

**BUY**  
**TP: Rs 949 | ▲ 23%**
**ADITYA BIRLA SUN LIFE  
AMC**

| Diversified Financials

| 22 January 2026

## Stable performance

- Reported operating performance above our expectations with core revenue growth of 7.4% YoY and 3.6% QoQ
- Total MF QAAUM increased 15.5% YoY and 4.2% QoQ. Equity MF AUM rose 11% YoY and 3.6% QoQ
- Maintain BUY with TP of Rs 949 (earlier Rs 982), valuing the stock at 20x Dec'27E EPS

Vijiya Rao  
 Research Analyst  
 Niraj Jalan  
 Research Analyst  
 research@bobcaps.in

**Operating performance above expectations:** ABSLAMC reported core revenue growth of 7.4% YoY and 3.6% QoQ to Rs 4,781 mn vs our estimate Rs 4,711 bn. MF QAAUM grew strong 15.5% YoY and 4.2% QoQ (up 11% YoY and 5.5% QoQ in Q2FY26). Revenue yields remained stable at 43bps in Q3FY26. EBITDA rose 5.6% YoY and 2.5% QoQ to Rs 2,897 mn vs our estimate of Rs 2,842 mn. However, EBITDA margin moderated to 60.6% vs 61.3% in Q2FY26 vs 61.6% in Q3FY25. PAT increased by 20.1% YoY and 11.7% QoQ to Rs 2,695mn vs our expectations of Rs 2,564mn. This is despite the one-time impact of Rs 28mn, on account of implementation of New Labor Codes.

**Healthy AUM growth:** Overall AUM grew 20.1% YoY and 4.5% QoQ. Total MF QAAUM increased 15.5% YoY and 4.2% QoQ to Rs 4.4 trn. Equity MF AUM rose by 11% YoY and 3.6% QoQ to Rs 1.9 trn with equity yields remaining stable at 64-65bps range. However, equity share in MF mix stood at 45% vs. 45.2% in Q2FY26.

**Market share decline continues:** Overall market share declined to 6.12% vs 6.14% in Q2FY26, while equity market share also moderated to 4.09% vs 4.15% in Q2FY26. However, B-30 AUM stood at Rs 770bn, up 12% YoY and 3% QoQ and constituting 17.4% (17.6% in Q2FY26) of the overall MF QAAUM. On the fund performance, the number of funds in the first quartile have increased on a 1Y horizon with higher percentage of equity AUM. However, performance over 3Y horizon remains an area of improvement, which we believe will progressively translate into a stronger 3Y metrics over time.

**Maintain BUY:** The company reported healthy operating performance during the quarter. However, PAT was impacted by one-time expenses on account of New Labor Codes. While its funds' performance has improved, sustaining performance over a longer duration (of 3-5 years) would be key, going ahead. Further, the company aims to arrest market share loss with a multi-pronged strategy of improved fund performance and stronger distributor engagements. Hence, we maintain BUY TP of Rs 949 valuing the stock at 20x its Dec'27E EPS.

## Key changes

	Target	Rating
Ticker/Price	ABSLAMC IN/Rs 774	
Market cap	US\$ 2.4bn	
Free float	25%	
3M ADV	US\$ 2.4mn	
52wk high/low	Rs 908/Rs 556	
Promoter/FPI/DII	75%/6%/11%	

Source: NSE | Price as of 22 Jan 2026

## Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Core PBT (Rs mn)	9,435	10,837	12,863
Core PBT (YoY)	30.9	14.9	18.7
Adj. net profit (Rs mn)	9,306	10,629	12,264
EPS (Rs)	32.3	36.8	42.5
Consensus EPS (Rs)	32.3	36.8	42.5
MCap/AAAUM (%)	6.0	5.2	4.5
ROAAAUM (bps)	24.8	24.7	24.9
ROE (%)	27.0	27.3	28.6
P/E (x)	24.0	21.0	18.2

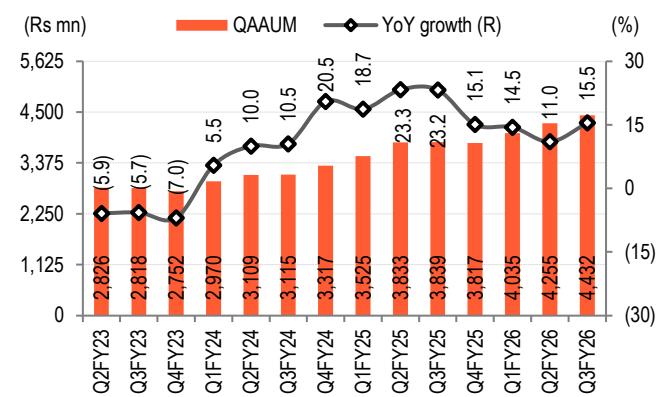
Source: Company, Bloomberg, BOBCAPS Research

## Stock performance

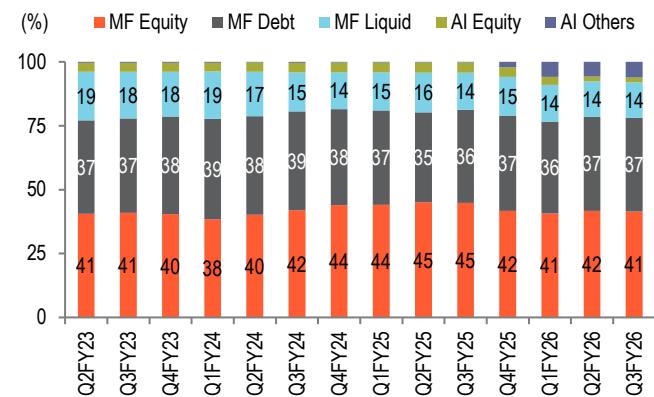


Source: NSE

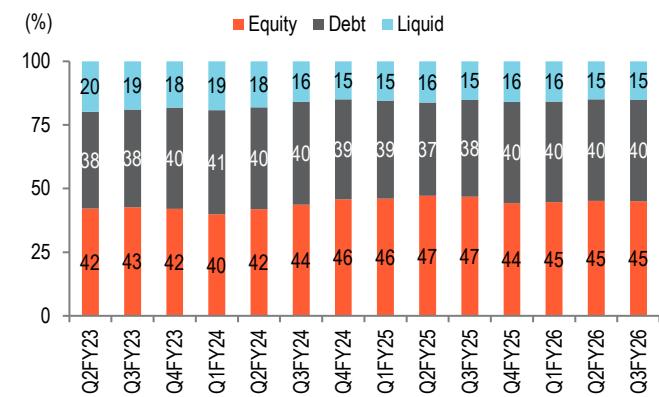


**Fig 1 – QAAUM grew 15.5% at Rs 4,432 bn in Q3FY26**

Source: Company, BOBCAPS Research

**Fig 2 – MF Equity QAAUM share stayed on similar levels**

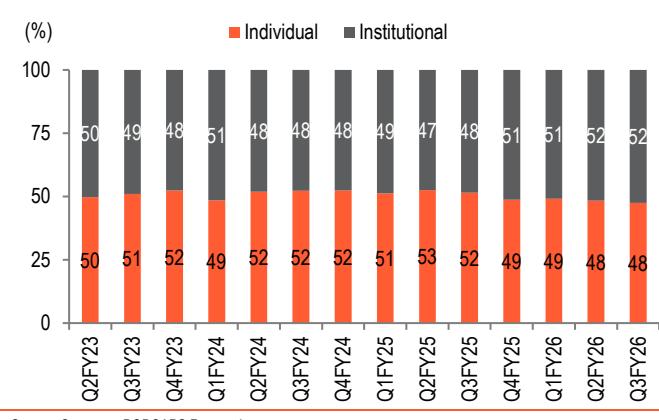
Source: Company, BOBCAPS Research

**Fig 3 – Equity mix trend as % of MF QAAUM stands at 45%**

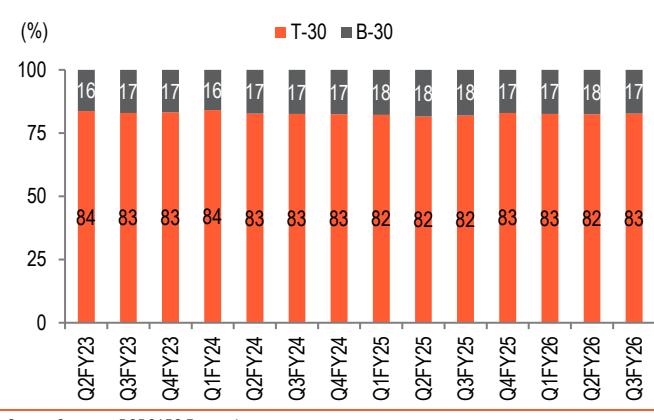
Source: Company, BOBCAPS Research

**Fig 4 – SIP flows moderated at Rs 10,800 mn**

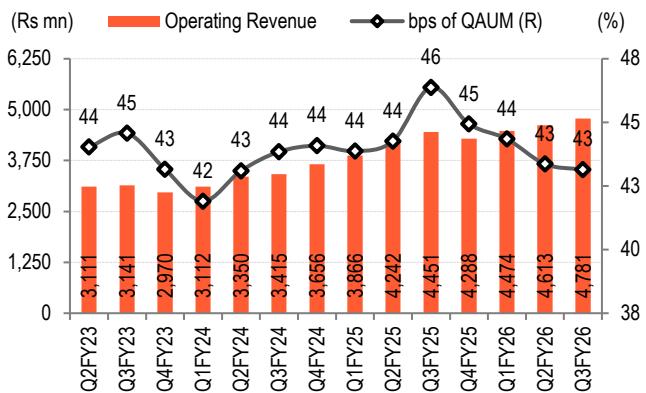
Source: Company, BOBCAPS Research

**Fig 5 – Individual MAAUM share stood at 48%**

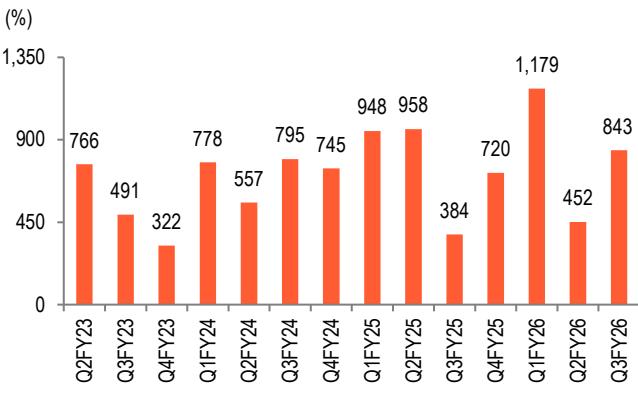
Source: Company, BOBCAPS Research

**Fig 6 – B-30 MAAUM stood at 83%**

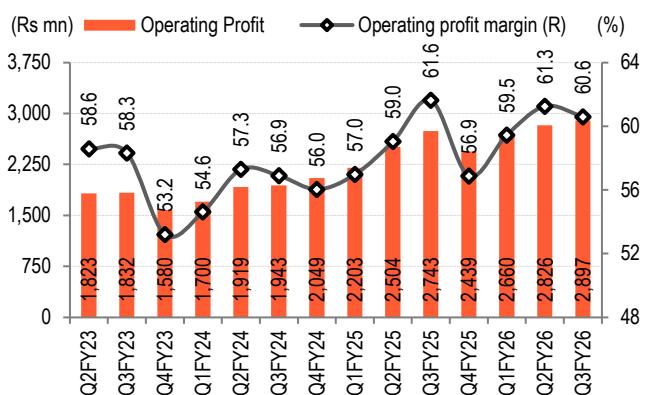
Source: Company, BOBCAPS Research

**Fig 7 – Operating revenue grew 7.4% YoY to Rs 4,781 mn**

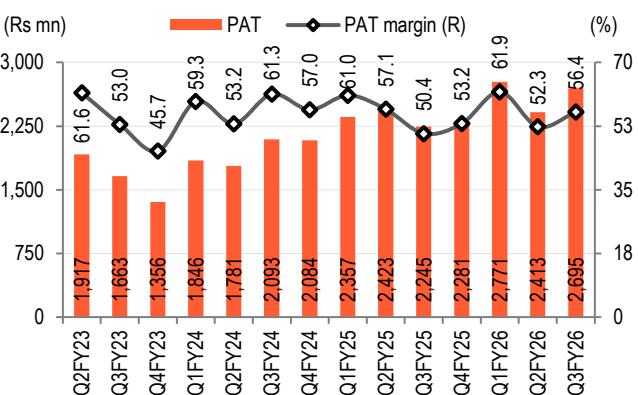
Source: Company, BOBCAPS Research

**Fig 8 – Other Income rose significantly on YoY basis**

Source: Company, BOBCAPS Research

**Fig 9 – Operating profit margin came in at 60.6%**

Source: Company, BOBCAPS Research

**Fig 10 – PAT grew 20.1% YoY at Rs 2,695 mn**

Source: Company, BOBCAPS Research

**Fig 11 – Quarterly result snapshot**

(Rs mn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)
<b>Revenue from Operations</b>					
Asset Management Services	4,781	4,451	7.4	4,613	3.6
Other Income	843	384	119.4	452	86.8
<b>Total Income</b>	<b>5,624</b>	<b>4,835</b>	<b>16.3</b>	<b>5,065</b>	<b>11.0</b>
QAAUM	44,32,328	38,39,000	15.5	42,55,000	4.2
Yields as % of QAAUM (bps)	43.1	46.4	(3bps)	43.4	(0bps)
Yields as % of QAAUM (bps) (total revenue)	50.8	50.4	0bps	47.6	3bps
<b>Expenses</b>					
Fees and Commission Expenses	161	124	29.9	145	11.1
Employee Benefits Expenses	1,049	877	19.6	951	10.3
Other Expenses	674	707	(4.7)	692	(2.6)
<b>Total Operating Expenses</b>	<b>1,884</b>	<b>1,708</b>	<b>10.3</b>	<b>1,788</b>	<b>5.4</b>
Fees and Commission Expenses as % of QAAUM (bps)	1.5	1.3	0bps	1.4	0bps
Employee Benefits Expenses as % of QAAUM (bps)	9.5	9.1	0bps	8.9	1bps
Other Expenses as % of QAAUM (bps)	6.1	7.4	(1bps)	6.5	(0bps)
<b>Total Operating Expenses as % of QAAUM (bps)</b>	<b>17.0</b>	<b>17.8</b>	<b>(1bps)</b>	<b>16.8</b>	<b>0bps</b>
<b>EBITDA</b>	<b>2,897</b>	<b>2,743</b>	<b>5.6</b>	<b>2,826</b>	<b>2.5</b>
EBITDA Margin (%)	60.6	61.6	(104bps)	61.3	(66bps)
Depreciation, Amortisation and Impairment	117	111	4.9	108	7.8
Finance Costs	12	17	(27.9)	13	(3.1)
Statutory impact of new Labour Codes	28	-	-	-	-
<b>Profit Before Tax</b>	<b>3,583</b>	<b>2,999</b>	<b>19.5</b>	<b>3,156</b>	<b>13.5</b>
<b>Tax Expense</b>					
Current Tax	782	743		893	
Deferred Tax	105	11		(150)	
<b>Total Tax Expense</b>	<b>888</b>	<b>754</b>	<b>17.7</b>	<b>743</b>	<b>19.5</b>
Tax Rate (%)	24.8	25.2		23.5	
<b>Profit After Tax</b>	<b>2,695</b>	<b>2,245</b>	<b>20.1</b>	<b>2,413</b>	<b>11.7</b>
As % of QAAUM	24.3	23.4	1bps	22.7	2bps
<b>Core Operating Income</b>	<b>2,897</b>	<b>2,743</b>	<b>5.6</b>	<b>2,826</b>	<b>2.5</b>
<b>Core PBT</b>	<b>2,740</b>	<b>2,615</b>	<b>4.8</b>	<b>2,705</b>	<b>1.3</b>
<b>Core PAT</b>	<b>2,061</b>	<b>1,957</b>	<b>5.3</b>	<b>2,068</b>	<b>(0.3)</b>

Source: Company, BOBCAPS Research

**Fig 12 – Quarterly result snapshot**

(Rs mn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)
<b>QAAUM</b>					
Mutual Fund	44,32,328	38,39,000	15.5	42,55,000	4.2
AI Equity	86,000	1,62,000	(46.9)	87,000	(1.1)
AI Others	2,96,000	8,000	3,600.0	2,70,000	9.6
<b>Total</b>	<b>48,14,000</b>	<b>40,09,000</b>	<b>20.1</b>	<b>46,08,000</b>	<b>4.5</b>
<b>QAAUM Mix (%)</b>					
Mutual Fund	92.1	95.8	(369bps)	92.3	(27bps)
AI Equity	1.8	4.0	(225bps)	1.9	(10bps)
AI Others	6.1	0.2	595bps	5.9	29bps
<b>Total</b>	<b>100</b>	<b>100</b>		<b>100</b>	
<b>MF QAAUM</b>					
Equity	19,94,000	17,95,000	11.1	19,24,000	3.6
Debt including ETFs	17,67,000	14,63,000	20.8	16,94,000	4.3
Liquid including ETFs	6,71,000	5,81,000	15.5	6,37,000	5.3
<b>Total</b>	<b>44,32,328</b>	<b>38,39,000</b>	<b>15.5</b>	<b>42,55,000</b>	<b>4.2</b>
MF Market Share (ex-ETF) (%)	6.1	6.2	(12bps)	6.1	(2bps)
<b>MF AUM Mix (%)</b>					
Equity	45.0	46.8	(177bps)	45.2	(23bps)
Debt including ETFs	39.9	38.1	176bps	39.8	6bps
Liquid including ETFs	15.1	15.1	1bps	15.0	17bps
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>100.0</b>	
Individual MAAUM (Rs mn)	21,19,000	19,73,000	7.4	20,66,000	2.6
Investor folios (mn)	10.8	10.5	2.9	10.7	0.9
SIP and STP Flows (Rs mn)	10,800	13,820	(21.9)	11,000	(1.8)
<b>Geographical Spread</b>					
T-30	82.7	82.0	74bps	82.5	25bps
B-30	17.3	18.0	(74bps)	17.5	(25bps)

Source: Company, BOBCAPS Research

## Key Takeaways

### Financial Performance

- Asset Management services revenue grew 7.4% YoY, reaching Rs 4,781 mn; while Other income grew by 119.4% YoY to Rs 843 mn.
- Employee benefit expenses rose significantly on a YoY basis, due to a one-time gratuity impact of Rs 28 mn arising from the New Labor Codes, and ESOP costs of Rs 46.6 mn related to ABCL granting ESOPs to select employees.
- ESOP expenses are expected to increase further and will continue to be reflected in employee costs over the next 3 quarters.
- The company highlighted that other expenses were lower due to fewer activities in Q3FY26, unlike the previous quarter, which included summits. Management indicated that the appropriate way to assess other expenses is by considering the average of two quarters.
- Management expects overall expense growth to be in line with inflation, except for employee costs, which are expected to be higher due to ESOP expenses.
- Yields for the quarter stood at: Equity: 64-65 bps, Debt: 24 bps, Liquid: 13 bps. However, the management expects impact on yields due to circular would be minimal.
- Yields this quarters were similar to the book yields. The management highlighted this was because of no NFOs launched this quarter.
- Alternatives revenue for Q3FY26 stands at Rs 340 mn, contributing 4.5% of total revenue.
- The company is confident that improving fund performance and increased engagement will drive market share gains going forward.

### SIPs

- SIP AUM as of Q3FY26 stood at Rs 870 bn.
- The company report SIP contribution of Rs 10.8 bn in Q3FY26
- Net inflows in equity SIPs have improved after excluding STPs from SIPs

### Others

- The company has received improved net flows in equity schemes including flexicap fund, balanced advantage funds, multi-asset allocation fund
- Management highlighted that the company has filed an application for SIF launch. Approval is still awaited, and the launch is expected by Feb-26.
- The company plans to launch an Equity Long-Short Fund and an Equity Taxation Hybrid Fund going ahead.
- Employee count stood at 1,683 as of Q3FY26.

## Valuation Methodology

Maintain BUY: The company reported above expectations operating performance during the quarter. However, PAT was impacted by one-time expenses on account of new Labor Codes. While its funds' performance has witnessed improvement, sustaining performance over a longer duration (of 3-5 years) would be key, going ahead. Further, the company aims to arrest market share loss with multi-pronged strategy of improved fund performance and stronger distributor engagements.

Additionally, with respect to industry trends, near-to-medium term headwinds including the removal of additional TER (5bps) on exit loads, change in the definition of TER and rationalisation of brokerage limits, all which are likely to impact the industry and thereon the company. These challenges are showing up in the monthly industry numbers as well. Further, the TER changes suggest that the companies may pass on most of the impact, coupled with the ongoing renegotiations with distributors. Hence, until greater clarity emerges, there would be medium-term overhang. Additionally, Nifty 50 index returns for Oct'25, Nov'25, and Dec'25 was moderate and stood at 4.5% MoM, 1.9% MoM and -0.3% MoM respectively, which would weigh on the industry inflows. In Dec'25, the industry witnessed net outflows to the tune of Rs 665.9bn with equity inflows declining by 6% MoM, which have been on a declining trend in the past four months (except in Oct'25).

Due to the above factors, we have revised our target multiple to 20x from the ascribed multiple of 22x. Hence, we maintain BUY TP of Rs 949 (earlier Rs 982) valuing the stock at 20x its Dec'27E EPS.

**Fig 13 – Revised estimates**

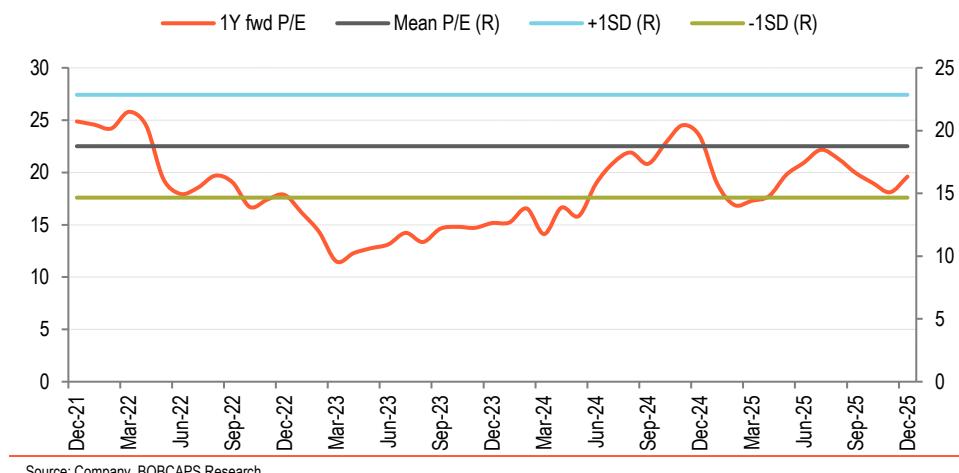
(Rs mn)	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Total Revenue	22,264	25,388	28,971	22,449	26,102	30,112	(0.8)	(2.7)	(3.8)
Operating Profit	11,161	13,251	15,585	11,145	13,182	15,378	0.1	0.5	1.3
PAT	10,629	12,264	14,167	10,570	12,192	13,983	0.6	0.6	1.3

Source: BOBCAPS Research

**Fig 14 – Actual vs Estimates**

(Rs mn)	Q3FY26A	Q3FY26E	Variance (%)
QAAUM (Rs bn)	4,432	4,432	-
Revenue from operations	4,781	4,711	1.5
Operating profit	2,897	2,842	1.9
PAT	2,695	2,564	5.1

Source: Company, BOBCAPS Research

**Fig 15 – P/E chart**

Source: Company, BOBCAPS Research

## Key Risks

Key downside risks to our estimates:

- Correction in equity markets affecting fund performance
- Shifts in regulatory landscape
- Intensifying industry competition

## Financials

### Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Investment mgmt. fees	13,532	16,848	18,929	21,898	25,206
YoY (%)	10.3	24.5	12.4	15.7	15.1
Operating expenses	5,922	6,958	7,767	8,647	9,620
Core operating profits	7,610	9,890	11,161	13,251	15,585
Core operating profits growth (%)	7.9	30.0	12.9	18.7	17.6
Depreciation and Interest	402	455	324	388	462
Core PBT	7,208	9,435	10,837	12,863	15,123
Core PBT growth (%)	8.1	30.9	14.9	18.7	17.6
Other income	2,874	3,010	3,335	3,489	3,766
PBT	10,082	12,445	14,172	16,352	18,889
PBT growth (%)	27.0	23.4	13.9	15.4	15.5
Tax	2,278	3,139	3,543	4,088	4,722
Tax rate (%)	22.6	25.2	25.0	25.0	25.0
<b>Reported PAT</b>	<b>7,804</b>	<b>9,306</b>	<b>10,629</b>	<b>12,264</b>	<b>14,167</b>

### Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Equity capital	1,441	1,442	1,442	1,442	1,442
Reserves & surplus	30,248	35,826	39,015	43,779	49,868
Net worth	31,689	37,269	40,457	45,221	51,311
Borrowings	-	-	-	-	-
Other liab. & provisions	3,330	3,876	4,128	4,360	4,744
<b>Total liab. &amp; equities</b>	<b>35,019</b>	<b>41,144</b>	<b>44,586</b>	<b>49,582</b>	<b>56,055</b>
Cash & bank balance	32,070	37,951	41,172	45,958	52,230
Other assets	2,949	3,193	3,414	3,623	3,825
<b>Total assets</b>	<b>35,019</b>	<b>41,144</b>	<b>44,586</b>	<b>49,582</b>	<b>56,055</b>

### Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
EPS	27.1	32.3	36.8	42.5	49.1
Dividend per share	13.5	24.0	25.8	26.0	28.0
Book value per share	110.0	129.2	140.2	156.8	177.9

### Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
P/E	28.6	24.0	21.0	18.2	15.8
P/BV	7.0	6.0	5.5	4.9	4.4
Dividend yield (%)	1.7	3.1	3.3	3.4	3.6

### DuPont Analysis

Y/E 31 Mar (bps of AAAUM)	FY24A	FY25A	FY26E	FY27E	FY28E
Operating income	43.3	44.9	44.0	44.5	44.5
Operating expenses	18.9	18.5	18.1	17.6	17.0
EBITDA	24.3	26.3	26.0	26.9	27.5
Depreciation and Others	1.3	1.2	0.8	0.8	0.8
Core PBT	23.0	25.1	25.2	26.1	26.7
Other income	9.2	8.0	7.8	7.1	6.7
PBT	32.2	33.2	33.0	33.2	33.4
Tax	7.3	8.4	8.2	8.3	8.3
ROAAAUM	24.9	24.8	24.7	24.9	25.0

### Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Investment mgmt. fees	10.3	24.5	12.4	15.7	15.1
Core operating profit	7.9	30.0	12.9	18.7	17.6
EPS	30.8	19.1	14.2	15.4	15.5
Profitability & Return ratios (%)					
Operating income to Total inc.	82.5	84.8	85.0	86.3	87.0
Cost to Core income ratio	43.8	41.3	41.0	39.5	38.2
EBITDA margin	56.2	58.7	59.0	60.5	61.8
Core PBT margin	53.3	56.0	57.3	58.7	60.0
PBT margin (on total inc.)	61.5	62.7	63.7	64.4	65.2
ROE	27.4	27.0	27.3	28.6	29.4
Dividend payout ratio	49.8	74.4	70.0	70.0	70.0

### Annual Average AUM

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
AAAUM (Rs bn)	3,128	3,754	4,298	4,926	5,661
YoY Growth (%)	11.6	20.0	14.5	14.6	14.9
% of AAAUM					
Equity	43	46	48	50	52
Debt	33	29	27	25	22
Liquid	22	22	23	23	23
Others	2	2	2	3	3

Source: Company, BOBCAPS Research

NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

## Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited**

Registered office Address: 1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051

SEBI Research Analyst Registration No: INH000000040 valid till 03 February 2025

Brand Name: **BOBCAPS**

Trade Name: [www.barodaetrade.com](http://www.barodaetrade.com)

CIN: U65999MH1996GOI098009



Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

### Recommendation scale: Recommendations and Absolute returns (%) over 12 months

**BUY** – Expected return >+15%

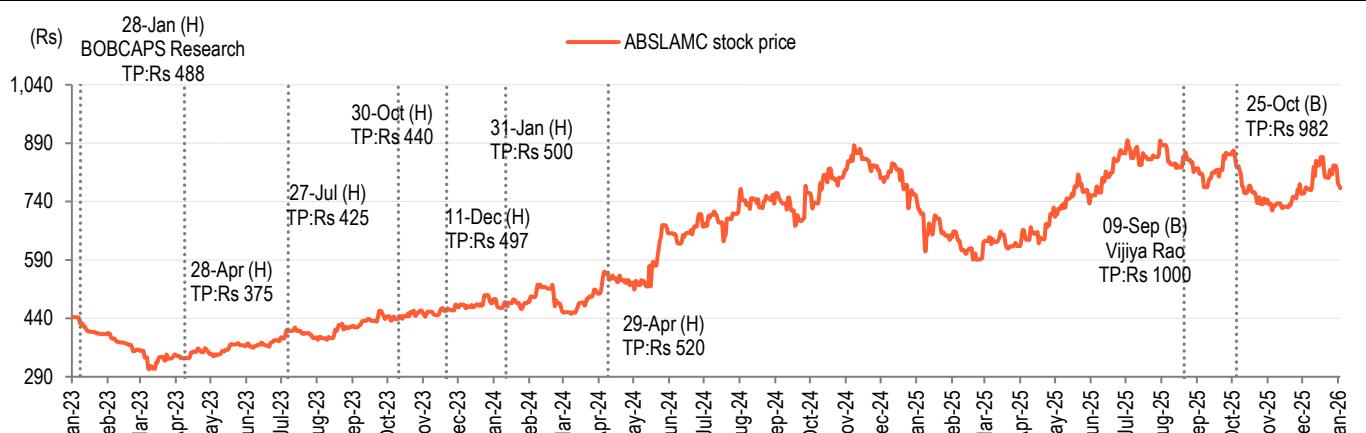
**HOLD** – Expected return from -6% to +15%

**SELL** – Expected return <-6%

**Note:** Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

### Ratings and Target Price (3-year history): ADITYA BIRLA SUN LIFE AMC (ABSLAMC IN)



B – Buy, H – Hold, S – Sell, A – Add, R – Reduce

### Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

### General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction. We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

#### **Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014**

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company.

The research analyst(s) has not served as an officer, director or employee of the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

#### **Other disclaimers**

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

#### **Distribution into the United Kingdom ("UK"):**

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd ("MSL") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as "MAYBANK"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

#### **No distribution into the US:**

This report will not be distributed in the US and no US person may rely on this communication.

#### **Other jurisdictions:**

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.