AUTOMOBILES

02 November 2026

Momentum up on festive demand, early signs of softer H2 pace

- **Festive demand keep PV momentum healthy (+16%) while exports rebound; CV volume (+29%) strong on freight activity demand**
- **3W (+29%) remains the structural beneficiary of mobility demand ; 2W (+18%) continue to ride high with scooters as the driving force**
- **Tractor and farm equipment decline 13% YoY as monsoon shortfall impacts agricultural activity combined with healthy base effect**

Milind Raginwar
Research Analyst

Ayush Dugar
Research Associate
research@bobcaps.in

PVs see festive-led acceleration: Passenger vehicle demand strengthened further in October, with industry volumes growing ~16% YoY. MSIL (+19% YoY) and TMPV (+21% YoY) led growth, supported by healthy festive demand and strong SUV traction. HMIL delivered a strong recovery (+18% YoY), while Kia remained healthy (+13% YoY). MM was the key laggard, with SUV growth moderating to 2% YoY due to a high festive base though 14% MoM growth remains supportive.

Exports & EV consistent growth driver for 2W: Two-wheeler demand accelerated during the festive period. TVSL led growth with volumes up 28% YoY, supported by strong exports (+51%) and continued triple-digit EV growth (+120%). HMCL domestic sales grew 17% YoY, aided by strong scooter demand and VIDA traction. BJAUT volumes jumped 13% YoY as domestic demand recovered and exports were robust, while Royal Enfield grew at a slow 4% though exports grew 47% YoY.

3Ws continue to outperform on mobility and EV adoption: The momentum in the segment was strong across OEMs. TVSL posted 60% YoY growth, MM grew 38% YoY, while BJAUT's added 20% YoY. Demand was supported by last-mile mobility, fleet replacement and increasing EV penetration.

Tractors remain under increasing pressure: Tractor industry trends were pressed by a high base and monsoon disruption. MM domestic tractor volumes fell 13% YoY, while ESCORTS volumes softened 11% YoY. VSTT Tractors dipped 31% YoY as power tiller demand softened after the strong rebound witnessed in September.

CV upcycle remains intact: Commercial vehicle demand stayed robust, led by freight demand, replacement cycles and infrastructure activity. VECV posted strong growth of 35% YoY driven by the truck segment, while AL volumes grew 23% YoY led by MHCV trucks (+41% YoY). Tata Motors CV gained 31% driven by exports that jumped to 9.4mn from 2.6mn units YoY while domestic volume stayed at 13%.

Key ratings: TVSL upgrade to BUY, retained HOLD on other 2-W (EIM, HMCL BJAUT) on fair valuations. Retain BUY on MSIL and MM and SELL on VSTT.

Performance highlights of individual OEMs

Maruti Suzuki:

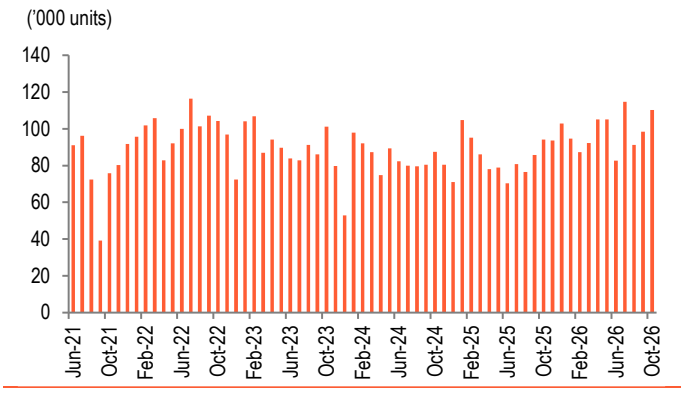
MSIL delivered another strong month in October 2026, with total sales rising 25% YoY to ~276k units, supported by broad-based domestic demand and a sharp recovery in exports. The domestic PV business, despite high base saw passenger car volumes rising 17.2% YoY to ~110k units, while UV volumes grew a healthy 26% YoY to ~97.8k units. Domestic PV+LCV+OEM sales increased 19.3% YoY to ~226.2k units. The strong volume run-rate demonstrates the small car recovery momentum strength.

Exports emerged as a major positive, surging ~59% YoY to ~49.9k units, accelerating sharply from the modest ~5% growth recorded in September and reversing the weakness seen in July-August. The sharp recovery provided an additional growth lever alongside domestic demand, though the sustainability of such elevated export growth will need to be monitored given the volatility in overseas shipments in recent months in the aftermath of middle-east instability.

Overall, MSIL's October performance reflects strong festive demand and overall portfolio momentum. The YTD FY27 volumes are at ~1.66mn units (+27% YoY), supported by domestic growth of 29.4% YoY and export growth of 18.4% YoY, although the cumulative growth rate continues to benefit from the relatively weak base in the H1FY26 which will completely reverse in the 2HFY27 (GST rate impact in H2FY26).

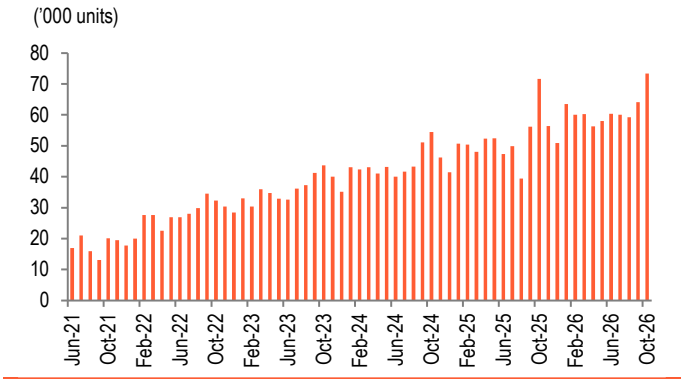
New Launch: Victoris Aurum Edition

Fig 1 – Small car recovery drive momentum despite high base for MSIL



Source: Company, BOBCAPS Research

Fig 2 – SUV volume moderate on a high base however MoM momentum remains strong for MM



Source: Company, BOBCAPS Research

Mahindra & Mahindra:

MM October domestic SUV volumes were ~73.3k units as growth moderated sharply to 2% YoY. The modest growth reflects a high base from October 2025 on account of preponed festive season and GST rationalisation, rather than a material deterioration in underlying demand. The 14.4% MoM increase from ~64.1k units to ~73.3k units indicates a strong festive-season pickup, while YTD SUV volumes remain healthy at ~431.5k units (+17% YoY).

CV performance remained resilient, with domestic volumes rising 4% YoY to ~33k units, while the 3W business continued to significantly outperform, growing 38% YoY to ~17.6k units. LCV growth was mixed, with the <2T segment declining 4% YoY while 2–3.5T volumes increased 5%, indicating relatively softer demand at the lower end of the CV market. Exports emerged as the strongest growth driver, surging 77% YoY to ~7.1k units, while the total auto business rose 9% YoY to ~131.1k units.

Farm Equipment volumes remained weak, with domestic tractor sales falling 13% YoY to ~62.6k units and total volumes falling 12% YoY to ~64.8k units. The decline was largely influenced by the festive calendar shift impacting the base. However, YTD domestic tractor volumes remain marginally positive (+2% YoY), while exports grew 40% YoY to ~2.2k units, limiting the overall weakness.

New Launches: XUV 3XO ZNG

Hyundai Motor India:

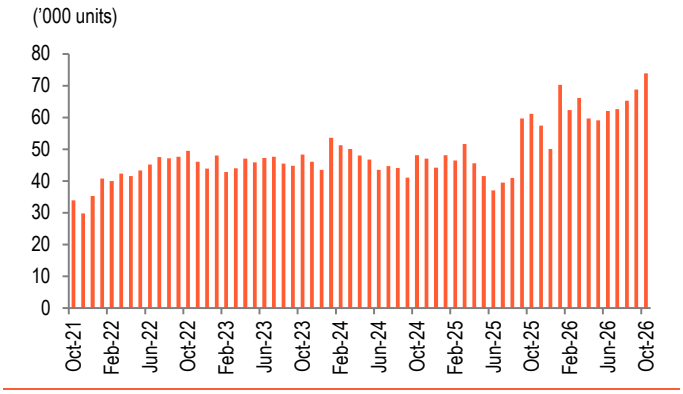
HMIL extended its recovery momentum into October, with total sales rising 17.7% YoY to ~82.3k units, marking a clear acceleration from the ~10.8% YoY growth in September. Domestic volumes increased 16.7% YoY to ~62.8k units, indicating strong festive-season demand and a meaningful improvement in HMIL's volume trajectory after production disruptions earlier in Q1FY27.

The SUV portfolio remained a key volume driver, with the Hyundai VENUE recording domestic monthly sales of ~13k units. This creates a backdrop for HMIL's core UV franchise during the festive period and the recently launched BAYON provides an additional product lever going forward. Importantly, HMIL is now participating more meaningfully in the broader PV recovery.

Exports also remained healthy, rising 21.1% YoY to ~19.5k units, following the recovery seen in September. Unlike August, when West Asia-related logistical disruptions significantly impacted, October growth indicates a normalisation in dispatches and a more balanced contribution from international markets.

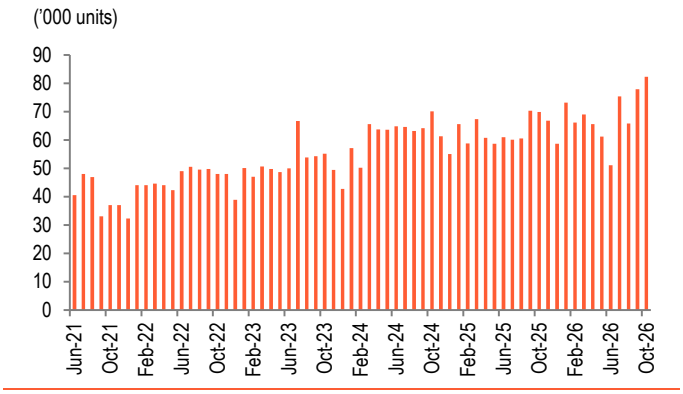
New Launches: BAYON

Fig 3 – Affordable EV with better TCO proposition amid rising fuel cost drive TMPV



Source: Company, BOBCAPS Research

Fig 4 – Venue market seeding well , BAYON to keep excitement high for HMIL



Source: Company, BOBCAPS Research

Bajaj Auto

BJAUT's volume momentum rebounded strongly in October, with total sales rising 14.2% YoY to ~592k units, driven by a recovery in domestic 2W demand and continued strength in exports. Domestic volumes increased 11.8% YoY to ~351k units, building on positive momentum seen in September, while exports remained a key growth pillar, rising 18% YoY to ~241k units. The festive period and improved availability following the model transition likely supported the domestic recovery, although exports continue to remain the key growth driver, contributing ~41% (vs 39% YoY) of total volumes.

Domestic 2W sales recovered sharply, rising ~10% YoY to ~293k units, vs a 12% decline in September indicating the weakness was led by product transitions and supply constraints, rather than a sustained deterioration in underlying demand. Export 2W volumes remained healthy, growing 18.5% YoY to ~208k units, taking 2W exports growth to 42% YoY YTD.

The 3W/CV business accelerated further, with total volumes rising 19.5% YoY to ~90.7k units, led by strong domestic growth of 22.2% YoY to ~58.3k units. Exports increased 15.1% YoY to ~32.4k units. YTD, total volumes are up 22% YoY, with exports growing 42% YoY vs 8% growth domestically, highlighting the increasing importance of the exports to BJAUT's overall growth.

New Launches: Pulsar N250SS

TVS Motors

TVSL accelerated its growth momentum further in October, with total sales rising 29% YoY to a record ~700k units, supported by stronger domestic demand, continued strong EV growth (2x) and robust international business. Total 2W volumes increased 27.7% YoY to ~671k units, while domestic 2W growth accelerated to 22% YoY to ~515k units from 17% YoY in September, reflecting strong festive demand.

EVs remained a key growth pillar, with 2W EV volumes surging 120% YoY to ~71.4k units, accelerating from ~65.8k units in September. The sustained triple-digit growth

indicate continued strong traction for TVSL's EV portfolio, along with the October festive period. EVs are increasingly becoming a meaningful contributor to incremental volume growth.

Exports maintained its strong momentum, rising 51.4% YoY to ~175.4k units, with 2W exports also growing 51% YoY to ~155.9k units. While export volumes were marginally lower MoM the strong YoY growth indicates continued resilience across overseas markets and remains an important growth driver alongside the strengthening domestic franchise.

The 3W business strengthened further, with volumes rising 60% YoY to ~29.5k units, accelerating from 57% YoY growth in September. Continued strength in passenger mobility and last-mile applications, along with export demand, supported the segment.

New Launches: 2026 TVS Radeon, 2026 TVS Raider 125 TFT DD Variant

Hero MotoCorp

HMCL sustained strong festive-season momentum in October, with total dispatches rising 15.5% YoY to ~734k units. While volumes moderated MoM (766k units In September) this largely reflects normal monthly seasonality after pre-festive channel stocking. Domestic retail remained healthy, with VAHAN registrations at ~590k units, underpins underlying demand during the festive period.

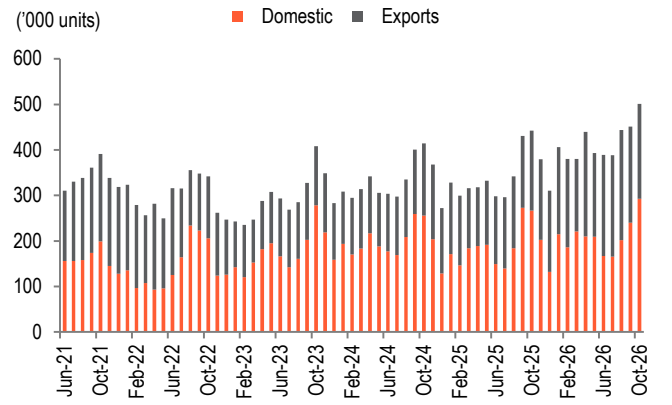
The domestic ICE business remained the primary growth driver, with dispatches increasing 13.9% YoY to ~675k units, supported by strong scooter demand and continued traction in the core 100cc motorcycle portfolio. Scooters grew sharply by ~61% YoY to ~105k units, highlighting HMCL's improving participation in the faster-growing scooter segment, while the new Xtreme 160R 4V and Xtreme 250R further strengthened its premium motorcycle offering.

VIDA continued to emerge as an important incremental growth driver, with dispatches reaching a record ~30.1k units, while VAHAN retail grew 80% YoY and market share improved to 13.6% from 11.1% YoY. This indicates sustained improvement in HMCL’s EV franchise and stronger competitive positioning in electric scooters.

Exports remained the weak spot, declining ~5.4% YoY to ~29.3k units, although the moderation was significantly lower than September's ~31% YoY decline, suggesting some stabilisation in overseas demand.

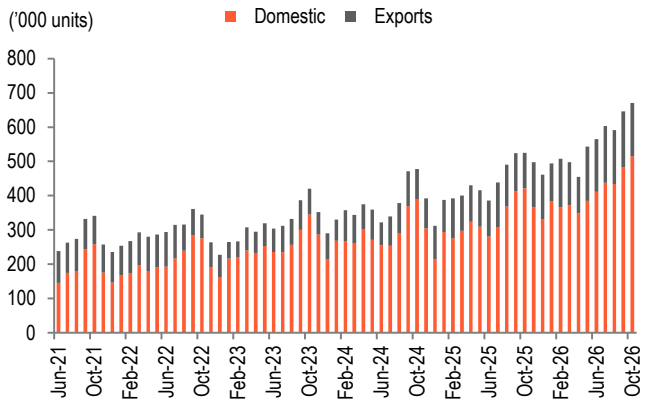
New Launches: Xtreme 160R 4V, Xtreme 250R

Fig 5 – Supply constraints wane increasing model availability for BJAUT



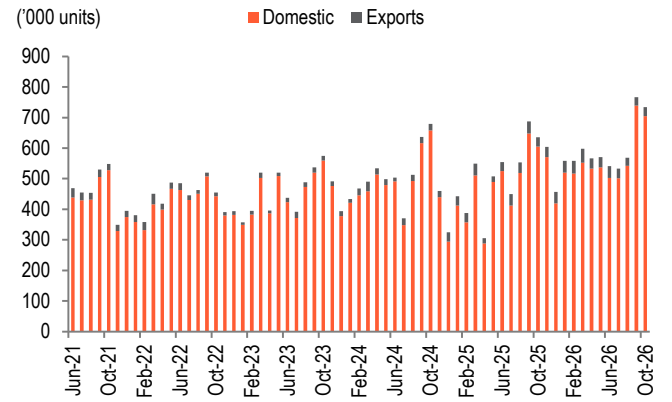
Source: Company, BOBCAPS Research

Fig 6 – EV building on scooterisation keep TVSL in fast lane



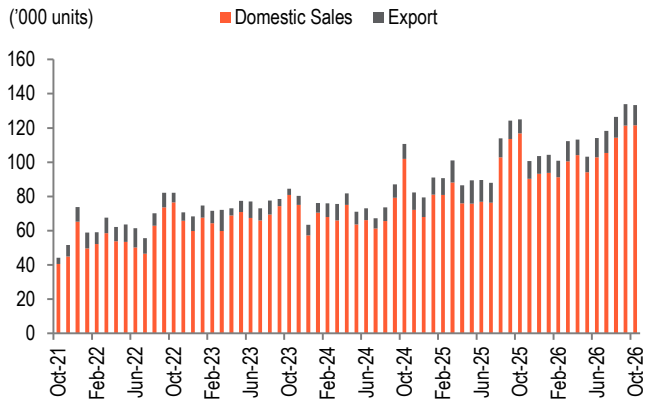
Source: Company, BOBCAPS Research

Fig 7 – HMCL remain the primary ICE driver given the steady commuter portfolio



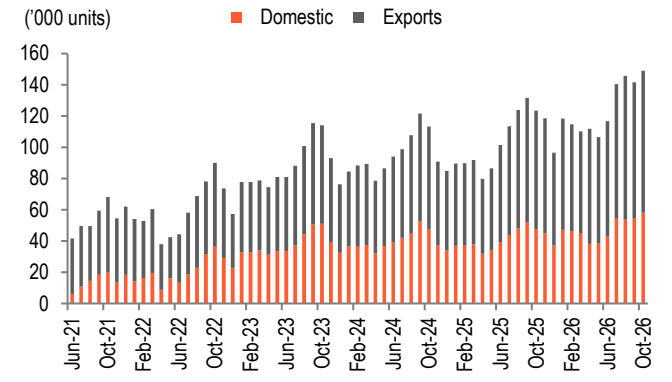
Source: Company, BOBCAPS Research

Fig 8 – Royal Enfield maintains steady growth on strong product franchise



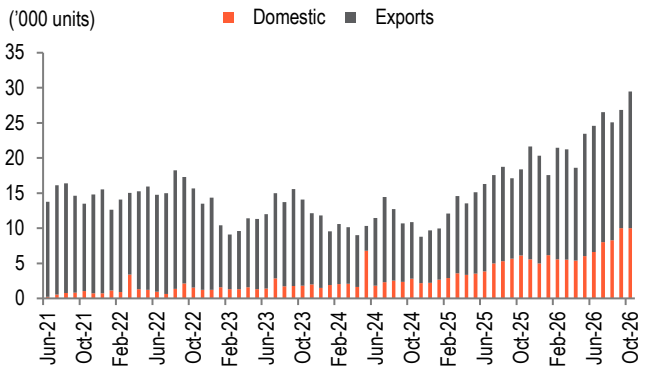
Source: Company, BOBCAPS Research

Fig 9 – BJAUT 3W domestic outpaces exports as EV product penetration picks up



Source: Company, BOBCAPS Research

Fig 10 – TVSL 3W continues to outperform driven by King EV portfolio



Source: Company, BOBCAPS Research

Eicher Motors

Royal Enfield (RE) maintained steady growth in October, with total volumes rising 6.8% YoY to ~133.4k units. Domestic momentum remained stable, supported by continued demand across the core <350cc portfolio, which grew 5% YoY to ~116.8k units. The moderation in overall growth vs the stronger YTD trajectory suggests the festive uplift was relatively measured. The >350cc segment outperformed, rising 18% YoY to ~16.6k units, indicating improving traction in the premium motorcycle portfolio.

Exports remained a key positive, rising sharply by 47% YoY to ~11.9k units, although this was aided by a relatively lower base. This marks a further improvement in overseas momentum, with exports recovering after remaining volatile earlier in the year. Overall, RE's YTD volumes rose 17.5% YoY to ~842.5k units, supported primarily by strong domestic demand, while exports remained broadly flat YTD.

VECV sustained strong growth in October, with total volumes increasing 34.9% YoY to ~10.9k units, driven by broad-based recovery in the domestic CV business. Domestic volumes grew 36.9% YoY to ~9.7k units, with SCV/LMD trucks rising 42.7% YoY and HD trucks growing 44.9% YoY. The continued strength across both segments points to sustained freight activity, replacement demand and healthy utilisation levels. However, bus demand remained subdued, with LMD buses declining marginally by 1.9% YoY and HD buses falling ~30% YoY, extending the weakness in the institutional bus cycle.

Exports improved materially, rising 30% YoY to ~911 units, led by strong growth in HD truck and bus exports, although the SCV/LMD export segment remained weak (-22.9% YoY).

New Launches: Royal Enfield Classic 650 Hypershift

Ashok Leyland

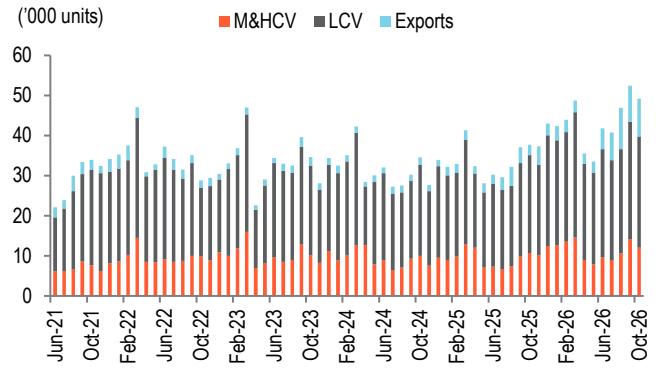
AL maintained healthy CV momentum in October, although the pace of growth moderated from September, with domestic volumes rising 24% YoY to ~20.2k units. The moderation was largely visible across the MHCV portfolio, partly reflecting a higher festive-season base, while underlying demand in trucks and LCVs remained supportive. MHCV truck volumes grew 39% YoY to ~11.1k units, while LCV volumes increased 13% YoY to ~7.6k units, indicating continued support from freight movement, replacement demand and last-mile logistics.

The MHCV cycle remained the key growth driver, with total domestic MHCV volumes increasing 31.6% YoY to ~12.6k units. However, domestic bus volumes declined 6% YoY to ~1.5k units, reversing the improvement seen in September. YTD domestic bus volumes are also down 6% YoY, suggesting the bus segment remains constrained by subdued pace of institutional orders.

Exports were relatively subdued in October, with a growth of 10.5% YoY to ~1.7k units. Including exports, total vehicle sales grew 22.8% YoY to ~21.9k units, with MHCV trucks (+41% YoY) and LCVs (+14% YoY) remaining the key growth contributors, while total bus volumes declined 11% YoY.

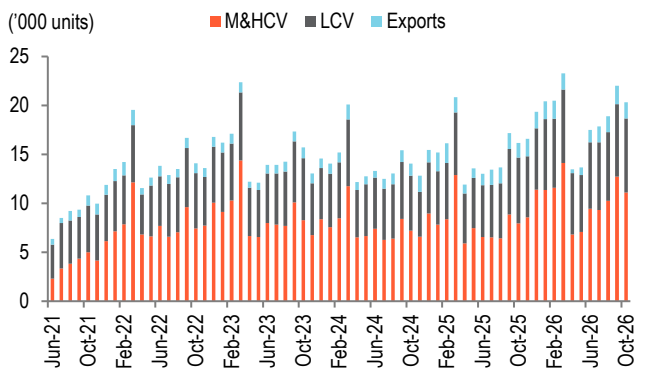
New Launches: No new launch

Fig 11 – Steady goods momentum drives TMCV volume growth



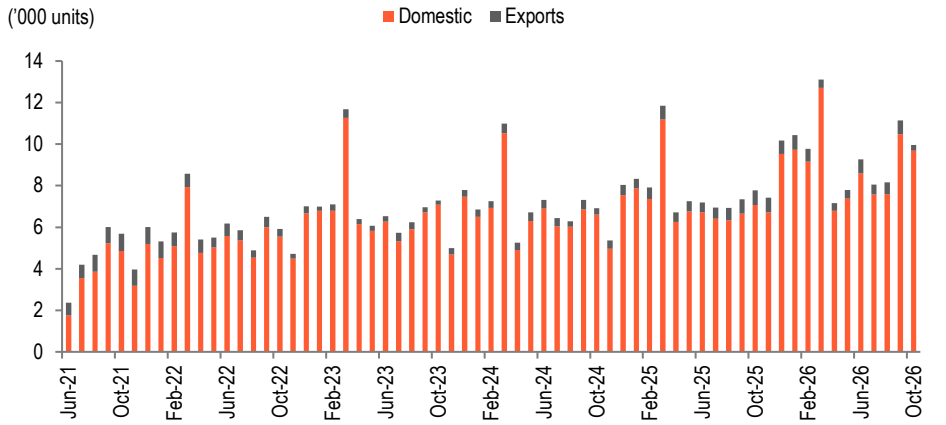
Source: Company, BOBCAPS Research

Fig 12 – AL benefits from sustained core sector and freight activity



Source: Company, BOBCAPS Research

Fig 13 – VECV Outperforms on Broad-Based Strength Across HD and LMD Trucks



Source: Company, BOBCAPS Research

Escorts Kubota

Escorts Kubota's tractor volumes remained under pressure in October, with domestic sales declining 10.9% YoY to ~16.4k units, following the 16.2% decline in September. The moderation was driven largely by an unfavourable base and the shift in the festive calendar, while monsoon-related disruptions also affected agricultural activity. However, the MoM pickup from September (~14.9k units) indicates some recovery in demand ahead of the harvesting season.

Exports provided a positive offset, rising 35.7% YoY to ~509 units, albeit on a relatively low base. Overall tractor sales dipped 10% YoY to ~16.9k units, with domestic demand remaining the primary driver of the monthly weakness.

New Launches: No new launch

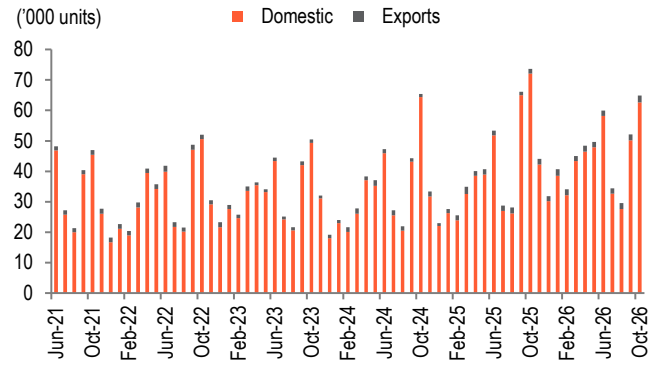
VSTT

VSTT's performance moderated in October 2026, with total sales tanking down ~25% YoY to 3.5k units, as both power tiller and tractor volumes came under pressure amid agricultural activity disruption due to weak monsoon. Power tiller volumes fell 23.6% YoY to ~3k units. Tractor sales fell sharply by 31% YoY to 405 units, continuing the weakness in the compact tractor segment amid the ongoing industry shift towards higher-horsepower models.

YTD total volumes remain modestly positive at 33.1k units (+3.2% YoY), supported by the earlier recovery in power tillers (YTD +4.7%). The MoM moderation reflects the impact of the Diwali festive season shifting to November this year.

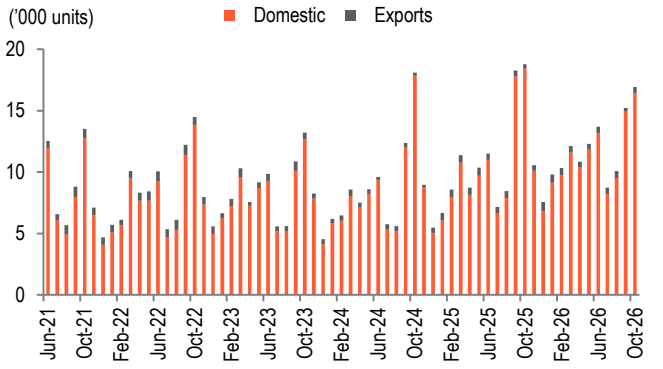
New Launches: No new launch

Fig 14 – Exports provide partial respite for MM tractors while subdued farm activity impact domestic demand



Source: Company, BOBCAPS Research

Fig 15 – ESCORTS's trend followed suit with the industry while exports surge albeit on low base



Source: Company, BOBCAPS Research

Fig 16 – MSIL's shipment volatility subsiding addressing pent up demand



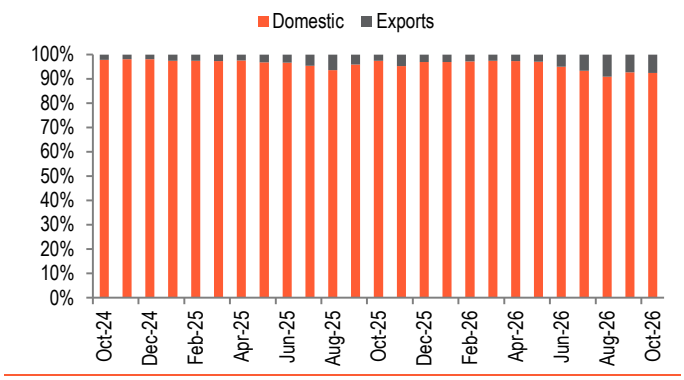
Source: Company, BOBCAPS Research

Fig 17 – MM's export market penetration remains nascent



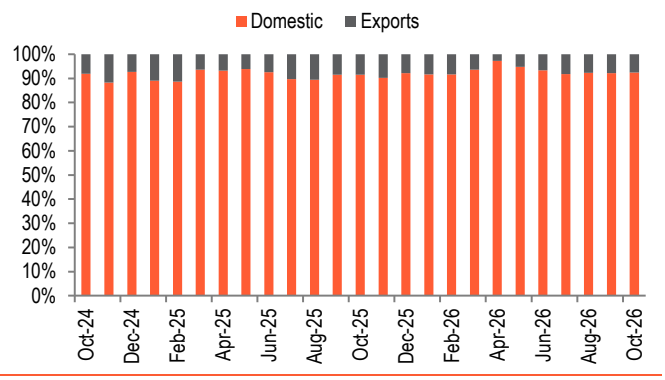
Source: Company, BOBCAPS Research

Fig 18 – TTMT exports rising on CV demand flows



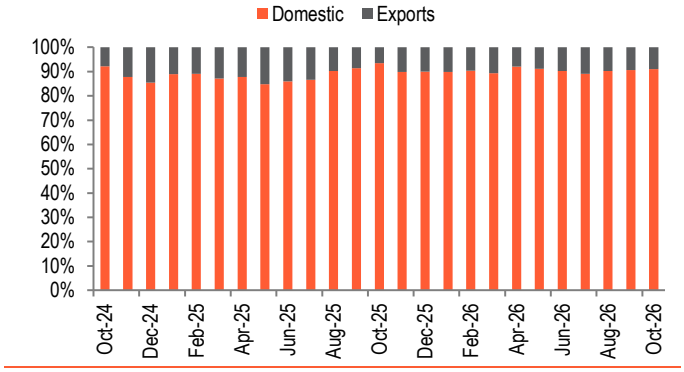
Source: Company, BOBCAPS Research

Fig 19 – AL's domestic recovery picking up gradually while exports remain steady



Source: Company, BOBCAPS Research

Fig 20 – EIM (2W) – exports rebound strongly as logistics normalise



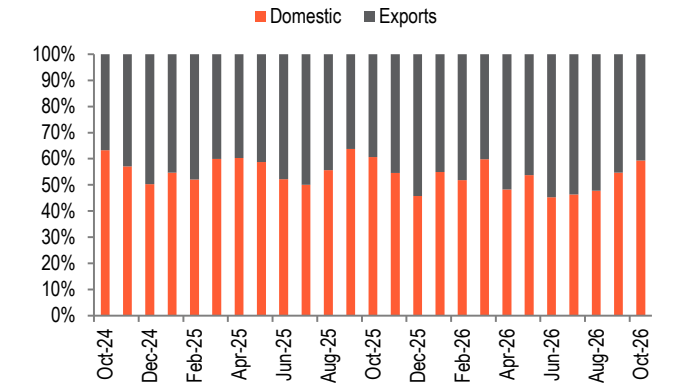
Source: Company, BOBCAPS Research

Fig 21 – EIM (CV) – Domestic CV strength to continue however export remains soft



Source: Company, BOBCAPS Research

Fig 22 – BJAUT domestic volume points recovery backed by portfolio refreshes



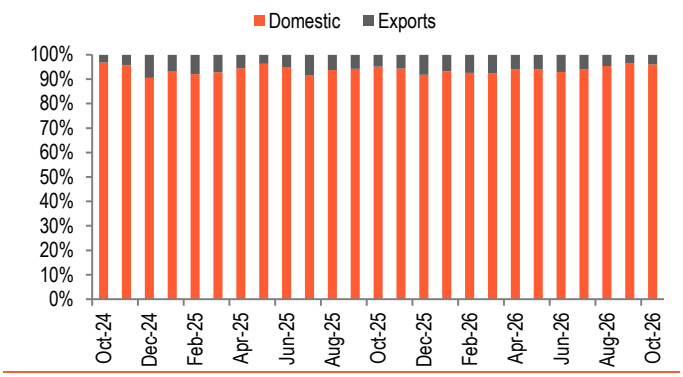
Source: Company, BOBCAPS Research

Fig 23 – TVSL's strong domestic momentum backed by even stronger export trend



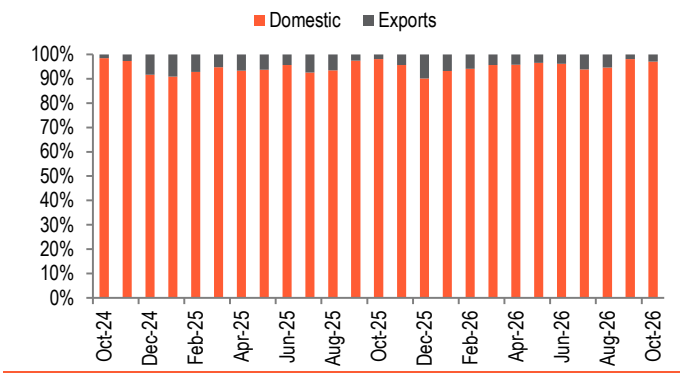
Source: Company, BOBCAPS Research

Fig 24 – HMCL's exports slow pick up, scootersiation keep growth on high street



Source: Company, BOBCAPS Research

Fig 25 – ESCORTS' exports provide partial buffers but the scale remains small



Source: Company, BOBCAPS Research

Fig 26 – SIAM (Apr-Sep '26) industry growth

Segments (%)	Production	Domestic Sales	Exports
PV	21.0	28.3	1.3
Passenger cars	14.2	23.1	-12.5
UVs	24.4	30.6	15.8
2W	19.5	17.6	31.9
Motorcycles	13.8	10.8	31.4
Scooters	31.4	29.4	35.0
3W	30.5	26.3	42.4

Source: SIAM, 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 (Perpetual)**
SEBI Stock Broker Registration No: **INZ000159332**
SEBI Depository Participant Registration No: **IN-DP-728-2022**
SEBI Merchant Banker Registration No: **INM000009926**
Phone: +91-22-61389300
Name of the Compliance Officer: Mr. Sameer Khobrekar
Email ID: Compliance@bobcaps.in; Phone no.: +91-22-61389358
For any queries or grievances, you may contact the Grievance Officer.
Name of the Grievance Officer: Mr. Nilesh Mehta
Email ID: head-customercare@bobcaps.in; Phone no: 92288 60945

Brand Name: **BOBCAPS**
Website: **https://www.bobcaps.in/**
CIN: **U65999MH1996GOI098009**

Logo:

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.

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 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.