IPO ANALYSIS REPORT

How much Is India's Digital Giant Really Worth?

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Turning curiosity into context

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Executive Summary

1.1 Introduction

The arrival of Reliance Jio has changed the telecommunications world and has also created a bigger question about how the company should be valued. Jio first came into the market as a telecom operator, but its business has slowly grown into a larger digital system. Because of this, looking at its value using normal telecom measures might not fully show what the company is about.

Research about Jio can be split into areas. The first looks at how Jio affected the telecom industry and the people who use it. The second looks at its money. How it operates. A third group studies. The money values put on telecom companies, including Jio. The valuation research gives ways to look at this through discounted cash flow and comparing with other companies. Lastly, studies on platforms and initial public offerings help understand network effects, how value is created on platforms, and the role of information issues in stock prices. Even though these areas give information about Jio, they have mostly been studied on their own. This study brings these points together to look at the value of Jio Platforms at the time of its IPO.2

1.2 Reliance Jio and Telecom Industry Disruption

The first research on Reliance Jio mainly looked at the changes caused by its entry into the Indian telecom industry. Gupta, Raghav, and Dhakad (2019) studied how Jio's arrival affected both users and the telecom industry. They used a single cross-sectional method to look at changes in market structure, user behavior, market share, and strategies. Their work used measures and Z-tests, and chi-square tests. The study found that Jio created significant pressure in the market and changed how people choose their networks. The writers also talk about the exits and mergers that happened with companies when the market became more competitive. (Gupta, Raghav and Dhakad 2019).

Sam and Kanade (2021) also looked at the telecom industry before. After that, Jio came in. Their research gives proof of the changes that happened in the industry because of Jio's entry.

Together, these studies show that Jio's importance is more than taking users from other companies. Its coming changed the way telecom companies work. (Kanade 2021).

Goyal and Malhotra (2018) looked at the performance from another angle. Their study looked at the finances of telecom companies, including Vodafone, Bharti Airtel and Idea Cellular before and after Jio launched. They looked at subscriber numbers and money earned using data from company reports. Their results show that Jio's disruption had effects on the older telecom operators. (Malhotra 2018).

These studies are important for this research because a company's place in the market is one of the parts of its future monetary value. The current research on how Jio changed the market does not explain how much the new position of the company is worth. This is the gap in the current studies.

1.3 Financial and Business Performance of Jio

The next part of the research looks at the performance of telecom companies and gives a clearer link between Jio's position in the market and how much it is worth.

Karthikeyan (2023) looked at the finances of Bharti Airtel, Vodafone Idea and Reliance Jio from 2013 to 2022. The study looked at financial measures like EBITDA, how well assets are used, how liquid the company is, and how much debt it has. The analysis shows how Jio is doing financially compared to the competitors and is especially helpful for understanding how Jio's operating performance has changed over time. (Karthikeyan 2023).

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A company with past results might still be worth more than it should be if people expect too much growth. Also, a company that is not very profitable now might still have a lot of value if future growth is seen as real.

1.4 Existing Research on Jio and Reliance Valuation

A key contribution is from Bhatia (2022), who looks at how telecom companies become like financial assets. By only seeing telecom companies as businesses that operate, Bhatia studies how they can be seen as investments that are valued based on financial deals, investments, and what people expect. The study uses the telecom industry to look at how the role of money in the industry is changing. (Bhatia 2022).

Jio is important in this discussion because it got a lot of money from global investors at very high prices. Bhatia's study shows the need to tell the difference between the business value and the money value that is given to the company. This difference is at the heart of this study. An investment deal sets the price someone was ready to pay under certain conditions, but it does not always show the real value of the business. (Bhatia 2022). This issue is made complicated by the past difficulty of seeing Jio as a company on its own. This means that researchers must carefully understand Jio's situation and make assumptions that fit the company.

Pande (2026) gives a recent way to look at money value by using a two-stage discounted cash flow model on Reliance Industries Limited.

The study uses financial data from FY2021 to FY2025. Finds an intrinsic value of ₹635 per share of Reliance Industries compared to a market price of around ₹1,384 as of March 13, 2026. Pande explains the difference in terms of the optionality that comes with businesses like Jio Platforms. However, the study looks at the company of Reliance Industries and does not give a separate value for Jio Platforms. This difference is important because the goal of this study is to find the value of Jio Platforms on its own, not to get it from the value of Reliance Industries.

1.5 Discounted Cash Flow Valuation

Discounted Cash Flow valuation is one of the ways to find the true value of a company. The method looks at the value of expected future money. To use it, you need to assume things about money growth, how much profit is made, how much money is spent on buildings and equipment, how much is put back into the business, the rate of return, and the growth at the end.

Steiger (2010) looks at how good the DCF method is in theory and in practice. The study finds that small changes in assumptions can make a difference in the value of a company. Still, DCF is a way to look at complex money situations because it clearly connects how things are run with how much money they are worth. (Steiger 2010).

This is especially important for Jio because its future value depends a lot on guesses about how it can grow and turn its size into real money. A higher growth guess, better profit increase, or less money spent on buildings can make the value much higher. On the other hand, slower growth or more money needed to keep going can make the value much lower. Pandey's (2026) study of Reliance Industries with a two-stage DCF shows this problem. His research says that a normal single-stage way is not right for a company that is spending a lot on buildings and equipment. He uses a two-stage FCFE method. The study also talks about Jio Platforms as part of the options in Reliance Industries. (Pande 2026).

For this study, DCF is a way to look at the value of Jio. But the fact that the method is sensitive means that the guesses must be clearly explained and shown to be right with money and industry proof.

1.6 Comparable Company Valuation

Comparable company valuation gives a way to look at value that is based on the market. Unlike guessing the whole stream of future money on your own, the method uses money measures seen in similar companies. Holthausen and Zmijewski (2012) look at how to use market measures and stress the importance of picking similar companies.
Their work shows the problems that can happen if you choose companies that look the same but are different in factors like growth, risk, or how much money is made. So how good the comparison is depends a lot on how good the group of companies is. (. Zmijewski 2012).

Cooper and Lambertides (2022) look more at how the number of companies affects how accurate the measures are. Their results show that using a group of very similar companies can give accurate results when the companies are chosen well. They find that ten similar companies can do as well as using all the companies in the industry. (Lambertides 2022).
These results are important for Jio. Bharti Airtel is a company to compare with because their telecom businesses are similar. Jio's larger digital activities make it hard to find the right group to compare with. A telecom group might give a better match in how the business works but might not show the digital parts of Jio. On the other hand, using technology companies that have very different ways of making money might cause big problems in comparison.

So looking at companies is best when it is done carefully and used with real money analysis instead of replacing it.

1.7 Digital Platform Valuation and Network Effects

The growing role of Jio's system brings in another part of looking at money value. Traditional telecom money analysis usually looks at users, money per user, money earned, EBITDA, and money spent on buildings.

A digital platform way of thinking adds things like how the system grows, the effects of having many users, how good the system is, and the ability to make money from different connected services.
Schreieck et al. (2024) looked at how digital platform strategies affect company value using a study of 165 banks in countries. The authors found that investors usually reacted well to the news about platform strategies. Their research suggests that investors might see platform strategies as a way to make money in the future, especially if the platforms can get help from other companies and extra services. (Schreieck et al. 2024).

Chen, Chen, and She (2026) offer evidence about how digital-platform ability connects to company value. They looked at data from Chinese A-share listed companies from 2012 to 2024. The researchers found a positive link between digital-platform ability and company value. Their study also shows that dual innovation synergy plays a role in this link. They also check how information imbalance and internal money management might affect value through platform ability. (Chen, Chen and She 2026).

These results matter for Jio because the company is not just about connection services. Its digital skills and system might create ways to make money that are not fully counted by regular telecom numbers.
Yet the research on platforms must be used carefully. Having a group of users or a digital system does not automatically mean there is a higher money value. The key question is whether these traits can create lasting money benefits.

1.8 IPO Valuation and Information Asymmetry

The last part of the research looks at the difference between value and the value set during an IPO.

Chhabra, Kiran, and Sah (2017) study information imbalance and underpricing in IPOs. They look at IPOs from 2005 to 2012. Use structural equation modeling to see how information-related factors affect first-day returns. The authors found that more information available is linked to lower first-day returns. This suggests that information imbalance is important in how IPOs are priced. (Chhabra, Kiran, and Sah 2017).

This research is important because an IPO price comes from a process with information sharing, investor thoughts, and market demand. It should not automatically be seen as a measure of real value.
For Jio, this is especially important. A high IPO price might show hopes for digital growth, system expansion, and market position, along with current financial results. Comparing the IPO value with a calculated real value can give a better idea of whether the price is supported by real facts.

1.9 Critical Synthesis of Existing Literature

The research reviewed so far shows several important things.
First, Jio has changed India's telecom industry completely. Studies by Gupta, Raghav, and Dhakad (2019), Sam and Kanade (2021), and Goyal and Malhotra (2018) show the effect of the company on competition, customer behavior, and the financial side of companies.

Second research on performance shows that Jio has a strong position in the telecom sector. However, financial results and real value are different. Old money data needs to be turned into expectations about money flows before it can be used to estimate real value.

Third, Bhatia's (2022) work points out a difference between the real money side of a telecom company and the value investors give it. This is important for Jio because the company's past money moves created value that showed hopes for chances as well as current performance.

Fourth research on valuation shows that both DCF and comparable company methods have bad sides. DCF gives a real value frame. Is very sensitive to assumptions. Comparable company analysis shows market prices. Depends on picking the right similar companies.

Finally, platform and IPO research adds two important angles for Jio. Platform abilities can help increase company value, and IPO pricing can be affected by information imbalance and investor hopes.

1.10 Research Gap

Most studies on Jio look at its effect on the telecom industry, customers, and other companies. Financial performance studies show Jio's position but do not directly calculate its real value on its own. Company, not Jio on its own. Studies on financialization explain how financial markets can give values to telecom companies, but they do not show the real value of Jio Platforms. DCF research on Reliance Industries gives methods but values the whole big company, not Jio on its own.

At the time, digital-platform research showed that platform abilities can help company value, but these ideas have not been fully used in a special valuation plan for Jio. IPO research explains information imbalance and pricing. Does not say whether the value given to Jio is based on real facts.

So the main gap in the research is that no valuation plan brings together Jio's financial facts.

This gap is very important because Jio is in a place between a regular telecom company and a digital platform. Valuing it just as a telecom company might miss any value from its system, but giving it a tech company value without money reasons might make it look more valuable than it really is.

1.11 Relevance and Contribution of the Present Study

This study aims to fill that gap by creating a valuation of Jio Platforms during its IPO.

The study will first use Jio's financial and operating data to set its position. Then a DCF method will be used to estimate real value based on cash flows. A comparable company analysis will give a market-based value example with the selection of proper telecom- and tech-related similar companies. Assuming the digital system automatically increases value, the study will check if the benefits from platform features can be connected to future financial performance.

Jio's Business & Industry Position

2.1 Corporate Structure and Business Model

Jio Platforms Limited (JPL), incorporated in 2019, is the holding company for Reliance Industries' digital and telecom operations. It operates through its subsidiary Reliance Jio Infocomm Limited (RJIL), and it filed its Draft Red Herring Prospectus with SEBI on June 19, 2026, ahead of what is expected to be India's largest-ever IPO. Reliance Industries Limited remains the sole promoter, holding 66.43% of the company pre IPO.

Google and Meta each hold stakes below 10%, and other strategic backers include KKR, Vista Equity Partners, Silver Lake and sovereign funds from Saudi Arabia (PIF), the UAE (ADIA, Mubadala), plus Intel and Qualcomm from the 2020 fundraising round.

This shareholder base is itself analytically significant as Jio was designed less like a conventional telecom carrier and more like a technology platform from inception. Reliance's strategic architects studied the platform-based models of Alphabet, Meta, Amazon and Alibaba, major companies that compounded competitive advantage by controlling the digital infrastructure, content and commerce layers simultaneously, and built Jio not just as a telecom company that would eventually add digital services but as a digital ecosystem company that used telecom connectivity as its entry point into Indian households

2.2 Business Segments - The Two Pillars

Pillar 1: Digital Connectivity (Core Telecom)

As of March 31, 2026, Jio was the largest digital connectivity player in India with 268.5 million 5G customers and 27.1 million subscribers across JioFiber and JioAirFiber; it was also the largest fixed broadband provider in the country. This remains the financial backbone- prepaid connectivity plans alone contributed 77.08% of core operating revenue in FY26.

Subscription, signaling a deliberate shift from pure connectivity toward AI-layered digital engagement. MyJio itself clocked 215.9 million average monthly active users in FY2.

Pillar 2: Enterprise and Infrastructure

This covers cloud services, fixed wireless broadband (JioAirFiber) and B2B solutions; JioAirFiber crossed 1 crore (10 million) subscribers, reportedly among the fastest scale-ups for fixed wireless access globally. On the enterprise side, Jio provides digital solutions, private networks and cloud services to large clients including State Bank of India, HDFC Bank, ICICI Bank and Wipro. It has also built a B2B communications dashboard letting businesses and banks send OTPs, retailers run campaigns, and hospitals send appointment reminders; reaching customers across SMS, voice, email, WhatsApp and RCS from one platform.

Emerging/pipeline products:

The DRHP notes that fewer than 10% of Indian households own a computer versus 95% in the US, and Jio plans new hardware like JioFrames AI smart glasses and JioPC, a cloud-based computer that streams to any TV, plus licensing its JioBrain AI/autonomous-network stack to telecom operators abroad.

2.3 Financial Snapshot

For FY26, Jio Platforms reported revenue from operations of ₹1,46,885 crore, up 14.6% year-on-year from ₹1,28,218 crore, with net profit climbing 15.1% to ₹30,049 crore and EBITDA growing 18.8% to ₹76,255 crore an EBITDA margin of 51.9%, up from 50.1% a year earlier. Net leverage fell sharply, from 0.88x in FY24 to 0.36x in FY26, and EBITDA less capex jumped from just ₹1,449 crore in FY24 to ₹42,071 crore in FY26- evidence that the business has moved from a capital-intensive build-out phase into a cash-generative phase. Notably, Reliance is not selling any shares in the IPO, and none of the 2020 strategic investors are reducing their positions either; the issue is a pure primary raise.

2.4. Market Position and Competitors

Telecom market share (India, mid-2026):
Using June 2026 figures, Jio held roughly 39.27% of wireless subscribers, Airtel 37.96%, Vodafone Idea 15.50%, and BSNL 7.25%. Together, Jio and Airtel control close to 77% of India's wireless base, effectively making the sector a duopoly beneath a nominal four-player structure. In broadband specifically, the top five providers account for 98.6% of subscribers, reflecting extreme market consolidation.

Competitive dynamics differ by metric:
Airtel has actually pulled ahead on ARPU (average revenue per user) at ₹264 in the June 2026 quarter versus Jio's ₹215.6 and Vi's ₹19, even as Jio leads on absolute subscriber scale. Vodafone Idea's position is structurally weak: it operates under negative equity, carries heavy debt, and the Indian government has raised its own stake in Vi to nearly 49% by converting dues into equity, effectively a state-backed lifeline rather than a competitive turnaround. BSNL and MTNL persist mainly as state-backed players with limited 5G competitiveness.

Beyond telecom, Jio's competitors multiply by segment:

- Streaming: Netflix, Amazon Prime Video, Disney+ Hotstar (JioCinema itself was folded into JioHotstar after merging with Viacom18's assets)
- E-commerce: Amazon, Flipkart (JioMart)
- Cloud/AI: Google Cloud, AWS, Microsoft Azure (even as Google and Meta are simultaneously shareholders)
- Fintech: Paytm, PhonePe, Google Pay (Jio Payments/JioFinance)

This multi-front competition is itself evidence for the "ecosystem" framing; Jio isn't fighting one industry's incumbents but several simultaneously.

2.5 Industry Trends

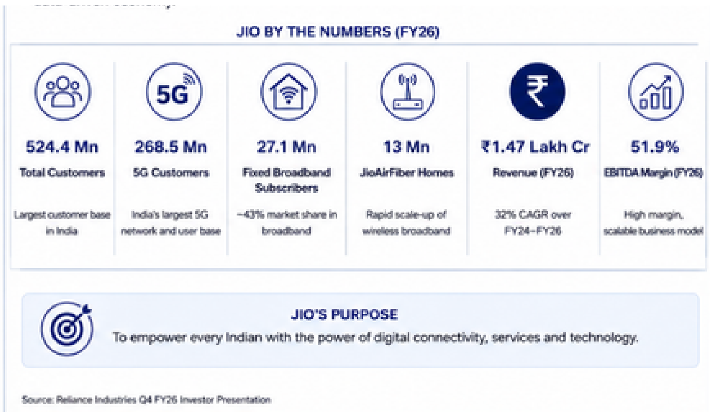
5G/FWA scale-up: India's 5G subscriber base is projected to surge from 290 million in 2024 to 980 million by 2030. Jio dominates the 5G Fixed Wireless Access (home broadband via 5G) segment specifically, with around 8.79 million subscribers as of April 2026, versus Airtel's roughly 3.76 million.

Consolidation/duopoly: The market has moved from a fragmented, price-competitive sector pre-2016 to a private-sector duopoly dominated by Jio and Airtel, with Vi surviving on state support and BSNL confined mainly to budget/legacy and rural segments.

Regulatory tailwind for the IPO: A March 2026 government rule change (Securities Contracts Regulation Amendment Rules) allows companies valued above ₹5 lakh crore to list with a public float as low as 2.5% instead of the usual 10-25%, which is what made Jio's minimal 2.9% dilution IPO structurally possible.

Shift toward AI and platform monetization: industry commentary increasingly frames Jio's next growth phase around AI services (JioBrain, Gemini partnership, JioAICloud) rather than pure subscriber additions, since telecom penetration in India is already near-saturated.

Introduction to Reliance Jio



Revenue and Ebitda Growth

2.6 Competitive Advantages

All-IP, greenfield network: unlike incumbents, Jio built a purely 4G/5G IP-based network with no legacy 2G/3G infrastructure to maintain, making it structurally more efficient, and its early move to Standalone (True) 5G architecture gives it network slicing and low-latency capabilities competitors are still building toward.

- Distribution and capital backing deep integration with Reliance Retail's physical network as a recharge/device distribution channel, plus Reliance Industries' balance sheet strength.
- Ecosystem lock-in: a strategy explicitly built on "volume + ecosystem lock-in," bundling JioApps, JioFiber and JioMart to raise switching costs beyond what a single connectivity price war could achieve._
- Strategic global partnerships: equity and product partnerships with Google, Meta, Qualcomm and Intel that extend Jio's technical and AI capabilities beyond what an Indian telecom company could build alone.
- But the moat has limits. Analysts caution that Jio's real moat isn't simply its customer base; telecom pricing discipline still matters, tariff hikes can trigger churn, and global digital companies compete aggressively against Jio's cloud, AI, entertainment and enterprise software businesses.

Jio also faces licence and spectrum renewal risks (RJIL's licence is due for renewal in October 2033, with most spectrum expiring 2041–2042) and ogoig high capex requirements._

2.7 Telecom Company, Digital Platform, or Broader Ecosystem?

By revenue, Jio is still fundamentally a telecom company.
Connectivity (mobile + fixed broadband) generates the overwhelming majority of operating revenue (77% from prepaid plans alone), and EBITDA margins in the low-to-mid 50s are consistent with a scaled, efficient telecom operator rather than a software platform.
By strategic architecture and investor composition, Jio was designed as a digital ecosystem/platform company. It was built deliberately on the Alphabet/Meta/Amazon model, controlling infrastructure, content and commerce layers together with connectivity functioning as the distribution mechanism for a much broader app and services stack (streaming, commerce, gaming, cloud, AI), not an end in itself. The equity stakes held by Google and Meta and product tie-ins like the Gemini partnership reinforce this framing: global platform companies treat Jio as a distribution partner for their own ecosystems, which only makes sense if Jio itself is understood as a platform layer, not merely a carrier.

Jio Leadership across key business metrics

METRIC	JIO	BHARTI AIRTEL	VODAFONE IDEA	BSNL
Total Wireless Subscribers (Mn)	488.9	281.1	129.7	~26.4
5G Subscribers (Mn)	268.5	~125.0	~20.0	~5.5
Fixed Broadband Subscribers (Mn)	27.1	11.7	1.3	0.4
Market Share – Broadband (%)	~43%	~30%	~20%	~1%
Average Revenue per User (₹)	195.2	245.0	145.0	~100
EBITDA Margin (%)	51.9%	53.6%	33.0%	N.A.
Net Debt (₹ Crore)	27,579	1,13,578	2,03,500	N.A.
Return on Capital Employed (%)	14.6%	19.2%	5.6%	N.A.

The table above makes Jio's dual identity concrete. On raw scale, Jio's lead is commanding; nearly 489 million wireless subscribers and 27.1 million fixed broadband connections dwarf Bharti Airtel and Vodafone Idea combined in several categories, and its balance sheet strength (₹27,579 crore net debt versus Airtel's ₹1,13,578 crore) reflects a company that has moved past its capital-intensive build-out phase.

Yet on efficiency metrics, the picture is more contested: Airtel's ARPU of ₹245 and EBITDA margin of 53.6% both edge out Jio's ₹195.2 and 51.9% respectively and Airtel's Return on Capital Employed (19.2%) is meaningfully higher than Jio's 14.6%. This gap suggests that Jio's advantage today is primarily one of scale and distribution rather than per-user monetization efficiency, a distinction that matters for how the IPO should be valued, since scale alone does not guarantee the platform-style margins investors may be pricing in.

Financials & Valuation Analysis

3.1 Income Statement

The income statement analysis evaluates Jio Platforms' revenue growth, profitability, and earnings performance across FY24 to FY26 using the restated consolidated financial statements from the DRHP. It examines key metrics including revenue, EBITDA, EBIT, and net profit while assessing margin expansion and operating leverage.

3.2 Balance Sheet

The balance sheet analysis examines Jio Platforms' financial position by evaluating its assets, liabilities, and shareholders' equity across FY24 to FY26. These historical balance sheet trends provide essential context for estimating net debt, understanding financing capacity, and supporting the assumptions used in the DCF valuation and overall IPO assessment.

Income Statement

Particulars	FY24	FY25	FY26	Trend	Units
Revenue from Operations	₹1,10,175.0	₹1,28,218.4	₹1,46,885.3	15.50%	₹ crore
Revenue Growth	-	16.40%	14.60%		%
EBITDA	₹54,958.7	₹64,170.0	₹76,255.4	17.80%	₹ crore
EBITDA Margin	49.90%	50.00%	51.90%		%
EBIT	₹32,855.6	₹40,032.4	₹49,006.5	33.40%	₹ crore
PBT	₹28,808.0	₹35,127.3	₹40,353.1	27.50%	₹ crore
PAT	₹21,432.3	₹26,109.0		20.50%	₹ crore
PAT Margin	19.50%	20.40%	20.50%	18.40%	%

Balance Sheet

Particulars	FY24	FY25	FY26	Trend	Units
Cash & bank balances	₹2,910.5	₹8,423.6	₹16,946.6	482.30%	₹ crore
Net Debt	₹48,440.0	₹45,273.4	₹27,579.2	(43.1%)	₹ crore
Net Debt / EBITDA	0.9x	0.7x	0.4x	0.4x	x
D&A	₹22,103.0	₹24,138.0	₹27,249.0	18.60%	₹ crore
EBITDA less Cash Capex	₹1,449.1	₹19,902.0	₹42,071.1	17.80%	₹ crore
EBITDA - Cash Capex Margin	1.30%	15.50%	28.60%		%

DEBT REPAYMENT SCHEDULE (USE OF IPO PROCEEDS)

Borrowing (RJIL, ECB/Foreign Currency Loans)	Amount to be Prepaid (₹ crore)
Loan availed March 2022	7,112.60
Loans availed November 2022 (two tranches)	11,380.2 + 2,484.4
Loans availed June 2023 (two tranches)	6,410.9 + 2,669.1
Other borrowings / balance towards prepayment	~2,442.8
Total earmarked for debt prepayment	27,500.00
Balance for general corporate purposes (incl. AI, network capex)	~8,000 – 10,000

The debt repayment schedule outlines the planned utilization of IPO proceeds, with ₹27,500 crore allocated toward prepaying existing borrowings and the remaining funds reserved for strategic corporate investments and network expansion.

PRE-ISSUE SHAREHOLDING PATTERN

Shareholder	Stake (Pre-Issue)	Category
Reliance Industries Limited (Promoter)	66.43%	Promoter
Jaadhu Holdings LLC (Meta Platforms)	9.98%	Strategic — Group A
Google International LLC	7.73%	Strategic — Group A
Public Investment Fund (Saudi Arabia)	2.31%	Sovereign Wealth — Group B
KKR (affiliate)	2.31%	Private Equity — Group B
Vista Equity Partners (affiliate)	2.31%	Private Equity — Group B
Silver Lake	1.88%	Private Equity — Group B
Mubadala Investment Company	1.85%	Sovereign Wealth — Group B
General Atlantic	1.34%	Private Equity — Group B
Abu Dhabi Investment Authority (ADIA)	1.16%	Sovereign Wealth — Group B
TPG Capital	0.93%	Private Equity — Group B
Other shareholders (L Catterton, Intel, Qualcomm, etc.)	~1.77%	Strategic/Financial

3.3 Discounted Cash Flow

The Discounted Cash Flow valuation estimates Jio Platforms' intrinsic value by forecasting future Free Cash Flow to the Firm and discounting those cash flows to their present value using the Weighted Average Cost of Capital. The model incorporates normalized assumptions for revenue growth, operating profitability, taxation, capital investment, and long term terminal growth, while adjusting for the company's reported net debt to derive equity value.

Terminal value represents a significant portion of enterprise value, making the selected discount rate and perpetual growth assumptions particularly important. The DCF framework therefore provides a fundamental valuation benchmark that reflects the company's expected future earning capacity and serves as a key reference point for IPO pricing.

Assumption	Value	Units	Rationale
Base Year Revenue	₹1,46,885.3	₹ crore	FY26 historical
Base Year EBITDA	₹76,255.4	₹ crore	FY26 historical
Tax Rate	25.00%	%	Illustrative normalized tax rate
WACC	10.00%	%	Illustrative discount rate
Terminal Growth	4.00%	%	Long-term nominal growth
Net Debt	₹27,579.2	₹ crore	FY26 reported net debt
Pre-IPO Shares	893.9	crore shares	Issued & paid-up
Forecast Years	5	years	FY27–FY31

3.4 Forecast FCFF

The Free Cash Flow to the Firm (FCFF) forecasting model forms the core of Jio Platforms' intrinsic valuation by projecting the cash flows available to all capital providers over five years from FY27E to FY31E, using FY26 as the base year. Revenue is forecast using a gradually moderating growth trajectory from 13% in FY27E to 9% in FY31E, reflecting continued expansion across telecommunications services, digital platforms, enterprise solutions, and consumer technology offerings while accounting for a more mature growth profile.

Depreciation and amortisation are estimated as a percentage of revenue to derive EBIT, after which a normalized corporate tax rate of 25% is applied to calculate Net Operating Profit After Tax (NOPAT). The model also incorporates capital expenditure assumptions that reflect continued investments in network infrastructure, spectrum-related assets, digital ecosystem expansion, and technology upgrades, while changes in net working capital account for evolving operational requirements.

Particulars	FY26A	FY27E	FY28E	FY29E	FY30E	FY31E	Units
Revenue	₹1,46,885.3	₹1,65,980.4	₹1,85,898.0	₹2,06,346.8	₹2,26,981.5	₹2,47,409.8	₹ crore
Growth	0	13.00%	12.00%	11.00%	10.00%	9.00%	%
EBITDA Margin	0.519149295	52.50%	53.00%	53.50%	54.00%	54.50%	%
EBITDA	₹76,255.4	₹87,139.7	₹98,526.0	₹1,10,395.5	₹1,22,570.0	₹1,34,838.4	₹ crore
D&A % Revenue	0.185512097	18.50%	18.00%	18.00%	17.50%	17.00%	%
D&A	₹27,249.0	₹30,706.4	₹33,461.6	₹37,142.4	₹39,721.8	₹42,059.7	₹ crore
EBIT	₹49,006.4	₹56,433.3	₹65,064.3	₹73,253.1	₹82,848.2	₹92,778.7	₹ crore
Tax on EBIT	₹12,251.6	₹14,108.3	₹16,266.1	₹18,313.3	₹20,712.1	₹23,194.7	₹ crore
NOPAT	₹36,754.8	₹42,325.0	₹48,798.2	₹54,939.8	₹62,136.2	₹69,584.0	₹ crore
Capex % Revenue		20.00%	19.00%	18.00%	18.00%	17.00%	%
Capex	₹34,184.3	₹33,196.1	₹35,320.6	₹37,142.4	₹40,856.7	₹42,059.7	₹ crore
Change in NWC % Revenue		1.00%	1.00%	1.00%	1.00%	1.00%	%
Change in NWC	-	₹191.0	₹199.2	₹204.5	₹206.3	₹204.3	₹ crore

The FCFF forecast projects Jio Platforms' operating performance from FY27E to FY31E using a structured set of financial assumptions based on its historical trajectory and expected business maturity. Revenue is expected to grow from ₹1,46,885 crore in FY26 to ₹2,74,410 crore by FY31E, with annual growth gradually moderating from 13% to 9%. EBITDA margins improve from 51.9% in FY26 to 54.5% by FY31E, reflecting continued operating leverage and greater monetization across the company's telecommunications and digital ecosystem. Depreciation and amortisation are projected to decline from 18.5% to 17.0% of revenue, resulting in steady growth in EBIT and NOPAT over the forecast period.

The model also incorporates disciplined investment assumptions, with capital expenditure reducing from 20% of revenue in FY27E to 17% by FY31E, indicating a gradual transition from expansionary investment toward a more optimized capital allocation strategy. Changes in net working capital are maintained at 1% of revenue, reflecting stable operating requirements. Together, these assumptions generate the projected Free Cash Flow to the Firm, which serves as the primary input for the Discounted Cash Flow valuation and enterprise value estimation.

Particulars	Value	Units
FY27E FCFF	₹39,644.3	₹ crore
FY28E FCFF	₹46,740.1	₹ crore
FY29E FCFF	₹54,735.4	₹ crore
FY30E FCFF	₹60,794.9	₹ crore
FY31E FCFF	₹69,379.7	₹ crore
PV of FY27E FCFF	₹36,040.3	₹ crore
PV of FY28E FCFF	₹38,628.2	₹ crore
PV of FY29E FCFF	₹41,123.5	₹ crore
PV of FY30E FCFF	₹41,523.8	₹ crore
PV of FY31E FCFF	₹43,079.4	₹ crore
PV of Forecast Period	₹2,00,395.1	₹ crore
Terminal Value	₹12,02,582.0	₹ crore
PV of Terminal Value	₹7,46,708.8	₹ crore
Enterprise Value — Check	₹9,47,103.9	₹ crore
Enterprise Value	₹9,47,103.9	₹ crore
Less: Net Debt	₹27,579.2	₹ crore
Equity Value	₹9,19,524.7	₹ crore

Per-Share Valuation	
Pre-IPO Equity Value / Share	₹1028.66
Post-IPO Reference Shares (no price-band circularity)	920.9

The Discounted Cash Flow valuation converts Jio Platforms' projected FCFF into present value using the Weighted Average Cost of Capital. The present value of the five-year forecast period totals ₹2,00,395 crore, while the discounted terminal value contributes ₹7,46,709 crore, reflecting the company's long-term cash generating potential.

This results in an enterprise value of ₹9,47,104 crore, which translates into an equity value of ₹9,19,525 crore after adjusting for net debt. Based on the pre-IPO share base, the model derives an implied intrinsic value of ₹1,028.66 per share, providing a fundamental benchmark for assessing Jio Platforms' proposed IPO pricing.

WACC \ g	3.00%	3.50%	4.00%	4.50%	5.00%
8.00%	₹1294.62	₹1421.39	₹1579.86	₹1783.61	₹2055.27
9.00%	₹1065.71	₹1149.02	₹1248.99	₹1371.17	₹1523.91
10.00%	₹902.44	₹960.70	₹1028.66	₹1108.98	₹1205.37
11.00%	₹780.20	₹822.81	₹871.50	₹927.68	₹993.23
12.00%	₹685.29	₹717.53	₹753.80	₹794.91	₹841.88
13.00%	₹609.52	₹634.57	₹662.41	₹693.52	₹728.52

3.5 Sensitivity Analysis

The sensitivity analysis evaluates how changes in the Weighted Average Cost of Capital (8% to 13%) and terminal growth rate (3% to 5%) affect Jio Platforms' implied intrinsic value per share. The base case valuation of ₹1,028.66 per share is derived using a 10% WACC and a 4% terminal growth rate. The valuation range extends from ₹609.52 under the most conservative assumptions to ₹2,055.27 under the most optimistic scenario, highlighting the significant influence of these two variables on the DCF outcome.

The base-case valuation lies near the midpoint of the matrix, while the implied share price ranges from approximately ₹609.52 under the most conservative assumptions (13.0% WACC, 3.0% growth) to ₹2,055.27 under the most optimistic scenario (8.0% WACC, 5.0% growth). This range demonstrates that the valuation remains highly sensitive to long-term discount and growth assumptions, making the sensitivity table an essential tool for assessing both upside potential and downside risk.

3.6 Comparable Companies

The trading comparable companies analysis benchmarks Jio Platforms against leading telecommunications operators across India and China to assess its valuation relative to listed peers. The comparison evaluates FY26 revenue, EBITDA, EBITDA margins, and key market multiples, including EV/EBITDA and P/E.

Jio's 51.9% EBITDA margin positions it among the strongest performers in the peer group, reflecting the efficiency of its integrated telecommunications and digital platform model. This analysis complements the DCF valuation by comparing Jio's operating performance and valuation profile with established industry players, helping assess whether its proposed IPO valuation aligns with prevailing market benchmarks.

Comparable Companies

Company	Country	FY26 Revenue	FY26 EBITDA	FY26 EBITDA	EV / EBITDA	P / E
Jio Platforms	India	₹1,46,885.3	₹76,255.4	51.90%		
Bharti Airtel	India	₹2,10,972.8	₹1,21,267.6	57.50%	10.5	40.5
Vodafone Idea	India	₹44,873.0	₹19,004.0	42.40%	18	4
China Mobile	China	₹1,05,018.7	₹33,893.1	32.30%	4.2	11.6
Bharti Airtel India ex passive	India	₹1,40,373.4	₹82,192.6	58.60%		

Metric	Jio	Bharti Airtel	Vodafone Idea	Selected / Median	Notes
FY26 EBITDA	₹76,255.4	₹1,21,267.6	₹19,004.0	10.5	All in ₹ crore
EV / EBITDA		10.5	18	10.5x	Latest / FY26
Selected EV / EBITDA	-	-	-	10.5x	Median of Airtel / Vodafone Idea / China Mobile
Implied Enterprise Value	-	-	-	800681.7	Jio EBITDA × selected multiple
Less: Net Debt	₹27,579.2	-	-	27579.2	FY26 net debt
Implied Equity Value	-	-	-	10.5x	EV less net debt
Pre-IPO Shares	893.9	-	-	₹8,00,681.7	crore shares
Implied Value / Share	-	-	-	₹7,73,102.5	Equity value / pre-IPO shares

The relative valuation approach estimates the company's fair value by benchmarking it against comparable publicly listed telecom companies using the EV/EBITDA multiple, a widely used metric for valuing capital-intensive businesses with stable operating cash flows. The analysis considers key industry peers such as Bharti Airtel and Vodafone Idea, whose latest trading multiples provide a relevant market benchmark. Based on the peer comparison, a 10.5× EV/EBITDA multiple was selected as the valuation benchmark, representing a balanced estimate derived from prevailing industry valuations while minimizing the impact of extreme market pricing. The selected multiple was applied to the company's projected FY26 EBITDA of ₹76,255.4 crore, resulting in an implied Enterprise Value of approximately ₹8,00,681.7 crore.

After deducting the projected FY26 net debt of ₹27,579.2 crore, the implied equity value was obtained and divided by the company's 893.9 crore pre-IPO shares outstanding to estimate the implied value per share. This methodology complements the DCF valuation by providing a market-based cross-check, ensuring that the company's valuation remains aligned with comparable telecom operators and strengthening the overall investment assessment through an independent valuation perspective.

IPO & Market Perspective

Before assessing what Jio's 2026 initial public offering might be worth, it is useful to look at how the market has valued the company in the past. Jio's valuation was not invented for the purpose of the IPO, instead it has evolved over several years through a sequence of private funding transactions with some of the world's largest technology firms, private equity houses, and sovereign wealth funds. Tracing this history gives a set of independent, arm's-length valuation benchmarks against which the eventual IPO pricing can later be compared.

4. 2020 Fundraising: An Overview

The most significant round of fundraising in Jio Platforms' history took place through 2020, when the company raised a total of ₹1,52,056 crore from 13 distinct investors across 4 separate transactions, as quoted on Reliance Industries' FY2020-21 annual report.. The list included both strategic technology partners like Facebook and Google being chief among them and a broad base of financial institutions, ranging from global private equity funds to sovereign wealth funds. Together, these transactions provide several independent data points on how sophisticated global investors valued Jio at the time.

4.2 Key Calculations

Calculation	Result
Total funds raised across all 14 transactions (13 investors)	₹1,52,056 cr
Silver Lake's combined investment (₹5,655.75 cr + ₹4,546.80 cr, two tranches)	₹10,202.55 cr
Gap between the ₹4.91 lakh cr benchmark and Google's implied valuation	₹55,000 cr
Google's discount to the ₹4.91 lakh cr benchmark, in percentage terms	≈ 11.2%

4.1 Summary of Investments

Investor	Date	Investment	Stake	Implied Equity Valuation
Facebook	Apr 2020	₹43,574 cr	9.99%	₹4.62 lakh cr*
Silver Lake	May 2020	₹5,656 cr	~1.15%	₹4.90 lakh cr
Vista	May 2020	₹11,367 cr	2.32%	₹4.91 lakh cr
General Atlantic	May 2020	₹6,598 cr	1.34%	₹4.91 lakh cr
KKR	May 2020	₹11,367 cr	2.32%	₹4.91 lakh cr
Mubadala	Jun 2020	₹9,094 cr	1.85%	₹4.91 lakh cr
ADIA	Jun 2020	₹5,684 cr	1.16%	₹4.91 lakh cr
TPG	Jun 2020	₹4,547 cr	0.93%	₹4.91 lakh cr
L Catterton	Jun 2020	₹1,895 cr	0.39%	₹4.91 lakh cr
PIF	Jun 2020	₹11,367 cr	2.32%	₹4.91 lakh cr
Intel Capital	Jul 2020	₹1,895 cr	0.39%	₹4.91 lakh cr
Qualcomm Ventures	Jul 2020	₹730 cr	0.15%	₹4.91 lakh cr
Google	Jul 2020	₹33,737 cr	7.73%	₹4.36 lakh cr

**Facebook's investment is generally treated as the opening benchmark of the 2020 round; later transactions are compared against it. Silver Lake invested in two tranches alongside co-investors, which is why the round comprises 14 transactions but only 13 investors.*

4.2 Key Calculations

Silver Lake's two tranches, taken together, amount to ₹10,202.55 crore, which explains the mismatch between the number of transactions and the number of distinct investors. Google's implied equity valuation of ₹4.36 lakh crore sits about ₹55,000 crore, roughly 11.2 per cent and below the ₹4.91 lakh crore level established by the cluster of institutional investors that came in through May and June 2020.

4.3 Reading the Round: Three Phases of Valuation

Phase I : Facebook Sets the Initial Benchmark

Facebook's investment of ₹43,574 crore for a 9.99% stake, announced in April 2020, was the transaction that opened the round and set its tone. It implied an equity valuation of roughly ₹4.62 lakh crore for Jio Platforms which is a striking figure for a business that, at the time, was still primarily understood as a telecom operator. As the first major strategic investment, it signalled that global technology companies saw value in Jio well beyond connectivity: its user base, digital ecosystem, and platform potential were already being priced in. This transaction effectively became the reference point that subsequent investors were measured against.

Phase II : Institutional Validation Around ₹4.9 Lakh Crore

Over the following two months, a cluster of major global investors, Silver Lake, Vista Equity Partners, General Atlantic, KKR, Mubadala, ADIA, TPG, L Catterton, the Public Investment Fund of Saudi Arabia, Intel Capital, and Qualcomm Ventures, invested in Jio Platforms at implied equity valuations clustered tightly around ₹4.9 to ₹4.91 lakh crore. This is arguably the most important finding in the round: it was not one investor's opinion but a consistent valuation independently arrived at by more than ten separate institutions, spanning private equity, sovereign wealth funds, and technology companies. That convergence lends the ₹4.9 lakh crore figure considerably more credibility

Phase III : The Google Transaction and Valuation Divergence

Google's investment of ₹33,737 crore for a 7.73% stake, concluded in July 2020, implied an equity valuation of ₹4.36 lakh crore, around 11.2% below the ₹4.91 lakh crore benchmark set by the

Institutional cluster. It would be a mistake to read this as evidence that Jio's underlying value had fallen. Private-market valuations of the same company can differ across transactions depending on negotiated terms, an investor's specific strategic priorities, and the structure of the deal itself. Google's participation carried a clear strategic dimension that the two companies went on to jointly develop an affordable smartphone platform for the Indian market and this strategic dimension may have shaped both the size and the pricing of the investment differently from a purely financial investor's calculus.

4.4 What the Funding History Tells Us

Taken together, Jio Platforms' 2020 funding history points to strong institutional confidence in the company's long-term growth prospects, while also showing that private-market valuation was never a single fixed number. The concentration of transactions around ₹4.9-4.91 lakh crore established a robust valuation benchmark, corroborated independently by more than ten global institutions, while Google's comparatively lower implied valuation illustrates how individual transaction terms can produce genuine variation even within the same funding round. This variation highlights the fact that investors may assess the same company differently depending on the strategic value of the investment, transaction structure, timing and expectations regarding future growth. Nevertheless, the repeated investments around the ₹4.9 lakh crore level provide strong evidence that this valuation represented a widely accepted benchmark during the 2020 funding phase.

This historical valuation range, roughly ₹4.36 to ₹4.91 lakh crore, therefore forms an important reference point against which Jio's eventual IPO valuation in 2026 can be assessed. Comparing the IPO valuation with this historical range will help determine whether public-market investors assign Jio a premium or discount relative to its earlier private-market valuation. A higher valuation could reflect stronger expectations of future growth, profitability and expansion, while a lower valuation could indicate greater emphasis on financial performance, risks and sustainable earnings.

4.5. Comparable IPO Analysis: Lessons from Hyundai, LIC, Paytm and Swiggy

Historical IPOs offer a useful reference point for gauging how public markets might value and receive Jio's own offering. These four companies are not direct business competitors of Jio, but their listings reveal how Indian investors have responded to large-scale offerings, high-growth technology businesses, and companies carrying strong pre-listing expectations. Hyundai Motor India and LIC serve as benchmarks for scale and investor attention at the top end of the market, while Paytm and Swiggy illustrate how technology- and platform-oriented businesses have been priced and received. The comparison that follows focuses on issue size, issue structure, pricing, subscription levels and listing performance, rather than treating these four companies as direct valuation peers of Jio.

4.5.1 Why These Four Companies

The four companies were selected to provide a diverse benchmark for evaluating IPO performance across different sectors and business models. Hyundai Motor India was selected as a benchmark for scale, being the largest IPO in India. LIC represents a large, high-profile IPO and provides a benchmark for investor expectations surrounding established businesses. Paytm was included as an example of a technology and platform-based business, particularly highlighting the risks associated with high-growth valuations. Swiggy, another digital platform and new-economy business, was selected to assess growth-based valuation and investor expectations for emerging technology-driven companies.

4.5.3 Reading the Numbers

Among the four, Hyundai Motor India's ₹27,870 crore issue remains the largest Indian IPO to date and provides the closest historical benchmark for Jio in terms of sheer issue size though any direct comparison with Jio's eventual issue size can only be drawn once that figure is finalised.

The split between fresh issue and offer-for-sale (OFS) is also worth isolating, since it shows how much of each IPO's headline size actually represented new capital for

4.5.2 Comparative IPO Snapshot

Particular	Hyundai Motor India	LIC	Paytm	Swiggy
IPO year	2024	2022	2021	2024
Issue size	₹27,870 cr	₹20,557 cr	₹18,300 cr	₹11,327 cr
Fresh issue	Nil	Nil	₹8,300 cr	₹4,499 cr
OFS	₹27,870 cr	₹20,557 cr	₹10,000 cr	~₹6,828 cr
Issue price	₹1,960	₹949	₹2,150	₹390
Overall subscription	2.37×	2.95×	1.89×	3.59×
NSE listing price	₹1,934	₹872	₹1,950	₹420
Listing return	**−1.33%**	**−8.11%**	**−9.30%**	**+7.69%**

Listing return = (Listing price − Issue price) ÷ Issue price × 100. Figures are based on SEBI RHP/prospectus filings (issue structure and pricing) and NSE data (listing prices).

Company	Fresh issue as % of total issue size
Hyundai Motor India	0%
LIC	0%
Paytm	≈ 45.4%
Swiggy	≈ 39.7%

The company rather than an exit for existing shareholders. For Paytm, ₹8,300 crore of its ₹18,300 crore issue was fresh capital, about 45.4% of the total. For Swiggy, ₹4,499 crore of ₹11,327 crore was fresh, about 39.7%. Hyundai and LIC, by contrast, were entirely OFS, meaning none of their issue proceeds flowed into the companies themselves.

4.5.4 What the Comparisons Suggest

Scale Does Not Guarantee a Successful Listing

Hyundai Motor India and LIC were both enormous, high-profile IPOs: ₹27,870 crore and ₹20,557 crore, respectively, and both were comfortably subscribed. Yet both listed below their issue prices, at −1.33% and −8.11%. This is a meaningful signal for Jio: enormous investor attention, driven by scale and brand recognition, does not by itself guarantee a premium listing. Pricing appears to matter at least as much as demand, and Jio's association with Reliance and its sheer size are likely to generate significant attention, but that attention will not shield the offering from scrutiny if the issue price is seen as aggressive relative to fundamentals.

Growth-Led, Technology Narratives Carry Valuation Risk

Paytm's listing offers a sharper cautionary lesson. The issue raised ₹18,300 crore and was subscribed 1.89×, yet it listed at ₹1,950 against an issue price of ₹2,150 and closed its first trading day near ₹1,560, a fall of roughly 27.4% from the issue price. The lesson here is not that a technology or platform narrative dooms an IPO, but that a valuation built heavily on future growth expectations is vulnerable to a sharp correction if public-market investors are not convinced those expectations are backed by current fundamentals. Jio's position is meaningfully different: it already generates substantial revenue and positive EBITDA, sits on a very large subscriber base, and operates established telecom infrastructure with strong cash generation, so its situation is not directly comparable to Paytm's at the time of listing.

Digital-Platform Businesses Can Still Command a Premium

Swiggy tells a more encouraging story for growth-oriented listings. Its ₹11,327 crore issue was subscribed 3.59×, and it listed at ₹420 against an issue price of ₹390, a gain of 7.69%. This suggests investors are willing to assign real value to digital-platform businesses on the strength of expected future growth and ecosystem potential, even where near-term profitability doesn't fully justify the valuation on conventional metrics. Jio is not simply a digital-platform story in the way Swiggy is; it combines telecom infrastructure, a very large user base, digital services, 5G capability and a wider ecosystem of businesses. This combination could support a valuation premium over a conventional telecom business if investors believe the broader ecosystem will generate additional value, though translating that belief into a specific multiple is a separate exercise beyond the scope of this comparison.

IPO Structure Shapes What the Offering Actually Means

A final point cuts across all four comparables: the headline size of an IPO does not necessarily indicate how much capital is flowing into the company itself. In an OFS, existing shareholders sell down their holdings and the company receives nothing; only the fresh-issue portion adds to the company's balance sheet. Hyundai and LIC were entirely OFS, while Paytm and Swiggy combined fresh issuance with OFS. This distinction matters for interpreting the purpose of an IPO and will be directly relevant when examining the structure of Jio's own offering in the next subsection.

Implications for Jio

Taken together, these four comparisons show that Jio's eventual market valuation will depend on more than the size of its offering or the level of investor demand it attracts. Hyundai Motor India and LIC demonstrate that even highly anticipated mega-IPOs can list below their issue prices when pricing is perceived as aggressive. Paytm illustrates the risk attached to growth- and technology-driven valuations, while Swiggy shows that investors can reward digital-platform businesses when expectations of future growth are sufficiently well supported. For Jio, this suggests that its substantial scale, established profitability and telecom foundation may offer a sturdier base than some technology-led IPOs have had, while its wider digital ecosystem could still support a valuation premium over a conventional telecom business. How large that premium turns out to be will ultimately depend on investor expectations, the pricing of the issue itself, and prevailing market conditions at the time of listing.

4.6. IPO Structure, Market Multiples and Investor Expectations

4.6.1 IPO Structure

Jio Platforms' proposed IPO is structured as a 100% book-built fresh issue of up to 27 crore equity shares, each carrying a face value of ₹10, with no offer-for-sale component. The 27 crore shares represent approximately 2.9% of post-issue equity, and the issue is currently expected to raise around ₹35,000-38,000 crore, though the DRHP leaves the final price band and aggregate issue amount undetermined at this stage.

This structure sets Jio apart from several historical mega-IPOs. Because the issue is entirely fresh, all proceeds accrue to Jio Platforms itself rather than to existing shareholders seeking an exit. The primary use of proceeds repayment or prepayment of ₹27,500 crore of outstanding borrowings makes deleveraging a central objective of the offering. At the same time, the relatively low dilution of roughly 2.9% suggests the IPO is designed more to establish a public-market valuation and unlock value than to transfer a substantial ownership stake to public investors. In effect, Jio's IPO is doing four things simultaneously: raising capital, deleveraging the balance sheet, enabling price discovery, and unlocking shareholder value while promoter ownership remains largely intact.

4.6.2 Market Multiples

The DRHP identifies Bharti Airtel and Vodafone Idea as Jio's listed peers, but the two should not be weighted equally. The FY26 comparison below shows why.

Airtel as the Primary Benchmark

Airtel is the more meaningful comparator. Jio's 524.4 million customers and ₹214 ARPU compared with Airtel's roughly 482 million Indian customers and ₹257.2 ARPU; Jio's FY26 revenue of ₹1.47 lakh crore and EBITDA of ₹76,255 crore (a 51.91% margin) sit alongside Airtel's ₹1.40 lakh crore India revenue and ₹1.21 lakh crore consolidated EBITDA (a 57.48% margin). Airtel traded at a P/E of 42.27× based on its 17 June 2026 price, per the DRHP. Applying that multiple to Jio's FY26 diluted EPS of ₹33.59 gives 33.59 × 42.27 ≈ ₹1,420 per share, and at

IPO Structure	Jio Platforms
Issue type	Fresh issue
Maximum shares offered	27 crore
Face value	₹10/share
OFS	Nil
Approx. post-issue dilution	2.9%
Expected issue size	~₹35,000–38,000 crore*
Primary use of proceeds	Repayment/prepayment of ₹27,500 crore debt
Other use	General corporate purposes
Price discovery	100% book building
Final price	Yet to be determined

approximately 8.94 billion shares outstanding, this implies a market capitalisation of roughly ₹12.7 lakh crore. This figure should not be read as Jio's intrinsic value. It is a market-multiple scenario: the valuation Jio could command if investors priced it exactly as they price Airtel's earnings today, nothing more.

Vodafone Idea as a Cautionary Reference, Not a Peer Average

Vodafone Idea's 4.65× P/E should not be averaged with Airtel's to produce some blended "telecom multiple" that would be methodologically unsound. Vodafone Idea remains financially distressed, carries negative net worth, and its FY26 reported profit was distorted by exceptional AGR-related gains. Its financial position bears little resemblance to Jio's. Airtel therefore serves as the primary valuation benchmark, while Vodafone Idea is retained only as a lower-bound, cautionary reference point.

worth (20.32% vs 9.42%) show that Jio still trails Airtel on monetisation and capital efficiency. In short: Jio has scale, but Airtel has superior monetisation and returns.

Narrative II : A Premium for Being More Than Telecom

Jio's broader ecosystem digital services, cloud, nterprise solutions, AI, connected devices and digital commerce extends well beyond a conventional mobile network, and the DRHP itself positions Jio as a digital connectivity and technology business rather than a pure telecom operator. This raises the central valuation question for investors: should Jio be priced at an Airtel-like telecom multiple, or does its digital-platform optionality justify a premium above it?

Narrative III : How Much Premium Is Already Priced In

A counterargument is that Jio's scale and market leadership may already be reflected in the IPO price itself. If Jio prices below Airtel's implied multiple, the

Metric	Jio Platforms	Bharti Airtel	Vodafone Idea
Revenue	₹1,46,885 cr	₹2,10,973 cr	₹44,873 cr
EBITDA	₹76,255 cr	₹1,21,268 cr	₹19,003 cr
EBITDA margin	51.91%	57.48%	42.35%
Diluted EPS	₹33.59	₹44.37	₹3.21
P/E	N/A*	42.27×	4.65×
RoNW	9.42%	20.32%	NM
NAV/share	₹373.66	₹244.60	−₹3.30

*Peer financial data is sourced from the respective FY26 financial statements/stock-exchange filings and is also reflected in Jio's DRHP peer analysis. *Jio was unlisted at the time of the DRHP, so no market-determined P/E exists.*

4.6.3 Investor Expectations

Investor expectations for Jio's IPO are likely to be shaped by three competing narratives rather than a single consensus view.

Narrative I: Jio as a Telecom Company

If investors view Jio primarily through a telecom lens, subscribers, ARPU, revenue, EBITDA margins, network scale and 5G rollout, Airtel becomes the natural benchmark. Jio's scale supports this narrative (524.4 million customers versus Airtel's ~482 million, and an EBITDA margin above 50%), but Airtel's higher ARPU (₹257.2 vs ₹214) and materially higher return on net

offering could look attractive to investors; if priced around Airtel's multiple, the market is effectively treating Jio as a premium telecom company; and if priced significantly above it, investors are paying up front for future digital-platform, AI and cloud growth that has not yet materialised in reported earnings.

What are analysts expecting? Post-DRHP estimates vary widely around ₹12.7 lakh crore if valued at Airtel's 42.27× P/E, roughly $115–128 billion (about ₹9.5–10.8 lakh crore depending on exchange-rate assumptions) in some brokerage estimates, and higher figures in commentary that attributes a larger premium to Jio's digital and technology businesses. The width of this range is itself *the finding: Jio's eventual market valuation is highly sensitive to the multiple investors choose to assign to its telecom versus digital-platform businesses.*

Illustrative Valuation Sensitivity

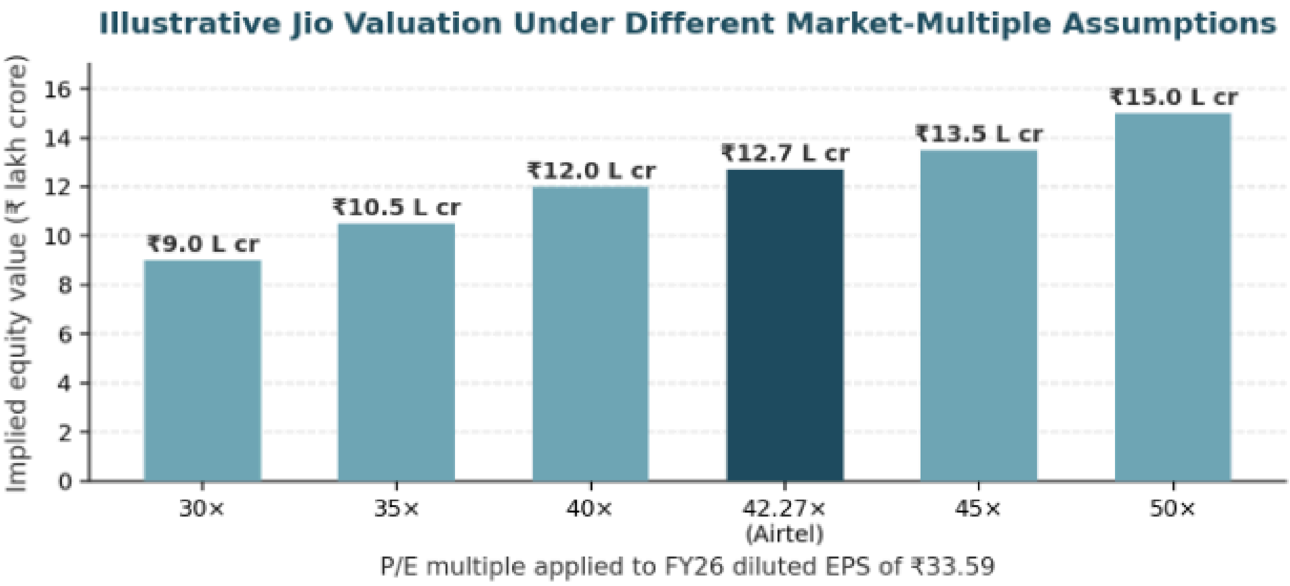
The table and chart below apply a range of P/E multiples to Jio's FY26 diluted EPS of ₹33.59, using approximately 8.94 billion shares outstanding. These are illustrative market-cap scenarios, not intrinsic valuations, and are intended to complement not substitute for a fundamentals-based DCF.

Worth relative to Airtel argues against an unconstrained premium. The eventual IPO valuation will therefore depend not only on Jio's reported financial performance but on the extent to which investors are willing to capitalise its future digital-platform growth into today's price.

4.7. Conclusion: IPO & Market Perspective

Jio Platforms' valuation journey demonstrates that its eventual IPO valuation is likely to be influenced by both.

P/E multiple	Implied share value	Approx. equity value*
30×	₹1,008	₹9.0 lakh cr
35×	₹1,176	₹10.5 lakh cr
40×	₹1,344	₹12.0 lakh cr
42.27× (Airtel)	**₹1,420**	**₹12.7 lakh cr**
45×	₹1,512	₹13.5 lakh cr
50×	₹1,680	₹15.0 lakh cr



A relatively small change in the assumed multiple — from 30× to 50× — swings implied equity value from roughly ₹9.0 lakh crore to ₹15.0 lakh crore, a difference of ₹6 lakh crore. This is precisely why market valuation and fundamental valuation are distinct exercises.

Investor expectations, in sum, will be shaped by the tension between these narratives. Jio's large customer base and strong EBITDA generation support a telecom-style valuation anchored to Airtel, while its broader digital ecosystem supports the case for a premium above it. At the same time, Jio's lower ARPU and return on net embedded in public-market pricing. Its previous private funding rounds established a strong valuation trajectory, while the experience of comparable IPOs shows that scale, brand strength and investor demand do not necessarily translate into sustained post-listing valuations.

Conclusion

5.1 Jio's Evolution and Strategic Status

Jio Platforms is more than a typical telecommunications organisation. The examination shows Jio’s journey from a capital-intensive provider of connectivity to an integrated digital ecosystem comprising telecom, broadband, media and entertainment, cloud computing, business solutions, artificial intelligence, and digital services. It has a strong base for growth owing to its size, substantial number of customers, leadership in the 5G sector, and ecosystem-based strategies. Nevertheless, the main question is whether all these new digital endeavours can provide enough revenue for the company to deserve a premium in terms of valuation compared to standard telecommunications businesses.

5.2 Financial Success of Jio

Jio’s finances establish a great foundation for its expected IPO. Its revenue rose from ₹1.1 lakh crore in FY24 to ₹1.5 lakh crore in FY26, while EBITDA grew to ₹76,255 crore and EBITDA profitability reached 51.9%. Jio shows significant improvement in the company’s financial flexibility, with the net debt decreasing from ₹48,440 crore to ₹27,579 crore in the same period. EBITDA, adjusted for cash capital expenditures, rose from ₹1,449 crore in FY24 to ₹42,071 crore in FY26, indicating that Jio is becoming more efficient at generating cash.

5.3 Valuation Results

Our Discounted Cash Flow analysis based on FCFF over a five-year period gives a fundamental reference for evaluating Jio’s intrinsic worth.

In our examination, we have applied the base-case WACC valuation of 10% and the terminal growth ratio of 4% to derive an enterprise value of ₹9.47 lakh crore and equity value of ₹9.20 lakh crore. The resulting implied intrinsic value per share comes to ₹1,028.66. Nevertheless, the run of our sensitivity analysis shows that the actual valuation range is ₹609.52-₹2,055.27 per share.

5.4 Initial Public Offering (IPO) and Market Attitude:

The previously conducted stages of funding and scrutiny of other similar IPOs support the idea of price discipline in this respect. The amount of money raised by Jio in 2020 was the basis of the valuation in the range of about ₹4.36 lakh crore-₹4.91 lakh crore, and this was secured by many other global strategic and financial investors. Nevertheless, the nature of other mega IPOs shows that scale, brand name and the attention of investors do not always ensure success in the listing.

5.5 Final Evaluation

As a whole, Jio makes its way into the public market with considerable size, impressive profitability, an upward trend in cash creation and various opportunities to develop its ecosystem. Nevertheless, its ultimate price will rely on the attitude taken by investors, whether they define it as a telecom provider or grant additional points in value due to its experience in digital technologies, artificial intelligence, cloud computing, and the sphere of enterprise. Despite favourable fundamentals, less successful monetisation and profitability approaches relative to those of Airtel will not make a strong argument for offering an unconstrained premium. Hence, it can be concluded that the fate of Jio's IPO will depend on a sensible pricing policy, as well as the company's capacity to successfully build up on its ecosystem strategy.

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