



FULFILLING INDIA'S
ASPIRATIONS.
WITH INNOVATION AND
ENTERPRISE.



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India is on an undeniable growth trajectory, matched by few in the world, for scale and vigour. Fuelled by boundless aspirations and the infectious energy of a young populace, the country is fast progressing towards a definitive role in the global economic order.

Not only is it leading to an increasing share of global commerce for India as a nation, but also catalysing consumption, resulting in the creation of a groundswell of opportunity.

Addressing the aspirations of the Indian populace, our businesses are intrinsically linked to India's growth trajectory. Given India's unique demographic advantage, our businesses remain relevant to the youth of today who will become the leaders of tomorrow.

Innovation and enterprise form the essence of this surge of opportunities and find reflection in every facet of our operations.

We are making large investments in all our key business categories, i.e. Oil & Gas, Refining, Petrochemicals, Retail and 4G, to reinforce the spirit of enterprise.

Across our businesses, we have demonstrated abilities to build world-scale capacities and infrastructure. We have enhanced our business footprint from the conventional energy chain to consumer businesses and delivered value.

Our businesses are deeply aligned with the ethos of innovation. We have constantly endeavoured to operate at the forefront of new technologies. We have invested in continuously developing new products and seeking new applications, which are suitable for Indian markets and conditions. We have, for instance, integrated a technology platform with our Retail business.

Over the years, we have tapped into the enormous opportunities presented by the Indian economy. The evolving economic landscape and the aspirations of the people have driven us to aim higher, execute our plans seamlessly and sustain the growth momentum. This has helped us touch the lives of our fellow citizens and lay the foundation for the long-term development of our nation.

We understand these aspirations and the opportunities that lie within. This drives us towards continuous efforts in enterprise and innovation which act as catalysts in realising these aspirations.

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Highlights

Reliance Industries Limited (RIL) is India's largest private sector company with businesses in the energy and materials value chain.

RIL is the first private sector company from India to feature in Fortune Global 500 list of 'World's Largest Corporations' and 'World's Top 100 companies', ranking 99th in terms of revenues and 130th in terms of profits in 2012.



Operational Highlights

- Largest refining capacity at any single location
- Largest producer of Polyester Fibre and Yarn
- 5th largest producer of Paraxylene (PX)
- 5th largest producer of Polypropylene (PP)
- 8th largest producer of Mono Ethylene Glycol (MEG)
- 9th largest producer of Purified Terephthalic Acid (PTA)

RIL's Contribution to India's Economic Growth

14%

RIL's exports as % of India's exports

4.8%

RIL as % of the Government of India's indirect tax revenues

7.0%

RIL's weightage in the NSE Nifty

8.6%

RIL's weightage in the BSE Sensex

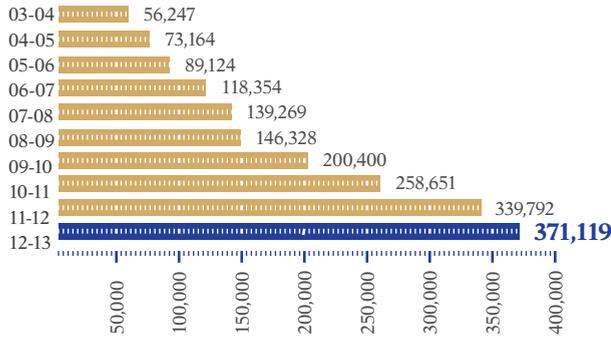
4%

RIL as % of the total market capitalisation in India

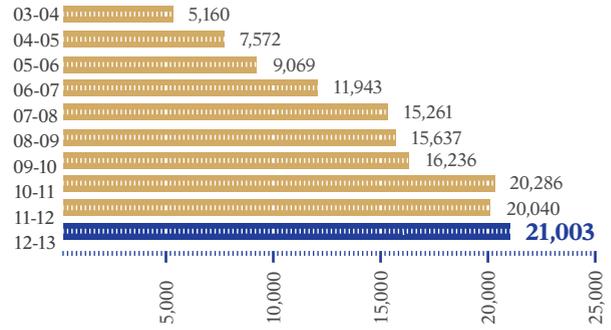


10 Year Financial Performance

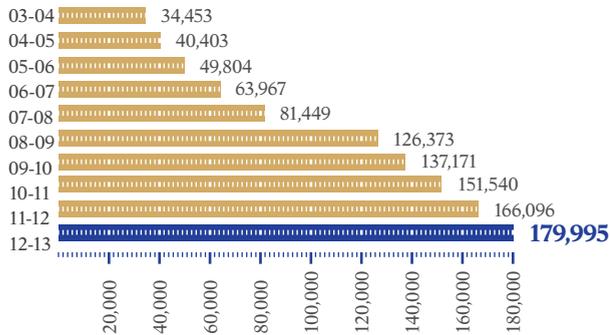
TURNOVER (₹ Crore)



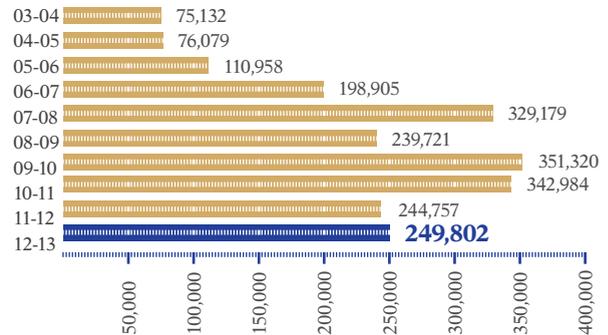
PROFIT AFTER TAX (₹ Crore) (Excluding exceptional item)



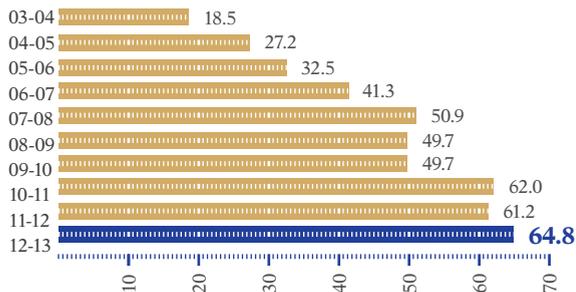
NETWORTH (₹ Crore)



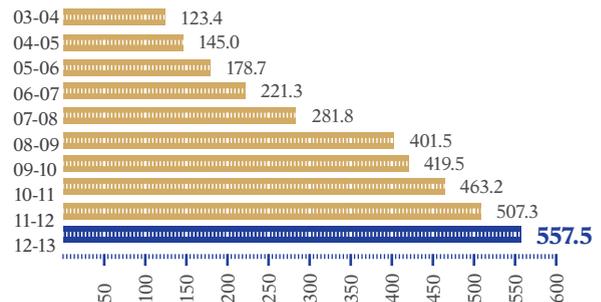
MARKET CAPITALISATION (₹ Crore)



EARNINGS PER SHARE (₹)* (Excluding exceptional item)



BOOK VALUE PER SHARE (₹)*



* Normalised on account of issue of Bonus Share in the ratio of 1:1 in 2009-10

Letter to Shareholders



Mukesh D. Ambani
Chairman & Managing Director

Reliance achieved a record turnover of ₹ 371,119 crore (\$ 68.4 billion) and net profit of ₹ 21,003 crore (\$ 3.9 billion). RIL also achieved highest ever exports of ₹ 239,226 crore (\$ 44.1 billion) during the year. The growth in earnings was largely driven by strong and improved refining margins during the year. Our businesses have delivered industry leading performances.

Dear Fellow Shareowners,

The global economic scenario in FY 2012-13 continued to be fraught with challenges. Major economies witnessed slower growth and the Eurozone was full of uncertainty. As the year progressed, business environment remained difficult and operating in such a testing environment proved challenging.

Despite the global challenges, we saw constructive demand growth in most of our businesses. Global oil demand was up by 0.9 million barrels per day in 2012. The demand for polymers and polyester products in India grew by 12% and 5%, respectively. We combined the strength of our portfolio and integrated business model with prudent management to realise revenue growth of 9% and net profit growth of 5%.

Reliance achieved a record turnover of ₹ 371,119 crore (\$ 68.4 billion) and net profit of ₹ 21,003 crore (\$ 3.9 billion). RIL also achieved highest ever exports of ₹ 239,226 crore (\$ 44.1 billion) during the year. The growth in earnings was largely driven by strong and improved refining margins during the year. We maintained high operating rates at all our manufacturing locations. Our businesses have delivered industry leading performances. This is a reflection of the quality of our assets and growing demand for our products and services across the world.

Our Jamnagar refinery complex operated at over 110% of design capacity. The refineries achieved record crude processing of 68.5 MMT, surpassing its previous record. Refining margin environment remained volatile throughout the year. Despite that we achieved GRMs of \$ 9.2/bbl for the year, which was highest in the last four years. RIL's Jamnagar refinery continues to benefit by processing advantaged crude sourced from diverse markets and produce clean fuels at low operating costs. We have been successful in placing our products globally in the markets with most stringent specifications. Our Company also received the International Refiner of the Year Award from HART Energy, USA, which is a true testimony of our world-class assets and operations. Reliance is the only Asian refiner to have been conferred this award twice.

Reliance's petrochemicals business saw a mixed trend last year. The domestic demand for petrochemical products remained strong although margins were impacted by regional market conditions. The ethylene chain margins remained stable while polyester chain margins came under pressure due to excess supply, high inventory levels and slower demand growth in some key markets. We believe urbanisation and rising aspirations of the Indian consumer will continue to drive demand across all end uses, in particular apparel, housing, automobiles, organised retailing and communication. Per capita consumption of plastics in India is expected to rise from 7 kg to 20 kg over the next decade and our planned expansion is well timed to participate in this growth opportunity.

In our domestic upstream business, we have rationalised our portfolio in terms of prospectivity and risk profile. Production from the KG-D6 block continued to decline during the year. To augment the production from the current fields, we have planned various activities including work-overs, side tracks and compressor addition to maximise recovery. Additionally, both RIL and BP have submitted the KG-D6 block enhancement plan using existing infrastructure to increase production from the block. Under this plan, we are planning to invest in a series of projects to develop around



4 trillion cubic feet of discovered natural gas resources from the block. The field development plan for the R-Series project has been submitted to the Government of India for approval. This along with other projects is expected to add incremental production in the next four to five years. We believe gas from these projects will deliver energy to millions of Indians and would significantly help India in reducing import dependence.

Reliance has made significant investments in the US shale gas ventures over the last two years. Production growth from our investments in unconventional liquids-rich resource plays in North America has reinforced our confidence in creating long term value for our shareholders from this diversification. US shale gas business achieved record revenues and EBITDA for the year 2012. Revenues and EBITDA more than doubled to \$ 545 million and \$ 422 million respectively in 2012. Our share of production in 2012 was at 101 BCFe, an increase of 166% in comparison to the previous year. With improvement in the US gas prices and continued focus on the liquids-rich acreage in the Eagle Ford area, Reliance is expected to grow this business sustainably over the next few years.

Our major investments during the year were mainly concentrated on expanding capacity and boosting production capability. Our focus is to maximise the benefit of being an integrated energy Company. Integration with the refinery at Jamnagar provides us with a unique advantage in sourcing feedstock for further value addition into petrochemicals. Reliance made a significant progress in its proposed expansion plan in the petrochemicals business. Our new cracker will source the feedstock from complex refineries and build world-scale globally competitive cracker capacity. We have completed technology selection and engineering contractor

selection for most projects. We have already commenced the order placement for some of the long lead equipments. We are confident of meeting our stated time lines in terms of all project executions and will see commencement of capacity additions starting this financial year.

We are also setting up the world's largest petcoke gasification facility at Jamnagar. On completion of this project, it will provide us long-term sustainable energy security for the entire Jamnagar complex at a globally competitive cost. This will help us in reducing our overall energy bill significantly. Effectively, these large projects, off-gas cracker and gasification are being implemented without relying on any new externally sourced feedstock.

We are delighted to see our retail business achieving a milestone of annual revenue crossing ₹ 10,000 crore in FY 2012-13. Our revenues have grown by 42% on a year on year basis. More importantly, Reliance Retail has turned EBITDA positive last year. We have added 184 stores during the year, taking total number of stores to 1,466 by the end of the year. Our nationwide footprint, new store additions and strong same store sales growth has certainly strengthened our position in this sector.

We believe India has a unique opportunity to surpass the world and become a leader in delivery of digital content. Reliance JioInfocomm Ltd. (RJIL) plans to provide reliable fast internet connectivity on pan India basis. In addition to connectivity, RJIL also plans to enable end-to-end solutions that address the entire value chain across various digital services in key domains of national interest such as education, healthcare, security, financial services, government-citizen interfaces and entertainment. RJIL has finalised key agreements with its technology partners, service providers, infrastructure providers,

application partners, device manufacturers and other strategic partners for the project.

Participating and investing in India's growth has been the fundamental principle of Reliance's evolution. Reliance has always maintained its conservative financial profile and investment grade ratings while pursuing future growth opportunities. At Reliance, we have been and continue to remain focused on creating long-term shareholder value.

We are among the top 100 companies in the world and have been globally felicitated consistently for shareholder value creation over the past three decades.

We are committed towards investing in Reliance's future. We are confident that our large capital expenditure programme will enable us to take full advantage of our market leadership positions and achieve our growth ambitions.

I would like to thank all our colleagues in India and around the world for their hard work and valued contribution during 2012-13. Together we have much to look forward to as we strive to make our company even stronger and continue to focus on delivering for our customers.

I am grateful to the Board of Directors for their unwavering support and guidance. I take this opportunity to express my gratitude to all our stakeholders, who have reposed trust in us and extended their constant support.

With best wishes,

Sincerely,

Mukesh D. Ambani
Chairman & Managing Director
16 April 2013

The Board of Directors



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1. Shri P. M. S. Prasad
Executive Director

2. Prof. Dipak C. Jain
Independent Director

3. Shri Nikhil R. Meswani
Executive Director

4. Dr. Dharam Vir Kapur
Independent Director

5. Shri Ramniklal H. Ambani
Non-Executive
Non-Independent Director

6. Shri Mansingh L. Bhakta
Independent Director

7. Shri Mukesh D. Ambani
Chairman and Managing Director



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8. Shri Yogendra P. Trivedi
Independent Director

9. Shri Mahesh P. Modi
Independent Director

10. Shri Hital R. Meswani
Executive Director

11. Prof. Ashok Misra
Independent Director

12. Dr. Raghunath A. Mashelkar
Independent Director

13. Shri Pawan Kumar Kapil
Executive Director

Reliance Foundation



Reliance Foundation focuses on five core pillars of rural transformation, education, health, urban renewal and arts, culture & heritage. It seeks to bring corporate systems and processes to social sector with an overall aim to create and support meaningful and innovative activities that address some of India's most pressing developmental challenges.

- Reliance Foundation has touched the lives of over a million underprivileged across the country, reaching out to over 2,500 villages and various urban locations.

- Reliance Foundation BIJ (Bharat India Jodo) programme supports small and marginal farmers along the value chain through input provision, technical, post-harvest as well as marketing support.

- Reliance Foundation BIJ has catalysed the formation of farmers' institutions across nearly 300 villages and has engaged with over 100,000 villagers. The programme has improved the nutritional intake of over 4,000 rural households through Reliance Nutrition Gardens.

- The Foundation's Information Services programme links knowledge seekers with knowledge providers to provide need based, locale-specific information in local languages. Within six months of its launch, the programme has reached out to 1400 villages.

- Sir H N Hospital is being revamped into a 19 storey, 800,000 square feet world-class tertiary health care facility.

- More than 11,000 cornea transplants have been undertaken under Reliance Foundation Drishti, the largest corporate-run cornea transplant drive. The initiative also launched India's first registered national Hindi newspaper in Braille. Over 3,500 visually impaired benefit from this fortnightly circulation.

- 'Health for All' initiative was launched under an outreach programme in December 2012 to provide primary and preventive health care to the poor and the vulnerable using state-of-the-art technology for service delivery. So far, over 40,000 individuals have enrolled under the family health card scheme and over 7,500 patients (of which 72% are women and children) have been provided free medical aid in the first 100 days of operation.

- Menstrual hygiene programme was launched for improving health and hygiene among women through Reliance Foundation branded affordable sanitary napkins, 'Meeta'. Currently, the initiative reaches out to 500,000 women in over 850 villages in Gujarat.

- The Foundation brought a Mummy exhibition to India in partnership with BP. The exhibition had over 450,000 visitors, including over 100,000 children from across 300 schools in Mumbai.