



ACTION
Buy

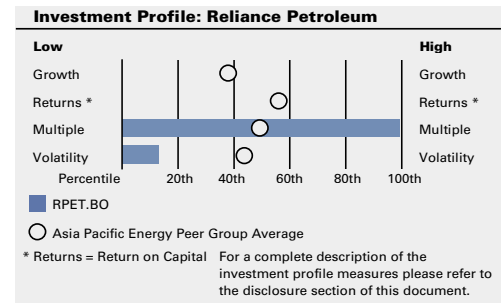
Reliance Petroleum (RPET.BO)

Return Potential: 38%

Simple story about a complex refinery; added to Conviction Buy list

Source of opportunity

We are upgrading Reliance Petroleum (RPL) to Buy from Neutral with a new 12-month DCF-based target price of Rs110 (previously Rs70) and adding it to our Asia-Pacific Conviction Buy List. Steady progress in the refinery project so far along with our bullish outlook on refining margins has given us increased clarity on the prospects of RPL compared to last year. This prompts us to use explicit refining margin forecasts for RPL in the medium term as against our earlier using normalized margins throughout. We believe that with project completion only about a year away, market will start realizing the re-rating potential of the stock now.



Catalyst

We believe stock price catalysts include: (1) positive newsflow on project progress, (2) our expectation of commissioning of the refinery three to six months earlier than the schedule of Dec 2008, (3) continued strength in refining margins and (4) Chevron potentially increasing its stake in RPL up to 29% from the current 5%.

Valuation

Our target price implies 38% upside. We value RPL on DCF as we believe it is the best method of valuing a project stock whose production and subsequent ramp-up is yet to happen. We estimate RPL to earn a premium in excess of US\$8/bbl over Singapore complex margin forecasts in the medium term and about US\$5/bbl over normalized Singapore margin forecasts from FY2011E. We suggest investors to play this re-rating story directly through RPL rather than its parent Reliance Industries (RIL).

Key risks

(1) Delay in commencement of production at the refinery beyond our estimate of Sep 2008, (2) earlier than expected cyclical downturn in the refining industry, (3) higher than expected operating costs, (4) adverse retrospective regulatory changes impacting RPL's tax benefits.

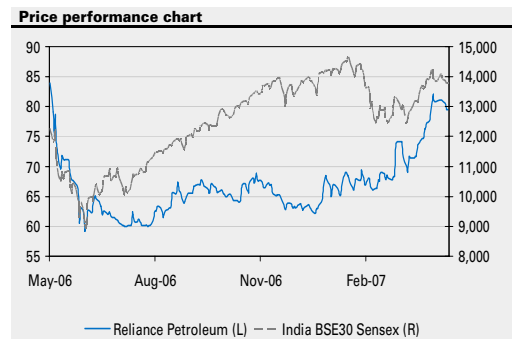
INVESTMENT LIST MEMBERSHIP

Asia Pacific Buy List
Asia Pacific Conviction Buy List
Coverage View: Neutral

India:
Oil

Key data	Current
Price (Rs)	79.45
12 month price target (Rs)	110.00
Market cap (Rs mn / US\$ mn)	357,524.8 / 8,736.1
Foreign ownership (%)	8.1

	--	3/08E	3/09E	3/10E
EPS (Rs) New	--	0.00	10.13	14.40
EPS revision (%)	--	NM	124.3	77.1
EPS growth (%)	NM	NM	--	42.2
EPS (dil) (Rs) New	--	--	10.13	14.40
P/E (X)	--	NM	7.8	5.5
P/B (X)	--	--	2.0	1.5
EV/EBITDA (X)	--	--	7.5	4.6
Dividend yield (%)	--	--	--	--
ROE (%)	--	--	50.5	30.4



Share price performance (%)	3 month	6 month	12 month
Absolute	17.7	18.1	--
Rel. to Bombay SE Sensitive Index	24.2	13.9	--

Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 5/10/2007 close.

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Reliance Petroleum: Summary financials

Profit model (Rs mn)	--	3/08E	3/09E	3/10E	Balance sheet (Rs mn)	--	3/08E	3/09E	3/10E
Total revenue	--	--	367,613.6	583,293.7	Cash & equivalents	--	0.0	55,115.4	113,401.4
Cost of goods sold	--	0.0	(289,765.5)	(468,428.9)	Accounts receivable	--	--	22,500.0	47,941.9
SG&A	--	0.0	(16,522.6)	(26,671.0)	Inventory	--	0.0	9,540.0	36,755.5
R&D	--	--	--	--	Other current assets	--	0.0	5,990.0	5,990.0
Other operating profit/(expense)	--	0.0	0.0	0.0	Total current assets	--	0.0	93,145.4	204,088.8
EBITDA	--	--	61,325.4	88,193.7	Net PP&E	--	0.0	157,886.5	157,211.5
Depreciation & amortization	--	0.0	(9,542.4)	(13,652.3)	Net intangibles	--	0.0	87,041.1	82,255.8
EBIT	--	--	51,783.0	74,541.5	Total investments	--	--	--	0.0
Interest income	--	--	--	900.0	Other long-term assets	--	0.0	0.0	0.0
Interest expense	--	--	(6,210.0)	(10,350.0)	Total assets	--	--	338,073.0	443,556.1
Income/(loss) from uncons. subs.	--	0.0	0.0	0.0	Accounts payable	--	0.0	0.0	40,693.1
Others	--	0.0	0.0	0.0	Short-term debt	--	0.0	0.0	0.0
Pretax profits	--	--	45,573.0	65,091.5	Other current liabilities	--	0.0	0.0	0.0
Income tax	--	--	--	(301.5)	Total current liabilities	--	--	0.0	40,693.1
Minorities	--	0.0	0.0	0.0	Long-term debt	--	0.0	157,500.0	157,500.0
Net income pre-preferred dividends	--	--	45,573.0	64,790.0	Other long-term liabilities	--	0.0	0.0	0.0
Preferred dividends	--	0.0	0.0	0.0	Total long-term liabilities	--	--	157,500.0	157,500.0
Net income (pre-exceptionals)	--	--	45,573.0	64,790.0	Total liabilities	--	0.0	157,500.0	198,193.1
Post-tax exceptionals	--	0.0	0.0	0.0	Common stock & premium	--	--	45,000.0	45,000.0
Net income	--	--	45,573.0	64,790.0	Other common equity	--	--	135,573.0	200,363.0
EPS (basic, pre-except) (Rs)	--	0.00	10.13	14.40	Total common equity	--	0.0	180,573.0	245,363.0
EPS (basic, post-except) (Rs)	--	--	10.13	14.40	Minority interest	--	0.0	0.0	0.0
EPS (diluted, post-except) (Rs)	--	--	10.13	14.40	Total liabilities & equity	--	--	338,073.0	443,556.1
DPS (Rs)	--	--	--	--	BVPS (Rs)	--	--	40.13	54.53
Dividend payout ratio (%)	--	--	0.0	0.0					
Free cash flow yield (%)	--	--	(70.2)	13.7					
Growth & margins (%)	--	3/08E	3/09E	3/10E	Ratios	--	3/08E	3/09E	3/10E
Sales growth	NM	NM	--	58.7	ROE (%)	--	--	50.5	30.4
EBITDA growth	NM	NM	--	43.8	ROA (%)	--	--	--	16.6
EBIT growth	NM	NM	--	43.9	ROACE (%)	--	--	36.6	25.9
Net income growth	NM	NM	--	42.2	Inventory days	--	--	6.0	18.0
EPS growth	NM	NM	--	42.2	Receivables days	--	--	--	22.0
Gross margin	--	--	21.2	19.7	Payable days	--	--	NM	15.9
EBITDA margin	--	--	16.7	15.1	Net debt/equity (%)	--	--	56.7	18.0
EBIT margin	--	--	14.1	12.8	Interest cover - EBIT (X)	--	--	8.3	7.9
Cash flow statement (Rs mn)	--	3/08E	3/09E	3/10E	Valuation	--	3/08E	3/09E	3/10E
Net income pre-preferred dividends	--	--	45,573.0	64,790.0	P/E (analyst) (X)	--	NM	7.8	5.5
D&A add-back	--	0.0	9,542.4	13,652.3	P/B (X)	--	--	2.0	1.5
Minorities interests add-back	--	0.0	0.0	0.0	EV/EBITDA (X)	--	--	7.5	4.6
Net inc/(dec) working capital	--	0.0	(32,040.0)	(11,964.3)	Dividend yield (%)	--	--	--	--
Other operating cash flow	--	0.0	(23,075.4)	0.0					
Cash flow from operations	--	--	0.0	66,477.9					
Capital expenditures	--	0.0	(244,927.6)	(8,192.0)					
Acquisitions	--	0.0	0.0	0.0					
Divestitures	--	0.0	0.0	0.0					
Others	--	0.0	0.0	0.0					
Cash flow from investments	--	--	(244,927.6)	(8,192.0)					
Dividends paid (common & pref)	--	0.0	0.0	0.0					
Inc/(dec) in debt	--	0.0	0.0	0.0					
Common stock issuance (repurchase)	--	0.0	0.0	0.0					
Other financing cash flows	--	0.0	0.0	0.0					
Cash flow from financing	--	--	0.0	0.0					
Total cash flow	--	--	(244,927.6)	58,285.9					

Note: Last actual year may include reported and estimated data.
Source: Company data, Goldman Sachs Research estimates.

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Table of contents

Investment view: Added to Conviction Buy list; Rs110 target price	3
Valuations: DCF-based target price implies 38% potential upside	13
Risks to our view: Delay in commissioning of refinery is key risk	15
Company profile: Calibrating the runway	16
Disclosures	18

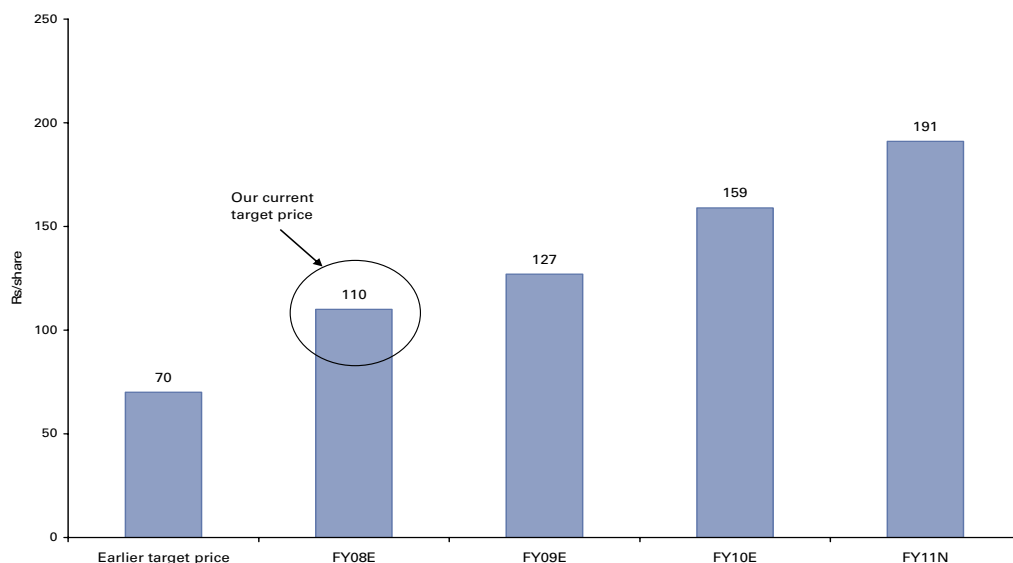
EXPECTED NEWS FLOW/EVENTS		
DATE	EVENT	COMMENT
July 2007	Quarterly update on the progress of the project	We expect the project commissioning to happen 3-6 months ahead of the scheduled timeline of Dec 2008.
Oct 2007	Next quarterly update on refinery progress	We expect details on updated project completion schedules starting from here. Market would likely start anticipating this months in advance.

Source: Company data, Goldman Sachs Research estimates.
 The prices in the body of this report are based on the market close of May 07, 2007.

Investment view: Added to Conviction Buy list; Rs110 target price

We are upgrading Reliance Petroleum to Buy from Neutral with a new 12-month target price of Rs110/share and adding it to our Asia-Pacific Conviction Buy List. Our target price implies a total return potential of 38% from current market price. Our new target price is based on DCF valuation with normalized refining margins starting from FY2011E against our earlier valuation (Rs70/share) based on normalized margins throughout.

Exhibit 1: Our RPL valuation is Rs127 on FY2009 estimates
 Movement of DCF valuation for RPL



Source: Goldman Sachs Research estimates.

Steady progress in the Jamnagar greenfield refinery project so far along with our continued bullish outlook on the refining sector has given us increased clarity on the prospects of RPL compared to last year. We believe now we are only about a year away from the completion of RPL's refinery, which will likely surprise the market by coming before the scheduled timeline of Dec 2008.

We have assumed ramp-up to 100% capacity utilization over three years of production, i.e., by FY2011N. (Note that RPL will start generating earnings only from FY2009E, as that would be the first year of operation.)

Global scale and high complexity of the refinery would result in RPL reporting refining margin of as high as US\$14-15/bbl in FY2009E-FY2010E, in our view.

The key re-rating arguments are:

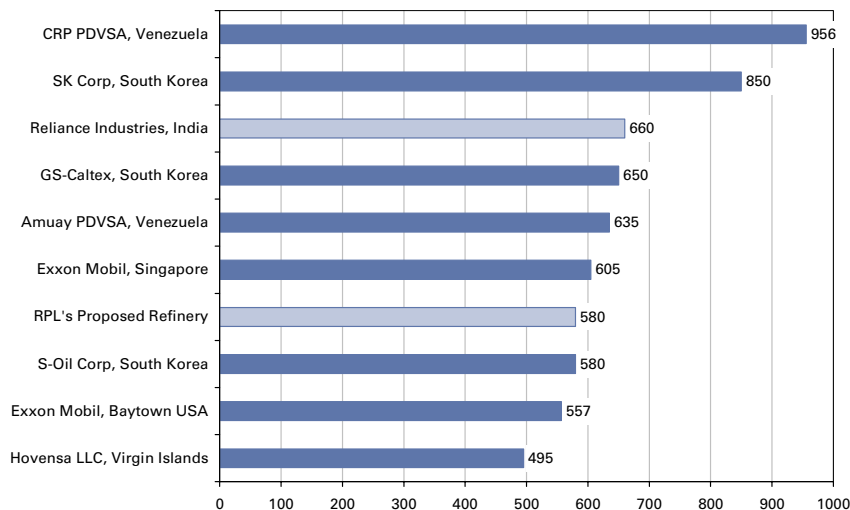
- We believe that our earlier argument of RPL stock re-rating towards the completion of the refinery seems to be coming true. Now we are only around a year away from project completion and the re-rating process has already commenced.
- We expect the refinery project to be completed three to six months ahead of schedule given the good progress made so far. We are now forecasting commissioning of the project around Sep 2008 against the original schedule of Dec 2008. This is in sharp contrast to the project delays that we are witnessing globally, mainly due to superior project management skills of the company.
- Our bullish outlook on the refining sector, reflected in the recent upgrade in refining margin forecasts (See our report, "*Project delays => stronger 07-08 outlook, potential cycle extension*", dated May 11, 2007), would make RPL's refinery generate positive free cash flow from FY2010E itself. RPL would likely earn a premium in excess of US\$8/bbl over Singapore complex margins.
- Co-promoter Chevron increasing its stake from the current 5%. According to Chevron's agreement with RPL, its stake can go up to 29% at a price of about 5% less than the market price. We believe we could see some action from Chevron in the near-term given that the stock price is beginning to re-rate.

Scale and complexity are the cornerstones of this refinery

RPL is building a 580,000 b/d export-oriented refinery in Jamnagar next to RIL's current 660,000 b/d refinery site. The new RPL refinery will easily be among the top-10 refineries in the world in terms of refining capacity. A greenfield project, it will be integrated with a 900,000 tpa polypropylene (PP) complex.

Combined with RIL's existing refinery at the same site, Jamnagar will be the largest refinery site in the world.

Exhibit 2: RPL’s refinery will be one of the largest in the world when completed
 List of the world’s largest refineries in terms of capacity ('000 b/d) as of today



Source: Goldman Sachs Research.

The RPL refinery’s complexity is more than 14 on the Nelson Complexity Index. This makes it one of the most complex refineries in the region (see Exhibits 3-4), translating into higher proportion of value-added products (such as gas oil, gasoline and alkylates).

Exhibit 3: RPL refinery will have a complexity of more than 14 on the Nelson index
 Calculation of RPL’s complexity

Refining Process Units	Index	Capacity (Kbopd)	% of ADU	Index
Atmospheric Distillation (ADU)	1	580,000	100%	1.0
Vacuum Distillation	2	305,000	53%	1.1
Thermal Operations	6	-	0%	0.0
Thermal Cracking, Visbreaking	2.75	-	0%	0.0
Delayed coking & others	6	160,000	28%	1.7
Catylatic Cracking	6	200,000	34%	2.1
Catylatic Reforming	5	85,000	15%	0.7
Catylatic hydrocracking	6	110,000	19%	1.1
Catylatic hydrorefining	3	470,000	81%	2.4
Catalytic Product hydrotreating	3	360,000	62%	1.9
Catylatic Feed hydrotreating	3	-	0%	0.0
Alkylation/polymerisation	10	85,000	15%	1.5
Aromatics/Isomerisation	15	42,000	7%	1.1
Lubes	10	-	0%	0.0
Asphalt	1.5	-	0%	0.0
Hydrogen Mfcd	1	6,000	1%	0.0
Oxygenates (MTBE/TAME)	10	-	0%	0.0
Estimated Nelson Complexity Index				14.50
Equivalent Distillation Capacity		8,411,000		

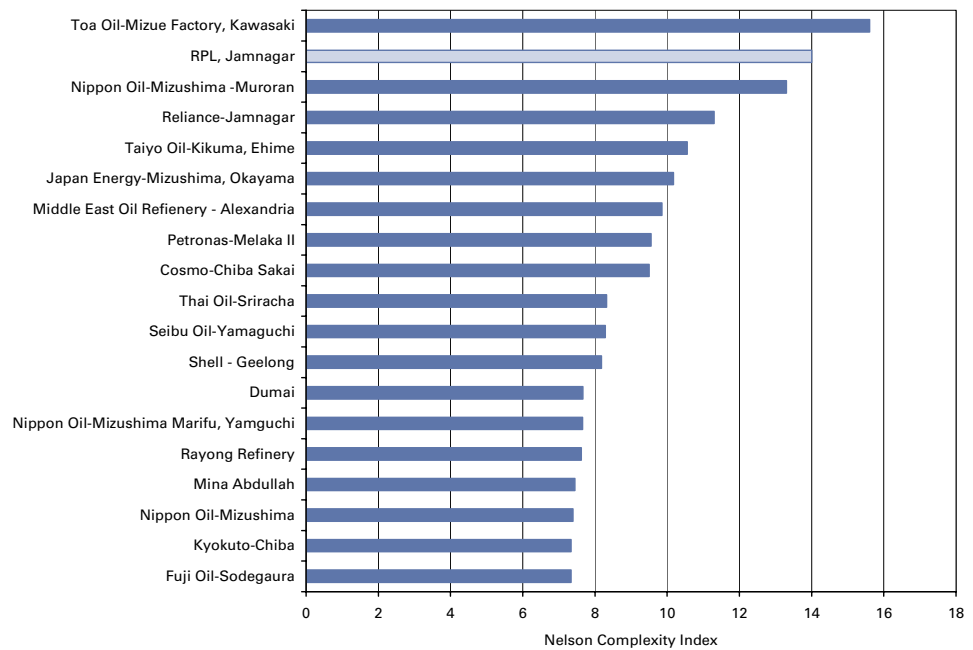
Source: Goldman Sachs Research.

This complexity should enable RPL to take a heavy grade of crude with an average API (American Petroleum Institute) gravity of around 24° and produce superior gasoline and diesel of 10ppm (i.e. Euro IV). Note that the Arab Heavy crude with API of 27° trades at an average discount of US\$9-12/bbl to Brent prices. **We have built in a discount of only US\$7/bbl to Brent for the next two years for RPL’s feedstock, implying potential upside to our refining margin forecasts for the company.**

We believe the RPL refinery will enjoy strong economies of scale because of its size and high complexity. It should be capable of handling a wide variety of crudes and producing wide range of products to meet growing market demand. The RPL refinery’s complexity will increase further when it integrates with the PP complex.

Exhibit 4: RPL will be one of the most complex refineries in Asia

Complexity of various Asian refineries

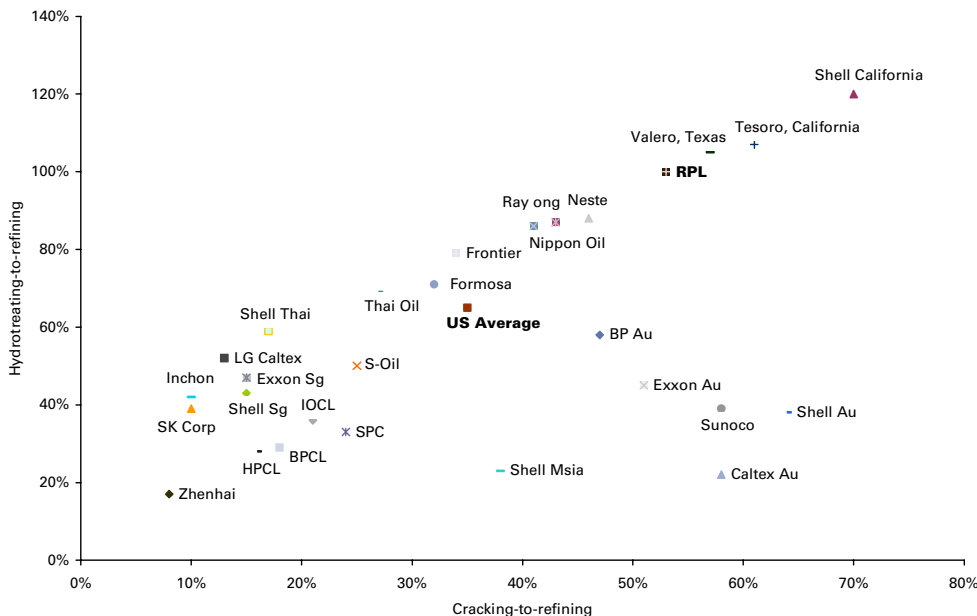


Source: Industry sources, Goldman Sachs Research.

In terms of refinery configuration, RPL will have one of the highest cracking¹ and desulphurization ratios, implying its enhanced capability to produce large proportion of high grade light and middle distillates even from low quality crudes.

¹ Cracking ratio indicates proportion of residual oil being converted to middle distillates. Desulphurization ratio indicates capability of producing low sulphur products.

Exhibit 5: RPL has one of the best configurations to produce high grade products
 Comparison of refinery configurations across geographies



Source: Company data, Goldman Sachs Research.

We estimate this will result in **RPL enjoying a high premium of more than US\$8/bbl to Singapore complex margins in the medium term and about US\$5/bbl to normalized levels.**

RPL will be primarily targeting the diesel market in Europe and the gasoline market in the US. It intends to target the increasing global demand for light and middle distillates, driven by economic development and stringent environmental norms.

Exhibit 6: We estimate heavy fractions to be as low as 10% of throughput for RPL
 Target product slate for RPL

Product	Target Market	Capacity (mtpa)	Production Range (mtpa)
Diesel	Asia/Europe/America	12.5	12.0 - 13.0
Gasoline	USA/Asia	9	8.0 - 12.0
Jet/Kerosene	Europe	1.5	1.0 - 2.0
Petcoke	Domestic	2.5	2.0 - 3.0
Alkylates	USA	2.5	2.0 - 3.0
Polypropylene	Asia	0.9	0.85 - 0.90
Sulphur	Domestic	0.45	0.45 - 0.60

Note: Sulphur and pet coke are the only heavy ends to be produced in the RPL refinery

Source: Company data.

The refinery is likely to be completed six months ahead of schedule

Given the good progress made in the refinery project so far, we believe that the refinery is likely to be completed around three to six months ahead of its scheduled completion. This is in sharp contrast to the project delays that we are witnessing globally and brings us almost within a year of mechanical completion of RPL refinery, thereby giving a lot of clarity on its prospects. We remain bullish on the outlook for refining margins even after

factoring in early commissioning of RPL’s refinery and believe that RPL is set to benefit from the robust sector fundamentals.

In our initiation report (“*Prefer upstream assets; initiate on four companies, transfer three*”, dated January 10, 2007), we had highlighted that RPL would benefit from its parent Reliance Industries’ (RIL) good track record in project execution. This is, in fact, coming true now. In a scenario of global manpower shortage in the processing industry, we view Reliance group’s project execution expertise, strong technical manpower base and Bechtel’s (which is the EPC contractor also for RIL’s existing refinery) experience as advantages. In addition, RPL has made a sizeable upfront payment for committed manpower from various process engineering companies to complete the project early.

Exhibit 7: We believe that RPL refinery will be completed by June 2008

Project progress made so far vs. original schedule

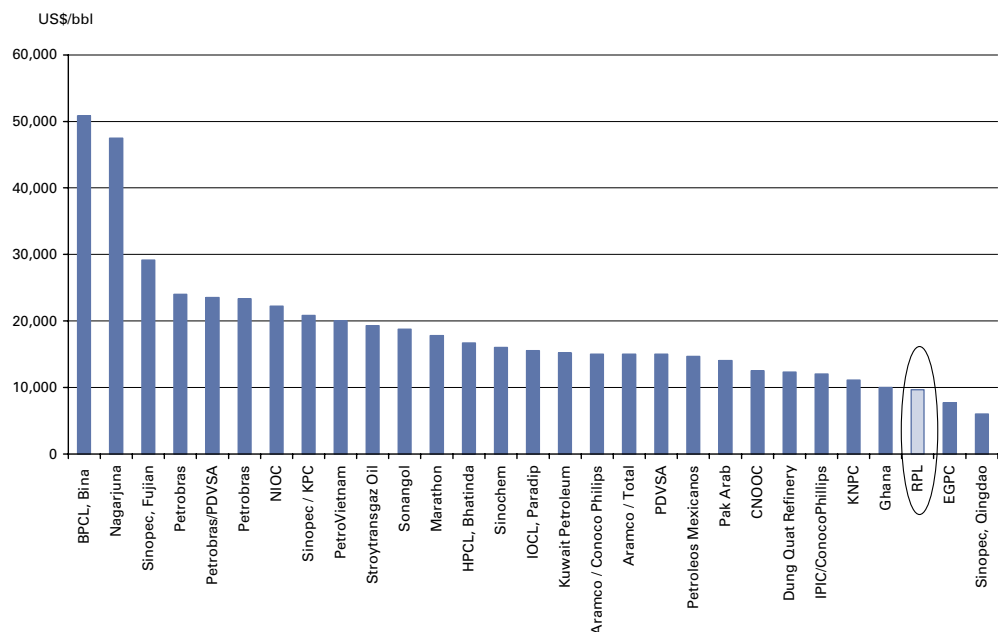
Milestone	Expected completion date	Months from zero date	Current status
Start of project/ Zero Date		1-Dec-05	Started
Technology selection/Project Scope	Jan-06	1	Completed
Completion of Basic Engineering	May-06	6	Completed
Order placement for critical equipment	May-06	6	Completed
Completion of Detailed Engineering	Sep-07	22	Ongoing
Completion of Civil work	Nov-07	24	Progressing
Completion of Equipment Erection	Jan-08	26	
Mechanical completion	Aug-08	33	
Ready for Start Up (RFSU) all areas	Sep-08	34	
Commencement of operations	Dec-08	36	

Source: Company data.

Moreover, the complexity-adjusted project cost of RPL’s refinery is not only lower than the existing refinery of RIL, but is also competitive when compared to the recent refinery build-outs in the region.

Exhibit 8: RPL refinery has one of the lowest capital costs per bbl

Cost of the upcoming refining capacities (as of 2007)



Source: Oil & Gas Journal.

Exhibit 9: We estimate RPL's refinery will cost less than RIL's existing refinery

Comparison of RIL's refinery with RPL

Cost of refinery	Cost US\$ mn	Capacity (b/d)	Nelson Complexity Index	Year	US\$/bpd	US\$/Complexity bbl
RIL (original capacity)	3,400	540,000	9.9	2000	6,296	636
RIL including Power/Port	4,535	540,000	9.9	2000	8,398	848
RPL - Proposed Refinery	5,450 (a)	580,000	14.0	2008E	9,397	671
RPL including Power/Port	6,585 (b)	580,000	14.0	2008E	11,353	811

Note: (a) Capex excludes the cost of the proposed polypropylene plant (b) Nearly US\$1,135 mn has been added to the refinery capex for port and power plants of group companies to make the comparison meaningful (c) We have used RIL's original complexity of 9.9 here.

Source: Company data, Goldman Sachs Research estimates.

Locational advantages to be further positive for RPL

Besides, RPL's location in Jamnagar places it close to the crude sources in the Middle-East, West Africa and Latin America and the same port could be used for exports as well. RPL's refinery would also be able to source infrastructure from the same companies, namely Reliance Port and Terminals and Reliance Utilities & Power, and also use the same rail/road dispatch terminals.

In addition to the locational advantage, we believe **RPL will be able to leverage RIL's existing relationships in the export markets** for its products. RIL has, over the years, increased its exports substantially—both in volume terms and as a percentage of total production. Moreover, presence of Chevron as a co-promoter bolsters RPL's overseas marketing efforts.

RPL is set to benefit from robust refining margin outlook**Tight refining conditions likely to sustain through 2009, potentially longer**

Our updated analysis suggests that the global refining demand and supply outlook for 2007 and 2008 should be even tighter than we previously expected due to stronger than expected oil demand growth and the delayed startup of several refinery projects.

Exhibit 10: Numerous expansion/upgrading projects have been delayed or cancelled

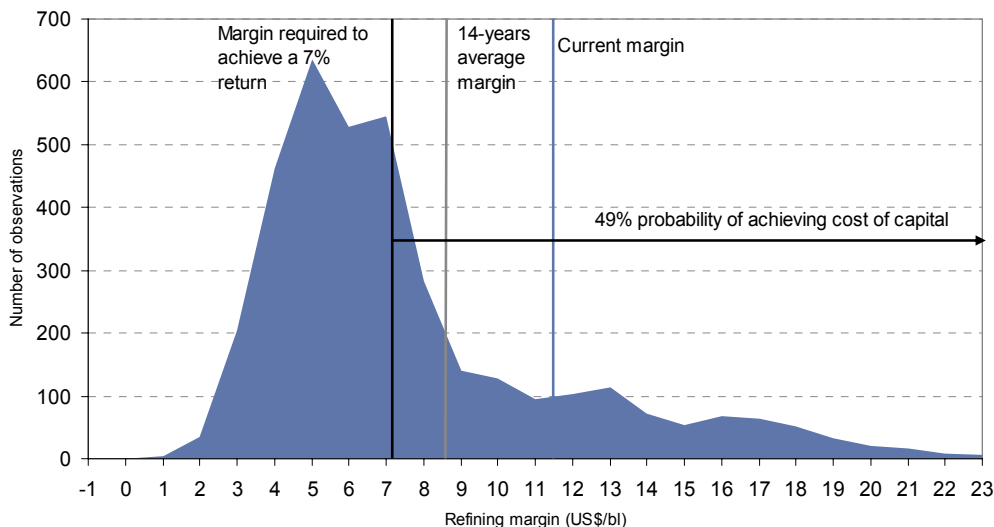
List of refinery projects delayed or cancelled

Company	Location	Project type	Capacity(bbl/d)	Original completion date	Status
KNPC	Kuwait	Refinery	615,000	Early 2011	Plan for new refinery may be scrapped
Conoco	UAE	Refinery	500,000	2011	Delayed indefinitely due to a sharp rise in costs
Conoco	US	Upgrader	275,000	2007	Upgrading plan delayed due to costs
Sonangol	Angola	Refinery	240,000	2010	Talks with Sinopec ended
OMV	Turkey	Diesel unit	200,000	NA	Uncertain
Lukoil	Turkey	Refinery	200,000	2011	Suspends \$3 bln project (poor economics)
Neste	Finland	Diesel unit	200,000	1Q 2007	Delayed startup of new diesel unit
Shell	Asia	Refinery	110,000	NA	Shelves plans due to increased costs
Cepsa	Spain	Hydrocracker	100,000	2009	New hydrocracker delayed 1 year
Sunoco	US	Refinery	20,000	2008	Canceled expansion plans due to costs
Tesoro	US	Coker	15,000	2007	Coker project canceled due to costs

Source: Industry sources, Goldman Sachs Research.

Moreover, we believe that strong cost inflation and lack of adequate availability of oil services have caused several of the proposed new refinery investments in the Middle East or Asia to have a low probability of generating enough returns to cover their cost of capital.

Exhibit 11: Building greenfield refineries in the Middle East is unlikely to be NPV positive—only 49% chance of recovering cost of capital on latest capex
 Economics of building a refinery in the Middle East today



Source Bloomberg, Goldman Sachs Research estimates.

In view of the improved demand and supply outlook in 2007-08, **we have raised our Singapore complex margin forecasts by US\$0.50/bbl for 2007E and 2008E to US\$7.5/bbl and US\$7.0 from US\$7.0/bbl and US\$6.5/bbl, respectively.** There is no change to our US\$6.5/bbl forecast for 2009E and our long-term normalized complex margin forecast of US\$5.0/bbl.

Exhibit 12: We have raised our Singapore refining margin forecasts

Our old and new forecasts for simple and complex margins

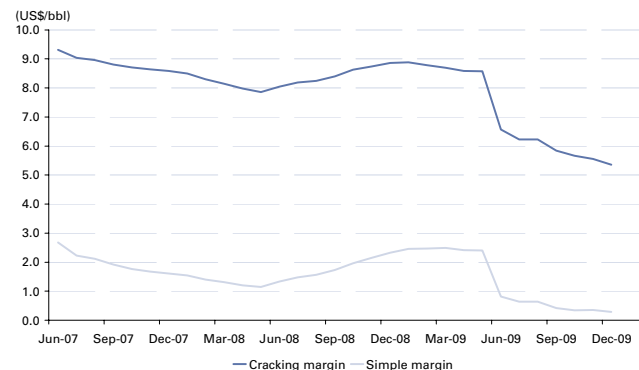
Complex Margins	FY08E	FY09E	FY10E	Normalized (US\$/bbl)
New	7.5	7.0	6.5	5.0
Old	7.0	6.5	6.5	5.0
Futures market implied	8.6	8.3	7.1	NA

Simple Margins	FY08E	FY09E	FY10E	Normalized (US\$/bbl)
New	1.5	1.3	1.0	1.5
Old	1.5	1.0	1.0	1.5
Futures market implied	2.1	1.6	1.3	NA

Source: Goldman Sachs Research estimates.

Exhibit 13: Futures market is pricing in robust margins till late-2009

Forward refining margins

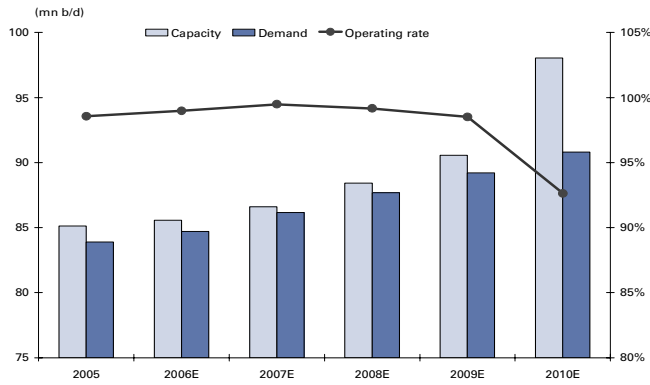


Source: Goldman Sachs Research estimates, Platt's.

The project delays and newly announced projects for 2010 imply that the supply additions in 2010 are now slightly higher than our previous forecasts. However, given rising construction costs, we believe a significant number of these announcements will be either cancelled or delayed until construction costs come back closer to the historical averages of about US\$10,000-US\$12,000 per barrel of daily capacity – from more than US\$16,500 today.

If we adjust the supply-demand chart (Exhibits 15 and 17) to remove projects we feel are unlikely or still at a very early planning stage (which are unlikely to get built on time, if at all, given the high construction costs and the lack of availability of adequate oil services), the longer-term supply and demand outlook is less worrisome although our adjusted model still implies an oversupply of refining capacity in 2010E.

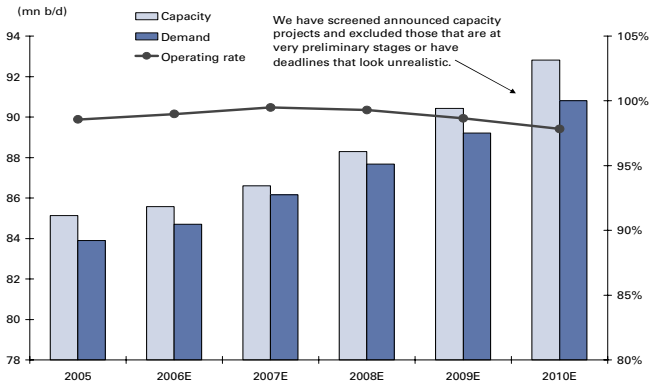
Exhibit 14: Refining tightness to persist through 2009
Global refinery demand, supply and utilization, 2005-2010E



Source: Industry sources, Goldman Sachs Research estimates.

Exhibit 15: 2010 outlook may not be as bad if adjusted for improbable projects

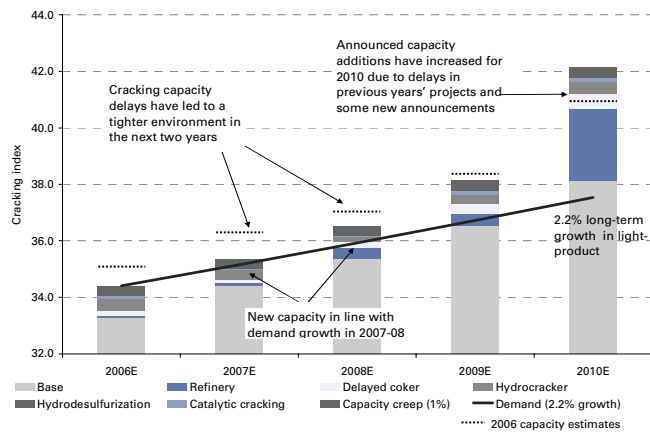
Global refinery demand, supply and utilization (excluding unlikely projects), 2005-2010E



Source: Industry sources, Goldman Sachs Research estimates.

Exhibit 16: 2007-08 cracking outlook better than earlier expected

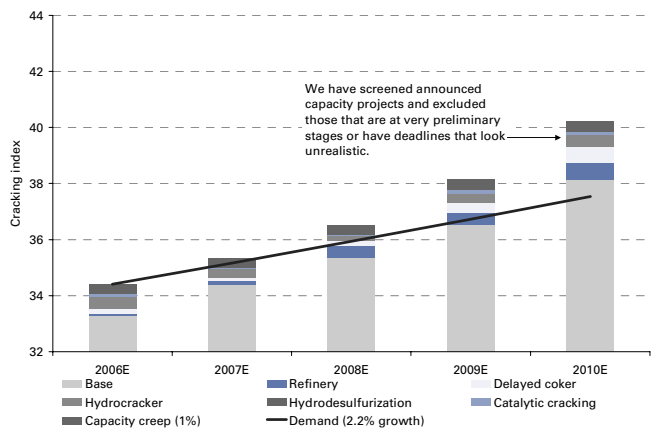
Cracking capacity index vs. light and middle distillate demand growth



Source: Company data, Goldman Sachs Research estimates.

Exhibit 17: 2010 supply additions are significantly reduced if we exclude projects unlikely to materialize

Cracking capacity index (excluding unlikely projects) vs. light and middle distillate demand growth



Source: Company data, Goldman Sachs Research estimates.

SEZ tax benefits to give RPL an edge

We expect RPL's refinery to be eligible for tax incentives because of its location in a special economic zone (SEZ). According to the regulations, RPL will not pay any tax (not even a minimum alternative tax) for the first five years and only 50% of the profit will be taxed in the subsequent five years. In addition, any reinvestments in the next five years will be eligible for tax deductions of up to 50% of net profit. RPL will pay tax only on those

products sold in the domestic market and on other income. We estimate the present value of the tax benefits of RPL to be in excess of US\$2bn.

Exhibit 18: We estimate SEZ tax benefits are worth US\$2bn

Calculation of present value of tax breaks for RPL (Rs mn)

Year ending March, 31	FY2009E	FY2010E	FY2011E	FY2012E	FY2013E	FY2014E	FY2015E	FY2016E	FY2017E	FY2018E	FY2019E	FY2020E
Normal Tax on operating profit	15,267	21,504	16,177	16,498	16,700	16,902	17,103	17,305	17,493	17,665	17,838	18,011
Actual tax	0	0	0	0	0	0	8552	8653	8746	8833	8919	9006
Difference/ saving	15,267	21,504	16,177	16,498	16,700	16,902	8,552	8,653	8,746	8,833	8,919	9,006
PV factor	1.10	1.33	1.46	1.61	1.77	1.95	2.14	2.36	2.59	2.85	3.14	3.45
Adjusted Savings	13,879	16,156	11,049	10,244	9,427	8,673	3,989	3,670	3,372	3,096	2,842	2,609
PV of tax benefits	89,006											
- In US\$ mn	2,023											

Note: Normal tax rate assumed for above calculation is marginal tax rate of 34% for Indian companies.

Source: Goldman Sachs Research estimates.

Moreover, as an export-oriented refinery, RPL will not be required to pay an import duty on crude oil. This, however, will not apply to crude that is used to produce petroleum coke for the domestic market. Besides, service tax will not be imposed on the fabrication cost and equipment supply. These tax incentives should help RPL contain its overall project cost.

It is better to play this story through RPL rather than RIL

We do not subscribe to the oft-used argument that it is better to play the RPL story through RIL. Our analysis shows that investors holding RPL have gained more than 25% so far in 2007 on price movement of the stock. On the other hand, the price movement of RIL stock on account of price appreciation of RPL has only been about 3%. This is because of the base effect of a much higher RIL share price.

On similar lines, while our target price of RPL at Rs110/share implies 38% potential upside from current levels, the potential upside in RIL share price due to RPL's price appreciation will only be 4%.

Exhibit 19: Holding RPL stock would likely give more returns than playing the story through RIL

Potential upside for RPL and implied upside for RIL due to RPL

	RPL price (Rs/share)	Implied value for RIL (Rs/share)	RIL price (Rs/share)
As of 2-Jan-07	63.5	141.5	1,281.7
As of 9-May-07	79.6	177.4	1,597.1
Absolute return	16.1		
% return	25.4%		2.8%
Target price	110.0	245.4	
% potential upside	38.3%		4.3%

Source: Goldman Sachs Research estimates.

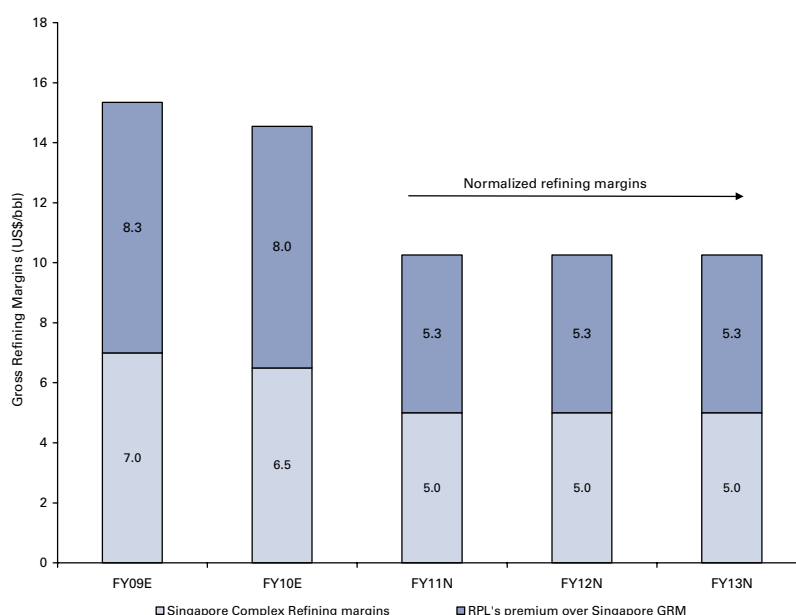
Therefore, we recommend playing the RPL re-rating story directly through the RPL stock. We reiterate that RIL is a play on its new ventures, i.e., upstream and organized retail, whereas RPL is a clean play on our robust refining margin outlook. Currently, RPL is our top pick among the refining stocks in the region.

Valuations: DCF-based target price implies 38% potential upside

We have valued RPL on the DCF framework as we believe that it is the best way of valuing a project stock that is yet to start production. We intend to move to the standard earnings multiple-based valuations once the refinery is within a year of full ramp-up. Currently we are assuming that the refinery will fully ramp-up only by FY2011E.

We are now using our explicit refining margin forecasts for RPL till FY2010E and normalized margins thereafter in the absence of yearly Singapore GRM forecasts. **We expect RPL to earn premium of US\$8/bbl over the next two years and about US\$5/bbl under normalized assumptions.** This is largely due to high complexity and the resultant superior product-mix.

Exhibit 20: We forecast RPL will have GRM of US\$14-15/bbl in medium-term
Our GRM estimates for RPL



Source: Goldman Sachs Research estimates.

It must be noted that the level of premium is correlated with the actual Singapore margin level, i.e., a higher Singapore GRM level implies a higher premium for RPL. This is partly because in a higher GRM scenario, key products such as LPG, gasoline, gas oil and, to some extent, naphtha have the highest price upside potential; since RPL's product-mix would be rich in gasoline, distillates and propane (a component of LPG), it would have an even higher GRM, thereby expanding the premium.

Exhibit 21: We expect full production ramp up by FY2011E
Our forecasts for RPL's refining business

Year ending March	FY09E	FY10E	FY11N	FY12N	FY13N
Total Capacity (mtpa)	29.35	29.35	29.35	29.35	29.35
Capacity Utilization	50%	80%	100%	100%	100%
Base GRM (US\$/bbl)	15.35	14.54	10.26	10.26	10.26
Total Operating Cost (US\$/bbl)	3.25	3.24	2.75	2.75	2.75

Source: Goldman Sachs Research estimates.

Exhibit 22: Our 12-month target price of Rs110 implies a potential upside of 38%

Details of DCF calculation of RPL

Year ending March 31	FY09N	FY10N	FY11N	FY12N	FY13N	FY14N	FY15N	FY16N	FY17N	FY18N	FY19N	FY20N
DACF (Rs mn)	61,325	88,744	73,708	75,185	76,523	77,890	69,682	70,635	71,602	72,713	73,832	75,088
Yoy growth			-17%	2%	2%	2%	-11%	1%	1%	2%	2%	2%
Capex (Rs mn)	(244,928)	(8,192)	(8,192)	(8,192)	(8,192)	(8,192)	(8,192)	(8,192)	(8,192)	(9,830)	(9,830)	(9,830)
Decrease/(increase) in working capital (Rs mn)	(32,040)	(11,964)	6,302	(22)	-	-	-	-	-	-	-	-
Average GCI (Rs mn)	347,615	426,058	465,897	507,959	549,064	592,150	624,830	658,847	694,219	731,055	769,355	809,206
CROCI	17.6%	20.8%	15.8%	14.8%	13.9%	13.2%	11.2%	10.7%	10.3%	9.9%	9.6%	9.3%
Free cashflow (Rs mn)	(215,642)	68,588	71,818	66,972	68,331	69,698	61,490	62,443	61,772	62,883	64,001	65,258
Discounting back to year-end FY2008 (Rs mn)	(196,386)	56,886	54,246	46,068	42,806	39,764	31,948	29,547	26,619	24,678	22,874	21,241
Present value @ year-end (Rs mn)	200,290											
Terminal value calculation												
FCF in FY2020E (Rs mn)	65,258			110	8.8%	9.3%	9.8%	10.3%	10.8%			
Terminal value @ year-end FY2020E (Rs mn)	1,053,000			1.0%	109	99	89	80	72			
PV of terminal value @ year-end (Rs mn)	413,244			1.5%	115	104	93	84	76			
				2.0%	122	109	98	88	79			
Total EV (Rs mn)	613,534		g	2.5%	130	116	103	93	83			
Less: FY2008E year end net debt/(cash) (Rs mn)	119,470			3.0%	139	123	110	98	87			
Less: Minority interest (Rs mn)	-			3.5%	150	132	117	104	92			
Add: Investments (Rs mn)	-			4.0%	164	143	125	111	98			
Equity value (Rs mn)	494,064			4.5%	180	155	136	119	105			
Shares outstanding (mn)	4,500			5.0%	201	171	148	129	113			
Equity value/share (Rs)	110											

Source: Goldman Sachs Research estimates.

For the DCF valuation, we have forecast an average cost of debt at 8%, which at an effective tax rate of 21% gives post-tax cost of debt at 6.3%. We estimate the cost of equity at about 13.3% as per our regional guidelines, which leads to a WACC of approximately 10%.

Exhibit 23: Key assumptions for DCF of RPL

Risk free rate	8.3%
Equity risk premium	6.0%
Beta (X)	0.84
Cost of equity	13.3%
FY2009E pretax cost of debt	8.0%
Tax rate	21%
After tax cost of debt	6.3%
Long-term debt to total capital ratio	50.0%
Growth to perpetuity	3.0%
WACC	9.8%

Source: Goldman Sachs Research estimates.

In the project NPV calculation, the breakeven GRM is US\$6.5/bbl, which translates into the Singapore complex margin of less than US\$1.5/bbl. The Singapore complex margin has fallen below this level for only a period of three months in the last ten years, implying that probability of RPL's breaking even is very bright indeed.

Exhibit 24: RPL starts looking cheap against global peers as production ramps up from 2009E

Comparative valuation of RPL

India (Rs) (a)	Ticker	GS rating	Price 7-May	Market cap (US\$m)	P/E (X)			EV/EBITDA (X)			ROE (%)			06-09E CAGR (%)		P/2007E BV (X)	2007E Dividend yield (%)	2007E Net debt/equity (%)	EV/Complexity Capacity (b) (US\$'000/b/d)
					2007E	2008E	2009E	2007E	2008E	2009E	2007E	2008E	2009E	EPS	EBITDA				
Bharat Petroleum	BPCL.BO	Sell	350.40	2,586	6.4	6.8	6.2	5.9	6.0	5.5	11.7	9.9	10.0	14.3	14.1	0.7	3.3	59	2.3
Hindustan Petroleum	HPCL.BO	Sell	286.35	2,388	7.4	6.9	9.3	6.2	6.0	7.1	10.8	10.6	7.4	(5.8)	5.4	0.8	3.4	57	3.2
Indian Oil Corporation	IOC.BO	Sell	465.05	13,362	9.7	9.4	NM	7.3	6.7	NM	14.9	13.8	NM	NM	NM	1.4	3.8	78	4.8
Reliance Petroleum	RPET.BO	Buy*	79.45	8,795	NM	7.8	5.5	NM	7.5	4.6	NM	25.2	26.4	NM	NM	NM	NM	NM	1.5
Taiwan (NT\$)																			
Formosa Petrochemical	6505.TW	Neutral	71.50	19,808	10.8	10.0	11.6	9.4	8.6	9.5	26.9	26.4	21.1	8.6	4.4	2.8	5.6	67	7.8
Korea (V)																			
GS Holdings (Parent)	078930.KS	Buy	44,150	4,421	9.3	7.1	7.8	9.5	7.2	7.8	16.3	18.9	15.0	9.3	17.7	1.5	2.3	19	1.6
S-Oil	010950.KS	Buy	71,700	6,229	8.0	8.4	11.8	5.2	6.3	8.8	32.3	25.9	16.8	(12.9)	3.5	2.2	7.1	1	2.5
SK Corp	003600.KS	Neutral	116,000	15,757	11.0	11.0	15.1	11.0	11.2	13.4	15.7	13.9	9.2	(10.8)	(1.7)	1.6	1.6	65	6.4
Thailand (Bt)																			
Thai Oil	TOP.BK	Buy*	65.50	4,092	7.5	7.0	7.2	5.1	4.1	3.9	22.2	20.1	16.5	3.7	8.1	1.5	5.3	19	2.5
Rayong Refinery	RRC.BK	Neutral	18.50	1,624	7.9	8.8	7.7	5.5	6.0	5.3	14.4	11.8	12.3	(6.8)	1.3	1.1	3.6	21	1.7
Singapore (S\$)																			
Singapore Petroleum	SPCS.SI	Buy	4.74	1,611	6.6	6.5	6.7	4.8	4.6	4.6	22.3	20.2	17.8	8.4	6.8	1.4	7.6	(3)	1.1
Asian median																			
					7.9	7.8	7.8	6.1	6.3	6.3	16.0	18.9	15.7	3.7	5.4	1.4	3.7	39	2.5
Japan (¥) (a)																			
AOC Holdings	5017.T	Neutral	1,895	1,235	18.8	16.1	20.4	12.4	10.0	10.0	5.2	5.8	4.4	(14.5)	7.1	1.0	0.8	93	NM
Idemitsu	5019.T	Sell	14,990	4,997	14.8	17.8	21.2	8.2	8.6	9.0	6.7	5.2	4.2	(8.3)	(2.5)	1.0	1.0	128	2.9
Nippon Oil	5001.T	Neutral	987	12,028	15.7	16.0	18.1	7.5	7.7	8.0	6.6	6.1	5.2	(6.3)	(4.1)	1.0	1.2	62	2.1
Showa Shell	5002.T	Neutral	1,456	4,567	16.6	17.2	17.8	8.4	8.5	8.6	9.6	8.6	7.8	(3.4)	(1.8)	1.5	2.5	44	2.3
Nippon Mining	5016.T	Buy	993	7,672	8.3	9.0	9.3	6.2	6.3	6.4	14.7	11.9	10.4	(10.3)	(6.1)	1.1	1.6	82	NM
Cosmo	5007.T	Sell	526	2,942	21.7	28.5	46.6	7.6	7.5	7.5	4.6	3.4	2.0	(27.3)	0.5	1.0	1.5	136	2.0
TonenGeneral	5012.T	Neutral	1,300	6,319	21.4	22.3	24.7	10.0	9.5	9.7	13.8	12.5	10.8	(4.1)	3.8	2.9	2.8	16	1.2
Japan median																			
					16.6	17.2	20.4	8.2	8.5	8.6	6.7	6.1	5.2	(8.3)	(1.8)	1.0	1.5	82	2.1
US (US\$)																			
Frontier Oil	FTO	Neutral	36.27	4,002	10.5	8.7	7.4	5.7	4.7	4.1	41.4	38.1	37.2	11.5	8.7	5.0	0.5	(23)	2.6
Sunoco	SUN	Neutral	75.28	9,132	7.6	7.0	6.3	4.6	4.1	3.7	51.3	45.6	41.0	16.5	8.0	3.3	1.4	87	1.7
Tesoro Petroleum	TSO	Neutral	116.96	7,942	8.8	8.8	8.2	5.1	4.5	4.0	31.4	24.9	21.0	6.5	8.8	3.2	0.6	72	2.3
Valero/UDS	VLO	Buy	73.66	44,499	8.1	7.2	6.3	4.6	4.2	3.7	27.8	25.2	25.3	12.2	3.8	2.3	0.7	15	1.7
US median																			
					8.4	8.0	6.8	4.9	4.3	3.9	36.4	31.7	31.2	11.9	8.3	3.2	0.6	43	2.0
Europe																			
Cepsa (EUR)	CEP.MC	Sell	66.37	24,130	22.2	22.7	22.1	10.9	10.7	10.2	15.1	13.8	13.2	0.8	6.5	3.4	2.1	11	4.5
ERG (EUR)	ERG.MI	Neutral	21.37	4,365	13.0	10.6	8.4	7.0	5.9	4.7	15.0	15.5	16.4	54.8	36.2	2.3	2.3	73	1.3
MOL (HuF)	MOLB.BU	Buy	22,325	11,342	9.4	8.7	9.0	4.6	4.8	4.6	15.2	14.5	12.8	(5.4)	(1.4)	1.7	2.9	(25)	3.3
Neste Oil (EUR)	NESIV.HE	Sell*	27.87	9,710	14.2	11.5	11.3	9.4	7.7	7.2	21.2	22.5	20.1	12.7	12.5	3.0	3.5	30	2.4
OMV (EUR)	OMV.VI	Neutral	48.47	19,641	9.6	8.9	8.5	6.4	5.6	5.3	14.3	13.5	12.4	3.7	9.8	1.8	2.5	5	6.4
PKN (PLN)	PKNA.WA	Neutral	45.75	7,104	8.2	7.8	6.8	5.5	5.2	4.6	9.7	9.6	10.2	3.6	4.7	0.9	5.1	27	3.2
Europe median																			
					11.3	9.7	8.7	6.7	5.7	5.0	15.1	14.2	13.0	3.7	8.1	2.0	2.7	19	3.3

(a) For fiscal year ending following March (i.e., FY2008E appears as 2007E).

(b) Not including adjustments for marketing assets.

*This stock is on our regional Conviction List

Source: Company data, DataStream, Goldman Sachs Research estimates

Risks to our view: Delay in commissioning of refinery is key risk

- Delay in commencement of production at the refinery beyond September 2008 is the main risk to our valuation of RPL. Also any changes in the refinery configuration could lead to cost overruns. It should be noted that the existing RIL refinery at Jamnagar (33 mtpa) was delayed as there were several changes to the original plan.
- Earlier than expected cyclical downturn in the refining industry would impact RPL's cash flows adversely. RPL's earnings are highly geared to refining margins. We estimate RPL's normalized earnings would change by 9% for a US\$0.5/bbl change in refining margins.
- While we expect RPL to gain significant cost synergies from the existing infrastructure of RIL's refinery, higher than expected operating costs may reduce net refining margins.
- We expect RPL to export nearly 26 mn tons of products every year and, therefore, success of its marketing tie-ups is going to be crucial to ensure smooth operations at the refinery. Role of Chevron would be critical here.
- Adverse retrospective regulatory changes in the SEZ framework could impact RPL's profitability negatively.

- There is a history of some natural calamities like cyclones in the state of Gujarat, where both RIL and RPL refineries are located. The Jamnagar district is also close to the international border which could lead to security concerns.

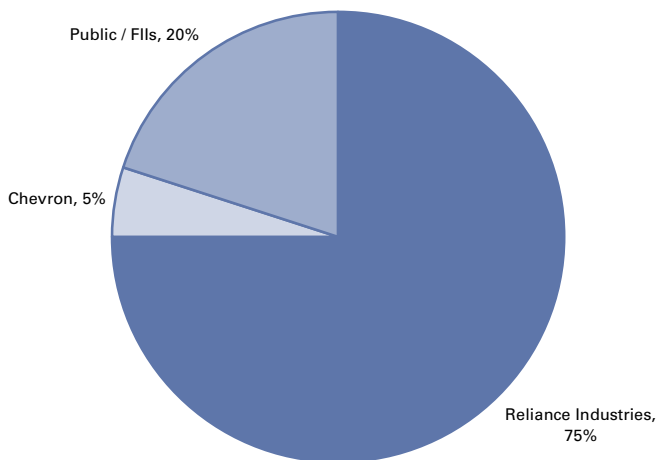
Company profile: Calibrating the runway

Reliance Petroleum, a subsidiary of Reliance Industries (RIL) was set up in December 2005. It is primarily engaged in refining operations. Its refinery has a capacity of 580,000 bpd and is being constructed at Jamnagar adjacent to the existing refinery of Reliance Industries. Together with RIL capacity of 660,000 bpd, Jamnagar is set to become a major refining hub globally, with capacity to process more than 60 mtpa of crude at a single location. The RPL refinery is scheduled to be commissioned in Dec 2008.

RPL refinery is getting set up in a special economic zone (SEZ), which enables the company to claim various tax benefits from the government, which would add to the attractiveness of the project.

RIL would remain the promoter of RPL with a minimum of 51% stake at any time, as per the agreement with RPL’s lenders. Chevron is a co-promoter for the company, with a strategic stake of 5% and has an option to increase this to up to 29% in future

Exhibit 25: Reliance Petroleum shareholding structure



Source: Company data.

Exhibit 26: RPL summary financials

Profit model (Rs mn)	2009E	2010E	2011E	2012E	Balance sheet (Rs mn)	2009E	2010E	2011E	2012E
Total revenue	367,613.6	583,293.7	467,100.3	467,100.3	Cash & equivalents	55,115.4	113,401.4	151,350.6	185,198.7
Cost of goods sold	(280,223.1)	(454,776.6)	(352,413.1)	(351,715.7)	Accounts receivables	22,500.0	47,941.9	38,391.8	38,391.8
SG&A	(16,522.6)	(26,671.0)	(28,394.8)	(28,304.8)	Inventory	9,540.0	36,755.5	29,433.7	29,433.7
R&D	0.0	0.0	0.0	0.0	Other current assets	5,990.0	5,990.0	5,990.0	5,990.0
Other operating profit / (expenses)	0.0	0.0	0.0	0.0	Total current assets	93,145.4	204,088.8	225,166.1	259,014.2
EBITDA	61,325.4	88,193.7	72,207.6	72,562.5	Total investments	0.0	0.0	0.0	0.0
Depreciation & amortization	(9,542.4)	(13,652.3)	(14,084.8)	(14,517.4)	Intangible assets	87,041.1	82,255.8	77,470.5	72,685.3
EBIT	51,783.0	74,541.5	58,122.7	58,045.1	Net fixed assets	157,886.5	157,211.5	156,104.0	154,563.9
Interest income	0.0	900.0	2,500.0	4,300.0	Other long term assets	0.0	0.0	0.0	0.0
Finance charges	(6,210.0)	(10,350.0)	(9,832.5)	(8,797.5)	Total assets	338,073.0	443,556.1	458,740.6	486,263.3
Associate income	0.0	0.0	0.0	0.0	Accounts payables	0.0	40,693.1	30,123.1	30,101.3
Others	0.0	0.0	0.0	0.0	Short-term loans	0.0	0.0	0.0	0.0
Pretax profits	45,573.0	65,091.5	50,790.2	53,547.6	Other current liabilities	0.0	0.0	0.0	0.0
Income tax	0.0	(301.5)	(837.5)	(1,440.5)	Total current liabilities	0.0	40,693.1	30,123.1	30,101.3
Minorities	0.0	0.0	0.0	0.0	Long-term loans	157,500.0	157,500.0	141,750.0	126,000.0
Net income pre preferred dividends	45,573.0	64,790.0	49,952.7	52,107.1	Other long term liabilities	0.0	0.0	0.0	0.0
Preferred dividends	0.0	0.0	0.0	0.0	Total long term liabilities	157,500.0	157,500.0	141,750.0	126,000.0
Net profits	45,573.0	64,790.0	49,952.7	52,107.1	Total liabilities	157,500.0	198,193.1	171,873.1	156,101.3
Post tax exceptionals	0.0	0.0	0.0	0.0	Share capital & share premium	45,000.0	45,000.0	45,000.0	45,000.0
Net income	45,573.0	64,790.0	49,952.7	52,107.1	Other common equity	135,573.0	200,363.0	241,867.5	285,162.0
EPS (weighted average) (Rs)	10.13	14.40	11.10	11.58	Total common equity	180,573.0	245,363.0	286,867.5	330,162.0
EPS (post-exceptionals) (Rs)	10.13	14.40	11.10	11.58	Minority interests	0.0	0.0	0.0	0.0
EPS (fully diluted) (Rs)	10.13	14.40	11.10	11.58	Total liabilities and equity	338,073.0	443,556.1	458,740.6	486,263.3
DPS (Rs)	0.00	0.00	1.88	1.96	BVPS (Rs)	40.13	54.53	63.75	73.37
Dividend payout ratio (%)	0.00	0.00	17%	17%	RNAV	0.00	0.00	0.00	0.00
Free cash flow yield (%)	(70.2)	NM	NM	NM	RNAVPS	0.00	0.00	0.00	0.00
Growth and margins					Ratios				
Sales growth (%)	0.0	58.7	(19.9)	0.0	ROE (%)	50.5	30.4	17.4	15.8
EBITDA growth (%)	0.0	43.8	(18.1)	0.5	ROA (%)	0.0	16.6	10.9	10.7
EBIT growth (%)	0.0	43.9	(22.0)	(0.1)	ROACE (%)	36.6	25.9	20.1	20.0
Net income growth (%)	0.0	42.2	(22.9)	4.3	Inventory days	6.0	18.0	17.5	17.5
EPS growth (%)	0.0	42.2	(22.9)	4.3	Receivables days	0.0	22.0	30.0	30.0
Gross margin (%)	21.2	19.7	24.6	24.7	Payables days	0.0	15.9	25.5	23.5
EBIT margin (%)	14.1	12.8	12.4	12.4	Net debt / equity (%)	0.0	0.0	0.0	#N/A
EBITDA margin (%)	16.7	15.1	15.5	15.5	Interest cover - EBIT (X)	8.3	NM	NM	NM
Net margin (%)	12.4	11.1	10.7	11.2					
Cash flow analysis (Rs mn)	2009E	2010E	2011E	2012E	VALUATION	2009E	2010E	2011E	2012E
Net income pre preferred dividends	45,573.0	64,790.0	49,952.7	52,107.1	P/E (analyst) (X)	7.8	5.5	7.2	6.9
DD&A add back	9,542.4	13,652.3	14,084.8	14,517.4	P/B (X)	2.0	1.5	1.2	1.1
Minority interests add back	0.0	0.0	0.0	0.0	EV/EBITDA (X)	7.5	4.6	4.9	4.2
Net (inc)/dec working capital	(32,040.0)	(11,964.3)	6,301.9	(21.8)	Dividend yield (%)	0.0	0.0	2.3	2.4
Others	(23,075.4)	0.0	0.0	0.0					
Net cash flow from operations	0.0	66,478	70,339	66,603					
Capital expenditures	(244,928)	(8,192)	(8,192)	(8,192)					
Net (inc)/dec investments	-	-	-	-					
Net (inc)/dec other assets	-	-	-	-					
Others	-	-	-	-					
Net cash flows from investments	(244,928)	(8,192)	(8,192)	(8,192)					
Dividends	0.0	0.0	(8,448.3)	(8,812.6)					
Debt drawdown (repayments)	0.0	0.0	(15,750.0)	(15,750.0)					
Common stock issuance	0.0	0.0	0.0	0.0					
Others	0.0	0.0	0.0	0.0					
Net cash flows from financing	0.0	0.0	(24,198.3)	(24,562.6)					
Net inc/(dec) in cash	(244,927.6)	58,285.9	37,949.2	33,848.1					

Note: Last actual year may include reported and estimated data
Source: Goldman Sachs Research estimates

Reg AC

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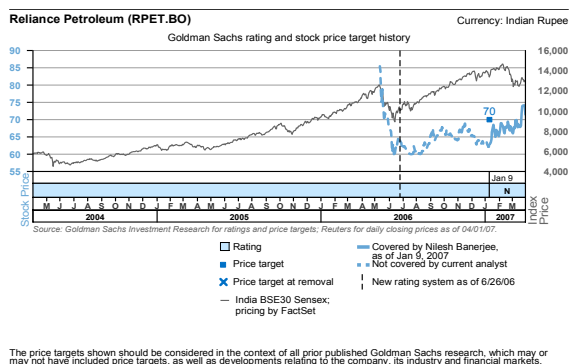
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