

**Connecting everyone.
Connecting everywhere.
Connecting everything.
The Jio Revolution.**



**“For those who dare to dream,
there is a whole world to win.”**

Shri Dhirubhai H. Ambani
Founder Chairman



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The Reliance motto of 'Growth is Life' is a timeless expression of intent for Reliance, even as we enter the fifth decade of our operations. Our belief in a connected future and shared value creation is unflinching and absolute. It is reflected in the way we think about our business, our people and our country. Our robust business portfolio ranging from energy to materials, retail to digital services and entertainment touch and transform in many different ways; and our evolution mirrors the relentless progress that our country has made over the years and the spirit of dynamism and hope that it brings to the world. The launch of digital services under the Jio brand is perhaps the strongest validation of this spirit.

In a little over three years, Jio has transformed the way India looks at communication. Jio has ushered in a new digital era, in which everyone, everywhere has equal access to high-speed data, and a bouquet of connected services that are meant to simplify lives, increase efficiency and productivity, and make information available at the fingertips of over a billion people.

The Jio Revolution has truly democratised digitalisation in India, helping India become the largest consumer of mobile data worldwide.

At Reliance, we envision digital as an all-encompassing, game-changing paradigm that can positively impact the lives of millions with applications across business models, value chains and

customer touchpoints. Jio is being delivered as a stable, scalable and sustainable platform on which the dreams and aspirations of #NewIndia can be realised. Our large-scale investments in digital infrastructure empowers our network and provides citizens uninterrupted access to a wide repertoire of services and conveniences. The introduction of our 'connected living' concept will see everyone, being connected everywhere, to virtually everything. We are helping transform the #InternetOfThings into the #InternetOfLife.

Throughout this Integrated Annual Report, we have tried to demonstrate how Reliance's businesses function and create value, and how they further our founder's dream and mission, in a quest to contribute to the unstoppable growth of India and to make the lives of over a billion people better.

ABOUT THIS REPORT

The Reliance Integrated Annual Report has been prepared in alignment with the <IR> Framework laid down by the International Integrated Reporting Council. In preparing the Report, GRI Standards, National Voluntary Guidelines (NVGs), United Nations Sustainable Development Goals (UN SDGs) and 13 other frameworks were referenced and respected. The report outlines RIL's commitment to stakeholder value creation, and defines the actions taken and outcomes achieved for its stakeholders.



Scan the QR Code on your smart device to view the Integrated Annual Report online at <https://www.ril.com/ar2018-19/index.html>

Other reports and information at www.ril.com

- Corporate sustainability related information <http://www.ril.com/Sustainability/CorporateSustainability.aspx>
- Quarterly results and analyst presentations <http://www.ril.com/InvestorRelations/FinancialReporting.aspx>
- Financial statements of subsidiary companies <http://www.ril.com/InvestorRelations/Downloads.aspx>

₹6,22,809 crore

Consolidated Turnover
44.6%
y-o-y growth

₹39,588 crore

Consolidated Profit After Tax
13.1%
y-o-y growth

₹8,63,996 crore

Market Capitalisation
54.5%
y-o-y growth

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Connecting everyone.



Connecting everywhere.



Connecting everything.

RELIANCE AT A GLANCE

Realising India's aspirations

RIL is India's largest and most profitable private sector company. RIL continued to be a significant global player in the integrated energy value chain while establishing leadership positions in the retail and digital services business in India. RIL is now focussed on building platforms across its industry-leading businesses that will herald the Fourth Industrial Revolution and will create opportunities for the nation to realise its true potential.

BUSINESS VERTICALS

REFINING AND MARKETING

The robust operational performance, superior configuration and consistent high utilisation of refineries at Jamnagar complex have helped RIL outperform the Singapore refining benchmark.

₹3,93,988 cr

₹19,868 cr

68.3 MMT
Crude throughput



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PETROCHEMICALS

Owns and operates one of the most integrated petrochemicals facilities globally, with a portfolio comprising polymers, polyesters, fibre intermediates, aromatics and elastomers.

₹1,72,065 cr

₹32,173 cr

37.7 MMT
Highest ever Petchem production



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OIL AND GAS (E&P)

Upstream portfolio in India includes operations in conventional deepwater acreages and the unconventional Coal Bed Methane (CBM) block.

₹5,005 cr

₹(1,379) cr

58.9 BCFe
RIL's share of domestic production



PAGE 24

RETAIL

India's largest retailer by reach, scale, revenue and profitability. Established presence across key consumption baskets and holds a leadership position in food, consumer electronics and fashion retailing.

₹1,30,566 cr

₹5,546 cr

6th fastest growing retail company in the world*



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DIGITAL SERVICES

Jio has built a world-class all-IP data, strong future-proof network with the latest 4G LTE technology. It is the only greenfield all-IP network supporting Voice over LTE (VoLTE) technology.

₹46,506 cr

₹8,784 cr

Ranked #1
in the country by Adjusted Gross Revenue (AGR)



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MEDIA AND ENTERTAINMENT

Network18 is a media and entertainment powerhouse with its foothold in television, filmed entertainment, digital business, magazines, mobile content and allied businesses.

₹5,116 cr

₹(52) cr

800+ million
people in India reached by Network18 TV channels



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Revenue EBIT

*Source: Global Powers of Retailing 2019, Deloitte

By combining economic success with environmental protection and social responsibility, RIL is committed to delivering sustainable growth and creating value for the nation through its products and services that enhance the quality of life for everyone, everywhere.

SUSTAINABILITY AT THE CORE

ENVIRONMENT

2.1+ crore
Saplings planted till date

7.32+ crore m³
Rainwater harvesting capacity created since inception



PAGE 112

PEOPLE

1,94,056
Direct employment

50+ lakh
Indirect employment



PAGE 120

CORPORATE SOCIAL RESPONSIBILITY

₹904 crore
CSR expenditure during the year

26 million
Lives touched across 18,000+ villages and 200+ urban locations since inception



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VALUE ADDED (CONSOLIDATED)

Value added is defined as the value created by the activities of a business and its employees.



* Dividend recommended for FY 2018-19 is ₹4,641 crore, including ₹789 crore as dividend distribution tax

KEY PERFORMANCE INDICATORS

Creating consistent value for all

PROFIT AND LOSS METRICS Consolidated

TURNOVER (₹ in crore)

₹6,22,809 crore ⬆️ 44.6% y-o-y

Year	Turnover (₹ in crore)
2018-19	6,22,809
2017-18	4,30,731
2016-17	3,30,180
2015-16	2,93,298
2014-15	3,88,494

PROFIT AFTER TAX (₹ in crore)

₹39,588 crore ⬆️ 13.1% y-o-y

Year	Profit After Tax (₹ in crore)
2018-19	39,588
2017-18**	34,988
2016-17	29,901
2015-16	25,171
2014-15	23,566

CAGR
26.1%*

EARNINGS PER SHARE (₹)

₹66.8 ⬆️ 9.7% y-o-y

Year	Earnings Per Share (₹)
2018-19*	66.8
2017-18*	60.9
2016-17	101.3
2015-16	85.4
2014-15	80.1

BALANCE SHEET METRICS Consolidated

NET WORTH (₹ in crore)

₹3,24,644 crore ⬆️ 12.0% y-o-y

Year	Net Worth (₹ in crore)
31-03-2019	3,24,644
31-03-2018	2,89,798
31-03-2017	2,58,511
31-03-2016	2,31,556
31-03-2015	2,18,482

CAGR
29.0%*

DEBT EQUITY RATIO

0.74

Year	Debt Equity Ratio
2018-19	0.74
2017-18	0.75
2016-17	0.75
2015-16	0.78
2014-15	0.74

BOOK VALUE PER SHARE (₹)

₹653.3 ⬆️ 31.8% y-o-y

Year	Book Value Per Share (₹)
31-03-2019*	653.3
31-03-2018*	495.6
31-03-2017	891.2
31-03-2016	785.5
31-03-2015	742.3

SHAREHOLDERS METRICS

MARKET CAPITALISATION (₹ in crore)

₹8,63,996 crore ⬆️ 54.5% y-o-y

Year	Market Capitalisation (₹ in crore)
31-03-2019	8,63,996
31-03-2018	5,59,223
31-03-2017	4,28,909
31-03-2016	3,38,703
31-03-2015	2,66,847

CAGR
31.9%*

DIVIDEND PER SHARE (₹)

₹6.5 ⬆️ 8.3% y-o-y

Year	Dividend Per Share (₹)
2018-19*	6.5
2017-18*	6.0
2016-17	11.0
2015-16	10.5
2014-15	10.0

* CAGR since IPO

**Excludes exceptional item of ₹1,087 crore representing profit from divestment of stake in Gulf Africa Petroleum Corporation

* Pursuant to issue of Bonus Shares in the ratio 1:1 in FY 2017-18

SOCIAL METRICS

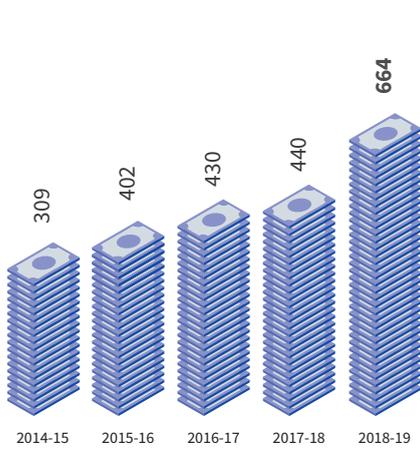
Consolidated

HSE EXPENDITURE

(₹ in crore)

₹664 crore

⬆️ 50.9% y-o-y

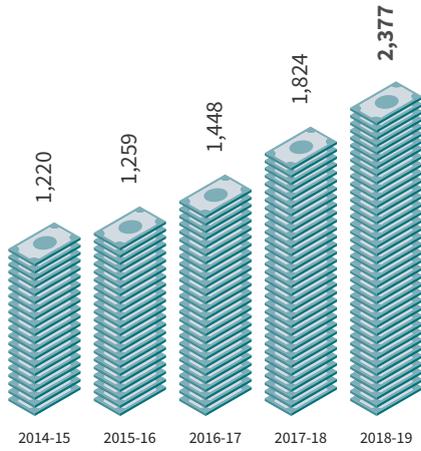


R&D EXPENDITURE

(₹ in crore)

₹2,377 crore

⬆️ 30.3% y-o-y

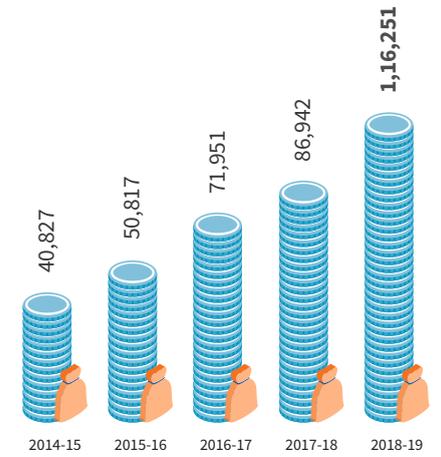


CONTRIBUTION TO NATIONAL EXCHEQUER

(₹ in crore)

₹1,16,251 crore

⬆️ 33.7% y-o-y

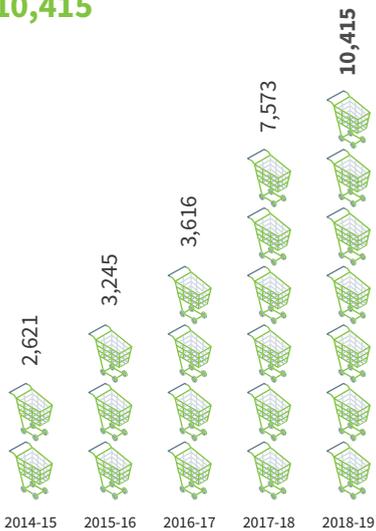


CONSUMER BUSINESS METRICS

RETAIL STORES

(nos)

10,415



NUMBER OF JIO SUBSCRIBERS (FY 2018-19)

(million)

306.7 million

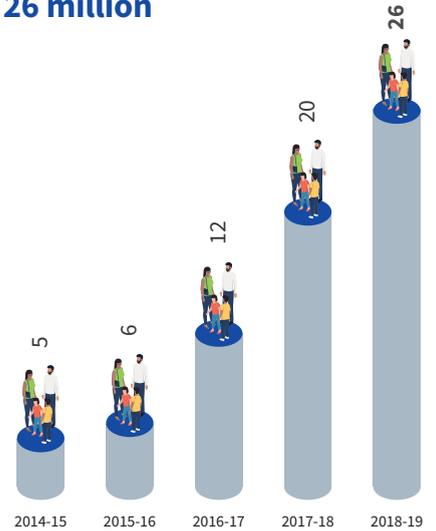


RELIANCE FOUNDATION

CUMULATIVE REACH

(million)

26 million



A robust foundation for the golden decade

Dear Fellow Shareowners,

It gives me great pleasure to share with you the exceptional performance of our Company in FY 2018-19. Our revenue and profit numbers have touched new heights, strengthening our position as India's largest private sector company by market capitalisation and profitability.

Mukesh D. Ambani

Chairman and Managing Director



We now rank in the top 100 profitable companies in the Fortune Global 500 list of 'World's Largest Corporations'. We delivered a solid performance in our hydrocarbons businesses despite the volatile oil price environment and incremental capacities in some of our product categories. Consumer businesses witnessed phenomenal growth in terms of revenues and profitability, with Reliance Retail and Jio now collectively contributing nearly 25% of consolidated segment EBITDA.

Global economic growth remained healthy at 3.6% in CY 2018, as against 3.8% in CY 2017, impacted by weaker performance in the European Union and China. Economic activity was driven by a boost in spending due to tax cuts by the US. Global trade growth was robust in the first half of 2018, but tapered later in the year with trade tensions and higher energy prices.

The Indian economy continued to witness an increase in investments, with Gross Fixed Capital Formation growth at a six-year high of 10%. Healthy industrial activity continued and service indicators sustained positive trends. Service exports growth is at a seven-year high of almost 17%. The Indian economy remains the fastest growing major economy in the world.

In a volatile hydrocarbon chain environment, Reliance recorded its highest-ever consolidated net profit of ₹39,588 crore (US\$5.7 billion) during the year, registering a growth of 13.1% y-o-y. The petrochemical business contributed record earnings, as the benefits of our investments in capacities and technologies offset weak margins in the polymer chain. Our refining business also delivered resilient performance in a challenging global environment where gasoline margins have plummeted to a nine-year low.

The strong financial performance also reflected the increasing contribution of consumer businesses in Reliance's earnings.

Retail business continues to scale new heights, achieving two important milestones during the year – crossing the turnover mark of ₹1,00,000 crore and the store count of 10,000. We are witnessing strong traction across consumption baskets, achieved on the back of unmatched service and value proposition. The strong improvement in profitability reflects our increasing scale and focus on efficiencies.

It is heartening to see India embrace the digital life. Reliance Jio continues to add

subscribers at a rate unprecedented in the telecom world. With over 306.7 million mobile data subscribers, Reliance Jio has propelled India to become the largest mobile data consuming market in the world. The whole-hearted acceptance of Jio's digital services is evident from the sheer volume of data carried on its wireless network – an astounding 3 exabytes per month. Jio is now ranked #1 among mobile telecom operators in the country, in terms of Adjusted Gross Revenue (AGR). With the demerger of fiber and tower assets, Jio has emerged as an asset-light digital services company. The demerger has also significantly reduced our leverage and strengthened our Balance Sheet.

REFINING & MARKETING

Global oil demand growth at 1.2 mb/d in CY 2018 was around the 10-year average despite higher oil prices. Brent, the global crude oil benchmark, at US\$71/bbl in CY 2018 was higher at US\$17/bbl y-o-y. US, China and India accounted for almost all of the global oil demand growth, with oil consumption in these economies rising by 1.1 mb/d.

On the other hand, global oil supply grew by 2.6 mb/d in CY 2018. Non-OPEC supply grew by 2.7 mb/d, on the back of strong

supply growth in the US (2.2 mb/d) and Canada (0.4 mb/d). OPEC (Organization of the Petroleum Exporting Countries) supply contracted by 0.1 mb/d y-o-y in CY 2018 as a result of sharp production declines in Venezuela and adherence to the supply restraint deal between OPEC and non-OPEC producers.

The Refining & Marketing segment reported a decrease of 19.8% y-o-y in EBIT- amidst a challenging price margin environment and particularly weak gasoline demand in the second half of the year. Gasoline margins have been impacted due to weak demand growth, with high pump prices and strong refinery runs leading to rising inventories.

At US\$9.2/bbl, RIL's refining margin remained relatively strong even in a dynamic and volatile market. RIL maintained a significant premium of US\$ 4.3/bbl over the benchmark Singapore complex margins. RIL's superior refining margins are a result of superior product slate, robust risk management and higher secondary unit throughputs.

All units of the gasification complex, including air separation units, material handling systems, gasifier islands, syngas shift and processing facilities, sulphur recovery units, and associated utilities and off-sites, have been started safely.

The complex is currently under stabilisation. On the domestic retail front, with a countrywide operational network of 1,372 retail fuel outlets, RIL is covering all the key highways in the country.

PETROCHEMICALS

Petrochemicals segment demonstrated the earning power of the new plants commissioned over the last investment cycle, unmatched integration and feedstock flexibility. During the year, we commenced cracking of Ethane at Nagothane. The impressive earnings in the petrochemicals business is a result of Reliance's investments over the last few years. This is reflected in the record production of 37.7 MMT and highest ever earnings delivered by the business this year. The EBIT margins increased by 180 bps this year on the back of strong integrated polyester chain margins.

The strong results were achieved in an environment of declining utilisation rates in key product chains with new supply ramp-up. This demonstrates the resilience of the Reliance business model, which is based on deep inter-linkages between refining and petrochemical chains, feedstock flexibility and a wide product portfolio.

By leveraging the capabilities in polymer formulations, materials engineering, product design and 3D printing, Reliance is strengthening its new business line for Advanced Materials & Composites to deliver innovative products and solution offerings to the industry.

OIL & GAS

FY 2018-19 marked progress on plans to monetise our discovered deepwater resources. Development work for R-Cluster and Satellite Cluster fields has commenced, while field development plans for MJ have been approved by the government. These fields are expected to come on-stream from mid-2020. We also progressed on the second phase of development activities at our domestic CBM blocks to enhance production from these fields.

Our ongoing upstream business continues to be impacted by a natural decline in volumes. Domestic production was down 25.4% at 58.9 Bcfe, while the US Shale volume fell 32.4% to 94.5 Bcfe during FY 2018-19. There has been steady production from the CBM fields in Sohagpur.



At US\$9.2/bbl, RIL's refining margin remained relatively strong even in a volatile market dynamics.



The petrochemicals business earnings reflect the benefits of Reliance's investments over the last few years.



Development work for R-Cluster and Satellite Cluster fields has commenced while field development plans for MJ have been approved by the government.

RELIANCE RETAIL

Reliance Retail became the first retailer in India to cross the ₹1,00,000 crore turnover milestone and is now ranked 94th in Deloitte's Global Powers of Retailing 2019 list. Reliance Retail also crossed the 10,000 store count milestone. It has cemented its position as India's largest retailer by revenue and profitability, delivering superior value to its customers, suppliers and other stakeholders.

Reliance Retail's revenue growth in FY 2018-19 was primarily driven by aggressive store addition and spurt in same-store sales. Growing at a rate of nearly 10 stores per day in the last two years, Reliance Retail witnessed one of the fastest store expansions in the world. It added a total of 2,829 stores to its tally during FY 2018-19. As on March 31, 2019, Reliance Retail operated 10,415 retail stores in over 6,600+ towns and cities, covering 22 million sq. ft. of area.

Reliance Retail's New Commerce initiative is now in the pilot phase. The differentiated business model will provide a technology platform for millions of small merchants across India to strengthen and grow their business. Leveraging technology and connectivity, the platform will drive efficiency and value creation for all players in India's retail market –principally the producers / brand owners, supply chain, merchants and customers.



Expanding at the rate of nearly 10 stores per day in the last two years

DIGITAL SERVICES

Jio added an average 10 million subscribers a month and crossed the 300 million subscriber milestone this year to become the world's fastest growing digital services company. Jio has not only revolutionised India's telecommunication industry but also digitised its hinterlands through its extensive network penetration. Recently, Jio was recognised for its meaningful impact by being ranked #1 globally on Fortune's 'Change the World' list. The ranking evaluates companies that use the profit motive to help the planet and make an important social impact.

Jio maintained a healthy growth momentum in financial parameters too, with its EBITDA and net profit witnessing a sharp growth of 124% y-o-y and 310% y-o-y, respectively.

The phenomenal level of customer engagement on Jio's platform is evident from the fact that over 3 exabytes per month of data is carried on its wireless network. Every Jio subscriber consumes on an average 10.9 GB data, 823 minutes of voice calls and 17 hours of video per month. In CY 2018, Jio carried close to 71% of the total 4G traffic of India.

It has also entered into a series of content partnerships with Disney and Star India, among others, to provide best-in-class content to its subscribers.



Providing the power of data and internet to rural India and the lowest economic strata

Wireline network connectivity in India continues to remain underserved. Jio is working towards serving the need for better connectivity with its GigaFiber services. This would include home broadband, entertainment and smart home IoT solutions. Jio, with its FTTH services, has set a target to connect 50 million homes across the country. To accelerate Jio's commitment to connect 50 million homes with Jio's solutions, RIL has made strategic investments in Hathway Cable and Datacom Limited and DEN Networks Limited.

During the year, Jio demerged passive tower and fiber infrastructure into an InvIT structure. Jio has now emerged as an asset-light, focussed digital services company.

CREATING AN INDIAN DIGITAL ECOSYSTEM

We are making a strategic transition by creating multiple platforms across consumer business, agriculture, education and healthcare that will accelerate our growth. In addition to its own digital platform, in the past year, Reliance has partnered with more than a dozen coming-of-the-age businesses. These are mostly in the Technology, Media and Telecom (TMT) and retail sectors, along with strategic investments in two major MSOs – Hathway and Den. Reliance believes that creating an ecosystem with new-age entrepreneurs will help unleash the potential of India's vast human capital.

ROBUST CASH FLOWS AND BALANCE SHEET

During the year, Reliance generated a record PBDIT of ₹92,656 crore, up 26.8% y-o-y, and its highest ever net profit of ₹39,588 crore, up 13.1% y-o-y. RIL enjoys prime credit ratings as a result of its fiscal prudence and strong cash flows. We have retained our domestic credit ratings of 'CRISIL AAA' from CRISIL and 'IND AAA' from India Rating. For our international debt,