Review of Operations

Refining and Marketing

RIL is among the top ten private players in the refining business globally. RIL’s Jamnagar Complex has become the petroleum hub of the world and represents about 2% of global crude processing capacity. This asset has placed both RIL, as well as India, high on the world energy map.

Core Strengths & Key Advantages

- Large scale and highly complex refinery
- 128 different grades of crude processed which is over 40% of world-traded crude
- More than 50% of total refinery crude diet is " advantaged"
- World-class logistics infrastructure
- Strategic location, port-based, fully-integrated manufacturing facility
- Efficient crude sourcing
- Global reach with product storages at key destinations
- Refinery utilisation rates consistently surpassing global averages
- Energy efficient refiner - operating cost per barrel among the lowest in the world
- Flexibility to alter the product slate/adapt to the changing market dynamics

No. 1

Largest crude processing capacity located at one place (Jamnagar) in the world

12.7

Nelson Complexity Index

1.4 MMBPD

Crude processed during the year
Operational Highlights

- **10** New crude grades processed
- **Largest** Petcoke gasification (upcoming) project to lower energy costs
- **68** MMT Crude processed at Jamnagar refinery at 110% utilisation rate
- **$8.1/bbl** GRM consistently outperforming regional benchmarks

Read more about our R&M Operations on page 51
Review of Operations

Petrochemicals

RIL is one of the leading petrochemicals producers, globally, with state-of-the-art, world-scale petrochemical plants. RIL has carved a niche for itself in terms of product quality and customer service. Its product portfolio includes Polymers, Polyester & Fibre intermediates and Chemicals & Elastomer.

Core Strengths & Key Advantages

- Fully-integrated operations
- Balanced portfolio of naphtha and gas-based crackers along with matching downstream capacities
- Leading market share in various products
- Manufacturing operations across 11 locations in India
- Among the lowest operating costs in the industry
- Focus on high growth markets
- Capital expenditure plans to enhance production capacity by more than 60% to service the large growing domestic market
- Likely to be among the top five petrochemical producers by capacity, globally, post completion of petrochemical and fibre expansion plans

1.4 MMTPA

World's largest ethylene cracker based on refinery off-gases being set up

Large

Capacity additions across polyester chain
Operational Highlights

Commissioned the most automated PFY plant, globally, at Silvassa

Petrochemicals production 21.9 MMT

Consistently operating at close to 100% capacity utilisation

Read more about our Petrochemicals Operations on page 56
Review of Operations

Exploration and Production

RIL is India’s largest private sector E&P operator with robust domestic as well as international asset portfolio. Its assets include KG-D6, Panna-Mukta, Tapti and two CBM blocks in addition to several domestic and international blocks. Additionally, RIL has three joint ventures in North America in shale gas with Pioneer Natural Resources, Chevron and Carrizo.

Core Strengths & Key Advantages

- Strong off-shore capabilities in India
- Strategic partnership with BP for domestic upstream business
- Leveraging the existing infrastructure, knowledge and experience
- Outstanding growth pace in unconventional shale gas business
- Balanced portfolio consisting of conventional and unconventional, deepwater and shallow water, onshore and off-shore, hydrocarbon resource play

KG-D6

One of the world’s largest and most complex deepwater gas production facilities

13.2 million

Acres of exploration acreage globally
Two significant hydrocarbon discoveries: one in KG-D6 block, the other in Cauvery basin (CY-D5)

KG-D6 block (JV) produced 178.3 BCF of gas and 2.3 MMBBL of oil and condensate in FY 2013-14; new well MA-08 put to production

KG-D6 block (JV): cumulative production of 2.32 TCF of gas and 24.9 MMBBL of oil and condensate

43% reserve accretion in US Shale Gas Operations with proved reserves at 2.66 TCFe as at December 2013

Read more about our E&P Operations on page 63
RIL is fulfilling the vision of creating an inclusive growth framework by forging enduring bonds between millions of farmers, consumers and small retailers, supported by a world-class supply chain. In-store initiatives, wide product choices and value merchandising are key enablers for robust growth.

Core Strengths & Key Advantages
- Pan India store network – 20 states
- Leveraging world-class supply chain in creating partnerships with kiranas and small shopkeepers
- Association with leading international renowned brands
- Committed to deliver quality products and services
- Market leaders in digital, lifestyle and value formats
- Continuous focus on own label products

Review of Operations
Retail

Achieved y-o-y revenue growth of 34% in line with a CAGR of 34% over the past 3 years

Operational Highlights
- Over 1.2 million registered members for Reliance Market
- Rapid expansion across formats, net addition of 225 stores

Revenue Break-up (%)
- Value format & Others: 55%
- Digital: 21%
- Fashion & Lifestyle: 13%
- Jewellery: 9%
- Brands: 2%

Revenue ₹ 14,496 crore

>3.5 million Customers served every week
146 Cities across India
1,691 Total number of stores
11.7 million sq ft Area of retail space
Growth is...