Growth is Energy

Energy is key to progress. Energy is opportunity and fundamental to the quest for a better life. RIL has invested itself with energy and passion to address opportunities in India’s economic landscape, both in the energy value chain and the growing consumer services industry.

RIL’s Diverse Business Footprint

R&M
Petcoke gasification to maximise value addition and provide sustainable long-term cost advantage

Petchem
Projects strengthening cost competitiveness and expanding overall volumes by more than 60%
Strengthening Energy Security
At RIL, world-class assets set global benchmarks and help meet India’s growing energy needs. RIL is integrated across the energy value chain through a unique portfolio of upstream, refining and petrochemicals businesses. Besides, global scale, integration and locational advantages enable cost leadership. RIL’s complex refining assets are configured to produce clean fuels and also provide feedstock integration to its world-scale petrochemical plants. RIL’s investments in the energy and materials businesses are in brownfield sites – aimed at strengthening its position among the most competitive and energy efficient producers globally.

Retail
India’s consumption story is only beginning to unfold. With growing young earners and their aspiration for a better quality of life, the consumer retail business offers a $500 billion market opportunity. Reliance Retail is a market leader in several products through a multi-format strategy with over 10 million square feet of retail space. It has achieved leadership in the digital, lifestyle and value formats.

Telecom
Reliance Jio is the only private player with contiguous, pan India spectrum in the 2,300 MHz band across 22 telecom circles. It also holds spectrum in the 1,800 MHz band in 14 telecom circles. In addition, it is on-track to become the leading Indian player to deliver digital content, applications and services through a greenfield initiative.

RIL’s energised initiatives across businesses accelerate growth, because growth is life.

E&P
Success in KG-D6 (MJ1) and Cauvery basin block (CY-D5) will augment India’s energy security.

Capex for Growth
RIL is currently making investments in excess of ₹1,50,000 crore across its businesses.

₹1,50,000 crore
Planned investment programme

Retail
Initiatives will continue to build scale by providing consumers with choice and delivering continuous value

4G
Initiatives are expected to build scale based on technological superiority, affordability and providing an unparalleled range of services that do not exist today.
Growth is Value

At RIL, value is delivered through a consistent focus on quality across all business verticals. The experience and expertise of people, application of advanced technology and the ability to build strong relationships across the stakeholders fraternity helps RIL foster sustainable value.

RIL – India’s largest private sector company

14.7% Of India’s exports
4% Of India’s total market capitalisation
8% Weightage in the Bombay Stock Exchange (BSE) Sensex
Polypropylene Plant at Jamnagar

**Consistent Value Creation**
RIL has consistently created stakeholders value through a focus on operating sustainably and profitably.

<table>
<thead>
<tr>
<th>10-year CAGR of key value parameters (%)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>21.7</td>
<td>Revenue from operations</td>
</tr>
<tr>
<td>12.8</td>
<td>Cash profit</td>
</tr>
<tr>
<td>15.6</td>
<td>Net profit</td>
</tr>
<tr>
<td>19.1</td>
<td>Networth</td>
</tr>
<tr>
<td>17.8</td>
<td>Total Assets</td>
</tr>
<tr>
<td>14.9</td>
<td>Market Capitalisation</td>
</tr>
</tbody>
</table>

**Delivering Shareholders Return**
RIL is focused on enhancing shareholders value by optimising asset utilisation and investing in improving cost competitiveness and growth opportunities, while maintaining a conservative financial profile.

**Dividend payout**
Consistently increased dividend payout in the last 22 consecutive years.

**24.7% CAGR**
Growth in dividend payout since listing

**India's largest exporter**
10-year CAGR of exports: 33.8%
RIL exports to 123 countries

**₹ 70,136 crore**
Total Value Added* in FY 2013-14

**Value Added* Statement in FY 2013-14 (%, ₹ crore)**

<table>
<thead>
<tr>
<th>Stakeholders</th>
<th>%</th>
<th>₹ crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contribution to National Exchequer</td>
<td>45</td>
<td>31,374</td>
</tr>
<tr>
<td>Reinvested in the Group to maintain &amp; develop operations</td>
<td>40</td>
<td>27,980</td>
</tr>
<tr>
<td>Providers of Debt</td>
<td>5</td>
<td>3,907</td>
</tr>
<tr>
<td>Employee Benefits</td>
<td>5</td>
<td>3,370</td>
</tr>
<tr>
<td>Providers of equity Capital</td>
<td>4</td>
<td>2,793</td>
</tr>
<tr>
<td>Contribution to Society</td>
<td>1</td>
<td>712</td>
</tr>
</tbody>
</table>

*Value Added* represents value created by the activities of the enterprise. The value added statement also shows total value added and its application among the stakeholders.

**One of the Largest Contributors to India's Exchequer**

**Contribution to National Exchequer (₹ crore)**

<table>
<thead>
<tr>
<th>13-14</th>
<th>7,171</th>
<th>24,203</th>
</tr>
</thead>
<tbody>
<tr>
<td>12-13</td>
<td>6,394</td>
<td>22,556</td>
</tr>
<tr>
<td>11-12</td>
<td>6,148</td>
<td>22,049</td>
</tr>
<tr>
<td>10-11</td>
<td>5,284</td>
<td>23,435</td>
</tr>
<tr>
<td>09-10</td>
<td>4,372</td>
<td>13,600</td>
</tr>
</tbody>
</table>

Direct Taxes
Indirect Taxes

**₹ 2,75,825 crore**
Exports in FY 2013-14 (↑15.3%), 68.7% of turnover
Growth is Happiness

At RIL, business priorities co-exist with social commitments. Consistent collaborations and engagement with stakeholders ensure a religious adherence to the 4P model.

₹ 712 crore
CSR expenditure by RIL in FY 2013-14

1+ million
Lives touched by Reliance Foundation

5,500+
Villages and urban locations touched by Reliance Foundation
The ‘4P’ Growth Approach
RIL believes that sustainable business transformation can be achieved only through enhancing profits, empowering people, protecting the planet and investing in the innovation of products and processes. During FY 2013-14, RIL undertook several initiatives, key among which are:

**Profit**
- Revenue (turnover) increased by 8.1% to ₹ 4,01,302 crore ($ 67.0 billion)
- Cash Profit increased by 1.0% to ₹ 30,795 crore ($ 5.1 billion)
- Net Profit increased by 4.7% to ₹ 21,984 crore ($ 3.7 billion)
- 20.3% increase in Market Capitalisation to ₹ 3,00,405 crore ($ 50.1 billion)

**People**
- A total of 1.36 million man-hours of training was imparted to workforce
- More than 460 Village Farmer Associations (VFAs) are being actively involved in the process of bringing about a change in the lives of nearly 40,700 farming households
- 3,552 HIV/AIDS patients were provided free consultation, counselling, investigation and treatment at the ART Clinic of Dhirubhai Ambani Hospital at Lodhivali
- Over 12,800 free corneal transplants across India till date (Reliance Drishti)

**Planet**
- Planted more than 11,00,000 saplings through Reliance Foundation
- Increased recycled material utilisation by 9.4%
- Reduced effluent discharged by 0.4%
- Decreased emissions of NOx from process stacks by 1.1%
- 24 million cubic meters of water harvesting facility through Reliance Foundation

**Product**
- PP non-woven fabric for crop protection against extreme weather
- PVC-based food grain packaging ensures high CO₂ level and low oxygen level, ensuring zero insect survival and complete food protection

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**CSR Expenditure in FY 2013-14 (%)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Expenditure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health</td>
<td>59</td>
</tr>
<tr>
<td>Rural Development</td>
<td>23</td>
</tr>
<tr>
<td>Education</td>
<td>11</td>
</tr>
<tr>
<td>Others</td>
<td>7</td>
</tr>
<tr>
<td>Total Expenditure</td>
<td>₹ 712 crore</td>
</tr>
</tbody>
</table>

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**nearly 40,700**
Farming households being uplifted through 460+ VFAs