Jio listing to halt an old IPO trend

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It takes a truly massive deal to move the needle on a decade-long market trend, and Jio Platforms Ltd's initial public offering could be one such.

Its proposed public issue could temporarily halt a trend that has dominated India's primary market for one and a half decades: promoters and private equity investors using IPOs as an exit route through offers for sale (OFS).

Jio Platforms' IPO would mark a notable departure, with a larger share of the proceeds used to fund business growth. Unlike OFS, where proceeds go to selling investors, funds raised through fresh issues flow into the firm and can support expansion, debt repayment and other growth plans.

A big share of the IPO funds will be used in the biz. BLOOMBERG

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Jio Platform's call comes amid a sluggish primary market. After two years of record fundraising, India's mainboard IPO market slowed sharply in 2026 due to volatility driven by US tariffs and its subsequent strikes in Iran.

May passed without a single

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Jio Platforms bucks a long-running IPO trend

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mainboard IPO. Sentiment has improved since the US-Iran ceasefire this month, with Jio Platforms and National Stock Exchange of India Ltd (NSE) filing their draft papers with the Securities and Exchange Board of India (Sebi).

The contrast between the two proposed offerings illustrates the shift in the primary market mix. Jio Platforms plans a fresh issue of 270 million equity shares and intends to use up to ₹27,500 crore to prepay borrowings of its subsidiary, Reliance Jio Infocomm Ltd. Based on *Mint*'s earlier reporting, the IPO could raise about ₹35,000 crore, potentially making it India's largest public issue.

NSE, on the other hand, plans an entirely OFS issue, with existing shareholders selling up to 148.9 million shares. The exchange will not get any proceeds. Based on prevailing unlisted market valuations, NSE's IPO is estimated at about ₹30,000 crore, making it potentially the second-largest issue.

Since 2012, offers for sale have made up more than half of all IPO fundraising. A *Mint* analysis of Prime Database data shows OFS accounted for 60% of fundraising in 2024 and 63% in 2025. In 2020, it reached a staggering 87%.

Over half

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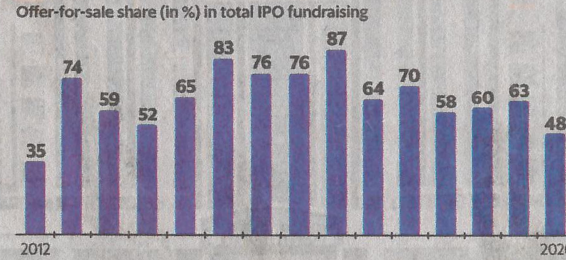

Includes proposed NSE & Jio Platforms IPO based on DRHP. Jio IPO size is based on Mint's reported estimate; NSE IPO size is based on prevailing unlisted share price. Data for 2026 as on 23 June 2026.

Source: PRIME Database, Mint analysis

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To further understand the magnitude and mix of the primary market, one must look at the country's biggest listings. Of the 20 largest IPOs since inception, 15 had OFS components accounting for more than half of the total issue size. Nine were entirely OFS, including the ₹27,859-crore Hyundai Motor India Ltd's IPO and the ₹20,557-crore Life Insurance Corp of India's issue. Only three of the top 20 IPOs—Reliance Power, NTPC Green Energy and DLF Ltd—were purely fresh issues.

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But Jio Platform's massive fresh issue is heavy enough to tip the scales. If the IPO proceeds as planned, the OFS share may fall to about 48% in 2026, a rare minority.

Experts, however, caution against reading this as a structural shift. "Jio's IPO may temporarily alter the OFS-to-fresh issue mix because of its size, but I would view it as a one-off event rather than a structural shift," said Pranav Haldea, managing director, Prime Database Group. He said investors should focus only on the quality of the business and the valuation. "As historical data also shows, an IPO being an OFS or a fresh issue has no bearing on how it performs."

Manish Bhandari, CEO and portfolio manager at Vallum Capital, said the primary market's OFS-heavy nature is widely misread as promoter enrichment. "It's actually global capital completing investment cycles." The prevalence of OFS reflects PE/VC investors monetizing investments as firms mature and access public markets, he said.

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