



Varatharajan S.

+91 22 6911 3425 varatharajan.s@antiquelimited.com

Kishan Mundhra

+91 22 6911 3426 kishan.mundhra@antiquelimited.com

Market data

Sensex	:	73,649
Sector	:	Oil & Gas
Market Cap (INR bn)	:	20,025.6
Market Cap (USD bn)	:	240.205
O/S Shares (mn)	:	6,765.7
52-wk HI/LO (INR)	:	3025/2139
Avg. Daily Vol ('000)	:	7,631
Bloomberg	:	RELIANCE IN

Source: Bloomberg

Valuation

	FY24	FY25e	FY26e
EPS (INR)	101.8	120.6	133.9
P/E	29.1	24.5	22.1
P/BV	2.5	2.3	2.1
EV/EBITDA	13.90	11.54	9.82
Dividend Yield	(%) 0.3	0.3	0.3

Source: Company, Antique

Returns (%)								
	1m	3m	6m	12m				
Absolute	2	9	29	38				
Relative	1	4	13	12				

Source: Company, Antique

Shareholding pattern

Promoters	:	50%
Public	:	50%
Others	:	0%

Source: Bloomberg

Price performance *vs* Nifty



Source: Bloomberg, Indexed to 100

4QFY24 RESULT REVIEW

Reliance Industries

O2C drive earnings; retail disappoints

RIL's 4QFY24 EBITDA at INR 425.1 bn (+4.6% QoQ, +10.6% YoY) was broadly in line with our estimate of INR 429.6 bn and Bloomberg consensus of INR 424.3 bn, with weak retail segment compensated by better than expected O2C performance. PAT of INR 189.5 bn (+9.8% QoQ, -1.8% YoY) too was inline. We marginally increase our FY26 estimate on account of better subscriber additions in Jio and higher realization for KG basin's gas output and better O2C earnings. We maintain BUY rating with a revised SoTP TP of INR 3,227 (earlier INR 3,005) on account of higher earnings and also as we attribute a higher multiple to the telecom business on account of several tailwinds in the sector.

O2C: Throughput drives QoQ growth

EBITDA at INR 162.8 bn (6.6% QoQ, 36% YoY) was marginally ahead of our forecast. Returns from the planned maintenance shutdown of SEZ refinery CDU and of the gas-based cracker drove volume back to normalcy driving QoQ growth along with significant improvement in refining margins. RIL's reported throughput was up at 19.8 mn tons (+5.9% QoQ, flat YoY), while products for sale was up to 17.1 mn tons (+4.3% QoQ, flat YoY). Singapore complex was up USD 2/bbl QoQ driven by gasoline, partly set off by lower Russian crude discount, though FO discount remained robust. Petrochem production was down slightly optimizing product mix and likely higher gasoline blending. Petrochemical margins were up primarily driven by Benzene, PE, PP, and MEG, along with a 16% QoQ decline in ethane, set off partly by lower PX and PVC margins.

Digital services: Strong net addition continues; ARPU flat

Segmental revenue at INR 347 bn (+3.8% QoQ, +10.7% YoY) with sequential growth purely driven by subs addition. Reported segment EBITDA at INR 146.4 bn (+2.7% QoQ, +9.4% YoY). Jio continues to witness strong subscriber growth at 10.9 mn, taking the total to 481.8 mn vs. 470.9 mn QoQ. ARPU, however, has remained flat at INR 181.7 for the third quarter in a row, likely on account of the higher proportion of Jio Bharat phone adoption (lower ARPU) and free 5G cannibalizing data top-ups. Selling & distribution costs increased to 5.4% of revenue compared to an average of 4.3% since FY22, reflecting strong competitive intensity on the ground level to attract/retain customers. Per capita data consumption was up 5.1% QoQ to 28.7 GB/month driven partly by higher 5G adoption, contributing to ~28% of the total traffic. Jio reported a 5G subscriber base of >108 mn. Voice too is up at 1,008 mins/month, up 2.6% QoQ. Jio also reported Air Fiber availability in 5,900 towns.

Retail: QoQ decline a disappointment

EBITDA at INR 58.3 bn (-7% QoQ, +18% YoY) was a negative surprise driven by the topline decline QoQ. Gross revenue was down to INR 766.8 bn (-7.7% QoQ, +10.7% YoY). The reported EBITDA margin was 8.6% (+20 bps QoQ, +650 bps YoY). PAT was at INR 26.9 bn (-15% QoQ, +11% YoY). There was an addition of 562 stores during the quarter, taking the total to 18,836 stores with 79.1 mn sq. ft. of space (some store rationalization is visible). Registered customers inched up to 304 mn (vs. 293 mn QoQ, 249 mn YoY). Footfalls dropped sequentially to 272 mn (vs. 282 mn QoQ, 219 mn YoY). The number of transactions also declined sequentially to 311 mn (vs. 320 mn QoQ, 294 mn YoY).

Oil & gas: Marginally down QoQ

EBITDA at INR 56.1 bn (-3% QoQ, +48% YoY) was on the back of a slight decline in production to 71.4 billion of cubic feet equivalent (bcfe) (due to lower no. of days) vs. 72.3 bcfe QOQ and a marginal decline in KG gas realization to USD 9.53/mmbtu vs. USD 9.66/mmbtu due to fall in global prices. Revenue was INR 64.7 bn (-4% QoQ, +42% YoY). We believe the EBITDA margin too was impacted slightly due to an increase in the government's share of profits.

Net debt stable

Capex for the quarter moderated to INR 232 bn (-23% QoQ, -48% YoY). Capex for the year was INR 1.31 trn (vs. INR 1.42 trn in FY23) with 5G rollout, expansion of retail infrastructure, and new energy business being the key areas. The reported net debt came down to INR 1.16 trn vs. INR 1.25 trn at the start of the year due to a strong cash profit of INR 1.42 trn.

Investment Summary

Likely improvement in the petrochemical cycle in FY26, the continued growth in telecom subscriber base along with sharp improvement in ARPU on account of tariff hikes, and continued growth in retail would be the key earnings growth drivers. While likely commissioning of new energy in FY25 would set the base for the next round of capex in the segment. We maintain BUY with a revised SoTP TP of INR 3,227 (earlier INR 3,005) by tweaking our telecom multiple and a slight increase in O2C estimates.



Table 1: Financial summary

(INR bn)	4Q24	4Q23	YoY (%)	3Q24	QoQ (%)	FY24	FY23	YoY (%)
Sales	2,365	2,129	11.1	2,251	5.1	9,011	8,795	2.5
Cost of Material Consumed	1,535	1,371	11.9	1,475	4.0	5,853	5,893	-0.7
% of sales	64.9	64.4		65.5		65.0	67.0	
Employee cost	68	65	5.4	63	8.0	257	249	3.2
% of sales	2.9	3.0		2.8		2.8	2.8	
Other expenses	337	309	9.1	306	10.2	1,278	1,224	4.4
% of sales	14.3	14.5		13.6		14.2	13.9	
Total Exp	1,940	1,745	11.2	1,844	5.2	7,388	7,366	0.3
EBITDA	425	384	10.6	407	4.6	1,622	1,429	13.5
Margin %	18.0	18.1		18.1		18.0	16.2	
Other income	46	29	57.1	40	15.2	164	118	39.6
Depreciation	136	115	18.4	129	5.2	508	403	26.1
Interest exp	58	58	-1.0	58	-0.5	231	196	18.1
РВТ	278	241	15.4	260	7.1	1,047	948	10.5
PBT after exceptional	278	241	15.4	260	7.1	1,047	948	10.5
Tax	66	28	136.0	63	3.7	257	207	24.1
Tax Rate %	23.6	11.6		24.4		24.5	21.8	
Reported Net Profit	212	213	-0.4	196	8.2	790	741	6.7
Adjusted Net Profit	212	213	-0.4	196	8.2	790	741	6.7
Less: Minority interest	23	20	13.0	24	-3.5	94	74	27.3
PAT attributable to Owners of the Company	/ 190	193	-1.8	173	9.8	696	667	4.4
EPS (INR)	28	29	-1.8	26	9.8	103	99	4.4

Source: Company, Antique

Table 2: Balance Sheet

	FY23	FY24
Share Capital	6,766	6,766
Reserves & Surplus	7,09,106	7,86,715
Networth	7,15,872	7,93,481
Minority Interest	1,13,009	1,32,307
Debt & other financial liabilities	5,23,444	5,15,683
Deferred Tax liabilities	58,775	71,303
Capital Employed	14,11,100	15,12,774
Net Fixed Assets	5,70,503	6,06,084
Intangible Assets	1,54,302	1,73,901
CWIP	2,93,752	3,38,855
LT Investments	1,17,087	1,19,502
Current Assets, Loans & Adv.		
Inventory	1,40,008	1,52,770
Debtors	28,448	31,628
Cash & CE	1,87,137	2,03,395
Loans & advances and others	1,14,645	1,28,913
Current Liabilities & Prov.		
Liabilities	1,90,997	2,38,055
Provisions	3,785	4,219
Net Current Assets	2,75,456	2,74,432
Application of Funds	14,11,100	15,12,774

Source: Company, Antique



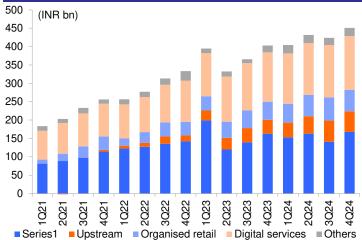
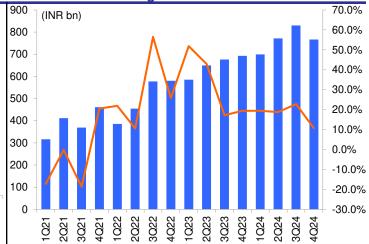


Exhibit 2: Retail revenue growth moderates



Source: Company, Antique

Source: Company, Antique

Exhibit 3: Retail margin remains steady

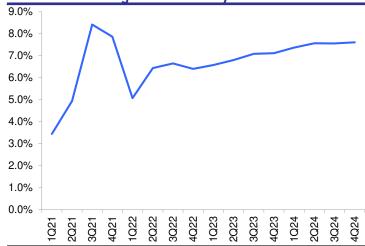
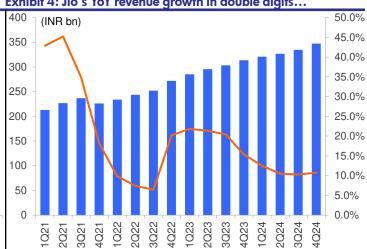


Exhibit 4: Jio's YoY revenue growth in double digits...



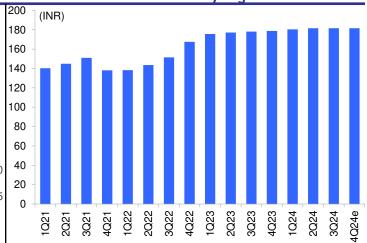
Source: Company, Antique

Source: Company, Antique

Exhibit 5: ...entirely led by subs addition..



Exhibit 6: ...as ARPU remains broadly stagnant



Source: Company, Antique

Source: Company, Antique



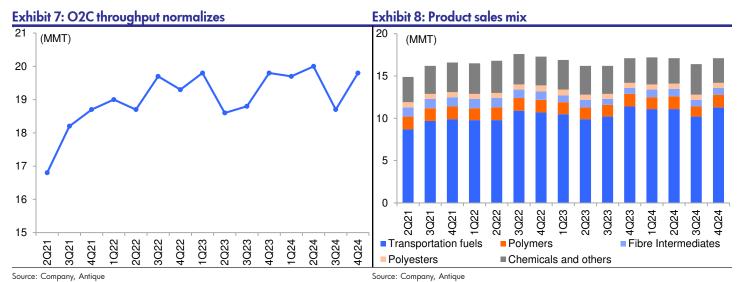
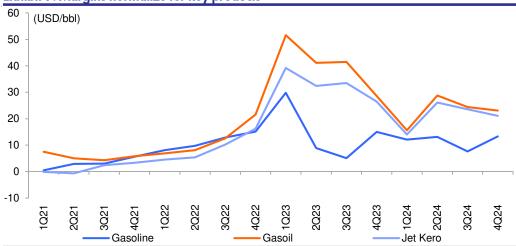
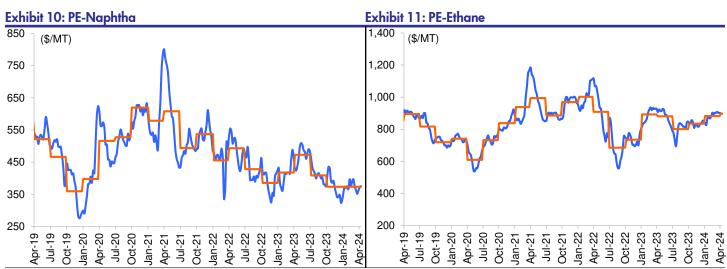


Exhibit 9: Margins normalize for key products



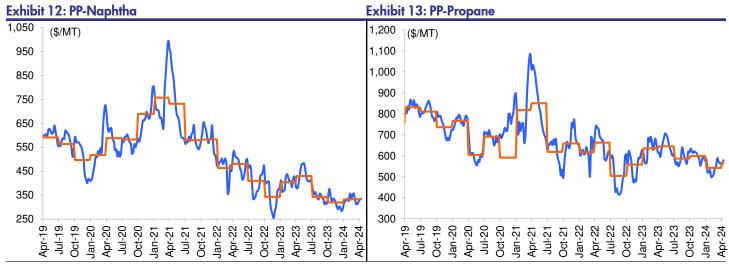
Source: Company, Antique

Petrochemicals Margin Trend

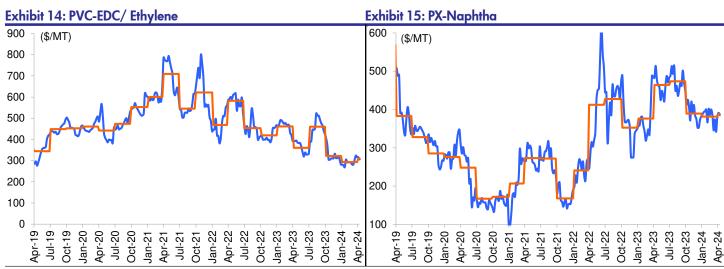


Source: Company, Antique Source: Company, Antique

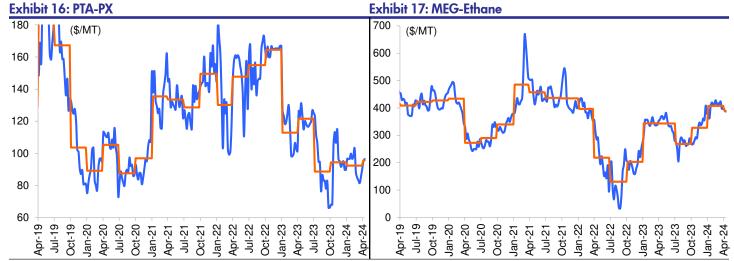




Source: Company, Antique Source: Company, Antique



Source: Company, Antique Source: Company, Antique



Source: Company, Antique Source: Company, Antique



Table 3: Earnings estimates

		2025E			2026E			
(INR bn)	Earlier	Revised	Change	Earlier	Revised	Change		
Revenue	10,455	10,435	-0.2%	11,262	11,332	0.6%		
EBITDA	1,891	1,902	0.6%	2,068	2,156	4.2%		
PAT	830	816	-1.7%	880	906	3.0%		

Source: Company, Antique

Table 4: SoTP

							Net equity	
Segment	FY26 EBITDA	Multiple (x)	EV	Net debt	Equity	Stake	(INR mn)	INR /share
O2C	7,91,187	8.5	67,25,090		67,25,090	100%	67,25,090	994
Upstream	1,70,287	5.0	8,51,437		8,51,437	100%	8,51,437	126
Fuel retail	20,000	5.0	1,00,000		1,00,000	50%	50,000	7
New Energy			13,50,000		13,50,000	100%	13,50,000	200
Energy total	9,81,474		90,26,527	4,52,770	85,73,757		85,73,757	1,267
Telecom	7,54,716	11.0	83,01,877	14,10,432	68,91,445	66%	45,77,987	677
Consumer Electronics	38,852	8.0	3,10,815		3,10,815	84%	2,59,561	38
Fashion & Lifestyle	1,66,461	32.0	53,26,767		53,26,767	84%	44,48,383	657
Grocery	1,09,661	28.0	30,70,506		30,70,506	84%	25,64,179	379
Connectivity	22,827	5.0	1,14,133		1,14,133	84%	95,313	14
Subsidiaries + JVs			1,41,527		1,41,527	84%	1,18,189	17
Retail	3,56,255	25.2	89,63,748	-44,445	90,08,193	84%	75,22,742	1,112
Other Investments								171
Total	20,92,445	12.6	2,62,92,152	18,18,757	2,44,73,395		2,06,74,486	3,227

Source: Company, Antique



Financials

Profit and loss account (INR mn)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
Net Revenue	69,99,620	87,78,350	90,10,640	1,04,34,555	1,13,31,571
Op. Expenses	58,95,020	73,56,730	73,88,310	85,32,219	91,75,556
EBITDA	11,04,600	14,21,620	16,22,330	19,02,336	21,56,015
Depreciation	2,97,970	4,03,030	5,08,320	5,24,260	5,93,544
EBIT	8,06,630	10,18,590	11,14,010	13,78,077	15,62,471
Other income	1,52,270	1,17,340	1,60,570	1,52,957	1,57,718
Interest Exp.	1,45,840	1,95,710	2,31,180	2,24,229	2,15,121
Extra Ordinary Items -gain/(loss)	(28,360)	240	3,870		
Reported PBT	8,41,420	9,39,980	10,39,530	13,06,804	15,05,067
Tax	1,62,970	2,03,760	2,57,070	3,27,540	3,80,016
Reported PAT	6,78,450	7,36,220	7,82,460	9,79,265	11,25,052
Minority Interest	71,400	73,860	93,990	1,63,150	2,18,996
PAT attributable to owners of the co.	6,07,050	6,62,360	6,88,470	8,16,114	9,06,056
Adjusted PAT	5,85,780	6,62,540	6,91,373	8,16,114	9,06,056
Adjusted EPS (INR)	91.7	97.9	101.8	120.6	133.9

Balance sheet (INR mn)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
Share Capital	67,650	67,660	67,660	67,660	67,660
Reserves & Surplus	77,27,200	70,91,060	78,67,150	86,94,819	94,28,783
Networth	77,94,850	71,58,720	79,34,810	87,62,479	94,96,443
Debt	27,64,690	44,72,390	45,44,140	47,35,148	47,62,287
Minority Interest	10,94,990	11,30,090	13,23,070	16,12,091	19,56,957
Net deferred Tax liabilities	4,86,010	6,03,240	7,22,410	8,38,296	9,69,300
Capital Employed	1,21,40,540	1,33,64,440	1,45,24,430	1,59,48,013	1,71,84,986
Gross Fixed Assets	88,36,240	1,02,09,340	1,12,69,460	1,38,10,109	1,49,35,494
Accumulated Depreciation	25,58,260	29,61,290	34,69,610	37,56,482	42,43,744
Capital work in progress	17,25,060	29,37,520	33,88,550	16,30,220	13,35,220
Net Fixed Assets	80,03,040	1,01,85,570	1,11,88,400	1,16,83,848	1,20,26,970
Investments	39,42,640	23,55,600	22,56,720	23,55,600	23,55,600
Non Current Investments	28,61,460	11,70,870	11,95,020	11,70,870	11,70,870
Current Investments	10,81,180	11,84,730	10,61,700	11,84,730	11,84,730
Current Assets, Loans & Advances	30,40,540	35,33,140	41,14,740	47,40,946	57,11,686
Inventory	10,77,780	14,00,080	15,27,700	15,43,231	16,34,759
Debtors	2,36,400	2,84,480	3,16,280	3,71,847	4,19,396
Cash & Bank balance	3,61,780	6,86,640	9,72,250	16,28,714	24,33,448
Loans & advances and others	13,64,580	11,61,940	12,98,510	11,97,154	12,24,083
Current Liabilities & Provisions	28,45,680	27,09,870	30,35,430	28,32,380	29,09,270
Liabilities	28,07,790	26,72,020	29,93,240	27,94,530	28,71,420
Provisions	37,890	37,850	42,190	37,850	37,850
Net Current Assets	1,94,860	8,23,270	10,79,310	19,08,566	28,02,417
Application of Funds	1,21,40,540	1,33,64,440	1,45,24,430	1,59,48,013	1,71,84,986

Per share data

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
No. of shares (mn)	6,766	6,766	6,766	6,766	6,766
Diluted no. of shares (mn)	6,618	6,766	6,766	6,766	6,766
BVPS (INR)	1177.8	1058.0	1172.7	1295.1	1403.6
CEPS (INR)	147.5	168.4	190.8	222.2	254.0
DPS (INR)	8.0	8.5	9.0	9.5	9.5

Source: Company, Antique

Cash flow statement (INR mn)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
PBT	8,41,420	9,48,010	10,47,270	13,06,804	15,05,067
Depreciation & amortization	2,97,970	4,03,190	5,08,320	5,24,260	5,93,544
Interest expense	1,45,840	1,95,710	2,31,180	2,24,229	2,15,121
(Inc)/Dec in working capital	7,250	(1,96,340)	63,660	(1,88,778)	(62,187)
Tax paid	(37,970)	(62,970)	(1,19,610)	(2,09,311)	(2,43,245)
Less: Interest/Div. Income Recd.	(1,25,290)	(1,12,400)	(1,07,450)	(1,52,957)	(1,57,718)
Other operating Cash Flow	(22,680)	(24,880)	(35,490)		
CF from operating activities	11,06,540	11,50,320	15,87,880	15,04,247	18,50,583
Capital expenditure	(9,70,080)	(13,18,020)	(13,75,760)	(7,82,319)	(8,30,385)
Inc/(Dec) in investments	2,590	2,94,440	1,69,750		
Add: Interest/Div. Income Recd.	(1,33,540)	1,11,230	63,000	1,52,957	1,57,718
CF from investing activities	(11,01,030)	(9,12,350)	(11,43,010)	(6,29,362)	(6,72,667)
Inc/(Dec) in share capital	4,02,170	5,190	1,98,370		
Inc/(Dec) in debt	98,500	3,66,690	67,790	1,91,008	27,139
Dividend Paid	(42,970)	(50,830)	(60,890)	(64,277)	(64,277)
Interest Paid / Others	(2,84,810)	(2,16,500)	(3,71,730)	(3,45,152)	(3,36,044)
CF from financing activities	1,72,890	1,04,550	(1,66,460)	(2,18,421)	(3,73,182)
Net cash flow	1,78,400	3,42,520	2,78,410	6,56,464	8,04,734
Opening balance	1,73,970	3,61,780	6,86,640	9,72,250	16,28,714
C & CE of Subsidiaries under liquidation	ns 9,410	(17,660)	7,200		
Closing balance	3,61,780	6,86,640	9,72,250	16,28,714	24,33,448

Growth indicators (%)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
Revenue(%)	49.9	25.4	2.6	15.8	8.6
EBITDA(%)	38.2	28.7	14.1	17.3	13.3
Adj PAT(%)	30.5	13.1	4.4	18.0	11.0
Adj EPS(%)	19.9	6.7	3.9	18.5	11.0

Valuation (x)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
P/E	32.3	30.2	29.1	24.5	22.1
P/BV	2.5	2.8	2.5	2.3	2.1
EV/EBITDA	19.33	15.92	13.90	11.54	9.82
EV/Sales	3.05	2.58	2.50	2.10	1.87
Dividend Yield (%)	0.3	0.3	0.3	0.3	0.3

Financial ratios

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
RoE (%)	7.9	8.9	9.2	9.8	9.9
RoCE (%)	8.4	8.9	9.1	10.0	10.4
Asset/T.O (x)	0.9	0.9	0.8	0.8	0.8
Net Debt/Equity (x)	0.2	0.4	0.3	0.2	0.1
EBIT/Interest (x)	6.6	5.8	5.5	6.8	8.0

Margins (%)

Year ended 31 Mar	FY22	FY23	FY24	FY25e	FY26e
EBITDA Margin(%)	15.8	16.2	18.0	18.2	19.0
EBIT Margin(%)	11.5	11.6	12.4	13.2	13.8
PAT Margin(%)	8.2	7.4	7.5	7.7	7.9

Source: Company Antique







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36, Dr. R.K. Shirodkar Marq Parel (East), Mumbai 400012

Tel.: +91 22 6911 3300 / +91 22 6909 3600

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