

# Re-entry in to telecom

## Telecom not significant in the medium term; Retain Buy

Reliance Industries (RIL) has announced an agreement to invest Rs48bn (US\$1bn) for 95% equity stake in Infotel Broadband Services (Infotel). Infotel has emerged as the only successful bidder in all of the 22 circles of the auction for Broadband Wireless Access (BWA). RIL may not have to invest any more equity in Infotel as the balance may be funded by debt and IPO. RIL's telecom foray may start being included in sum of parts valuation once there is clarity on business plans and execution time-frame. However, telecom is not likely to be significant in overall scheme of things for RIL in the medium term. We retain Buy on RIL.

## RIL to target data opportunity; To aim for asset-light model

Focus will be on tapping the pan-India data and digital-distribution opportunity. RIL believes mobile data in India will at least scale international proportions at ~30% of wireless revenues vs ~10% currently. It may also be able to offer bundled voice services on internet telephony due to change in regulations or tie-ups or acquiring access-provider license. Its current plan is to adopt a partnership approach with device vendors and infrastructure providers. Investment will be only Rs200bn (US\$4bn) including Rs129bn for BWA license. Full network rollout is planned over 2-3 years and cash break-even expected in ~3 years from launch.

## Telecom re-entry an attempt to reduce earnings cyclicality?

We believe that RIL's foray in to power generation and telecom in early-2000s was part of an effort to reduce cyclicality of earnings. However in 2006 all these businesses were demerged. Recent attempts like foray in organized retail and SEZ have not really taken off. The re-entry in to telecom may be another effort to reduce cyclicality of RIL's earnings.

## Estimates (Mar)

| (Rs)                        | 2009A   | 2010A   | 2011E   | 2012E   | 2013E   |
|-----------------------------|---------|---------|---------|---------|---------|
| Net Income (Adjusted - mn)  | 152,960 | 158,976 | 213,442 | 262,473 | 278,108 |
| EPS                         | 46.56   | 48.39   | 64.97   | 79.90   | 84.66   |
| EPS Change (YoY)            | -11.7%  | 3.9%    | 34.3%   | 23.0%   | 6.0%    |
| Dividend / Share            | 6.50    | 7.00    | 7.50    | 8.00    | 8.00    |
| Free Cash Flow / Share      | 62.01   | 31.83   | 53.87   | 52.45   | 44.22   |
| GDR EPS (US\$)              | 2.02    | 2.04    | 2.77    | 3.41    | 3.62    |
| GDR Dividend / Share (US\$) | 0.282   | 0.295   | 0.320   | 0.342   | 0.342   |

## Valuation (Mar)

|                       | 2009A  | 2010A  | 2011E  | 2012E  | 2013E  |
|-----------------------|--------|--------|--------|--------|--------|
| P/E                   | 22.47x | 21.62x | 16.11x | 13.10x | 12.36x |
| Dividend Yield        | 0.621% | 0.669% | 0.717% | 0.765% | 0.765% |
| EV / EBITDA*          | 16.56x | 12.76x | 10.07x | 8.72x  | 8.66x  |
| Free Cash Flow Yield* | 5.93%  | 3.04%  | 5.15%  | 5.01%  | 4.23%  |

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

## Bank of America Merrill Lynch

Vidyadhar Ginde >> +91 22 6632 8673

Research Analyst  
DSP Merrill Lynch (India)  
vidyadhar.ginde@baml.com

Reena Verma Bhasin, CFA >> +91 22 6632 8667

Research Analyst  
DSP Merrill Lynch (India)  
reena.verma@baml.com

## Stock Data

|                             |                           |
|-----------------------------|---------------------------|
| Price (Common / GDR)        | Rs1,046 / US\$44.80       |
| Price Objective             | Rs1,141 / US\$49.61       |
| Date Established            | 10-Jun-2010 / 10-Jun-2010 |
| Investment Opinion          | B-1-7 / B-1-7             |
| Volatility Risk             | MEDIUM / MEDIUM           |
| 52-Week Range               | Rs840.55-Rs1,190          |
| Market Value (mn)           | US\$73,406                |
| Shares Outstanding (mn)     | 3,285.2 / 1,642.6         |
| Average Daily Volume        | 5,793,834                 |
| BofAML Ticker / Exchange    | XRELF / BSE               |
| BofAML Ticker / Exchange    | RLNIY / LIN               |
| Bloomberg / Reuters         | RIL IN / RELI.BO          |
| ROE (2011E)                 | 15.2%                     |
| Net Dbt to Eqty (Mar-2010A) | 32.0%                     |
| Est. 5-Yr EPS / DPS Growth  | 20.0% / 10.0%             |
| Free Float                  | 45.0%                     |

>> Employed by a non-US affiliate of MLPF&S and is not registered/qualified as a research analyst under the FINRA rules.

Refer to "Other Important Disclosures" for information on certain Merrill Lynch entities that take responsibility for this report in particular jurisdictions.

Merrill Lynch does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision.

Refer to important disclosures on page 5 to 8. Analyst Certification on Page 3. Price Objective Basis/Risk on page 3. Link to Definitions on page 3. 10946691

14 June 2010

## iQprofile<sup>SM</sup> Reliance Industries Ltd.

| Key Income Statement Data (Mar)          | 2009A     | 2010A     | 2011E     | 2012E     | 2013E     |
|------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>(Rs Millions)</b>                     |           |           |           |           |           |
| Sales                                    | 1,512,240 | 2,037,397 | 2,177,210 | 2,456,968 | 2,382,062 |
| Gross Profit                             | 610,639   | 491,370   | 548,208   | 620,646   | 625,999   |
| Sell General & Admin Expense             | (372,719) | (182,431) | (156,855) | (168,609) | (170,886) |
| Operating Profit                         | 181,410   | 199,481   | 255,971   | 313,007   | 314,369   |
| Net Interest & Other Income              | 980       | 1,262     | 8,367     | 11,924    | 30,366    |
| Associates                               | NA        | NA        | NA        | NA        | NA        |
| Pretax Income                            | 182,390   | 200,743   | 264,338   | 324,931   | 344,736   |
| Tax (expense) / Benefit                  | (29,610)  | (42,563)  | (50,896)  | (62,458)  | (66,628)  |
| Net Income (Adjusted)                    | 152,960   | 158,976   | 213,442   | 262,473   | 278,108   |
| Average Fully Diluted Shares Outstanding | 3,285     | 3,285     | 3,285     | 3,285     | 3,285     |

### Key Cash Flow Statement Data

|                                         |           |           |           |           |           |
|-----------------------------------------|-----------|-----------|-----------|-----------|-----------|
| Net Income                              | 152,960   | 158,976   | 213,442   | 262,473   | 278,108   |
| Depreciation & Amortization             | 56,510    | 109,458   | 135,382   | 139,030   | 140,743   |
| Change in Working Capital               | 227,316   | (159,422) | (9,184)   | (20,716)  | 4,695     |
| Deferred Taxation Charge                | NA        | NA        | NA        | NA        | NA        |
| Other Adjustments, Net                  | 14,070    | 96,523    | 10,179    | 12,492    | 13,326    |
| Cash Flow from Operations               | 450,856   | 205,534   | 349,819   | 393,279   | 436,872   |
| Capital Expenditure                     | (247,130) | (100,967) | (172,830) | (220,977) | (291,607) |
| (Acquisition) / Disposal of Investments | 49,264    | (66,767)  | 44,276    | 0         | (43,001)  |
| Other Cash Inflow / (Outflow)           | NA        | NA        | NA        | NA        | NA        |
| Cash Flow from Investing                | (197,866) | (167,734) | (128,555) | (220,977) | (334,608) |
| Shares Issue / (Repurchase)             | 240,429   | 15,638    | 0         | 0         | 0         |
| Cost of Dividends Paid                  | (19,350)  | (19,860)  | (24,309)  | (28,096)  | (29,969)  |
| Cash Flow from Financing                | 476,685   | (120,733) | (31,309)  | (33,095)  | (179,968) |
| Free Cash Flow                          | 203,726   | 104,568   | 176,989   | 172,302   | 145,265   |
| Net Debt                                | 516,754   | 422,871   | 270,192   | 125,986   | 53,690    |
| Change in Net Debt                      | (474,070) | (33,578)  | (196,955) | (144,206) | (72,295)  |

### Key Balance Sheet Data

|                               |           |           |           |           |           |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|
| Property, Plant & Equipment   | 1,686,604 | 1,678,113 | 1,715,561 | 1,797,508 | 1,948,372 |
| Other Non-Current Assets      | 45,964    | 46,847    | 46,847    | 46,847    | 89,847    |
| Trade Receivables             | 48,450    | 100,829   | 107,748   | 121,593   | 117,886   |
| Cash & Equivalents            | 245,812   | 223,184   | 368,864   | 508,071   | 430,368   |
| Other Current Assets          | 311,590   | 451,319   | 477,147   | 538,014   | 516,212   |
| Total Assets                  | 2,338,420 | 2,500,292 | 2,716,168 | 3,012,032 | 3,102,685 |
| Long-Term Debt                | 678,170   | 625,753   | 620,753   | 615,754   | 465,755   |
| Other Non-Current Liabilities | 95,513    | 106,776   | 116,955   | 129,447   | 142,772   |
| Short-Term Debt               | 84,396    | 20,302    | 18,302    | 18,302    | 18,302    |
| Other Current Liabilities     | 388,720   | 425,856   | 453,206   | 509,074   | 488,261   |
| Total Liabilities             | 1,246,799 | 1,178,687 | 1,209,216 | 1,272,577 | 1,115,090 |
| Total Equity                  | 1,091,621 | 1,321,605 | 1,506,952 | 1,739,456 | 1,987,596 |
| Total Equity & Liabilities    | 2,338,420 | 2,500,292 | 2,716,168 | 3,012,032 | 3,102,686 |

### iQmethod<sup>SM</sup> - Bus Performance\*

|                            |       |       |       |       |       |
|----------------------------|-------|-------|-------|-------|-------|
| Return On Capital Employed | 9.6%  | 8.5%  | 10.5% | 11.7% | 11.3% |
| Return On Equity           | 15.8% | 13.2% | 15.2% | 16.2% | 15.0% |
| Operating Margin           | 12.0% | 9.8%  | 11.8% | 12.7% | 13.2% |
| EBITDA Margin              | 15.7% | 15.2% | 18.0% | 18.4% | 19.1% |

### iQmethod<sup>SM</sup> - Quality of Earnings\*

|                          |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|
| Cash Realization Ratio   | 2.9x  | 1.3x  | 1.6x  | 1.5x  | 1.6x  |
| Asset Replacement Ratio  | 4.4x  | 0.9x  | 1.3x  | 1.6x  | 2.1x  |
| Tax Rate (Reported)      | 16.2% | 21.2% | 19.3% | 19.2% | 19.3% |
| Net Debt-to-Equity Ratio | 47.3% | 32.0% | 17.9% | 7.2%  | 2.7%  |
| Interest Cover           | 10.0x | 9.7x  | 10.7x | 11.9x | 14.2x |

### Key Metrics

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

### Company Description

India's largest petrochemical and refining company, Reliance, owns two refineries with 1.25mbpd capacity. It has over 2m tpa ethylene cracker and is the world's largest polyester producer. It also has large polypropylene and fibre intermediate capacity. Refining was 30%, petrochemical 43% and E&P 27% of FY10 EBIT. Its 2P reserves and resources in India are 4.7bn boe and 0.88bn boe in US shale gas.

### Investment Thesis

We expect strong earnings growth for RIL in FY11-FY12E driven by refining margin recovery and surge in oil & gas volumes. RIL has 4.7bn boe 2P reserves from exploration of 5% of its Indian acreage. It has large unexplored prospective acreage and thus large reserve-accretion potential. RIL also has large cash, treasury shares and will generate strong free cash flows. This may be used to make value-accretive acquisitions.

### Stock Data

|                     |      |
|---------------------|------|
| Shares / GDR        | 2.00 |
| Price to Book Value | 2.3x |

## Price objective basis & risk

### Reliance Inds (XRELF / RLNIY)

Our PO of Rs1,141 (GDR US\$49.61) is based on a sum-of-the-parts valuation. The value of the refining and petrochemicals business, oil and gas reserves and resources, as well as its retail business is calculated on a DCF basis, using WACC of 11.8%. Refining and marketing (412) is 33% of our PO, E&P valuation (Rs536) 44%, petrochemicals (262) 21% and organized retail (22) 2%. Downside risks are: (1) seven-year income tax holiday being disallowed on gas production, which would mean lower cash flow, profit and fair value, (2) lower-than-expected oil price, (3) huge disappointments on the E&P front, as we have valued exploration upside at Rs175/share, (4) failure in the retail business and (5) the decline in refining and petrochemicals margins being steeper-than-expected. Upside risks are: (1) refining and petrochemical margins being better-than-expected, (2) higher-than-expected oil price, (3) higher-than-expected reserve accretion in next 12-24 months and (4) large acquisitions, which increase fair value significantly.

## Link to Definitions

### Basic Materials

Click [here](#) for definitions of commonly used terms.

## Analyst Certification

I, Vidyadhar Ginde, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

## Special Disclosures

In accordance with the SEBI (Foreign Institutional Investors) Regulations and with guidelines issued by the Securities and Exchange Board of India (SEBI), foreign investors (individuals as well as institutional) that wish to transact the common stock of Indian companies must have applied to, and have been approved by SEBI and the Reserve Bank of India (RBI). Each investor who transacts common stock of Indian companies will be required to certify approval as a foreign institutional investor or as a sub-account of a foreign institutional investor by SEBI and RBI. Certain other entities are also entitled to transact common stock of Indian companies under the Indian laws relating to investment by foreigners. Merrill Lynch reserves the right to refuse copy of research on common stock of Indian companies to a person not resident in India.

American Depositary Receipts (ADR) representing such common stock are not subject to these Indian law restrictions and may be transacted by investors in accordance with the applicable laws of the relevant jurisdiction.

Global Depository Receipts (GDR) and the Global Depository Shares of Indian companies, Indian limited liability corporations, have not been registered under the U.S. Securities Act of 1933, as amended, and may only be transacted by persons in the United States who are Qualified Institutional Buyers (QIBs) within the meaning of Rule 144A under the Securities Act. Accordingly, no copy of any research report on Indian companies' GDRs will be made available to persons who are not QIBs.

14 June 2010

APR - Energy Coverage Cluster

| Investment rating   | Company                   | BofAML ticker | Bloomberg symbol | Analyst         |
|---------------------|---------------------------|---------------|------------------|-----------------|
| <b>BUY</b>          |                           |               |                  |                 |
|                     | Cairn India               | XCANF         | CAIR IN          | Vidyadhar Ginde |
|                     | Citic Resources           | CTJHF         | 1205 HK          | Vitus Leung     |
|                     | CNOOC                     | CEOHF         | 883 HK           | Thomas Wong     |
|                     | CNOOC                     | CEO           | CEO US           | Thomas Wong     |
|                     | COSL                      | CHOLF         | 2883 HK          | Vitus Leung     |
|                     | Kunlun Energy             | CNPXF         | 135 HK           | Vitus Leung     |
|                     | LG Chem                   | LGCLF         | 051910 KS        | Kenneth Whee    |
|                     | Oil India Ltd             | XLCRF         | OINL IN          | Vidyadhar Ginde |
|                     | ONGC                      | ONGCF         | ONGC IN          | Vidyadhar Ginde |
|                     | Reliance Inds             | XRELF         | RIL IN           | Vidyadhar Ginde |
|                     | Reliance Inds -G          | RLNIY         | RIGD LI          | Vidyadhar Ginde |
|                     | Sinopec                   | SNPMF         | 386 HK           | Thomas Wong     |
|                     | Sinopec - A               | SNP           | SNP US           | Thomas Wong     |
|                     | SK Energy                 | XVERF         | 096770 KS        | Kenneth Whee    |
| <b>NEUTRAL</b>      |                           |               |                  |                 |
|                     | PetroChina                | PCCYF         | 857 HK           | Thomas Wong     |
|                     | PetroChina - A            | PTR           | PTR US           | Thomas Wong     |
| <b>UNDERPERFORM</b> |                           |               |                  |                 |
|                     | BPCL                      | XBPCF         | BPCL IN          | Vidyadhar Ginde |
|                     | Formosa Chemicals & Fibre | XFUMF         | 1326 TT          | Kenneth Whee    |
|                     | Formosa Petrochemical     | FPTCF         | 6505 TT          | Kenneth Whee    |
|                     | Formosa Plastics          | FSAPF         | 1301 TT          | Kenneth Whee    |
|                     | GS Holdings               | GSHDF         | 078930 KS        | Kenneth Whee    |
|                     | Hindustan Petro.          | XHTPF         | HPCL IN          | Vidyadhar Ginde |
|                     | IOC                       | IOCOF         | IOCL IN          | Vidyadhar Ginde |
|                     | Petronet LNG Ltd          | POLNF         | PLNG IN          | Vidyadhar Ginde |
|                     | S-Oil                     | SOOCF         | 010950 KS        | Kenneth Whee    |

iQmethod<sup>SM</sup> Measures Definitions

| Business Performance       | Numerator                                                                                        | Denominator                                                                         |
|----------------------------|--------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Return On Capital Employed | NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill<br>Amortization                     | Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill<br>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                                                                                 |
| <b>Quality of Earnings</b> |                                                                                                  |                                                                                     |
| 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                                                                    |
| <b>Valuation Toolkit</b>   |                                                                                                  |                                                                                     |
| 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 +<br>Other LT Liabilities |                                                                                     |
| EV / EBITDA                | Enterprise Value                                                                                 | Basic EBIT + Depreciation + Amortization                                            |

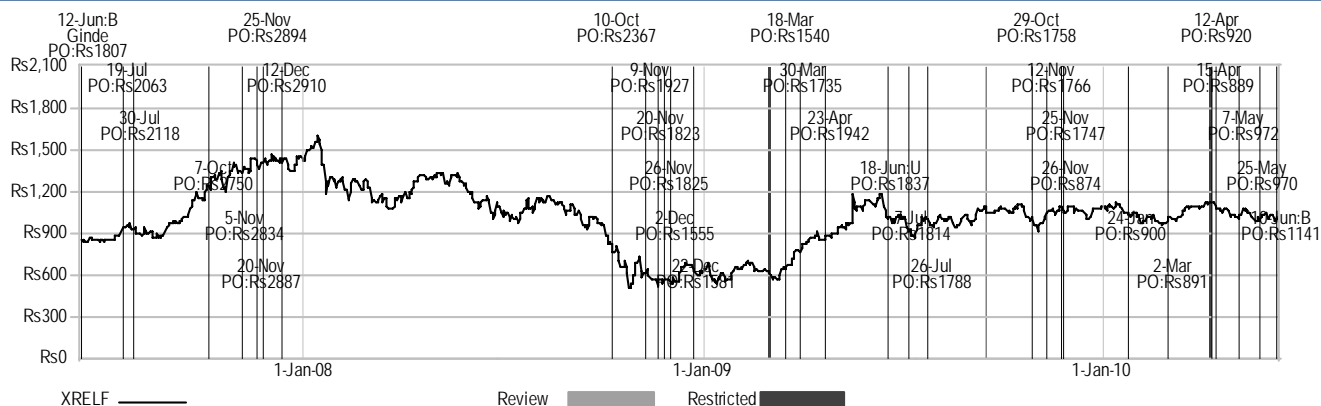
iQmethod<sup>SM</sup> is the set of BofA Merrill Lynch standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and valuations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

iQdatabase<sup>®</sup> is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Merrill Lynch.

iQprofile<sup>SM</sup>, iQmethod<sup>SM</sup> are service marks of Merrill Lynch & Co., Inc. iQdatabase<sup>®</sup> is a registered service mark of Merrill Lynch & Co., Inc.

## Important Disclosures

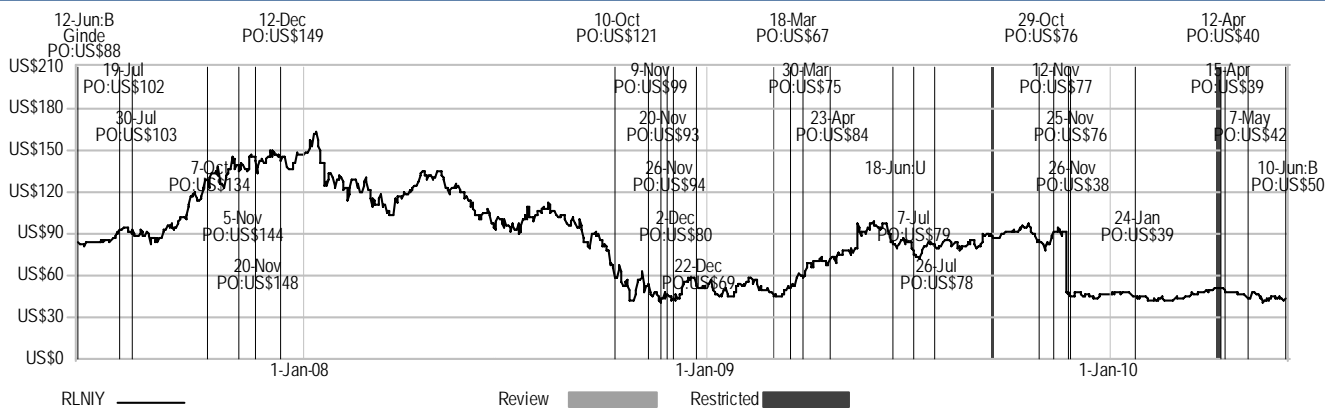
### XRELF Price Chart



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 May 31, 2010 or such later date as indicated. BofAML price charts do not reflect analysts' coverage of the stock at prior firms. Historical price charts relating to companies covered as of December 31, 2008 by former Banc of America Securities LLC (BAS) analysts are available to BAS clients on the BAS website.\*

### RLNIY 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 May 31, 2010 or such later date as indicated. BofAML price charts do not reflect analysts' coverage of the stock at prior firms. Historical price charts relating to companies covered as of December 31, 2008 by former Banc of America Securities LLC (BAS) analysts are available to BAS clients on the BAS website.\*

### Investment Rating Distribution: Chemicals Group (as of 01 Apr 2010)

| Coverage Universe | Count | Percent | Inv. Banking Relationships* | Count | Percent |
|-------------------|-------|---------|-----------------------------|-------|---------|
| Buy               | 49    | 48.04%  | Buy                         | 20    | 45.45%  |
| Neutral           | 25    | 24.51%  | Neutral                     | 11    | 52.38%  |
| Sell              | 28    | 27.45%  | Sell                        | 8     | 33.33%  |

### Investment Rating Distribution: Global Group (as of 01 Apr 2010)

| Coverage Universe | Count | Percent | Inv. Banking Relationships* | Count | Percent |
|-------------------|-------|---------|-----------------------------|-------|---------|
| Buy               | 1818  | 52.41%  | Buy                         | 952   | 58.01%  |
| Neutral           | 873   | 25.17%  | Neutral                     | 490   | 61.95%  |
| Sell              | 778   | 22.43%  | Sell                        | 355   | 49.72%  |

\* 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.

**FUNDAMENTAL EQUITY OPINION KEY:** Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. **VOLATILITY RISK RATINGS**, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. **INVESTMENT RATINGS** reflect the analyst's assessment of a stock's: (i) absolute total return potential and (ii) attractiveness for investment relative to other stocks within its *Coverage Cluster* (defined below). There are three investment ratings: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

| 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%                                               |

\* Ratings dispersions may vary from time to time where BofAML Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

**INCOME RATINGS**, indicators of potential cash dividends, are: 7 - same/higher (dividend considered to be secure), 8 - same/lower (dividend not considered to be secure) and 9 - pays no cash dividend. *Coverage Cluster* is comprised of stocks covered by a single analyst or two or more analysts sharing a common industry, sector, region or other classification(s). A stock's coverage cluster is included in the most recent BofAML Comment referencing the stock.

---

MLPF&S or an affiliate was a manager of a public offering of securities of this company within the last 12 months: Reliance Inds.  
 The company is or was, within the last 12 months, an investment banking client of MLPF&S and/or one or more of its affiliates: Reliance Inds.  
 MLPF&S or an affiliate has received compensation from the company for non-investment banking services or products within the past 12 months: Reliance Inds.  
 The company is or was, within the last 12 months, a non-securities business client of MLPF&S and/or one or more of its affiliates: Reliance Inds.  
 In the US, retail sales and/or distribution of this report may be made only in states where these securities are exempt from registration or have been qualified for sale: Reliance Inds.  
 MLPF&S or an affiliate has received compensation for investment banking services from this company within the past 12 months: Reliance Inds.  
 MLPF&S or an affiliate expects to receive or intends to seek compensation for investment banking services from this company or an affiliate of the company within the next three months: Reliance Inds.  
 The country in which this company is organized has certain laws or regulations that limit or restrict ownership of the company's shares by nationals of other countries: Reliance Inds.  
 The analyst(s) responsible for covering the securities in this report receive compensation based upon, among other factors, the overall profitability of Bank of America Corporation, including profits derived from investment banking revenues.

## Other Important Disclosures

**BofA Merrill Lynch (BofAML) Research refers to the combined Global Research operations of Merrill Lynch and BAS.**

Officers of MLPF&S or one or more of its affiliates (other than research analysts) may have a financial interest in securities of the issuer(s) or in related investments.

Merrill Lynch Research policies relating to conflicts of interest are described at <http://www.ml.com/media/43347.pdf>.

"Merrill Lynch" includes Merrill Lynch, Pierce, Fenner & Smith Incorporated ("MLPF&S") and its affiliates, including BofA (defined below). "BofA" refers to Banc of America Securities LLC ("BAS"), Banc of America Securities Limited ("BASL") and their affiliates. Investors should contact their Merrill Lynch or BofA representative if they have questions concerning this report.

**Information relating to Non-US affiliates of Merrill Lynch and Distribution of Affiliate Research Reports:**

MLPF&S, BAS, and BASL distribute, or may in the future distribute, research reports of the following non-US affiliates in the US (short name: legal name): Merrill Lynch (France): Merrill Lynch Capital Markets (France) SAS; Merrill Lynch (Frankfurt): Merrill Lynch International Bank Ltd, Frankfurt Branch; Merrill Lynch (South Africa): Merrill Lynch South Africa (Pty) Ltd; Merrill Lynch (Milan): Merrill Lynch International Bank Limited; MLPF&S (UK): Merrill Lynch, Pierce, Fenner & Smith Limited; Merrill Lynch (Australia): Merrill Lynch Equities (Australia) Limited; Merrill Lynch (Hong Kong): Merrill Lynch (Asia Pacific) Limited; Merrill Lynch (Singapore): Merrill Lynch (Singapore) Pte Ltd; Merrill Lynch (Canada): Merrill Lynch Canada Inc; Merrill Lynch (Mexico): Merrill Lynch Mexico, SA de CV, Casa de Bolsa; Merrill Lynch (Argentina): Merrill Lynch Argentina SA; Merrill Lynch (Japan): Merrill Lynch Japan Securities Co, Ltd; Merrill Lynch (Seoul): Merrill Lynch International Incorporated (Seoul Branch); Merrill Lynch (Taiwan): Merrill Lynch Securities (Taiwan) Ltd.; DSP Merrill Lynch (India): DSP Merrill Lynch Limited; PT Merrill Lynch (Indonesia): PT Merrill Lynch Indonesia; Merrill Lynch (Israel): Merrill Lynch Israel Limited; Merrill Lynch (Russia): Merrill Lynch CIS Limited, Moscow; Merrill Lynch (Turkey): Merrill Lynch Yatirim Bankasi A.S.; Merrill Lynch (Dubai): Merrill Lynch International, Dubai Branch; MLPF&S (Zürich rep. office): MLPF&S Incorporated Zürich representative office; Merrill Lynch (Spain): Merrill Lynch Capital Markets Espana, S.A.S.V.; Merrill Lynch (Brazil): Banco Merrill Lynch de Investimentos S.A.

This note has been approved for publication in the United Kingdom by Merrill Lynch, Pierce, Fenner & Smith Limited and BASL, which are authorized and regulated by the Financial Services Authority; has been considered and distributed in Japan by Merrill Lynch Japan Securities Co, Ltd and Banc of America Securities – Japan, Inc., registered securities dealers under the Financial Instruments and Exchange Law in Japan; is distributed in Hong Kong by Merrill Lynch (Asia Pacific) Limited and Banc of America Securities Asia Limited, which are regulated by the Hong Kong SFC and the Hong Kong Monetary Authority; is issued and distributed in Taiwan by Merrill Lynch Securities (Taiwan) Ltd.; is issued and distributed in India by DSP Merrill Lynch Limited; and is issued and distributed in Singapore by Merrill Lynch International Bank Limited (Merchant Bank), Merrill Lynch (Singapore) Pte Ltd (Company Registration No.'s F 06872E and 198602883D respectively) and Bank of America Singapore Limited (Merchant Bank). Merrill Lynch International Bank Limited (Merchant Bank), Merrill Lynch (Singapore) Pte Ltd and Bank of America Singapore Limited (Merchant Bank) are regulated by the Monetary Authority of Singapore. Merrill Lynch Equities (Australia) Limited (ABN 65 006 276 795), AFS License 235132 provides this note in Australia in accordance with section 911B of the Corporations Act 2001 and neither it nor any of its affiliates involved in preparing this note is an Authorised Deposit-Taking Institution under the Banking Act 1959 nor regulated by the Australian Prudential Regulation Authority. No approval is required for publication or distribution of this note in Brazil.

This research report has been prepared and issued by MLPF&S and/or one or more of its non-US affiliates. MLPF&S is the distributor of this research report in the US and accepts full responsibility for research reports of its non-US affiliates distributed to MLPF&S clients in the US. Any US person (other than BAS and its respective clients) receiving this research report and wishing to effect any transaction in any security discussed in the report should do so through MLPF&S and not such foreign affiliates.

BAS distributes this research report to its clients and accepts responsibility for the distribution of this report in the US to BAS clients. Transactions by US persons that are BAS clients in any security discussed herein must be carried out through BAS.

**General Investment Related Disclosures:**

This research report provides general information only. Neither the information nor any opinion expressed constitutes an offer or an invitation to make an offer, to buy or sell any securities or other financial instrument or any derivative related to such securities or instruments (e.g., options, futures, warrants, and contracts for differences). This report is not intended to provide personal investment advice and it does not take into account the specific investment objectives, financial situation and the particular needs of any specific person. Investors should seek financial advice regarding the appropriateness of investing in financial instruments and implementing investment strategies discussed or recommended in this report and should understand that statements regarding future prospects may not be realized. Any decision to purchase or subscribe for securities in any offering must be based solely on existing public information on such security or the information in the prospectus or other offering document issued in connection with such offering, and not on this report.

Securities and other financial instruments discussed in this report, or recommended, offered or sold by Merrill Lynch, are not insured by the Federal Deposit Insurance Corporation and are not deposits or other obligations of any insured depository institution (including, Bank of America, N.A.). Investments in general and, derivatives, in particular, involve numerous risks, including, among others, market risk, counterparty default risk and liquidity risk. No security, financial instrument or derivative is suitable for all investors. In some cases, securities and other financial instruments may be difficult to value or sell and reliable information about the value or risks related to the security or financial instrument may be difficult to obtain. Investors should note that income from such securities and other financial instruments, if any, may fluctuate and that price or value of such securities and instruments may rise or fall and, in some cases, investors may lose their entire principal investment. Past performance is not necessarily a guide to future performance. Levels and basis for taxation may change.

This report may contain a short-term trading idea or recommendation, which highlights a specific near-term catalyst or event impacting the company or the market that is anticipated to have a short-term price impact on the equity securities of the company. Short-term trading ideas and recommendations are different from and do not affect a stock's fundamental equity rating, which reflects both a longer term total return expectation and attractiveness for investment relative to other stocks within its Coverage Cluster. Short-term trading ideas and recommendations may be more or less positive than a stock's fundamental equity rating.

BofA Merrill Lynch is aware that the implementation of the ideas expressed in this report may depend upon an investor's ability to "short" securities or other financial instruments and that such action may be limited by regulations prohibiting or restricting "shortselling" in many jurisdictions. Investors are urged to seek advice regarding the applicability of such regulations prior to executing any short idea contained in this report.

Foreign currency rates of exchange may adversely affect the value, price or income of any security or financial instrument mentioned in this report. Investors in such securities and instruments, including ADRs, effectively assume currency risk.

UK Readers: The protections provided by the U.K. regulatory regime, including the Financial Services Scheme, do not apply in general to business coordinated by Merrill Lynch entities located outside of the United Kingdom. These disclosures should be read in conjunction with the BASL general policy statement on the handling of research conflicts, which is available upon request.

Officers of MLPF&S or one or more of its affiliates (other than research analysts) may have a financial interest in securities of the issuer(s) or in related investments.

Merrill Lynch is a regular issuer of traded financial instruments linked to securities that may have been recommended in this report. Merrill Lynch may, at any time, hold a trading position (long or short) in the securities and financial instruments discussed in this report.

Merrill Lynch, through business units other than BofAML Research, may have issued and may in the future issue trading ideas or recommendations that are inconsistent with, and reach different conclusions from, the information presented in this report. Such ideas or recommendations reflect the different time frames,

assumptions, views and analytical methods of the persons who prepared them, and Merrill Lynch is under no obligation to ensure that such other trading ideas or recommendations are brought to the attention of any recipient of this report.

In the event that the recipient received this report pursuant to a contract between the recipient and MLPF&S for the provision of research services for a separate fee, and in connection therewith MLPF&S may be deemed to be acting as an investment adviser, such status relates, if at all, solely to the person with whom MLPF&S has contracted directly and does not extend beyond the delivery of this report (unless otherwise agreed specifically in writing by MLPF&S). MLPF&S is and continues to act solely as a broker-dealer in connection with the execution of any transactions, including transactions in any securities mentioned in this report.

**Copyright and General Information regarding Research Reports:**

Copyright 2010 Merrill Lynch, Pierce, Fenner & Smith Incorporated. All rights reserved. iQmethod, iQmethod 2.0, iQprofile, iQtoolkit, iQworks are service marks of Merrill Lynch & Co., Inc. iQanalytics®, iQcustom®, iQdatabase® are registered service marks of Merrill Lynch & Co., Inc. This research report is prepared for the use of Merrill Lynch clients and may not be redistributed, retransmitted or disclosed, in whole or in part, or in any form or manner, without the express written consent of Merrill Lynch. Merrill Lynch research reports are distributed simultaneously to internal and client websites and other portals by Merrill Lynch and are not publicly-available materials. Any unauthorized use or disclosure is prohibited. Receipt and review of this research report constitutes your agreement not to redistribute, retransmit, or disclose to others the contents, opinions, conclusion, or information contained in this report (including any investment recommendations, estimates or price targets) without first obtaining expressed permission from an authorized officer of Merrill Lynch.

Materials prepared by Merrill Lynch research personnel are based on public information. Facts and views presented in this material have not been reviewed by, and may not reflect information known to, professionals in other business areas of Merrill Lynch, including investment banking personnel. Merrill Lynch has established information barriers between BofAML Research and certain business groups. As a result, Merrill Lynch does not disclose certain client relationships with, or compensation received from, such companies in research reports.

To the extent this report discusses any legal proceeding or issues, it has not been prepared as nor is it intended to express any legal conclusion, opinion or advice. Investors should consult their own legal advisers as to issues of law relating to the subject matter of this report. Merrill Lynch research personnel's knowledge of legal proceedings in which any Merrill Lynch entity and/or its directors, officers and employees may be plaintiffs, defendants, co-defendants or co-plaintiffs with or involving companies mentioned in this report is based on public information. Facts and views presented in this material that relate to any such proceedings have not been reviewed by, discussed with, and may not reflect information known to, professionals in other business areas of Merrill Lynch in connection with the legal proceedings or matters relevant to such proceedings.

This report has been prepared independently of any issuer of securities mentioned herein and not in connection with any proposed offering of securities or as agent of any issuer of any securities. None of MLPF&S, any of its affiliates or their research analysts has any authority whatsoever to make any representation or warranty on behalf of the issuer(s). Merrill Lynch policy prohibits research personnel from disclosing a recommendation, investment rating, or investment thesis for review by an issuer prior to the publication of a research report containing such rating, recommendation or investment thesis.

Any information relating to the tax status of financial instruments discussed herein is not intended to provide tax advice or to be used by anyone to provide tax advice. Investors are urged to seek tax advice based on their particular circumstances from an independent tax professional.

The information herein (other than disclosure information relating to Merrill Lynch and its affiliates) was obtained from various sources and we do not guarantee its accuracy. This report may contain links to third-party websites. Merrill Lynch is not responsible for the content of any third-party website or any linked content contained in a third-party website. Content contained on such third-party websites is not part of this report and is not incorporated by reference into this report. The inclusion of a link in this report does not imply any endorsement by or any affiliation with Merrill Lynch. Access to any third-party website is at your own risk, and you should always review the terms and privacy policies at third-party websites before submitting any personal information to them. Merrill Lynch is not responsible for such terms and privacy policies and expressly disclaims any liability for them.

Subject to the quiet period applicable under laws of the various jurisdictions in which we distribute research reports and other legal and Merrill Lynch policy-related restrictions on the publication of research reports, fundamental equity reports are produced on a regular basis as necessary to keep the investment recommendation current.

Certain outstanding reports may contain discussions and/or investment opinions relating to securities, financial instruments and/or issuers that are no longer current. Always refer to the most recent research report relating to a company or issuer prior to making an investment decision.

In some cases, a company or issuer may be classified as Restricted or may be Under Review or Extended Review. In each case, investors should consider any investment opinion relating to such company or issuer (or its security and/or financial instruments) to be suspended or withdrawn and should not rely on the analyses and investment opinion(s) pertaining to such issuer (or its securities and/or financial instruments) nor should the analyses or opinion(s) be considered a solicitation of any kind. Sales persons and financial advisors affiliated with BAS, MLPF&S or any of their affiliates may not solicit purchases of securities or financial instruments that are Restricted or Under Review and may only solicit securities under Extended Review in accordance with firm policies.

Neither Merrill Lynch nor any officer or employee of Merrill Lynch accepts any liability whatsoever for any direct, indirect or consequential damages or losses arising from any use of this report or its contents.