Reliance

Industries Limited

Growth is Life

1Q FY 2014-15

Financial Results

19 July 2014

Forward Looking Statements

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Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Financial Results

Consolidated Financial Results : 1Q FY15

4Q FY14	(in ₹ Crore)	1Q FY15	1Q FY14	% Change Y-o-Y	% Change Q-o-Q
106,208	Turnover	107,905	100,615	7.2%	1.6%
7,211	EBIT	6,916	5,378	28.6%	-4.1%
5,881	Net Profit	5,957	5,237	13.7%	1.3%

- Record net profit ($ 1 billion)
- Y-o-Y EBIT growth of 29%
  - Strong operating profits from refining and US shale operations
  - Favorable currency move
- On standalone basis, RIL net profit at ₹ 5,649 crore, up 5.5% Y-o-Y

Operational Highlights – 1Q FY 2014-15

Refining

- Crude throughput of 16.7 MMT, operating rate of 108% (lower throughput due to planned turnaround)
- GRM at $ 8.7/bbl as compared to $8.4/bbl last year ($ 9.3/bbl in 4Q FY14)
  - GRM weaker on Q-o-Q due to weaker middle distillate cracks
  - Light-heavy differential continue to be supportive for complex refiners

Petrochemicals

- Petrochemicals production marginally higher at 5.4 MMT
- New polyester facility stabilized; commissioned PBR facility at Hazira during the quarter
- EBIT margins declined to 7.9% from 8.6%
  - Strong olefins margins offset by weak polyester chain margins

Oil & Gas

- US shale production at 48.6 BCFe, up 29% Y-o-Y
  - Average realization of $ 6.58/Mcfe as compared to $6.69/Mcfe
- Domestic production at 37.9 BCFe, down 10.6% Y-o-Y

Retail

- No. of stores 1,723 – net addition of 32 stores
- LFL growth of up to 21%

Consolidated Segment Revenue : 1Q FY15

4Q FY14	(in ₹ Crore)	1Q FY15	1Q FY14	% Change Y-o-Y	% Change Q-o-Q
96,668	Refining	98,081	91,463	7.2%	1.5%
26,541	Petrochemicals	25,398	23,228	9.3%	-4.3%
2,798	Oil & Gas	3,178	2,496	27.3%	13.6%
3,653	Organised Retail	3,999	3,492	14.5%	9.5%
1,804	Others	1,772	1,775	-0.2%	-1.8%

- Firm crude oil prices resulted in higher revenues for the energy chain of businesses on Y-o-Y
- Oil & Gas revenue growth largely led by volume growth in US shale business
- Retail continues to grow rapidly with expanding footprint and strong LFL sales growth

Consolidated Segment EBIT : 1Q FY15

4Q FY14	(in ₹ Crore)	1Q FY15	1Q FY14	% Change Y-o-Y	% Change Q-o-Q
3,962	Refining	3,814	2,947	29%	-4%
2,150	Petrochemicals	1,863	1,757	6%	-13%
762	Oil & Gas	1,042	486	114%	37%
24	Organised Retail	81	(14)	NA	238%
313	Others	116	202	-43%	-63%

- Refining EBIT increased sharply
  - Higher GRM ($ 8.7/bbl vs. $ 8.4/bbl), favorable currency and lower depreciation
- Petchem benefited from higher polymer margins; partially offset by weakness in polyester chain
- Strong growth in Oil & Gas from robust growth in US shale production and higher oil/condensate sales from domestic operations
- Turnaround in organised retail business

Consolidated Earnings - 1Q FY15

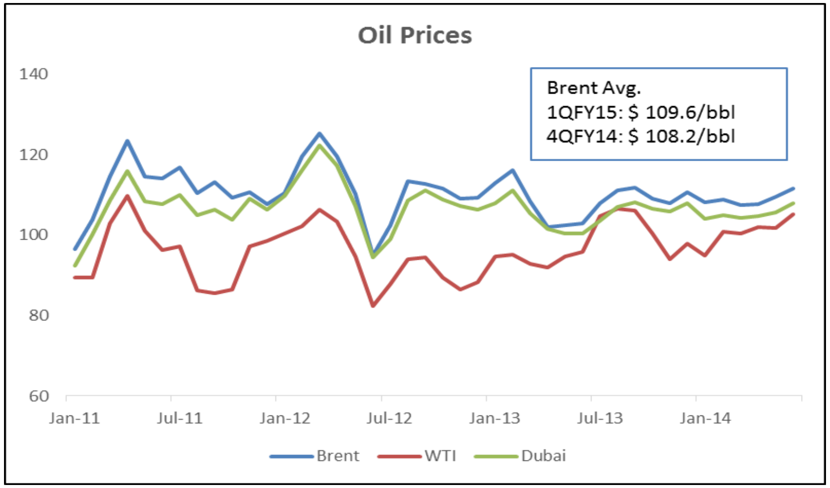
4Q FY14	(in ₹ crore)	1Q FY15	1Q FY14	% Change Y-o-Y	% Change Q-o-Q
7,211	Segment EBIT	6,916	5,378	28.6%	-4.1%
(978)	Interest Expense	(505)	(938)	46.2%	48.4%
1,250	Interest Income	1,187	1,533	-22.6%	-5.0%
165	Other Unallocable Income (Net of Expenditure)	131	644	-79.7%	-20.6%
(1,767)	Tax & Minority Interest	(1,772)	(1,380)	-28.4%	-0.3%
5,881	Net Profit	5,957	5,237	13.7%	1.3%

- Strong operating performance led by refining and oil & gas business
- Higher earnings (including shale gas) resulted in higher tax payout

Refining & Marketing

Business Environment

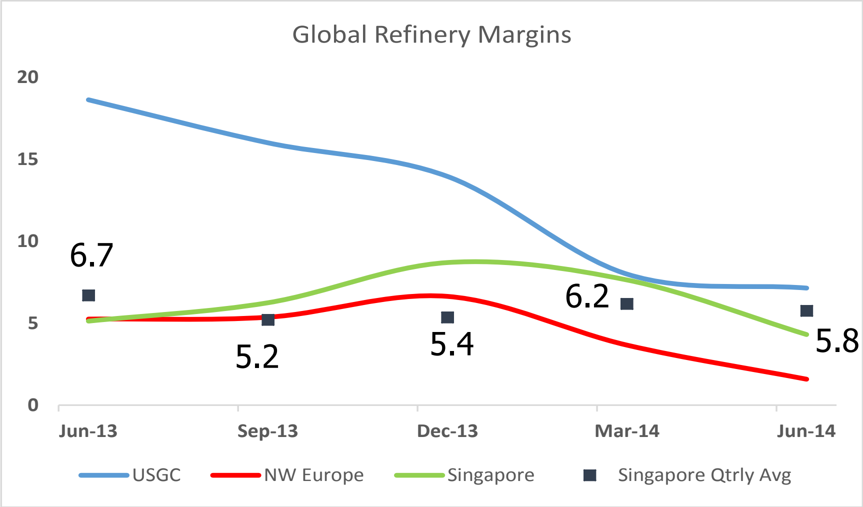
- Steady macroeconomic recovery underway
  - ➢ US indicators continue to remain supportive
  - ➢ Economic environment in EU stabilizing
  - ➢ China showing signs of a cautious recovery
- 2014 oil demand expected to grow at moderately robust rate of 1.3 mbd to 92.8 mbd
- On going Arab spring in addition to the political turmoil in Iraq continue to impact oil supply
- Led by US, supply growth in the Non-OPEC countries expected to remain strong
  - ➢ Call on OPEC expected to be around 30.9 mbd

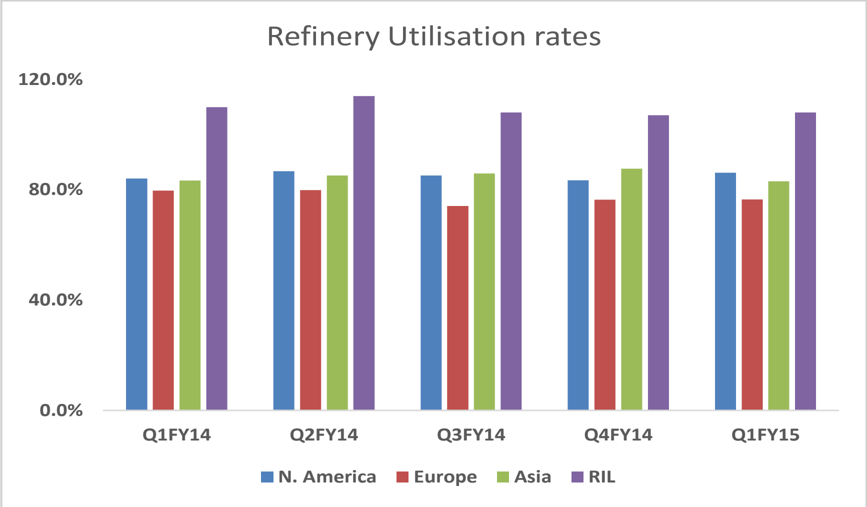


- Oil prices remain supported by the geopolitical tensions in the Middle East
- WTI – Brent differentials narrow on account of easing of logistic bottlenecks
- Muted demand for LNG amid ample supply following a very warm winter kept prices pressured in Asia

Refining environment remains stable – demand growth instills confidence

Global Refining Margins

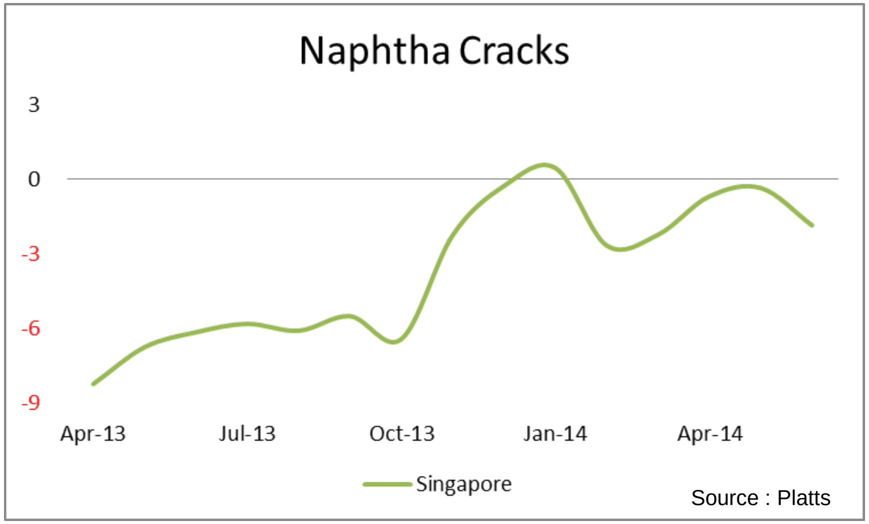


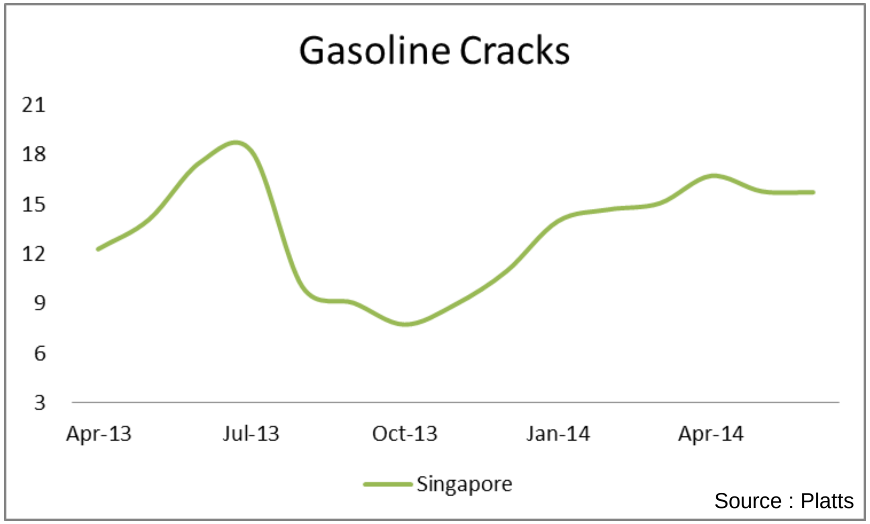


- Refining margins decline across all key regions
- US refiners continue to witness high margins and operating rates
  - Rising shale oil supply
  - Low cost of energy
- European refiners under pressure with rising exports from the US and Russia
  - Start-up of new refining capacities in ME further impacting margins
- Singapore refining margins weaken by $ 0.4/bbl to $ 5.8/bbl on a Q-o-Q basis
  - Weakness in middle distillates and fuel Oil cracks partly offset by gains in gasoline

Global refining margins softened amid weak middle distillate cracks

Light Distillates Cracks



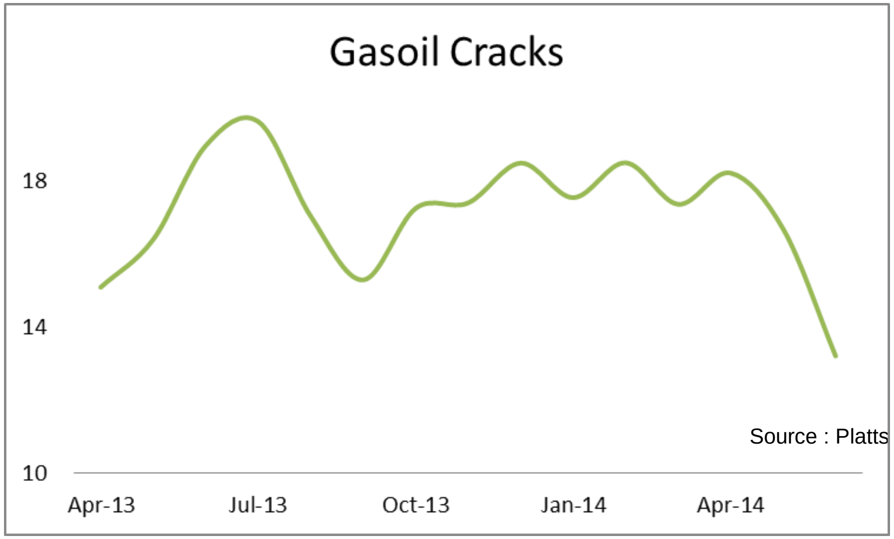


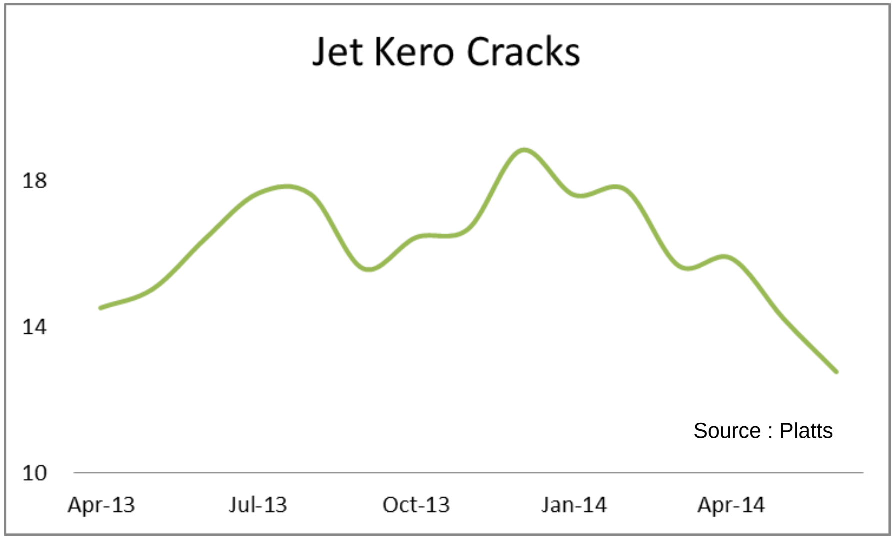
- Significant strength in naphtha cracks
  - Asian cracks – supported by strong petchem demand and lack of cheap LPG feedstock
  - Europe - run cuts and naphtha blending into gasoline, supported cracks
  - US – cracks weakened due to limited blending into gasoline owing to summer specs change

- Gasoline cracks improved across regions
  - Asia - cracks improved on the back of Ramadan demand from Indonesia, heavy refinery maintenance and capacity closures
  - US - Advent of summer driving season in northern hemisphere supported the cracks
  - Europe - exports to US East coast and West Africa provided a boost to the cracks

Strength in light ends provide a significant support to refining margins

Middle Distillates Cracks



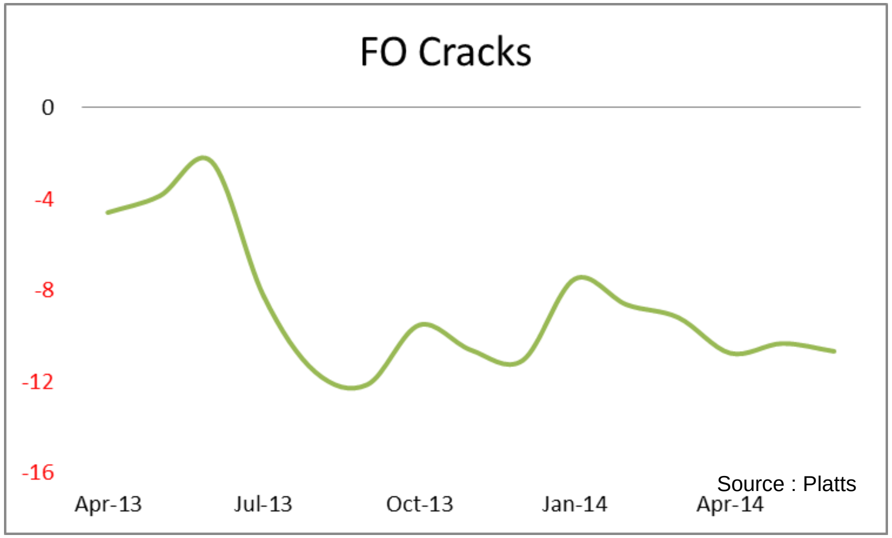


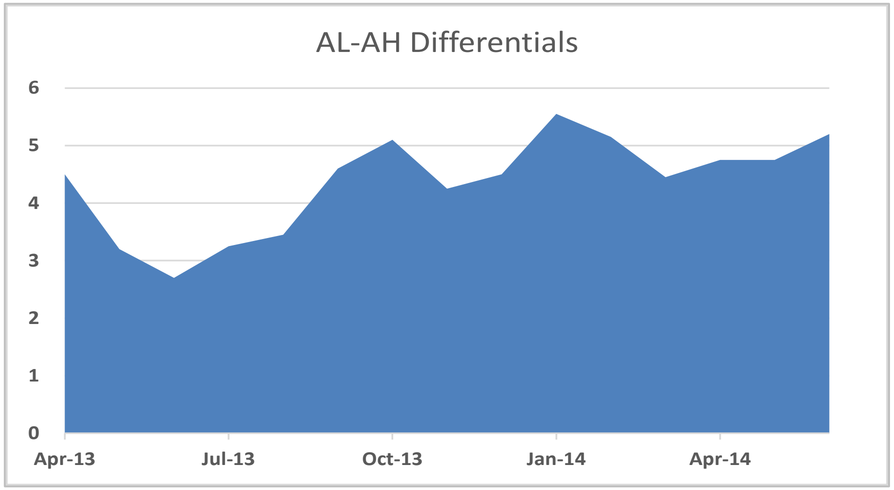
- Gasoil cracks weakened in all regions
  - Asia - Demand weakness in Asia weighed on cracks despite heavy maintenance in Apr-May
  - Europe - Rising supplies from the US, Russia and Middle East pressured cracks
  - US – seasonal weakness in demand and higher inventories impacted cracks

- Jet-kero cracks weakened further during 1Q
  - Demand in major Asian and other emerging markets remained muted
  - Improving airlines' operational efficiencies and higher passenger load factor offset growth in passenger travel

Slow demand growth and adequate supplies impact middle distillate cracks

Fuel Oil Cracks





- Asian Fuel Oil cracks witnessed a weak period during the quarter
  - Efficiency improvement and slow demand growth impacting bunker fuels demand
  - Low LNG prices incentivized switching from FO in Japanese market
- L-H differential remained high in 1Q FY15 at $ 4.9/bbl (vs. $ 5.1/bbl in 4Q FY14)
  - strengthening of gasoline margins supporting lighter crude
  - softness in Middle Distillates and bottom of the barrel justifying the weakness in heavy barrels

Fuel oil weakness underpinned by weak bunker and inland demand

Business Performance

Asian Product Cracks ($/bbl)	1Q FY15	4Q FY14	Q-o-Q Change	1Q FY14	Y-o-Y Change
Naphtha	-1.0	-1.5	0.5	-7.1	6.1
Gasoline	16.1	14.6	1.5	11.4	4.6
Jet/Kero	14.3	17.0	-2.7	15.3	-1.0
Gasoil	16.0	17.8	-1.8	16.8	-0.8
Fuel Oil	-12.8	-10.7	-2.1	-5.9	-6.9
AL-AH Diff.	4.9	5.1	-0.2	3.5	1.4
Brent-Dubai	3.5	3.8	-0.3	1.7	1.8
Singapore	**5.8**	**6.2**	**-0.4**	**6.7**	**-0.9**
RIL GRM	**8.7**	**9.3**	**-0.6**	**8.4**	**0.3**

- R&M segment sustained superior performance despite weak margin environment
- Weaker middle distillate cracks offset uptick in gasoline/naphtha cracks
- Light-Heavy crude differentials continue to be favorable for complex refiners
- Weak FO cracks kept benchmark Singapore margin under check

Differential to regional benchmark marginally impacted by weaker middle distillate cracks

Performance Highlights : 1Q FY15

- Crude processing of 16.7 MMT, operating rate : 108%
  - GRM : $ 8.7/bbl ($ 9.3/bbl in 4Q FY14)
- Continuous stress on advantaged feedstock acquisition
  - 4 new crudes processed during the quarter
  - Total crude grades processed till date 136
- Awards:
  - SEZ refinery has bagged prestigious Golden Peacock Environment Award for 2014
- Petcoke Gasification Project:
  - Major equipment deliveries at site started
  - Focus on construction as engineering is nearly complete:
    - Erection of structural equipment
    - Piping and pipe racks installations

R&M delivers strong performance in a challenging environment

 Source : ESAI

Gasification Project - Steam Super-heater 1

Gasification Project - Gasifier Structure Module 1

Gasification Project - Gasifier Structure Module 2

Gasification Project - Slurry Storage Tank Module 1

Product Placement

India Domestic Demand (KT)				% Change	
Product	**1Q FY14**	**4Q FY14**	**1Q FY15**	**1Q - 1Q**	**1Q vs 4Q**
MS	4381	4251	4796	9.5	12.8
HSD	18469	17087	18536	0.4	8.5
ATF	1351	1424	1390	2.9	(2.4)
Kerosene	1798	1786	1771	(1.5)	(0.9)
LPG	3589	4283	4032	12.3	(5.9)
Naphtha	2540	2843	2624	3.3	(7.7)
Others	6159	6407	6185	0.4	(3.5)
Total	**38286**	**38082**	**39333**	**2.7**	**3.3**

Refinery Sales (KT)			
(Unit in KT)	**1QFY 15**	**4QFY 14**	**% Change**
PSU Sales	1,836	1,538	19.3%
Exports	10,167	9,985	1.2%
Captive	2,349	2,330	0.1%
Domestic (Bulk + Retail + Industrial)	1,929	1,979	-0.3%
Total – Refinery Sales	16,281	15,832	2.8%

- **Domestic Market : Product wise demand**
  - Overall domestic demand growth of 3.3% Q-o-Q
    - Strong growth in demand for MS (up 12.8%) and HSD (up 8.5%)

- **Refinery Product Sales**
  - Robust sales across domestic as well as exports markets
  - Increased gasoline sales to PSU replacing imports

Turnaround in domestic demand for petroleum products

 Source: IPR

R&M Business Outlook – 2014

- Global macro-economic outlook improving
- Global oil demand set to grow at 1.3% p.a. over the next 5 years
  - Asia and the Middle East are forecast to dominate growth
- Refinery capacity adds continue - but plans are getting scaled back in the face of rising over-capacity
  - Projects slip in LatAM; China stalls new projects on looming surplus capacity and pollution concerns
- US has allowed exports of "Stabilized Condensate" - crude exports were banned for over 40 years
- With economic recovery gathering momentum, gasoil demand is expected to improve in 2H 2014 amid heavy turnaround - providing support to complex refinery margins
- New condensate splitting capacity set to come online is 2H 2014 - expected to increase naphtha supplies impacting cracks

RIL to focus on high capacity utilisation levels, operations excellence while ensuring safe and reliable operations

Petrochemicals

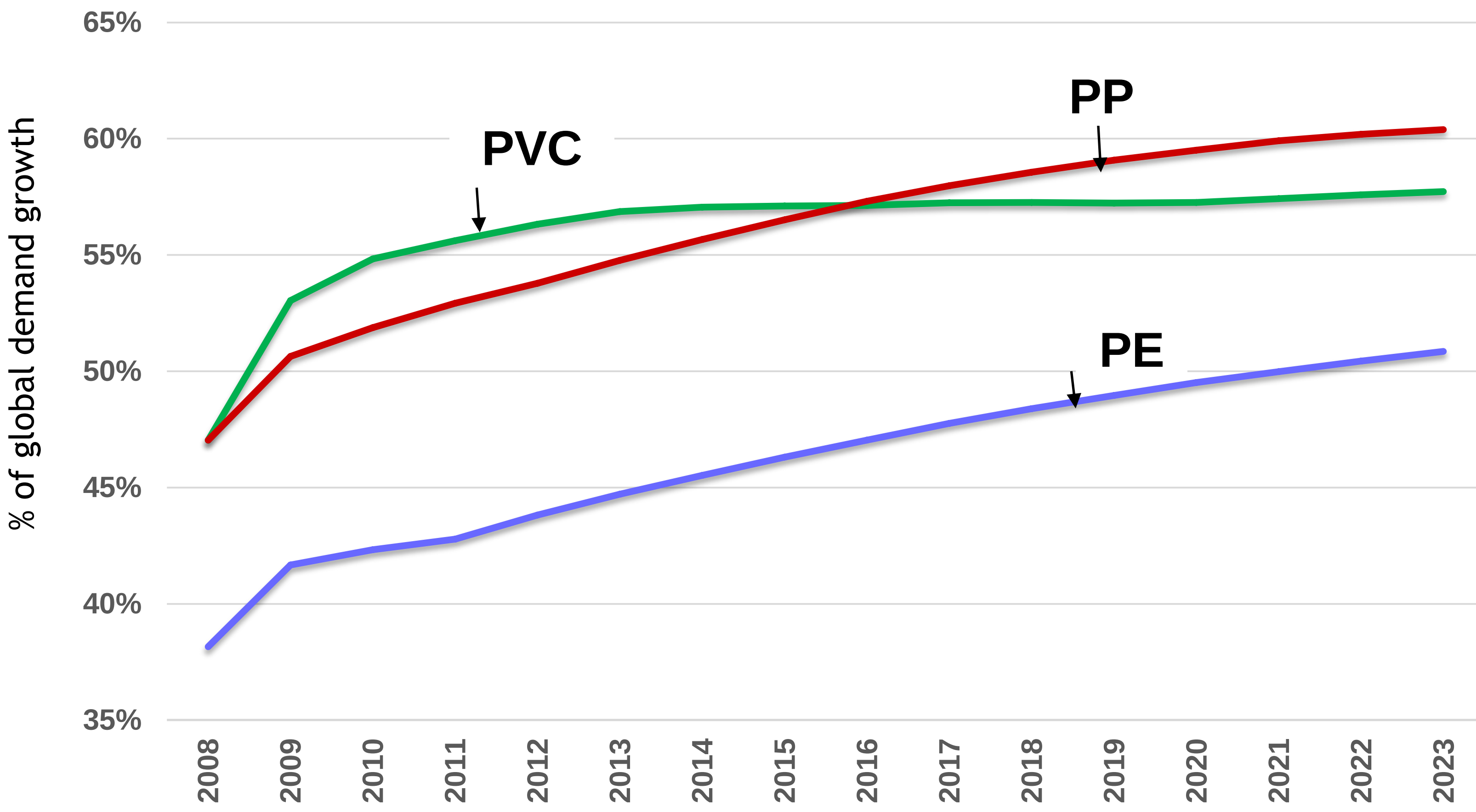
Business Environment

- Feedstock prices remained firm – supported by supply concerns for crude oil
- Global cracker operating rate at 86.5%
  - US : 95%
  - NEA : 95%
  - SEA : 88%
- Strong ethylene prices in SEA region - due to high feedstock prices and tight availability
- Y-o-Y 1Q FY15 Indian polymer demand stable
  - PE : up 5%, PP : 3%,
    PVC : down 8%
- April-May'14 China polymer demand up by 10.3% on Y-o-Y across all polymers
  - PP : 4.9%, PE : 15.2% & PVC : 10.3%

- Polymer prices up by 5-10% on Q-o-Q basis due to cost push and strong China demand
- Overall product margin environment remained firm during the 1Q FY15 (Q-o-Q):
  - PP deltas up 16% - Stable prices on seasonal demand soft propylene prices due to higher inventories
  - PE deltas improved 5% - firm PE prices due to tight supply and increased economic activity
  - PVC deltas remained flat as EDC prices remained high due to lower availability from West

Global ethylene operating rates to remain high in 2014 due to delays in scheduled capacity additions and sustained demand growth

Asia Leads Global Polymer Demand Growth



Asia's share in polymer demand growth is increasing

 (Source: IHS)

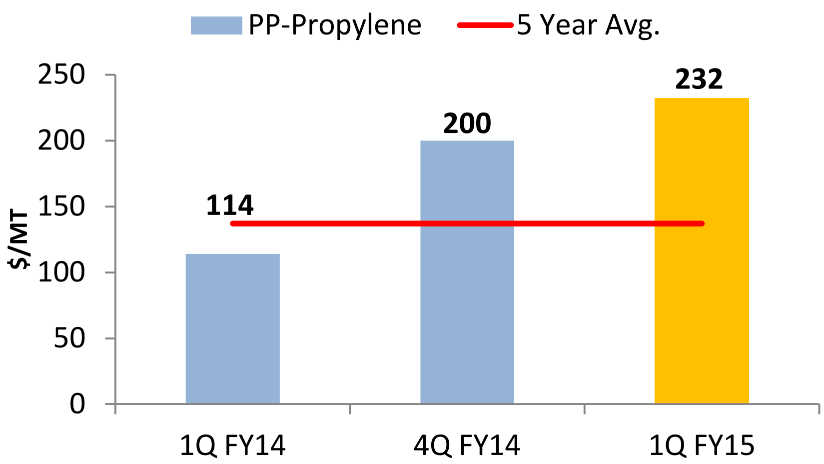
SE Asia Price Movement - Polymers

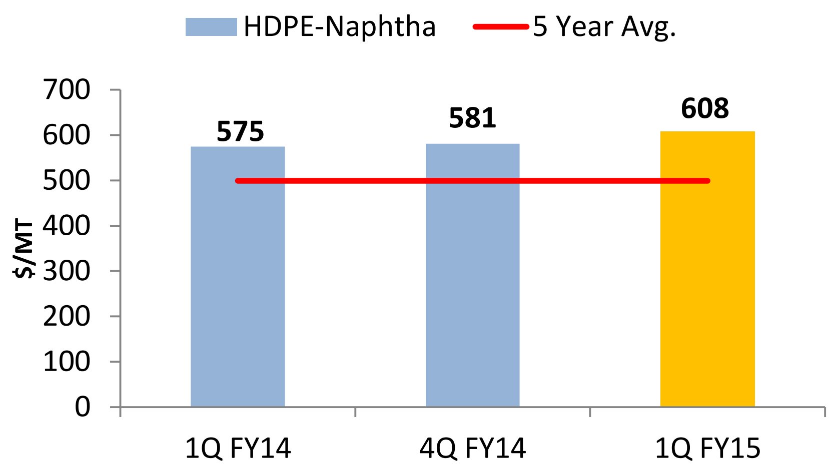
$/MT	1Q FY14	4Q FY14	1Q FY15	% Change Q-o-Q	% Change Y-o-Y
Oil - Dubai ($/bbl)	101	105	106	1%	5%
Naphtha	823	903	917	2%	11%
Ethylene	1263	1439	1447	1%	15%
Propylene	1325	1338	1309	-2%	-1%
EDC	352	483	460	-5%	31%
PE	1419	1508	1555	3%	10%
PP	1439	1539	1541	0%	7%
PVC	983	1048	1031	-2%	5%

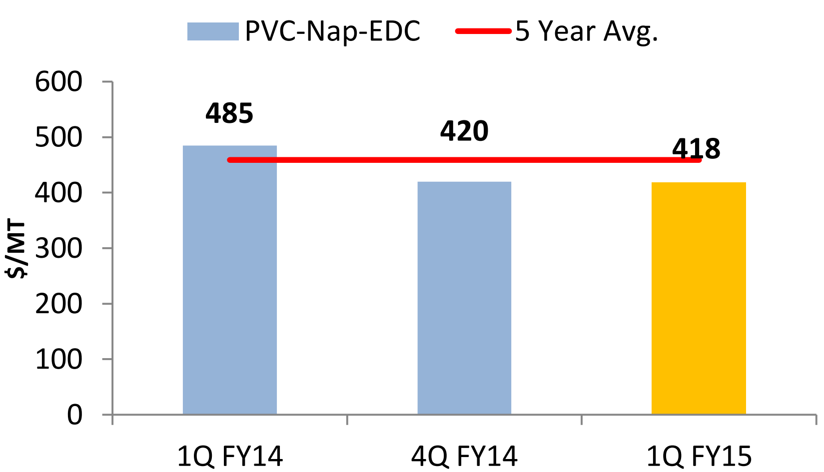
Polymer prices improved on supply tightness and improved seasonal demand in the region

 (Source: Platts)

Polymer Deltas







On Q-o-Q basis:

- PP deltas improved with stable PP prices and decline in propylene prices by 2.4% due to excess inventory
- PE deltas improved with strong demand – deltas sustain above five year average
- PVC deltas declined marginally on higher naphtha prices
  - EDC prices were lower Q-o-Q but continue to remain at elevated levels

Supply tightness and improved demand supported regional polymer margins

Source: Platts

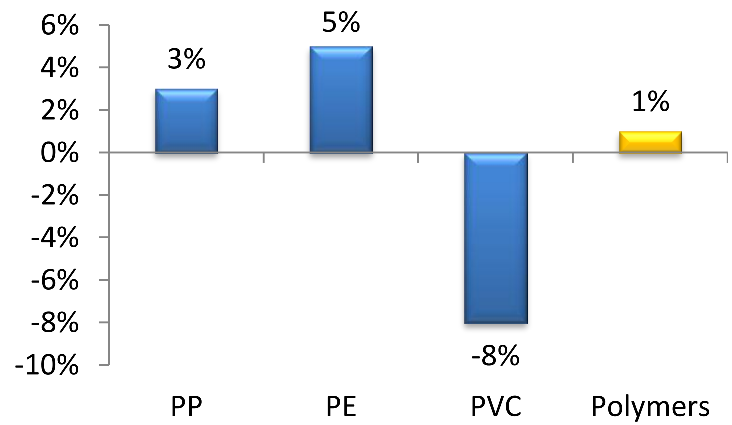
Operations and Domestic Demand

- RIL's 1Q FY15 polymer production at 1.1 MMT
- Overall RIL's polymers production share was 60% in 1Q FY15
  - Domestic market share stood at ~37%
  - RIL remained major player in PP segment with market share of ~55%
- RIL polymer export during 1Q FY15 was at 0.22 MMT up by 19% on Y-o-Y basis)
- Indian polymer demand remained stable
  - Demand started improving with low downstream inventory levels with processors

RIL Production

Production (KT)	1Q FY14	1Q FY15
PE	251	266
PP	703	690
PVC	167	126
TOTAL	**1121**	**1082**

India Demand (1Q vs 1Q)



RIL maintained domestic market leadership with effective market reach and integrated global scale operations

New PP Application: Geosynthetics for Railway Tracks

- Railway tracks on black cotton soils can experience the following difficulty:
  - Pumping of soil into ballast; Reduces strength & drainage capacity
  - Penetration of ballast into soil ; Depletes upper layer of ballast
  - Uneven settlement of the soft soil; Undulates the track
- Potential solution - Polypropylene Geotextile, Geogrid, Geocells
- Function/Benefits:
  - Geotextile separates the ballast and soil
  - Geogrids or Geocells trap the ballast
  - Geogrids, Geocells enhances bearing capacity of soil
- Impact:
  - Prevents pumping of fines and provides efficient drainage
  - Prevents penetration of ballast into softer soil

Reliance is currently developing trial projects to spread the usage of Geosynthetics in India

Outlook

- Ethylene operating rates expected to firm up in SE Asia to over 89% in the near term
- SE Asia polymer demand growth estimated at 5-6% in 2014; global growth 4-5%
  - SE Asian outlook remains positive with demand outpacing supply additions
- Per capita plastic consumption in India still well below the global average
  - Demand growth rate likely to revert to historical average of ~10%
- RIL to focus on growing market opportunities with its distribution reach, higher operating rates and new capacity additions
- RIL's new cracker project progressing as per plan
  - Design activities completed and procurement/ construction commenced

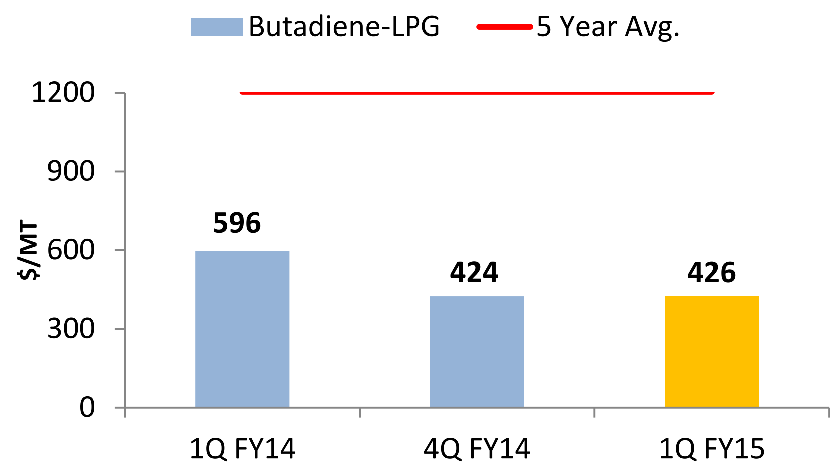
RIL to maintain market leadership with new investment in cost competitive cracker project based on refinery off-gas feedstock

 (Source: IHS)

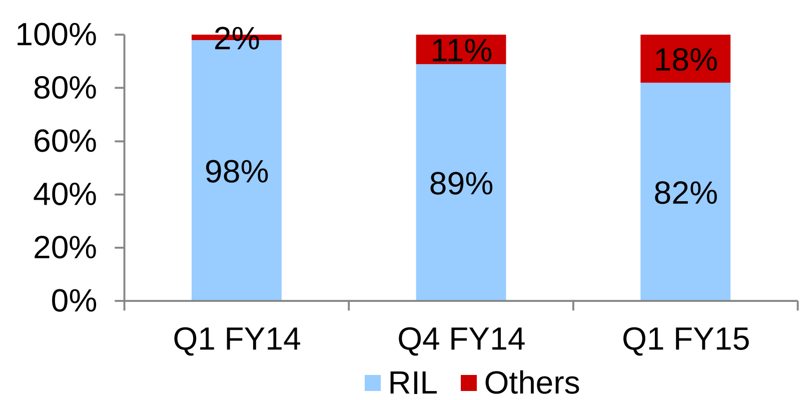
Elastomers

Butadiene

- Although demand remained sluggish in Asia, prices improved during 1Q by ~$150/MT to the level of $1350/MT following limited supplies (plant outages in US)
- Several downstream plants (especially synthetic rubber sector) continued operating at reduced throughput in Asia
- Domestic demand is expected to grow in line with start-up of new synthetic rubber plants
  - ISRL 120 KTA of SBR
  - RIL 40 KTA of PBR

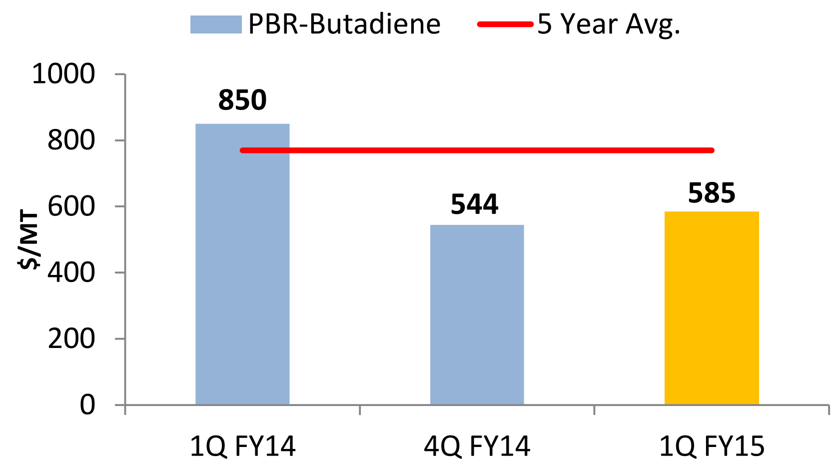


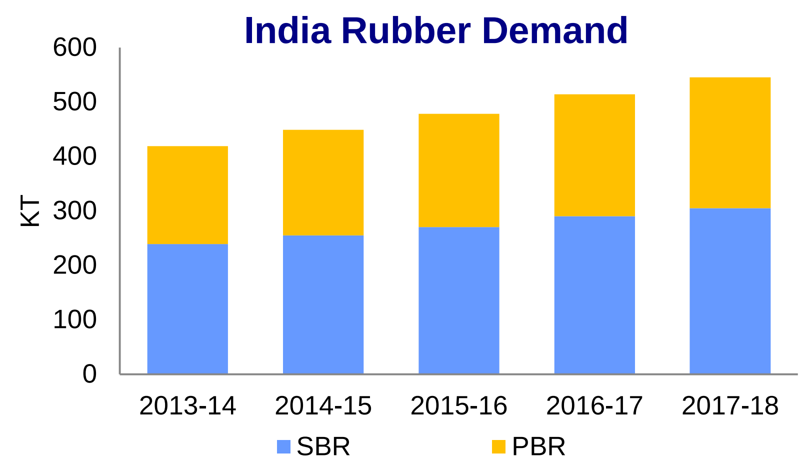
Market Share



Polybutadiene Rubber (PBR)

- RIL commissioned 40 KTA PBR capacity
  - Maintains No.1 position in elastomers sector in Indian sub-continent
- RIL is the only manufacturer of PBR in India
  - RIL capacity now at 120 KTA
  - With the new capacity addition, RIL market share improved to 51% in 1Q FY15
- Deltas remained weak at $ 588/MT in 1Q FY15 on account of low global demand
- Domestic demand for the 1Q FY15 increased by 8% - supported by replacement tyre market





Project Status

	Installed Capacity (KTA)	Proposed Expansion (KTA)	Total Capacity (KTA)
Styrene Butadiene Rubber	-	150	150
Butyl Rubber	-	120	120

- Setting up world-scale SBR plant at Hazira – commissioning expected in FY15
  - Technology tie up with Versalis previously known as Polimeri Europa
- JV with SIBUR for the production of butyl rubber in India at the Jamnagar complex
  - Project on track for commissioning by 2016

Leveraging captive feedstock from existing facilities for value added products

Polyester & Fibre Intermediates

Business Environment

Fibre Intermediates

- Challenging business environment - high volatility across the feedstock and intermediates markets
- PX prices declined 11% Y-o-Y and 2% Q-o-Q
  - Margins fell 45% Y-o-Y, lowest since 2010
  - PX operations curtailed in the region amidst unviable margins, depletion in inventory stemmed losses partially
- PTA prices continue to stay low - marginal revival in delta towards quarter closing
  - Widespread operation rationalisation in China
  - PX linked price formula proposed, existing contracts terminated
- MEG prices and margins largely stable
  - Global markets remained balanced, Chinese port inventory declined

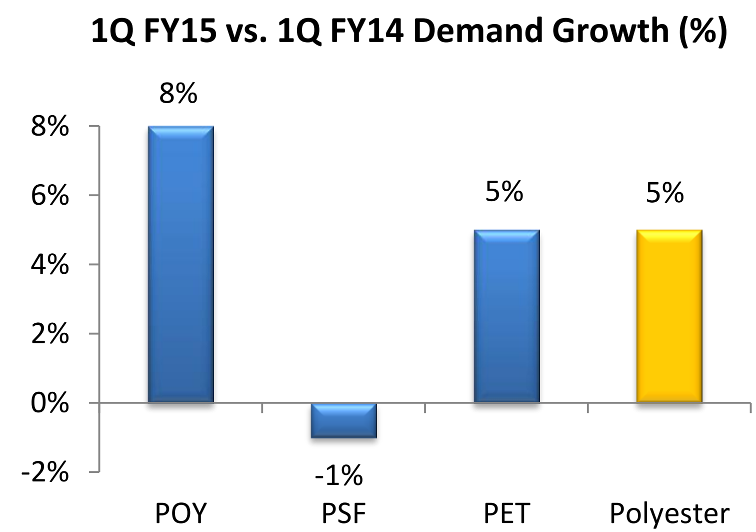
Polyester

- Polyester margins under pressure owing to the uncertain feedstock markets and oversupply in China
  - Downstream Chinese fabric markets failed to hike prices
  - Players increased exports to sustain operations
- PET exports from Asia remained firm – strong demand from EU and Africa region
  - Chinese YTD exports up 34%
- Domestic polyester demand up 5% Y-o-Y –led by FDY and PET
- Cotton continues to be supportive to polyester, prices stable over last year

Polyester chain constrained by uncertainties in the intermediates markets

Domestic Polyester Demand

- Expected firming of raw material costs pushed up demand during the quarter
- PSF demand declined Y-o-Y
  - Q-o-Q demand up 11% - producers have shifted to cater to domestic markets reducing exports
- High growth in FDY from warp knitting segment, start up of seasonal demand
- RIL PFY markets share has increased with the start up of the Silvassa plant
- PET demand growth owing to prolonged summer and delayed monsoons



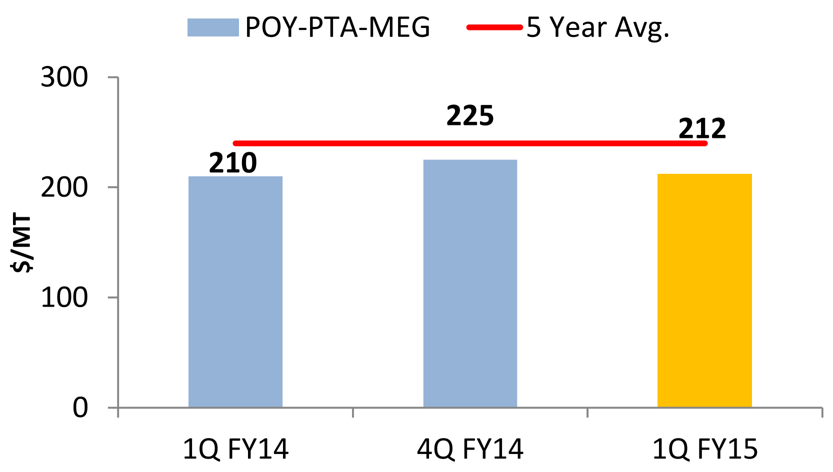
Price Movement

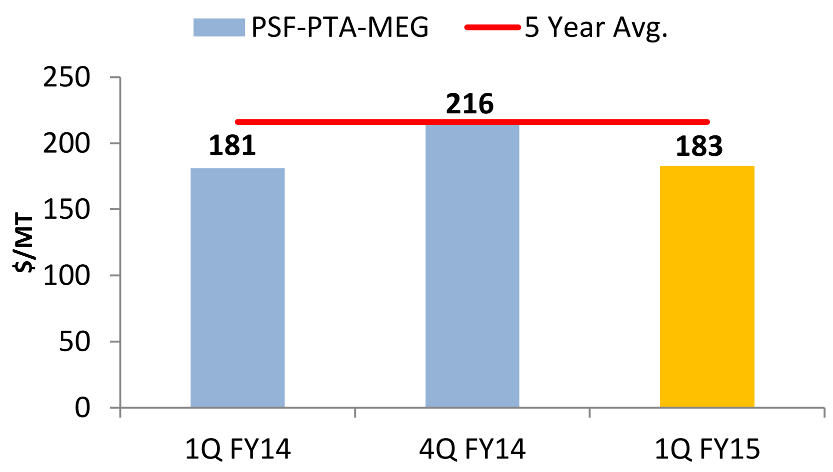
$/MT	1Q FY14	4Q FY14	1Q FY15	% Change Q-o-Q	% Change Y-o-Y
Oil - Dubai ($/bbl)	101	105	106	1%	5%
Naphtha	823	903	917	2%	11%
PX	1427	1285	1264	-2%	-11%
PTA	1074	956	943	-1%	-12%
MEG	979	960	943	-2%	-4%
POY	1477	1388	1353	-3%	-8%
PSF	1448	1374	1324	-4%	-9%
PET	1418	1325	1293	-2%	-9%

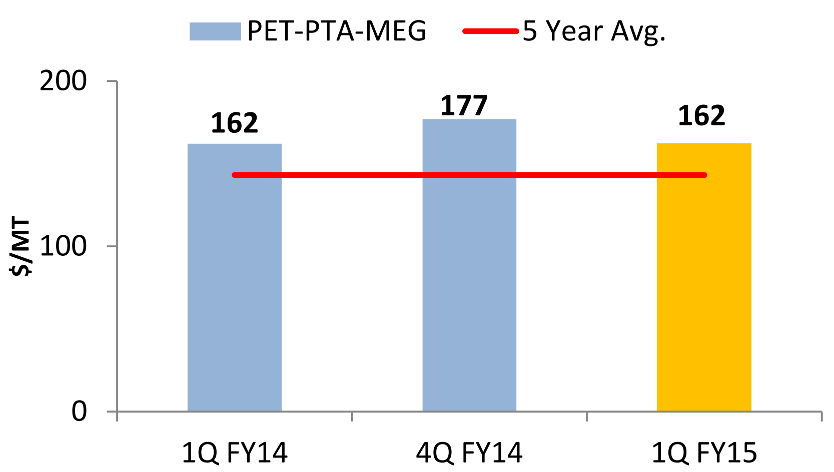
Prices for the entire polyester chain remained subdued both on Q-o-Q as well as Y-o-Y basis

(Source: Platts)

Polyester Delta Scenario

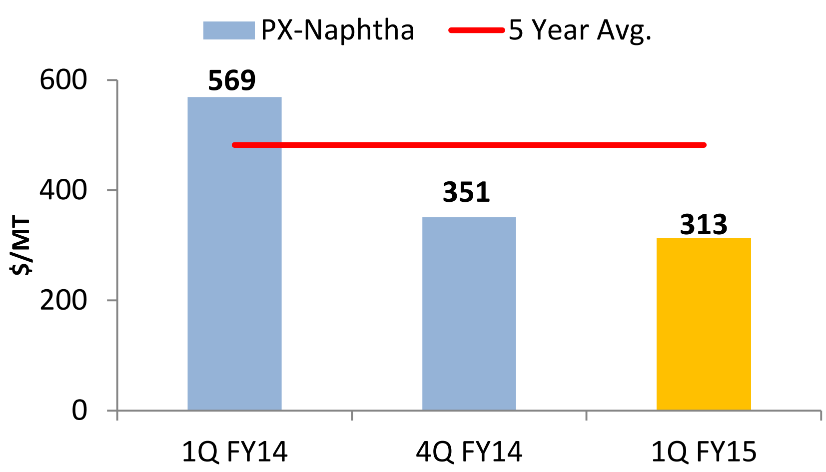


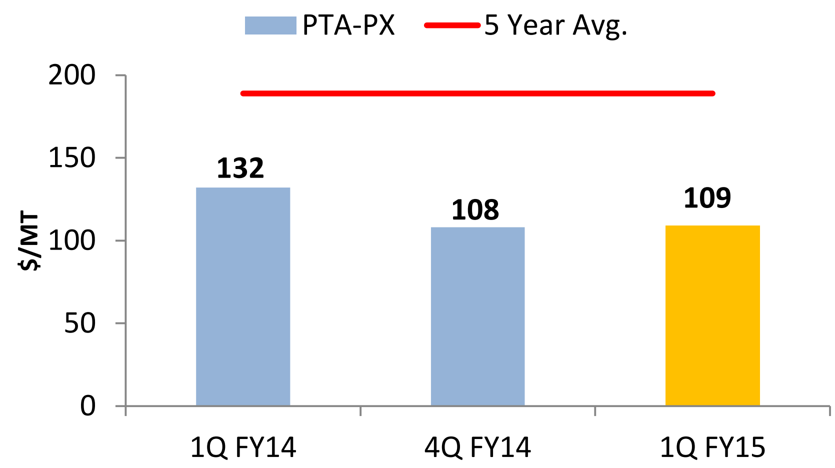


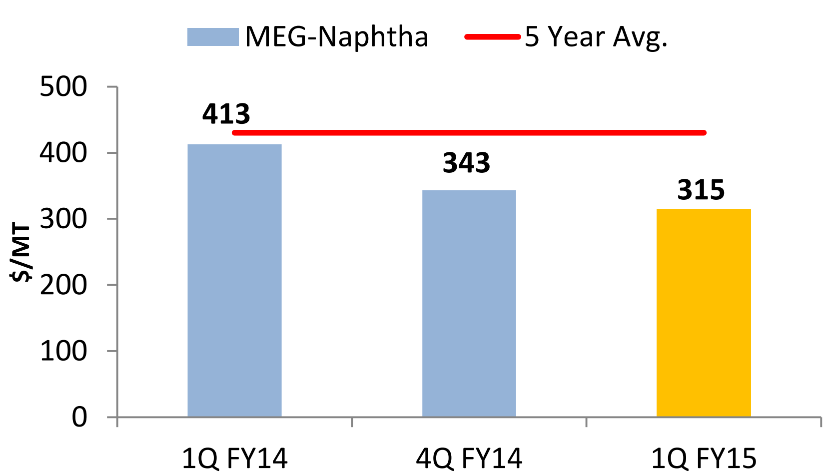


- Fluctuating feedstock prices impacted polyester margins
- Unfavourable fabric prices in China, rejection of higher polyester prices
  - Slowing domestic demand, forcing up exports
  - Chinese Jan-May exports: POY up 32%, PSF up 26%, PET up 34%

Intermediates Delta Scenario

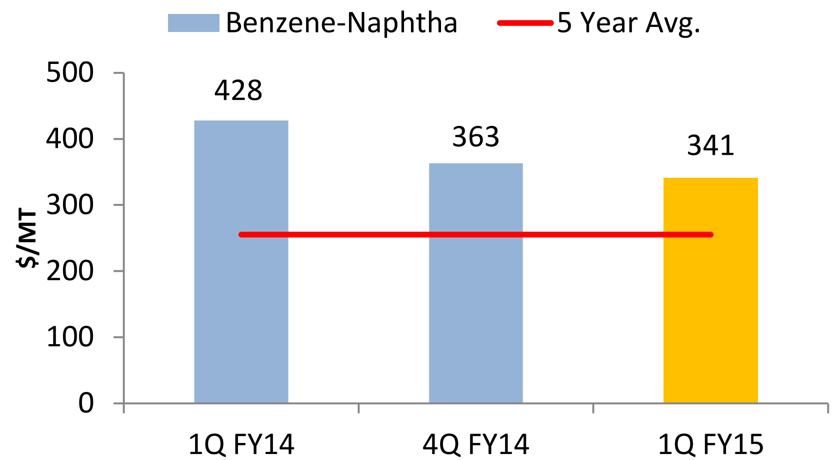


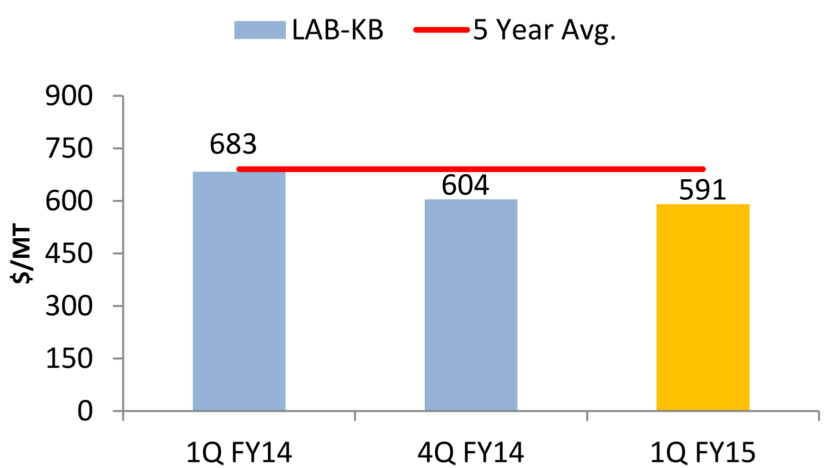




- PTA overcapacity, uncertain PX markets impact margins
  - Operations outside China on higher side of cost curve
- MEG margins impacted due to higher naphtha prices and weak polyester chain sentiments
- Higher naphtha prices and sharp decline in PX prices impacted PX margins
  - Capacity apprehensions continue to affect PX market

Benzene and LAB Delta Scenario





- Tight benzene markets favoured margins above long-term averages
  - Strong demand from USA, Europe and Middle East
- Benzene prices steadily increased due to delayed expansions, but high naphtha prices dented margins
- LAB margins under pressure as slowing Chinese growth resulted in higher exports
  - Stable demand in Asia and Middle East/Africa region

RIL Operational Highlights

Production (KT)	1Q FY14	1Q FY15
PX	428	477
PTA	499	519
MEG	159	160
TOTAL	**1086**	**1156**

Production (KT)	1Q FY14	1Q FY15
POY	167	220
PSF	157	148
PET	87	87
TOTAL	**411**	**455**

- Polyester production improved with the commissioning of the Silvassa plant
  - Polyester filament market share increased to 26%
- RIL polyester exports increased 10%, aromatics exports increased 36% Y-o-Y
- Intermediates production higher due to planned turnaround last year

New Product Developments

Apparel fibre and yarns

- Recron® Lite – Imparts better bounce, used for extra-light dress materials
- Recron® Lnlyk – Special textured yarn to give linen like look in the Shirting & Bottom weight fabrics

Recron Certified Products

- Ergo Pillow – Unique pillow with combination of memory foam and micro fibre
- Provides ergonomical sleep design

Packaging

- Developed 2 L PET bottle with pinch grip for mustard oil. Exported to USA, Australia, launch in domestic market due

Business Outlook

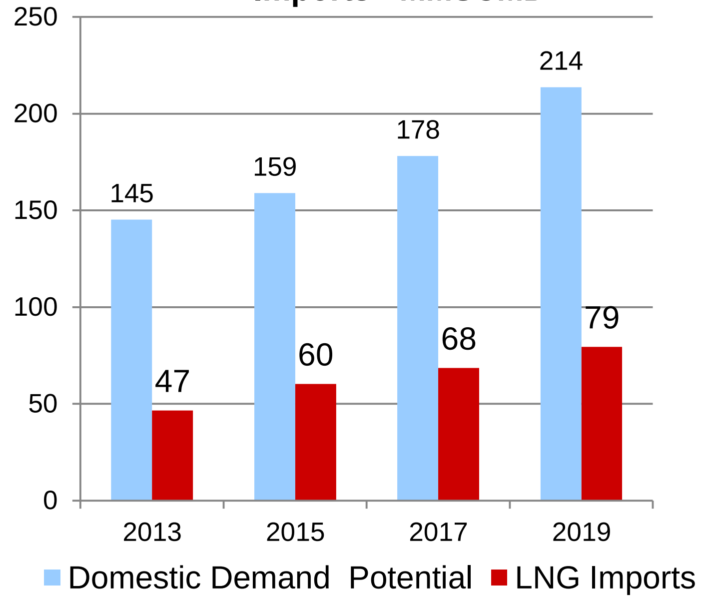
- Indian polyester production growth estimated at 10% during 2014-16
  - But also strong recyclate growth takes up market share
- PX to witness significant capacity adds, outpacing demand in 2014
  - Likely rationalization of operations and further uncertainty to price directions
- PTA to witness lower capacity growth, however overcapacity likely to weigh on markets and margins
- MEG demand growth to outpace production, to keep markets balanced with low inventory.
  - Price direction to be dependent on other polyester chain dynamics
- Tight domestic credit in China is pressuring cash flow along the chain leading to potential rationalisation
  - Added power restrictions could hamper textile operations in China during next quarter
  - Stagnating local demand in China, resulting in higher exports.

Oil and Gas – Exploration and Production

Business Environment

- As per IEA, India's LNG imports to increase by over 50% from 47 MMSCMD in 2013 to 79 MMSCMD by 2019 - entailing higher forex outflow
- Recent developments suggest LNG prices to remain high
  - Russia-China gas supply deal at $10-11/MMBTU
  - Delays in restart of Japanese nuclear reactors
  - Central Asia geopolitics on pipeline imports forcing EU to import more LNG
  - Rising environmental opposition in Canada for LNG terminals
  - Asian/OECD concerns on coal related carbon emissions
- The Government has deferred the decision on gas price till September 2014
- IHS CERA estimates availability of additional resources of 27 TCF of gas subject to higher prices

Indian Gas Demand and Projected Gas Imports - MMSCMD



Source: IEA Medium Term Gas Markets Report 2014

Significant demand can be met by new indigenous production if market linked prices for gas is available

Domestic E&P Production Update

4Q FY 14	(JV Production)	1Q FY14	1Q FY15	% Chg.
	Panna-Mukta			
1.7	Oil (MMBBL)	1.8	2.0	16%
14.5	Gas (BCF)	16.9	18.2	7%
	Tapti			
0.1	Oil (MMBBL)	0.1	0.1	-15%
5.9	Gas (BCF)	7.8	4.5	-42%
	KG-D6			
0.6	Oil (MMBBL)	0.5	0.5	-1%
43.4	Gas (BCF)	49.2	42.0	-15%
0.1	Condensate (MMBBL)	0.1	0.1	48%

- RIL share of domestic production at 37.9 BCFe (vs. 42.4 BCFe in 1Q FY14)
- Average KG-D6 production at 13 MMSCMD of gas and 6,735 BOPD of oil/condensate
- Panna-Mukta: increase in production on Y-o-Y basis on account of additional volumes from Panna “L” area and infill well drilled during 2H FY14
  - Tapti: natural decline in production continued
- Average crude oil price realization for the 1Q FY15 was $ 109/bbl for KG-D6 & $ 108/ bbl for PMT. Gas price at $ 5.73/MMBTU from Panna-Mukta, $ 5.57/MMBTU from Tapti and $ 4.20/MMBTU from KG-D6

KG-D6 Block Update

- Two Rigs are in operation
- Work Program and budget for the FY15 approved by Management Committee
- Appraisal of D55 Discovery
  - Drilling of second appraisal well MJ-A2 completed and results are under evaluation
  - Resource appraisal and conceptual engineering have commenced
- Base Management activities in D1-D3 and MA aimed at maximizing recovery
  - MA gas diversion to gas trunk line at CRP completed to maintain pressure at OT
  - Enhanced gas recovery jobs : Side-track in MA6H well completed and put to production with production rate of ~1 MMSCMD
  - Booster compressor: Engineering and construction activity are underway for target completion by early 2015
- R-Cluster development
  - Concept validation, FEED and Geo-mechanical studies completed
  - Contracting activity underway for the long lead items

Other Updates

- Panna-Mukta Block
  - 1 infill well in Panna-G put to production during the quarter
  - Mukta-B development in progress - drilling of MB wells planned during monsoon-2015 with first oil in 1H FY16
- Tapti Block
  - Production is likely to continue up to end FY16
  - Abandonment plan is under preparation
- Other domestic exploratory blocks
  - Currently RIL holds 5 blocks other than KG-D6, PMT and 2 CBM blocks
  - CY-D6 Block relinquished as part of portfolio rationalization
- International Ventures
  - Current portfolio comprises of 3 blocks – 2 in Yemen and 1 in Peru
  - RIL has been awarded 2 blocks (M17 and M18) in March 2014 - discussions are underway with Myanmar Government for signing PSC

Coal Bed Methane (CBM)

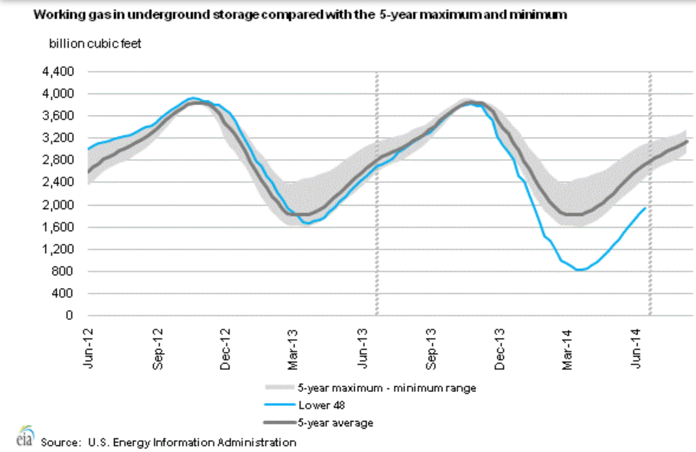
- **Coal Bed Methane**
  - Current portfolio comprises of 2 blocks – Sohagpur East and West
  - On track to achieve first gas by mid 2015, more than 50% of Phase -1 scope completed
    - Land acquisition is in advanced stage with ~ 70 % of Phase-1 scope completed
    - Currently 3 rigs in operation; 121 surface holes, 98 production holes and 80 Hydro-fracturing jobs have been performed
    - Concept and FEED for surface facilities is completed and detailed engineering is underway
- **Shahdol – Phulpur Gas Pipeline Project**
  - PNGRB issued grant of authorization for laying natural gas pipeline from Shahdol (MP) to Phulpur (UP) to RGPL, Subsidiary of RIL
  - Right of Use of land has been approved by MoPNG during the quarter
  - FEED is completed and detailed engineering is nearing completion

Shale Gas Business

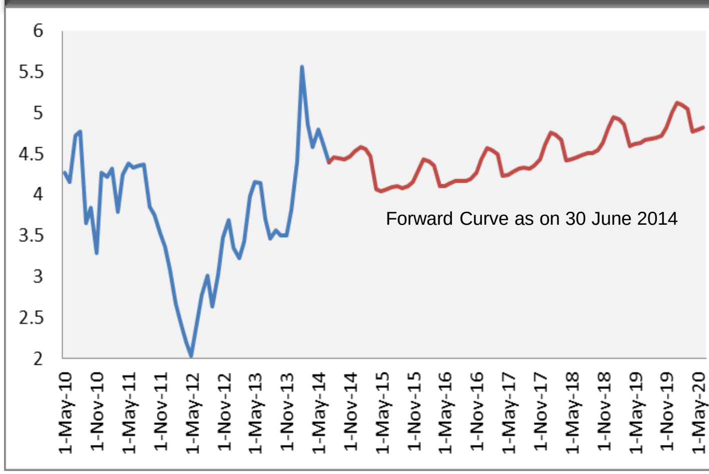
Price Environment

- Gas price: $4.60/MMBtu in 1Q FY15 vs. $4.94/MMBtu in 4Q FY14
  - Inventory in storage remains low, but has improved from 822 BCF at the end of 4QFY14 (lowest level since 2003)
  - Quarter-end gas inventories at 1.9 Tcf, 26% below last year levels and 29% below the 5-year average
  - Gas remains supported as inventory refill before winter remains a concern – market consensus at $4.5 - $5.0/MMBtu for balance of 2014
- Gas price differentials remained high on continued growth in supplies ahead of takeaway capacity additions
- WTI prices remained strong - between $99/bbl - $107/bbl, driven by geo-political concerns and reducing Cushing inventory
- Condensate differentials under pressure at $11/bbl in 1Q FY15, impacted by tightening spread between LLS-WTI and increasing supplies to the Gulf Coast market
  - Export of 'stabilised condensate' by Pioneer JV permitted by the US Commerce Dept. Exports should help re-balance supply/demand.
- NGL prices averaged around 32.1% WTI vs. 37.7% in 4QFY14
  - Ethane lower due to planned/unplanned petchem cracker maintenance
  - Propane lower as winter recedes and inventories replenished.

US Natural Gas Inventory Levels (Bcf)



Gas Prices (Henry Hub) ($/MMbtu)



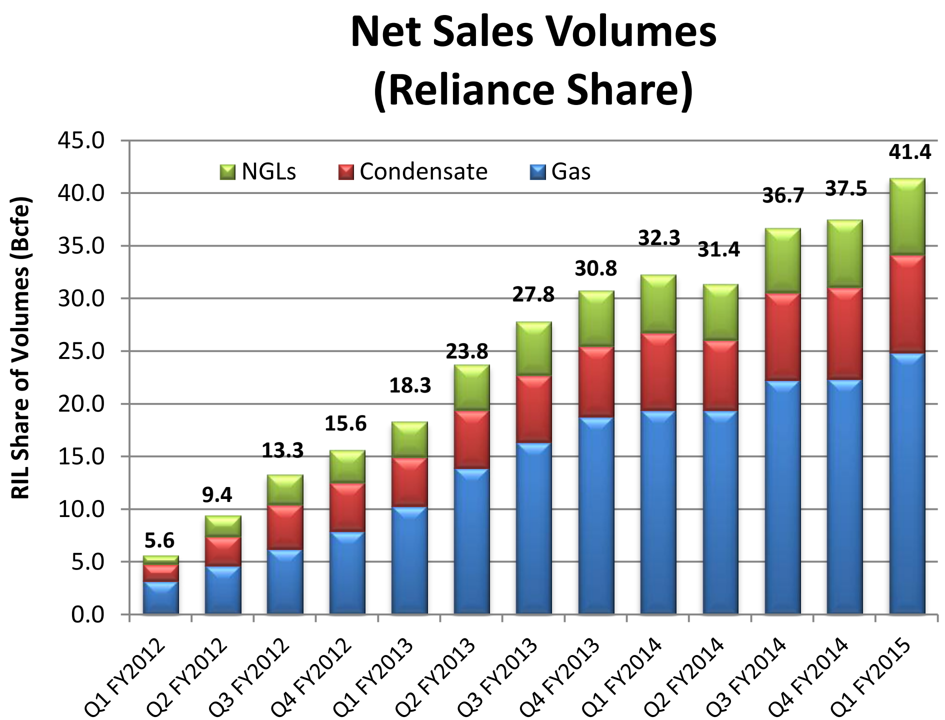
Source: Historical data from EIA; NYMEX Strip prices

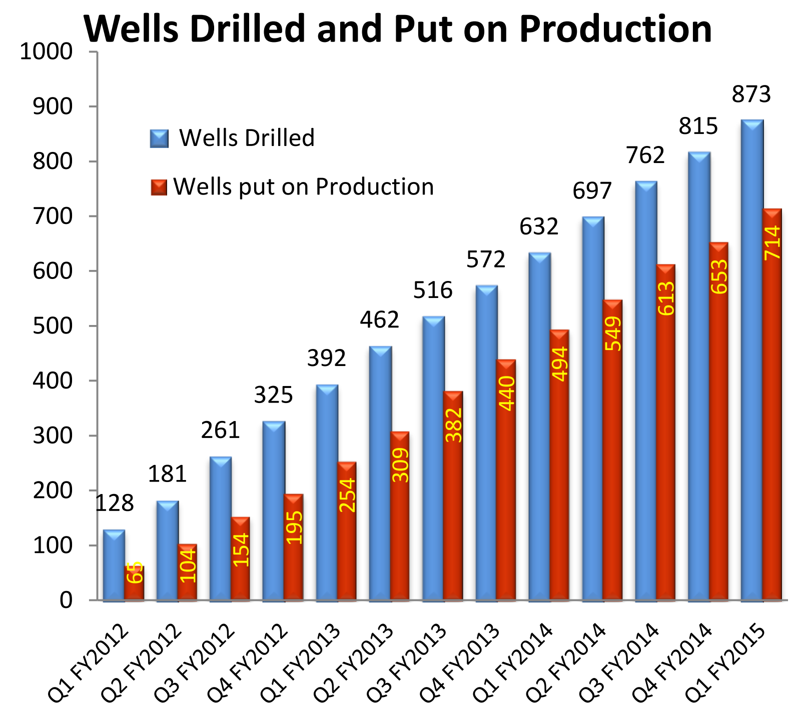
Business Performance Highlights

	1Q FY15	4Q FY14	1Q FY14	% Chg. from 4Q FY14	% Chg. from 1Q FY14
Production (BCFe)	**48.6**	**44.2**	**37.7**	**10%**	**29%**
Revenues ($ MM)	**270**	**266**	**214**	**2%**	**26%**
EBITDA ($ MM)	**201**	**199**	**165**	**1%**	**22%**

- Gross JV production now averaging above the 1 Bcfe/day mark; New production records at Pioneer and Carrizo
- Growth momentum remained strong during the quarter
  - Production grew by 29% Y-o-Y, driven by strong growth in producing well count
  - Higher gas and condensate differentials remained a challenge; offsetting the impact of higher benchmark prices
- Strong sequential growth in production, driven by 9% Q-o-Q growth in producing well count and improved midstream situation at Carrizo, partly offset by slower ramp-up at Chevron
- Sequential growth in revenue and profits impacted by higher differentials for both gas and condensates.
  - Average net realization at $6.58/Mcfe in 1Q, compared to $7.01/Mcfe in 4Q FY14
  - Lower opex could offset the impact only partially
- Several value enhancing strategies (like down-spacing, completion optimization, etc) being actively implemented
- Capex for the quarter at $331 MM; cumulative investment across all JVs stands at $7.36 billion
  - Substantial part of Pioneer and Carrizo JV capex met through cash from respective JV operations
  - Chevron JV continues to account for substantial part of ongoing capex and funding needs

Business Growth Trends





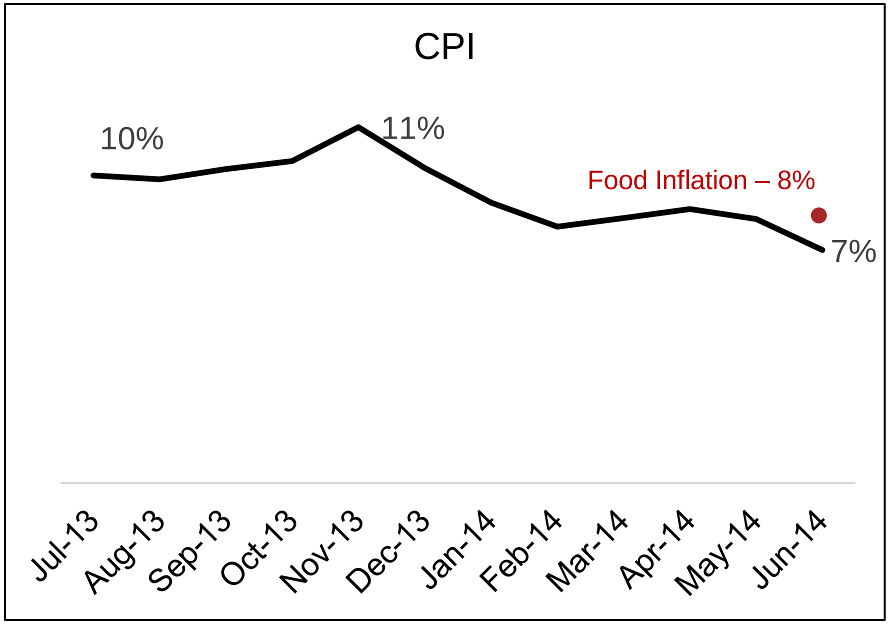
- Development growth momentum continued in 1Q FY15 with focus remaining on liquid rich areas
  - 58 wells drilled and 61 wells put on production during the quarter
  - Producing well count at 714, reflects a growth of 44% Y-o-Y and 9% Q-o-Q
- Net sales volume (Reliance Share) at 41.4 Bcfe for the 1Q FY15, up 28% Y-o-Y and up 10% Q-o-Q
- Share of liquids stable at 40% of sales volumes; Strong growth in Marcellus gas volumes matched by liquid volumes

Shale Gas JVs: Development Progress Overview

Particulars	Pioneer JV	Carrizo JV	Chevron JV	TOTAL
Average Rigs in operation	10	1	4	15
Wells Drilled (Inception to date)	472	98	303	873
Wells Drilled in 1Q FY15	35	0	23	58
Total on line wells	434	75	205	714
Wells put on line in 1Q FY15	31	11	19	61
Gross JV Avg. production rate Q1 (MMscfed)	676	176	312	1,163
Growth in Gross JV production (1QFY15 – 1QFY14)	17%	70%	32%	28%
Total Inception-to-date Investment ($ Bn)	3.91 (incl. EFS midstream)	0.87	2.59	7.36
Growth momentum remained strong and business gaining further materiality. ***Focus remains on high-grading development activity, improving costs and efficiencies towards creating value***	• Secured US Commerce Department ruling for export of 'stabilised condensate' – To help ease pressure on differentials, which has remained key challenge. • Significant ramp-up in development activity. • Production growth strong, despite operational/ midstream constraints in certain CGP areas that has since been resolved. • Declining trend in D&C costs, driven by technology, efficiencies and reduced frac rates. • Downspacing and Upper EF development across liquid rich areas continue.	• Single frac crew program continued in NEPA. • Rig de-mobilized post drilling of planned locations in NEPA. • Impressive ramp-up – Producing well count up 50% YoY to 75 wells. • Differentials stay high and remains a challenge. • Down-spacing / infill development in NEPA may provide significant upside. 3 test well results being analyzed. • Capex momentum slowing with maturing NEPA. JV to be cash flow positive in 2014	• Activity levels regained momentum towards End-1QFY15. • Supported by strong well performance, volume growth remained strong. • Price differentials widened and proved to be a challenge. • Improving Capital & Operational efficiencies and reducing well cost remain key focus area. Some reduction in well cost is visible but faster pace of improvement is desired.	

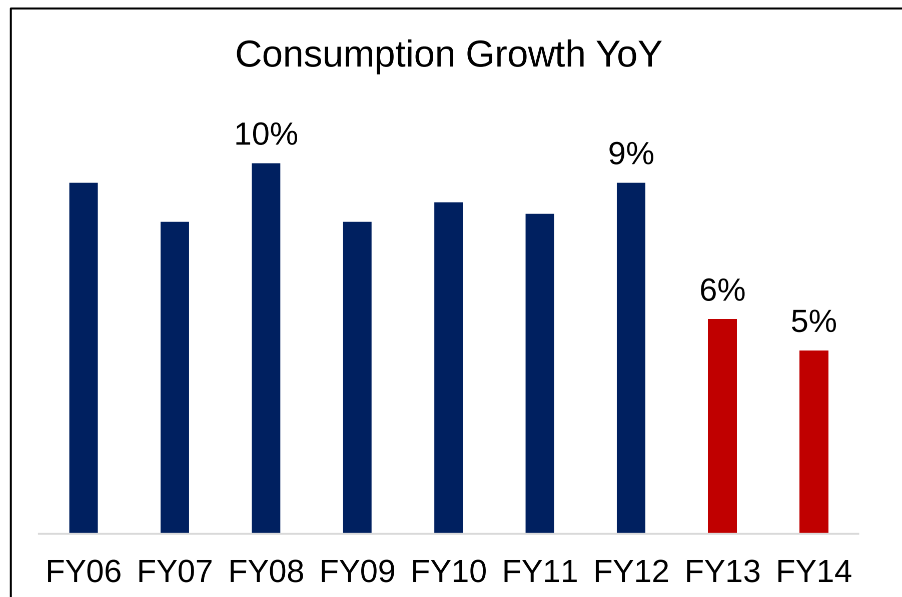
Reliance Retail

Macro Environment



High food inflation at 8% continues to dampen consumption

Consumption growth at lowest in last eight years



- High food inflation, slow consumption growth combined with low GDP growth and poor consumer confidence making for difficult macro-economic environment

Key Highlights - 1Q FY15

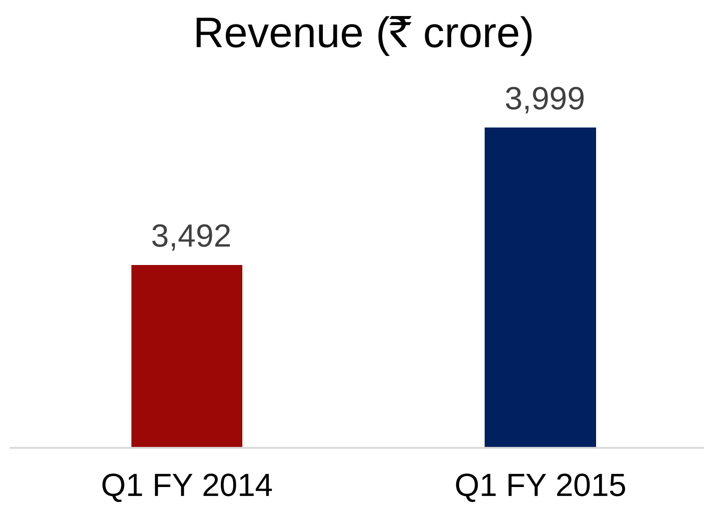
- Turnover at ₹ 3,999 crore, up 15% Y-o-Y
  - LFL growth of up to 21% across formats
  - CAGR of 32% over the last two years
- Record PBDIT of ₹ 171 crore in 1Q FY15 vs. ₹ 70 crore in the same period last year
  - Y-o-Y growth of 144%
- Gross margin improvement across most sectors led by:
  - enhanced inventory management
  - higher penetration of own brands (in relevant sectors)
- Leverage of scale/fixed costs and strong variable expense control
- Overall growth momentum and judicious expansion in focus sectors is on track for the year

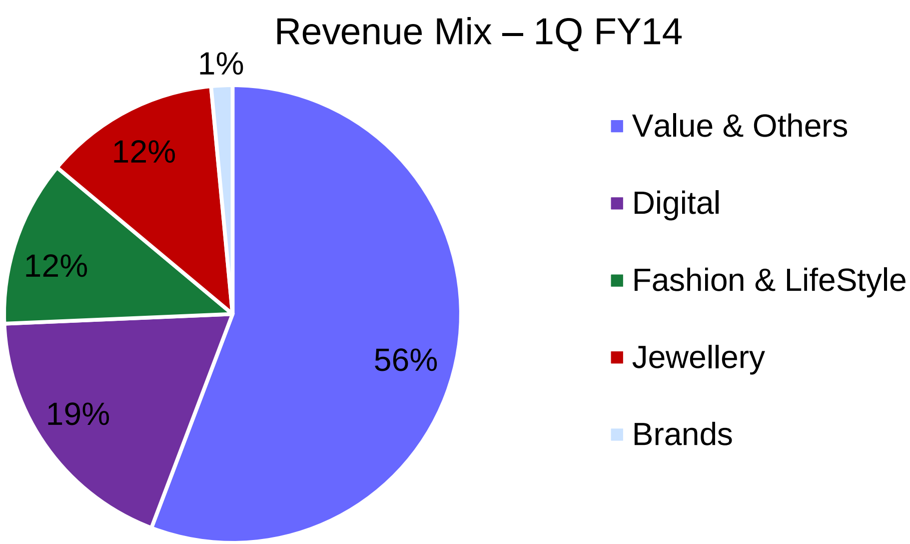
Key Highlights - 1Q FY15

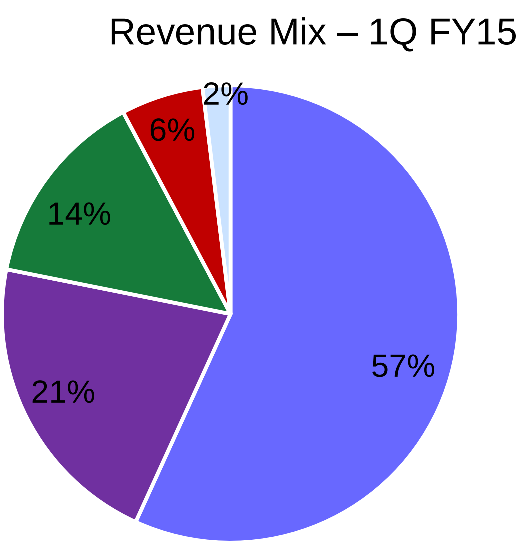
- Reliance fresh store portfolio
  - Reorganization within and across cities for optimized profitability
  - Overall portfolio being augmented
- Impact of regulatory conditions continues to impact the Jewels business adversely
- Challenging macro economic environment continued in the quarter, exacerbated by the election period in April and May

1Q FY15 Turnover & Mix

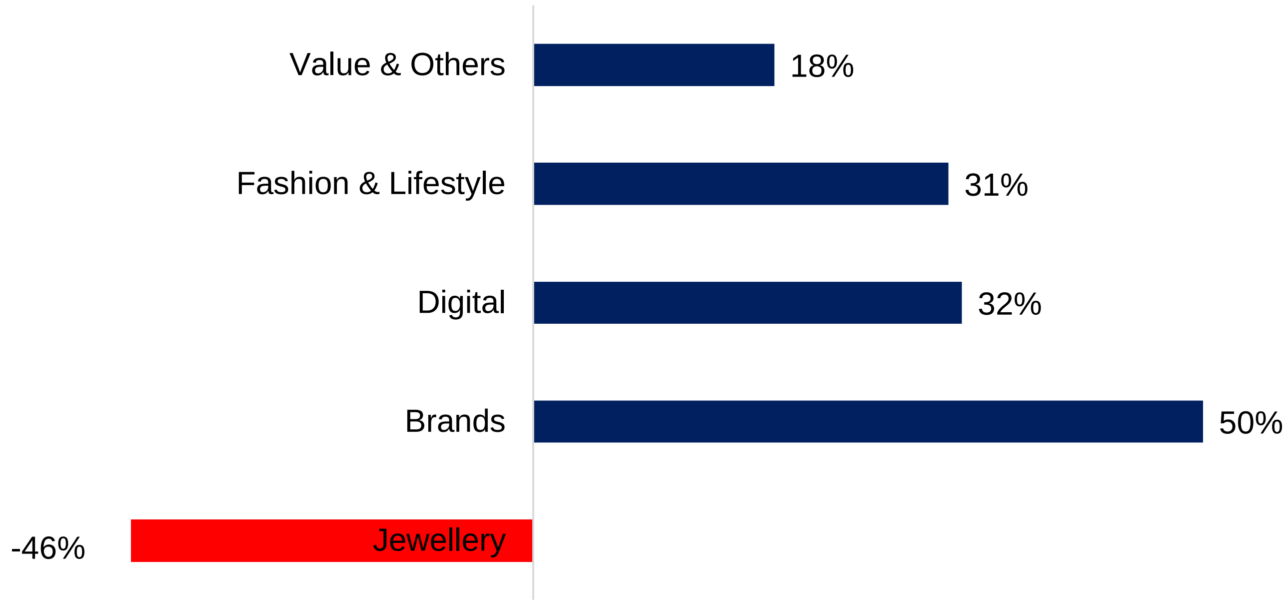
- 1Q FY15 turnover for Retail business at ₹ 3,999 crore
  - Growth of 15% Y-o-Y
- PBDIT of ₹ 171 crore
  - Growth of 144% Y-o-Y





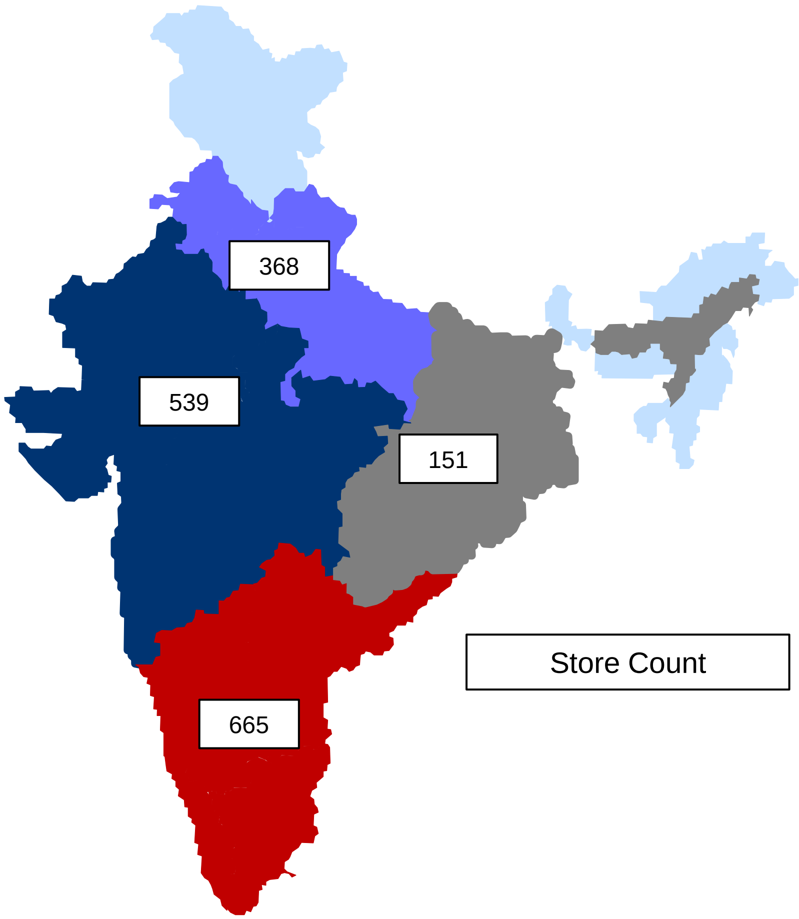


Turnover Growth by Sector



- Overall turnover growth of 15%
- Continued strong growth in Digital, Lifestyle and Brands business
- Regulatory environment affecting Jewellery segment
- Value sector reflects reorganization of Reliance Fresh store network

Store Network

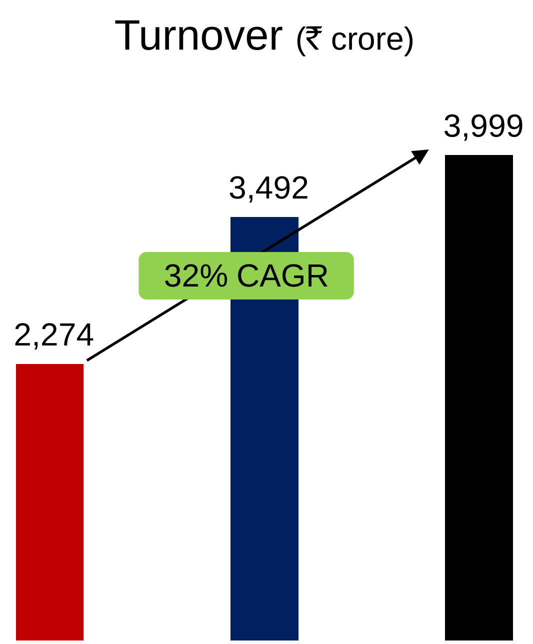


	Mar 31, 2014	Jun 30, 2014
Jewellery	54	54
Brands	102	100
Digital	284	427
Fashion & Lifestyle	533	540
Value & Others	718	602
Total	**1,691**	**1,723**

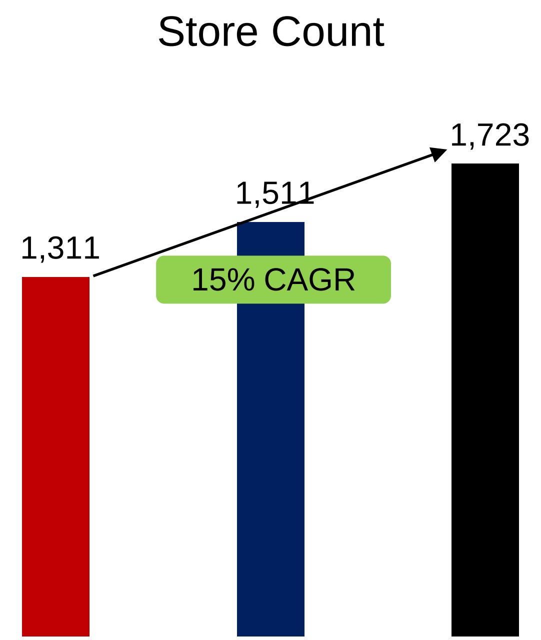
Presence across 148 cities in India

Progress on Key Objectives

Sustained growth in revenues



Rapidly expanding network



1Q FY 2013 1Q FY 2014 1Q FY 2015

Index

Sector Updates

- Value Format
- Digital
- Fashion & Lifestyle
- Brands

Value Formats

- Consolidated store network for greater efficiencies and synergies
- Introduced own brands under new categories to better options for consumers
  - Own brand contribution increased to 15% from 11% Y-o-Y
- Reliance Market continues to extend market leadership with new store launches
  - Operating 33 stores catering to *kiranas*, HORECA, institutions
  - Partnered with over 1.4 million registered members and growing

Digital

- Rapidly scaled up Digital Express Mini format with over 180 stores operating across the country
- Introduced co-planning with OEM's to provide unique and customized solutions for customers
- Continue to enhance in-store experience and helping customers making better informed decisions
- Strong engagement with customers through social media; crossed 1 million+ fans on Facebook in India

Fashion & Lifestyle

- Reliance Trends as a 'fashion destination'
  - Retailing over 100,000 items per day
  - Own brand sales contribution at 65% of sales; an improvement of 100 bps Y-o-Y
- Launched new own brand to expand womenswear range inspired by Indian textile heritage
- Optimized sourcing operations for advantages in fabrics, production quality, costs and access to international trends

Brands

- Strong growth witnessed in the quarter
  - Turnover increased by 50% Y-o-Y
- Long term partnership with BCBG MAX Azria Group for launching flagship brand
- Launched brands under Iconix Lifestyle India
  - Candie's
  - Umbro
  - Ed Hardy
  - London Fog

Summary

Summary

- Steady operating quarter reflecting intrinsic strength of RIL's energy businesses
  - Petrochemicals – robust polymer contribution balancing weakness in polyester
  - Refining – light-end cracks offset weakness in middle distillates; demand outlook encouraging
- Retail business continues profitable growth trajectory; strong growth in EBITDA
- Growth momentum sustaining in US Shale operations – gross JV production over 1 BCFeD
- Improving domestic business confidence to reflect in enhanced economic activity – RIL in the midst of the largest capex cycle in its history
  - Projects poised to cater to India growth, strengthen cost-competitiveness
- Market linked pricing regime to facilitate indigenous production for meeting a larger proportion of India's growing energy needs

India-centric projects to drive next wave of growth

Thank You