



27 April 2007 BSE Sensex: 14,229\*

\*As on 26April 2007

# **Reliance Industries Limited**

**BUY** 

Bloomberg: RIL IN Reuters: RELI.NS Mkt cap: INR 2,225.1bn/USD 54.4bn

## **Positive surprise**

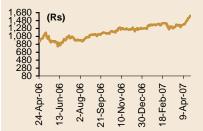
Expect upsides from upstream in medium term

Target price: INR 1,692\*\* \*\* Revised from INR 1,504. Horizon: March 2008

Current price: INR 1,597\*

Vishal Gupta (91-22) 6636-0195 vishal.gupta@bricssecurities.com

### Stock performance



| (0/)      | Absolute | Relative to |        |  |
|-----------|----------|-------------|--------|--|
| (%)       | Absolute | Sensex      | Sector |  |
| 3 months  | 16.7     | 15.7        | 0.2    |  |
| 6 months  | 33.7     | 18.6        | 1.1    |  |
| 12 months | 60.2     | 33.3        | 1.3    |  |

#### **Key financials**

| Y/E 31 March             | FY07E     | FY08E     | FY09E   |
|--------------------------|-----------|-----------|---------|
| Net sales (INR m)        | 1,174,885 | 1,081,873 | 999,956 |
| Net profit (INR m)       | 123,451   | 112,869   | 111,534 |
| Adj EPS (INR)            | 84.9      | 77.7      | 70.9    |
| PER (x)                  | 18.8      | 20.6      | 22.5    |
| PCE (x)                  | 13.7      | 14.1      | 15.2    |
| EV/Core                  |           |           |         |
| EBITDA (x)               | 11.9      | 12.6      | 12.2    |
| Price/Book (x)           | 8.0       | 6.0       | 4.0     |
| ROE (%)                  | 54.0      | 33.2      | 21.8    |
| ROCE (%)                 | 30.7      | 21.7      | 17.9    |
| Consensus<br>EPS (INR) * | 79.6      | 78.3      |         |
| * Bloombera              |           |           |         |

Reliance Industries Limited's (RIL) Q4FY07 PAT at INR 28.5bn was 8% higher than our estimate of INR 26.3bn. The positive surprise came from gross refining margin (GRM), which at USD 13.0 per bbl was ahead of our assumption of USD 11.2 per bbl. The spread between RIL's reported GRM and Asian GRM was USD 6 per bbl as compared to USD 6.9 per bbl in Q4FY07. RIL has also booked about half of the accumulated benefits of INR 10bn under the target-plus scheme in FY07.

We revise our FY08 EPS estimate from INR 78.9 to INR 77.7, and FY09 EPS estimate from INR 78.2 to INR 70.9. The revision is to account for IPCL's merger, issuance of 120m warrants to promoters, and revision in petrochem and refining margins forecast.

We revise RIL's end FY08 price target from INR 1,504 to INR 1,692 due to the increase in base business and Reliance Petroleum Limited's (RPL) value. We revise the EV/EBITDA multiple for refining and petrochemicals business from 5.5 to 6.5, in line with the median EV/EBITDA for global peers and to account for lower tax rates. We also revise RPL's end FY08 value to INR 80 per share from INR 55 per share. The value of RIL's investment in RPL increased from INR 153 per share to INR 214 per share. We maintain BUY.

| Figure 1: Quarterly results (INR m) |         |         |         |         |         |         |  |
|-------------------------------------|---------|---------|---------|---------|---------|---------|--|
|                                     | Q4FY06  | Q1FY07  | Q2FY07  | Q3FY07  | Q4FY07  | Q4FY07E |  |
| Net sales                           | 245,420 | 245,220 | 284,740 | 264,720 | 258,950 | 253,570 |  |
| % change YoY                        | 37.6    | 37.9    | 37.4    | 45.7    | 5.5     | 0.0     |  |
| Operating profit                    | 40,460  | 42,370  | 45,650  | 47,090  | 46,990  | 44,021  |  |
| % change YoY                        | 14.1    | 18.8    | 23.0    | 58.2    | 16.1    | 0.0     |  |
| Other income                        | 870     | 440     | 220     | 420     | 850     | 300     |  |
| Interest                            | 2,250   | 2,660   | 2,780   | 2,930   | 2,770   | 2,750   |  |
| Depreciation                        | 9,820   | 9,070   | 10,180  | 10,620  | 10,220  | 11,732  |  |
| PBT                                 | 29,260  | 31,080  | 32,910  | 33,960  | 34,850  | 29,839  |  |
| Tax rate (%)                        | 14      | 18      | 18      | 18      | 18      | 0       |  |
| Tax                                 | 4,240   | 5,610   | 5,820   | 5,970   | 6,320   | 3,512   |  |
| Net profit                          | 25,020  | 25,470  | 27,090  | 27,990  | 28,530  | 26,327  |  |
| % change YoY                        | 9       | 10      | 9       | 58      | 14      | 0       |  |

Source: Brics Research



#### Positive surprise in GRM

RIL's refining PBIT for Q4FY07 came in at INR 22.8bn, ahead of our estimate of INR 17.9bn. The company reported crude throughput of 8.1MT and GRM of USD 13.0 per bbl. The spread between RIL's reported GRM and Asian GRM in Q4FY07 was USD 6 per bbl as compared to USD 6.9 per bbl in the previous quarter. The spread between reported GRM and Asian GRM was USD 1.8 per bbl higher than our assumption of a spread of USD 4.2 per bbl

PBIT of the petrochemicals business was at INR 11.4bn, in line with our estimate of INR 10.9bn.

Figure 2: Refinery - performance snapshot

|                              | Q4FY06 | Q1FY07 | Q2FY07 | Q3FY07 | Q4FY07 |
|------------------------------|--------|--------|--------|--------|--------|
| RIL's reported GRM (USD/bbl) | 10.3*  | 12.4   | 9.1    | 11.7   | 13.0   |
| Asian Complex GRM (USD/bbl)  | 6.2    | 9.7    | 6.3    | 4.8    | 7.0    |
| Spread (RIL – Asian)         | 4.1    | 2.8    | 2.8    | 6.9    | 6.0    |
| Crude processed (MT)         | 7.90   | 7.51   | 8.2    | 7.9    | 8.1    |
| Exports (MT)                 | 3.2    | 3.5    | 5.3    | 4.7    | 4.2    |
| RIL's refining PBIT (INR m)  | 17,410 | 20,350 | 14,890 | 19,250 | 22,770 |

<sup>\*</sup> Net of discounts to PSUs and under-recoveries on domestic MS and HSD sales Source: Brics Research. RIL

Figure 3: Q4FY07 PBIT - estimates and actual performance

| Figure 3: Q4FY07 PBIT – estimates and actual performance |             |        |
|--|-------------|--------|
|  | Expectation | Actual |
| Petrochemicals   | 10,877      | 11,370 |
| Refining   | 17,913      | 22,770 |
| Others   | 3,500       | 3,220  |
| Total  | 32,289      | 37,360 |

Source: Company, Brics Research

#### Net profit 8% higher than our estimate

RIL's Q4FY07 PAT at INR 28.5bn was 8% higher than our estimate of INR 26.3bn. The positive surprise came from GRM, which at USD 13.0 per bbl was ahead of our assumption of USD 11.2 per bbl. RIL also booked about half of the accumulated benefits of INR 10bn under the target-plus scheme in FY07.

| Figure 4: | Variance 1 | trom our | estimates |
|-----------|------------|----------|-----------|
|           |            |          |           |

|     | (INR | m |
|-----|------|---|
| - 1 |      | Ш |

|                                | Q4FY07 |         |           | Difference |
|--------------------------------|--------|---------|-----------|------------|
|                                |        | Actual  | Estimates |            |
| Net sales                      |        | 258,950 | 252,570   | 6,380      |
| Raw material cost              |        | 184,530 | 184,669   | (139)      |
| Gross margin                   |        | 74,420  | 67,900    | 6,520      |
| Staff cost                     |        | 3,090   | 2,900     | 190        |
| Other expenditure              |        | 24,340  | 21,980    | 2,360      |
| Total expenditure              |        | 211,960 | 209,549   | 2,411      |
| Core EBITDA                    |        | 46,990  | 43,020    | 3,970      |
| Other income                   |        | 850     | 300       | 550        |
| Interest                       |        | 2,770   | 2,750     | 20         |
| Depreciation                   |        | 10,220  | 10,731    | (511)      |
| PBT                            |        | 34,850  | 29,839    | 5,011      |
| Tax                            |        | 6,320   | 3,512     | 2,808      |
| Reported PAT                   |        | 28,530  | 26,327    | 2,203      |
| Source: Company Brics Research |        |         |           |            |

Source: Company, Brics Research



#### Revision in FY08 and FY09 earning estimates

We revise our FY08 EPS estimate from INR 78.9 to INR 77.7, and FY09 EPS estimate from INR 78.2 to INR 70.9. The revision is to account for IPCL's merger, issuance of 120m warrants to promoters, and revision in petrochem and refining margins forecast. We also introduce our FY10 estimates to account for the earnings from the KG D6 gas and oil, CBM Gas and RPL refinery.

#### Downward revision in petrochem margins...

We revise downwards our margin forecasts for polymers and intermediates for FY08 and FY09 in line with the revision by CMAI. The FY08 CMAI projections for cracker margin are down 10% to USD 400 per tonne compared to our built in estimate of USD 440 per tonne. FY08 forecast for PE spread over ethylene was revised to USD144 per tonne from USD 184 per tonne. The FY08 integrated PE margins were revised 13% downwards from USD 623 per tonne to USD 543 per tonne, which were USD 784 per tonne in FY07 and USD 612 per tonne in FY06.

CMAI also revised its FY08 forecast for PP spread over propylene to USD 79 per tonne from USD 121 per tonne, which was USD 75 per tonne in FY07.

MEG spread over ethylene for FY08 was revised marginally upwards. FY08 forecast for PTA spread over PX was revised downwards by 9% to USD 144 per tonne while PX–Naptha spread was revised from USD 329 per tonne to USD 245 per tonne.

Figure 5: Revision in petrochem spreads

(USD/tonne)

|                | FY07 | FY      | 80      | FY      | 09      |
|----------------|------|---------|---------|---------|---------|
|                | F107 | Earlier | Revised | Earlier | Revised |
| Cracker margin | 686  | 440     | 400     | 219     | 266     |
| PE-Ethylene    | 98   | 184     | 144     | 197     | 138     |
| PP-Propylene   | 43   | 121     | 79      | 116     | 81      |
| PVC-EDC        | 383  | 331     | 305     | 304     | 292     |
| MEG-Ethylene   | 187  | 220     | 236     | 233     | 220     |
| PTA-PX         | 101  | 157     | 144     | 156     | 147     |
| PX-Naptha      | 352  | 329     | 245     | 266     | 261     |
| PSF-PTA-MEG    | 82   | 103     | 71      | 109     | 69      |
| POY-PTA-MEG    | 176  | 250     | 200     | 200     | 150     |

Source: CMAI, Brics Research



#### ... offset by stronger GRMs

Our earlier estimates for FY08 were based on a Singapore GRM of USD 6 per bbl compared to an average of USD 7 per bbl in FY07. FY08 started on a very strong note and MTD average Singapore GRM is USD 8.2 per bbl. Taking into account the strong product crack spread over the next six months, we revise our FY08 assumption for Singapore GRM to USD 6.5 per bbl. We build in a spread of USD 4.8 per bbl over Asian GRM for FY08.

In our view, the next six-month future spreads between the heating oil-WTI Cushing crude oil and gasoline-WTI Cushing crude oil point towards the strong GRM in FY08. The spread between gasoline and crude oil increased sharply in the last one month, and the future spread points towards GRM upwards of USD 7 per bbl in the near term.

Source: Brics Research

Figure 7: Spread between heating oil and crude for six-month futures (USD/bbl) 1-Apr-06 -31-Dec-06 -31-Mar-07 Today 16.0 12.0 8.0 4.0 1st Month 2nd Month 3rd Month 4th Month 5th Month 6th Month

Source: Brics Research



#### We expect profits to double in FY10

We expect RIL to have a consolidated profit of INR 220bn in FY10. The stand-alone profits are likely to rise from INR 109bn in FY07 to INR170bn in FY10. We assume that KG D6 field will start production in Q2FY09; RPL will be commissioned in Q4FY09; and KG D6 oil and CBM fields will start production in FY10.

Figure 8: Assumptions

|                                     | FY06 | FY07 | FY08 | FY09 | FY10 |
|-------------------------------------|------|------|------|------|------|
| Crude oil (mmbbl)                   | 3.4  | 4.0  | 4.4  | 4.9  | 19.6 |
| Gas (bcm)                           | 0.9  | 1.0  | 1.1  | 10.1 | 26.7 |
| Crude price (USD/bbl)               | 60   | 66   | 65   | 55   | 50   |
| Natural gas price (USD/mmbtu)       | 4.0  | 4.8  | 4.8  | 4.3  | 4.3  |
| Refinery Throughput (MT)            | 30.6 | 33.0 | 33.0 | 33.0 | 33.0 |
| Sinagpore Complex GRM (USD/bbl)     | 7.1  | 6.9  | 6.5  | 5.5  | 3.9  |
| RIL's GRM (USD/bbl)                 | 10.3 | 11.7 | 11.3 | 10.3 | 9.2  |
| Ethylene cracker margin (USD/tonne) | 453  | 686  | 400  | 266  | 253  |
| PE margin (USD/tonne)               | 159  | 98   | 144  | 138  | 131  |
| PVC margin (USD/tonne)              | 397  | 383  | 305  | 292  | 277  |
| PP margin (USD/tonne)               | 75   | 43   | 79   | 81   | 77   |
| MEG margin (USD/tonne)              | 344  | 187  | 236  | 220  | 209  |
| PTA margin (USD/tonne)              | 192  | 101  | 144  | 147  | 140  |
| PX margin (USD/tonne)               | 178  | 352  | 245  | 261  | 248  |
| PSF margin (USD/tonne)              | 582  | 596  | 514  | 490  | 465  |
| POY margin (USD/tonne)              | 616  | 690  | 644  | 644  | 612  |

Source: Brics Research

Stand-alone PAT

RIL
IPCL
Total
No of Shares
EPS

PAT EPS

Figure 9: Profit estimates FY08-FY10

| FY10    |         |         | (INR m) |
|---------|---------|---------|---------|
| FY07E   | FY08E   | FY09E   | FY10E   |
|         |         |         | _       |
| 109,080 | 100,608 | 102,051 | 169,965 |
| 14,371  | 12,261  | 9,483   | 9,167   |
| 123,451 | 112,869 | 111,534 | 179,132 |
| 1,453   | 1,453   | 1,573   | 1,573   |
| 84.9    | 77.7    | 70.9    | 113.8   |
|         |         |         |         |
| 123,451 | 112,869 | 124,269 | 229,610 |

79.0

77.7

Source: Brics Research

**Consolidated PAT** 

#### **Valuations**

#### We revise RPL's end FY08 value to INR 80 per share

We had valued RPL at INR 55 per share, based on a mid-cycle GRM assumption of USD 8 per bbl. We revise our GRM assumption to USD 11.5 per bbl for FY09-FY11 and to USD 9 per bbl thereafter due to RIL refinery's consistent spread of USD 5-6 per bbl over Asian GRM and expectations of strong GRM cycle. We revise RPL's end FY08 value to INR 80 per share from INR 55 per share. The valuation implies EV/EBITDA multiple of 5.5x on FY10 earnings, discounted back to FY08. This will increase the value of RIL's investment in RPL by INR 61 to INR 214.

84.9

5

145.9



#### We revise base business EV/EBITDA multiples in line with global peers

We had valued RIL's refining and petrochemicals business at FY08 EV/EBITDA multiple of 5.5. The median EV/EBITDA multiples for the emerging integrated companies have expanded to 6.0, while the corresponding figure for the Asian chemical companies is 9.9. We revise our EV/EBITDA multiples for refining and petrochemicals from 5.5 to 6.5 due to expansion in multiples for the peer group and long-term visibility on lower tax rates for RIL. RIL's s refinery, PP and PX plants in Jamnagar got the EOU status, which exempts export earnings from tax.

#### We revise end FY08 price target from INR 1,504 to INR 1,692; Maintain BUY

We revise RIL's end FY08 price target from INR 1,504 to INR 1,692 due to the increase in base business and RPL's value. We also revise RPL's value to INR 80 per share from INR 55 per share. The value of RIL's investment in RPL increased from INR 153 per share to INR 214 per share. We revise the EV/EBITDA multiple for refining and petrochemicals business from 5.5 to 6.5, in line with the median EV/EBITDA for global peers and to account for lower tax rates. We maintain **BUY**.

Figure 10: Sum-of-parts valuation of RIL

| Business  | Valu      | ie        | - Details  |
|---|-----------|-----------|--|
| business  | INR m     | INR/share | - Details  |
| Refining and petrochemical manufacturing assets | 1,148,429 | 915       | 6.5x FY08 EV/EBITDA  |
| Auto fuel retailing business                    | 50,756    | 40        | 5,000 outlets by FY10; 2x of current industry avg. throughput; INR 50bn capex; INR 1,050/kl margin |
| KG-D6 gas                                       | 326,282   | 260       | DCF at development cost of USD 5.2bn   |
| KG D6 Oil                                       | 92,168    | 73        | DCF at development cost of USD 2bn   |
| PMT   | 72,304    | 58        | EV/boe of USD 10   |
| KG III/6 oil find                               | 48,528    | 39        | DCF at development cost of USD 1.5bn   |
| Upsides from CBM                                | 29,441    | 23        | EV/boe of USD 2 on proven reserves   |
| Upsides from NEC-25 (NEC-OSN-97/2)              | 18,009    | 14        | EV/boe of USD 2 on proven reserves   |
| Reliance Petroleum                              | 269,081   | 214       | Value of 75% stake in refinery at our DCF value of INR 80/share in End FY08                        |
| Total value of RIL                              | 2,054,997 | 1,637     |  |
| Less: Net debt as on 31 March 2008              | 154,128   | 123       |  |
| Fair value of RIL's core business               | 1,900,869 | 1,515     |  |
| Organised Retail                                | 194,483   | 155       |  |
| Haryana SEZ                                     | 28,545    | 23        | INR 130bn, 60:40 debt:equity and 25% equity IRR  |
| Growth business value                           | 223,027   | 178       |  |
| End FY08 target price                           | 2,123,897 | 1,692     |  |

Source: Company, Brics Research



#### Upstream can provide potential upsides...

RIL can have potential upsides from upstream due to reserve upgrade and ramp up of production from 80mmscmd to 120mmscmd for the Dhirubhai1 and Dhirubhai3 fields. RIL can also file field development plans for the other discoveries in the same block. The value accretion from the incremental reserve in KG D6 is a function of the incremental capex. We believe that the value from incremental gas reserves would be lower as compared to the current value of INR 260 per share as most of the production facilities are designed for 120mmscmd and the incremental capex should be about USD 1.5bn.

#### ... and, so can retail as RRL spreads its footprint across India

Reliance Retail Limited (RRL) has set up about 135 stores across 16 cities covering just 0.4msqft. We consider our current value on RRL of INR 155 per share fair, given RIL's history of value creation in its new ventures. We discount the project at 15% cost of equity. In the best case, as cost of equity for the project shifts lower to 13%, the value will rise to INR 352 per share – an increase of INR 197 per share.

Figure 11: RRL - Sensitivity to cost of equity and terminal growth rate (INR/share)

|        |     | Terminal growth rate in FCFE |     |     |     |       |  |  |
|--------|-----|------------------------------|-----|-----|-----|-------|--|--|
|        | (%) | 6                            | 7   | 8   | 9   | 10    |  |  |
|        | 11  | 205                          | 279 | 402 | 649 | 1,388 |  |  |
| equity | 12  | 145                          | 191 | 261 | 376 | 608   |  |  |
| of eq  | 13  | 104                          | 135 | 178 | 243 | 352   |  |  |
| Cost o | 14  | 74                           | 96  | 125 | 166 | 228   |  |  |
| 3      | 15  | 52                           | 68  | 89  | 116 | 155   |  |  |

Source: Brics Research



## **Annexure**

Figure 11: Peer group valuations - emerging integrated

|            | 5YR AVG<br>Return On<br>Equity | EV to T12m<br>EBITDA | Trailing PE<br>(CY06/FY07) |      |      | EV/EBITDA(<br>CY07/FY08) |      |
|------------|--------------------------------|----------------------|----------------------------|------|------|--------------------------|------|
| CNOOC      | 31.2                           | 6.1                  | 9.2                        | 10.8 | 10.0 | 6.0                      | 5.6  |
| Petrochina | 21.4                           | 5.5                  | 10.4                       | 10.8 | 10.8 | 5.8                      | 5.8  |
| Sinopec    | 17.0                           | 6.9                  | 10.9                       | 10.4 | 10.1 | 8.4                      | 7.9  |
| Petrobras  | 32.6                           | 5.2                  | 8.0                        | 7.6  | 4.8  | 4.2                      | 4.1  |
| ONGC       | 27.4                           | 6.4                  | 12.8                       | 10.0 | 9.6  | 5.1                      | 4.8  |
| CNPC       | 21.6                           | 4.3                  | 9.9                        | 6.9  | 6.9  | 5.3                      | 5.1  |
| SK Corp    | 3.2                            | 3.2                  | 7.8                        | 8.9  | 9.5  | 9.3                      | 9.1  |
| S-Oil      | 20.4                           | 5.3                  | 8.8                        | 7.7  | 8.2  | 6.2                      | 6.3  |
| RIL        | 17.0                           | 8.1                  | 22.1                       | 18.7 | 19.1 | 12.7                     | 12.1 |
| IOC        | 25.7                           | 10.1                 | 9.6                        | 10.1 | 8.7  | 7.9                      | 6.8  |
| PTT        | 39.9                           | 5.5                  | 6.2                        | 7.1  | 6.8  | 5.3                      | 4.8  |
| Median     | 21.6                           | 5.5                  | 9.6                        | 10.0 | 9.5  | 6.0                      | 5.8  |

Source: Bloomberg

Figure 12: Asian Chemicals peer group valuations

|                                   | 5YR AVG<br>Return On<br>Equity | EV to<br>T12m<br>EBITDA |       | Current PE<br>CY07/FY08 | Forward<br>PE<br>(CY08/FY09) | EV/EBITDA<br>(CY07/FY08) |      |
|-----------------------------------|--------------------------------|-------------------------|-------|-------------------------|------------------------------|--------------------------|------|
| Sinopec Shanghai<br>Petrochemical | 10.2                           | 19.2                    | 101.8 | 264.7                   | 26.4                         | 19.0                     | 13.9 |
| Cheil Industries                  | 11.3                           | 6.1                     | 11.9  | 10.6                    | 8.5                          | 7.4                      | 5.6  |
| Hanwha Chemical Corporation       | 8.3                            | 4.4                     | 4.8   | 7.5                     | 6.3                          | 9.8                      | 8.1  |
| LG Chemical                       | NA.                            | 4.2                     | 9.7   | 12.3                    | 11.0                         | NA                       | NA   |
| LG Petrochemical                  | 23.6                           | 2.5                     | 6.9   | 5.6                     | 6.9                          | 3.1                      | 3.7  |
| Formosa<br>Chemical and<br>Fibre  | 18.9                           | 13.9                    | 8.8   | 14.5                    | 14.3                         | 13.7                     | 13.0 |
| Formosa Plastics                  | 17.4                           | 12.8                    | 11.8  | NA                      | NA                           | 14.1                     | 14.8 |
| Nan Ya Plastics                   | 15.3                           | 12.2                    | 11.9  | NA                      | NA                           | NA                       | NA   |
| Formosa<br>Petrochemicals         | 21.0                           | 10.8                    | 14.9  | NA                      | NA                           | 9.9                      | 10.8 |
| IPCL                              | 16.7                           | 3.5                     | 7.4   | 7.4                     | 7.3                          | 5.1                      | 5.0  |
| Median                            | 16.7                           | 8.5                     | 10.7  | 10.6                    | 8.5                          | 9.9                      | 8.1  |

Source: Bloomberg



| ncome statement INR m    |           |           |           |           |           |  |
|--------------------------|-----------|-----------|-----------|-----------|-----------|--|
| Year ending 31 March     | FY05      | FY06      | FY07E     | FY08E     | FY09E     |  |
| Net sales                | 660,513   | 812,113   | 1,174,885 | 1,081,873 | 999,956   |  |
| Growth (%)               | 27.5      | 23.0      | 44.7      | (7.9)     | (7.6)     |  |
| Operating expenses       | (532,403) | (669,122) | (967,566) | (885,094) | (796,835) |  |
| Core EBITDA              | 128,110   | 142,991   | 207,319   | 196,779   | 203,121   |  |
| Other income             | 14,498    | 6,829     | 5,326     | 5,311     | 7,870     |  |
| EBITDA                   | 142,608   | 149,820   | 212,645   | 202,090   | 210,991   |  |
| Depreciation             | (37,235)  | (34,009)  | (45,498)  | (51,193)  | (53,679)  |  |
| EBIT                     | 105,373   | 115,811   | 167,148   | 150,897   | 157,312   |  |
| Interest paid            | (14,687)  | (8,770)   | (12,684)  | (9,929)   | (18,775)  |  |
| Pre-tax profit           | 90,687    | 107,041   | 154,463   | 140,967   | 138,537   |  |
| Tax (current + deferred) | (14,970)  | (16,347)  | (31,012)  | (28,099)  | (19,041)  |  |
| Profit after tax         | 75,717    | 90,693    | 123,451   | 112,869   | 111,534   |  |
| Net profit               | 75,717    | 90,693    | 123,451   | 112,869   | 111,534   |  |
| Adjusted net profit      | 75,717    | 90,693    | 123,451   | 112,869   | 111,534   |  |
| Growth (%)               | 46.7      | 19.8      | 36.1      | (8.6)     | (1.2)     |  |

| Balance sheet              |         |         |         |         | INR m     |
|----------------------------|---------|---------|---------|---------|-----------|
| Year ending 31 March       | FY05    | FY06    | FY07E   | FY08E   | FY09E     |
| Current assets             | 284,525 | 245,745 | 360,137 | 310,437 | 296,620   |
| Investments                | 170,515 | 58,462  | 86,579  | 69,709  | 135,114   |
| Fixed assets               | 243,426 | 294,375 | 403,688 | 560,157 | 743,792   |
| Total assets               | 698,466 | 598,582 | 850,404 | 940,304 | 1,175,525 |
| Current liabilities        | 151,933 | 150,731 | 210,793 | 191,653 | 167,454   |
| Total debt                 | 187,846 | 218,656 | 269,520 | 269,520 | 269,520   |
| Other liabilities          | 62,050  | 63,522  | 78,880  | 90,829  | 102,891   |
| Total liabilities          | 401,829 | 432,909 | 559,194 | 552,002 | 539,865   |
| Paid-up capital            | 13,931  | 13,932  | 14,535  | 14,535  | 15,735    |
| Reserves & surplus         | 282,706 | 151,741 | 276,676 | 373,767 | 619,925   |
| Shareholders' funds        | 296,637 | 165,673 | 291,211 | 388,301 | 635,660   |
| Total equity & liabilities | 698,466 | 598,582 | 850,404 | 940,304 | 1,175,525 |

| Cashflow                     |          |          |           |           | INR m     |
|------------------------------|----------|----------|-----------|-----------|-----------|
| Year ending 31 March         | FY05     | FY06     | FY07E     | FY08E     | FY09E     |
| Pre-tax profit               | 90,687   | 107,041  | 154,463   | 140,967   | 138,537   |
| Depreciation                 | 37,235   | 34,009   | 45,498    | 51,193    | 53,679    |
| Tax paid                     | (245)    | (7,277)  | (22,502)  | (20,250)  | (19,041)  |
| Chg in working capital       | 7,707    | 11,382   | (37,938)  | 19,951    | (6,095)   |
| Cashflow from operations (a) | 135,383  | 145,154  | 139,521   | 191,862   | 167,080   |
| Capital expenditure          | (30,954) | (94,755) | (154,811) | (207,662) | (237,313) |
| Chg in investments           | (30,801) | 112,053  | (28,118)  | 16,870    | (65,404)  |
| Cashflow from investing (b)  | (61,755) | 17,298   | (182,928) | (190,792) | (302,718) |
| Free cash flow (a+b)         | 73,629   | 162,452  | (43,407)  | 1,070     | (135,638) |
| Equity raised/(repaid)       | (3,602)  | 2        | 17,427    | 0         | 151,416   |
| Debt raised/(repaid)         | (21,601) | 30,810   | 50,864    | 0         | 0         |
| Dividend (incl. tax)         | (8,289)  | (11,917) | (15,890)  | (15,340)  | (15,778)  |
| Other financing activities   | (6,292)  | (1,551)  | 0         | 0         | 0         |
| Cashflow from financing (c)  | (39,784) | 17,345   | 52,401    | (15,340)  | 135,638   |
| Net chg in cash (a+b+c)      | 33,845   | 179,797  | 8,994     | (14,270)  | 0         |

| Key ratios              |      |       |       |       |       |
|-------------------------|------|-------|-------|-------|-------|
| Year ending 31 March    | FY05 | FY06  | FY07E | FY08E | FY09E |
| Adjusted EPS (INR)      | 54.4 | 65.1  | 84.9  | 77.7  | 70.9  |
| Adjusted EPS growth (%) | 47.0 | 19.8  | 30.5  | (8.6) | (8.7) |
| Core EBITDA growth (%)  | 30.1 | 11.6  | 45.0  | (5.1) | 3.2   |
| Core EBITDA margin (%)  | 19.4 | 17.6  | 17.6  | 18.2  | 20.3  |
| Pre-tax margin (%)      | 13.7 | 13.2  | 13.1  | 13.0  | 13.9  |
| ROE (%)                 | 28.4 | 39.2  | 54.0  | 33.2  | 21.8  |
| ROCE (%)                | 20.5 | 23.3  | 30.7  | 21.7  | 17.9  |
| Net debt/Equity (%)     | 51.2 | 119.0 | 82.1  | 65.2  | 39.9  |

| Valuation parameters |      |      |       |       |       |
|----------------------|------|------|-------|-------|-------|
| Year ending 31 March | FY05 | FY06 | FY07E | FY08E | FY09E |
| PER (x)              | 29.4 | 24.5 | 18.8  | 20.6  | 22.5  |
| PCE (x)              | 19.7 | 17.8 | 13.7  | 14.1  | 15.2  |
| Price/Book (x)       | 7.5  | 13.4 | 8.0   | 6.0   | 4.0   |
| Yield (%)            | 0.5  | 0.6  | 0.7   | 0.6   | 0.6   |
| EV/Net sales (x)     | 3.6  | 3.0  | 2.1   | 2.3   | 2.5   |
| EV/Core EBITDA (x)   | 18.6 | 16.9 | 11.9  | 12.6  | 12.2  |



| Reliance  | Reliance Industries: Recommendation history |                |                    |   |  |  |  |
|-----------|---|----------------|--------------------|---|--|--|--|
| Date      | Stock price (INR)                           | Recommendation | Price target (INR) | Report  |  |  |  |
| 30-Jul-04 | 475   | BUY            | 606                | Q1FY05 Result Note  |  |  |  |
| 21-Sep-04 | 507   | BUY            | 580                | Cyclical upswing  |  |  |  |
| 25-Oct-04 | 536   | BUY            | 580                | Strong cycle in all businesses  |  |  |  |
| 10-Nov-04 | 544   | BUY            | 623                | The challenger- Expect a re-rating when visibility emerges on the next growth driver  |  |  |  |
| 23-Nov-04 | 533   | BUY            | 623                | Family matters  |  |  |  |
| 21-Dec-04 | 486   | BUY            | 623                | Buyback could cushion stock   |  |  |  |
| 3-Mar-05  | 558   | BUY            | 697                | Dark clouds clearing- Retail oil marketing to drive earnings growth   |  |  |  |
| 27-Apr-05 | 537   | BUY            | 697                | Q4FY05 result: Profits up 51% YoY, stock up 0% YoY  |  |  |  |
| 6-Jun-05  | 555   | BUY            | 693                | Expect value discovery from a clean split   |  |  |  |
| 29-Jun-05 | 629   | BUY            | 693                | RIL's preference shares in Infocomm converted to equity - Conversion is at fair valuations  |  |  |  |
| 29-Jul-05 | 703   | BUY            | 716                | Q1FY06 Result: Positive surprise due to non-operating factors - We raise price target to factor in lower net debt                                     |  |  |  |
| 4-Aug-05  | 714   | BUY            | 788                | De-merger to unlock value of investments - We raise price target from INR716 to INR788  |  |  |  |
| 30-Aug-05 | 700   | BUY            | 788                | RIL reported to be keen on acquiring Innovene - Financially well-placed to raise fresh loans for an acquisition                                       |  |  |  |
| 26-Sep-05 | 748   | BUY            | 953                | Barrelful of value - We raise price target to INR953, move it ahead to end-FY07   |  |  |  |
| 27-Oct-05 | 751   | BUY            | 953                | Q2FY06 result: Positive surprise in petrochemicals  |  |  |  |
| 5-Dec-05  | 839   | BUY            | 953                | Valuing RIL post-demerger - Our valuation factors in most of the upsides; we maintain price target  |  |  |  |
| 21-Dec-05 | 855   | BUY            | 953                | RIL sued to enforce gas agreement - Strikes oil in KG basin   |  |  |  |
| 26-Dec-05 | 842   | BUY            | 953                | Reliance Demerger - the details   |  |  |  |
| 11-Jan-06 | 894   | BUY            | 953                | Q3FY06 result: Refinery shutdown hits Q3 bottomline - New project to double refining capacity started   |  |  |  |
| 27-Mar-06 | 777   | BUY            | 868                | Initiating coverage on demerged RIL: The next big thing - Expect quantum jump in earnings in FY09   |  |  |  |
| 13-Apr-06 | 829   | BUY            | 868                | Chevron to buy 5% in RPL at INR60/share   |  |  |  |
| 28-Apr-06 | 997   | BUY            | 868                | Q4FY06 result: Strong positive surprise   |  |  |  |
| 4-May-06  | 1035  | BUY            | 868                | Reliance submits proposal for setting up CGD in 8 cities  |  |  |  |
| 24-May-06 | 939   | BUY            | 868                | Surge in crude prices: No impact on Q1FY07 earnings - Price hike, strong refinery margins neutralise effect of rise in crude prices                   |  |  |  |
| 9-Jun-06  | 825   | BUY            | 868                | Package play - Integrated package and price correction make stocks attractive; ONGC fleeced again   |  |  |  |
| 29-Jun-06 | 1001  | BUY            | 868                | Counting chickens before they hatch - It would be premature to factor in upsides from raised estimate of D6 reserves                                  |  |  |  |
| 20-Jul-06 | 996   | BUY            | 1237               | Q1FY07 result (Revision of price target): Operating performance surpasses expectations - We raise price target to factor in much bigger opportunities |  |  |  |
| 28-Jul-06 | 1000  | BUY            | 1237               | Off the shelf, into the ring - Organised retailing is a huge value creator  |  |  |  |
| 14-Aug-06 | 1011  | BUY            | 1237               | Q2FY07 profits could be hit by decline in GRMs - Accumulated export incentives could save the day   |  |  |  |
| 31-Aug-06 | 1129  | BUY            | 1237               | State-owned oil companies: Some relief at last - But we see no upside beyond our DCF-based price targets  |  |  |  |
| 18-Sep-06 | 1141  | BUY            | 1237               | Earnings Risk due to lower GRM's - Expect weakness in GRM's in H2FY07   |  |  |  |
| 21-Sep-06 | 1127  | BUY            | 1237               | Reliance strikes oil in Saurashtra - Wait for further details before ascribing any value  |  |  |  |
| 20-Oct-06 | 1196  | BUY            | 1237               | Q2FY07 result: Positive surprise in petrochem margins   |  |  |  |
| 2-Nov-06  | 1264  | BUY            | 1364               | Upsides in KG-D6 translate to higher value -We raise price target   |  |  |  |
| 7-Dec-06  | 1301  | BUY            | 1364               | KG upsides a function of capex - Visibility on retail will drive stock price  |  |  |  |
| 18-Jan-07 | 1367  | BUY            | 1448               | Q3FY07 result: Surprised by GRMs  |  |  |  |
| 25-Jan-07 | 1369  | BUY            | 1448               | What's behind RIL's GRM surprise?   |  |  |  |
| 12-Feb-07 | 1356  | BUY            | 1504               | DGH declares KG-D6 oil commercial - We raise our End FY08 price target: Maintain Buy  |  |  |  |
| 27-Apr-07 | 1597  | BUY            | 1692               | Q4FY07 result: Positive surprise: Expect upsides from upstream in medium term   |  |  |  |



#### **Brics Research and Sales**

| Research  | Sector                         | E-Mail ID  | Telephone                              |
|---|--------------------------------|--|--|
| Prabhat Awasthi (Head of Equities & Research) Kapil Singh | Auto, Telecom, Metals<br>Auto  | prabhat.awasthi@bricssecurities.com<br>kapil.singh@bricssecurities.com | (91-22) 66360 155<br>(91-22) 66360 047 |
| Srikanth Vadlamani, CFA                                   | Banking                        | srikanth.vadlamani@bricssecurities.com                                 | (91-22) 66360 178                      |
| Deepak Reddy  | Banking                        | deepak.reddy@bricssecurities.com                                       | (91-22) 66360 157                      |
| Satish Kumar  | Cement, Engineering            | satish.kumar@bricssecurities.com                                       | (91-22) 66360 176                      |
| Abhinav Sharma  | Cement, Engineering            | abhinav.sharma@bricssecurities.com                                     | (91-22) 66360 130                      |
| Bidisha Ganguly   | Economist                      | bidisha.ganguly@bricssecurities.com                                    | (91-22) 66360 175                      |
| Harmendra Gandhi, FRM                                     | IT Services                    | harmendra.gandhi@bricssecurities.com                                   | (91-22) 66360 179                      |
| Sarvottam Kumar   | IT Services                    | sarvottam.kumar@bricssecurities.com                                    | (91-22) 66360 059                      |
| Vishal Gupta  | Petrochem, Oil & Gas, Airlines | vishal.gupta@bricssecurities.com                                       | (91-22) 66360 195                      |
| Saion Mukherjee   | Pharmaceuticals                | saion.mukherjee@bricssecurities.com                                    | (91-22) 66360 138                      |
| Inderjeetsingh Bhatia                                     | Pharmaceuticals                | inderjeet.bhatia@bricssecurities.com                                   | (91-22) 66360 177                      |
| Bijal Shah, CFA   | Telecom, Metals                | bijal.shah@bricssecurities.com   | (91-22) 66360 169                      |
| Manish Gunwani  | Mid-caps                       | manish.gunwani@bricssecurities.com                                     | (91-22) 66360 128                      |
| Manish Jain   | Mid-caps                       | manish.jain@bricssecurities.com  | (91-22) 66360 057                      |
| Aatash Shah   | Mid-caps                       | aatash.shah@bricssecurities.com  | (91-22) 66360 062                      |
| Jamil Ansari  | Mid-caps                       | jamil.ansari@bricssecurities.com                                       | (91-22) 66360 088                      |
| Sales – Equity  |                                |  |  |
| Smita Das (Head of Institutional Sales)                   |                                | smita.das@bricssecurities.com  | (91-22) 66360 027                      |
| Abhijit Chakraborty                                       |                                | abhijit.chakraborty@bricssecurities.com                                | (91-22) 66360 126                      |
| Sachin Patil  |                                | sachin.patil@bricssecurities.com                                       | (91-22) 66360 170                      |
| A. Sasikant   |                                | a.sasikant@bricssecurities.com   | (91-22) 66360 083                      |
| Sanjay Jakate   |                                | sanjay.jakate@bricssecurities.com                                      | (91-22) 66360 137                      |
| Ajit Kasar  |                                | ajit.kasar@bricssecurities.com   | (91-22) 66360 109                      |
| Sanjay Shinde   |                                | sanjay.shinde@bricssecurities.com                                      | (91-22) 66360 109                      |
| Sales – Derivatives                                       |                                |  |  |
| Yuvraj Sehgal (Head of Derivatives)                       |                                | yuvraj.sehgal@bricssecurities.com                                      | (91-22) 66360 134                      |
| Saurin Zota   |                                | saurin.zota@bricssecurities.com  | (91-22) 66360 042                      |
| Bhavin Parikh   |                                | bhavin.parikh@bricssecurities.com                                      | (91-22) 66360 022                      |
| Ravi Jhaveri  |                                | ravi.jhaveri@bricssecurities.com                                       | (91-22) 66360 035                      |
| Abhinay Salvi   |                                | abhinay.salvi@bricssecurities.com                                      | (91-22) 66360 064                      |
| Piyush Shah   |                                | piyush.shah@bricssecurities.com  | (91-22) 66360 065                      |
| Jignesh Shah  |                                | jignesh.shah@bricssecurities.com                                       | (91-22) 66360 063                      |
| Vipul Shah  |                                | vipul.shah@bricssecurities.com   | (91-22) 66360 067                      |
| Pramit Shah   |                                | pramit.shah@bricssecurities.com  | (91-22) 66360 062                      |
| Suchita Shah  |                                | suchita.shah@bricssecurities.com                                       | (91-22) 66360 091                      |
| Uday Purohit  |                                | uday.purohit@bricssecurities.com                                       | (91-22) 66360 134                      |
| Database  |                                |  |  |
| Sanjay Kadam  |                                | sanjay.kadam@bricssecurities.com                                       | (91-22) 66360 160                      |
| Production  |                                |  |  |
| Priyanka Sheth  |                                | priyanka.sheth@bricssecurities.com                                     | (91-22) 66360 053                      |
| Bindhu Unny   |                                | bindhu.unny@ bricssecurities.com                                       | (91-22) 66360 242                      |
| Sushama Patil   |                                | sushama.patil@bricssecurities.com                                      | (91-22) 66360 163                      |
| Administration  |                                |  |  |
| Anna D'Souza  |                                | anna.dsouza@bricssecurities.com  | (91-22) 66360 029                      |
| Krishnahari Kasturi                                       |                                | krishnahari.kasturi@bricssecurities.com                                | (91-22) 66360 161                      |
|   |                                | sunita.dmello@bricssecurities.com                                      | (91-22) 66360 029                      |

MUMBAI Sadhana House, 1<sup>st</sup> Floor, Behind Mahindra Tower, 570 P.B.Marg, Worli, Mumbai-400018. India Tel: (91-22) 66360000 Fax: (91-22) 66360164 DELHI 803, Ashoka Estate, Barakhamba Road, Connaught Place, New Delhi- 110001 Tel: (91-11) 51515392

Fax: (91-11) 23358790

BANGALORE Unit No. 106, 1st Floor, The Presidency, No. 82, St. Mark's Road, Bangalore- 560001 Tel: (91-80) 22485116

Fax: (91-80) 22485114

FMC Fortuna, R.No.A/16, 3rd Floor, 234/3A,A.J.C. Bose Road, Kolkata-700020 Tel: (91-33) 22812216 Fax: (91-33) 22812406 CHENNAI Lemuir House, No.10, G.N. Chetty Road, T.Nagar, Chennai- 600017 Tel: (91-44) 52606474 Fax: (91-44) 52606476

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