



WELCOME

Presentation of Industrial Marketing – HSD (Bulk)



Reliance

Industries Limited

Growth is Life



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Our current esteemed Customers

Supply infrastructure

Q&Q Delivery thru Automation



Reliance at a Glance

Leader across energy and materials value chain (E&P, R&M, Petchem) and in consumer businesses (Telecom and Retail)

Energy Value Chain

Refining and Marketing



- Largest, most complex single site refinery with 1.24 mb/d capacity
- Consistently outperforming regional margins
- ~60% volumes placed in international markets

Petrochemicals



- Ranked Top 10 globally in key products
- 2nd largest producer of polyester fibre/yarn globally
- FY16 Production: 24.7 MMT

Exploration and Production



- Significant expertise in deep-water operations

Consumer-Centric Businesses

Reliance Retail



- India's largest retailer by revenues
- Presence across 679 cities
- Over 13 MM sq.ft. space
- Number of stores: 3,442

Reliance Jio



- Pan-India next generation digital platform to provide high-speed broadband network, digital content, applications and services
- Only player with pan-India sub 1 GHz spectrum
- Commenced Jio services in Sept'16
- 100 million plus subscriber in 170 days

RIL Owns the Largest Single Location Refinery in the World

Top Quality Facilities : 1.24 mb/d capacity

Global Scale, Low cost, Modern Assets

12.7 Nelson Complexity Index

Robust Configuration

69.6 MMT

Record crude processed in FY2016

100%+

Ability to sustain high operating rates through the cycles

US\$10.8/bbl

Highest GRM in the last 7 years - outperforming regional benchmark margins

1,250

Number of retail outlets operational

Crude Advantage... With Captive Infrastructure

- Ability to process a wide basket of crudes
- Flexibility further enhanced through ongoing cost reduction measures
- Port based, fully integrated manufacturing facility
- Proximity to crude oil sources in the Middle East
- Logistics with high degree of automation



Petchem: Robust Asset Profile with Efficient Operations

Global Scale and Size ⁽¹⁾

Largest

Petrochemical producer in India with 24.7 MMT of production

2nd Largest

Producer of polyester fibre/ yarn globally

6th Largest

Producer of PP globally

Among Top 10

Petrochemical producers globally post implementation of expansion projects

4th Largest

Producer of PTA globally

6th Largest

Producer of PX globally

Cost Effective Vertically Integrated Operations

Fully integrated operations providing cost competitiveness

Captive and cost effective feedstock supplies – provides feedstock security

High domestic market share across most products leading to benefits of economies of scale

Consistently higher operating rates – near 100% utilization through the cycles

Product Diversification and Economies of Scale Provide Earnings Stability

Source: Company Information

Note:

1. All figures/rankings as of FY16

Reliance Retail – India’s Largest Retailer

Reach

>3.5 mn

Customers served every week

679

Cities and growing

30 million

Loyalty customer base

Scale

3,442

Retail stores

13 mn sqft

Retail space

>69,000

People employed

>1.7 million

Garments sold every week

>20%

Market share in
UHD TVs

3X throughputs

at Reliance Fresh compared to rest of
the neighbourhood stores

>500,000

Distribution partners for
communication devices and
connectivity

>1.2 mn

Handsets sold
every month

>500 Mt

Of fruits & vegetables sold every day

Infrastructure

5.6 mn sqft

Of warehousing space

>100

Distribution Centres
across 23 states

>1,000

Dedicated trucks hauling merchandise
between stores



Jio – A Differentiated Offering

- 1) Data strong future proof network with latest 4G LTE technology
- 2) Conceived and born as a Mobile Video Network from the ground up, supporting Voice over LTE technology
- 3) Future ready – Able to support more data, as technologies advance on to 5G, 6G and beyond
- 4) Transformational change by enabling a Digital India for 1.2 billion Indians
 - True 4G covering 18,000 cities and over 200,000 villages
 - 90% population coverage by next year
- 5) Eco-system comprising network, devices, applications and content, service experience and affordable tariffs
- 6) Revolutionised Indian telecom landscape by making voice calls for Jio customers absolutely free, across India, to any network, and always
- 7) Jio makes India the highest quality, most affordable data market in the world



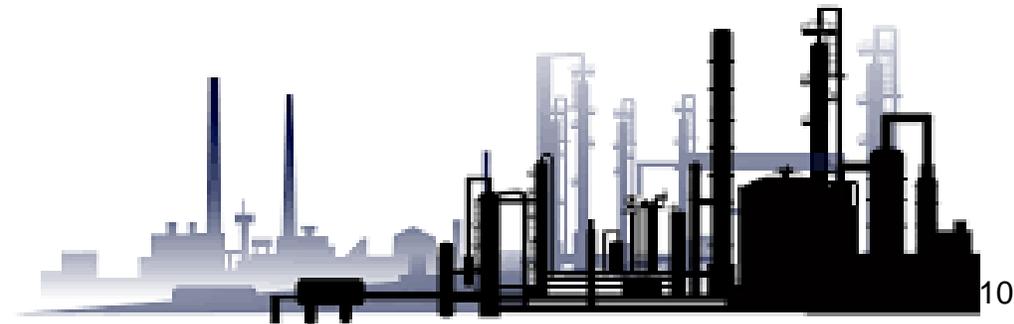
Built a countrywide broadband next generation infrastructure to deliver digital content, applications and services

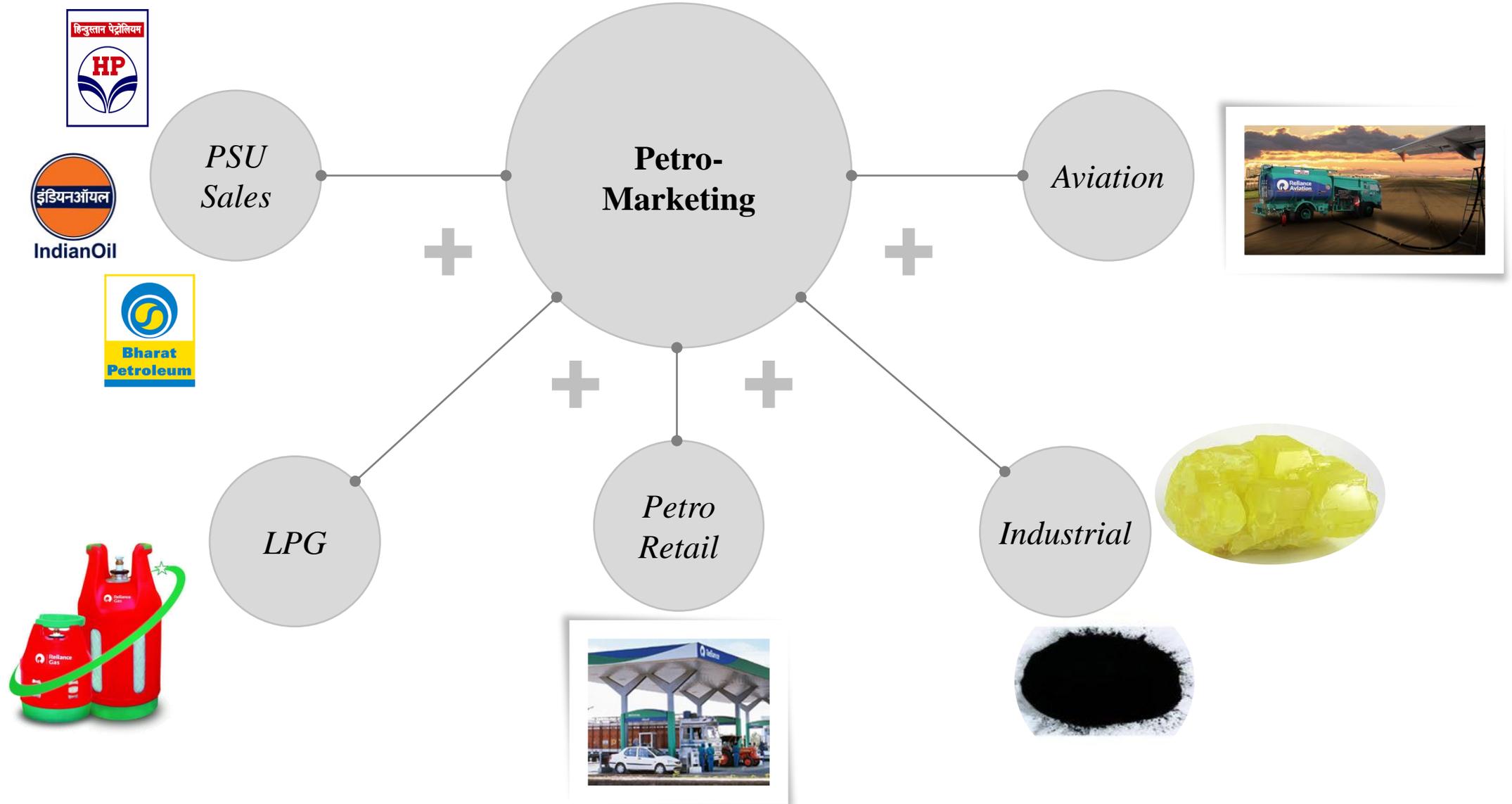


Refining & Marketing

Reliance Jamnagar Refinery Complex

- With 1.24 million barrels per day (MBPD) of crude processing capacity at Jamnagar, RIL is the largest refiner at any single location in the world
- RIL Refinery at Jamnagar is capable of producing all grades of Diesel (11 MMTPA) for domestic as well as most stringent International requirement
- The Refinery has an advanced R&D facility with NABL accredited Laboratory to test petroleum products
- RIL Jamnagar complex is equipped with world class rail, road and marine terminals for movement of petro products to key markets in India and abroad by sea, pipeline, rail and road in a cost effective and timely manner





Petro Marketing... Face of RIL Petroleum



More than 2 million transactions per Day;

Every 4 minutes an aircraft is fueled



Customer Touchpoints

Every 10th diesel locomotive is fueled by RIL

Serving >12 lakh customers





Reliance in HSD Bulk Market

Towards a major force in Bulk HSD market

- After entering Bulk HSD market, on the strength of Strong supply infrastructure, RIL expanded in all major states
- Gained significant presence in West & Southern markets basis value propositions that offer significant benefits to customers besides quality service. Making rapid strides in Eastern Region
- Gained significant share of Railway Business. **Second largest supplier to Railways**
- Developed Pan India customer base across all market segments and class of customers with top private & government organisations
- Customer base of over 900...growing rapidly month over month
- Competitive Pricing, supply reliability and quality services to customers

2nd Largest Supplier

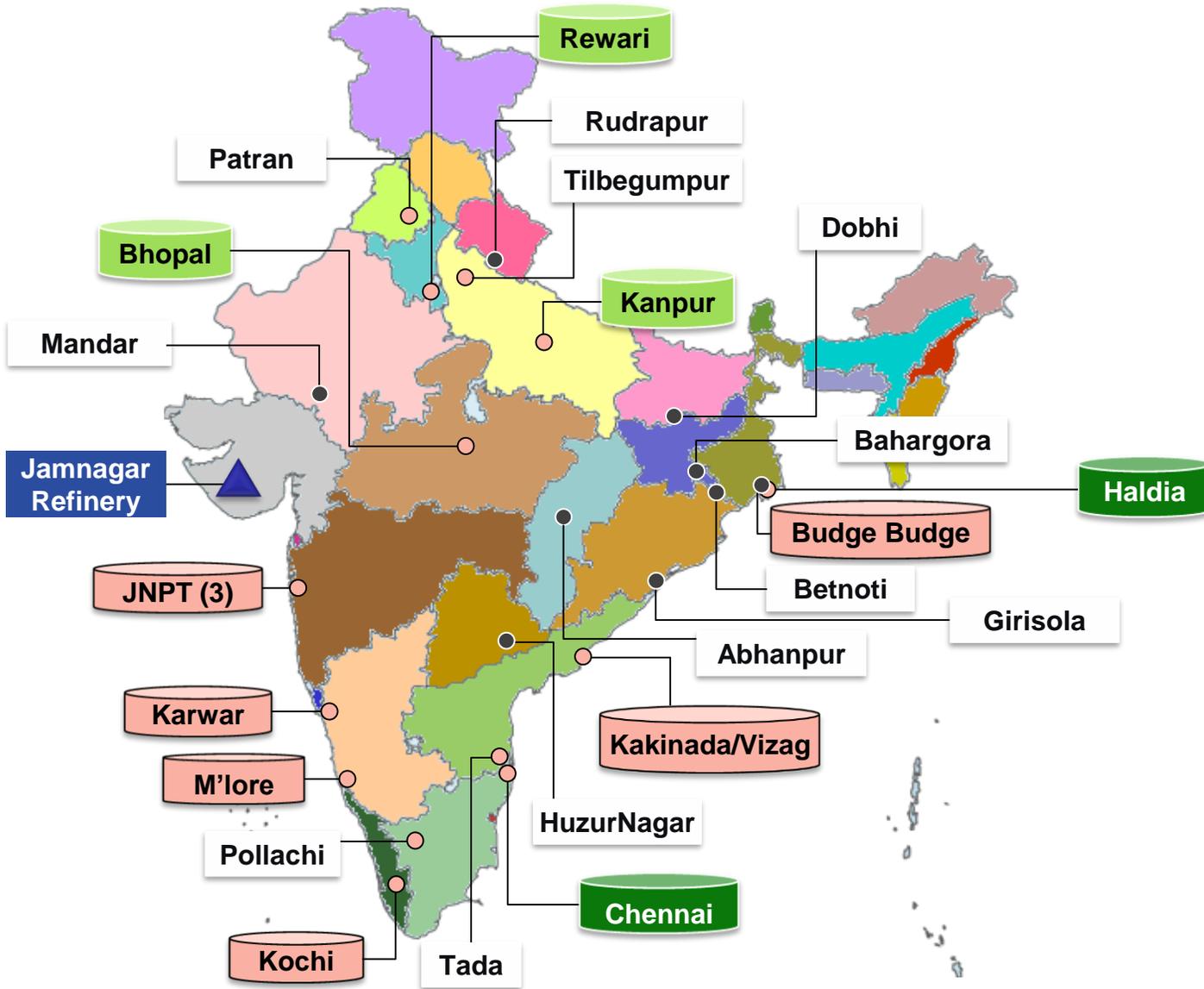


Foray in Bunkers

Our Major Key Accounts



RIL Supply Network



Current Network (in Nos.)	
Retail Outlets	1350
RIL Terminals – Own (5) & Hired (8)	13 (Coastal – 10/ Rail – 3)
Mini depots	12

Own Rail Terminals

Hired Coastal Terminal

Own Coastal Terminals

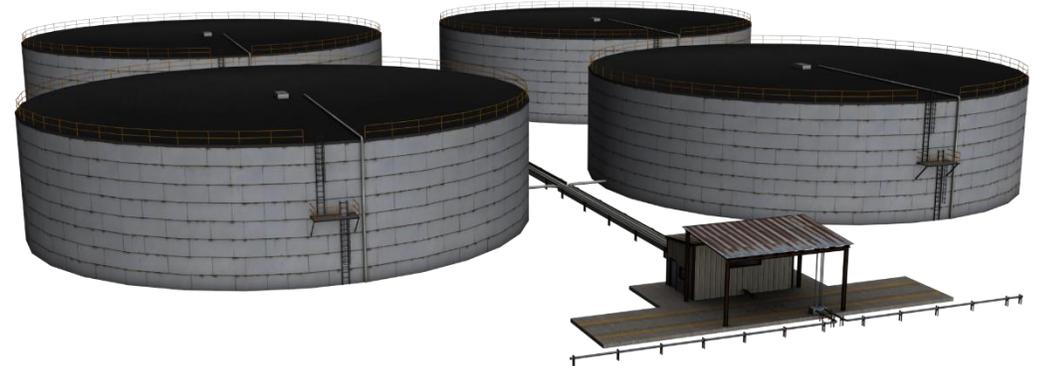
Own Depots

State of the Art Chennai / Mangalore / Cochin Terminal

- Fully Automated from Loading to Invoicing. Therefore No Manual Intervention
- Digital Invoice Automatically Mailed to Customer on Completion of Loading
- RIL Terminal Supplies HSD BS IV not only to Reliance Industries , But also to others like Indian Oil Corporation Limited, Shell, & Essar Oil Company
- MS & HSD is transported to Terminal from Jamnagar Refinery by Vessels
- HSD BS VI supplied by Reliance Industries limited is in line with the 7th Revision of Indian standards
- HSD BS VI Supplied by all Oil companies including Reliance Industries Limited are following the latest specifications (Indian Standard – 7th revision)
- In the South alone, On a daily basis including MS & HSD , Indian Oil Corporation takes 500KL, Essar Oil takes 1000KL, Shell takes 1200 KL from Reliance Ennore Terminal. HPCL, and BPCL takes Product as and when requirement arises for them. In the Net Effect all Oil Companies are taking/ or have taken from our Terminals

Safety at RIL Terminals

- Highest emphasis on safety and processes
- All safety protocols are strictly followed
- Our terminal is the only recipient of the golden sword from the British Safety Council for 2017



HSD BS VI – Specification as per Indian Standards...

Specification Sheet for BS VI

IS 1460 : 2017		
Characteristic	Requirement	Method of Test, Ref to [P :] of IS 1448/ASTM/IP/ISO Annex
i) Appearance	Clear, bright and free from sediments, suspended matter and undissolved water at normal ambient fuel temperature	Visual
ii) Acidity, inorganic, mg of KOH/g ISO 6618/ ASTM D9749)/ IP		ISO 6618/ASTM D9749)/ IP 139
iii) Acidity, total, mg of KOH/g, Max [P : 2] 9)/ ASTM D664/ ASTM	0.2	[P : 2] 9)/ASTM D664/ ASTM D974 / IP 139
iv) Ash, percent by mass, Max	0.01	[P : 4] 9)/ASTM D 482/IP 4
v) Carbon residue (Ramsbottom or micro) on 10 percent residue), percent by mass, Max	0.3	[P : 8] 9) /ISO 10370/ASTM D 524/IP 14/ASTM D 4530
vi) Cetane number, Min	51	[P : 9] 9)/ASTM D 613
vii) Cetane index, Min	46	ISO 42649)/ASTM D4737/ IP 380
viii) Pour point, Max:		[P : 10] 9)/ASTM D 5949/
a) Winter	3°C	ASTM D 5950/ ASTM D
b) Summer	15°C	5985/ASTM D97/ASTM D7346/IP 15
ix) Copper strip corrosion for 3 h at 50°C	Not worse than No. 1	[P : 15] 9)/ASTM D 130/IP 154
x) Distillation, 95 percent v/v, recovery, °C, Max	360	[P : 18] 9)/ISO 3405/ASTM D 86/ASTM D 7345/IP 123
xi) Flash point, Abel, °C, Min	35	[P : 20] 9)/ISO 3679/ IP170/ IP523/ EN13736
xii) Kinematic viscosity, cSt, at 40°C	2.0 to 4.5	[P : 25] 9)/ISO 3104/ASTM D 445/ASTM D 7042/IP 71
xiii) Total contamination, mg/kg	24	EN 126629)/IP 440

HSD BS VI – Specification as per Indian Standards... (Cont'd)

Specification Sheet for BS VI		
Characteristic	Requirement	Method of Test, Ref to [P :] of IS 1448/ASTM/IP/ISO Annex
xiv) Max Density at 15°C, kg/m ³	815–846	[P : 16] 9) / [P : 32] / ISO 12185/ ASTM D 4052/ ASTM D 1298/IP 160
xv) Total sulphur, mg/kg, Max	10	ISO 13032 9)/ ISO 20884/ISO 208469)/ASTM D 5453/ASTM D 2622/ASTM D 7220/[P : 34] For Bharat Stage VI grade only [P : 153] 9)/ASTM D 4294
xvi) Water content, mg/kg, Max	200	ISO 12937/ASTM D 6304
xvii) Cold Filter Plugging Point (CFPP), Max:		[P : 110] 9)/ASTM D 6371/ IP 309
a) Winter	6°C	
b) Summer	18°C	
xviii) a) Oxidation stability, g/m ³ , Max	25	[P : 154] 9)/ASTM D 2274/ IP 388
b) Oxidation stability by Rancidity meter ⁷), hours, Min	20	EN 15751
xix) Polycyclic Aromatic Hydrocarbon (PAH), percent by mass, Max	8	EN 129169)/IP 391 /ASTM D 6591
xx) Lubricity corrected wear scar diameter (wsd 1.4) at 60°C, microns, Max	460	P 149/ ISO 12156-1/Cor 1
xxi) FAME content, % v/v, Max	7.0	Annex A9)/ASTM D7371/ EN14078

HSD BS IV – Specification in Reliance Test Report at Ennore Terminal



RELIANCE INDUSTRIES LIMITED
Chennai (MCT)
Ashok Leyland Tech centre Road,
Kondalkarai Village, Vellivoyli Chavedi Post,
Ponneri Taluk, Chennai-600103

BATCH FORMATION CERTIFICATE

High Speed Diesel (BS-VI)
IS 1480:2017 (SIXTH REVISION)

Batch No. : HSDBS-VI/OCT/RIL/T205/1A/02
Tank No. : CHENNAI-T001A
Sample ID : 15979158
Quantity (MT) : 5159

Certificate No. : TCHE/HSD(BS-VI)/041/01-2020
Date of sampling : 20-Jan-2020
Date of certification : 24-Jan-2020
Vessel Name : MT UACC AL MEDINA
Test Required : Batch Formation

SN	Parameter	UOM	Method	Specification	Result
1	Density at 15°C	Kg/m ³	ASTM D1298	810.0 to 845.0	824.8
2	Total sulphur content	mg/kg	ASTM D4294	10.000 Max	8.500
3	Cetane Index	Number	ASTM D4737	48.0 Min	51.8
4	Pour point	°C	IS 1448(P.10)	15 Max	-15
5	Cu corrosion (3 hrs at 50°C)	NA	IS 1448(P.15)	1 Max	1B
6	95% Recovery point	°C	IS 1448(P.18)	360.0 Max	342.0
7	Flash Point (Able CC)	°C	IS 1448(P.20)	35.0 Min	41.0
8	Kinematic Viscosity at 40°C	cSt	IS 1448(P.25)	2.000 to 4.500	2.100
9	Appearance	NA	Visual	To Report	Free from grit, suspended matter and other visible impurities

Notes

- Results relate to the item tested only.
- Test Report shall not be reproduced except in full without written permission of the laboratory.
- The Product conforms to IS 1480:2017 (SIXTH REVISION) specifications with respect to the above analysis.
- Material conforms to specification
- This document is generated electronically & therefore does not bear any signature
- Density@15°C;
- Upper=824.6,Middle=824.7,Lower=824.7

For and on behalf of
Reliance Industries Limited

(Ram Kumar Prajapat)
(Authorized Signatory)

Supply Logistics Reliance Way

- Tight vigil on Calibration documents: Cross checks each time a tank lorry reports either for filling or decantation activity
- Physical check of tank lorry to check for unauthorized modifications at very short intervals: dip rods, false chambers, interconnect between compts., etc.
- Abloy Locks and sealing of tank lorries. Trial going on for Electronic locking system
- Tank lorry filling through flow meters: No room for adjustments
- Severe penalties including termination / blacklisting on detection of malpractices
- Vehicle Tracking Enabled Tank Trucks



Geared up for Kovai Medical Center and Hospital...

- **Price:** Competitive rates compared to current landed Price
- **Q&Q:** Assured quality checked at our terminals
- Prompt after sales service on supply Logistics & quality
- **Logistics:** Abloy Lock Facility in Tank trucks from all RIL Supply Locations
- **Logistics:** Vehicle Tracking System (VTS)
- Training assistance on Safety & Q&Q aspects of Petroleum Products
- State of Art Automation system to deliver Q&Q and improve efficiency of operations



*Thank
you*

