

Reliance Forges Ahead with Major Investments in Retail, Telecom



Reliance Industries, India's largest private sector enterprise, is ramping up its investment and innovation in its consumer-facing businesses, with a particular focus on its retail and telecom divisions. This strategic push, detailed in the company's latest annual report for FY25, highlights a commitment to leveraging technology and capital expenditure to solidify its market dominance. The company's diversified growth engines, including Reliance Retail and Jio Platforms, are driving a new phase of expansion and technological advancement.

According to the annual report, Reliance Retail invested a significant amount of money in FY25, with capital expenditure up 37.5% from the previous year. This investment was primarily directed toward infrastructure development and expanding its vast network of physical stores. The company opened 2,659 new stores during the fiscal year, bringing its total store count to 19,340, establishing it as the largest retailer in India by store footprint. This expansion is part of a broader strategy to grow its presence across both urban and rural India, with a particular focus on tier-2 and tier-3 cities.

On the telecom front, Reliance's digital services arm, Jio Platforms, is accelerating its innovation efforts. The company filed an unprecedented 1,654 patent applications in FY25, nearly half of its total cumulative filings to date. These patents are concentrated in key strategic areas such as 5G and beyond, AI/ML models, cloud-native platforms, and blockchain. The rapid pace of

innovation underscores Jio's ambition to maintain its competitive edge and develop new long-term monetization opportunities beyond traditional telecom services. This includes building advanced AI infrastructure through collaborations and working on its green energy commitments, such as achieving 100% of its energy needs through green sources by 2030.

The company's performance in these sectors has been strong. Reliance Retail's revenue from operations grew by 6.6%, while its digital services arm saw a 16% jump in revenue. These consumer businesses contributed over half of Reliance's consolidated EBITDA for the year. This aggressive investment and focus on innovation are positioning Reliance to not only meet India's evolving consumer demands but also to establish itself as a leader in next-generation technologies.