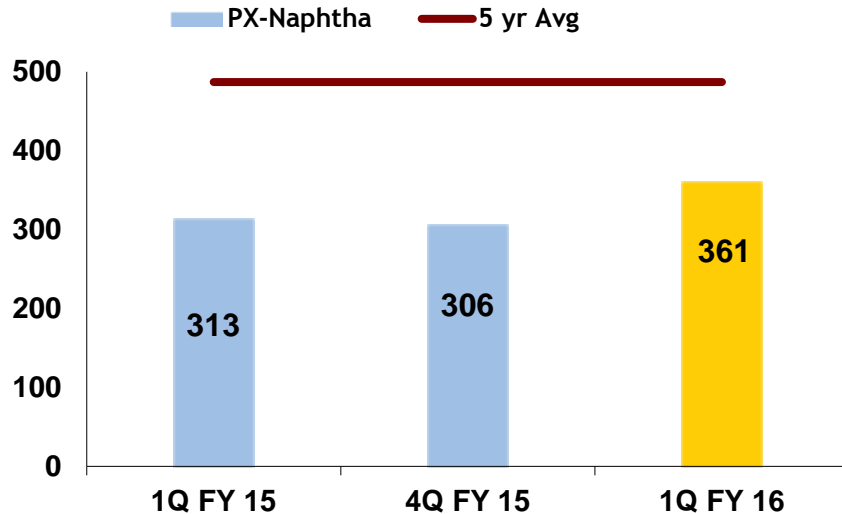
\$/MT	1Q FY15 Avg.	4Q FY15 Avg.	1Q FY16 Avg.	% Change	
				Q-o-Q	Y-o-Y
Crude Oil (Dubai \$/bbl)	106	52	61	18%	-42%
Naphtha (MOPS)	946	473	548	16%	-42%
PX	1,264	800	924	15%	-27%
PTA	943	628	742	18%	-22%
MEG	943	783	943	20%	0%
POY	1,493	1,114	1,197	7%	-20%
PSF	1,324	1,042	1,144	10%	-14%
PET	1,294	956	1,074	12%	-17%

Upstream shocks absorbed through the chain, integrated players benefit

Intermediates Delta Scenario



Delta in USD/MT

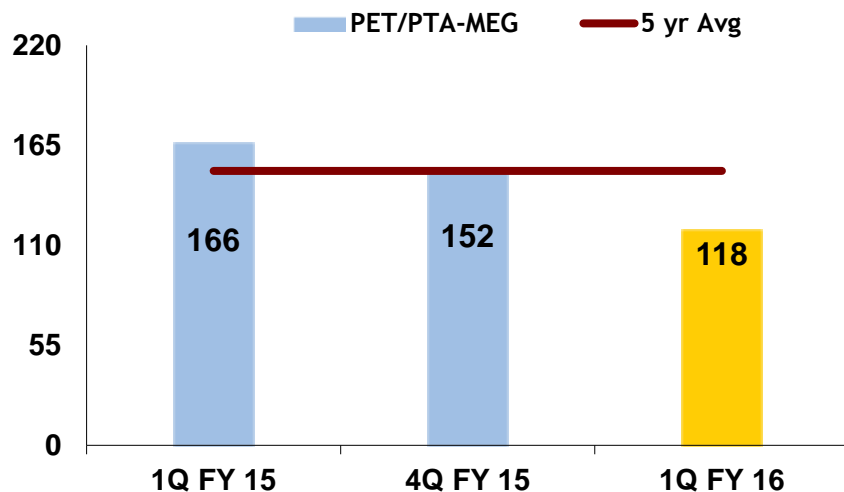
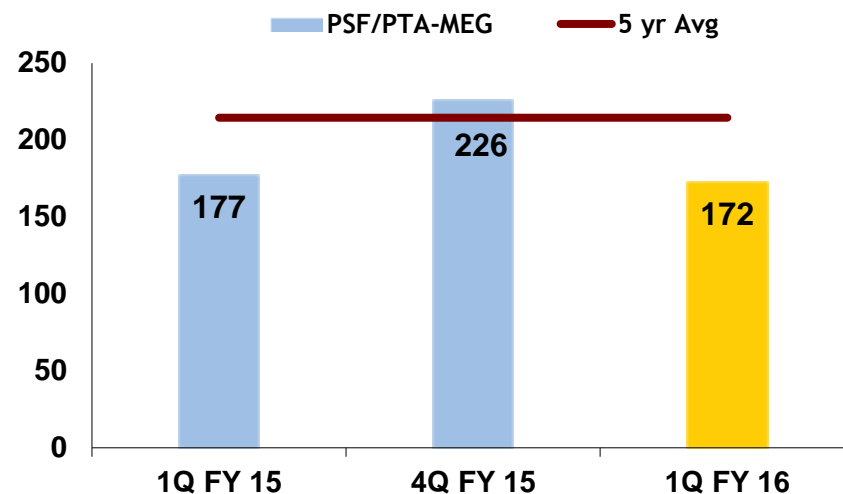
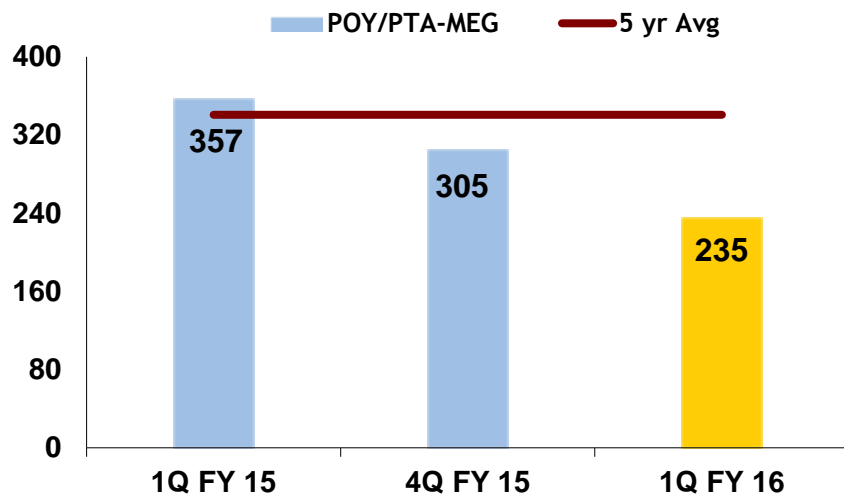


- Plant outages favoured intermediates margins
 - QoQ PX deltas up 18% and PTA up 33%
 - Margins started to moderate towards end of 1Q
- Lowest MEG Chinese inventory in 2.5 years and plant outages aided margin growth (+25% QoQ)

Polyester Delta Scenario



Delta in USD/MT

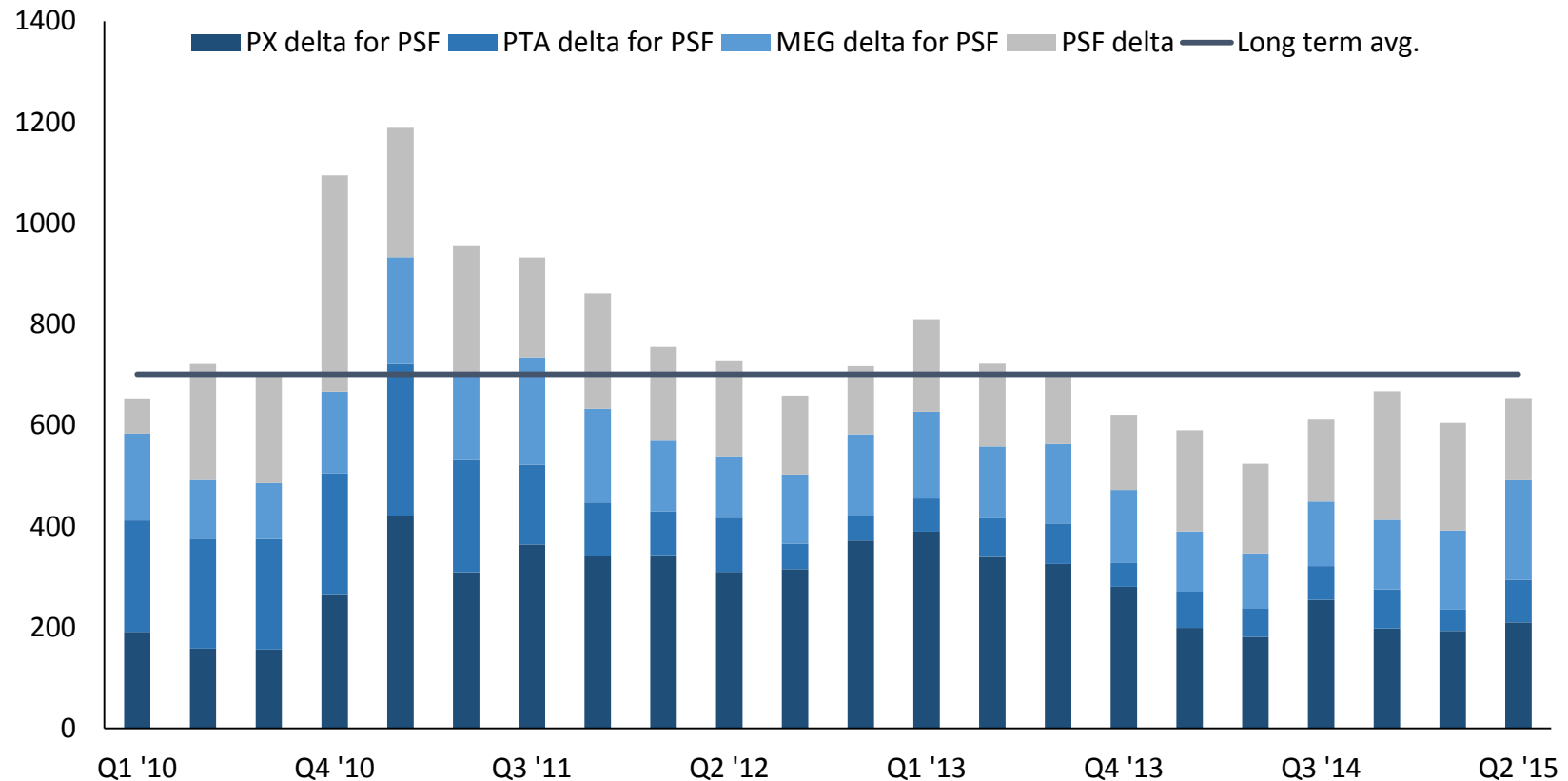


- Strong intermediates weighed down 1Q margins, however integrated players reaped overall chain benefits
- Lower capacity growth and firm cotton prices helped stem PSF margin drops
- PET margins showing signs of bottoming out

Capturing Value Across the Polyester Chain



\$/MT



Chain margins hovering around long term average

Domestic Polyester Demand



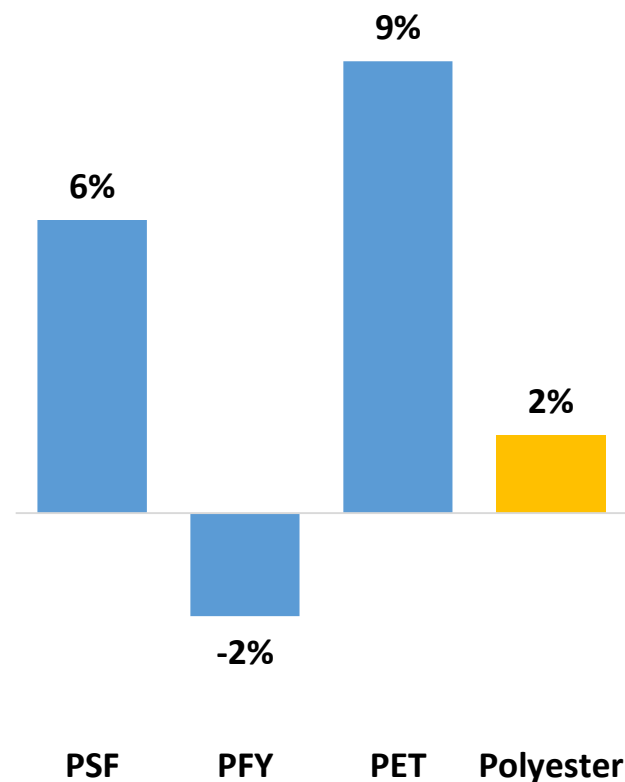
■ Polyester markets witnessed marginal demand growth

- Labour shortage, liquidity crunch and raw material volatility impacted overall textile operations
- Healthy PFY demand in fine denier FDY end applications
- Improved power situation in South India, and market mix changes aided PSF
- PET growth lower than expected owing to raw material volatility and industry sentiments

■ Imports from China impacting markets

- Jan-May volume YoY change: PSF: +124%, PFY:+27%, PET:+68%, PTA: 25%
- India removed antidumping duty on PTA imports from China and EU; ADD on Korea, Thailand continues

Demand Growth 1Q 16 Vs. 1Q15



RIL Operational Highlights



Production (KT)	1Q FY15	1Q FY16
PX	477	567
PTA	519	707
MEG	160	178
TOTAL	1156	1452

Production (KT)	1Q FY15	1Q FY16
POY	220	205
PSF	148	151
PET	87	156
TOTAL	455	512

- Higher YoY intermediates production owing to PTA plant start up and PX turnaround
- Start-up of PTA phase-1 makes Indian PTA self-sufficient; phase-2 to start-up shortly
- Production at the newly started world scale PET plant at Dahej is being stabilized
 - Well positioned to meet seasonal demand and capture market share

Driving Innovation, Changing Lifestyle



Apparel Fibre and Yarns

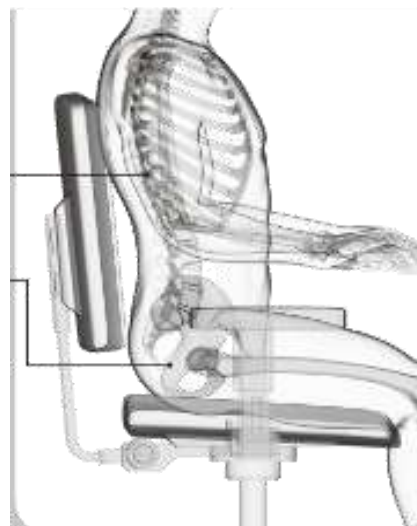
- Recron® Skylark : Linen look with twinkling effect for trousers to meet current fashion needs—potential of 250 TPM and earning premium prices
- Recron® Exclk: New application development in jari based fabrics which can be dyed at low temperatures –potential of 360 TPM earning premium prices

Recron® Certified Products

- Recron® Certified T Life– T cushion for complete support to spine and lumbar region
- Scientifically designed antimicrobial ball fibres for maximum support and improved hygiene

Recron® 3s

- Replacing carcinogenic Asbestos
- Used in wallpaper, construction (airfields, dams etc.)
- High growth of 40% in last 4 years
- Continued R&D to improve application areas



Green Initiatives



Recron Green Gold is made from recycling post-consumer waste PET bottles

- Products with one of the lowest carbon footprints in the world*
- Comparable product quality with virgin fibres
- Registered Green Fibre manufacturer in India



- Recycling over 2 Bn post-consumer PET bottles p.a. across 150 collection centres
- Recycling capacity of 48KTPA
- Indirect employment to over 1.25 lacs underprivileged



Apparel:
Shirting, Suiting, Hosiery etc.



Fashion Wear:
Scarves, Jackets etc.



Home Textile:
Curtains, Bedsheets, Furnishings etc.



Technical Textiles:
Automotive, Tarpaulins, Carpets etc.

(* for grey and ecodyed fibre)

Business Outlook – Polyester Chain



- Economic growth in US and EU, and crude oil stability would drive overall textile demand
- Polyester to grow at 1.6x of all other fibres during the current decade.
- Make in India campaign to benefit the Indian textile industry to establish itself as a larger player in the global arena; this will stimulate overall polyester industry growth
- PX industry to witness slower capacity growth than expected aiding industry balance
- PTA consolidations to continue, integrated players to enjoy scale economics
- MEG markets would continue to be tight, benefiting the overall chain profitability



Oil and Gas – Exploration and Production

Domestic E&P Production Update



4Q FY 15		1Q FY15	1Q FY16	% Chg. YoY
	Panna-Mukta			
1.6	Oil (MMBBL)	2.0	1.6	-24%
17.5	Gas (BCF)	18.2	16.7	-8%
	Tapti			
0.1	Oil (MMBBL)	0.1	0.0	-39%
2.8	Gas (BCF)	4.5	1.9	-58%
	KG-D6			
0.5	Oil (MMBBL)	0.5	0.4	-16%
36.5	Gas (BCF)	42.0	36.5	-13%
0.1	Condensate (MMBBL)	0.1	0.1	-6%

Note: Full Production volumes

- KG-D6 production averaged at 11.4 MMSCMD of gas and 5,727 BOPD of oil/condensate
- PMT production averaged at 5.8 MMSCMD of gas and 17,587 BOPD of oil
- PMT: QoQ fall in production on account of planned shutdown and natural decline
- Gas price at \$ 5.73/MMBTU from Panna-Mukta, \$ 5.57/MMBTU from Tapti
 - KG-D6: \$ 4.67/MMBTU (GCV) for 1Q FY16
- Average crude oil price realization was at \$ 60/bbl during the quarter

KG-D6 Block – Key Project update



- D1-D3 & MA : Sustain and Augment Production
 - 3 OT Booster Compressors successfully commissioned
 - OT arrival pressure reduced to 12 bar and field stabilized
 - Focus on production augmentation through a) activation of ceased wells, and b) rate increase in specific wells, subject to performance
 - D1-D3 Work-over campaign: Well B7 successfully put on production in July'15
 - Work-over activities currently underway in well A1
 - Further Side Track options in MA to augment production being reviewed
- D55 (MJ) Appraisal - Broadband data processing, engineering studies and analysis of well data & integration into models underway
- Integrated satellite development
 - In April'15 Government has announced policy on well testing
 - For faster development, DST in discoveries D29 & D30 being undertaken
 - First step towards designing an integrated development scheme for D29 & D30 discoveries with Satellite discoveries

Other Block Updates



■ Panna Mukta:

- Completion of pipelines (MA-MB & MB-PPA) restored production from Mukta-A field after nearly 2 years
- 4 wells worked over in FY15 got activated on completion of gas-lift riser replacement work at PB platform
- Mukta-B field development: PMT JV completed installation of facilities and drilling of 1 well out of the 6 wells planned - Production is expected from early 2Q FY16

■ NEC-25

- JV to undertake DST in D32 discovery in the Appraisal Area during 2Q FY16
- Relinquished D40 discovery

■ CB-10 :

- 8 Discoveries - expected submission of FDP to MC in 2Q FY16
- Phase-II exploration - Land acquisition for exploratory well sites in progress

Coal Bed Methane (CBM) – Field Development



- Phase-1 development activities nearing completion - first gas production expected by 2H FY16
- Development program envisages drilling of more than 200 wells and two Gas Gathering Stations and 8 Water Gathering Stations in Phase-1
 - Achieved mechanical completion of GGS-11
 - Drilling and completion of GGS-11 wells nearly completed; more than 50% of production holes drilled in GGS-12
 - Pipeline laying work for GGS-11 is completed
 - 68 well sites handed over to operations and are ready to flow gas
 - GGS-12 construction activities and Installation of equipment nearing completion

Shahdol-Phulpur Pipeline

- Shahdol - Phulpur pipeline is expected to get completed by 3Q FY16
- RoU for 300 km out of 302 km is handed over to pipeline construction contractors
 - 3 out of 4 river crossings are completed
- Compressor station installation and other construction work is under progress

CBM Field Development – Progress Photograph



Compressor station





Shale Gas Business

Midstream JV Monetization Completed



- Successfully completed monetization of Reliance's investments in EFS Midstream
 - Transaction closed on 8th July
 - EFS acquired by Enterprise Product Partners L.P., an industry leader in midstream segment
- Consideration: \$1,073MM for Reliance's 49.9% share of EFS, on a debt-free, cash-free basis
 - \$ 574MM cash upfront and \$ 499MM paid before July 2016
- EFS played key role in ramp-up of Reliance-Pioneer Upstream JV in Eagle Ford Shale
 - JV transitioned from a 'development' mode to 'stable operations' mode, generating free cash flows since 2013
 - EFS was at appropriate maturity phase to unlock value
- Upstream JV gains significantly from the suite of long-term contracts with Enterprise affiliates

Operating Performance Highlights



Managing macro headwinds

- Macro headwinds impacted performance despite strong operating trends
- Stable QoQ performance - YoY trends impacted by sharply lower realization
 - ✓ Low benchmark prices and high differentials resulted in 47% lower unit realization YoY
 - ✓ Unit realization improved 2% QoQ, driven by improved WTI and oil differentials
- Capex at \$ 275MM in 1Q FY16 - down 15% YoY reflecting reduced activity level, but higher sequentially
- Focus remains on growing asset values and enhance business resilience
 - ✓ Activity slowdown
 - ✓ Disciplined investment
 - ✓ Efficiency gains (costs / technology)

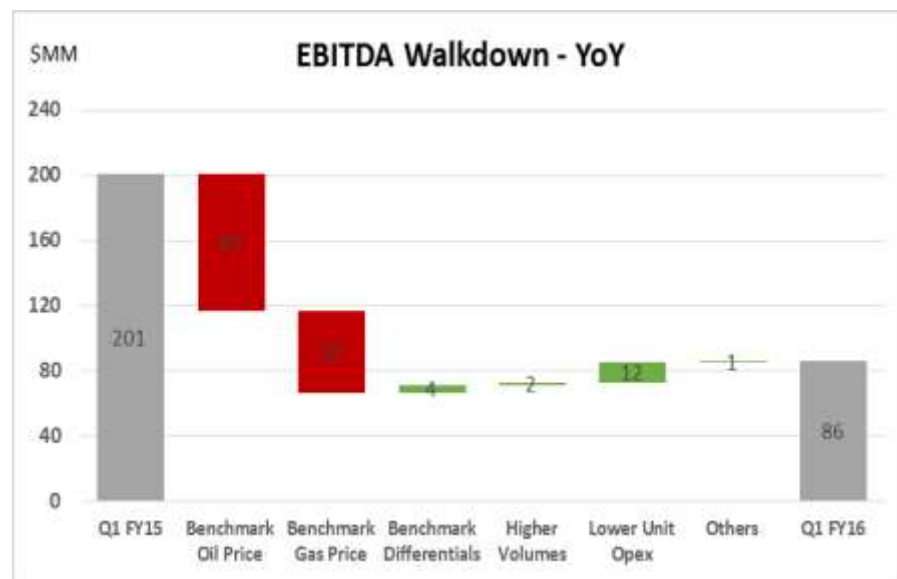
Strong operational trends

- Producing well count grew by 8% QoQ to 932 wells
- Avg. Gross production at 1,211 Mcfe/day in 1Q FY16 vs. 1,228 Mcfe/day in 4QFY15
- Volumes reflect reduced activity across JVs, price driven curtailments at Carrizo
- Well performance trends remain strong; Encouraging progress on new development initiatives
- Absolute Opex lower QoQ - Unit opex lower across all JVs despite curtailed volumes
- Declining trend in D&C costs - renegotiated service contracts, improving efficiencies
 - ✓ Unit drilling cost down by 13% vs. 2014 at both Pioneer & Chevron JVs
 - ✓ Unit completion costs down ~21% vs. 2014 levels at Pioneer & Chevron JVs

Business Performance Highlights



	1Q FY16	4Q FY15	1Q FY15	% Chg. Vs. 4Q FY15	% Chg. Vs. 1QFY15
Production (Bcfe)	49.3	49.4	48.6	0%	1%
Revenues (\$ MM)	141	138	270	2%	-48%
EBITDA (\$ MM)	86	91	201	-5%	-57%



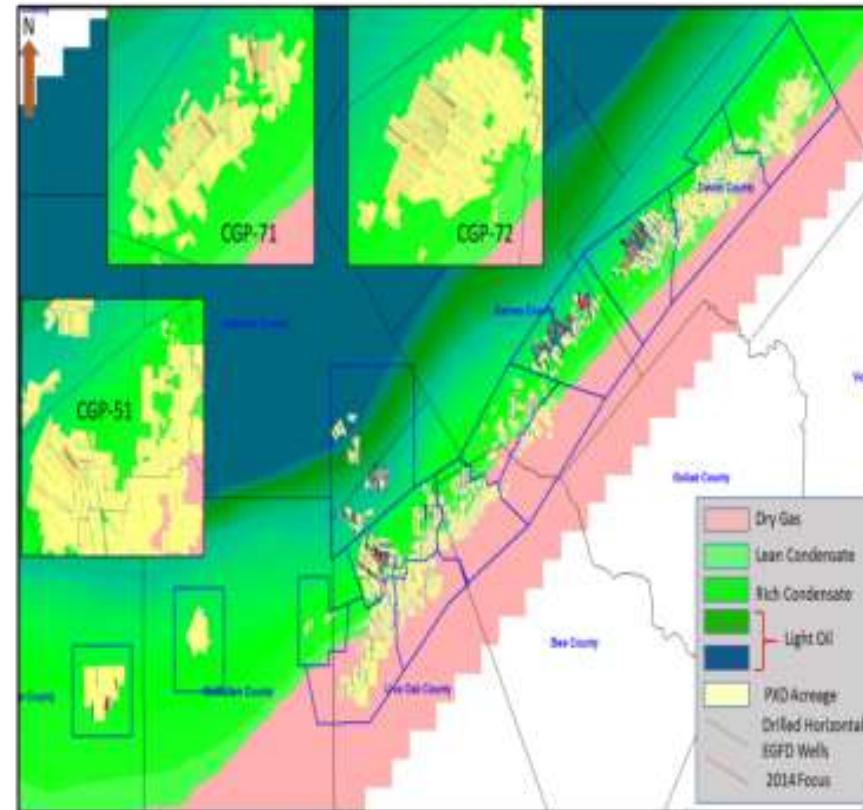
- Activity slowed down in view of challenging market conditions. Resulted in lower volume growth
- Operational trends remain strong, but short term pressure on earnings, given dismal pricing environment
- Focus remains on growing asset values through disciplined investment and realizing efficiency gains (costs / technology)

Pioneer JV Progress Overview



	1QFY16
Avg. Rigs operating	6
Wells Drilled	23
Wells Put on Production	33
Total Wells drilled (Inception to Date)	582
Total Wells on Line (Inception to Date)	548*
Gross JV production (Reliance Share, bcfe)	29.0
* Includes two abandoned wells.	

- Negotiations with services providers and new cost reduction initiatives yielding good results on well costs..
- Condensate export increasing, at 42% of condensate sales volume for the quarter.
- Production for the quarter, however, was negatively impacted by operational issues and adverse weather.
- Continued new development initiatives; such as drilling of Upper Infill wells. Development focused on sweet spot.



- Development focused on sweet spot
 - 2015 drilling focused at CGP 71/72

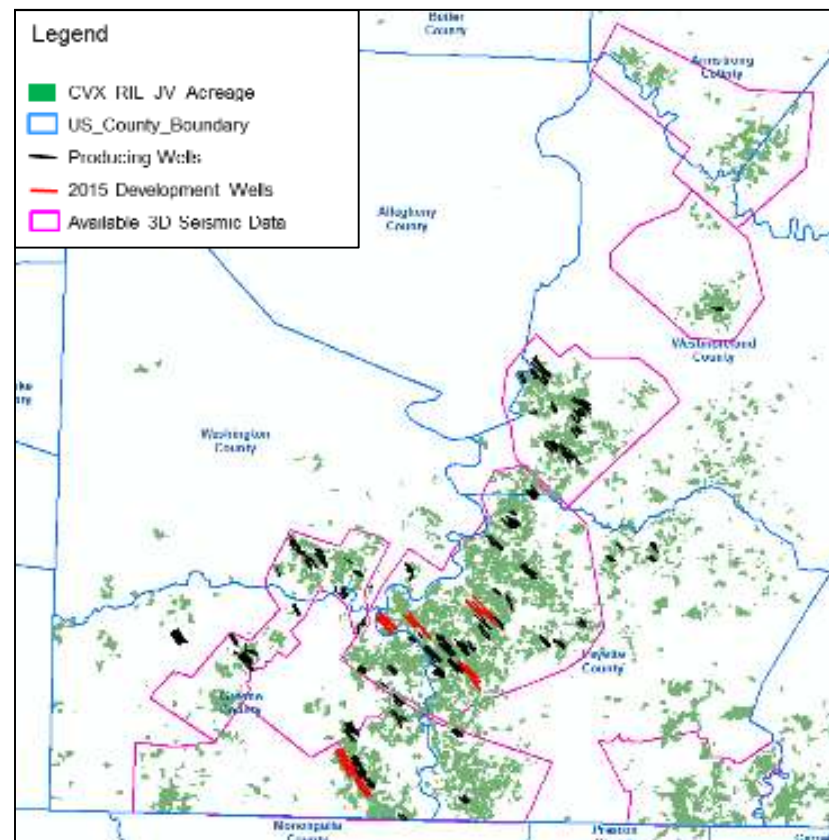
Strong Operational Performance; Successful well cost reduction

Chevron JV Progress Overview



	1QFY16
Avg. Rigs operating	2
Wells Drilled	17
Wells Put on Production	34
Total Wells drilled (Inception to Date)	367*
Total Wells on Line (Inception to Date)	302*
Gross JV production (Reliance Share, bcfe)	14.3
*Includes 1 abandoned well and non operated wells that have very low JV interest,	

- Production growth remained strong during 1QFY16. Producing well count up at 302; gross production grew 2% QoQ and 26% YoY in 1QFY15
- Lower Drilling & Completion costs and Lease Operating Expenses. Procurement contracts being re-negotiated downward. Longer lateral wells being drilled to improve productivity. Success need to be maintained and scaled up.
- Conserving capital through moderated development pace. Only 1 rig operation planned for rest of CY15. Focus on core areas with high prospectivity and superior economics.



Production growth maintained by shifting to prospective area.

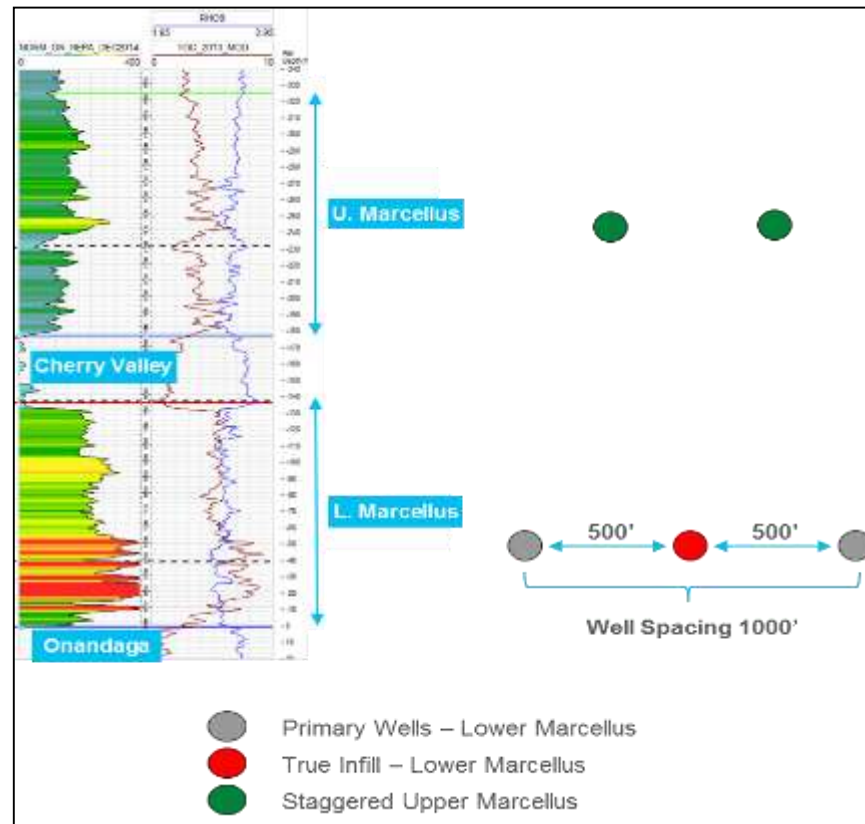
Effective scaling up of cost initiatives key to mitigate pricing pressure

Carrizo JV Progress Overview



	1QFY16
Avg. Rigs operating	-
Wells Drilled	-
Wells Put on Production	-
Total Wells drilled (Inception to Date)	98
Total Wells on Line (Inception to Date)	82
Gross JV production (Reliance Share, bcfe)	5.9

- Activity moderated to manage the weak prices and high differentials in NEPA. Situation an outcome of localized offtake constraints. New capacities expected in next couple of quarters and margins likely to improve.
- Preserving value through selective production curtailments at lower prices whilst ensuring positive cash from operation.
- Long term value upside potential from down spacing / infill drilling in Upper Marcellus.



Positive cash from operation in 1Q FY16.

Price & production closely aligned to manage cash flows and profitability



Reliance Retail

Key Highlights Q1 FY16



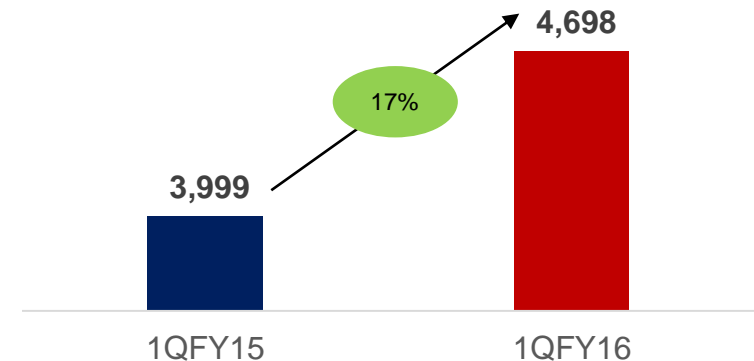
- 1Q FY16 turnover at ₹ 4,698 crore, up 17% Y-o-Y
 - LFL growth of up to 13% across format sectors
- Record quarterly PBDIT of ₹ 203 crore, up 19% Y-o-Y
 - EBIT of ₹ 111 crore, up 37% Y-o-Y
- Overall growth momentum and expansion in focus sectors is on track for the year
 - Net addition of 126 stores in Q1 FY16
- Robust growth in contribution of private labels to overall sales help boost profitability
- Major milestones
 - Over 1,000 Digital Express Mini stores
 - Consolidate retail presence in Southern India with over 1,000 stores

Performance Overview

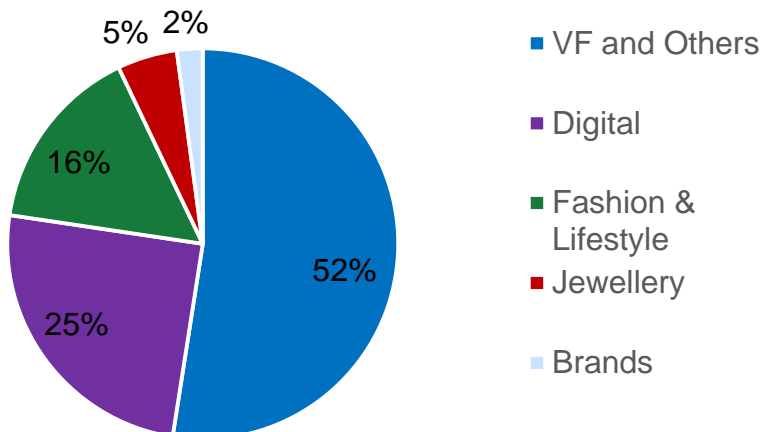


- Q1 FY16 Turnover of ₹ 4,698 crore, up 17% Y-o-Y
 - Driven by robust growth in Digital and Fashion & Lifestyle sectors at 37% and 30% respectively
- EBITDA margin of 4.3%; trebled our EBIT % in the last two years

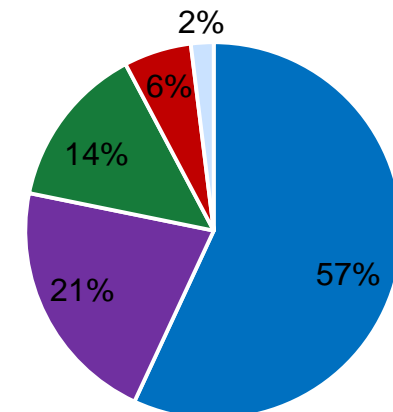
Revenue (₹ crore)



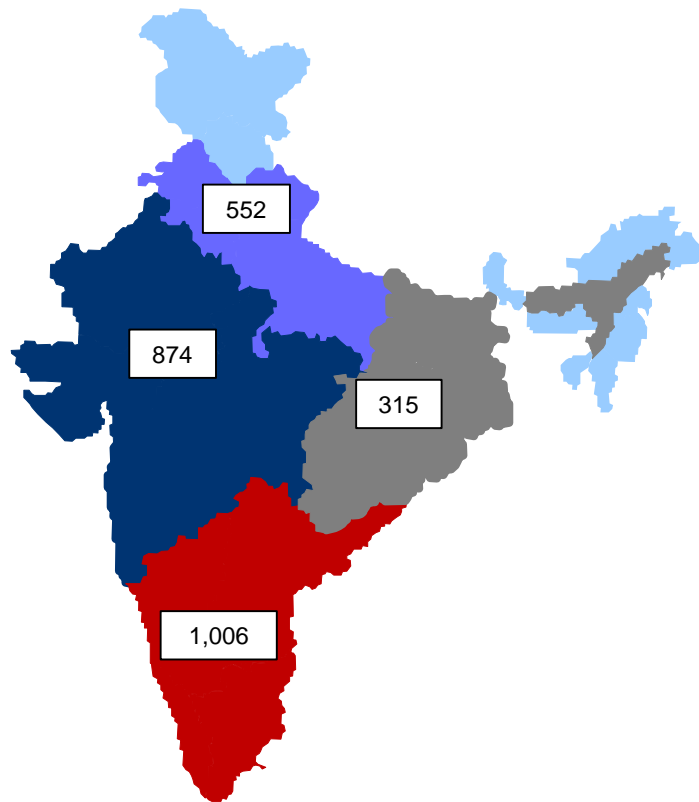
Revenue Mix – 1Q FY16



Revenue Mix – 1Q FY15



Pan-India Store Network



Store Count by Format Sector

	March 31, 2015	June 30, 2015
Jewellery	53	53
Brands	107	112
Digital	1,196	1,298
Fashion & Lifestyle	649	662
Value & Others	616	622
Total	2,621	2,747

Pan-India retail footprint of over 12.5 million sq. ft.

Value Formats



- Strengthened market leadership position
 - largest grocery retailer in India
- Continued focus on profitable growth despite challenging economic environment and food safety regulatory issues
- Strong focus on Own Branded products
 - Own brands participation of up to 25% in key categories
- Reliance Market consolidated leadership position in wholesale cash and carry segment
 - Operating 45 stores across 35 cities
 - Over 1.7 million member partners



Own Brand Launches



- Largest national chain with 1,298 stores in over 180 cities
- Accelerated expansion of “Digital Express Mini” format with over 100 store additions during the quarter
- Strong presence in UHD TVs, Side by Side REFs, Top load WMs and Inverter ACs
- Building ResQ as a differentiated offering
 - Augment customer interaction points through ResQ live chat, resQ microsite and a resQ mobile app
 - Authorized to service over 50 national & international brands, ResQ registers robust revenue growth



Fashion & Lifestyle



- Sector continued strong LFL growth in excess of 13% across formats in 1Q FY16
 - Consolidates leadership position with over 662 stores across 150 cities
- International tie-up with celebrated design house augmenting in-house product design capabilities
- Rapidly expanding store network across emerging consumption hotspots in India with dominant position in North-eastern states
- M&S was awarded with Supply Chain and Logistics Excellence Awards – SCALE 2015 by Confederation of Indian Industry (CII)



Brands



- Strong revenue growth of over 28% Y-o-Y
- Launched first BCBG Max Azria in India
- Announced exclusive long term partnerships with global brands:
 - Muji, a Japanese household, fashion & consumer goods retailer
 - Hunkemöller, Europe's No. 1 specialist lingerie brand
- Continually exploring partnership opportunities to extend reach of brands in the country



Embarking on Reliance Retail 2.0

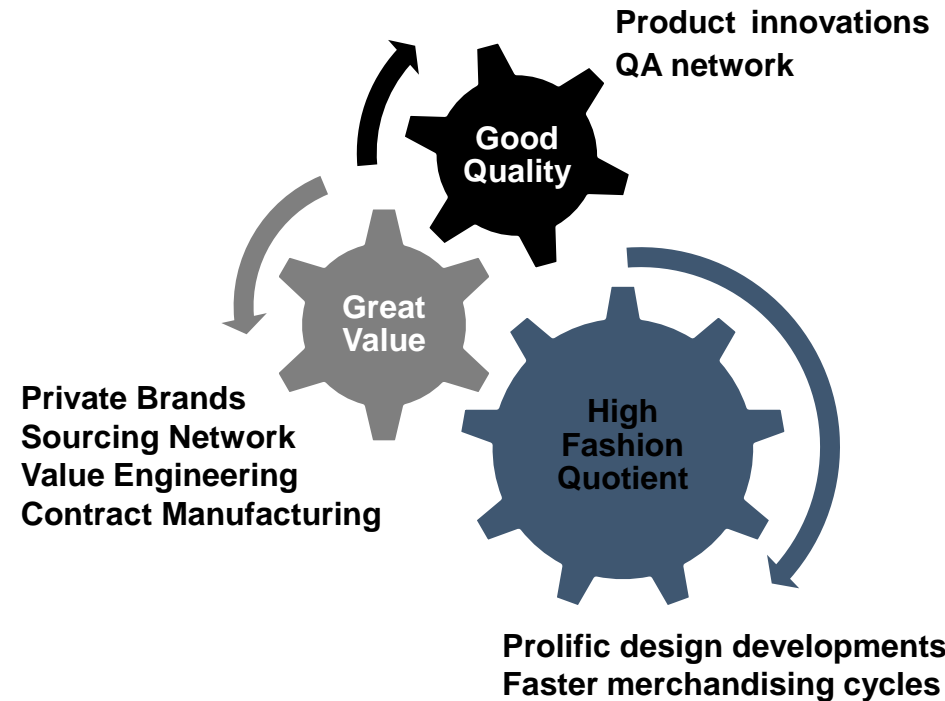


- Augment reach to customers through ecommerce initiatives in addition to physical stores
- Integration of advanced infrastructure built by Jio and physical retail business to create a differentiated ecommerce model
 - The model would serve consumers who are digitally enabled as well as other consumers by integrating:
 - Physical and digital shopping (Fashion & Lifestyle)
 - Own stores and other retailers (Market place)
 - Own products and others products (Digital)
- The combined physical and ecommerce business is poised for a stupendous growth which would sustain our leadership in retail

Fashion & Lifestyle



- Fashion & Lifestyle ecommerce initiative to be rolled out before the end of the year
- Create Omni Channel experience by integrating physical and digital shopping
 - Click-n-collect; Fashion related services
 - Alterations; Try-n-buy; Stylist appointments



Make fashion more trendy and accessible to Indian consumers

Market Place Platform



- Platform to enable over 150,000 small retailers and provide them with:
 - Enhanced supplier base and product range
 - Better supply chain productivity
 - Digital payment capability
 - Connectivity to customers and
 - Credit capability
- Leverage the reach of retail in India by Integration of existing Digital and Cash & Carry formats into Reliance Digital Marketplace platform

Building a ubiquitous model which will bring benefits to consumers in India

Digital



- Reliance Digital would be a catalyst by making available entry level to ultra premium 4G LTE smartphones, tables and other devices in driving the device ecosystem in India for Jio
- Rolling out ResQ as a Trusted service brand
 - Authorized service provider for all leading brands
- Build Reconnect as a national brand
 - More than 100 different products





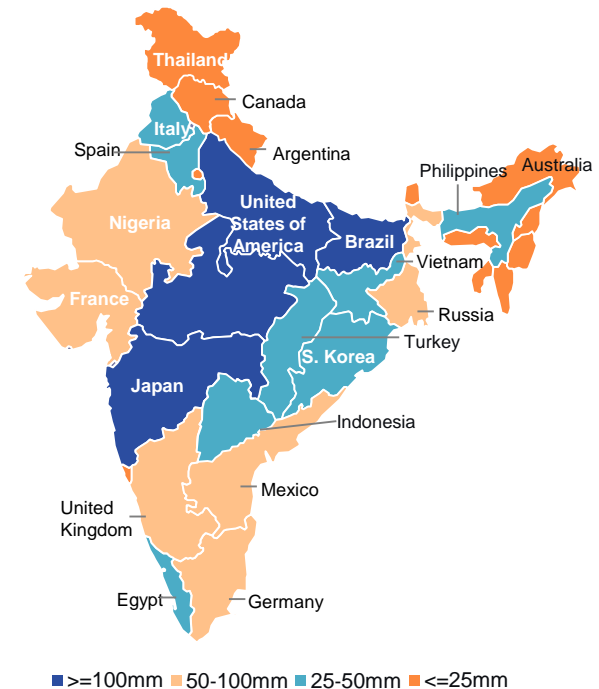
Digital India Opportunity

Set to become second-largest digital population in the world by 2020



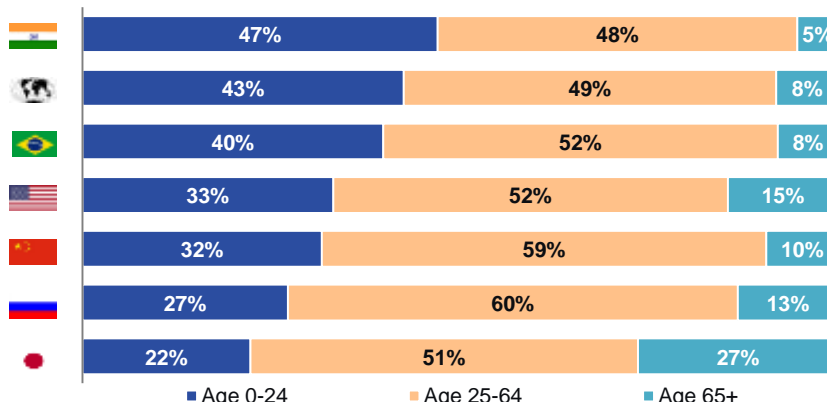
- Among large countries, India has highest proportion of young population
 - More than 90% internet users fall in the 15-44 age group
- The size of Middle Class segment of population is projected to increase from 267mn currently to 550mn by 2026
 - 3 times increase in average household income from 2010 to 2021 – INR 300,000 to 900,000
- Affordability levels are increasing with economic growth and rising per capita income
 - Communication clearly identified as a necessity

Population of Indian states vs. top 20 countries in terms of internet population (excluding China)



Source: India Census, Data from respective countries, ITU, World Bank

¹ Madhya Pradesh grouped in 100mm group as it and Uttar Pradesh together represent equivalent internet users in the US.



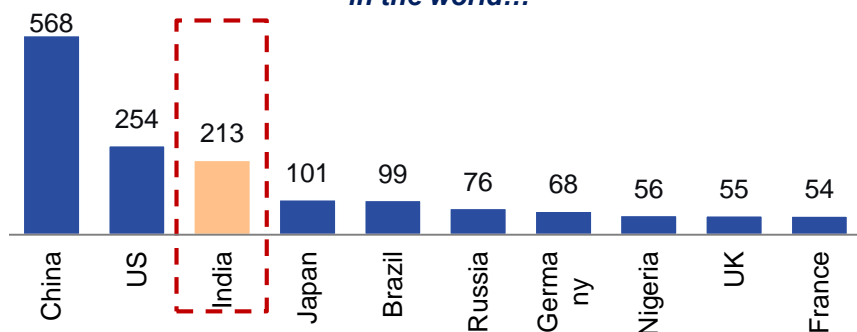
Source: United Nations World Population Prospects 2012 Revision

Digital India Opportunity

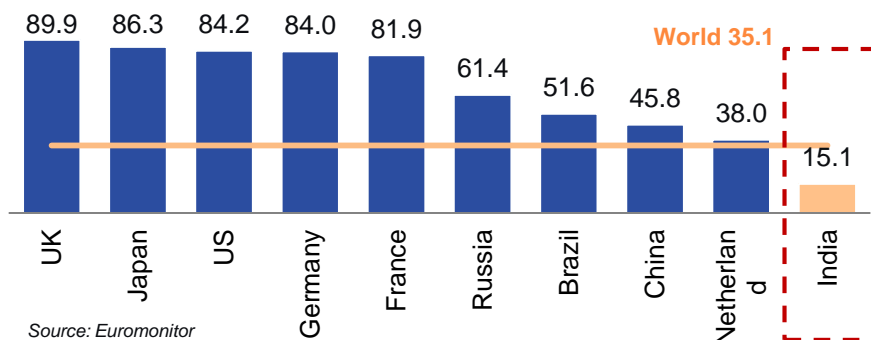
Low internet penetration and poor infrastructure provide attractive opportunity



India already has the third-largest internet user base in the world...



... with the lowest internet penetration rates (2013)



Source: Euromonitor

- India was ranked 142nd in the State of Broadband 2014 report of the Broadband Commission (ITU and UN)
- Average downlink speed of 1.7Mbps vs global average of 3.9Mbps as per Akamai Speed Report 2014
 - Ranked 118th globally on this parameter
- Dichotomy between high mobile penetration and low broadband penetration -- lack of infrastructure
 - Around 85mn 3G subscribers in spite of limited 3G footprint of key operators
- Wireline infrastructure is underdeveloped in the country offering a significant opportunity for FTTH services
- Rapid evolution of digital ecosystem observed across the world – strong early trends in India
 - Digital commerce, payment ecosystems, media and communication
 - The digital commerce market is projected to grow from US\$15bn today to over US\$200bn in the next 10 years (Source: BOFA-ML)

India requires and commercially justifies digital infrastructure in line with the best in the world

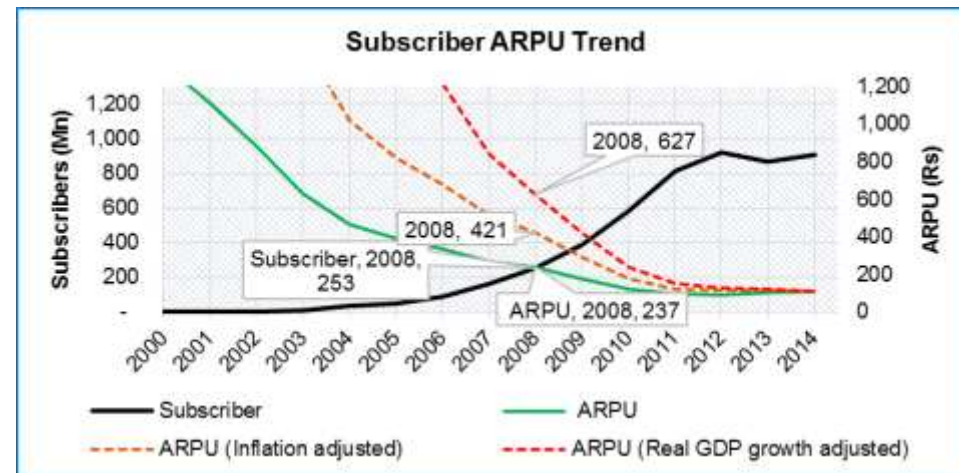
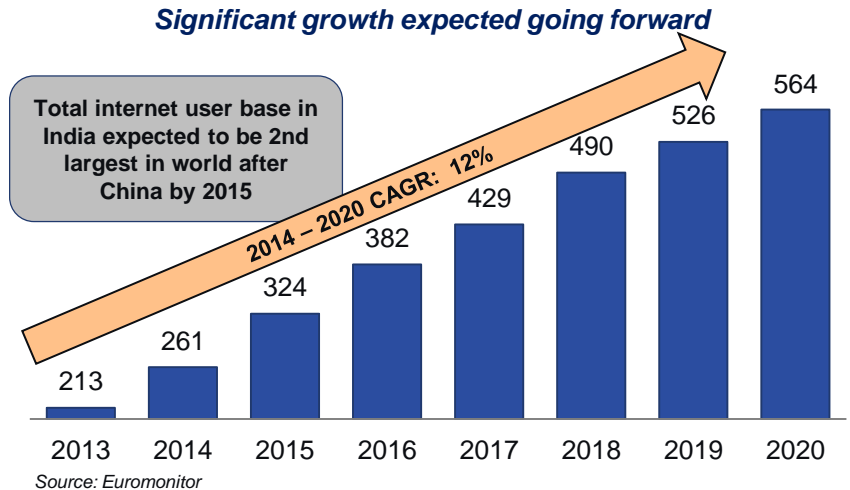
Digital India Opportunity

Affordability and willingness to pay have been established



- Most projections estimate substantial increase in internet user base in India
 - McKinsey Global Institute recently forecasted 700-900mn internet users in the next 10 years
- Population of over 500mn with household income greater than Rs 150,000 per annum
 - Proportion of such households increasing rapidly
- Communication as a percentage of household spending has been constant to reducing in recent years – unlikely trend in a high growth economy
 - Hyper competitive industry, price reductions and limited new services
 - There were over 235mn subscribers in 2008 with ARPU of Rs 627 (adjusted for inflation and real increase)

There is a large and growing segment of population in India that is willing to pay for good connectivity and digital eco-system – demand for both mobile and FTTH services

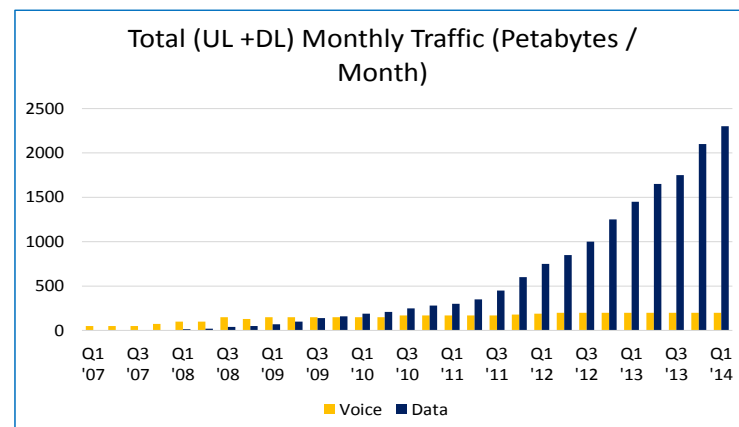


Global Data Trends

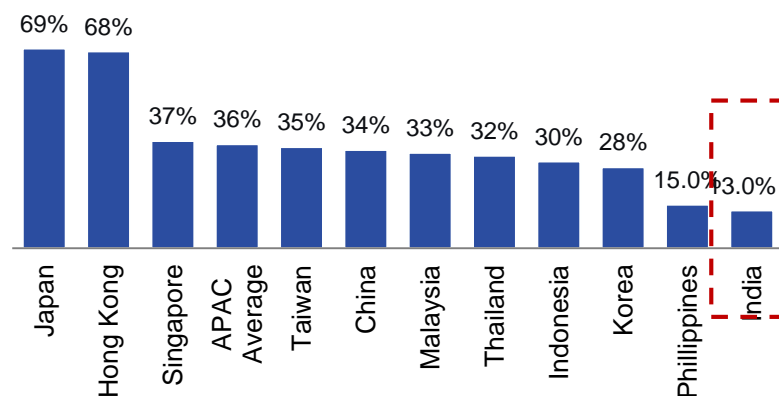
Significant shift of mobile traffic from voice to data



- Rapid shift from voice to data across global mobile networks seen
 - Mobile data traffic in Q1-14 exceeded total mobile data traffic in 2011
- Ericsson projects a 10X increase in mobile data traffic between 2013 and 2019
 - Mobile traffic generated by mobile phones has exceeded that from mobile PCs, tablets and routers
 - 13X growth in mobile video traffic between 2013 and 2019
- As per Cisco Visual Networking Index Forecast 2015, mobile data traffic will grow 13-fold from 2014 to 2019, CAGR of 67%, in India
 - Mobile data traffic will reach 1.1 Exabytes per month in 2019, up from 88 Petabytes per month in 2014
- Significant capacity expansion in mobile networks required to meet the data explosion
- Trend globally has been to shift from UMTS to HSPA+ and now towards LTE and LTE Advanced networks to meet the data requirements



Source: Total Monthly Mobile Voice & Data Traffic, Ericsson



Source: Equity research reports

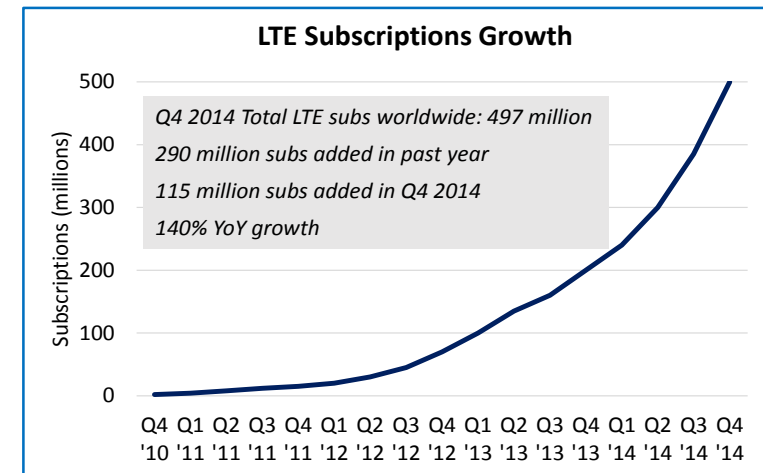
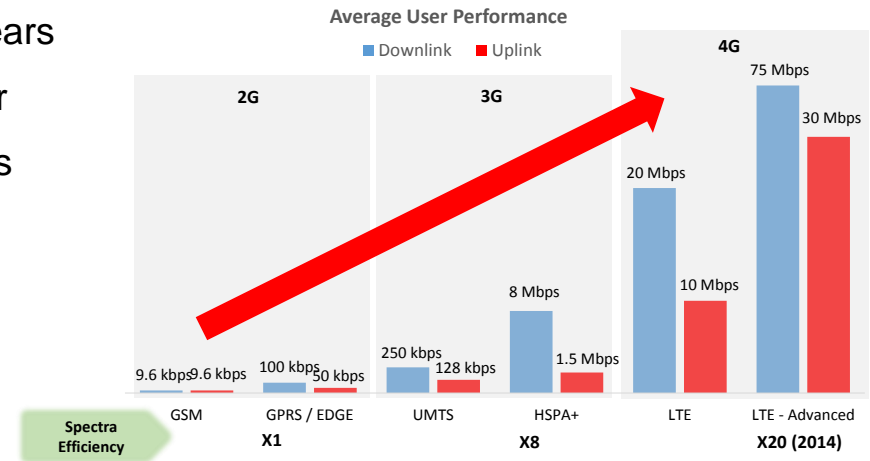
Current networks in India are not likely to be able to cater to the rapid growth in data usage in the coming years

Evolution of LTE Technology

Rapid shift to LTE to meet increased data requirement



- While the first LTE networks were launched in 2010, there has been rapid migration to LTE in the last 2 years
 - Fastest developing mobile system technology ever
 - Technology supports inter-operability across bands as also inter-connect with other technologies
 - Supports LTE Broadcast through eMBMS
- There are over 422 commercially operational LTE networks in the world now across 143 countries
 - Over 3,250 user devices
 - 70 mobile operators from 10 countries have launched VoLTE
- LTE technology has significant advantages over 2G/3G networks
 - 2.5X more spectral efficiency than 3G networks
 - Power requirement for radio equipment is less than half of 2G BTS equipment
- Evolution has been so fast that some operators have already started shutting down 2G networks
 - Singtel, Optus, Telstra are phasing out 2G networks



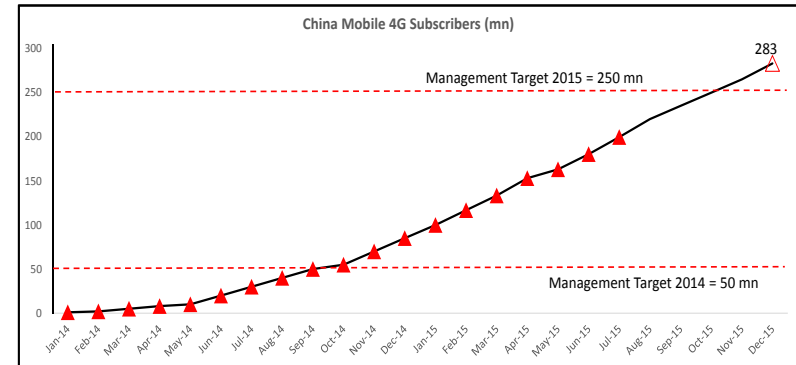
Source: OVUM WCIS, GSA

Evolution of LTE Technology

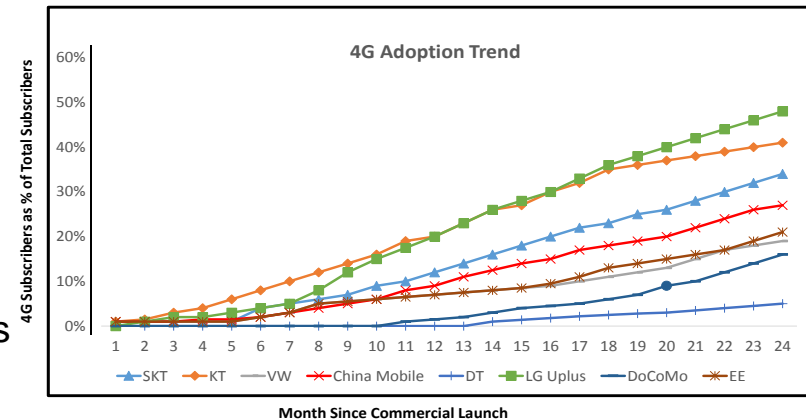
China has seen remarkable adaption



- China Mobile launched commercial LTE operations in early 2014
 - Offering data and voice services
 - International roaming in more than 70 countries and regions
- China Mobile has seen significant adoption of 4G services
 - Adding 16mn subscribers monthly
 - Monthly traffic scale surpassed 3G/2G within the first year
 - 4G ARPU has been 1.7 times of blended ARPU; data usage has been 5 times of blended data usage
- Device eco-system has evolved significantly in the last 1 year
 - Lowest price < US\$65
 - Over 100 new launches every month
 - Cost differential has been eliminated across technologies
 - 4G has almost completely replaced 3G (96% of total 3G/4G shipment in May) and 84% of overall shipment



Source: Bernstein Research, July 2015



Source: Bernstein Research, July 2015

While China has seen tremendous response to 4G services, adoption rate is still lower than some of the other countries

Reliance Jio

Eco-system approach to develop Digital Services



**Voice
(VoLTE, VoWifi)**

Video

Messaging

**High Speed Internet
(Mobile, FTTH)**

Communication

- Social
- Sharing
- Voice
- Text / video / photos
- Seamless device data transfer



Media / Entertainment

- News
- Video on Demand
- Music
- News and Magazines
- Own content (Network 18)
- Internet TV



Cloud Services

- File Storage
- Picture Storage
- Enterprise Cloud Services
- Digital Locker
- Government facilities



Commerce / Payments

- Goods
- Services
- Local



Others

- Government services
- M2M
- Internet of Things
- Broadcast solutions
- Security/ Surveillance
- Gaming



Data science / Analytics / Data management / Data centers

Payments / Subscriptions / Loyalty programs / Merchant Services



Advertising – technology / sales

Logistics / Delivery

Network

Devices

Fibre

Jio Centre

Reliance Jio

Relevant and differentiated user applications.....



Jio Chat: Messaging App with voice, video calling, file sharing, location sharing features; already launched on android and ios with over a million users



Switch and Walk: Ability to seamlessly transfer all contacts, messages, applications, files and other data when switching device across operating systems



Jio on Demand: Ability to watch content from a huge collection of movies, TV programs, events and proprietary content any time any place



Jio Play: Live and catch-up TV with more than 250 channels across various languages with ability to pause and watch; also play back from last 7 days



Jio Beats: Access, including download, range of music content across languages and across genres; ready to use playlists also available



Jio Money: Store money securely, pay at digital and physical merchant stores at the click on mobile; connect bank accounts and credit / debit cards to wallet; loyalty programs
Supplement the merchant acquiring initiative to enable widespread adoption



Jio Drive: Ability to store upto 100GB of data per user; enterprise level data backup facilities provided; digital locker solution to store important documents



Jio News: Provides all newspapers at the click of a button; ability to save articles and pages from the newspaper on the go



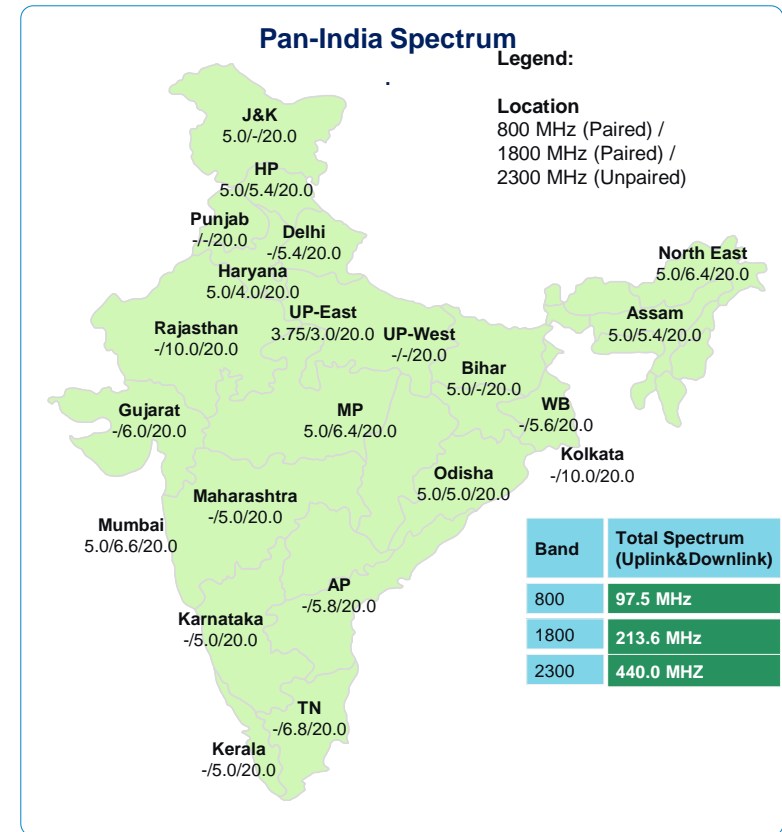
Jio Mags: Rich library of magazines to provide an experience of reading a real magazine; integrated to provide ability to listen to articles, and connect with links for seamless reading experience

Creating World Class Infrastructure

Largest holder of liberalized spectrum



- Pan India spectrum footprint
 - Eight circles with spectrum in all three bands
 - 20 out of 22 circles have at least one of 800MHz or 1800MHz spectrum alongside spectrum in 2300MHz band
- Highest liberalized spectrum footprint across the industry with 751.10MHz of spectrum
- Acquired spectrum has long residual life; no uncertainty about business for next 15 years
- Total cost of spectrum at US\$5.4bn
 - Highly efficient acquisition cost with respect to MHz pop or revenue potential
- More spectrum likely to become available in the 800MHz band; footprint can be enhanced based on business requirement
 - Other options for spectrum availability also likely to become available – sharing, trading, M&A



20 MHz contiguous
pan-India spectrum
in 2300 MHz band

1800 MHz band
spectrum across 18
of the 22 circles

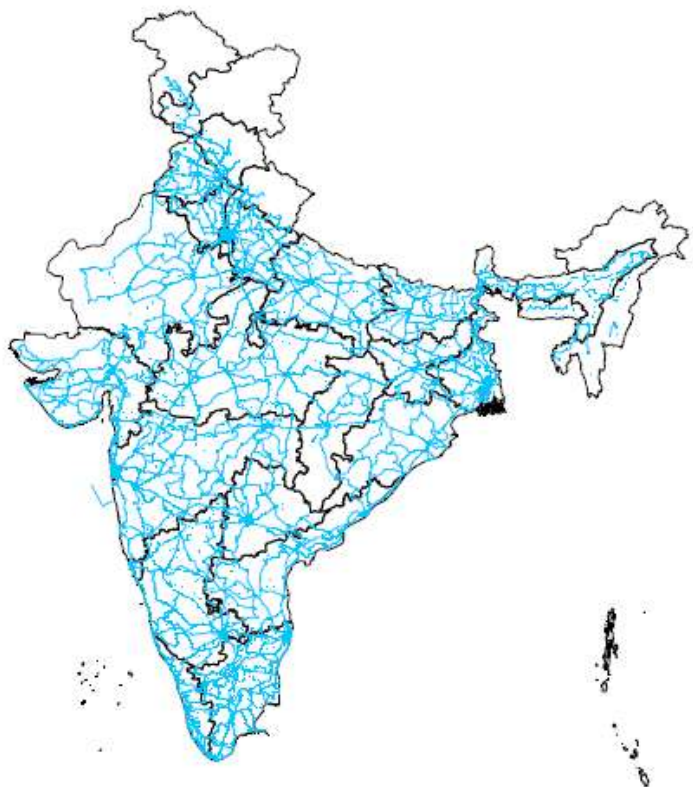
800 MHz band
spectrum across
select markets

Creating World Class Infrastructure

Largest inter-city and intra-city fiber network



Fiber Network



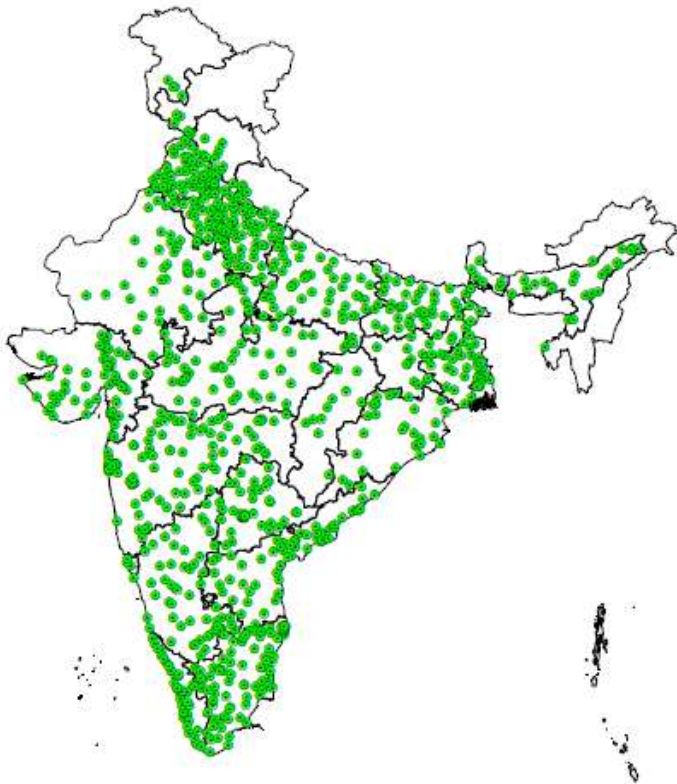
- Largest deployment of end-to-end all-IP network in the world
- Network of nearly 250,000 route km of fiber optics
 - Future proof digital backbone for a full IP network
 - Fiber footprint to be doubled over the next 3 years
 - Extensive roll out of last mile fiber planned to address FTTH segment (pan-India MSO license obtained to expedite roll out of this business)
- **Towers:** Over 75,000 eNodeB at launch across the country
 - All the towers have EB connectivity and battery back-up
- **Data centers:** 0.65mn sq ft of data center capacity across three locations to be operational by launch
 - To be expanded to over 1.5mn sq ft in the next 3 years

Creating World Class Infrastructure

Pan India distribution infrastructure



Jio Centers



- Jio will have direct physical presence through over 1,000 Jio Centers across the country
 - Decentralized and empowered decision making
 - Distributed one-hop structure to expedite decision making and address local issues
 - On-the-ground relationship with distributors and retailers
- Focus on online channels for sales and distribution, including customer onboarding
 - e-KYC framework being optimized (subject to DOT approval)
- Distribution network will include 0.5 million connectivity outlets and 1mn additional recharge outlets at launch
- Distributed customer care and support infrastructure set-up

Creating World Class Infrastructure

Device eco-system



- Two pronged strategy for ensuring device availability – open market devices and self branded devices (Reliance Retail)
- Proactively engaging smartphone brands (Indian & Global), chipset manufacturers and OEMs directly
 - Catalyzing open market devices for ensuring 4G and VoLTE as default features in all smartphones
 - China went from nil to 84 % smartphones being LTE in less than 18 months
- In addition to LTE smartphones, Jio also working with OEMs for pocket router solution which can seamlessly connect any 2G/3G smartphone to 4G services network
- Massive distribution reach of Reliance Retail's Jio division will be leveraged to make handsets ubiquitously available across organized retail, wholesale, standalone stores and online

BRANDS

✓ Engaged with Jio

1. Apple	13. HP	25. Blackberry
2. Samsung	14. Microsoft Mobile	26. LG
3. Micromax	15. Sony	27. Infocus
4. Lava	16. Spice	28. Haier
5. Karbonn	17. ZTE	
6. Motorola	18. Huawei	
7. Gionee	19. TCL	
8. Intex	20. Panasonic	
9. Lenovo	21. Huawei	
10. HTC	22. Xiaomi	
11. Asus	23. Oppo	
12. Onida	24. OnePlus	

CHIPSETS

✓ Engaged with Jio

1. Qualcomm	5. Spreadtrum
2. Mediatek	
3. Intel	
4. Marvell	

Jio Strategy

Additional Enablers



Eco-system approach

- Unique combination of products, services and applications on the Jio platform
 - Plethora of choices for customers to meet everyday requirements
 - Enhance consumer involvement, increase usage
 - Various avenues for revenue generation and value creation
 - Access to valuable data

Operating cost efficiency and data pricing

- Jio is developing an all-IP network, with significant cost advantages
 - Operating cost efficiencies of LTE network
 - Considering shift of voice calls to data, operators with legacy networks will have to increase data prices substantially to maintain profitability margins
 - No legacy network issues for Jio

VoLTE

- VoLTE has stabilized as a technology over commercial networks
 - Jio lab tests and trials have been successful
 - No issues faced in the interconnect of VoLTE calls with 2G/3G networks

Tariff strategy

- Jio proposes to launch innovative tariff plans offering flexibility to customers to devise own plans and share plans and track usage on a real time basis

Interconnect

- Jio has completed inter-connect with all operators across circles
 - Trials have been successful at the POIs



Summary

Summary



- Benign crude environment boosts integrated downstream business
 - Refining business delivered record EBIT on strong cracks and lower energy costs
 - Polymer margins at elevated levels with tight ethylene chain dynamics, polyester intermediates margins rebound on supply disruptions and positive MEG cycle
- Upstream business faces macro headwinds in challenging commodity price environment
 - Successful monetization of EFS midstream unlocks part of latent value in business
- Retail business at cusp of accelerated growth with differentiated e-commerce strategy
- Extensive beta testing of Jio Services in coming months; on-track for launch by end of the year
 - 4G Eco-system benefitting from tailwinds of rapid China 4G ramp-up

Projects on track to deliver significant boost to operating EBITDA from FY17



Thank You