17 January 2025

3QFY26 Results Update | Sector: Oil & Gas

Reliance Industries

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	RELIANCE IN
Equity Shares (m)	13532
M.Cap.(INRb)/(USDb)	19729.6 / 217.1
52-Week Range (INR)	1612 / 1115
1, 6, 12 Rel. Per (%)	-5/-4/5
12M Avg Val (INR M)	16526

Financials & Valuations (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	10,229	10,510	11,078
EBITDA	1,805	2,000	2,210
Adj PAT	728	784	864
EPS (INR)	53.8	57.9	63.8
EPS Gr. (%)	4.5	7.6	10.2
BV/Sh. (INR)	671	722	778
Ratios			
Net D/E	0.4	0.3	0.3
RoE (%)	8.3	8.3	8.5
RoCE (%)	8.2	8.4	8.9
Valuations			
P/E (x)	27.1	25.2	22.8
P/BV (x)	2.2	2.0	1.9
EV/EBITDA (x)	12.9	11.5	10.2
Div Yield (%)	0.9	0.5	0.5

Shareholding pattern (%)

As of	Sep-25	Jun-25	Sep-24
Promoter	49.1	49.1	49.1
DII	20.1	19.5	17.4
FII	20.1	20.8	23.1
Others	10.7	10.6	10.4

FII includes depository receipts

CMP: INR1,458 TP: INR1,750 (+20%) Buy

Soft 3Q; all eyes on JPL's IPO valuation and growth recovery in retail

- Reliance Industries (RIL) posted a soft 3Q; its consolidated EBITDA was flat QoQ at INR460b (+5% YoY, 4% below estimates), hurt by a weaker performance of Reliance Retail (RRVL).
- RRVL's revenue growth (+9% YoY) was hit by the festive shift to 2Q and the FMCG demerger, while profitability (operating EBITDA rose 2% YoY vs. our est. of 4% YoY growth) was hurt by the accelerated scale-up in Quick Commerce (QC), lower salience of fashion & lifestyle, and new labor code implementation.
- RJio's 3Q performance was broadly in line with ~3% QoQ revenue and EBITDA growth each. Timelines and valuations of JPL's IPO remain the key monitorables.
- Consolidated O2C EBITDA grew 15% YoY (up 10% QoQ; in line), fueled by improvement in key product cracks, while E&P EBITDA declined 3% QoQ (-13% YoY, 4% above our est.) due to continued decline in KG D-6 gas production.
- RIL's 3Q attributable PAT grew 1% YoY to INR187b (+3% QoQ) and was in line, mainly driven by higher other income and lower interest cost/depreciation.
- Its 3Q capex dipped to INR338b (vs. INR400b QoQ, +5% YoY). The broad capex split was: O2C (INR90b), New Energy (INR80b), RJio (INR75b), & RRVL (INR40b).
- RIL's reported net debt declined ~INR14b QoQ to INR1.17t (vs. INR1.15t YoY).
- We cut our FY26-28E EBITDA and PAT by 0-3%, broadly due to weaker growth in RRVL and higher interest costs in RJio. We build in a CAGR of ~10%/7% in RIL's consolidated EBITDA/PAT over FY25-28.
- **We reiterate our BUY rating with a revised TP of INR1,750 (earlier INR1,790)**.

RRVL – the festive shift dampens growth; QC scale-up hurts margins

- RRVL net revenue growth came in at 9% YoY and was hurt by the festive calendar shift (partly to 2Q) and the one-month impact of the Reliance Consumer Products (RCPL) demerger. Adjusting for the RCPL demerger and festive shift, combined revenue growth in 2HCY25 remained robust at ~14%.
- Store additions remain calibrated, with 158 net additions (431 additions, 273 closures); retail area increased 1% YoY to 78.1msf (+0.3msf QoQ).
- Quick commerce (QC) offering JioMart scaled up rapidly, with daily average orders rising 53% QoQ (+360% YoY) to exit the quarter at 1.6m orders/day (on track to become #2 in QC) with positive contribution margins.
- Operating EBITDA inched up ~2% YoY (vs. our est. of 4%), due to the festive shift (lower salience of higher-margin fashion & lifestyle category), accelerated scale-up of QC, labor code implementation, and, to a lesser extent, the RCPL demerger. EBITDA margin contracted 55bp YoY to 7.8%.
- RCPL (demerged from RRVL in Dec'25) delivered ~INR50b gross revenue (1.6x YoY), with Independence/Campa Energy surpassing INR15b/INR10b revenue YTD, indicating strong traction in the FMCG portfolio.
- The RCPL demerger would continue to adversely impact RRVL's revenue growth over the next few quarters. However, management expects quarterly volatility in RRVL's revenue growth to be transient.
- We cut our FY26-28E revenue by 2-5% and EBITDA by ~2-7% due to the RCPL demerger and likely demand weakness in the near term. We expect a CAGR of ~12%/9% in RRVL's revenue/EBITDA over FY25-28.

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RJio – in-line performance; 5G subscribers and HBB continue to ramp up

- RJio's standalone revenue grew ~2.8% QoQ (+11.8% YoY, inline), driven by a 1% QoQ ARPU uptick and ~8.9m subscriber net adds.
- EBITDA grew ~2.7% QoQ (+14.6% YoY) to INR177.4b (in line) as EBITDA margin contracted ~5bp QoQ to 54.2% (~20bp miss).
- Incremental EBITDA margin at ~52.5% (slightly lower vs. our estimate of ~60%).
- JPL's non-mobility revenue and EBITDA saw moderation in growth with modest 1% and 1.4% QoQ growth, respectively.
- A delay in the tariff hike (vs. our expectations of Dec'25) is disappointing. However, RJio continues to benefit from rising customer engagement on 5G (~53% data volume on 5G) and ramp-up of home broadband (HBB, 2.5m net adds).
- Our FY26-28 EBITDA estimate is broadly unchanged, while earnings are cut by 3-5% due to higher interest costs.
- We expect FY25-28E revenue/EBITDA/PAT CAGR of ~15%/18%/22% for RJio, driven by tariff hike flow-through (15% increase from Jul'26) in wireless and acceleration in home broadband/enterprise offerings.
- A further delay in the tariff hike could pose downside risks to our earnings estimates, while the JPL IPO valuation remains a key near-term monitorable.

Standalone: Robust refining and Jio-BP volumes aid strong O2C performance

- Revenue stood at INR1,212b (-3% YoY). EBITDA came in 7% below our estimate at INR149b (est. INR161b; -2% YoY). Reported PAT also stood 5% below our estimate at INR94b (up 8% YoY).
- **O2C:** The 3QFY26 EBITDA grew 31% YoY to INR124.3b, driven by a sharp rise in transportation fuel cracks, partly offset by weaker downstream chemical margins and higher feedstock freight costs. Production meant for sale increased 1.7% YoY. The Jio-BP network added 260 new outlets in the last 12 months, resulting in robust YoY volume growth of 25%/31% in HSD/MS. Polymer margins showed a mixed trend amid lower naphtha prices, with PE margins up 6% YoY, while PP/PVC margins declined by 12%/5% YoY. Consol. O2C EBITDA (incl. other income) increased 15% YoY to INR165b.
- **E&P:** 3QFY26 revenue declined 8.4% YoY due to lower volumes (KGD6 production down 10% YoY) and weaker price realization from KGD6 gas and condensate. The average realized price for KGD6 gas declined marginally to USD9.65/mmbtu in 3Q, while CBM gas prices fell 12% YoY to USD9.3/mmbtu. EBITDA declined 12.7% YoY to INR48.6b, driven by lower revenues and higher operating costs due to maintenance activities.
- **Near-term dynamics:**
- Oil demand is expected to grow by 0.9 mb/d in CY26, driven by Chinese inventory builds and demand growth in India.
- Limited new refining capacity, alongside closures and unplanned outages, could support margins.
- Domestic demand for fuels and downstream chemicals is likely to remain steady, supported by economic activity.
- Overcapacity in Asia, with the commissioning of new crackers, is expected to weigh on near-term margins.

Valuation and view

- We cut our FY26-28E EBITDA by 1-2%, largely driven by cuts in RRVL, while we cut FY26-28E attributable PAT by 0-3% due to higher interest cost in RJio, along with the cuts in RRVL earnings.
- We expect RJio to remain the biggest growth driver with 18% EBITDA CAGR over FY25-28E, driven by tariff hikes (~15% from Jul'26), market share gains in wireless, and continued ramp-up of the Homes and Enterprise offerings.
- While store additions remain muted for RRVL, a scale-up of quick hyper-local deliveries on JioMart and AJio remains a key growth driver. We expect RRVL to deliver ~12%/9% net revenue/EBITDA CAGR over FY25-28E.
- After a subdued FY25, O2C segment earnings have rebounded in 9MFY26, driven by an improvement in refining cracks. However, we model broadly steady consolidated O2C and E&P EBITDA over FY26-28E.
- Overall, we build in a CAGR of ~10%/7% in RIL's consolidated EBITDA/PAT over FY25-28, largely driven by robust growth in digital services (~79% contribution to incremental EBITDA accretion over FY25-28E).
- We model an annual consolidated capex of INR1.3t for RIL over FY25-28E, as the moderation in RJio capex is likely to be offset by higher capex in New Energy and AI/Datacenter forays. However, we believe the peak of capex is behind, which should lead to healthy FCF generation (~INR900b over FY25-28E) and a corresponding decline in consolidated net debt.
- For **RRVL**, we ascribe a blended EV/EBITDA multiple of 30x (32.5x for core retail and ~7x for connectivity) to arrive at an EV/equity value of ~INR9.3t/INR9.1t for RRVL, with attributable value for RIL's stake at INR560/share (earlier INR630/share). Sustained double-digit growth in retail revenue remains the key for RIL's re-rating.
- We value **RJio** on a DCF implied ~12.6x FY28E EV/EBITDA to arrive at our enterprise valuation of INR12.5t (USD139b) and assign ~USD8b (INR755b) valuation to other non-mobility offerings under JPL to arrive at **INR13.3t (or ~USD148b) enterprise valuation**. Factoring in net debt, our equity value stands at **INR12t (or ~USD134b)**, implying the value of RIL's stake at INR590/share (earlier INR605/share).
- Using the SoTP method, we value the O2C/E&P segments at 7.5x/5.0x FY28E EV/EBITDA to arrive at an enterprise value of INR5.7t (or ~INR420/sh) for the standalone business. We ascribe an equity valuation of INR590/sh and INR560/sh to RIL's stake in JPL and RRVL, respectively. We assign INR174/sh (~INR2.4t equity value) to the New Energy business, INR30/share (or INR400b) equity value to RCPL (FMCG, at 2x EV/sales), and INR26/sh (~INR350b) to RIL's stake in JioStar. **We reiterate our BUY rating with a revised TP of INR1,750 (earlier INR1,790)**.

Exhibit 1: RIL – SoTP valuation (INR/share)

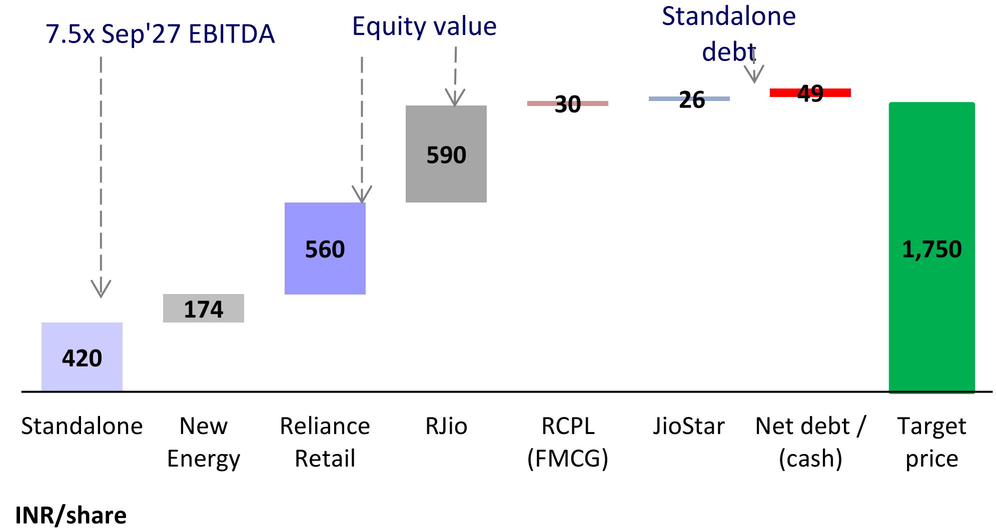


Exhibit 2: We ascribe a TP of INR1,750/share for RIL based on SoTP valuation (on FY28 basis)

EV-based valuation	EBITDA (INR b)	Multiple (X)	Value (INR b)	Value (INR/share)	Value (USD b)
Energy			**8,048**	**595**	**89**
Consol O2C+E&P	818	7.0	5,689	420	63
New Energy			2,359	174	26
Digital services			**8,820**	**652**	**98**
JPL	1,055	12.6	13,277	981	148
Minority interest			(4,457)	(329)	50
Organized retail			**7,801**	**576**	**87**
RRVL	311	30.0	9,341	690	104
Minority interest			(1,540)	(114)	(17)
RCPL (FMCG)			**400**	**30**	**4**
JioStar			**347**	**26**	**4**
Total Enterprise Value			**25,415**	**1,878**	**282**
Consol attributable net debt			1,729	128	19
Equity value			**23,687**	**1,750**	**263**

Source: MOFSL, Company

Consolidated - Quarterly earnings summary (INR b)

Y/E March	FY25				FY26				FY25	FY26	FY26	Var v/s
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	Est (%)
Net Sales	**2,318**	**2,315**	**2,400**	**2,614**	**2,436**	**2,546**	**2,649**	**2,598**	**9,647**	**10,229**	**2,559**	**3.5%**
YoY Change (%)	11.7	-0.2	6.6	10.5	5.1	10.0	10.4	-0.6	7.1	6.0		
EBITDA	**388**	**391**	**438**	**438**	**429**	**459**	**460**	**457**	**1,654**	**1,805**	**479**	**-3.9%**
Margins (%)	16.7	16.9	18.2	16.8	17.6	18.0	17.4	17.6	17.1	17.6	18.7	-0.1
Depreciation	136	129	132	135	138	144	146	152	531	581	150	**-2.3%**
Interest	59	60	62	62	70	68	66	70	243	275	73	**-9.1%**
Other Income	40	49	42	49	62	45	49	52	180	208	48	**2.4%**
PBT before EO expense	**232**	**250**	**286**	**291**	**282**	**291**	**297**	**287**	**1,060**	**1,157**	**305**	**-2.5%**
Extra-Ord expense	0	0	0	0	-89	0	0	0	0	-89	0	
PBT	**232**	**250**	**286**	**291**	**371**	**291**	**297**	**287**	**1,060**	**1,247**	**305**	**-2.5%**
Tax Rate (%)	24.9	23.7	23.9	22.9	17.4	24.0	25.4	22.4	23.8	22.5	24.9	
Minority Interest & Profit/Loss of Asso. Cos.	23.1	25.4	32.6	30.3	36.9	39.8	35.2	36.3	111.4	148.3	40.9	
Reported PAT	**151**	**166**	**185**	**194**	**270**	**182**	**186**	**186**	**696**	**817**	**188**	**-0.7%**
Adj PAT	**151**	**166**	**185**	**194**	**181**	**182**	**186**	**186**	**696**	**728**	**188**	**-0.7%**
YoY Change (%)	-5.5	-4.8	7.4	2.4	19.4	9.7	0.6	-4.0	0.0	4.5		
Margins (%)	6.5	7.2	7.7	7.4	7.4	7.1	7.0	7.2	7.2	7.1	7.3	0.3

Exhibit 3: RIL's consolidated EBITDA remained flat QoQ (~4% below our estimate)

	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY	QoQ	3QFY26E	vs. estimate
Consol. EBITDA (INR b)										
O2C	124	144	151	145	150	165	14.6	10.0	164	0.6
E&P	53	56	51	50	50	49	(12.7)	(2.9)	47	3.6
Retail	59	68	67	64	68	69	1.1	1.4	71	(2.4)
Digital	161	166	173	183	189	193	16.1	2.3	195	(1.0)
Others	21	21	23	26	28	28	28.1	(0.7)	28	(3.1)
Segmental EBITDA	**418**	**456**	**465**	**468**	**485**	**504**	**10.4**	**3.9**	**505**	**(0.4)**
Eliminations	(28)	(18)	(26)	(39)	(26)	(43)			(26)	
Reported EBITDA	**391**	**438**	**438**	**429**	**459**	**460**	**5.1**	**0.3**	**479**	**(3.9)**

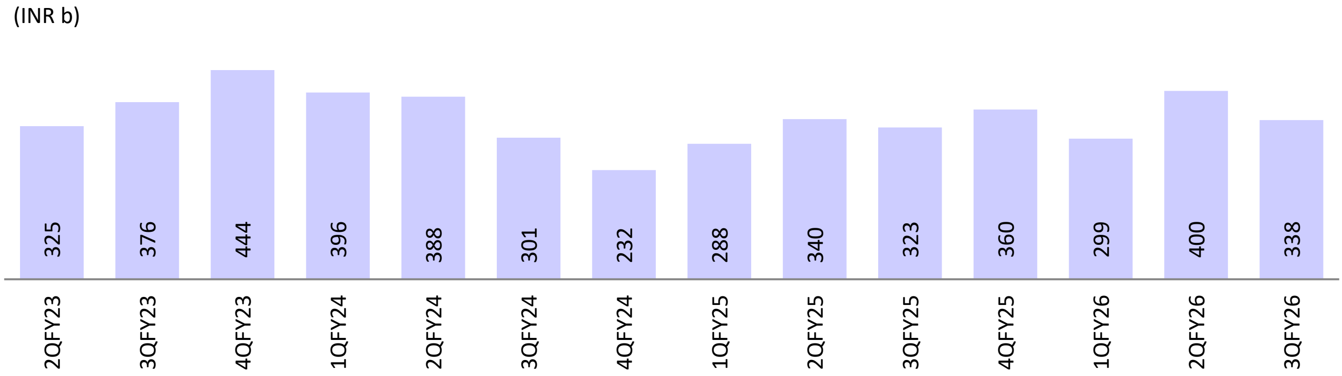
Source: MOFSL, Company

Exhibit 4: RIL's reported net debt declined by ~INR14b QoQ to INR1.17t

INR b	Sep'23	Dec'23	Mar'24	Jun'24	Sept'24	Dec'24	Mar'25	June'25	Sept'25	Dec'25
Gross Debt	2,957	3,117	3,246	3,049	3,363	3,505	3,475	3,384	3,482	3,469
Cash & Cash equivalent	1,780	1,924	2,083	1,926	2,199	2,350	2,304	2,209	2,297	2,298
Net Debt	1,177	1,194	1,163	1,123	1,164	1,155	1,171	1,176	1,185	1,171

; Source: MOFSL, Company

Exhibit 5: RIL's reported consolidated capex declined ~15% QoQ to INR338b (up ~5% YoY)



Source: MOFSL, Company

Exhibit 6: RIL Consolidated – summary of changes to our estimates (INR b)

RIL Consol	FY26E	FY27E	FY28E
Revenue			
Old	10,095	10,386	11,011
Actual/New	10,229	10,510	11,078
Change (%)	1%	1%	1%
EBITDA			
Old	1,835	2,027	2,237
Actual/New	1,805	2,000	2,210
Change (%)	-2%	-1%	-1%
PAT			
Old	730	793	889
Actual/New	728	784	864
Change (%)	0%	-1%	-3%

Source: Company, MOFSL

Exhibit 7: RIL Standalone – summary of changes to our estimates (INR b)

RIL Standalone	FY26E	FY27E	FY28E
Revenue			
Old	4,853	4,537	4,533
Actual/New	4,880	4,636	4,632
Change (%)	1%	2%	2%
EBITDA			
Old	581	582	578
Actual/New	568	578	575
Change (%)	-2%	-1%	-1%
PAT			
Old	370	359	356
Actual/New	367	360	354
Change (%)	-1%	0%	0%

Source: Company, MOFSL

Exhibit 8: RJio – summary of changes to our estimates (INR b)

RJio	FY26E	FY27E	FY28E
Revenue			
Old	1,288	1,507	1,735
Actual/New	1,288	1,500	1,736
Change (%)	0.0%	-0.5%	0.0%
EBITDA			
Old	699	843	997
Actual/New	698	838	995
Change (%)	-0.1%	-0.6%	-0.2%
EBITDA margin (%)			
Old	54.3	55.9	57.5
Actual/New	54.2	55.9	57.3
Change (bps)	(9.7)	(7.6)	(12.7)
PAT			
Old	282	362	470
Actual/New	281	353	448
Change (%)	-0.3%	-2.6%	-4.8%

Source: Company, MOFSL

Exhibit 9: RRVL – summary of changes to our estimates (INR b)

RRVL	FY26E	FY27E	FY28E
Revenue			
Old	3,287	3,796	4,323
Actual/New	3,238	3,657	4,119
Change (%)	*-1.5*	*-3.7*	*-4.7*
EBITDA			
Old	260	291	333
Actual/New	255	274	311
Change (%)	*-2.0*	*-5.6*	*-6.6*
EBITDA margin (%)			
Old	7.91	7.66	7.70
Actual/New	7.87	7.50	7.55
Change (bps)	*(4)*	*(15)*	*(15)*
PAT			
Old	136	153	178
Actual/New	134	143	164
Change (%)	*-2.6*	*-6.9*	*-8.0*

Source: Company, MOFSL

Exhibit 10: We expect ~10% CAGR in RIL's consolidated EBITDA over FY25-28, driven by ~19% EBITDA CAGR in digital services

RIL – EBITDA build-up	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
O2C	538	382	527	621	624	550	615	640	640
E&P	4	3	55	136	202	212	193	181	177
Digital	233	340	403	503	567	650	763	918	1,091
Organized retail	97	98	124	180	231	251	266	286	322
Others	48	63	79	56	86	85	108	106	118
Segment EBITDA	**920**	**886**	**1,187**	**1,495**	**1,710**	**1,748**	**1,946**	**2,131**	**2,349**
Eliminations	-30	-79	-83	-74	-88	-94	-141	-131	-139
Reported EBITDA	**890**	**807**	**1,105**	**1,422**	**1,622**	**1,654**	**1,805**	**2,000**	**2,210**

Source: MOFSL, Company

RIL – story in charts

Exhibit 11: Quarterly EBITDA movement

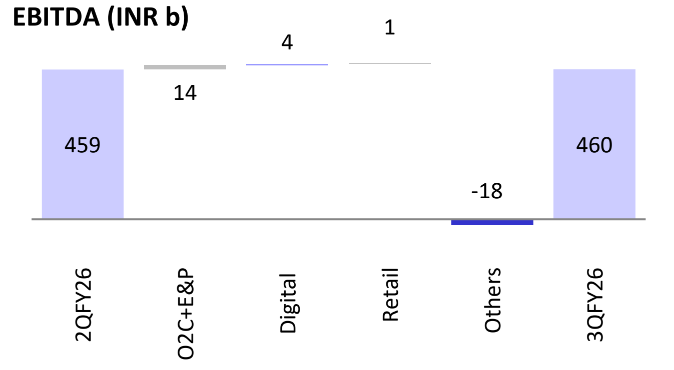


Exhibit 12: Consumer businesses contributed ~57% of EBITDA in 3QFY26

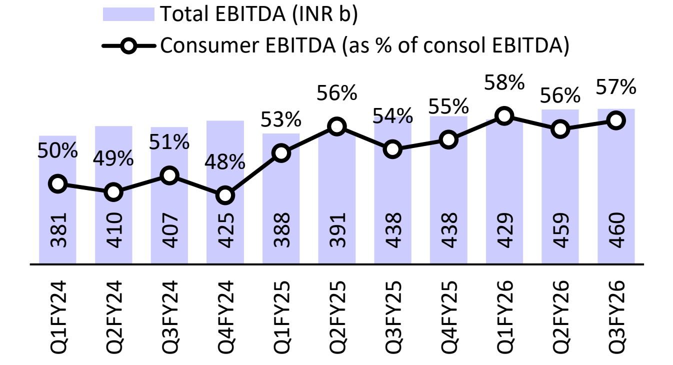


Exhibit 13: Annual EBITDA movement over FY25-28E

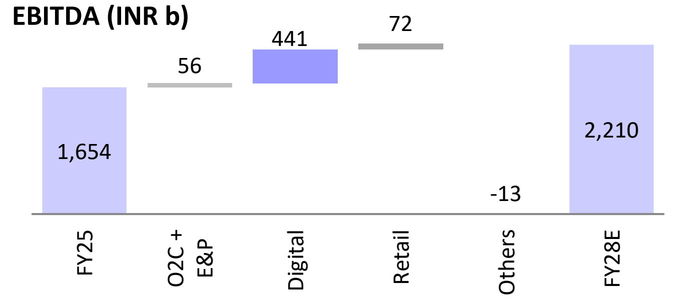


Exhibit 14: Share of consumer businesses in EBITDA on the rise

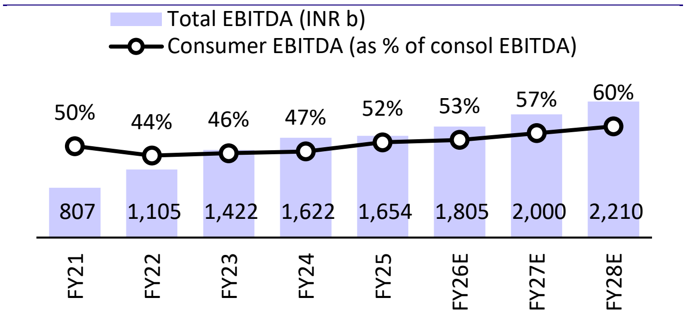


Exhibit 15: Expect ~7% consolidated Adj. PAT CAGR over FY25-28

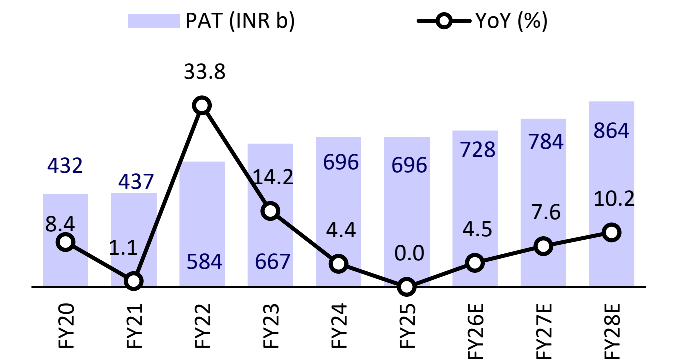


Exhibit 16: Model ~INR1.3t capex annually over FY25-28E

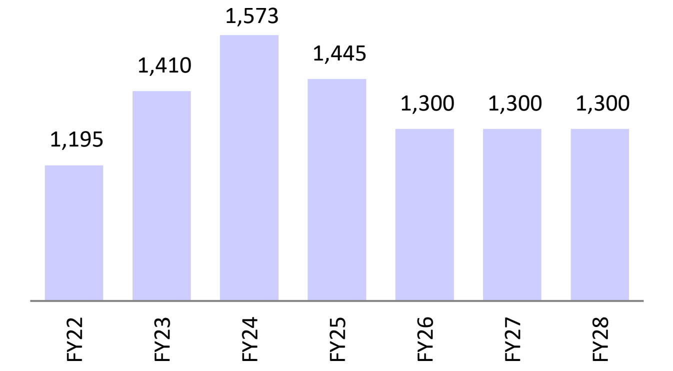
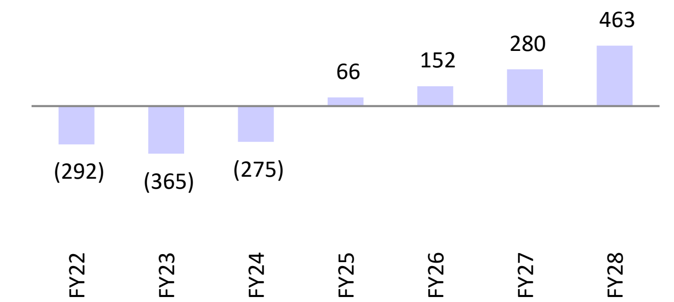
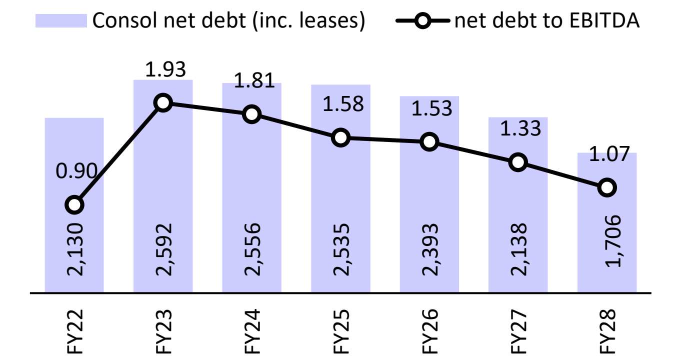


Exhibit 17: Expect ~INR900b FCF generation over FY25-28



Source: Company, MOFSL

Exhibit 18: Expect net debt to decline over FY25-28



Source: Company, MOFSL

In-line performance, tariff hike likely delayed to Jul'26

- RJio's standalone revenue at INR328b was up 2.8% QoQ (11.8% YoY; in line), driven by 8.9m overall net adds and a 1% QoQ ARPU uptick.
- Among key expenses, network opex was up ~1% QoQ (+2% YoY, 2% below), while SG&A and other costs increased ~8% QoQ (+31% YoY, +6% above). Interconnect charges increased by ~11.5% QoQ (+29% YoY), while employee costs increased by ~9% QoQ (3% YoY, 4% below).
- EBITDA grew 2.7% QoQ (+14.6% YoY) to INR177.4b (in line). EBITDA margin contracted ~5bp QoQ at 54.2% (~20bp miss).
- Incremental EBITDA margin for the quarter stood at ~52.5% (vs. 2QFY26 as well as our estimate of ~60%).
- D&A expenses at INR66.5b were up 4% QoQ (+14% YoY, 1% above).
- Interest cost at INR21.2b remained flat QoQ (+67% YoY, ~2% below).
- Reported PAT at INR71.7b was up ~3% QoQ (+11% YoY, inline).

Strong traction continues on 5G and home broadband (HBB)

- Overall subscriber net adds came in at ~8.9m (vs. our estimate of 8.5m QoQ), taking the total subscriber base to 515.3m.
  - The 5G user base expanded further to 253m (from 234m QoQ), with 5G now accounting for ~53% of overall wireless traffic.
  - HBB net adds came in at ~2.5m connections, with the Jio AirFiber user base rising to ~11.5m (from 9.6m QoQ) and overall HBB connections rising to 25.3m.
- Blended ARPU inched up ~1.1% QoQ (and ~5% YoY) to INR213.7/month (in line), driven largely by ramp-up in HBB and Enterprise services.
- Overall data traffic (including FTTH) grew 7% QoQ (+34% YoY), driven by a rising customer base on 5G and continued FWA ramp-up. Data usage per subscriber per month rose 5% QoQ to 40.7GB/month (vs. 38.8GB/month QoQ).
- Voice consumption grew ~2% QoQ (+5% YoY), with MoU per subscriber per month rising modestly to 998 mins (vs. 996 mins QoQ).

Non-mobility revenue rises <1% QoQ, while EBITDA increases 1.4% QoQ

- JPL's non-mobility revenue inched up 0.8% QoQ to reach INR45b (+20% YoY).
- JPL's non-mobility EBITDA at INR9b rose 1.4% QoQ (+14% YoY) as EBITDA margin expanded ~10bp YoY to 19.8% (though -105bp QoQ).
- Non-mobility business now accounts for 12%/5% of JPL's consol. revenue/EBITDA.

Valuation: We ascribe ~USD148b (or INR13.3t) enterprise value to JPL

- Our FY26-28 EBITDA estimate is broadly unchanged. However, we cut our FY27/28 earnings by 3-5% due to higher interest cost for the 700MHz spectrum (passing it through P&L from FY27 vs. capitalization earlier).
- We continue to build in a tariff hike of ~15% (or INR50/month on the base pack) from Jul'26. Any delay in the tariff hike would further pose downside risks.
- We expect FY25-28E revenue/EBITDA/PAT CAGR of ~15%/18%/22% for RJio, driven by tariff hike flow-through in wireless and acceleration in home broadband/enterprise offerings.
- We value RJio on DCF implied ~12.6x FY28 EV/EBITDA to arrive at our enterprise valuation of INR12.5t (USD139b) for RJio (Wireless + HBB). We assign ~USD8b

(INR755b) valuation to other non-mobility offerings under JPL to arrive at **INR13.3t (or ~USD148b) enterprise valuation**.

- Factoring in net debt, our equity value comes to **INR12t (or ~USD134b)**, with the attributable equity value of **INR590/share** for RIL's ~66.5% stake**.**

Exhibit 19: We ascribe INR13.3t/INR12t enterprise/equity value to JPL (implies INR590/share attributable value for RIL)

Digital services (Sep'27 basis)	EBITDA	Implied multiple	Value (INR b)	Value (USD b)
RJIL	**995**	**12.6**	**12,522**	**139**
Wireless	861	12.6	10,834	120
Home Broadband (FTTH+FWA)	134	12.6	1,688	19
JPL and others	60	12.6	755	8
Enterprise value	**1,055**	**12.6**	**13,277**	**148**
Net debt			1,257	14
Equity value			**12,020**	**134**
Attributable to RIL (66.48% stake)			7,985	89
RIL's stake value (INR/share)			**590**	

Source: Company, MOFSL

Exhibit 20: RJio – summary of our estimate changes

	FY26E	FY27E	FY28E
Total subs (m)			
Old	523.4	540.0	565.0
Actual/New	523.3	545.0	570.0
Change (%)	0.0%	0.9%	0.9%
Overall ARPU (INR)			
Old	212	236	262
Actual/New	212	234	259
Change (%)	0.0%	-1.0%	-0.9%
Revenue (INRb)			
Old	1,288	1,507	1,735
Actual/New	1,288	1,500	1,736
Change (%)	0.0%	-0.5%	0.0%
EBITDA (INRb)			
Old	699	843	997
Actual/New	698	838	995
Change (%)	-0.1%	-0.6%	-0.2%
EBITDA margin (%)			
Old	54.3	55.9	57.5
Actual/New	54.2	55.9	57.3
Change (bp)	(9.7)	(7.6)	(12.7)
Net Profit (INRb)			
Old	282	362	470
Actual/New	281	353	448
Change (%)	-0.3%	-2.6%	-4.8%

RJio: Key takeaways from the management commentary

5G adoption continues to accelerate

- RJio's 5G user base expanded to 253m in 3QFY26 (vs. ~234m in 2QFY26), with RJio accounting for ~65% share of India's 5G subscribers.
- 5G traffic now contributes ~53% of total wireless data traffic on the Jio network.
- According to the management, superior 5G network experience has driven RJio's incremental industry VLR net adds to 99%, over the last 12 months ending Nov'25.
- Per capita data consumption rose to 40.7GB/month (vs. 38.7GB in Q2 FY26), driven by rising 5G and fixed broadband usage.
- Blended ARPU improved to INR 213.7 (vs. INR 211.4 QoQ), supported by subscriber mix improvements. Management remains pleased with rising customer traction-led organic growth in ARPU (+5% YoY).
- The company is working internally in preparation for the JPL IPO and is awaiting final approval of the minimum IPO float from the Ministry of Finance.

HBB — momentum remains strong

- RJio surpassed 25m HBB connections in 3QFY26, with ~2.5m net additions, led by the adoption of multiple technologies across fiber, 5G FWA, and FWA-UBR.
- Jio AirFiber reached 11.5m connections in 3QFY26 and now accounts for more than 75% of HBB additions for RJio.
- RJio's HBB market share improved by ~800 bp YoY to ~41% in Nov'25, with ~70% share of incremental industry HBB net additions.
- Multiple access technologies (Fiber, FWA-5G, FWA-UBR) support scalable and cost-effective home connectivity rollout.
- Management noted that 5G FWA is being deployed selectively, and most of the recent net adds were on FWA-UBR, which does not face any capacity constraints.
- The incremental capex in FWA has reduced over time as the same CPE can be used to connect multiple homes in UBR.

One Jio approach driving growth in the enterprise segment

- RJio continues to deepen its managed services-led enterprise strategy, offering integrated connectivity, Wi-Fi, security, and cloud solutions.
- Pan-India fiber footprint and last-mile reach positions RJio as a preferred partner for hyperscalers and AI infrastructure deployment.
- Wallet share in targeted enterprise verticals has scaled to 60%+, supported by bundled connectivity, broadband, and managed services.
- Low-latency, high-capacity connectivity demand is accelerating with AI-led data center expansion across India.

Digital platforms and ecosystem scaling well

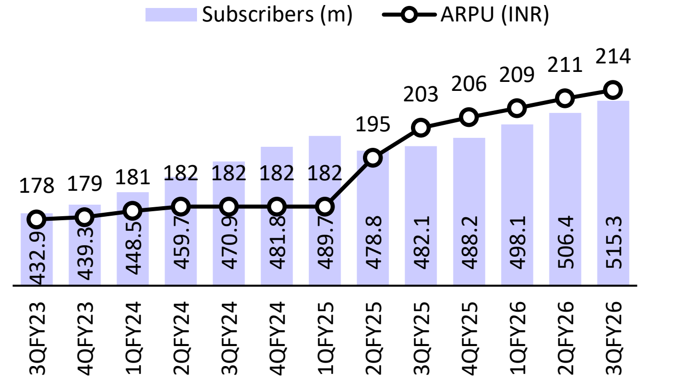
- Jio continues to strengthen its ecosystem through product partnerships such as Google Gemini Pro, offering an 18-month free Gemini Pro subscription to unlimited 5G users.
- The Google Gemini Pro offering does not entail any cost to RJio. Management noted that RJio instead gets certain revenue for distribution.
- Digital twin mapping of network towers and buildings in scope is being deployed across network planning and operations to accelerate JioAirFiber rollouts.

Exhibit 21: RJio – Quarterly performance

Quarterly performance	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	Var (%)
Revenue	**293.1**	**318.6**	**327.5**	**11.8**	**2.8**	**326.6**	**0.3**
Interconnect	5.6	6.5	7.3	28.9	11.5	5.6	29.7
LF/SUC	26.8	29.2	29.5	10.0	1.1	29.9	-1.2
Network operating costs	83.6	84.4	85.6	2.3	1.3	86.9	-1.6
Employee costs	5.0	4.8	5.2	3.2	9.1	5.4	-3.6
SG&A and other costs	17.2	21	23	31.1	7.8	21.3	6.3
EBITDA	**154.8**	**172.8**	**177.4**	**14.6**	**2.7**	**177.6**	**-0.1**
Other income	3.2	6.0	6.6	107.5	10.9	6.3	5.4
Finance cost	12.7	21.2	21.2	67.4	0.2	21.7	-2.3
Depreciation and amortization	58.3	63.9	66.5	14.1	4.1	65.8	1.1
Profit before taxes	**87.0**	**93.7**	**96.3**	**10.8**	**2.9**	**96.3**	**0.0**
Deferred tax	22.2	23.9	24.6	10.8	2.8	24.6	0.2
Net income	**64.8**	**69.7**	**71.7**	**10.7**	**2.9**	**71.8**	**-0.1**
Adjusted net income	**64.8**	**69.7**	**71.7**	**10.7**	**2.9**	**71.8**	**-0.1**
Operational metrics	**3QFY25**	**2QFY26**	**3QFY26**	**YoY%**	**QoQ%**	**3QFY26E**	**Var (%)**
EOP subscribers (m)	**482.1**	**506.4**	**515.3**	**6.9**	**1.8**	**514.9**	**0.1**
Average subscribers (m)	480.5	502.3	510.9	6.3	1.7	510.7	0.0
ARPU (INR/month)	**203.3**	**211.4**	**213.7**	**5.1**	**1.1**	**213.2**	**0.2**
EBITDA margins (%)	**52.8**	**54.2**	**54.2**	**137bp**	**(5)bp**	**54.4**	**(19)bp**
Data consumption inc. FTTH (b GB)	46.5	58.4	62.3	34.0	6.7	61.6	1.1
Data consumption inc. FTTH per user (GB/month)	**32.3**	**38.8**	**40.7**	**26.0**	**4.9**	**40.2**	**1.1**
Voice consumption (b min)	1,460	1,500	1,530	4.8	2.0	1,523	0.5
Voice consumption per user (min/month)	**1,013**	**996**	**998**	**-1.4**	**0.3**	**994**	**0.5**
Net subscriber additions (m)	3.3	8.3	8.9			8.5	
Incremental EBITDA margin	**45.6**	**60.0**	**52.5**			**60.1**	

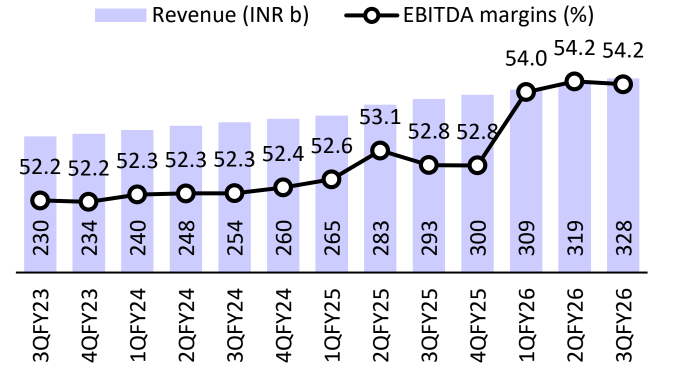
Source: MOFSL, Company

Exhibit 22: Blended ARPU rose to INR214, while the overall subscriber base inched up to 515.3m (+8.9m net adds)



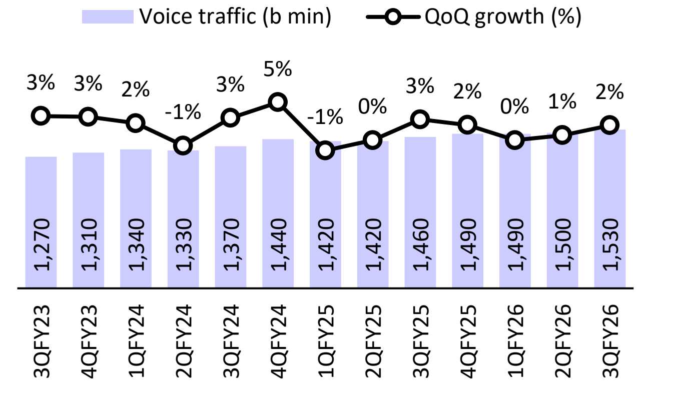
Source: MOFSL, Company

Exhibit 23: Revenue grew 2.8% QoQ; EBITDA margin contracted 5bp QoQ to 54.2%



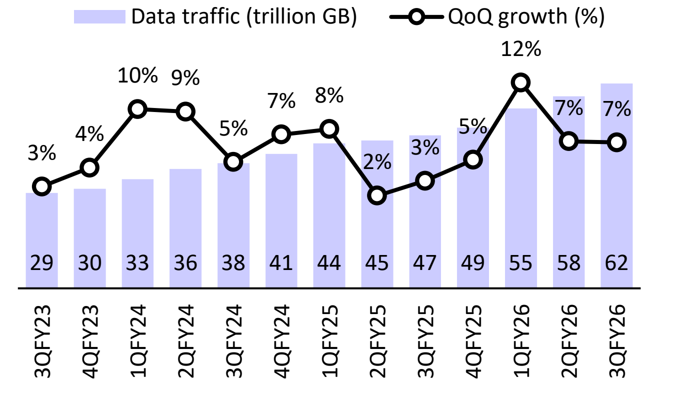
Source: MOFSL, Company

Exhibit 24: RJio – Voice traffic rose only 2% QoQ



Source: MOFSL, Company

Exhibit 25: RJio – Data traffic grew 7% QoQ



Source: MOFSL, Company

Exhibit 26: Relatively muted performance in JPL's non-mobility business

Jio Platforms	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY	QoQ
Key financials								
Revenues	317	331	340	350	363	373	12.7	2.6
EBITDA	159	166	170	181	188	193	16.4	2.9
JPL EBITDA margin (%)	50.2	50.1	50.1	51.8	51.6	51.8	166 bps	18 bps
Finance cost	(11)	(13)	(14)	(21)	(21)	(21)	66.7	(0.2)
Depreciation and amortization	(60)	(61)	(62)	(65)	(67)	(69)	13.9	4.0
Profit before taxes	88	92	94	96	99	102	11.1	2.9
Net income	65	69	70	71	74	76	11.3	3.4
Operational metrics								
Non-mobility revenues	**33.7**	**37.7**	**39.7**	**41.5**	**44.8**	**45.1**	**19.8**	**0.8**
Non-mobility EBITDA	**7.1**	**7.9**	**8.3**	**8.3**	**8.8**	**9.0**	**13.7**	**1.4**
Non-mobility EBITDA margin	20.9	20.9	20.9	20.1	19.7	19.8	(105)bp	11bp
Non-mobility PAT	3.1	3.8	3.8	4.0	4.0	4.6	20.0	13.2
Non-mobility as % of JPL revenue	**10.6**	**11.4**	**11.7**	**11.8**	**12.3**	**12.1**	**72 bp**	**(21)bp**
Non-mobility as % of JPL EBITDA	**4.4**	**4.7**	**4.9**	**4.6**	**4.7**	**4.6**	**(11)bp**	**(7)bp**
Non-mobility as % of JPL PAT	**4.7**	**5.5**	**5.4**	**5.6**	5.5	6.0	44 bps	51 bps

Source: MOFSL, Company

Exhibit 27: Financial snapshot of RIL's digital services segment

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY (%)	QoQ (%)
Digital services (INR b)									
Gross revenues	354.7	380.6	397.3	408.6	419.5	436.2	446.5	12.4	2.4
EBITDA	149.4	161.4	166.4	172.8	183.1	188.8	193.3	16.1	2.3
DD&A	61.4	62.8	63.9	64.8	69.0	68.2	72.1	12.8	5.7
EBIT	88.1	98.6	102.5	108.0	114.2	120.7	121.2	18.2	0.4
Digital services (ex-JPL)									
Revenue	9.2	9.4	9.8	10.1	8.9	9.7	9.7	-1.3	0.5
EBITDA	3.1	2.1	0.6	2.6	1.8	1.3	0.2	(60)	(82)
EBITDA margin (%)	33.2	22.2	5.6	26.0	19.8	13.0	2.3	*(59)bp*	*(82)bp*

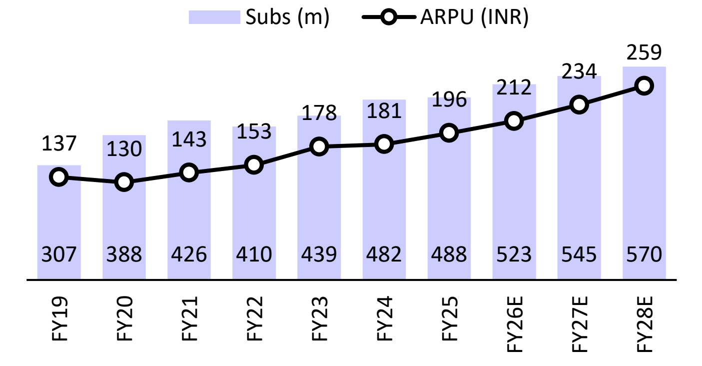
Source: MOFSL, Company

Exhibit 28: Key assumptions for RJio standalone

Key operating and financial metrics	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28
EoP wireless subs (m)	424	405	431	471	471	496	505	520
Wireless ARPU (INR/month)	**141**	**150**	**173**	**176**	**190**	**203**	**223**	**243**
EoP Broadband (inc. FWA) subs (m)	3	5	8	11	17	28	40	50
Blended broadband ARPU (INR/month)	662	496	503	402	397	401	400	450
Overall subscribers at end-period (m)	**426**	**410**	**439**	**482**	**488**	**523**	**545**	**570**
Blended ARPU (INR/month)	**143**	**153**	**178**	**181**	**196**	**212**	**234**	**259**
Financials (INR b)								
Revenue	699	770	908	1,001	1,141	1,288	1,500	1,736
EBITDA	**309**	**376**	**467**	**524**	**603**	**698**	**838**	**995**
Overall EBITDA margins (%)	44.2	48.9	51.4	52.4	52.8	54.2	55.9	57.3
Net income	**120**	**148**	**182**	**205**	**248**	**281**	**353**	**448**
Balance sheet								
Net-worth	1,830	1,978	2,160	2,364	2,614	2,895	3,248	3,696
Effective net debt	**511**	**971**	**1,979**	**2,090**	**1,869**	**1,626**	**1,257**	**701**
Invested capital	2,295	3,227	4,682	5,299	5,762	6,153	6,530	6,874
Cash flow								
Operating cash flow (after interest and leases)	**275**	**233**	**404**	**351**	**436**	**518**	**672**	**843**
Working capital	19	-64	-2	30	58	20	-15	-13
Capital expenditure inc. DPL repayments	-261	-481	-336	-534	-462	-410	-408	-354
Free cash flow	**34**	**-313**	**66**	**-153**	**32**	**128**	**249**	**476**
Returns (%)								
RoAE	6.8	7.8	8.8	9.0	10.0	10.2	11.5	12.9
RoACE	**6.4**	**6.7**	**5.9**	**5.4**	**6.2**	**7.2**	**9.0**	**11.3**
CRoCI	11.5	9.8	8.5	8.5	8.9	9.8	11.0	12.4

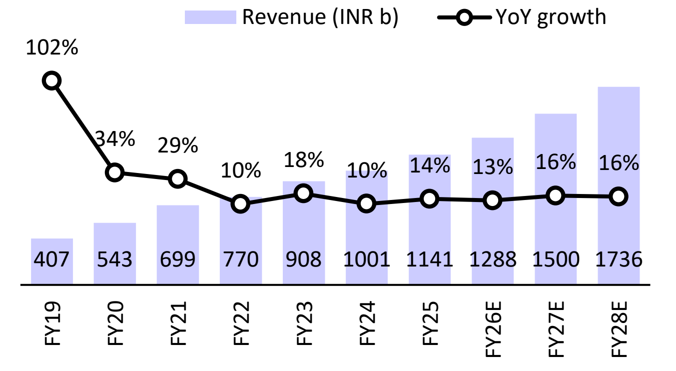
Source: MOFSL, Company

Exhibit 29: Expect 5%/10% CAGR in Subs/ARPU over FY25-28



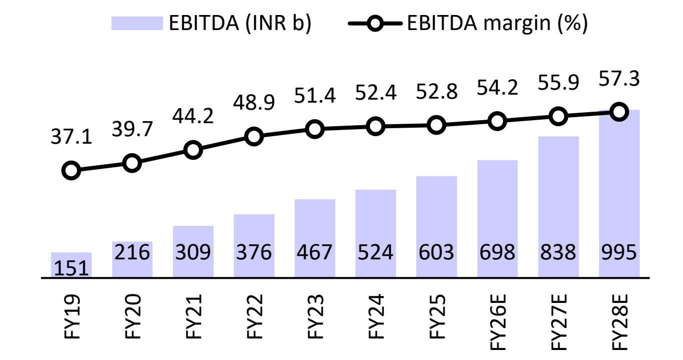
Source: MOFSL, Company

Exhibit 30: Expect revenue CAGR of ~15% over FY25-28



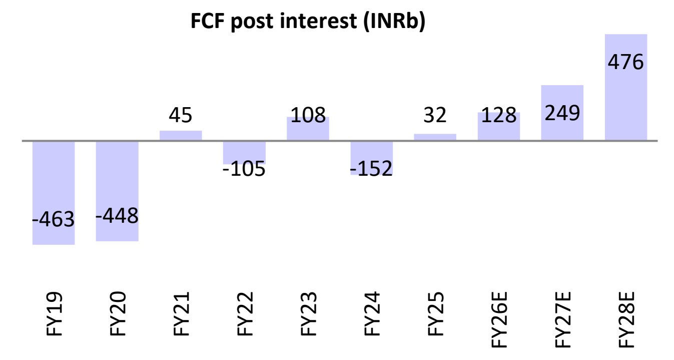
Source: MOFSL, Company

Exhibit 31: Expect 18% CAGR in EBITDA over FY25-28



Source: MOFSL, Company

Exhibit 32: Expect ~INR850b cumulative FCF generation over FY25-28, driven by tariff hikes and lower capex



Source: MOFSL, Company

Softer performance; JioMart QC ramps up sharply

- Reliance Retail's (RRVL) consolidated net revenue grew 9% YoY to INR870b (vs. our estimate of 10% YoY).
  - Growth was adversely impacted by a **shift in certain festivals to 2Q** (from 3Q YoY) and the **RCPL demerger** (one-month impact, likely ~100-150bp hit).
- In 3QFY26, the company added 431 new stores (closed 273 stores), leading to a net 158 store adds to reach 19,979 stores. Net area grew by a modest ~0.3m sqft QoQ to 78.1m sqft (1% YoY).
- Transactions grew 48% YoY to 524m (up 20% QoQ), driven by a sharp ramp-up in QC offerings. RR's registered customer base grew 12% YoY to 378m.
- Operational EBITDA grew by a modest ~2% YoY to INR68b (~2% below) as EBITDA margins contracted by ~55bp YoY to 7.8% (~5bp below).
  - The EBITDA margin was hit by **acceleration in hyper-local deliveries**, a **shift in the festival period leading to lower salience of higher-margin F&L category**, **new labor code implementation,** and, to a smaller extent, the **RCPL demerger**.
- Depreciation stood at INR15.8b (up 5% YoY) and interest cost declined 13% YoY to INR5.8b, while investment income declined 26% YoY to INR1.5b.
- Consequently, PAT at INR35.6b grew 2% YoY.
- **For 2Q and 3Q combined (to offset the impact of the festive shift), RRVL's net revenue surged ~14% YoY, with operating EBITDA rising ~9% YoY.**

JioMart on track to become the #2 QC player in India by daily order volume

- RRVL's hyper-local services under JioMart crossed **1.6m daily orders at exit** and are on track to become the #2 QC player in India. Average daily orders grew 53% QoQ (360%+ YoY).
- JioMart operates across 5,000+ pin codes through 3,000+ stores and 1,000+ cities. JioMart ramped up its **dark store count to 800** (vs. 600 QoQ).
- JioMart added **5.9m new customers** during 3Q, expanding its base by 43% YoY.
- Management indicated that JioMart QC is contribution positive, driven by a higher contribution from the relatively higher margins of the fruit and vegetables category.

Valuation and view: We ascribe INR9.4t EV to RRVL (INR565/share for RIL)

- After a decent show in 1HFY26, RRVL's growth moderated in 3QFY26 (+9% YoY) due to the festive shift, the RCPL demerger, and overall muted consumer sentiment.
- Store/area addition remained muted. However, JioMart QC has witnessed a significant ramp-up with acceleration in dark store additions.
- Driven by likely demand weakness in the near term and the RCPL demerger (removal of external FMCG sales), we **cut our FY26-28E revenue by 2-5% and EBITDA by a higher ~2-7%** due to the scale-up of lower-margin QC business.
- We now expect a CAGR of ~12%/9% in RRVL's net revenue/EBITDA over FY25-28E.
- We ascribe a **30x FY28 blended EV/EBITDA** multiple (~32.5x for core retail and ~7x for connectivity) to arrive at an **EV/equity value of ~INR9.3t/~INR9.1** for RRVL. Our attributable value for RIL's ~83.5% stake in RRVL stands at **INR560/share**. Sustained mid-to-high teens growth in retail revenue remains the key trigger for RIL's stock price.

Exhibit 33: Summary of changes to our RRVL estimates

(INR b)	FY26E	FY27E	FY28E
Revenue			
Old	3,287	3,796	4,323
Actual/New	3,238	3,657	4,119
Change (%)	-1.5	-3.7	-4.7
EBITDA			
Old	260	291	333
Actual/New	255	274	311
Change (%)	-2.0	-5.6	-6.6
EBITDA margin (%)			
Old	7.91	7.66	7.70
Actual/New	7.87	7.50	7.55
Change (bp)	(4)	(15)	(15)
Net Profit			
Old	136	153	178
Actual/New	133	143	164
Change (%)	-2.6	-6.9	-8.0

Source: Company, MOFSL

Exhibit 34: We ascribe INR9.3t EV to RRVL, implying INR560/share value for RIL's stake

RRVL valuation	EBITDA (INR b)	multiple (x)	Value
Core EBITDA	**281**	**32.5**	**9,130**
Connectivity	30	7.0	211
Enterprise Value (INR b)	**311**	**30.0**	**9,341**
Less Net Debt			270
Equity Value (INR b)			**9,066**
No of Shares (b)			13.5
Equity value (INR/sh)			**670**
RIL stake in RRVL			83.5%
RRVL value in RIL SOTP (INR/sh)			**560**

Source: Company, MOFSL

RRVL: Key takeaways from the management commentary

- **Growth:** Management noted that, adjusted for the festival shift and RCPL demerger, the revenue growth would have been in double digits. Aggregate 2HCY25 (to negate the impact of festive shift) revenue growth was robust at ~13-14% YoY. Further, management noted that volatility in the retail growth rate will likely be short-term, and underlying business performance has been steady.
- **Store additions:** The bulk of the store consolidation exercise is more or less done, and the incremental closures would now be due to typical reasons for store closures in Retail. Retail store/area addition has commenced QoQ, albeit at a slower pace currently.
- **Margins:** Accelerated expansion in QC offerings, implementation of labor code, shift in festive (lower salience of high margin fashion & lifestyle), and RCPL demerger (+ve EBITDA for RCPL) led to moderation in EBITDA margins.
- **Grocery:** Delivered steady growth during the festive quarter, anchored by big-box formats and resilient everyday consumption. Growth was broad-based across **dairy, frozen & bakery (+23%)**, **staples (+19%)**, and **packaged foods (+15%)**. Festive gifting drove incremental volumes, while **Metro Wholesale** benefited from higher footfalls, improved wallet share, and successful campaigns.
- **JioMart/Hyperlocal Commerce:** Continued rapid scale-up with exit daily orders exceeding **1.6m** and average daily orders rising **+53% QoQ (+360% YoY**). The platform is supported by 3,000+ stores and 800 dark stores, reducing average delivery distance. 5.9mn new customers were added in 3Q, while higher repeat rates and transaction frequency (**~2X of peers**). Management indicated that JioMart QC offering is a **contribution margin positive** and is accretive to RRVL's overall offerings.
- **Fashion & Lifestyle:** Grew in the single digit due to the impact of the shift in the festival season to 2Q (vs. 3Q YoY). Growth was supported by seasonal assortments, expansion in ethnic, lingerie category extensions (thermal wear, winter outerwear), and celebrity-led festive campaigns.
- **AJIO & Digital Fashion:** AJIO delivered festive-led growth with **ABV rising 21% YoY**, supported by expanded catalogue (up 27% YoY to 2.8m+ options). AJIO Rush scaled to 420 pin codes across 10 cities, offering next-day delivery in top 26 cities, while **SHEIN** continued to scale bookings with ~6.5m app installs and a doubled catalogue to 50,000+ options. AJio Luxe brand portfolio grew 41% YoY.
- **Jewelry:** Strong festive and wedding demand drove a standout quarter. ABV rose 73% YoY, largely aided by higher gold prices, while old gold exchange contribution increased to 29% (vs. ~21% last year). The business recorded its **best-ever Dhanteras**, with **21% LFL during the period**.
- **Consumer Electronics:** Strong festive demand, year-end campaigns, and GST-led price resets in TVs and ACs drove growth. **Laptops (+46%)**, **Mobiles (+38%)**, **TVs (+25%)**, and **Appliances (+19%)** witnessed robust traction. Digital stores and flagship campaigns delivered the highest-ever single-day sales on Dhanteras. The **resQ** service network expanded to 1,611 locations (+9% YoY), strengthening service-led retention and repeat purchases.
- **Consumer Products (RCPL):** 3QFY26 gross revenue stood at INR50.7bn **(+60% YoY)**, with YTDFY26 sales at ~INR150bn **(~1.8x YoY)**. Growth was led by beverages and daily essentials, with **Campa maintaining double-digit market**

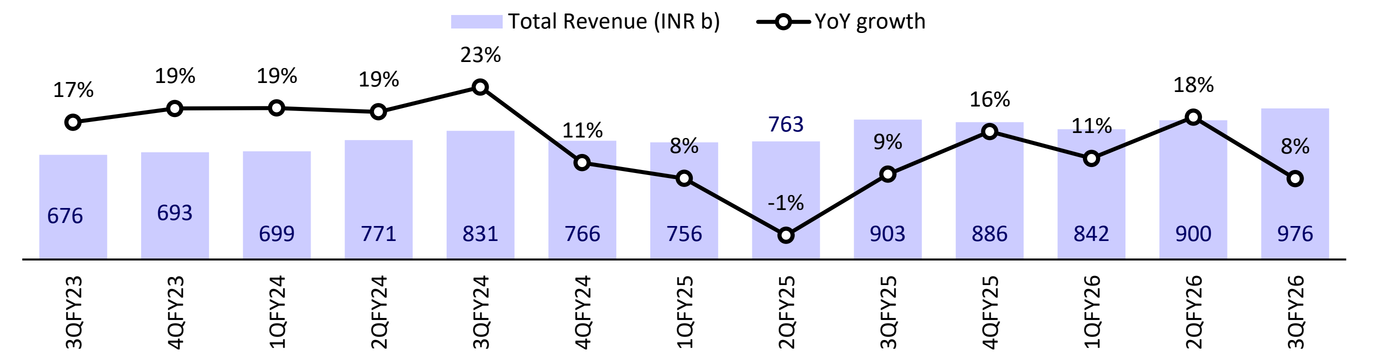
share. Independence brand clocked INR15b revenue YTDFY26, while Campa Energy crossed INR10b in sales. Ongoing bottling capacity expansion, food park investments, category expansion, and acquisitions (Udhaiyam, international beauty brands) should enhance the scale of the RCPL portfolio.

Exhibit 35: Quarterly performance of RRVL

(INR b)	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	vs. est %
Net Revenue	796	791	870	9.2	9.9	880	-1.2
Reported EBITDA	68.3	68.2	69.2	1.3	1.5	70.9	-2.4
Operating EBITDA	66.3	66.2	67.7	2.1	2.2	68.9	-1.8
EBITDA Margin (%)	8.3%	8.4%	7.8%	-55bps	-59bps	7.8%	-5bps
Retail Area (m sqft)	77.4	77.8	78.1	0.9	0.4	79.1	-1.3
Stores	19,102	19,821	19,979	4.6	0.8	20,081	-0.5
PAT	34.9	34.4	35.5	1.7	3.1	35.6	-0.3

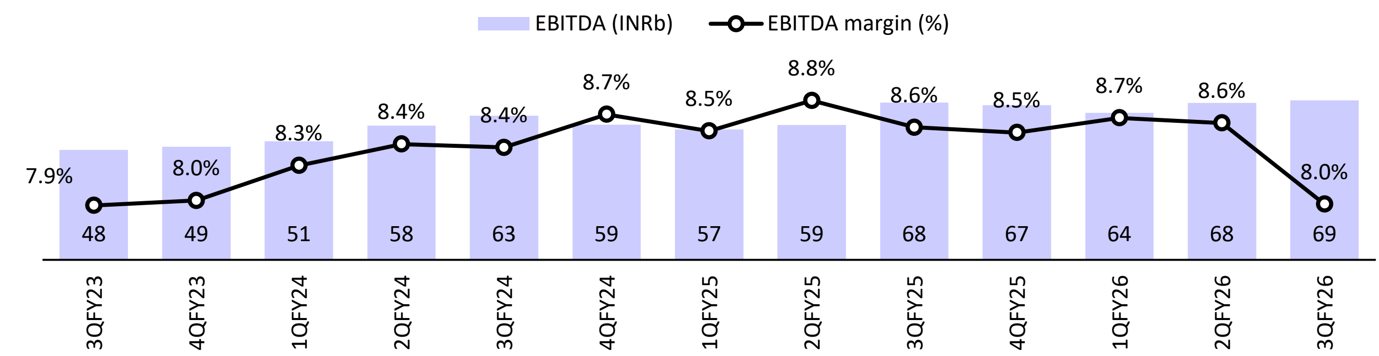
E: MOFSL estimates

Exhibit 36: RRVL – Gross revenue grew 8% YoY, and net revenue rose ~9% YoY



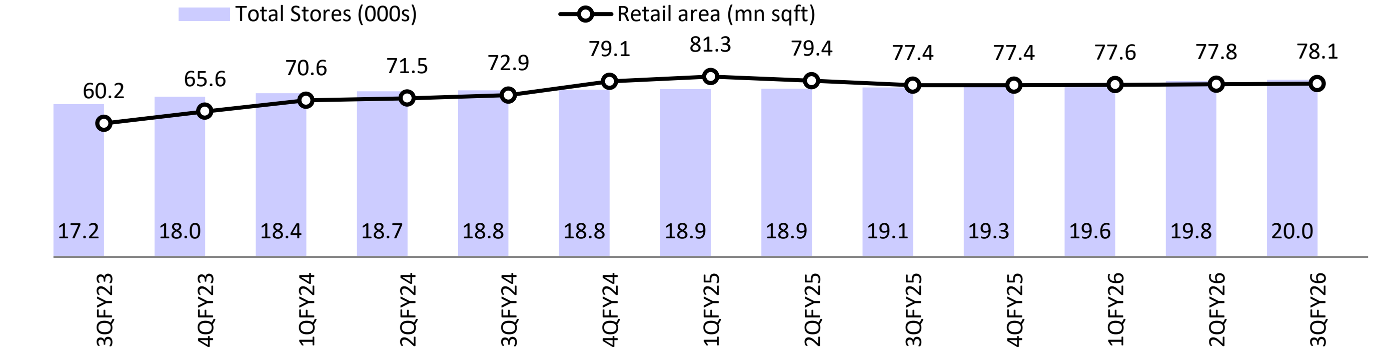
Source: Company, MOFSL

Exhibit 37: RRVL – Reported EBITDA (incl. investment income) up 1% YoY, margins hurt by lower salience of higher-margin fashion and lifestyle category, labor code implementation, and the ramp-up of QC offerings



Source: Company, MOFSL

Exhibit 38: RRVL – A modest ~0.3m sqft area addition in 3QFY26 (up 1% YoY)

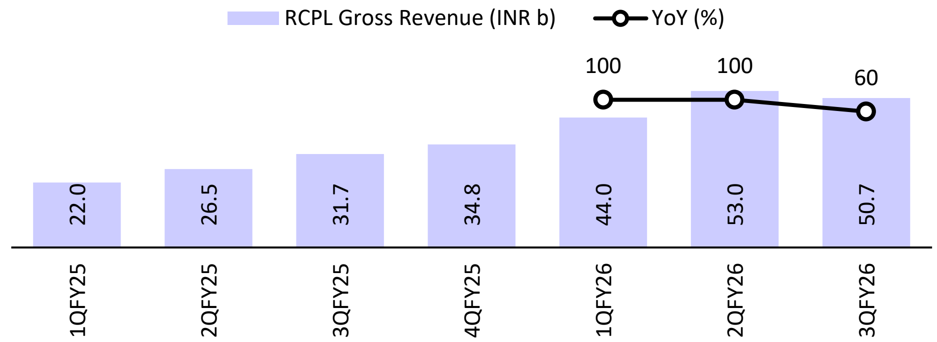


Source: Company, MOFSL

Exhibit 39: KPIs for 3QFY26 – Registered customer base grew to 378m (+12% YoY), while transactions grew 48% YoY due to QC ramp-up

(Fig in m)	3QFY25	2QFY26	3QFY26	YoY (%)	QoQ (%)
Customer base	338	369	378	12%	2%
Transactions	355	434	524	48%	21%

Exhibit 40: RCPL's growth remains robust



Source: MOFSL, Company

Exhibit 41: Key assumptions for RRVL

Key financial metrics (INR b)	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Gross revenue	**1,576**	**1,997**	**2,604**	**3,068**	**3,309**	**3,655**	**4,095**	**4,612**
Core retail	736	1,073	1,514	1,866	1,938	2,107	2,294	2,527
Connectivity	841	924	1,090	1,202	1,371	1,547	1,802	2,085
Net revenue	**1,391**	**1,750**	**2,309**	**2,731**	**2,910**	**3,238**	**3,657**	**4,119**
Core retail	678	965	1,383	1,710	1,746	1,924	2,127	2,348
Connectivity	713	785	926	1,021	1,164	1,314	1,530	1,770
EBITDA	**83**	**108**	**174**	**219**	**239**	**255**	**274**	**311**
Core retail	69	92	156	199	216	229	244	276
Connectivity	14	15	18	20	23	26	30	35
YoY revenue growth (%)								
Gross revenue	**(3.3)**	**26.7**	**30.4**	**17.8**	**7.9**	**10.5**	**12.1**	**12.6**
Core retail	(24.7)	45.8	41.1	23.3	3.8	8.7	8.8	10.2
Connectivity	28.8	9.9	17.9	10.3	14.1	12.9	16.4	15.7
Net revenue	**(4.8)**	**25.8**	**32.0**	**18.3**	**6.6**	**11.3**	**12.9**	**12.6**
Core retail	(25.3)	42.3	43.4	23.6	2.1	10.2	10.6	10.4
Connectivity	28.7	10.1	17.9	10.3	14.0	12.9	16.4	15.7
EBITDAM on net revenue (%)	**6.0**	**6.2**	**7.5**	**8.0**	**8.2**	**7.9**	**7.5**	**7.5**
Core retail	10.2	9.6	11.3	11.6	12.4	11.9	11.5	11.8
Connectivity	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0

Source: MOFSL, Company

Standalone: Focus on refining; petchem recovery in FY28E

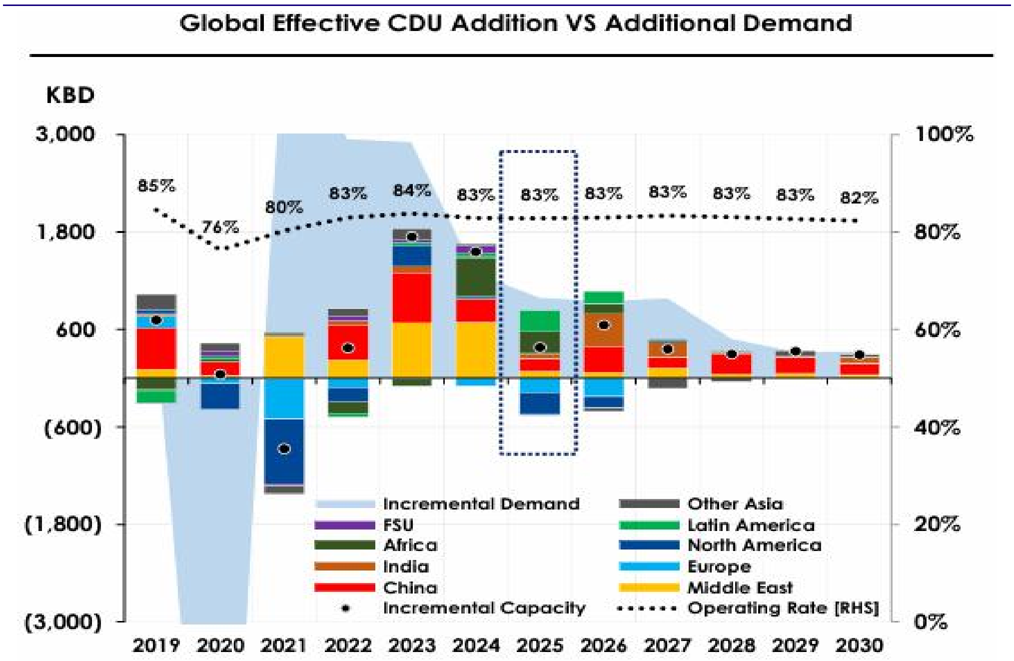
O2C: Robust refining and Jio-BP volumes underpin strong O2C performance

- **O2C EBITDA up 31% YoY in 3QFY26**: 3QFY26 EBITDA grew 31% YoY to INR124.3b, driven by a sharp rise in transportation fuel cracks, partly offset by weaker downstream chemical margins and higher feedstock freight costs. Production meant for sale increased 1.7% YoY. The Jio-BP network added 260 new outlets in the last 12 months, resulting in robust YoY volume growth of 25%/21% in HSD/MS. Consol. O2C EBITDA (incl. other income) increased 15% YoY to INR165b.

Jio-BP's HSD and MS sales grew 25% and 21% YoY, respectively.

- **Jio-BP continues to deliver strong performance:** Jio-BP expanded its network to 2,125 fuel outlets (vs 1,865 in 3QFY25). Its quarterly sales grew 25% YoY for HSD and 21% YoY for MS, significantly outperforming the industry growth rates of 3.1% for HSD and 5.5% for MS.
- **Global diesel demand** increased by 0.2mb/d YoY to 30.1mb/d. Cracks were up 62% YoY at USD24.5/bbl owing to drone strikes on Russian refineries and escalating US and EU sanctions.
- **Global gasoline demand** increased by 0.3mb/d. Gasoline cracks improved 106% YoY to USD13.4/bbl, as reduced Chinese exports coupled with FCC unit outages in Malaysia, Taiwan, and Nigeria constrained gasoline supply.
- **ATF cracks** also improved by 66% to USD24.6/bbl.
- **Global oil demand** rose by 0.6mb/d YoY to 104.7mb/d, led by non-OECD Asia. Global refinery operating rates were up 110bp YoY.
- In 3Q, capex allocation towards O2C stood at ~INR90b.

Exhibit 42: Global net refining capacity additions vs. additional demand



Source: Thai Oil, MOFSL

Standalone - Quarterly earnings summary (INR b)

Y/E March	FY25				FY26E				FY25	FY26	FY26	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	(%)
Net Sales	**1,299**	**1,301**	**1,244**	**1,330**	**1,163**	**1,263**	**1,212**	**1,242**	**5,173**	**4,880**	**1,212**	**0%**
YoY Change (%)	5.9	-5.3	-2.6	-9.4	-10.4	-2.9	-2.6	-6.6	-3.2	-5.7	-2.6	
EBITDA	**143**	**134**	**152**	**151**	**132**	**144**	**149**	**144**	**581**	**568**	**161**	**-7%**
Margin (%)	11.0	10.3	12.2	11.4	11.3	11.4	12.3	11.6	11.2	11.6	13.3	
Depreciation	47	44	45	45	41	45	44	46	180	176	47	
Interest	30	27	24	21	22	18	15	17	101	72	21	
Other Income	35	38	32	56	45	34	34	40	161	154	37	
PBT before EO expense	**101**	**102**	**116**	**142**	**114**	**116**	**124**	**120**	**461**	**474**	**130**	**-5%**
Extra-Ord expense / (gain)	0	0	0	0	-89	0	0	0	0	-89	0	
PBT	**101**	**102**	**116**	**142**	**203**	**116**	**124**	**120**	**461**	**563**	**130**	**-5%**
Tax	25	25	29	30	24	25	30	29	109	108	31	
Rate (%)	25.0	24.5	24.8	20.8	11.8	21.2	24.2	24.0	23.6	19.1	24.0	
Reported PAT	**76**	**77**	**87**	**112**	**179**	**91**	**94**	**92**	**353**	**456**	**99**	**-5%**
Adj PAT	**76**	**77**	**87**	**112**	**90**	**91**	**94**	**92**	**353**	**367**	**99**	**-5%**
YoY Change (%)	-20.9	-31.2	-12.1	-0.6	18.0	18.4	7.7	-18.4	-16.1	4.0	13.6	
Margin (%)	5.9	5.9	7.0	8.4	7.7	7.2	7.8	7.4	6.8	7.5	8.2	
Key Assumptions												
Production meant for sale (mmt)	17.7	17.7	17.9	17.9	17.3	18.1	18.2	17.7	71.2	70.8	17.7	3%

Exhibit 43: O2C operating performance

Feedstock (mmt)	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY % change
Throughput	19.8	19.8	20.2	20.2	20.3	19.1	20.8	20.6	2%
Production meant for sale	**17.1**	**17.7**	**17.7**	**17.9**	**17.9**	**17.3**	**18.1**	**18.2**	**2%**
Transportation fuels	11.3	11.6	11.2	11.9	12	11.4	12.1	12.2	3%
Polymers	1.5	1.4	1.5	1.5	1.6	1.5	1.6	1.6	7%
Fiber Intermediates	0.8	0.7	0.8	0.8	0.8	0.7	0.8	0.7	-13%
Polyesters	0.6	0.7	0.7	0.7	0.7	0.7	0.7	0.6	-14%
Chemicals and Others	2.9	3.3	3.5	3.0	2.8	3.0	2.9	3.1	3%

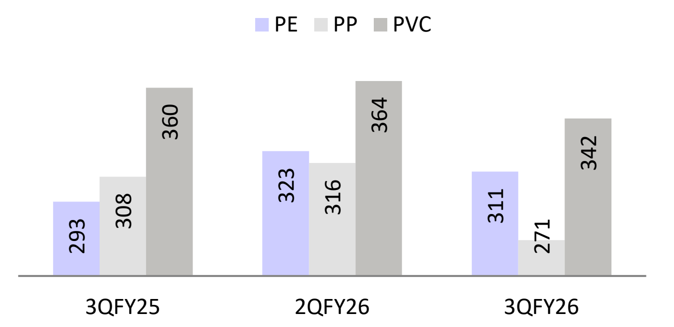
Source: Company, MOFSL

Petchem: Mixed near-term margins; structural cost advantage intact

PE margin up 6% YoY while PP/PVC margins down 12%/5% YoY 3QFY26.

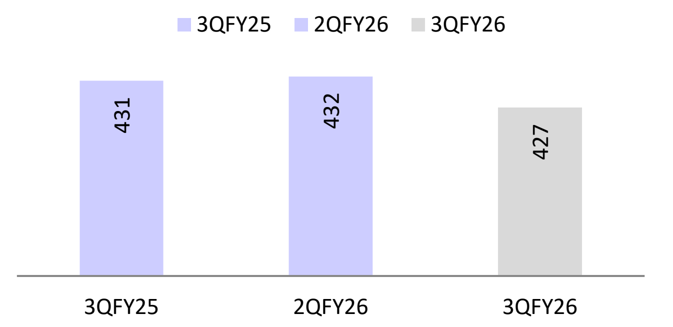
- In the **polymers segment**, margins witnessed mixed trends amid lower naphtha prices. PE margins increased by 6%, while PP and PVC margins fell by 12% and 5%, respectively. Singapore naphtha prices declined 14.3% to USD545/mt, while EDC prices fell 34.8% to USD188/mt due to weak PVC demand.
- In the **polyester chain**, margins declined marginally YoY to USD427/mt in 3QFY26, mainly due to weak MEG and downstream polyester margins, offset by a higher PX spread. Polyester product margins weakened due to subdued textile demand and persistent competitive pressures in major export markets. Meanwhile, PX margins improved, driven by stronger demand from new PTA capacities and a steep decline in feedstock costs.
- US ethane prices averaged at 26.7cpg, up 21% YoY in line with the rise in US natural gas prices. Despite this sharp rise, ethane cracking economics stayed favorable versus naphtha, bolstering ethylene production.
- Downstream chemical margins are expected to remain constrained due to supply disruptions and sustained demand, which tightened fuel markets.
- With ~75% of the cracker portfolio based on ethane/ROGC, the company retains a structural cost advantage. Lean inventories (8-10 days) limited inventory losses, while higher freight costs were partly offset by time charters and cargo aggregation.

Exhibit 44: Polymer deltas for the quarter (USD/mt)



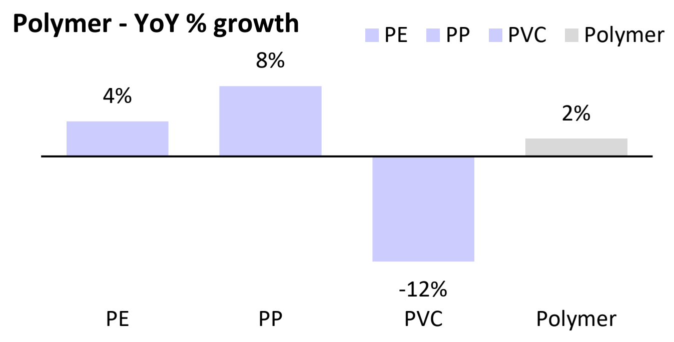
Source: Company, MOFSL

Exhibit 45: Polyester chain margins in 3QFY26 (USD/mt)



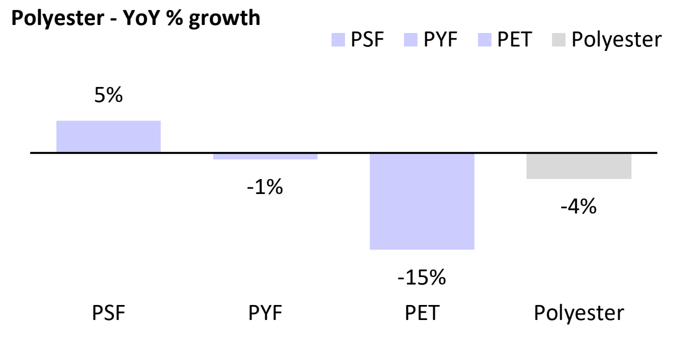
Source: Company, MOFSL

Exhibit 46: Domestic demand growth – Polymer



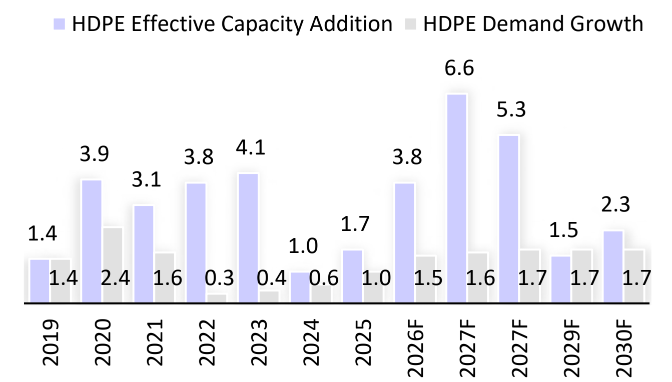
Source: Company, MOFSL

Exhibit 47: Domestic demand growth – Polyester



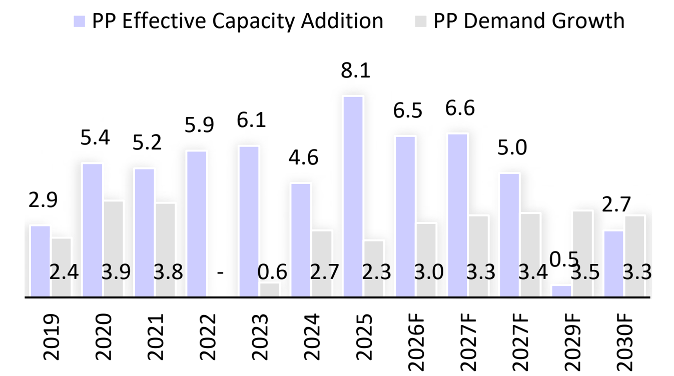
Source: Company, MOFSL

Exhibit 48: Global HDPE capacity addition vs. demand growth (in mt)



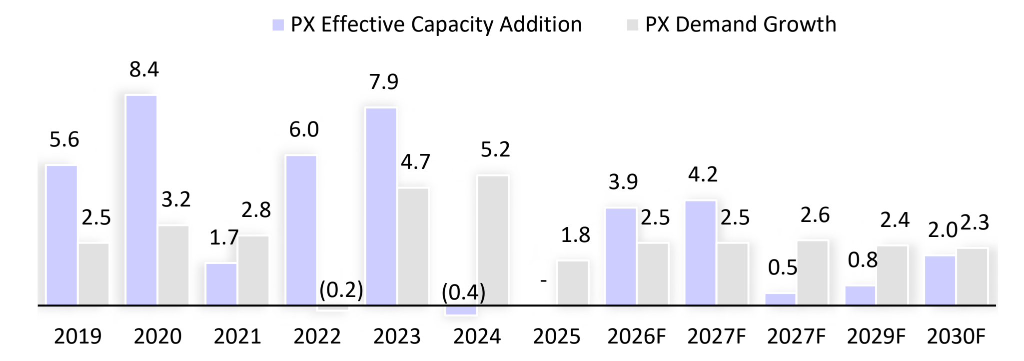
Source: Thai Oil, MOFSL

Exhibit 49: Global PP capacity addition vs. demand growth (in mt)



Source: Thai Oil, MOFSL

Exhibit 50: Global PX capacity addition vs. demand growth (in mt)



Source: Thai Oil, MOFSL

E&P: Weak 3Q amid volume decline and soft realization

At KGD6, average production stood at 25.6mmscmd of gas and ~17,290 bbl/day of oil and condensate.

- The 3QFY26 revenue declined 8.4% YoY due to lower production volumes (KGD6 production down 10% YoY) and weaker price realization from KGD6 gas and condensate. The average realized price for KGD6 gas declined marginally to USD9.65/mmbtu in 3Q, while CBM gas prices fell 12% YoY to USD9.3/mmbtu. EBITDA declined 12.7% YoY to INR48.6b, driven by lower revenues and higher operating costs due to maintenance activities.
- At CBM, the second phase of the multilateral well campaign is underway to boost production. Drilling of 17 out of 40 planned MLW wells has been completed, all of which have been connected to the production system, with six currently in the ramp-up phase. Current production stands at 0.92mmscmd.
- Domestic gas demand growth was modest in 3QFY26, led by weak power demand. The unified tariff policy reducing CNG/PNG zonal tariffs is expected to support demand over time. Spot LNG prices are likely to trend lower in the short term amid incremental LNG supply from North America, which is expected to exert downward pressure. However, a severe winter and stronger-than-expected demand from China could provide some support to prices.

Exhibit 51: Gas production profile and unit price realization

Particulars	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY change	QoQ change
Revenue (INR b)	64.7	61.8	62.2	63.7	64.4	61.0	60.6	58.3	-8%	-4%
EBITDA (INR b)	56.1	52.1	52.9	55.7	51.2	50.0	50.0	48.6	-13%	-3%
EBITDA margin (%)	86.7%	84.3%	85.0%	87.4%	79.5%	81.9%	82.6%	83.3%	-5%	1%
Production- BCFe (RIL share)										
KG D6	71.4	69.4	69.3	68.5	63.7	63.9	63.5	61.8	-10%	-3%
CBM	2.1	2.3	2.6	2.7	2.7	2.8	2.8	2.8	4%	3%
Price Realization										
KG D6 (GCV) (USD/mmbtu)	9.5	9.3	9.6	9.7	10.1	10.0	10.0	9.7	-1%	-3%
CBM (GCV) (USD/mmbtu)	14.3	11.6	11.4	10.6	10.4	9.9	9.5	9.3	-12%	-3%

Source: Company, MOFSL

New Energy: Scaling up the integrated renewable energy ecosystem

- The company is on track to commission its fully integrated 10GWp annual solar manufacturing giga factory and plans to further scale it up to 20GWp. Solar module manufacturing has been successfully commissioned, while solar cell manufacturing was commissioned last quarter and is ramping up to full capacity. The facility produces HJT cells, offering the largest utility-scale cells with industry-leading efficiency.
- In the ingot and wafer segment, the pilot line has been commissioned, and the giga factory is being commissioned in phases during the year. Commissioning of polysilicon and glass is planned during the year, with construction progressing at a rapid pace.
- **Battery business: On track for scale-up:** Construction is also underway for the 40GWh annual BESS assembly and cell manufacturing giga factories, with commissioning planned in phases during CY26. All critical production line equipment has been received at the site, and the company plans to further scale capacity to 100GWh annually.
- Additionally, the company is developing one of the world's largest renewable energy generation projects at Kutch, with land development, site infrastructure,

engineering, and transmission works in progress. Key contracts for the site have been awarded or are in the process of being awarded.

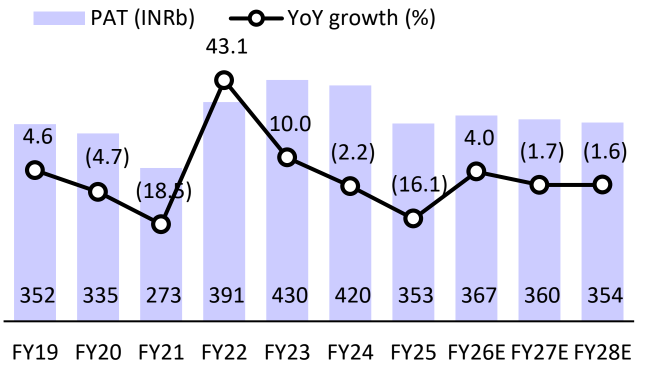
- RE generation capacity of **300Bu** is targeted once the captive generation capacity is fully ramped-up. In 3Q, capex allocation towards new energy stood at ~INR80b. **Capex on utility-scale renewable assets will likely be via the JV route** so that the company's balance sheet is not burdened by the capex.

We estimate RIL's SA EBITDA to remain flat YoY in FY26/27

- **Range-bound O2C earnings performance over FY26-27:** Despite recent strength in diesel/gasoline cracks, we reiterate a neutral stance on refining over FY27-28, as expected net global capacity additions in CY26 (~1mb/d) are likely to outpace liquid demand growth (~0.7mb/d). Diesel cracks have already corrected from a high of USD30/bbl in Nov'25 to USD18/bbl recently, as planned/unplanned capacity under maintenance resumes operations. This aligns with guidance from Southeast Asian refiners (IRPC & Thai Oil), which expect Gasoline/Diesel refining margins to correct to USD9/16 per bbl in CY26 from USD14/24 per bbl in 4QCY25. **Overall, we see a range-bound EBITDA performance in the standalone business over FY26-27.**
- **KG-D6 EBITDA under pressure from natural decline and some pricing pressure:** We are building in a slight decline in production volumes from KG D6, given the natural decline. We maintain our gas realization for 4QFY26 at USD9.72/mmbtu (KG D6 ceiling price). We are not building in any earnings contribution from new petchem expansion projects until FY28.
- **New Energy can be a significant growth driver post FY30:** Reliance continues to progress on the 40GWh battery GIGA factory, which is set to commence operations in early CY26. For both the integrated solar cell and module manufacturing business and the battery business, we assume only captive consumption until FY27 and assume 25%/75%/100% of sales in FY28/29/30 are to external customers. We maintain our New Energy business valuation for RIL to INR174/sh and estimate the FY30 New Energy EBITDA at INR169b, ~8% of FY28 Consol. EBITDA, and believe New Energy can be a significant growth driver post-FY30.

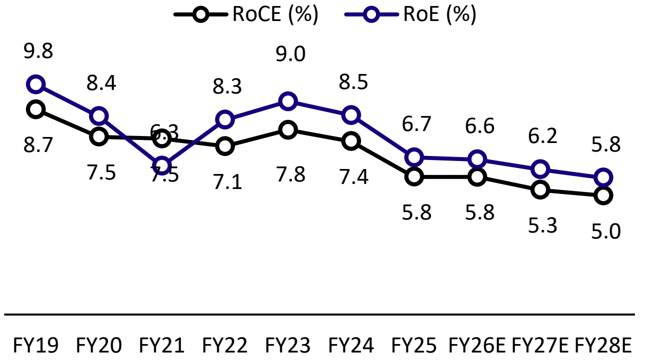
Standalone business – Story in charts

Exhibit 52: Standalone PAT profile



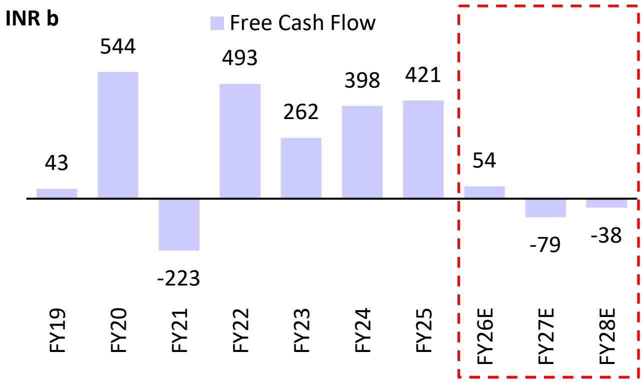
Source: Company, MOFSL

Exhibit 53: Return ratios to stabilize going forward



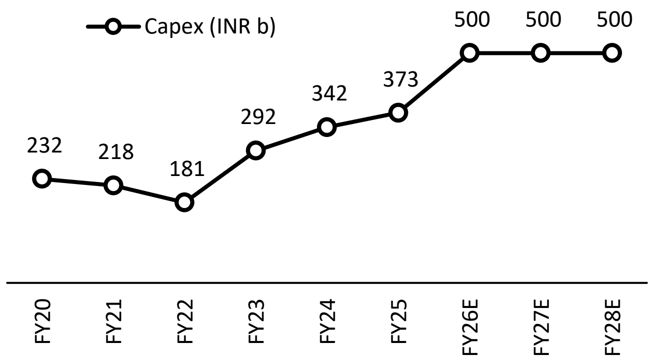
Source: Company, MOFSL

Exhibit 54: Standalone business FCF trend over FY19-28E



Note: including investments in New Energy for FY26/27/28
Source: Company, MOFSL

Exhibit 55: INR500b capex to be incurred p.a. in FY26/27/28



Note: includes investments in New Energy for FY26/27/28
Source: Company, MOFSL

Reliance Jio Infocomm: Financials and valuations

Consolidated - Income Statement (INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	**699**	**770**	**908**	**1,001**	**1,141**	**1,288**	**1,500**	**1,736**
Change (%)	28.7	10.1	17.9	10.3	14.0	12.9	16.4	15.7
Tower Rental Cost	221	250	285	306	329	341	371	405
Spectrum and License Costs	78	91	91	92	105	117	137	158
Access and Roaming Charge	46	8	9	11	17	24	31	34
Employees Cost	13	14	16	19	20	20	22	27
Other Expenses	32	30	39	49	68	88	102	117
Total Expenditure	**390**	**393**	**441**	**477**	**539**	**590**	**662**	**740**
% of Sales	55.8	51.1	48.6	47.6	47.2	45.8	44.1	42.7
EBITDA	**309**	**376**	**467**	**524**	**603**	**698**	**838**	**995**
Margin (%)	44.2	48.9	51.4	52.4	52.8	54.2	55.9	57.3
Depreciation	115	136	185	214	231	261	289	318
EBIT	**194**	**240**	**281**	**310**	**372**	**437**	**549**	**678**
Int. and Finance Charges	38	44	41	40	48	85	105	112
Other Income	5	2	4	5	9	25	30	36
PBT after EO Exp.	**161**	**199**	**244**	**275**	**333**	**377**	**474**	**601**
Total Tax	41	50	62	70	85	96	121	153
Tax Rate (%)	25.3	25.4	25.5	25.5	25.5	25.5	25.5	25.5
Reported PAT	**120**	**148**	**182**	**205**	**248**	**281**	**353**	**448**
Adjusted PAT	**120**	**148**	**182**	**205**	**248**	**281**	**353**	**448**
Change (%)	116.0	23.3	22.9	12.4	21.2	13.3	25.7	26.9
Margin (%)	17.2	19.2	20.1	20.4	21.7	21.8	23.5	25.8

Consolidated - Balance Sheet (INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	450	450	450	450	450	450	450	450
Total Reserves	1,380	1,528	1,710	1,914	2,164	2,445	2,798	3,246
Net Worth	**1,830**	**1,978**	**2,160**	**2,364**	**2,614**	**2,895**	**3,248**	**3,696**
Total Loans	300	797	1,529	1,656	1,922	1,732	1,392	1,351
Capital Employed	**2,129**	**2,775**	**3,689**	**4,020**	**4,536**	**4,627**	**4,640**	**5,047**
Gross Block	1,965	2,555	2,867	3,031	4,315	4,731	5,111	5,661
Less: Accum. Deprn.	253	389	615	828	953	1,214	1,503	1,821
Net Fixed Assets	**1,712**	**2,165**	**2,252**	**2,203**	**3,363**	**3,517**	**3,607**	**3,840**
Capital WIP	170	479	1,660	2,079	1,110	1,110	1,110	910
Total Investments	**15**	**17**	**17**	**36**	**204**	**204**	**204**	**204**
Curr. Assets, Loans&Adv.	**604**	**524**	**529**	**556**	**564**	**551**	**547**	**1,078**
Account Receivables	14	43	24	15	10	14	31	50
Cash and Bank Balance	6	6	9	14	63	67	46	558
Loans and Advances	584	475	496	527	491	470	470	470
Curr. Liability & Prov.	**371**	**410**	**768**	**855**	**705**	**755**	**829**	**985**
Account Payables	22	20	34	43	43	43	43	43
Other Current Liabilities	323	313	595	601	366	319	272	276
Provisions	26	78	140	210	296	392	513	666
Net Current Assets	**233**	**114**	**-240**	**-299**	**-141**	**-204**	**-282**	**93**
Appl. of Funds	**2,129**	**2,775**	**3,689**	**4,020**	**4,536**	**4,627**	**4,640**	**5,047**

Reliance Jio Infocomm: Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	**2.7**	**3.3**	**4.0**	**4.5**	**5.5**	**6.2**	**7.8**	**10.0**
Cash EPS	5.2	6.3	8.2	9.3	10.6	12.0	14.3	17.0
BV/Share	40.7	44.0	48.0	52.5	58.1	64.3	72.2	82.1
Valuation (x)								
FCF per share	1.5	0.6	3.2	0.4	0.7	2.8	5.5	10.6
Return Ratios (%)								
RoE	6.8	7.8	8.8	9.0	10.0	10.2	11.5	12.9
RoCE	6.9	7.4	6.6	6.1	6.6	7.5	9.3	11.0
RoIC	7.6	8.5	9.8	11.9	11.0	10.2	12.5	15.2
Working Capital Ratios								
Fixed Asset Turnover (x)	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Asset Turnover (x)	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.3
Debtor (Days)	7	20	10	6	3	4	8	11
Creditor (Days)	12	10	13	16	14	12	11	9
Leverage Ratio (x)								
Current Ratio	1.6	1.3	0.7	0.7	0.8	0.7	0.7	1.1
Interest Cover Ratio	5.0	5.5	6.9	7.8	7.7	5.1	5.2	6.0
Net Debt/Equity	0.2	0.4	0.7	0.7	0.6	0.5	0.4	0.2

Consolidated - Cash Flow Statement (INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	161	199	244	275	333	377	474	601
Depreciation	115	136	185	214	231	261	289	318
Interest & Finance Charges	38	44	41	40	48	85	105	112
Direct Taxes Paid	-1	-1	13	-1	1	-	-	-
(Inc)/Dec in WC	19	-64	-2	30	58	20	-15	-13
CF from Operations	**332**	**313**	**482**	**558**	**671**	**743**	**854**	**1,018**
Others	-6	0	-1	-4	-177	-205	-196	-188
CF from Operating incl EO	**326**	**313**	**481**	**553**	**494**	**538**	**657**	**830**
(Inc)/Dec in FA	-257	-288	-335	-533	-462	-410	-408	-354
Free Cash Flow	**69**	**25**	**146**	**20**	**32**	**128**	**249**	**476**
(Pur)/Sale of Investments	14	-1	1	-16				
Others	0	0	0	1	9	25	30	36
CF from Investments	**-243**	**-288**	**-334**	**-548**	**-453**	**-385**	**-378**	**-318**
Issue of Eq/Pref.Shares	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	-120	106	-107	172	172	-150	-300	0
Interest Paid	-23	-130	-38	-172	0	0	0	0
Others	-8	0	0	0	0	0	0	0
CF from Fin. Activity	**-152**	**-24**	**-145**	**0**	172	-150	-300	0
Inc/Dec of Cash	**-69**	**0**	**2**	**5**	**212**	**3**	**-21**	**512**
Opening Balance	71	2	2	4	10	59	63	41
Closing Balance	**2**	**2**	**4**	**10**	**222**	**63**	**41**	**553**
Other Bank Balance	4	4	4	4	4	4	4	4
Total balance	**6**	**6**	**9**	**14**	**226**	**67**	**46**	**558**

Reliance Retail Ventures: Financials and valuations

Consolidated - Income Statement								(INR b)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Total Income from Operations	1391	1750	2309	2731	2910	3238	3657	4119
Change (%)	-4.9	25.8	32.0	18.3	6.6	11.3	12.9	12.6
Total Expenditure	**1,308**	**1,642**	**2,135**	**2,512**	**2,671**	**2,983**	**3,383**	**3,808**
% of Sales	94.0	93.8	92.5	92.0	91.8	92.1	92.5	92.5
EBITDA	**83**	**108**	**174**	**219**	**239**	**255**	**274**	**311**
Margin (%)	6.0	6.2	7.5	8.0	8.2	7.9	7.5	7.5
Depreciation	18	22	40	56	60	63	70	78
EBIT	**65**	**86**	**135**	**163**	**179**	**191**	**204**	**233**
Int. and Finance Charges	5	7	18	26	25	24	24	24
Other Income	15	16	4	12	11	12	12	12
PBT bef. EO Exp.	**75**	**95**	**121**	**149**	**166**	**179**	**192**	**221**
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	**75**	**95**	**121**	**149**	**166**	**179**	**192**	**221**
Total Tax	19	25	29	38	42	45	48	56
Tax Rate (%)	26.1	25.8	24.5	25.5	25.3	25.2	25.2	25.2
Reported PAT	**55**	**71**	**91**	**111**	**124**	**134**	**144**	**165**
Adjusted PAT	**55**	**71**	**92**	**111**	**123**	**133**	**143**	**164**
Change (%)	1.1	27.8	29.1	20.8	11.2	8.2	7.2	15.1
Margin (%)	4.0	4.0	4.0	4.0	4.2	4.1	3.9	4.0

Consolidated - Balance Sheet								(INR b)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Equity Share Capital	69	69	69	70	70	70	70	70
Total Reserves	747	817	901	1181	1289	1423	1567	1732
Net Worth	**816**	**910**	**998**	**1282**	**1393**	**1527**	**1671**	**1836**
Total Loans	90	223	495	456	589	589	589	589
Capital Employed	**934**	**1150**	**1518**	**1776**	**2037**	**2172**	**2316**	**2481**
Gross Block	229	393	896	1204	1292	1472	1652	1832
Less: Accum. Deprn.	62	89	129	185	245	308	378	456
Net Fixed Assets	**168**	**303**	**767**	**1019**	**1047**	**1164**	**1274**	**1376**
Capital WIP	115	251	268	208	340	340	340	340
Total Investments	**437**	**275**	**166**	**212**	**311**	**311**	**311**	**311**
Curr. Assets, Loans&Adv.	**295**	**468**	**490**	**604**	**596**	**650**	**725**	**834**
Inventory	131	215	271	243	223	222	250	282
Account Receivables	62	91	61	63	51	56	64	72
Cash and Bank Balance	5	6	6	109	166	198	214	258
Loans and Advances	96	156	152	189	157	174	197	222
Curr. Liability & Prov.	**101**	**175**	**201**	**294**	**284**	**320**	**361**	**406**
Account Payables	70	138	165	253	227	257	291	327
Other Current Liabilities	30	35	34	38	50	56	63	71
Provisions	1	2	2	3	6	6	7	7
Net Current Assets	**195**	**293**	**289**	**310**	**313**	**330**	**364**	**428**
Appl. of Funds	**934**	**1150**	**1518**	**1776**	**2037**	**2172**	**2316**	**2481**

Reliance Retail Ventures: Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	**9.2**	**11.8**	**15.3**	**18.4**	**20.5**	**22.2**	**23.8**	**27.4**
Return Ratios (%)								
RoE	11.0	8.2	9.6	9.7	9.2	9.1	8.9	9.4
RoCE	10.3	7.4	8.0	8.1	7.6	7.4	7.4	7.8
RoIC	18.0	13.1	12.4	10.7	11.1	11.6	11.3	11.8
Working Capital Ratios								
Inventory (Days)	34	45	43	32	28	25	25	25
Debtor (Days)	16	19	10	8	6	6	6	6
Creditor (Days)	18	29	26	34	29	29	29	29
Leverage Ratio (x)								
Current Ratio	2.9	2.7	2.4	2.1	2.1	2.0	2.0	2.1
Interest Cover Ratio	12.4	13.0	7.3	6.3	7.3	8.1	8.7	9.9
Net Debt/Equity	-0.4	-0.1	0.3	0.1	0.1	0.1	0.0	0.0

Consolidated Cashflow Statement **(INR b)**

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	75	95	121	149	166	179	192	221
Depreciation	18	22	40	56	60	63	70	78
Interest & Finance Charges	-2	-9	14	18	17	12	12	12
Direct Taxes Paid	-17	-20	-28	-25	-17	-45	-48	-56
(Inc)/Dec in WC	-66	-75	-58	124	3	14	-18	-19
CF from Operations	**9**	**14**	**88**	**322**	**229**	**223**	**209**	**236**
Others	-7	0	0	-3	-3	0	0	0
CF from Operating incl EO	**2**	**15**	**88**	**319**	**226**	**223**	**209**	**236**
(Inc)/Dec in FA	-100	-271	-457	-210	-186	-180	-180	-180
Free Cash Flow	**-98**	**-256**	**-369**	**109**	**40**	**43**	**29**	**56**
(Pur)/Sale of Investments	0	241	89	-31	-4	0	0	0
Others	-465	-87	36	-45	-64	12	12	12
CF from Investments	**-565**	**-116**	**-333**	**-286**	**-254**	**-168**	**-168**	**-168**
Issue of Shares	612	0	0	171	0	0	0	0
Inc/(Dec) in Debt	44	109	267	-53	131	0	0	0
Interest Paid	-5	-7	-22	-47	-44	-24	-24	-24
Others	-88	0	36	-5	-5	0	0	0
CF from Fin. Activity	**563**	**103**	**281**	**66**	**82**	**-24**	**-24**	**-24**
Inc/Dec of Cash	**0**	**1**	**36**	**99**	**54**	**31**	**17**	**44**
Opening Balance	5	5	6	6	109	162	194	210
Closing Balance	**5**	**6**	**42**	**105**	**163**	**194**	**210**	**254**
Other Bank Balances	**0**	**0**	**0**	**4**	**4**	**4**	**4**	**4**
Net Closing balance	**5**	**6**	**42**	**109**	**167**	**198**	**214**	**258**

RIL: Standalone financials and valuations

Standalone - Income Statement						(INR b)
Y/E March	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Total Income from Operations	**5,393**	**5,345**	**5,173**	**4,880**	**4,636**	**4,632**
Change (%)	27.3	-0.9	-3.2	-5.7	-5.0	-0.1
EBITDA	**668**	**743**	**581**	**568**	**578**	**575**
Margin (%)	12.4	13.9	11.2	11.6	12.5	12.4
Depreciation	112	177	180	176	189	200
EBIT	**556**	**566**	**401**	**392**	**389**	**375**
Int. and Finance Charges	126	134	101	72	72	72
Other Income	111	121	161	154	157	163
PBT after EO Exp.	**553**	**553**	**461**	**563**	**474**	**466**
Total Tax	111	132	109	108	114	112
Tax Rate (%)	20.1	23.9	23.6	19.1	24.0	24.0
Reported PAT	**442**	**420**	**353**	**456**	**360**	**354**
Adjusted PAT	**430**	**420**	**353**	**367**	**360**	**354**
Change (%)	10.0	-2.2	-16.1	4.0	-1.7	-1.6
Margin (%)	8.0	7.9	6.8	7.5	7.8	7.7

Standalone - Balance Sheet						(INR b)
Y/E March	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Equity Share Capital	68	68	135	135	135	135
Total Reserves	4,723	5,083	5,296	5,582	5,848	6,101
Net Worth	**4,791**	**5,151**	**5,431**	**5,718**	**5,983**	**6,236**
Total Loans	2,158	2,118	1,988	1,988	1,988	1,988
Deferred Tax Liabilities	340	363	374	374	374	374
Capital Employed	**7,289**	**7,631**	**7,793**	**8,080**	**8,345**	**8,598**
Gross Block	4,481	4,831	5,125	5,442	5,842	6,242
Less: Accum. Deprn.	1,658	1,835	2,015	2,191	2,381	2,580
Net Fixed Assets	**2,823**	**2,996**	**3,110**	**3,250**	**3,461**	**3,661**
Capital WIP	544	616	824	1,008	1,108	1,208
Total Investments	**3,511**	**3,701**	**3,904**	**3,904**	**3,904**	**3,904**
Curr. Assets, Loans&Adv.	**2,298**	**2,040**	**2,174**	**2,011**	**1,862**	**1,812**
Inventory	848	851	892	842	800	799
Account Receivables	241	147	156	147	140	140
Cash and Bank Balance	610	692	825	792	703	655
Loans and Advances	599	349	301	231	219	219
Curr. Liability & Prov.	**1,887**	**1,722**	**2,219**	**2,094**	**1,989**	**1,987**
Account Payables	1,864	1,695	2,190	2,066	1,963	1,961
Provisions	23	27	29	28	26	26
Net Current Assets	**411**	**318**	**-45**	**-82**	**-127**	**-175**
Appl. of Funds	**7,289**	**7,631**	**7,793**	**8,080**	**8,345**	**8,598**

RIL: Standalone financials and valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)						
EPS	**31.8**	**31.1**	**26.1**	**27.1**	**26.6**	**26.2**
Cash EPS	40.0	44.1	39.3	40.1	40.6	40.9
BV/Share	354.0	380.7	401.3	422.5	442.2	460.8
Valuation (x)						
P/E	39.1	40.0	47.7	45.9	46.7	47.5
Cash P/E	31.1	28.2	31.6	31.0	30.6	30.4
P/BV	3.5	3.3	3.1	2.9	2.8	2.7
EV/Sales	3.4	3.4	3.5	3.7	3.9	3.9
EV/EBITDA	27.5	24.6	31.0	31.7	31.3	31.6
Dividend Yield (%)	0.3	0.4	0.4	1.0	0.6	0.6
FCF per share	19.3	29.4	31.1	4.0	-5.9	-2.8
Return Ratios (%)						
RoE	9.0	8.5	6.7	6.6	6.2	5.8
RoCE	7.8	7.4	5.8	5.8	5.3	5.0
RoIC	18.0	16.4	12.6	13.7	11.8	10.4
Working Capital Ratios						
Fixed Asset Turnover (x)	1.2	1.1	1.0	0.9	0.8	0.7
Asset Turnover (x)	0.7	0.7	0.7	0.6	0.6	0.5
Inventory (Days)	57	58	63	63	63	63
Debtor (Days)	16	10	11	11	11	11
Creditor (Days)	126	116	155	155	155	155
Leverage Ratio (x)						
Current Ratio	1.2	1.2	1.0	1.0	0.9	0.9
Interest Cover Ratio	4.4	4.2	4.0	5.5	5.4	5.2
Net Debt/Equity	0.3	0.3	0.2	0.2	0.2	0.2

Standalone - Cash Flow Statement **(INR b)**

Y/E March	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	556	553	461	563	474	466
Depreciation	112	177	180	176	189	200
Interest & Finance Charges	126	134	101	72	72	72
Direct Taxes Paid	-49	-92	-92	-108	-114	-112
(Inc)/Dec in WC	-60	78	296	4	-44	-1
Others	-131	-110	-152	-154	-157	-163
CF from Operations	**553**	**740**	**794**	**554**	**421**	**462**
(Inc)/Dec in FA	-292	-342	-373	-500	-500	-500
Free Cash Flow	**262**	**398**	**421**	**54**	**-79**	**-38**
(Pur)/Sale of Investments	-10	-170	-100	0	0	0
Others	223	129	192	154	157	163
CF from Investments	**-78**	**-383**	**-281**	**-346**	**-343**	**-337**
Inc/(Dec) in Debt	117	-44	-167	0	0	0
Interest Paid	-140	-169	-146	-72	-72	-72
Dividend Paid	-51	-61	-68	-169	-95	-101
CF from Fin. Activity	-74	-275	-381	-241	-166	-173
Inc/Dec of Cash	**401**	**82**	**132**	**-33**	**-89**	**-48**
Opening Balance	217	610	692	825	792	703
Closing Balance	**610**	**692**	**825**	**792**	**703**	**655**

RIL: Consolidated financials and valuations

Consolidated - Income Statement (INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	**4,669**	**7,000**	**8,795**	**9,011**	**9,647**	**10,229**	**10,510**	**11,078**
Change (%)	-21.8	49.9	25.6	2.5	7.1	6.0	2.7	5.4
EBITDA	**807**	**1,105**	**1,429**	**1,622**	**1,654**	**1,805**	**2,000**	**2,210**
Margin (%)	17.3	15.8	16.2	18.0	17.1	17.6	19.0	20.0
Depreciation	266	298	403	508	531	581	637	690
EBIT	**542**	**807**	**1,026**	**1,114**	**1,123**	**1,224**	**1,363**	**1,521**
Int. and Finance Charges	212	146	196	231	243	275	302	315
Other Income	163	149	118	161	180	208	218	231
PBT bef. EO Exp.	**493**	**810**	**948**	**1,043**	**1,060**	**1,157**	**1,279**	**1,437**
EO Items	56	28	0	0	0	89	0	0
PBT after EO Exp.	**549**	**839**	**948**	**1,043**	**1,060**	**1,247**	**1,279**	**1,437**
Total Tax	17	163	207	257	252	281	318	358
Tax Rate (%)	3.1	19.4	21.8	24.6	23.8	22.5	24.9	24.9
Minority Interest	41	69	74	90	111	148	177	215
Reported PAT	**491**	**607**	**667**	**696**	**696**	**817**	**784**	**864**
Adjusted PAT	**437**	**584**	**667**	**696**	**696**	**728**	**784**	**864**
Change (%)	1.1	33.8	14.2	4.4	0.0	4.5	7.6	10.2
Margin (%)	9.4	8.3	7.6	7.7	7.2	7.1	7.5	7.8

Consolidated - Balance Sheet (INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	64	68	68	68	135	135	135	135
Total Reserves	6,937	7,727	8,144	7,867	8,297	8,945	9,634	10,396
Net Worth	**7,002**	**7,795**	**8,212**	**7,935**	**8,432**	**9,080**	**9,769**	**10,532**
Minority Interest	993	1,095	1,130	1,323	1,664	1,813	1,990	2,204
Total Loans	2,426	3,192	4,524	4,590	4,787	4,747	4,707	4,667
Deferred Tax Liabilities	370	496	603	722	835	835	835	835
Capital Employed	**10,790**	**12,578**	**14,469**	**14,570**	**15,718**	**16,475**	**17,301**	**18,237**
Gross Block	7,802	8,938	10,289	11,321	13,981	16,730	18,320	19,678
Less: Accum. Deprn.	2,492	2,790	3,193	3,701	4,233	4,813	5,450	6,140
Net Fixed Assets	**5,310**	**6,148**	**7,096**	**7,620**	**9,749**	**11,917**	**12,870**	**13,538**
Goodwill on Consolidation	102	130	137	150	245	245	245	245
Capital WIP	1,260	1,725	2,938	3,389	2,624	1,175	885	827
Total Investments	**3,648**	**3,943**	**3,366**	**2,257**	**1,355**	**1,355**	**1,355**	**1,355**
Curr. Assets, Loans&Adv.	**2,892**	**3,051**	**3,598**	**4,145**	**4,796**	**5,123**	**5,447**	**6,058**
Inventory	817	1,078	1,400	1,528	1,461	1,549	1,591	1,677
Account Receivables	190	236	285	316	421	447	459	484
Cash and Bank Balance	174	362	747	972	1,065	1,167	1,382	1,773
Loans and Advances	1,711	1,375	1,167	1,329	1,849	1,961	2,015	2,124
Curr. Liability & Prov.	**2,422**	**2,419**	**2,666**	**2,990**	**3,051**	**3,341**	**3,502**	**3,786**
Account Payables	1,089	1,593	1,472	1,784	1,868	1,981	2,035	2,145
Other Current Liabilities	1,277	788	1,157	1,164	1,113	1,286	1,390	1,561
Provisions	56	38	38	42	70	74	76	80
Net Current Assets	**470**	**632**	**932**	**1,155**	**1,745**	**1,782**	**1,946**	**2,272**
Appl. of Funds	**10,790**	**12,578**	**14,469**	**14,570**	**15,718**	**16,475**	**17,301**	**18,237**

RIL: Consolidated financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
EPS	**33.9**	**43.2**	**49.3**	**51.4**	**51.5**	**53.8**	**57.9**	**63.8**
Cash EPS	54.5	65.2	79.1	89.0	45.4	96.7	105.0	114.8
BV/Share	543.2	576.1	606.8	586.4	311.6	671.0	721.9	778.3
DPS	3.2	3.5	3.9	5.0	2.8	12.5	7.0	7.5
Payout (%)	8.4	7.8	8.0	9.7	10.7	20.7	12.1	11.7
Valuation (x)								
P/E	43.0	33.8	29.6	28.3	28.3	27.1	25.2	22.8
Cash P/E	26.8	22.4	18.4	16.4	32.1	15.1	13.9	12.7
P/BV	2.7	2.5	2.4	2.5	4.7	2.2	2.0	1.9
EV/Sales	4.7	3.2	2.7	2.6	2.4	2.3	2.2	2.0
EV/EBITDA	27.2	20.4	16.4	14.4	14.2	12.9	11.5	10.2
Dividend Yield (%)	0.2	0.2	0.3	0.3	0.2	0.9	0.5	0.5
FCF per share	-120.0	-8.4	-24.8	24.8	27.0	9.1	9.8	20.5
Return Ratios (%)								
RoE	7.6	7.9	8.3	8.6	8.5	8.3	8.3	8.5
RoCE	8.0	7.5	7.5	7.6	7.7	8.2	8.4	8.9
RoIC	10.7	10.6	11.5	10.9	9.2	8.1	7.7	8.2
Working Capital Ratios								
Fixed Asset Turnover (x)	0.6	0.8	0.9	0.8	0.7	0.6	0.6	0.6
Asset Turnover (x)	0.4	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Inventory (Days)	64	56	58	62	55	55	55	55
Debtor (Days)	15	12	12	13	16	16	16	16
Creditor (Days)	85	83	61	72	71	71	71	71
Leverage Ratio (x)								
Current Ratio	1.2	1.3	1.3	1.4	1.6	1.5	1.6	1.6
Interest Cover Ratio	2.6	5.5	5.2	4.8	4.6	4.4	4.5	4.8
Net Debt/Equity	0.3	0.4	0.5	0.5	0.4	0.4	0.3	0.3

Consolidated - Cash Flow Statement **(INR b)**

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
PBT	555	839	948	1,043	1,060	1,247	1,279	1,437
Depreciation	266	298	403	508	531	581	637	690
Tax paid	-32	-38	-207	-257	-252	-281	-318	-358
Change in deferred tax liability	0	0	0	119	112	0	0	0
Change in net working capital	-507	7	-196	64	237	25	12	24
Misc	-19	1	202	110	98	-148	-177	-215
Operating cash flow	**262**	**1,107**	**1,150**	**1,588**	**1,787**	**1,423**	**1,433**	**1,578**
Capex	-1,035	-1,163	-1,318	-1,420	-1,422	-1,300	-1,300	-1,300
Change in investments	-473	3	294	170	-118	0	0	0
Misc	92	-124	154	107	164	0	0	0
Investing cash flows	**-1,416**	**-1,285**	**-870**	**-1,143**	**-1,375**	**-1,300**	**-1,300**	**-1,300**
Change in borrowings	-837	99	381	266	163	0	0	0
Misc	-241	-285	-231	-372	-414	148	177	215
Issuance of equity	2,136	402	5	0	0	0	0	0
Others	1,895	117	-225	-372	-414	148	177	215
Dividend paid	-39	-43	-51	-61	-68	-169	-95	-101
Financing cash flow	**1,019**	**173**	**105**	**-166**	**-319**	**-21**	**82**	**113**
Net change in cash	-135	-5	385	278	93	102	215	391
Closing cash balance	**174**	**169**	**747**	**972**	**1,065**	**1,167**	**1,382**	**1,773**

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Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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