



Reliance
Industries Limited

3Q FY 2018-19 Financial Results

17 January 2019

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- Record net profit of ₹ 10,251 crore – first Indian private sector company to cross the milestone
- Robust earnings from energy businesses in a volatile and challenging environment
- Record consolidated PBDIT of ₹ 23,801 crore
- Record EBITDA from Petrochemicals, Retail and Digital Services
- Consumer businesses account for over 25% of consolidated segment EBITDA
- Strong operational performance across businesses
 - Highest ever petrochemical volumes
 - Over 280 Mn Jio subscriber base
 - Retail footprint of over 9,900 stores, 20.6 Mn. Sq.Ft., 6,400+ towns and cities

Best-in-class execution to deliver superior shareholder value creation

Consolidated Financial Results : 3Q FY19

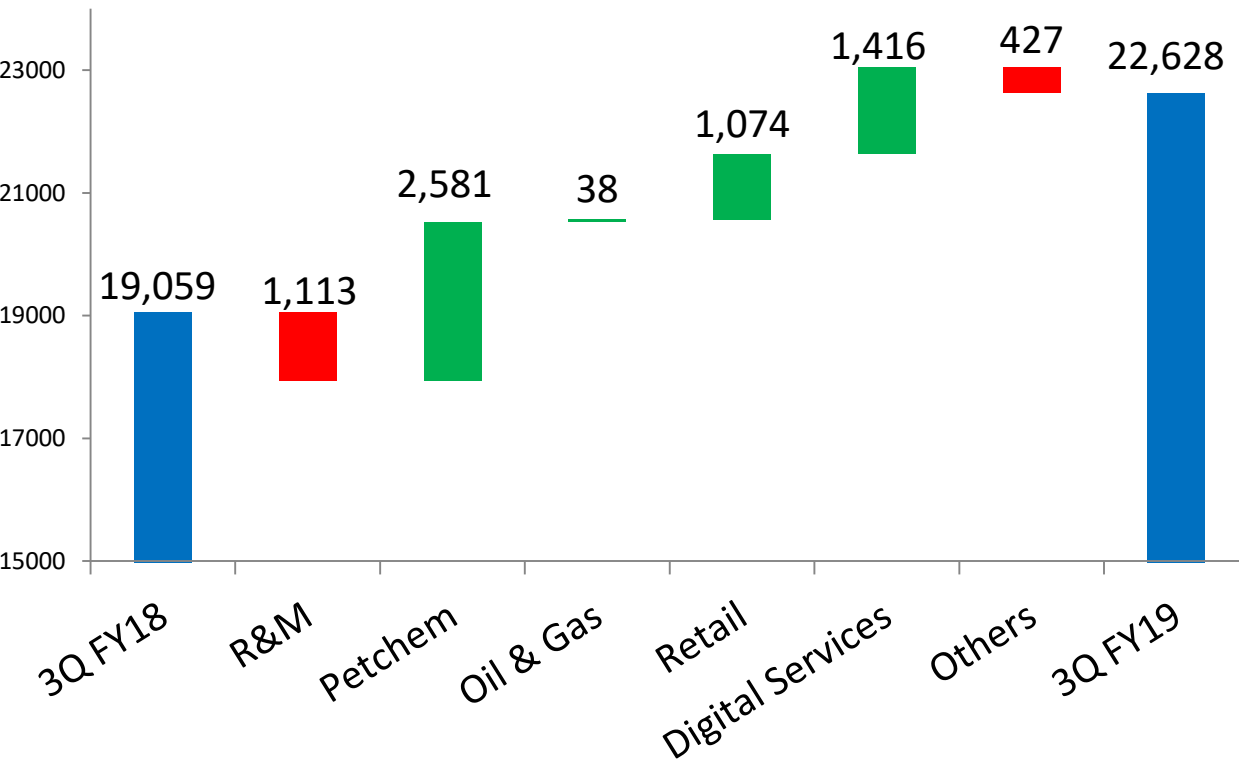
(in ₹ Crore)	3Q FY19	2Q FY19	3Q FY18	% Change Q-o-Q	% Change Y-o-Y
Turnover	171,336	156,291	109,905	9.6%	55.9%
Segment EBITDA	22,628	21,156	19,059	7.0%	18.7%
Net Profit	10,251	9,516	9,420	7.7%	8.8%

Record standalone net profit : ₹ 8,928 crore, up 5.6 % YoY

- YoY turnover growth led by
 - Petrochemicals volume growth - new capacity ramp-up
 - Higher crude throughput in refining at 18.0 MMT
 - Higher realisation across products - 10.4% higher oil price, 11% rupee depreciation
 - Strong traction in Retail (+89%) and Jio (+51%)
- YoY robust segment EBITDA growth of 18.7%
- QoQ growth in EBITDA largely driven by Retail and Jio

Robust integration, flexibility and cost positions insulating energy business from volatility

Consolidated EBITDA: 3Q FY19 vs. 3QFY18

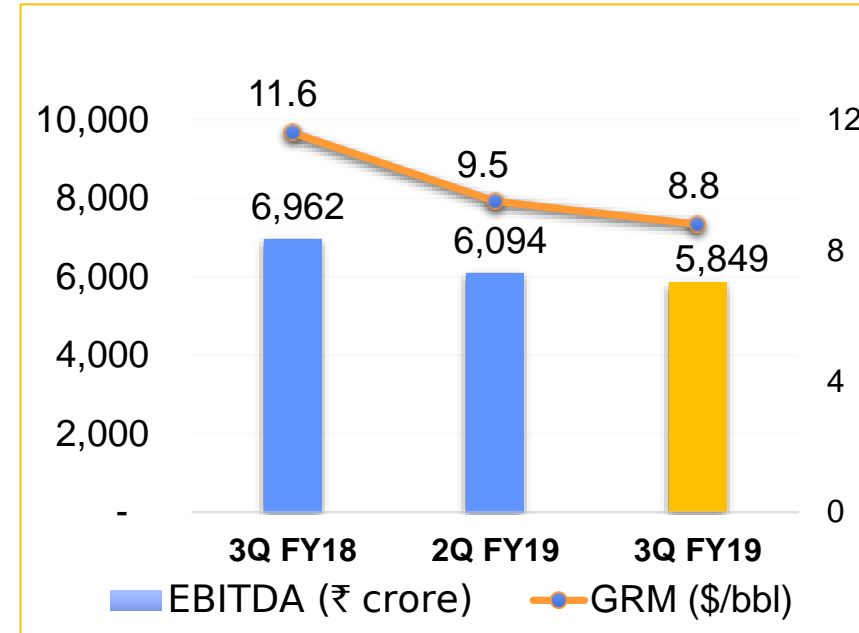


- Consolidated segment EBITDA up 18.7%
- Refining earnings impacted by challenging margin and demand environment
 - Sharp fall in light distillate cracks partly offset by firm middle distillate cracks and higher volume
- Petrochemicals EBITDA at ₹ 9,596 crore, up 37%
 - Led by margin expansion in PX (+75%), PTA (+45%) and higher volumes
- Retail EBITDA at ₹ 1,680 crore, up 177%
- Jio EBITDA ₹ 4,065 crore, up 53%

Consumer businesses contribute over a quarter of consolidated segment EBITDA

R & M Segment Performance

- RIL GRM at \$ 8.8 /bbl, premium over Singapore at \$ 4.5/bbl
- Soft refining environment largely due to weak light distillate cracks and demand, partly offset by
 - Strong middle distillate cracks
 - Favourable Brent-Dubai differential (\$0.3 vs \$1.0 /bbl)
- Resilient QoQ performance led by
 - Stretched crude throughput with increased light crude diet including new grades from North America
 - Optimal utilization of all secondary units (including FCCU)
- 3Q FY19 India oil demand growth at 1.8% YoY
 - Gasoline 7.8%, Diesel 1.7%, ATF 7.9%

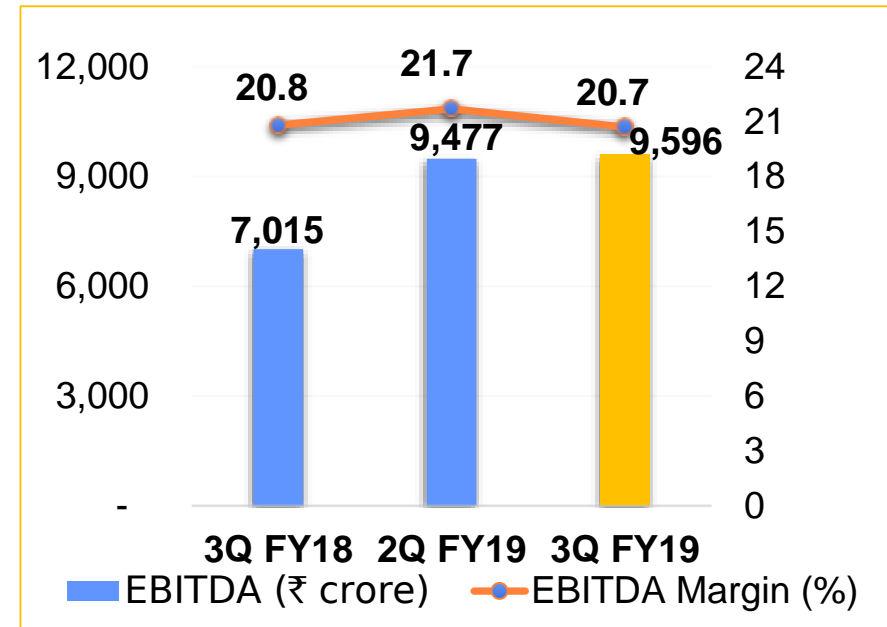


- Crude throughput of 18.0 MMT
- 1,355 retails outlets operational
 - YoY volume growth : 25% MS and 10% HSD

Leveraging operational flexibility in challenging crude and margin environment

Petrochemicals Segment Performance

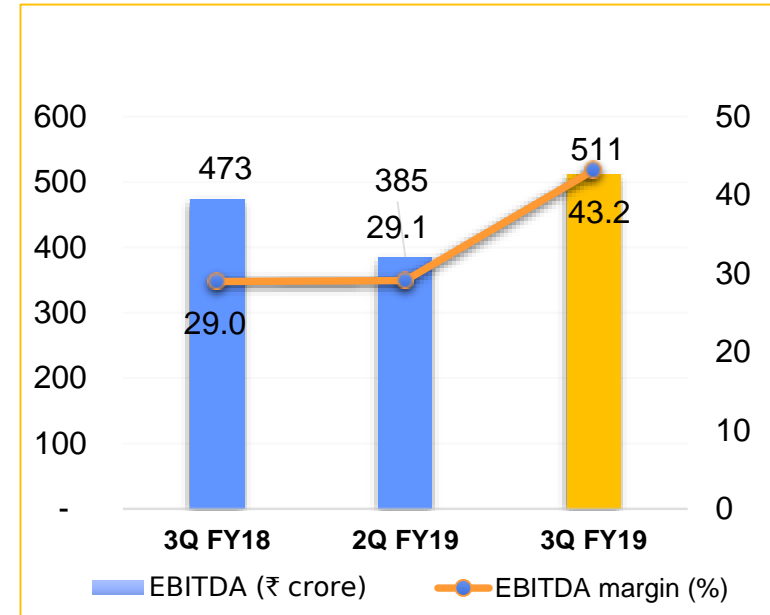
- Record EBITDA, up 36.8 % YoY, 1.3 % QoQ
- Strong QoQ performance driven by higher volumes
 - PE 10%, PP 9%, PX 3%, PTA 4%, MEG 5%
- Favourable naphtha (-15%) and propane (-5.5%) feedstock prices on QoQ basis benefiting integrated operations
 - Margins strength in PX (+12%), PP (+20%), PE (+6%) offset weak PVC (-29%), MEG (-30%), POY (-33%) and PSF (-47%)
- Proactive marketing and effective product placement strategy in falling price environment



- Production volumes – 9.7 MMT
- Domestic demand environment in 3Q FY19 impacted by price volatility
 - Polymer demand up 2% YoY
 - Polyester demand down 8% YoY

Petrochemicals operations designed to capture feedstock and product mix optimization

- EBITDA improvement led largely by lower opex (de-hiring of FPSO linked to MA field)
 - Better gas realisations in domestic and US shale operations also supported earnings
- Domestic production 13.18 BCFe, down 13.9% QoQ
 - KG D6: Gas production 1.87 MMSCMD
 - CBM production 0.99 MMSCMD
 - Unit realization \$ 6.82 /Mcf, up 4% QoQ
- US shale production 20.9 BCFe, down 1.4% QoQ
 - Unit realization \$ 4.23/MCFe, up 4.2% QoQ with improved HH prices and better gas differentials

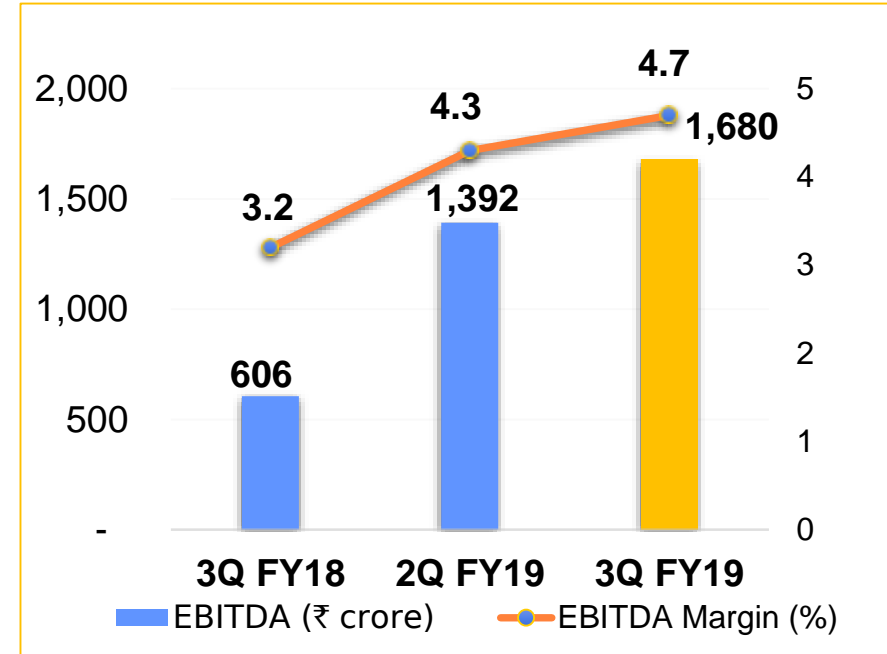


- R-Cluster development on track - first gas expected in 2H FY21
 - Drilling and Lower Completion completed for 2 wells out of 6 wells; 3rd well currently in progress
 - First offshore installation campaign underway

New development in KG D6 to provide upside by leveraging existing infrastructure

Retail Segment Performance

- Turnover at ₹ 35,577 crore, up 89% YoY, 10% QoQ
 - Revenue excl. Petro and Connectivity up 134% YoY
- EBITDA at ₹ 1,680 up 177% YoY, 20.7% QoQ
 - EBITDA margin up 40 bps QoQ
- Ubiquitous presence across 6,400+ towns and cities
 - Number of stores 9,907, 20.6 Mn. Sq.ft.
- Unparalleled operational and financial scale
 - More stores than all other organised retailers put together
 - Trailing 12 months revenue higher than all other organised retailers put together



- Over 13.9 crore footfalls in 3Q, a growth of 21% Y-o-Y across its stores
- Ajoio nearly doubled its product listings from 60,000 to over 115,000

Festive season, store additions and strong LFL driving robust growth

Digital Services Segment Performance

(₹ crore)	3QFY19	2QFY19	3QFY18
Gross Revenue	12,252	10,901	8,114
Operating Revenue	10,383	9,240	6,879
EBITDA	4,053	3,573	2,628
EBITDA Margin (%)	39.0%	38.7%	38.2%
Net Profit	831	681	504

**Gross Revenue is value of Services inclusive of GST*

- Best in class network supports unparalleled customer engagement
- 280.1 million subscribers
 - Gross adds of 32.7 million, net adds of 27.9 million
 - 8.6 bn GB data traffic; 10.8 GB/user/month
 - 71% of 4G data traffic share in Q2FY19
 - Voice consumption per sub at 794 minutes per month
 - 4.6 bn hours of Video consumption per month
- Industry leading EBITDA margins, and ARPU of ₹ 130
- JioGigaFiber – Connecting homes across 1,400 cities

Strong revenue growth with sustained customer traction



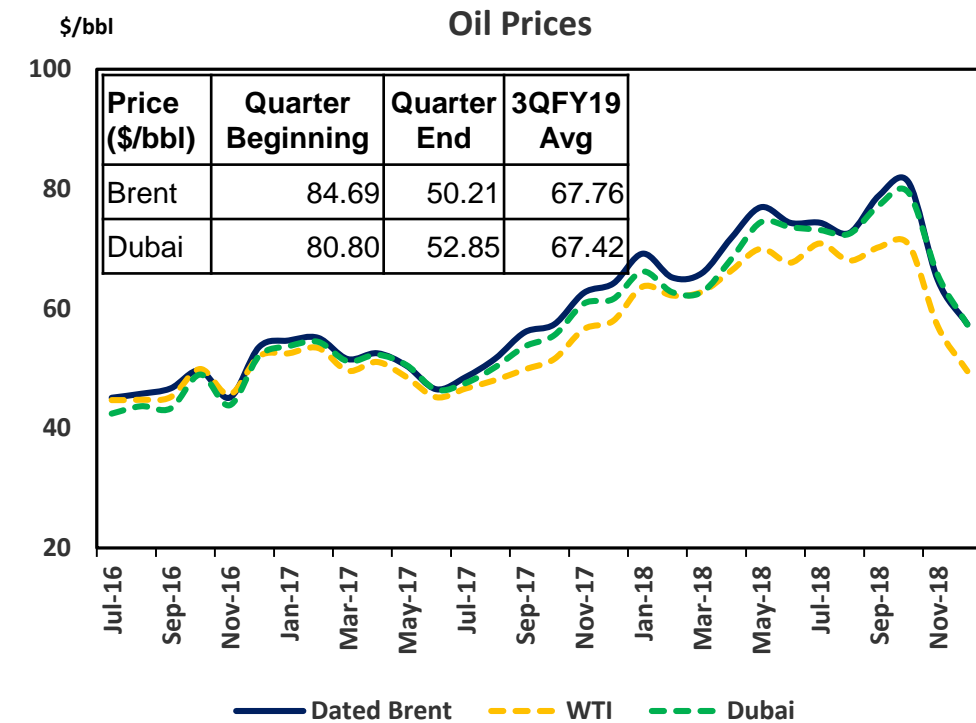
***Refining &
Marketing***

(₹ crore)	3QFY19	2QFY19	3QFY18
Revenue	111,738	98,760	75,865
GRM (\$/bbl)	8.8	9.5	11.6
EBITDA	5,849	6,094	6,962
EBITDA Margin (%)	5.2	6.2	9.2
Crude Throughput (MMT)	18.0	17.7	17.7

- Sustained \$ 4.5/bbl premium over Singapore GRM in a weak margin environment
- Crude throughput stretched and mid-distillate yields maximized to capture improvement in Middle Distillate cracks
- Optimized Light Distillate production in view of lower cracks
 - Subdued gasoline demand in key markets
- Robust growth in petro retail volumes - Gasoil by 10% and Gasoline by 25% YoY

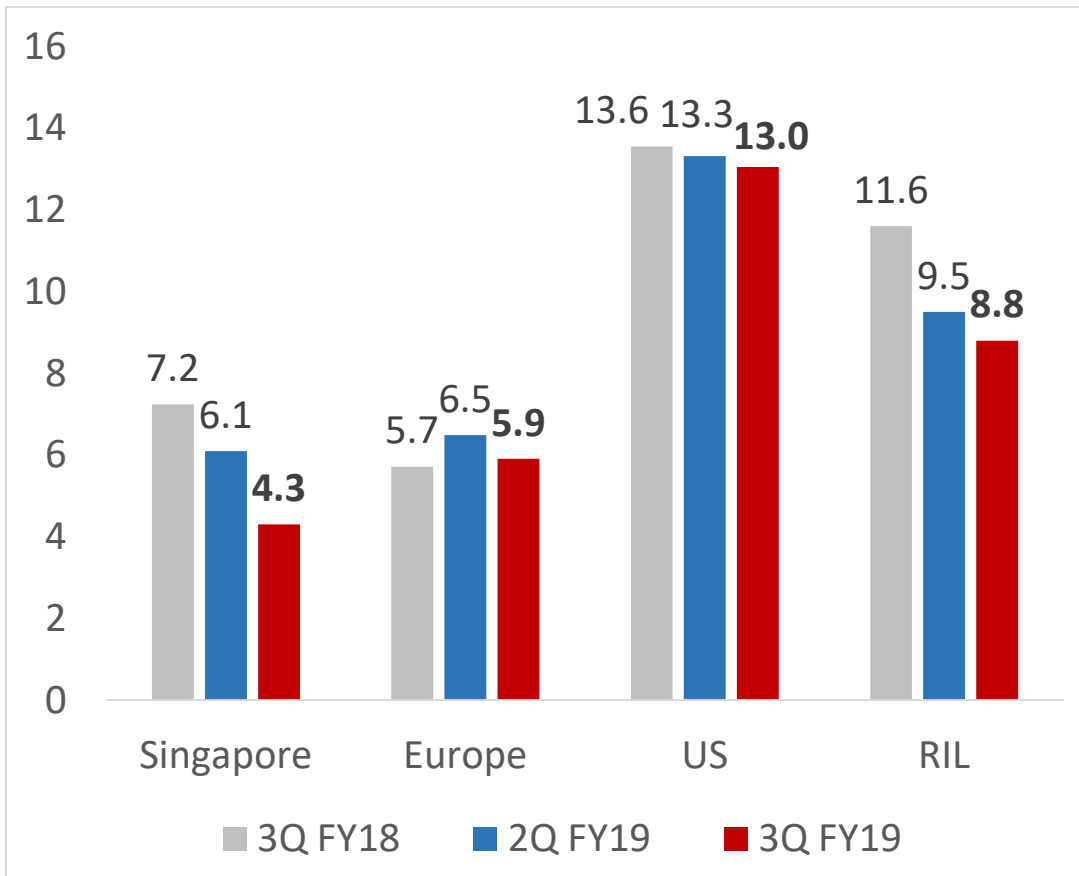
Resilient performance in challenging crude oil and margin environment

- Brent averaged \$67.8/bbl in 3Q FY19 down 10% QoQ, up 10.4% YoY
 - Saudi Arabia, US, Russia and the UAE ramped up production; loss of supply from Iran lower than expectation
 - Brent-WTI spread widened, while Brent-Dubai narrowed QoQ on the back of higher US light oil production and exports
- Global oil demand growth estimated at 1.3 mb/d in 2018
 - Firm demand growth in non-OECD Asia and US
 - Headwinds from crude volatility, lower gasoline demand and macro-economic concerns
- Middle distillate cracks supported by low inventory at key trading hubs
- Gasoline cracks lower with muted demand growth, high inventory
 - Weak car sales in key Asian markets
 - Increased exports from US and China



Demand growth impacted by trade and geopolitical tensions, dollar appreciation

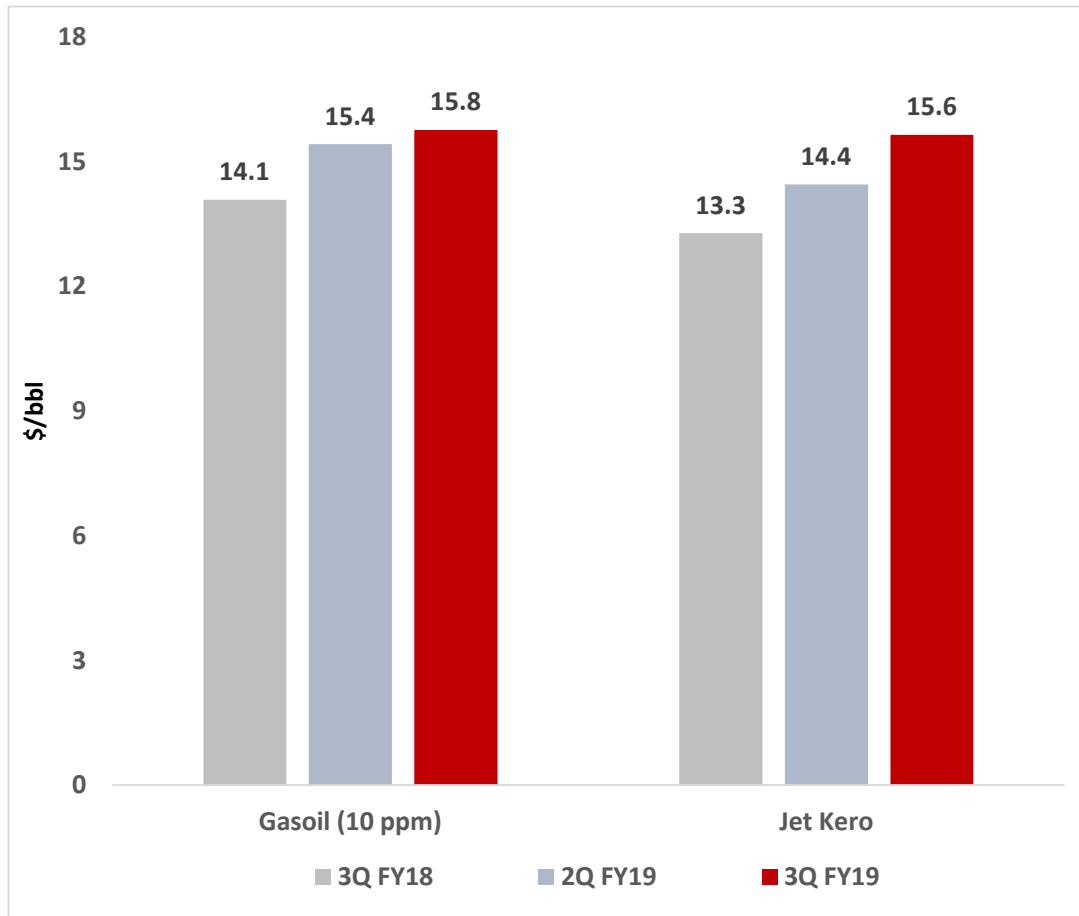
Global Refining Margins



- Singapore GRMs down on QoQ basis
 - Strong gains in fuel oil unable to offset impact of steep drop in light distillate cracks
- Europe and US refining margins weakened QoQ on the back of lower light distillate cracks partially offset by strong middle distillate and fuel oil cracks
- RIL margins benefitted QoQ with
 - Product yield optimization
 - Robust risk management
 - Firm middle distillate cracks
 - Narrowing of Brent-Dubai differentials (\$ 0.3/bbl vs \$ 1.0/bbl)

RIL's GRM of \$ 8.8/bbl, outperforming Singapore margin by \$ 4.5/bbl

Middle Distillate Cracks

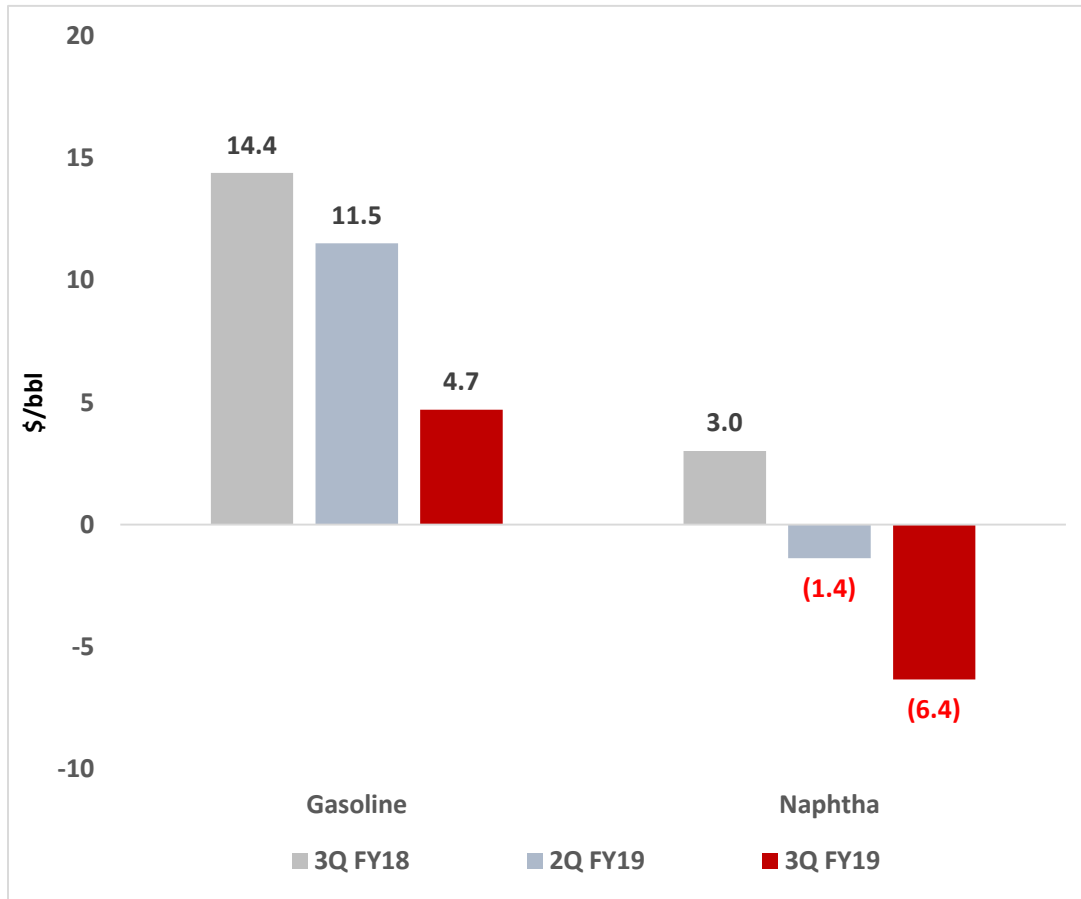


Middle distillate cracks remain supported

- Gasoil cracks held firm
 - Low inventory levels especially in the U.S. where demand growth has been strong
 - Seasonal stock draws in Europe during the quarter
- Jet/ Kero cracks upside driven by
 - Higher seasonal demand in NE Asia for winter heating
 - Strong demand growth from India and other emerging Asian economies

Middle distillate cracks remain supported with low inventory and healthy demand growth

Light Distillate Cracks

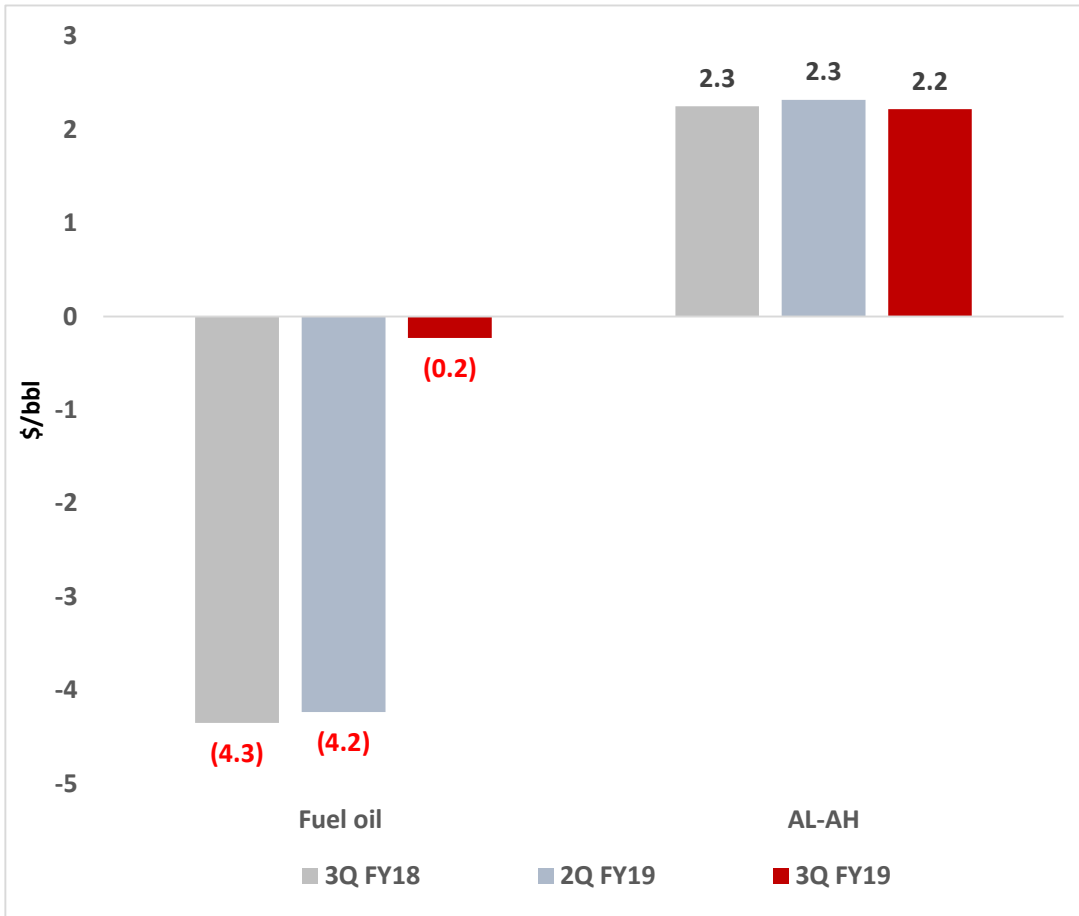


Lower Light Distillate cracks

- Gasoline cracks down \$6.8/bbl QoQ
 - Slower demand growth in major markets with record pump prices
 - Weaker car sales in China leading to higher exports
 - Seasonal declines in US demand amidst high refinery runs leading to higher exports and inventory build
- Naphtha cracks down \$5/bbl QoQ
 - Rising naphtha surplus owing to global oversupply; attractive propane/LPG cracking economics
 - Weakness in global gasoline complex reducing blending demand

Supply overhang and weak demand kept light distillate spreads under pressure

Fuel Oil and AL- AH diff



Fuel oil cracks strengthened seasonally

- Supply reduction from continuing refinery upgrades and lower Iranian fuel oil exports owing to sanctions
- Seasonally higher demand in Asia
- Lighter crude diet leading to reduced fuel oil yields

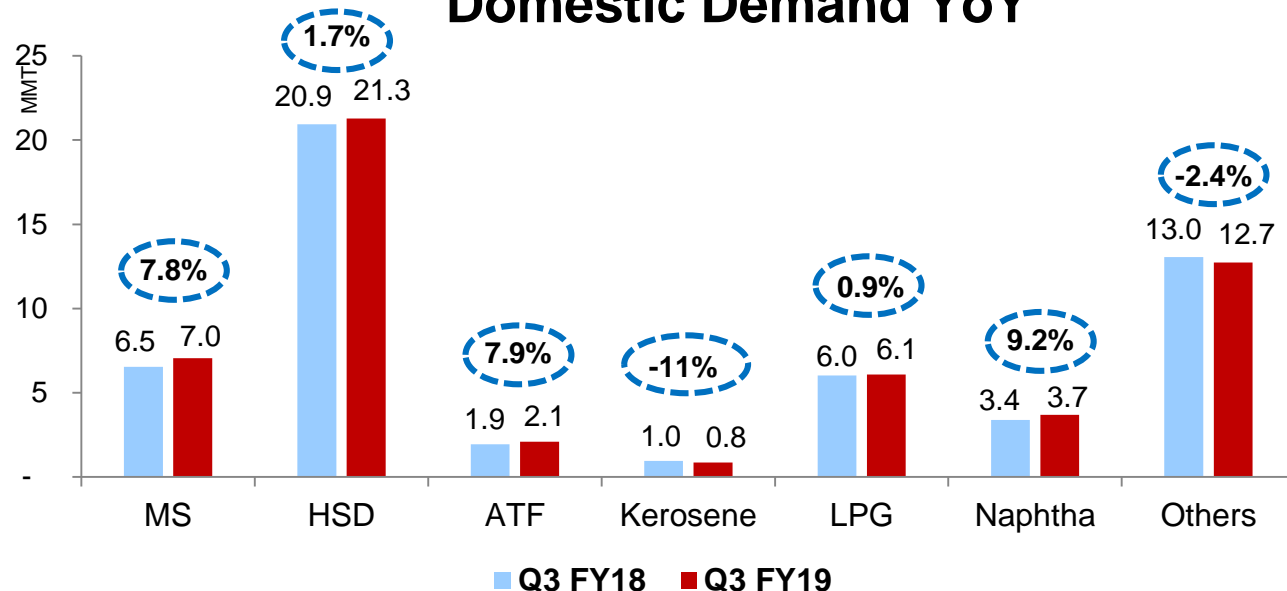
Crude differentials

- AL-AH spread remained stable QoQ
 - Weaker light distillates and stronger fuel oil cracks offset by relatively robust middle distillate cracks

Reduction in fuel oil supply outpacing decline in demand strengthening cracks

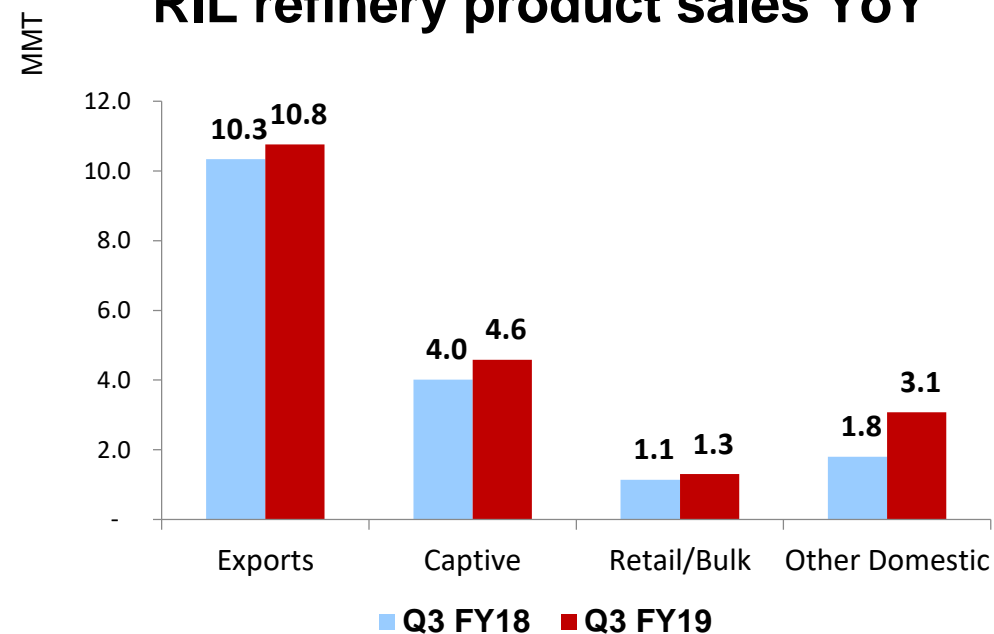
Robust Domestic Fuel Demand Growth

Domestic Demand YoY



- India oil product demand grew 1.8% in 3Q FY19 (9M FY19 demand up 2.5%)
 - Despite strong rise in fuel prices, transportation fuel showed strong demand growth
 - LPG continued to grow and replace kerosene due to switch to cleaner fuel

RIL refinery product sales YoY



- Increased petrochemical integration led to higher captive sales YoY
- Strong retail and bulk sales and higher PSU offtake on back of strong demand for transportation fuels

Indian oil demand expected to rebound with decline in retail price

Retail Outlets

- Strong retail volume growth
 - Gasoil: 10% volume growth vs. 2% for industry
 - Gasoline: 25% volume growth vs. 8% for industry
- 1355 outlets maintaining highest per pump throughput in industry

Transconnect

- Loyalty customers contribute 33% of total HSD sales
 - High volume customers clocked 33% YoY growth
 - Strong value proposition led to YoY 40% growth in Aggregator and 78% growth in Mobile Tower sales
- Healthy growth in share of Virtual Card users – 16% of TCC sales

Development

- Launch of “Qwikmart” Convenience Stores at city based retail outlets
- Awarded three new sites for setting up retail outlet in the tender floated by APSRTC

Leveraging innovative value propositions and group synergies to improve sales quality

Bulk HSD

- Volume growth of 24% YoY; Market share improved to 8%
- Well diversified customer portfolio spanning rail, STU, fisheries, mining and industries
- Maintained priority position with railways; 37% growth in non-railway business

ATF

- Volume growth of 21% YoY; Market share improved to 6%
- Growing network presence: new AFS at Coimbatore, Trichy & airline hospitality at Mangalore
- Highest ever volume in Non-Scheduled segment with 80% share at operating airports

LPG

- YoY Volume growth of 11% in Packed LPG and 34% in Propane
- Strengthening channel network in Madhya Pradesh and Maharashtra
- Developed alternate sourcing option through third party import based model

Sectoral (segments, channel and products) focus fueling volume growth

Responsiveness

- Continued to take advantage of arbitrage opportunities by sourcing US light grades and Canadian heavy grades
- Optimized opportunities for term contract with Arab Gulf / Latin American suppliers

Flexibility

- 3 new value additive American crudes added to the basket
- ATF production optimized based on the changes in re-grade during the quarter
- Maximized Middle Distillate production in view of stronger cracks

Downstream Integration

- Propane maximized in ROGC for higher value addition
- HPIB unit commissioned and stabilized for C4 value addition

Leveraging strategic advantage to sustain margins in volatile environment

- Revised bunker sulphur regulations (from 3.5% to 0.5% S) to be effective from 1st Jan 2020
- Non-availability of adequate LSFO to result in
 - Higher gasoil demand for blending/direct-use
 - Weakening of HSFO cracks as it becomes a distressed stream
- Middles distillate demand expected to remain strong and ahead of new supplies from capacity adds
- Non-compliance may be limited to pockets like local coastal movements
- Sweet-Sour crude differentials to widen; increasing refinery complexity to provide a floor to weakness in sour crude

IMO spec change to support middle distillate pool and benefit complex refiners

- Global oil demand growth estimated at 1.3 mb/d in 2018 and 1.4 mb/d in 2019 with impact of lower oil prices being offset by headwinds to economic growth and trade conflicts
- Refinery capacity addition estimated at 800 kb/d in 2018 and ~ 2 mb/d in 2019 pressurizing margins
- Crude oil prices to remain volatile on heightened geopolitical uncertainty and continued growth in non-OPEC supply
- Strong middle distillate demand growth expected on steady economic activity and seasonal heating demand in the near term
 - Switch to low sulphur bunker fuels in 2H CY19, with IMO spec change to drive medium term demand
- Gasoline cracks to remain under pressure owing to slowing demand growth and supply from new capacity
 - Support expected from yield shift during IMO implementation
- Light heavy differentials to remain narrow with increased supply of light crude from US and OPEC+ production cuts tending more towards medium / heavy crude

IMO spec change to support demand growth and refining margins in medium term



Petrochemicals

Robust Financial and Operating Performance

(₹ crore)	3QFY19	2QFY19	3QFY18
Production (MMT)	9.7	9.4	8.4
Revenue	46,246	43,745	33,726
EBITDA	9,596	9,477	7,015
EBITDA Margin (%)	20.7	21.7	20.8

- Financial performance reflecting strong volume growth and positive margin environment for key products (PX and PP)
- Robust operations leading volume growth, value maximization
 - 3Q volume growth QoQ: PE (10%), PP (9%), PX (+3%), PTA (+4%), MEG (+5%) – highest ever quarterly production of PP, PE, PX, PTA, and MEG
 - Feedstock and product mix optimization
 - Proactive sales and marketing
 - Effective product placement strategy across geographies
- Polymer chain margins showing early signs of revival
 - 3Q FY19 QoQ: PP (+20%), PE (+6%), PBR(+46%), SBR(+43%)
- Integrated polyester chain margins sustaining above 5-year average levels
 - Supported by strong PX margins (+ 12%)

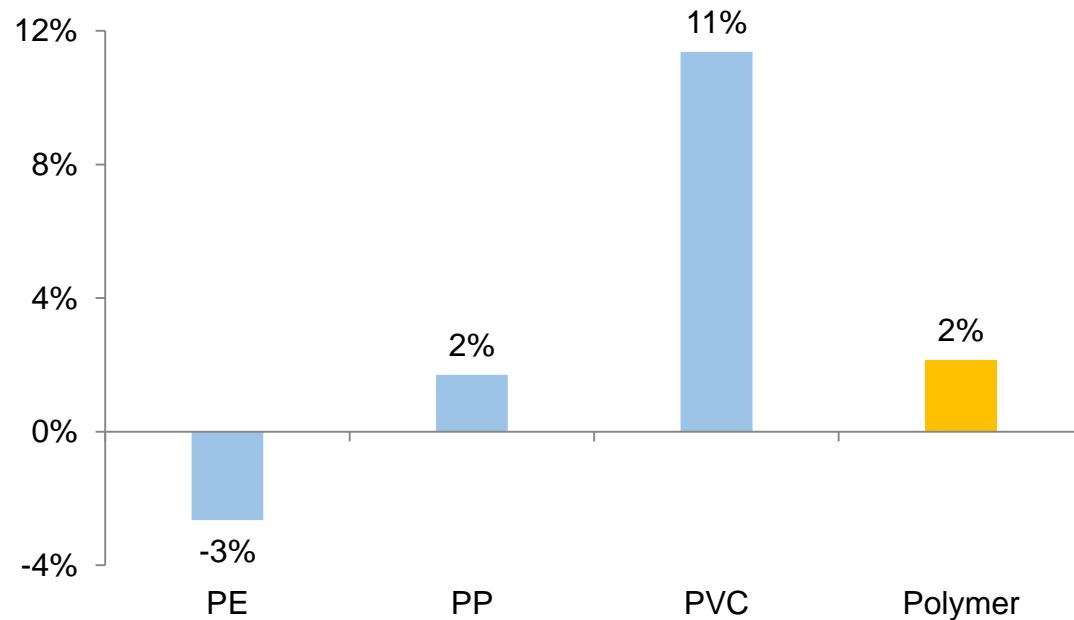
Diversified integrated portfolio and operating excellence drive earnings in volatile environment

- Naphtha prices eased in 3Q amidst falling crude prices and lower gasoline blending demand
 - 3Q Naphtha down 15% QoQ and 1% YoY
- Integrated naphtha crackers regained cost advantage over CTO capacities
- Healthy margin environment for On-purpose PDH units and Refinery integrated PP plants with low Propane and Propylene prices
- Ethylene prices softened to near 8-year-low in a well-supplied market
- Asian Polyolefin demand subdued with protracted US – China trade tensions and weakened global economic indices
 - US origin polymer cargoes being diverted to South East Asia and West Europe
- Polyester market witnessed moderate operating rates led by slower than expected downstream demand
 - Healthy PX margin and tight supply, helped sustain integrated polyester chain margins
- Overall domestic markets remained resilient despite volatile price environment
 - 3Q Polymer demand remained stable while Polyester demand down 8% YoY

Polymers



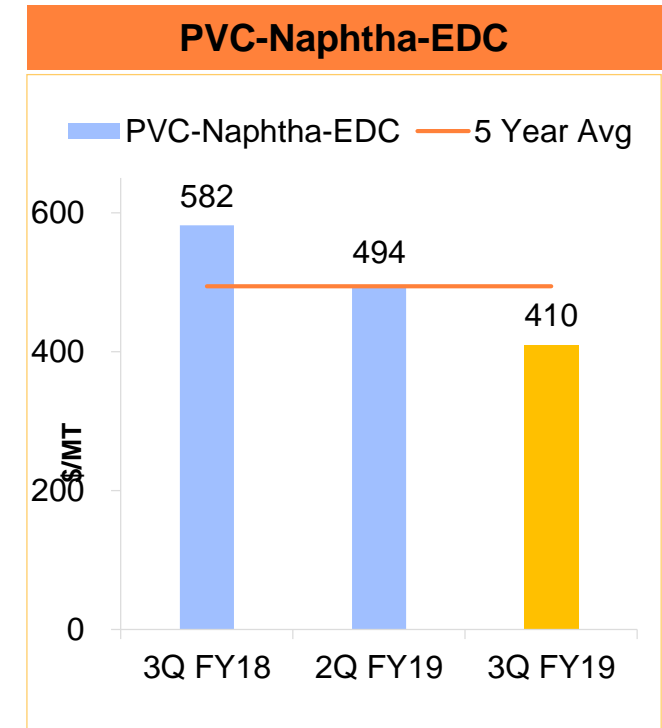
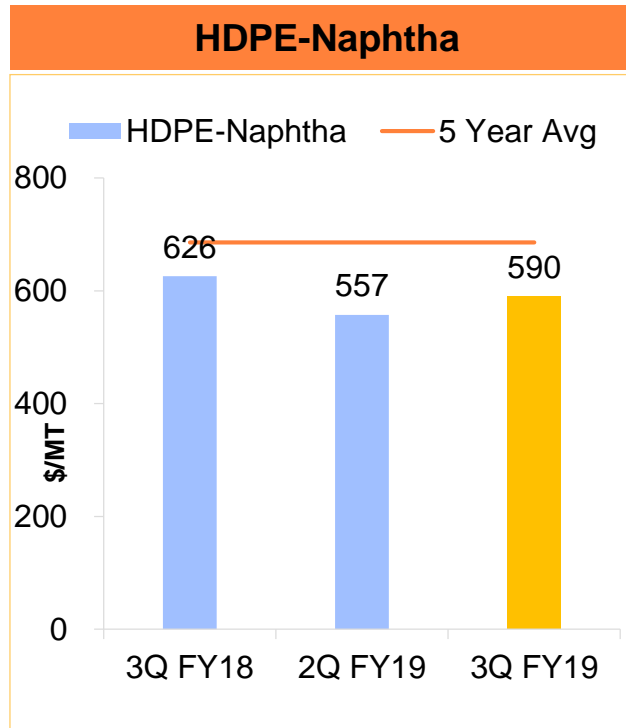
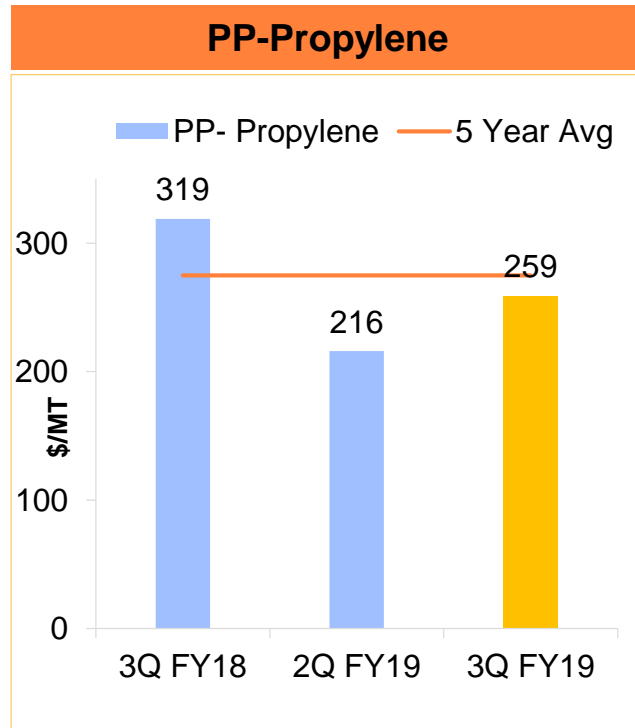
Domestic Demand Growth (3Q FY19 Vs 3Q FY18)



- 3Q FY19 domestic polymer demand up by 2% YoY (9M FY19 demand up 6%)
 - Infrastructure led cement demand growth resulted in healthy demand in Raffia sector
 - Growth of PVC demand fuelled by pipe sector with increased agriculture and construction activities
 - E-commerce boom driven by higher internet penetration in India boosting packaging sector
 - Heightened awareness and policies against single usage plastic capped PE demand growth
- Virgin polymer demand in China grew post ban of scrap plastics import

Demand growth sustained despite price volatility and policy against single usage plastic

Polymers – Margins witnessed modest gain QoQ



- PP margins recovered sharply with lower feedstock price
 - Propylene prices declined due to high global inventory and key steam crackers coming online from shutdown
- PE margins improved marginally QoQ with 15% decline in Naphtha prices
- PVC margins remained subdued with EDC prices reaching 4-year high levels

RIL Production

Production (KT)	3Q FY18	2Q FY19	3Q FY19
PP	697	698	763
PE	401	520	571
PVC	175	190	155
TOTAL	1273	1408	1489

Key Highlights

- RIL Polymer production up 17% YoY and up 5.7% QoQ
 - Continuous efforts to achieve best-in class performance across all manufacturing locations
 - Optimized operations of ROGC complex resulting in record production
 - Highest ever quarterly production of PP
 - PVC production lower due to plant shutdown for de-bottlenecking and performance enhancement activities
- Integrated supply chain ensuring on-time availability of material across the globe
 - Achieved highest ever export sales of polymers

Robust distribution network enabling global outreach of RIL's products

Feedstock

- Volatility in global crude prices likely to continue with geo-political uncertainty, trade tensions and protectionism

New Capacity

- Global cracker operating rates likely to dip with ethylene supply from North America and China; markets expected to balance by 2020-21
- Three new Ethane based cracker projects in US delayed, but near ready for commissioning
 - Ethane supply-demand likely to remain tight due to higher demand from new crackers
- Global incremental PE capacity of ~7 MMTA to come online in 2019; LLDPE supply expected to remain long
 - Incremental supply to be absorbed by growing demand in emerging economies

Demand

- Temporary truce on US – China trade tension likely to revive polymer demand in Asia
- India polymer demand sustaining healthy growth following higher Govt. expenditure and growth in key economic indices

Polyester Chain



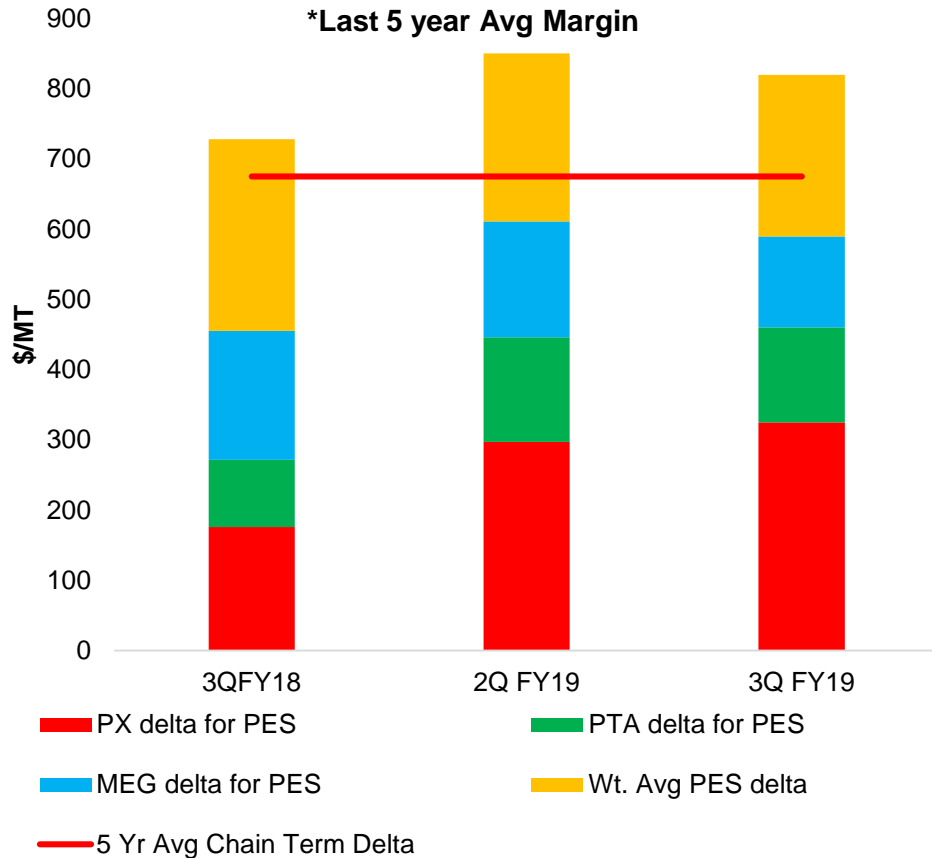
Demand

- Slowdown in Chinese economy and industrial output impacted polyester and textiles markets
 - Business in Canton Trade Fair recorded a dip from prior year event - first time in a decade
- PET markets seasonally slower
- Indian polyester markets slowed inline with global trends and downstream liquidity issues
 - RIL continues to maintain market share through efficient marketing and product mix
 - Govt. of India increased Duty Drawback on certain textile products and extended interest subsidy to merchant exporters

Margin Environment

- PX margins healthy amidst supply tightness and robust demand in China
- PTA markets impacted by decline in prices, however, margin continues to be above 5-year average levels
 - Producers opted to cut production to sustain margins, may lead to further consolidation
- Polyester chain margin sustains above 5 year average, RIL benefits from new cost-competitive capacities and integrated operations

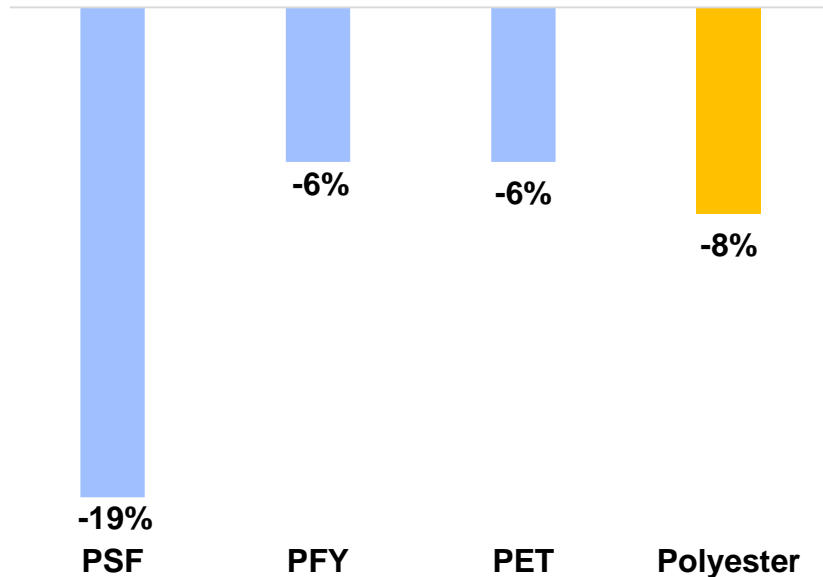
Integrated Polyester Margin



- Overall polyester markets remained weak due to:
 - Slump in crude oil and Naphtha prices impacting sentiments
 - US-China trade tensions resulting in slower growth in China
 - Falling prices resulting in inventory destocking
- PX margins firmed up with tight supply and weak naphtha prices
- MEG margins declined with weak downstream demand and new supply

Chain margins sustain above 5 year average, continue to favor RIL

Domestic Demand Growth (3Q FY19 vs 3Q FY18)



- Polyester demand recorded negative growth of 8% YoY due to limited downstream buying (9M FY19 demand up 6%)
- Global volatility, cautious downstream operations and liquidity crunch impacted polyester demand
 - Buyers averted purchases in a falling market and consumed stocks accumulated last quarter
 - Virgin PSF demand slowed due to replacement by recycled PSF
- RIL maintained its market share through efficient product mix and placement
- PET demand declined seasonally with colder weather in Northern Hemisphere

RIL continues to be reliable supplier with integration advantage

Polyester Chain – Operational Highlights

Production (KT)	3Q FY18	2Q FY19	3Q FY19
PX	975	1124	1159
PTA	1157	1215	1257
MEG	367	415	438
TOTAL	2499	2754	2854

Production (KT)	3Q FY18	2Q FY19	3Q FY19
POY	272	279	256
PSF	177	172	153
PET	290	289	288
TOTAL	739	740	697

- Fibre intermediates production rose 4% QoQ basis
 - YoY production up 14% reflecting optimum utilisation of additional capacity
 - Highest ever quarterly production of PX, PTA and MEG
- Polyester production dropped 6% QoQ due to planned plant maintenances during mid-quarter

RIL maintained its domestic market leadership

- Global textile industry dynamics will be influenced by outcome of the US-China trade dispute, particularly after the end of the 90-day truce period
- Textile and polyester market to be guided by revival of Chinese demand around the Lunar New Year
- Balanced demand-supply growth in PX to support operating rates and margin in the near term
- PTA industry to witness few restarts, while rationalization of other units would support sentiments
- MEG market expected to be weak amidst anticipation of capacity additions
- PET demand expected to revive next quarter ahead of Lunar Holidays. Easing of raw material cost to support PET prices and margins.
- Cotton prices to be supportive due to tight markets and strong exports



Oil & Gas

Domestic E&P - Production Update

3Q FY19 (JV Production)	KG D6	Panna Mukta	CBM
Gas Production (Bcf)	6.08	13.47	3.21
Oil Production (mmbbl)	-	1.08	-
Gas realization (\$/mmbtu)	3.36 (GCV)	5.73 (NCV)	8.53(GCV)
Oil realization (\$/bbl)	-	72.68	-

Note: RIL share of total domestic production at 13.18 BCFe

KG D6

- Average gas production at 1.87 MMSCMD. Only D1-D3 field is operating, post closure of MA field.

Panna Mukta

- Average production of gas at 4.1 MMSCMD and oil at ~11,700 BOPD
- Lower production due to natural decline

CBM

- Average production rate 0.99 MMSCMD

KGD6

- R-Cluster Development on track for first gas in 2H FY21
 - Drilling and Lower Completion completed for 2 wells out of 6 wells and 3rd well currently in progress
 - First offshore installation campaign underway
 - Engineering and fabrication on track
- Satellite Cluster - All major orders committed. Project related activities commenced during the quarter
- MJ Development – Bid Evaluation for major long lead items including FPSO underway

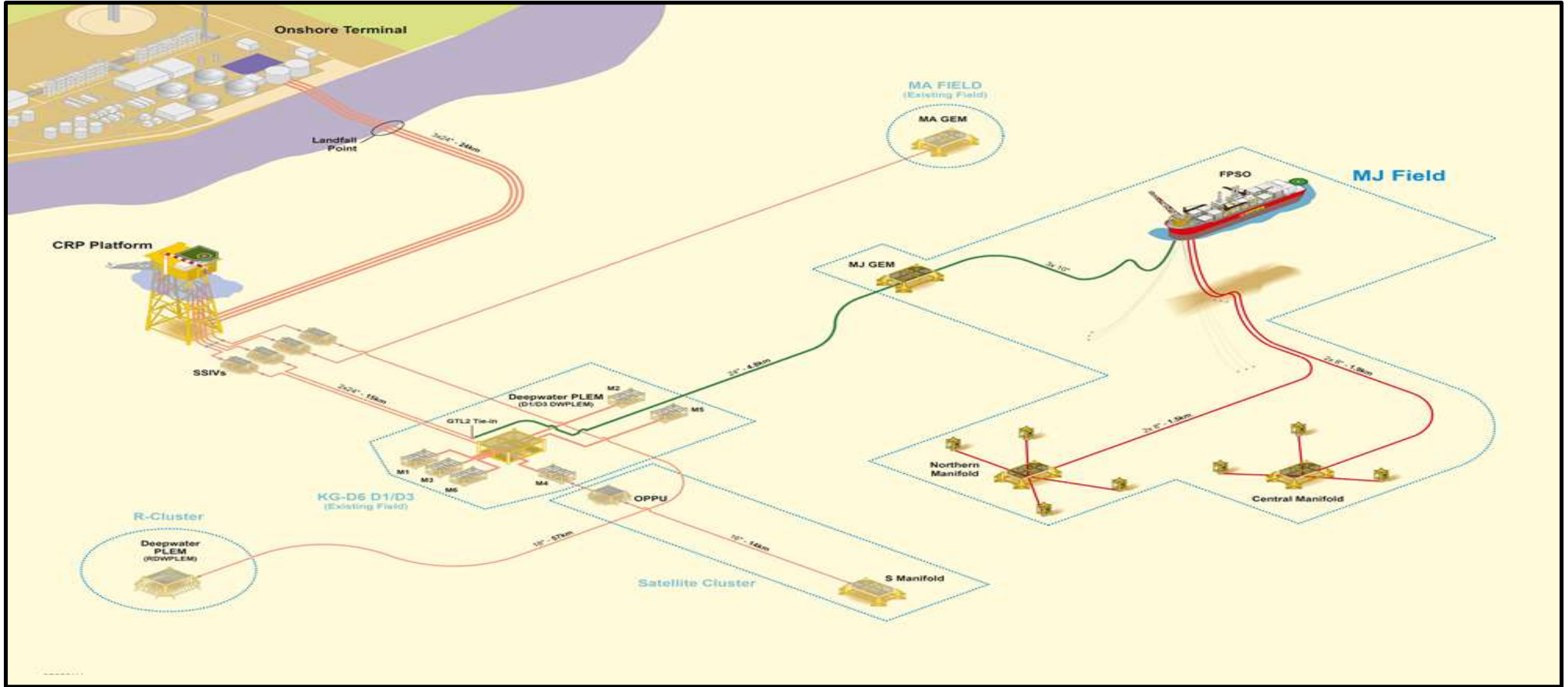
CBM

- Phase-II activities - Civil works for Gas gathering station, priority well locations and pipelines underway

Other Blocks

- CB10 - Assignment of 70% Participating Interest (PI) of RIL to Sun Petro approved by MoPNG

KGD6 Future Projects - Schematics



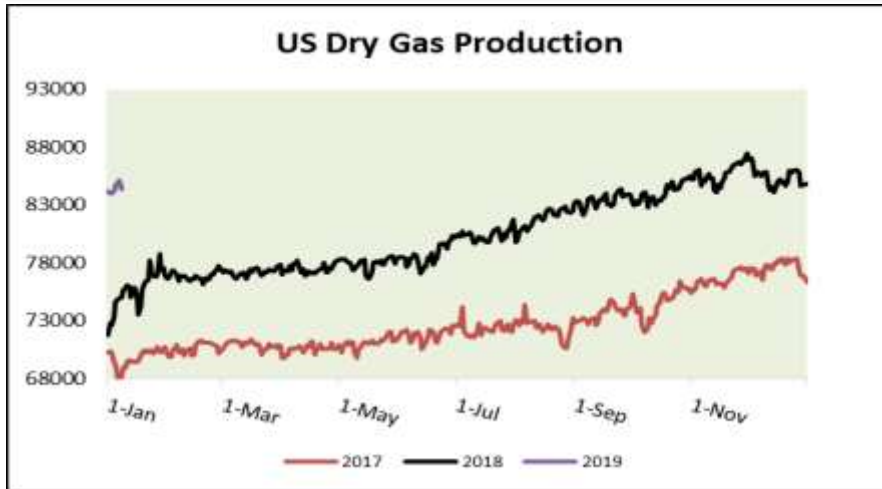
Integrated Development Approach utilising existing infrastructure

Oil & Gas

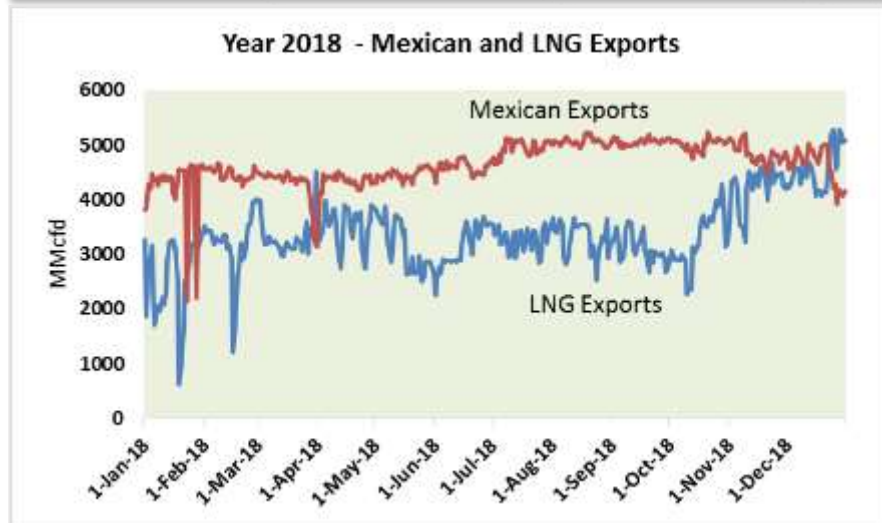
Shale Gas

Price Environment: US Natural Gas

US NG Production Trends



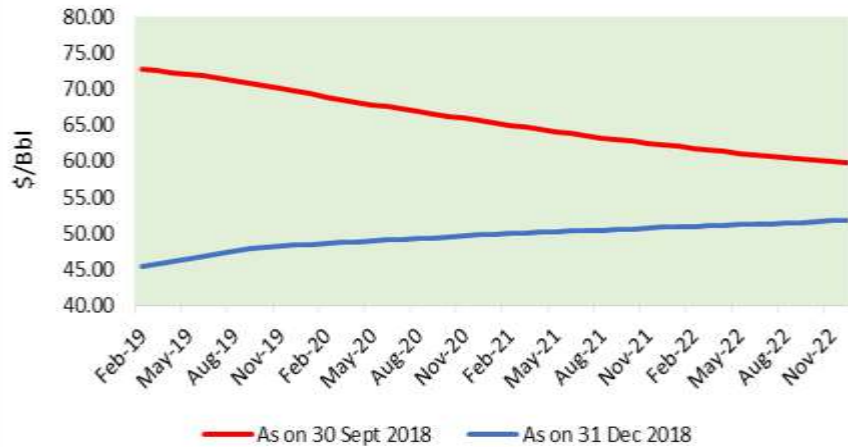
Natural Gas Export Trends



- Dry Gas production at 85.0 Bcf/d, up 3.2 Bcf/d QoQ.
 - 3Q FY19 avg. HH Gas prices at \$3.64/MMBtu, +26% QoQ
 - Marcellus differentials (discount) to HH improved 10% QoQ at (\$0.47)/MMBtu
- Exports to Mexico lower 2.4% Q-o-Q and averaged ~4.8 Bcf/d
- LNG exports increased 25% Q-o-Q and averaged 4.0 Bcf/d. Commissioning activities on new LNG terminals at US gulf coast increased peak LNG feed gas to 5.4 Bcf/d during the quarter.
- Gas in storage at 2,705 Bcf; 560 Bcf below 5 Year average
 - Inventory optics bullish, however, milder winter weather forecast may help inventory narrow the deficit
- Severity of balance winter to drive near term HH prices
 - Early HH price spikes and increased volatility due to colder weather; however, prices lower now due to milder weather

Price Environment: WTI, NGL and HH

Forward Curve - WTI



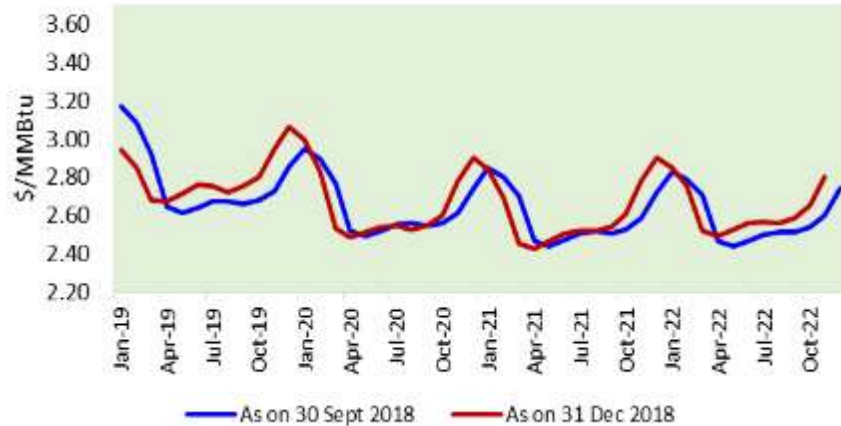
WTI / NGL

- Q-o-Q WTI average lower by ~\$10.1/bbl at \$59.43/bbl in FY3Q'19
- Increasing US Production and US waivers on Iranian sanctions resulted in market to sell-off in November
 - US oil production at 11.5 MMbbl/d, up ~400 Kbpd QoQ
- Forward curve lowered drastically QoQ
- NGL basket price was down 22% QoQ at \$26.1/bbl, on back of lower WTI prices and burgeoning supplies of NGLs
- Ethane demand supported by increased consumption at new crackers; lower WTI and Propane prices dampen Ethane demand

HH

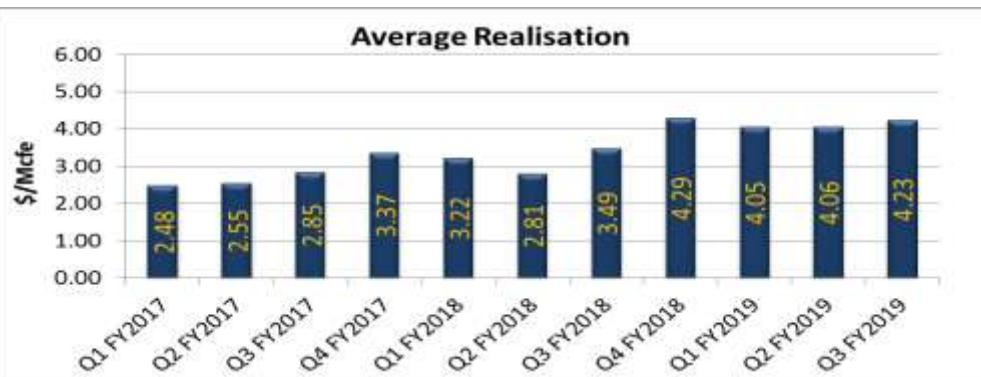
- Near term HH prices will be determined based on how winter spans out in the remaining 3 months

Forward Curve- Henry Hub

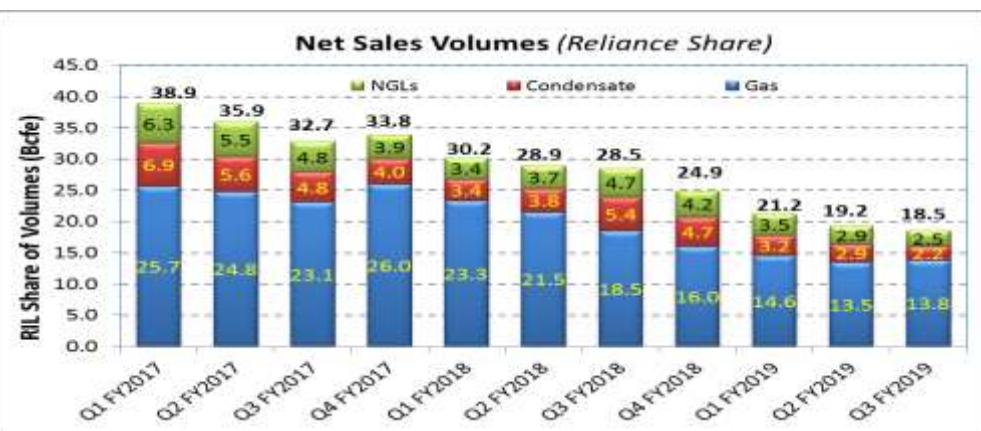


Business Performance Highlights

	3Q FY19	2Q FY19	3Q FY18	% Chg vs. 3Q FY18	9M FY19	9M FY18	% Chg vs. 9M FY18
Production (Bcfe)	20.9	21.2	32.4	-35%	65.9	100.6	-34%
Revenues (\$ MM)	78	81	98	-20%	246	272	-10%
EBITDA (\$ MM)	-1	13	32	-	31	69	-55%



- Blended realization higher by 4% driven by improved HH and better gas differentials
- Realizations up 21% YoY on improved WTI/HH, better differentials
- Volumes lower by 1% QoQ due to natural decline largely offset by new wells put on line during the quarter on non operated areas
- Momentum in drilling and completion activities continued:
 - At Chevron 5 wells drilled; 2 rigs deployed on JV operations
 - 1 well drilled with the 1 rig deployed in Pioneer JV.





*Reliance
Retail*

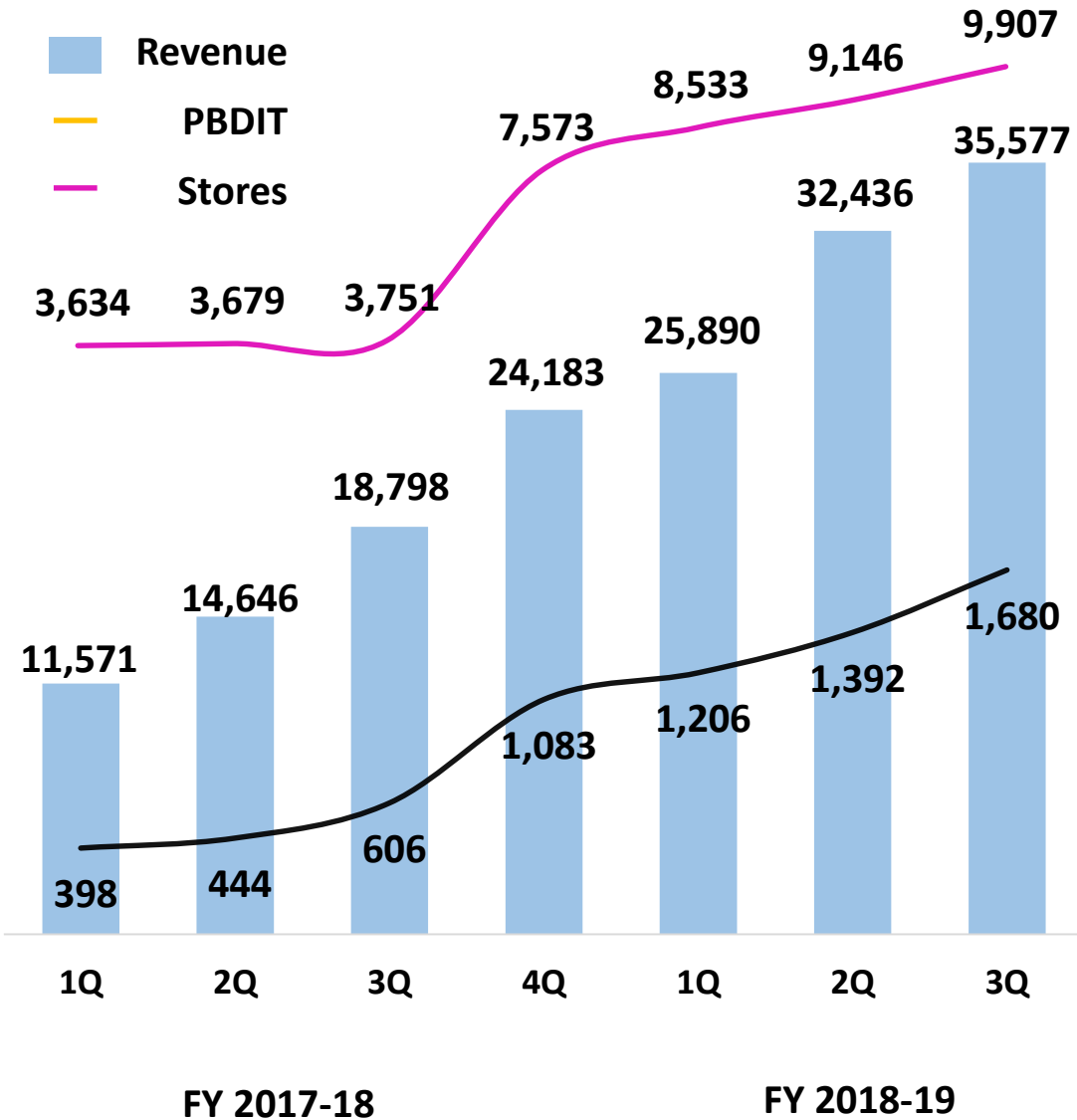
- 3Q FY19 Revenues at ₹ 35,577 crore, up 89% Y-o-Y and 10% Q-o-Q
- 3Q FY19 EBITDA at ₹ 1,680 crore, up 177% Y-o-Y and 21% Q-o-Q
 - EBITDA margin of 4.7% vs 3.2% last year
 - Core Retail EBITDA margin at 7.2% vs 6.1% last year
- 9M FY19 Revenues at ₹ 93,903 crore, surpassing FY18 full year revenue by 36%
- 9M FY19 EBITDA at ₹ 4,278 crore, 1.7x FY18 full year EBITDA

Record breaking performance

- Registered 139 million footfalls during the quarter, a growth of 21% Y-o-Y
- Extended physical store presence to 6,400+ cities across India
- Added 780 store (1.1 mn sq. ft), now operate 9,907 stores covering ~ 21 million sq. ft of retail space
- Over 104,000 people employed
- **Reliance Retail operates more stores than all major organised retailers put together**
- **Trailing 12 months revenue higher than all major organised retailers put together**

Retailer of global scale

Reliance Retail's Growth Journey



Revenue growth of

102% CAGR*

Amongst the world's fastest growing retailers in terms of revenue & store expansion

* 2 year CAGR

Birds' Eye View of Reliance Retail's 3Q FY19 Performance



139 million

Footfalls across all stores;
growth of 21% Y-o-Y

75 million

Web visits on AJIO;
growth of 56% Y-o-Y

3 million

AJIO app downloads;
growth of 14% Y-o-Y

31 million

Customer footfalls at Trends;
growth of 28% Y-o-Y

> 1.3 Lakh

TVs sold;
growth of 27% Y-o-Y

> 1.6 Lakh

MT of groceries* sold;
growth of 29% Y-o-Y

394 million

Litres of Diesel sold at COCOs;
growth of 16% Y-o-Y

115,000+

Products listed on AJIO;
growth of 76% Y-o-Y

104,000+

People strength;
growth of 14% Y-o-Y

Growth Across All Key Indicators

Key Performance Highlights

All Figures in ₹ Crore

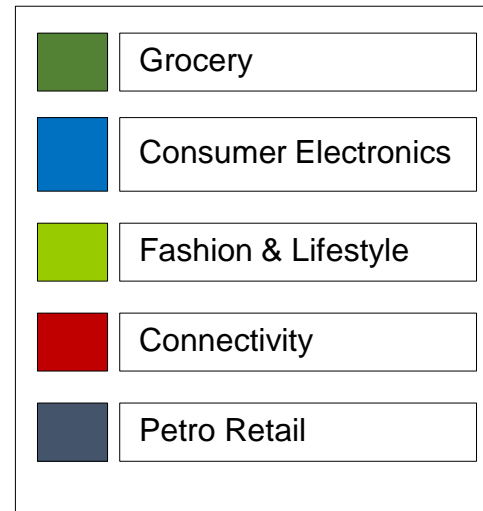
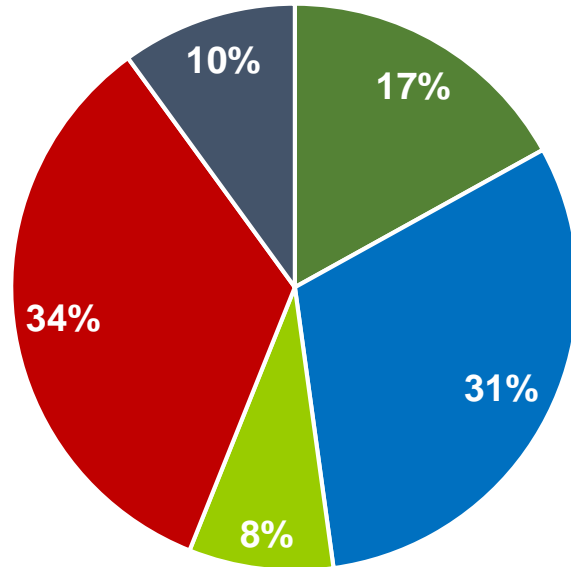
3QFY18	Metric	3QFY19	2QFY19	% Change wrt 2QFY19	% Change wrt 3QFY18
18,798	Segment Revenue	35,577	32,436	9.7%	89%
606	EBITDA	1,680	1,392	20.7%	177%
3.2%	EBITDA Margin %	4.7%	4.3%		

- Reliance Retail received over 57 million footfalls across stores during the Diwali festive period representing a growth of over 25% y-o-y¹ resulting in high double digit LFL revenue growth
- Formed a strategic partnership with Disney to develop and market co-branded (Disney & Reliance own brand) SKUs across various categories such as food, fashion, toys and much more.
- Reliance Brands announced a partnership with Williams-Sonoma, to bring Pottery Barn, Pottery Barn Kids and West Elm to India

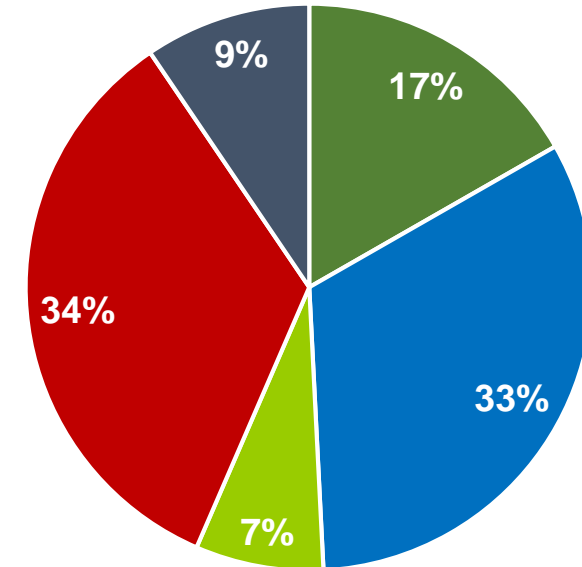
Robust Growth in Revenues and Profits

Contribution from Consumption Baskets

Revenue Mix – 3Q FY19



Revenue Mix – 2Q FY19



Store Presence as on Dec 31, 2018



Reliance Retail Store Count by Region*

	Dec 31, 2018	Mar 31, 2018
North	2,278	1,740
South	2,687	2,130
East	2,230	1,635
West	2,712	2,068
Total	9,907	7,573

Unprecedented Reach: Covers 98% of the country

*Does not include Petro Outlets

- 100 stores added across fashion & lifestyle consumption basket
- Trends witnessed strong growth backed by largest network of stores and 48% revenue growth during the comparable Diwali period¹
 - Added 17 small town Trends stores penetrating in to Tier 3/4 towns²; all stores delivering strong performance
 - Own Brands contribution at 71%
 - Retail 250+ external brands such as Adidas, Pepe Jeans, Peter England, W, Aurelia, Lakme, Gini & Jony etc.
- AJIO continues to drive customer traction³
 - Launched AJIO Gold, a collection of premium & luxury brands

10 Trends own brands with annual turnover > **Rs 100 crore** of which **4 brands > Rs 500 crore**



Largest Network of Stores by a Fashion Retailer in India

Performance Highlights – Fashion & Lifestyle (2/2)

- Reliance Brands launched new multi-brand store ‘The White Crow’
 - Featuring brands like Diesel, Marc Jacobs, Onitsuka Tiger, etc.
- Reliance Jewels crossed a milestone of 100 doors, now operates 109 stores / SIS across 57 cities
 - Won Innovative Marketing Campaign of the Year 2018 Award¹



The White Crow: Destination for World’s Finest International Brands

Partner of Choice for Global Fashion Brands



BALLY

BOTTEGA
VENETA



BURBERRY



DIESEL

Dune
LONDON

EMPORIO ARMANI

Ermenegildo Zegna

flormar



GrandVision 



JIMMY CHOO

BOSS
HUGO BOSS

hunkemöller

ICONIX
BRAND GROUP, INC.



MARKS &
SPENCER

mothercare



MICHAEL KORS

MUJI
無印良品



Paul Smith



PINK
THOMAS PINK
JERMYN STREET LONDON



POTTERY BARN
pottery barn kids

REPLAY ROXY 

Salvatore Ferragamo

STEVE MADDEN

Superdry
超乾燥(しなさい)



SCOTCH & SODA
AMSTERDAM COUTURE

TUMI


Villeroy & Boch
1748

west elm

Performance Highlights – Consumer Electronics

- Consumer electronics store network continues to grow rapidly
 - Added 21 Digital stores and 640 Jio Stores
- Robust growth in retail revenues driven by
 - Rapid store expansion
 - Healthy growth in festive season footfalls and 31% revenue growth during the comparable Diwali period¹
 - New brand introductions in wireless phones (OnePlus, Realme, Poco) enabling growth in mobile phones



Strong growth driven by robust customer demand

Performance Highlights – Consumer Electronics

- Wide portfolio of own brands across segments and categories offering aggressive opening price points
- Offers over 200 national and international brands
- Reliance Digital received awards for excellence
 - Gold for Grand Prix Award for the Most Admired Brand of the Year¹
 - Silver for Excellence in Brand Awareness¹

SONY



OPPO



HITACHI



Haier



SAMSUNG

VIVO

Lenovo

acer

VOLTAS

Panasonic



Winning portfolio of owned, national & international brands

Performance Highlights - Grocery

- Grocery category witnessed robust growth:
 - 53% revenue growth during the comparable Diwali period¹ driven by upbeat customer demand
 - Robust growth across Staples, Home & Personal Care, Confectionery & Snacks and General Merchandise
 - 10 SMART and 7 Fresh stores were launched during 3Q; Now operate 539 Fresh, SMART and Qwikmart stores
- Cash & Carry business saw strong growth backed by growth in business with Kirana & Horeca members



Value proposition, assortment, superior shopping experience led to strong sales

Performance Highlights - Petro Retail Owned Outlets

- 514 owned retail outlets operational as of Dec 31, 2018
 - Recommissioned 2 outlets during the quarter
 - Witnessed strong volume growth across petroleum products
- Ongoing initiatives to drive ROs operational efficiencies
 - Clean and Pure Fuel being piloted at 10 locations
 - Electro-mechanical locking solutions for in-transit security of product and their VTS application



Continues to deliver higher throughput than industry average

- Retail continues to double revenue
- Healthy festive season sales and new store openings resulted in another robust quarter
- Well balanced growth across all consumption baskets, driven by growth in footfalls and bill values
- ~3x growth in profits, EBITDA and Net Profit
- Core Retail EBITDA margins improves to 7.2% vs 6.1% same period last year
- Invest in store network and core capabilities to consolidate leadership



Reliance Jio

Best in class network supports unparalleled customer engagement

280.1 million

Subscribers

32.7 million

Gross adds in Q3

Rs 10,383 crore

Operating Revenue up 51% YoY

Rs 4,053 crore

EBITDA up 54% YoY

794 mins

Per Capita Monthly Voice usage

10.8 GB

Per Capita Monthly Data usage
stays healthy

Rs 130

Industry Leading ARPU

39.0%

EBITDA Margin up 80bps YoY

71%

4G data traffic share in Q2FY19

0.6%

Lowest monthly churn

Rs 2,369 crore

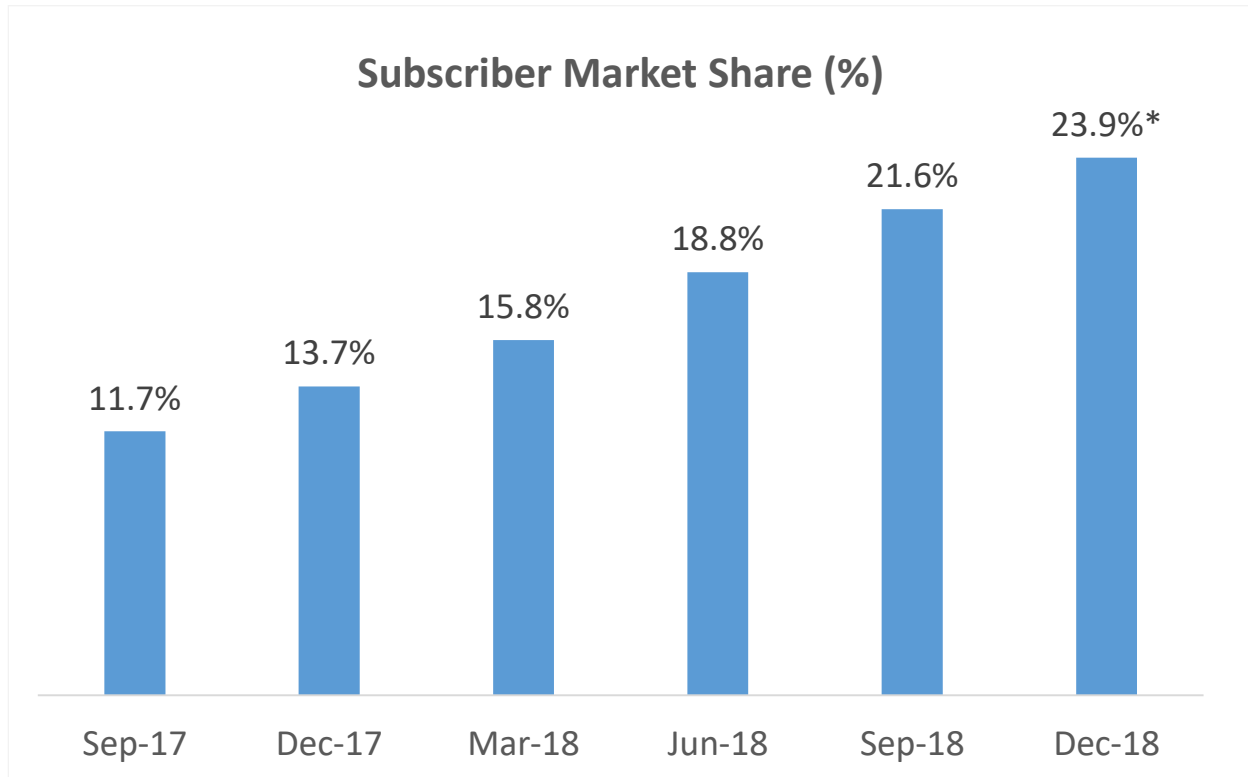
EBIT up 65% YoY

Rs 831 crore

Reported PAT up 65% YoY

Industry leading operating and financial metrics

Jio's mission is to connect everyone and everything, everywhere – always at the highest quality and the most affordable price



Source: TRAI; Note: * estimate

Best in class Network Performance

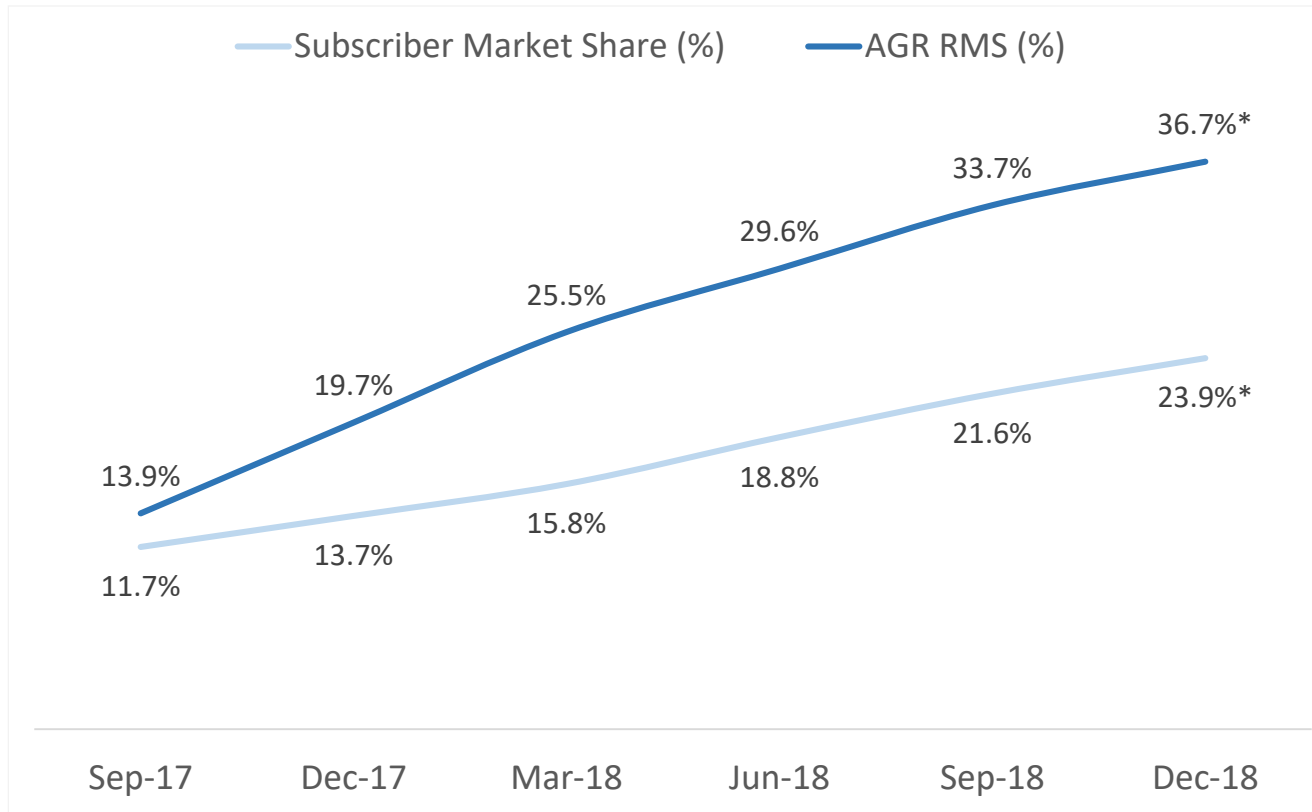
Simplified Tariff Structure across customer strata

Best Value Offering

Efficient Sales Channel successfully transitions to new digital onboarding process

Sustained momentum in subscriber growth

Revenue share well ahead of Subscriber share



Source: TRAI; Note: * estimate

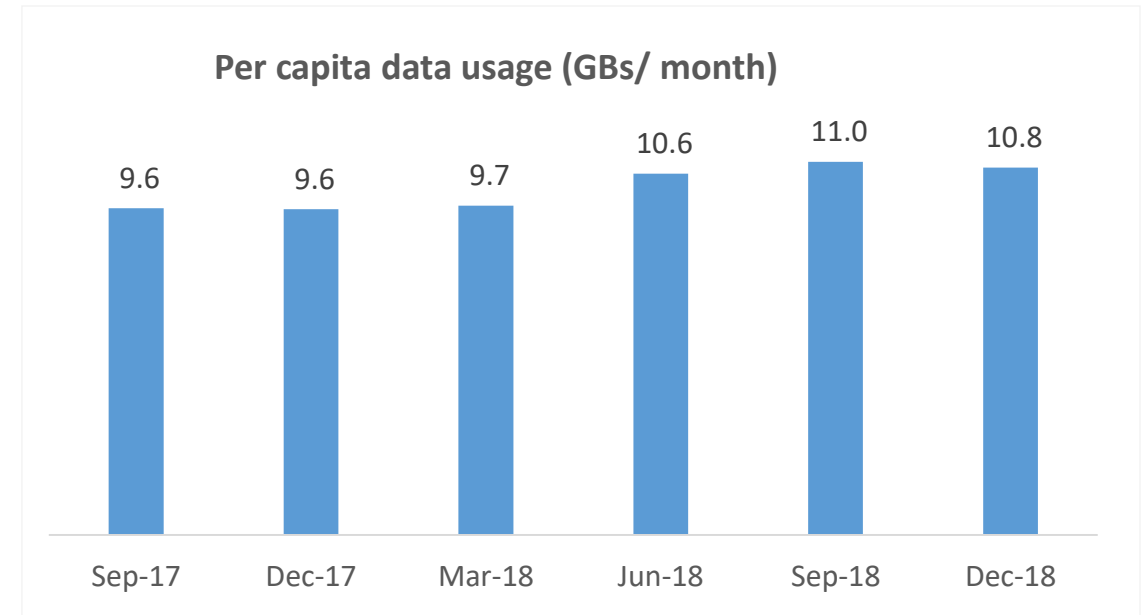
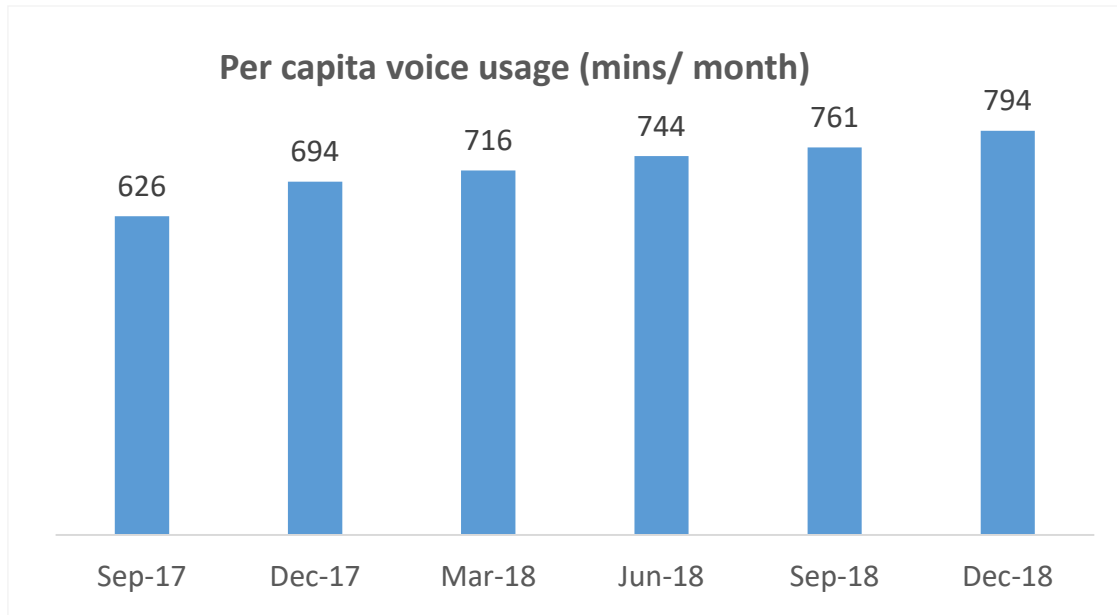
Jio is the **Primary SIM** as reflected in per capita voice and data usage

Higher share of **Smartphone users**

JioPhone users see value in data offering

All translating to **Industry Leading ARPU**

Consistently gaining market share

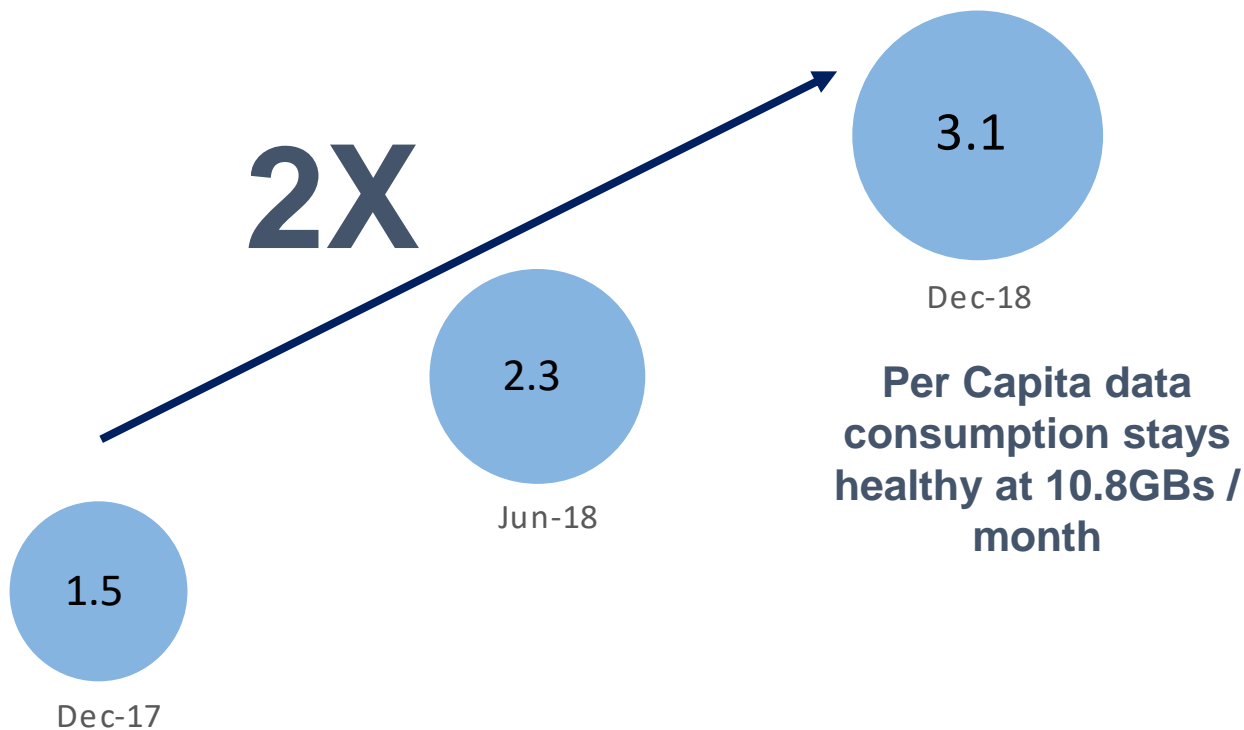


- Industry leading MoU of 794 mins/ month and per capita data usage of 10.8GB/ month
- Strong adoption by all customer segments
- Affordable tariff plans, widest & seamless 4G coverage, best in class use cases

Customer engagement metrics have sustained on a large base

Jio is now a 3 Exabyte Network

Monthly Data Traffic (EBs)



Live-TV, VoD & Music

Multi-media content

Social Media

E-Commerce

Largest fiber optic backhaul supports highest traffic per eNodeB

Note: Exit month traffic data

Unparalleled back-end infrastructure & affordability

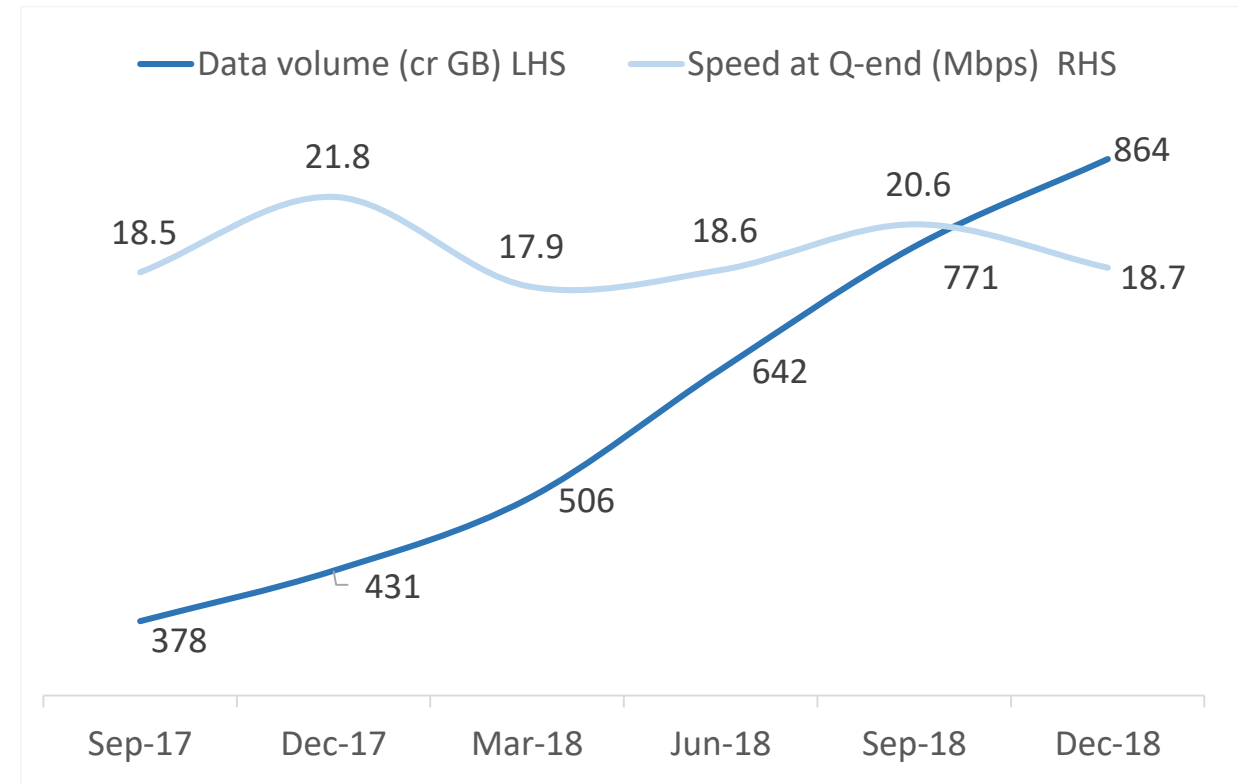
All IP Network with largest fibre optic backhaul

Lowest call drop rate & improving every quarter

Data network rapidly scaling up with steady performance metrics

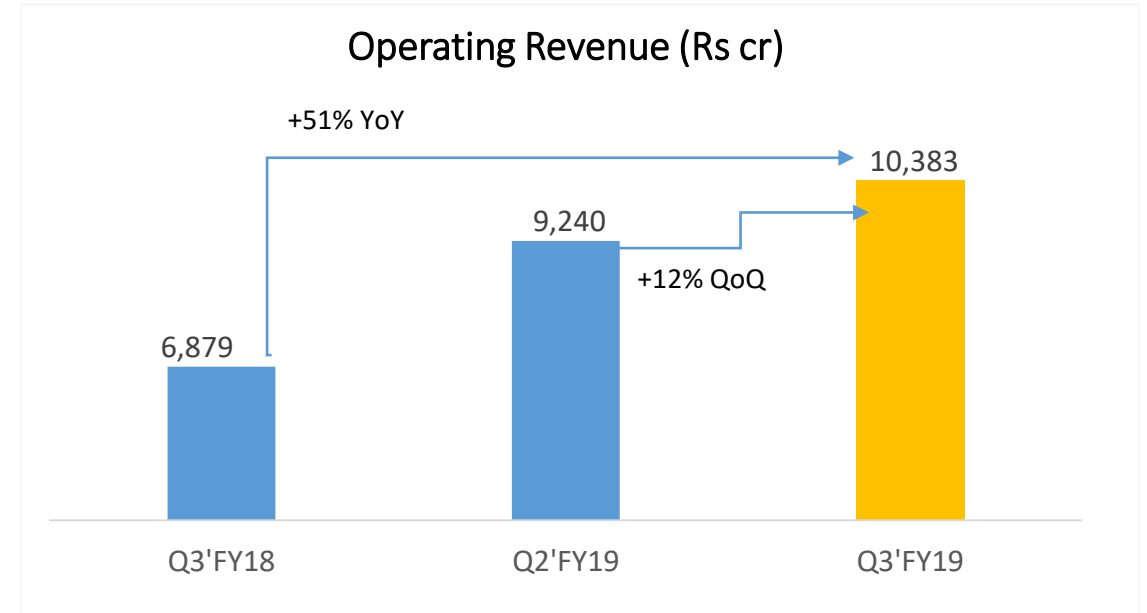
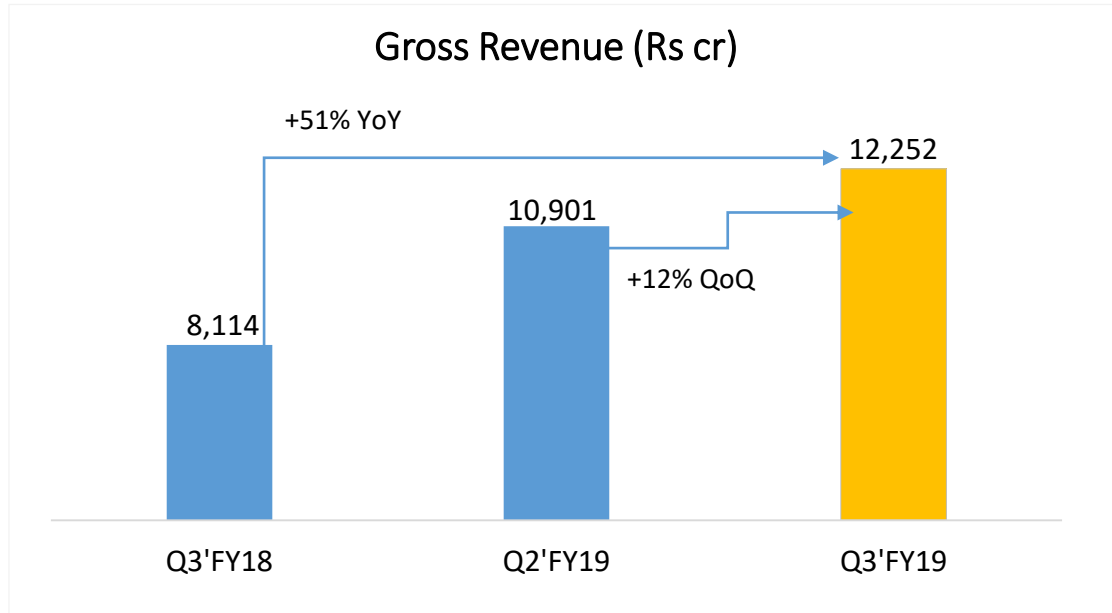
Carrier aggregation & Small Cells for better coverage and capacity

Network scaling up with sustained performance



Source: TRAI for average data speed data

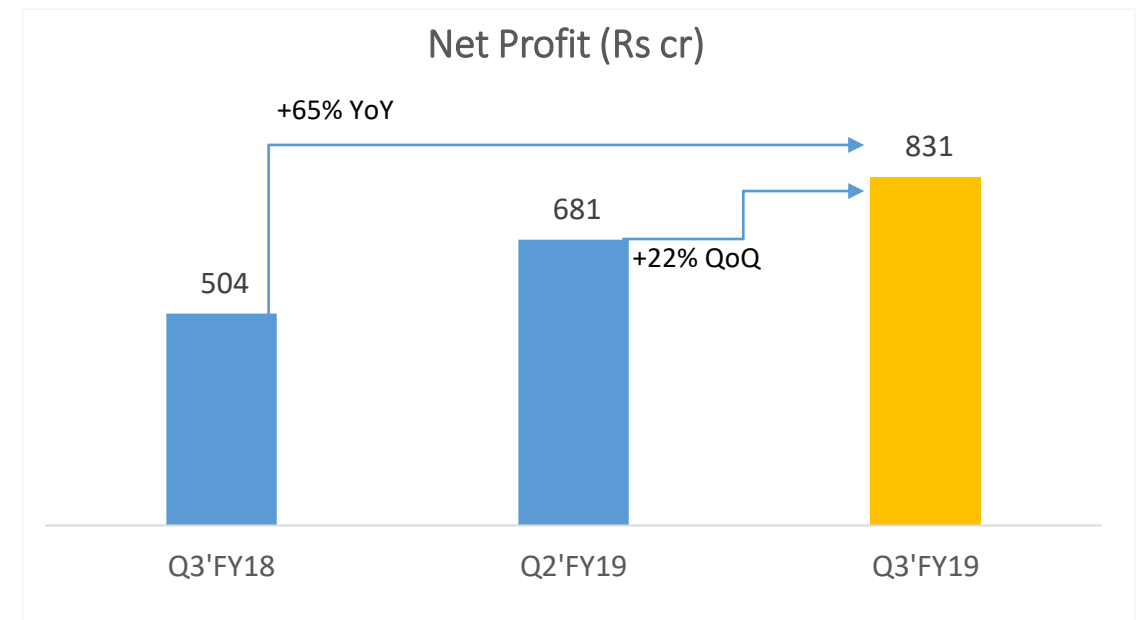
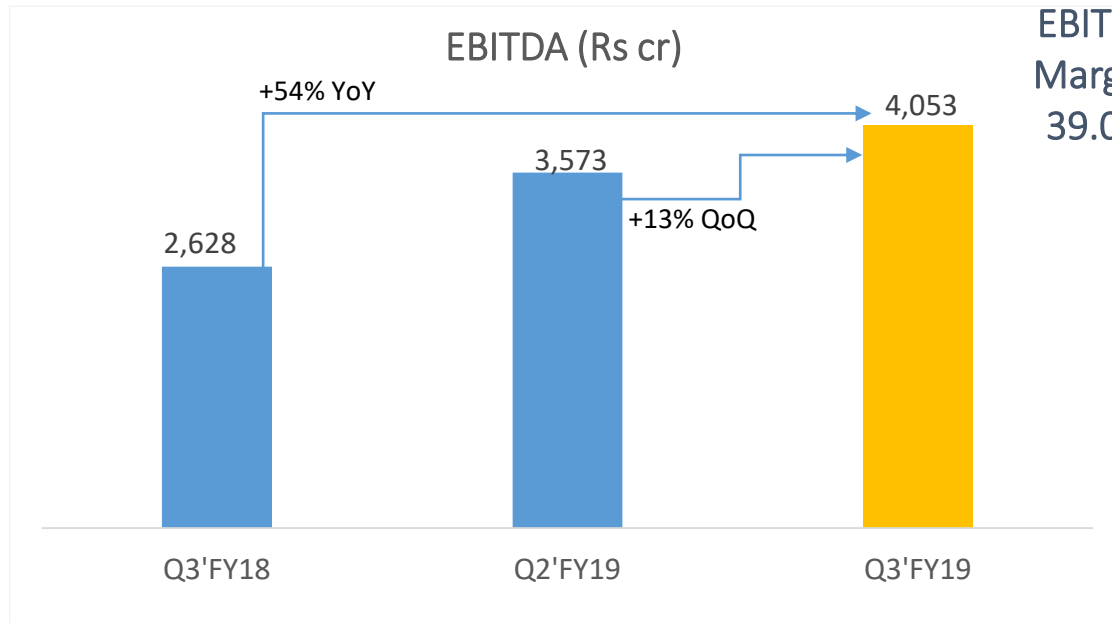
Fastest network by a significant margin for the last 23 months....



*Gross Revenue is value of Services (inclusive of GST)

- Strong revenue growth led by sustained subscriber additions and industry leading ARPU
- Accelerating market share gains over the past six quarters with quarterly operating revenue now over ₹10,000 crore

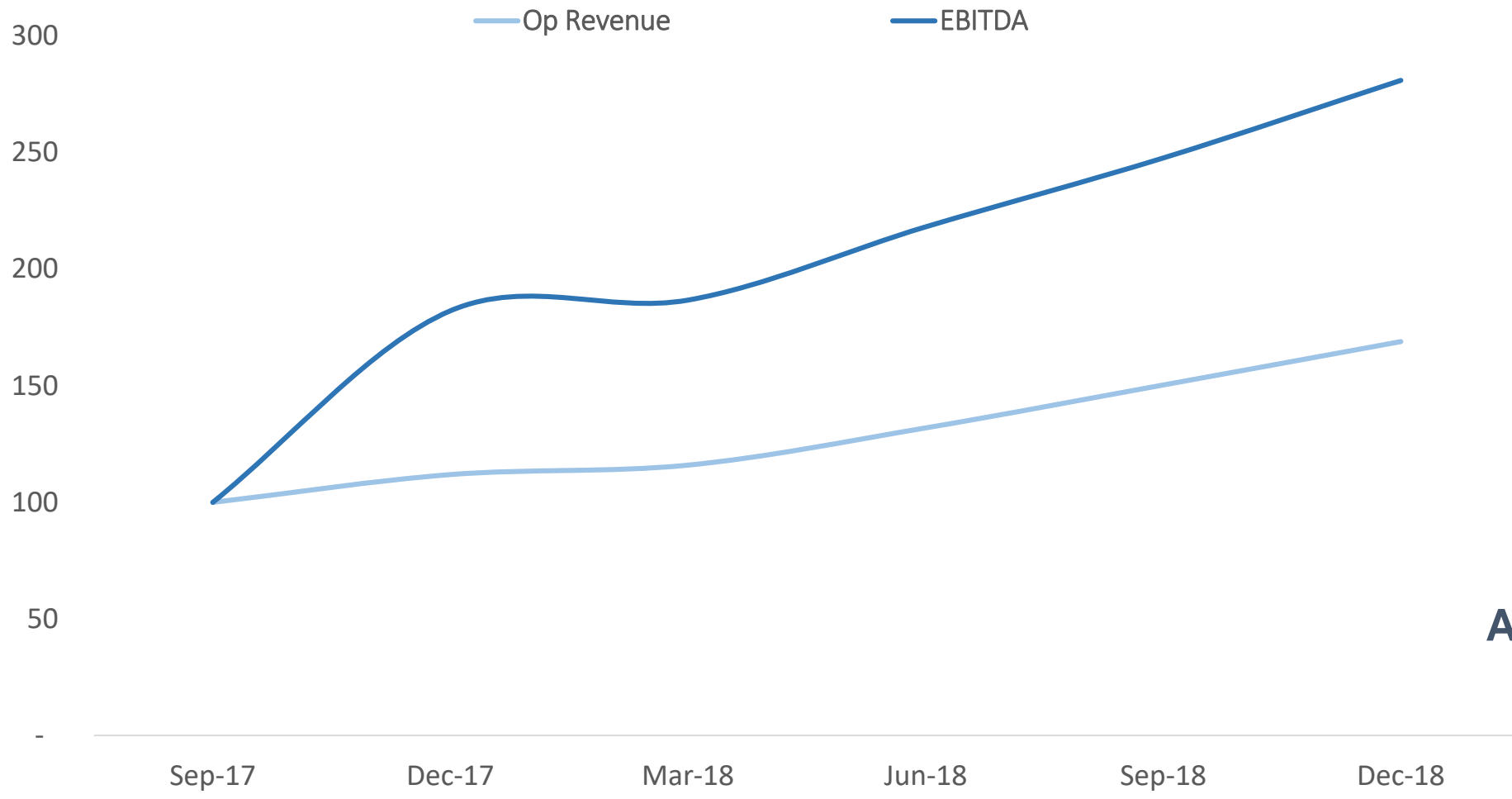
Quarterly operating revenues above Rs 10,000 crore within six quarters of commercial operations



- Industry leading EBITDA margin of 39% has driven EBITDA to over ₹4,000 crore
- Robust operational efficiency of next-generation LTE network results in consistent growth in profitability

Industry leading profitability led by technology advantage and operational efficiencies

Strong Operating Leverage



All-IP LTE network

Substantial capacity creation

Operational efficiencies

Alternate revenue streams

**Op Revenue and EBITDA for Sep'17 rebased to 100*

Technology advantage benefits customers and Jio

Key KPIs	3Q' 18-19	2Q' 18-19	3Q' 17-18	QoQ Growth	YoY Growth
Subscriber base (mn)	280.1	252.3	160.1	11.0%	75.0%
Net subscriber addition (mn)	27.9	37.0	21.5	-24.7%	29.8%
ARPU (Rs/ month)	130.0	131.7	154.0	-1.3%	-15.6%
Wireless Data Consumption (cr GB)	864	771	431	12.0%	100.5%
Per Capita Data Consumption (GB/ month)	10.8	11.0	9.6	-1.6%	12.7%
Voice on Network (cr minutes per day)	689	580	338	18.8%	103.8%
Per Capita Voice Consumption (minutes/ month)	794	761	694	4.3%	14.4%

- Strong subscriber addition run-rate
 - ✓ Net adds during the quarter at 27.9 million
 - ✓ Lowest churn in the industry at 0.6% per month
- Double digit volume growth across voice and data
- Industry leading ARPU trends

Strong customer traction with industry leading per capita usage

Jio Apps catering to multiple customer segments



My Jio

Full service app with MACD → Prepaid Postpaid payments, Voucher, Loyalty, Troubleshooting, Virtual Assistant



JioMags

India's no. 1 magazine app; Unparalleled content → 800+ magazines from 50 publishers



JioTV

Live and catch up TV → 16 languages, 11 genres, 625+ channels, 130+ HD channels



JioXpressNews

Extensive content from thousands of sources; Daily summaries, evening wrap, Personalized news



JioCinema

Video on demand → 6,000+ movies; 120,000+ episodes; 70,000+ music videos; Exclusive Web Originals



Embibe

Unique data driven education services platform catering to Engineering, Medical, Banking and Class 8-10



JioMoney

Payments Bank live trials; Merchant solutions being rolled out; Wide acceptance across offline and online



JioChat

Fully encrypted messaging, HD quality group voice & video conferencing; events and play-along initiatives

High customer engagement, differentiated features

- Launch of integrated JioSaavn music app during the quarter
- New app combines the music services of “Jio Music” and “Saavn”
- Key initiatives → new original content releases and programmatic ad deals
- 45M+ tracks under license across 15 languages
- Differentiated through the exclusive content produced via its Artist Originals Program



Highest engagement among any music app in India



Voice Assistant

Control your home via voice command



Home Automation

One stop control of all lighting, curtains, AC & appliances



Security

Monitor visitors and Secure your loved ones from anywhere



Elderly/ Kids Care

Monitor elders & kids from anywhere



Smart Safety

Pro-active notification of home safety

Jio Home Automation services – Complete Greenfield market

- RJIL proposes to transfer its fiber undertaking and its tower undertaking to separate companies, through Scheme of Arrangement
- RJIL to enter into lease arrangements for long-term uninterrupted use of these assets
- **Timelines:**
 - Composite Scheme of Arrangement between RJIL, Jio Digital Fibre Private Limited and Reliance Jio Infratel Private Limited filed in the Ahmedabad NCLT on 7th January 2019
 - Post hearing, date for shareholder and creditor meeting confirmed for 18th February 2019
 - Appointed Date proposed in the Scheme of 31st March 2019

Transactions will result in creating two separate large independent infrastructure companies

Growth is Life