despite earnings cut

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# Bank of America Merrill Lynch

#### RESEARCH

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FY10-FY11E EPS cut but 2 year EPS CAGR still 34%; Buy

2-year EPS CAGR to FY11E 34%

FY10E Brent price forecast has been raised by 12% to US\$56/bbl. This should have meant 2% upgrade in RIL's EPS. However, a cut in KG D6 gas production rate now assumed by us has meant 6% cut in RIL's EPS. FY11E Brent price has been cut by 11% to US\$62/bbl. This has meant just 2% cut in RIL's EPS given its low sensitivity to oil prices. RIL's PO is also cut by 3% to Rs1,540/share as E&P valuation is cut to factor lower oil price and lower gas output now assumed in FY10E. RIL's strong earnings growth story due to KG D6 gas and new refinery is intact, in our view, with 2-year EPS CAGR to FY11E still at 34%. We retain Buy on RIL

#### FY10E EPS cut as KG D6 gas output rate cut to 45mmscmd

RIL has guided that KG D6 gas should ramp up to peak rate of 80mmscmd by March 2010. However, KG D6 average gas production rate in FY10E may be lower than 60mmscmd assumed earlier by us. We have now cut average gas production rate to 45mmscmd. This has meant 6% cut in its FY10E EPS.

#### Upside risk to FY10E EPS from weaker rupee

RIL's FY10E EPS is based on rupee at Rs46 vis-à-vis US dollar. The rupee is currently far weaker at over Rs51. RIL gains from a weaker rupee. Its FY10E EPS would be 11% higher than base case at Rs143.7/share if rupee averages Rs50.

#### PO cut by 3% to Rs1,540; E&P valuation cut 5% to Rs814

Cut in oil price assumption and lower gas production in FY10E than earlier assumed has meant cut in RIL's E&P valuation by 5% to Rs814/share from Rs855/share earlier. This has led to a cut in RIL's PO by 3% to Rs1,540/share. Our PO is based on exchange rate of Rs46. It would be 10% higher, at Rs1,691/share, if Rs50 is taken as exchange rate to calculate PO.

#### Estimates (Mar)

(Rs)	2007A	2008A	2009E	2010E	2011E
Net Income (Adjusted - mn)	125,476	153,244	158,981	212,607	284,813
EPS	86.34	105.44	96.79	129.43	173.39
EPS Change (YoY)	26.6%	22.1%	-8.2%	33.7%	34.0%
Dividend / Share	9.91	11.00	12.00	15.00	15.00
Free Cash Flow / Share	(105.18)	(68.52)	11.05	95.34	92.09
GDR EPS (US\$)	3.82	5.24	3.76	5.03	6.74
GDR Dividend / Share (US\$)	0.438	0.546	0.466	0.583	0.583

#### Valuation (Mar)

	2007A	2008A	2009E	2010E	2011E
P/E	15.42x	12.63x	13.76x	10.29x	7.68x
Dividend Yield	0.744%	0.826%	0.901%	1.13%	1.13%
EV / EBITDA*	13.06x	11.62x	11.02x	8.75x	6.59x
Free Cash Flow Yield*	-6.99%	-4.55%	0.830%	7.16%	6.92%

<sup>\*</sup> For full definitions of *iQmethod* <sup>SM</sup> measures, see page 4.

#### Stock Data

O to O tt D a ta	
Price (Common / GDR)	Rs1,331 / US\$51.80
Price Objective	Rs1,581 to Rs1,540/
-	US\$68.75 to US\$66.98
Date Established	19-Mar-2009 / 19-Mar-
	2009
Investment Opinion	B-1-7 / B-1-7
Volatility Risk	MEDIUM / MEDIUM
52-Week Range	Rs930.00-Rs3,026
Market Value (mn)	US\$42,639
Shares Outstanding (mn)	1,642.6 / 821.3
Average Daily Volume	6,190,141
ML Symbol / Exchange	XRELF / BSE
ML Symbol / Exchange	RLNIY / LIN
Bloomberg / Reuters	RIL IN / RELI.BO
ROE (2009E)	16.0%
Net Dbt to Eqty (Mar-2008A)	52.3%
Est. 5-Yr EPS / DPS Growth	0.2% / 0.1%
Free Float	45.0%



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## *iQprofile*<sup>™</sup> Reliance Industries Ltd.

Key Income Statement Data (Mar)	2007A	2008A	2009E	2010E	2011E
(Rs Millions)					
Sales	1,137,701	1,371,467	1,294,339	1,577,643	1,808,231
Gross Profit	347,532	373,835	391,404	471,070	599,606
Sell General & Admin Expense	(141,526)	(142,389)	(147,406)	(163,752)	(191,466)
Operating Profit	157,011	181,404	194,256	225,251	317,868
Net Interest & Other Income	(5,814)	1,369	558	8,943	(3,030)
Associates	NA	NA	NA	NA	NA
Pretax Income	151,198	182,773	194,813	234,194	314,837
Tax (expense) / Benefit	(25,723)	(29,511)	(35,832)	(21,588)	(30,025)
Net Income (Adjusted)	125,476	153,244	158,981	212,607	284,813
Average Fully Diluted Shares Outstanding	1,453	1,453	1,643	1,643	1,643
Key Cash Flow Statement Data					
Net Income	125,476	153,244	158,981	212,607	284,813
Depreciation & Amortization	48,995	50,042	49,742	82,067	90,272
Change in Working Capital	(42,218)	(108,528)	59,634	48,132	(22,031)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	15,469	50,067	9,401	4,318	6,005
Cash Flow from Operations	147,722	144,824	277,759	347,123	359,058
Capital Expenditure	(300,591)	(244,405)	(259,613)	(190,511)	(207,791)
(Acquisition) / Disposal of Investments	13,988	(42,548)	(13,381)	0	(5,000)
Other Cash Inflow / (Outflow)	NA	NA (	NA	NA	NA
Cash Flow from Investing	(286,603)	(286,953)	(272,994)	(190,511)	(212,791)
Shares Issue / (Repurchase)	59,248	(181)	168,932	0	(22.22.1)
Cost of Dividends Paid	(30,247)	(2,764)	(17,016)	(22,477)	(28,096)
Cash Flow from Financing	132,088	167,500	58,376	(42,477)	(90,096)
Free Cash Flow	(152,870)	(99,580)	18,146	156,612	151,267
Net Debt	317,144	462,219	305,538	171,403	53,231
Change in Net Debt	109,881	145,075	(156,681)	(134,136)	(118,172)
Key Balance Sheet Data					
Property, Plant & Equipment	911,669	1,127,466	1,337,337	1,445,780	1,563,299
Other Non-Current Assets	52,680	95,229	108,610	108,610	113,610
Trade Receivables	38,314	60,683	57,270	92,475	105,411
Cash & Equivalents	19,370	44,742	107,882	222,018	278,190
Other Current Assets	273,475	409,464	341,853	220,094	247,542
Total Assets	1,295,508	1,737,583	1,952,952	2,088,977	2,308,052
Long-Term Debt	252,288	390,744	306,561	291,561	254,561
Other Non-Current Liabilities	69,905	77,983	87,385	91,702	97,707
Short-Term Debt	84,227	116,217	106,860	101,860	76,860
Other Current Liabilities Total Liabilities	202,516 608,936	268,667 853,611	262,737 763,543	229,934 715,057	248,287
Total Equity	686,572	883,972	1,189,409	1,373,920	677,415 1,630,637
Total Equity & Liabilities	1,295,508	1,737,583	1,169,409	2,088,977	2,308,052
	1,273,300	1,737,303	1,732,732	2,000,711	2,300,032
iQmethod <sup>sм</sup> - Bus Performance*	44.404	40.00/	40.707	40.00/	44.00/
Return On Capital Employed	14.4%	12.2%	10.6%	12.2%	14.9%
Return On Equity	22.6%	20.5%	16.0%	17.1%	19.5%
Operating Margin	13.8%	13.2%	15.0%	14.3%	17.6%
EBITDA Margin	18.1%	16.9%	18.9%	19.5%	22.6%
<i>iQmethod</i> <sup>™</sup> - Quality of Earnings*					
Cash Realization Ratio	1.2x	0.9x	1.7x	1.6x	1.3x
Asset Replacement Ratio	6.1x	4.9x	5.2x	2.3x	2.3x
Tax Rate (Reported)	17.0%	16.1%	18.4%	9.2%	9.5%
Net Debt-to-Equity Ratio	46.2%	52.3%	25.7%	12.5%	3.3%
Interest Cover	12.7x	16.7x	11.8x	13.3x	15.9x
Key Metrics					

<sup>\*</sup> For full definitions of  $iQmethod^{SM}$  measures, see page 4.

#### **Company Description**

India's largest petchem and second largest refining company, Reliance, owns a 660kbpd refinery. Along with RPL, its total refining capacity would be 1.2mbpd by 2009. It also has a 900ktpa cracker, 1mtpa polyester, 1.9mtpa polymer and over 3mtpa of fibre intermediate capacities. Refining contributes 55% to revenues with petchem contributing 43%. The company has discovered gas with initial inplace reserves of over 40tcf on the East Coast.

#### **Investment Thesis**

Share price drivers are (1) Very strong earnings growth in FY10E, (2) large reserve accretion potential, and (3) upside to valuation on diversification into organized retail (valued at Rs102/share) and SEZ (not valued). RIL's 2P reserves and resources of 4.7bn boe are from exploration of just 5pct of its Indian acreage. It is embarking on a US\$4bn exploration program of its highly prospective acreage. We believe positive news flow by way of more discoveries and reserve accretion will continue.

#### Stock Data

Shares / GDR	2.00
Price to Book Value	1.9x

## Price objective basis & risk Reliance Inds (XRELF / RLNIY)

Our PO of Rs1,540 (GDR US\$66.98) is based on a sum of parts valuation. The value of the refining and petrochemical business has been calculated on an EV/EBITDA basis using a multiple of 7-8x on FY10E EBITDA. Oil and gas reserves and resources, as well as its retail business, are valued on a DCF basis using WACC of 11.8pct. Refining and marketing is 25pct of PO, E&P valuation (Rs814) 53pct, petrochemicals 15pct and organized retail 6pct. Risks are (1) Decline in refining and petrochemical margins being steeper than expected, (2) Lower than expected oil price. (3) Huge disappointments on the E&P front as we have valued exploration upside of Rs136/share, (4) Failure in the retail business, and (5) Changes in government policies (eg, withdrawal of the tax holiday) which may have a direct impact on the business, cash flow and profit.

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**APR - Energy Coverage Cluster** 

Investment rating	Company	ML ticker	Bloomberg symbol	Analyst
BUY	· ·		, i	·
	Cairn India	XCANF	CAIR IN	Vidyadhar Ginde
	Hindustan Petro.	XHTPF	HPCL IN	Vidyadhar Ginde
	IOC	IOCOF	IOCL IN	Vidyadhar Ginde
	ONGC	ONGCF	ONGC IN	Vidyadhar Ginde
	Reliance Inds	XRELF	RIL IN	Vidyadhar Ginde
	Reliance Inds -G	RLNIY	RIGD LI	Vidyadhar Ginde
NEUTRAL				
	Aban Offshore L	XBWTF	ABAN IN	Vidyadhar Ginde
	BPCL	XBPCF	BPCL IN	Vidyadhar Ginde
	Shell Refining	SRMMF	SHELL MK	Sonia Song
UNDERPERFORM				
	Formosa Chems	XFUMF	1326 TT	Sonia Song
	Formosa Petro	FPTCF	6505 TT	Sonia Song
	Formosa Plastics	FSAPF	1301 TT	Sonia Song
	GS Holdings Corp	GSHDF	078930 KS	Duke Suttikulpanich
	Hanwha Chem Corp	HAYCF	009830 KS	Stephan Han
	Honam Petrochem	HBBHF	011170 KS	Stephan Han
	LG Chem Ltd	LGCLF	051910 KS	Stephan Han
	Nan Ya Plastics	NNYPF	1303 TT	Sonia Song
	Petronet LNG Ltd	POLNF	PLNG IN	Vidyadhar Ginde
	SK Energy Co Ltd	XVERF	096770 KS	Sonia Song
	S-Oil Corp	SOOCF	010950 KS	Duke Suttikulpanich
	SPC	SPCJF	SPC SP	Duke Suttikulpanich
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	RPL	RPLUF	RPET IN	Vidyadhar Ginde

#### iOmathods Massures Definitions

iQmethod *** Measures Defin	illions	
<b>Business Performance</b>	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill	Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill
	Amortization	Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5-Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings		
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt, Less Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit		
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares

Dividend Yield Annualised Declared Cash Dividend Current Share Price

Free Cash Flow Yield Cash Flow From Operations – Total Capex Market Cap. = Current Share Price \* Current Basic Shares

Enterprise Value / Sales EV = Current Share Price \* Current Shares + Minority Equity + Net Debt + Sales

Other LT Liabilities

Enterprise Value Basic EBIT + Depreciation + Amortization

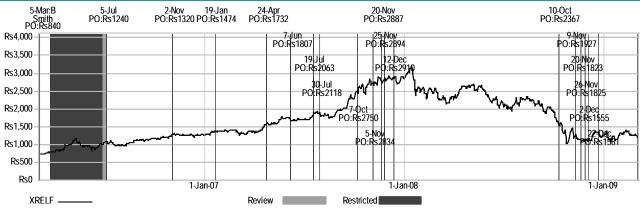
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#### **XRELF Price Chart**

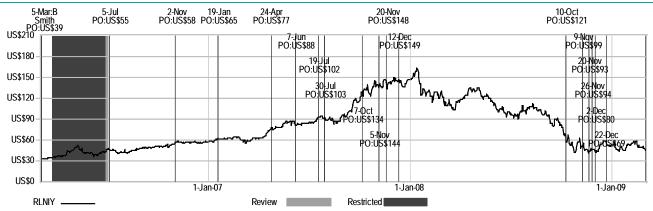


B: Buy, N: Neutral, S: Sell, U: Underperform, PO: Price objective, NA: No longer valid

"Prior to May 31, 2008, the investment opinion system included Buy, Neutral and Sell. As of May 31, 2008, the investment opinion system includes Buy, Neutral and Underperform. Dark Grey shading indicates that a security is restricted with the opinion suspended. Light grey shading indicates that a security is under review with the opinion withdrawn. The current investment opinion key is contained at the end of the report. Chart is current as of February 28, 2009 or such later date as indicated.

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#### **RLNIY Price Chart**



 $B: Buy, \ N: Neutral, \ S: Sell, \ U: Underperform, PO: Price objective, \ NA: No longer valid$ 

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#### Investment Rating Distribution: Chemicals Group (as of 01 Jan 2009)

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Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	35	41.67%	Buy	5	16.67%
Neutral	19	22.62%	Neutral	2	14.29%
Sell	30	35.71%	Sell	3	11.11%
<b>Investment Rating Distribution: 0</b>	Global Group (as of 01.	Jan 2009)			
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	1297	38.46%	Buy	314	26.81%
Neutral	859	25.47%	Neutral	210	28.23%
المك	1216	36.06%	الم	220	20 71%

<sup>\*</sup> Companies in respect of which MLPF&S or an affiliate has received compensation for investment banking services within the past 12 months. For purposes of this distribution, a stock rated Underperform is included as a Sell.

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster\*

Buy ≥ 10% ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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