

**BUY****TP: Rs 320 | ▲ 31%****CROMPTON GREAVES**

Consumer Durables

09 February 2026

**Steady Q3; foray into housing wires business**

- Broadly in-line performance. Revenue grew 7% YoY, led by 8% YoY growth in ECD and 7% YoY growth in Lighting/BGAL
- Announced to foray into housing wires business in Q4, significantly increasing existing TAM by Rs 360bn to Rs 1.6-1.7trn
- We cut estimates, roll forward to Dec-26 TP with a 30x multiple to arrive at TP of Rs 320; maintain BUY

Vineet Shanker  
 Research Analyst  
 Amey Tupe  
 Research Associate  
 research@bobcaps.in

**In-line quarter; revenue/EBITDA broadly stable vs expectations: Q3FY26**

revenue/EBITDA were largely in line, with revenue rising 7% YoY to Rs 19bn, driven by broad-based growth across segments. Gross margin contracted 110bps YoY, on account of increase in commodity costs. EBITDA grew 4% YoY to Rs 2bn, while EBITDA margin declined by 30bps YoY to 10.3%; partly offset by disciplined A&P spends and cost optimisation. Adjusted PAT increased 8% YoY to Rs 1.2bn, while reported PAT declined 10% YoY, due to an exceptional charge of ~Rs 200mn related to the new labour code.

**ECD growth remains steady; margin pressures persist:** ECD revenue grew 8% YoY (+1% QoQ) to Rs 13.9bn, aided by stable demand in core categories (BLDC fans, 2x growth in pumps and LDA), pickup in solar portfolio (1<sup>st</sup> quarter of solar rooftop revenue). However, the weakness in TPW over ceiling fans continued. EBIT decreased 8% YoY to Rs 1.8bn, with EBIT margin contracting 220bps YoY to 13.0%; indicating continued pressure from commodities and higher competitive intensity.

**Lighting and Butterfly sustain momentum; margins improve YoY:** Lighting revenue grew 7% YoY (+5% QoQ) to Rs 2.8bn, led by strong double-digit volume growth, implying continued price erosion. EBIT increased 20% YoY to Rs 333mn, with EBIT margin expanding 134bps YoY to 12.1%, driven by operating leverage and improved mix. Butterfly revenue grew 7% YoY to Rs 2.4bn, with EBIT up 14% YoY to Rs 140mn and margin improving by 38bps YoY to 5.9%.

**Residential wires entry adds new growth lever:** Crompton announced entry into residential wires, with a full-range launch expected in ~6 weeks in select markets. This expands the company's addressable market meaningfully by Rs 360bn to Rs 1.6-1.7trn.

**Cut estimates; maintain BUY:** We cut FY27-28E EPS by 9-10% to factor in Crompton's foray into HW, which will likely be margin-dilutive till the segment scales meaningfully. We roll forward to Dec-26 and arrive at TP of Rs 320

**Key changes**

	Target	Rating
	▼	◀ ▶

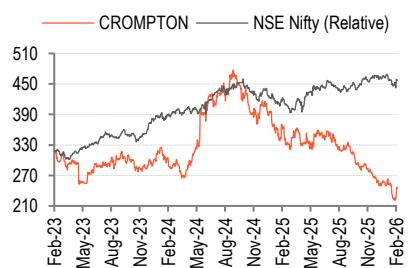
Ticker/Price	CROMPTON IN/Rs 245
Market cap	US\$ 1.7bn
Free float	100%
3M ADV	US\$ 8.9mn
52wk high/low	Rs 368/Rs 217
Promoter/FPI/DII	0%/40%/44%

Source: NSE | Price as of 6 Feb 2026

**Key financials**

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	78,636	80,871	91,973
EBITDA (Rs mn)	8,882	7,678	9,018
Adj. net profit (Rs mn)	5,560	4,912	5,918
Adj. EPS (Rs)	8.6	7.6	9.2
Adj. ROAE (%)	17.4	13.7	14.9
Adj. P/E (x)	28.4	32.1	26.7
EV/EBITDA (x)	17.7	20.3	17.2
Adj. EPS growth (%)	26.4	(11.6)	20.5

Source: Company, Bloomberg, BOBCAPS Research

**Stock performance**

Source: NSE



**Fig 1 – Quarterly & 9MFY26 performance**

(Rs mn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)	Q3FY26E	Var (%)
Revenue	18,983	17,692	7	19,156	(1)	58,122	58,029	0	18,991	(0)
EBITDA	1,953	1,880	4	1,584	23	5,454	6,238	(13)	1,968	(1)
EBITDA Margin (%)	10.3	10.6	(30bps)	8.3	200bps	9.4	10.7	(140bps)	10.4	(7bps)
Depreciation	436	379		440		1,271	1,133		440	(1)
Interest	84	105		52		234	380		65	29
Other Income	128	116		134		499	529		135	(5)
PBT	1,561	1,512	3	1,226	27.3	4,447	5,254	(15)	1,598	(2)
Tax	350	393		268		1,040	1,331		402	(13)
Adjusted PAT	1,210	1,119	8	958	26.4	3,322	3,865	(14)	1,196	1
Exceptional item	200	-		204		404	-		0	
Reported PAT	1,010	1,119	(10)	754	33.9	2,918	3,865	(25)	1,196	(16)
Adj. PAT Margin (%)	5.3	6.3	(100bps)	5.0	30bps	5.0	6.7	(160bps)	6.3	(98bps)
EPS (Rs)	1.9	1.8	7	1.5	26.4	5.3	6.1	(14)	1.9	1.2

Source: Company, BOBCAPS Research

**Fig 2 – Segmental performance**

(Rs mn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)
<b>Segment revenue</b>								
ECD	13,850	12,878	8	13,712	1	43,424	44,071	(1)
Lighting	2,750	2,577	7	2,611	5	7,690	7,442	3
Butterfly Gandhimathi	2,383	2,237	7	2,834	(16)	7,008	6,516	8
<b>EBIT</b>								
ECD	1,800	1,957	(8)	1,450	24	5,366	6,608	(19)
EBIT Margin (%)	13.0	15.2	(220bps)	10.6	243bps	12.4	15.0	(264bps)
Lighting	333	278	20	405	(18)	1,035	757	37
EBIT Margin (%)	12.1	10.8	134bps	15.5	(341bps)	13.5	10.2	328bps
Butterfly Gandhimathi	140	123	14	221	(36)	437	341	28
EBIT Margin (%)	5.9	5.5	38bps	7.8	(191bps)	6.2	5.2	99bps

Source: Company, BOBCAPS Research

## Earnings Call Highlights

- Management highlighted that Crompton's expansion strategy is structured around "Play-to-win" vs "Play-to-participate" categories, with wires/solar being play-to-win and mobile accessories being play-to-participate.
- While commodity cost inflation persisted, pricing actions were taken with further interventions expected.

### Fans

- Management stated that Crompton executed the BEE 2.0 transition in ceiling fans seamlessly, effective 1 Jan 2026, with no disruption; while channel inventory of legacy 1-star fans is being liquidated gradually.
- On BLDC, management indicated continued traction, with BLDC volumes growing 50%+ sequentially, implying market share gains despite an uneven season.

- On pricing, the company highlighted that a net 1-1.5% price hike has already been taken, with two more rounds planned in Q4 and Q1. This is to offset commodity inflation and BEE-related cost increases, supported by ongoing cost reduction initiatives.
- Exports are a renewed focus area, and the company strengthened its exports team during the quarter to scale international opportunity in fans.

### **Appliances**

- Crompton has strengthened presence in water heaters and is now the #2 player in General Trade nationally, while retaining strong positioning in e-commerce.

### **Pumps & Solar**

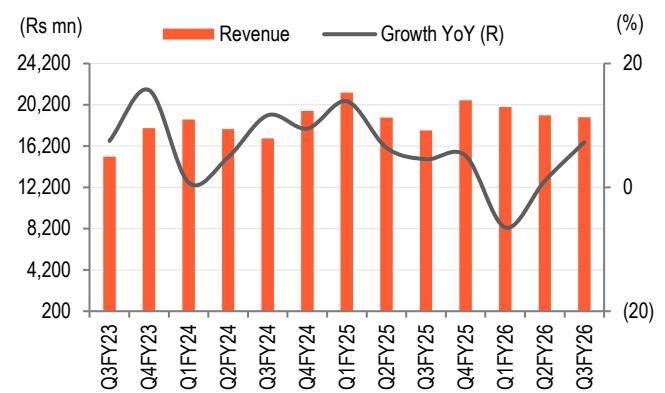
- On solar pumps, management indicated that the business continues to scale strongly, with revenue having more than doubled YoY in the quarter. This is despite a broader market decline, implying continued market share gains.
- Solar rooftop business has begun revenue recognition, with ~Rs 180-190mn booked in Q3. Management reiterated that the initial order book of ~Rs 5.0bn is being executed largely through government-intermediated orders, though end installations are at residential homes.
- Management reiterated that scale benefits across solar pumps and rooftop are driving material improvement in gross margins. Working capital for rooftop execution is expected to remain manageable, given the structured payment schedules.

### **Butterfly Gandhimathi Appliances (BGAL)**

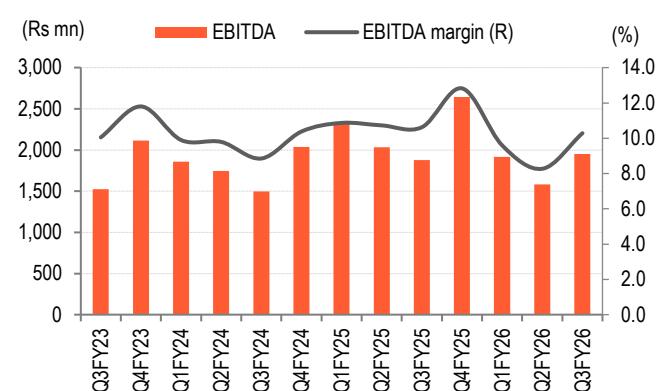
- The premium Idea First Series continues to scale, contributing to higher ASPs and improved profitability, alongside ongoing reset in go-to-market terms of trade.

### **Wires launch; outsourced sourcing to limit capex**

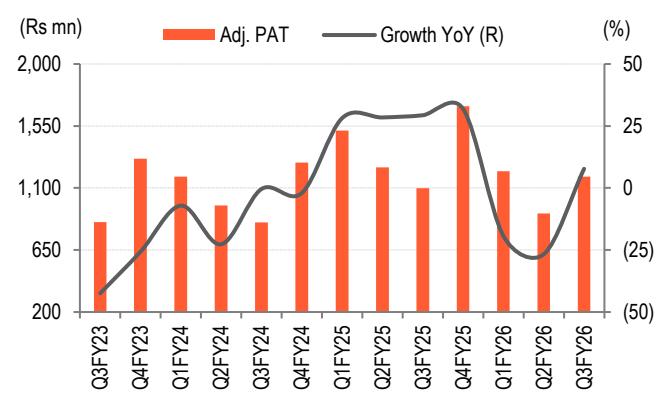
- House wire category size is ~Rs 360-370bn, and the company expects to scale meaningfully over time, given adjacency and distribution strength.
- On wires sourcing, management clarified that the initial model is outsourced manufacturing, and the company does not expect significant capex commitment in the near term, with investments to follow only after scale-up.

**Fig 3 – Revenue growth**

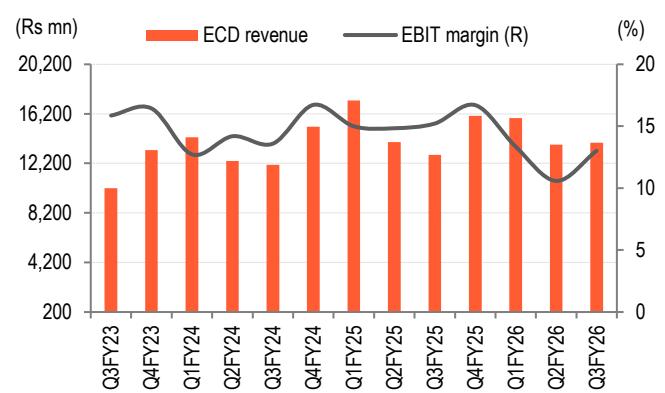
Source: Company, BOBCAPS Research

**Fig 4 – EBITDA growth**

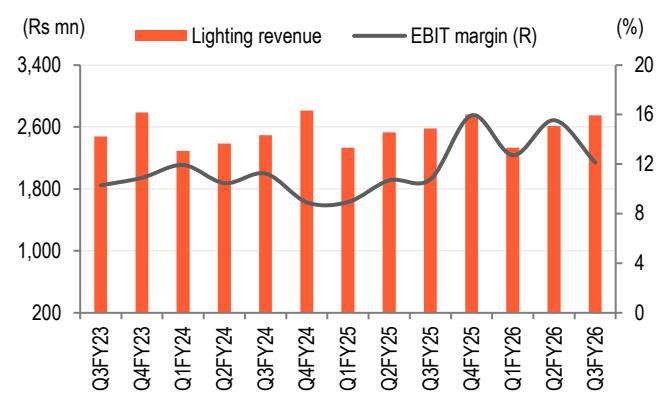
Source: Company, BOBCAPS Research

**Fig 5 – Profit growth**

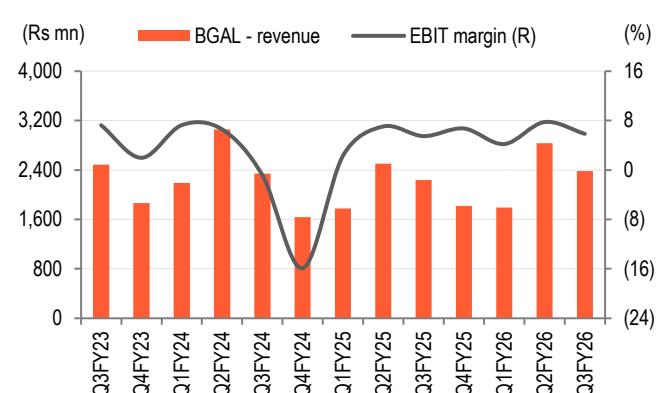
Source: Company, BOBCAPS Research

**Fig 6 – ECD business performance**

Source: Company, BOBCAPS Research

**Fig 7 – Lighting business performance**

Source: Company, BOBCAPS Research

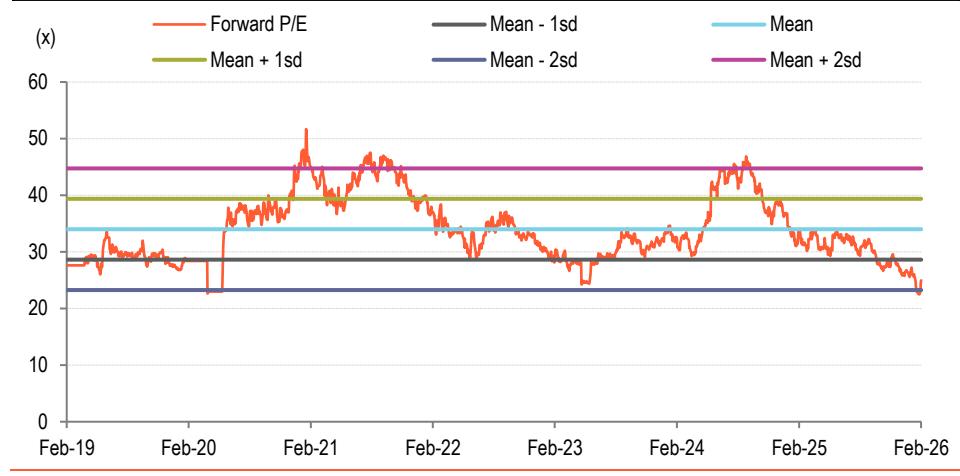
**Fig 8 – BGAL's performance**

Source: Company, BOBCAPS Research

## Valuation Methodology

We cut FY27-28E EPS by 9-10% to factor in Crompton's foray into HW, which is expected to be margin-dilutive till the segment scales meaningfully. We roll forward to Dec-26 and arrive at TP of Rs 320, ascribing 30x (vs 35x earlier) to factor in the foray into housing wires, which is expected to compress Crompton's ROCE, as HW segment will likely be highly competitive with long gestation period.

**Fig 9 – CROMPTON 1YF P/E band chart**



Source: Company, BOBCAPS Research

**Fig 10 – Revised estimates**

(Rs mn)	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	80,871	91,973	1,03,953	80,729	91,211	1,01,700	0	1	2
EBITDA	7,678	9,018	10,372	7,513	9,620	10,970	2	(6)	(5)
EBITDA margin (%)	9.5	9.8	10.0	9.3	10.5	10.8	19bps	(74bps)	(81bps)
PAT	4,912	5,918	7,085	4,822	6,557	7,774	2	(10)	(9)

Source: BOBCAPS Research

## Financials

### Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Total revenue</b>	<b>73,128</b>	<b>78,636</b>	<b>80,871</b>	<b>91,973</b>	<b>1,03,953</b>
EBITDA	7,137	8,882	7,678	9,018	10,372
Depreciation	1,288	1,528	1,724	1,686	1,677
EBIT	5,849	7,354	5,954	7,331	8,695
Net interest inc./exp.)	792	480	331	328	314
Other inc./exp.)	674	688	757	909	1,090
Exceptional items	0	0	0	0	0
EBT	5,731	7,562	6,380	7,912	9,472
Income taxes	1,313	1,921	1,467	1,994	2,387
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
<b>Reported net profit</b>	<b>4,399</b>	<b>5,560</b>	<b>4,912</b>	<b>5,918</b>	<b>7,085</b>
Adjustments	0	0	0	0	0
<b>Adjusted net profit</b>	<b>4,399</b>	<b>5,560</b>	<b>4,912</b>	<b>5,918</b>	<b>7,085</b>

### Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	13,145	13,948	14,402	16,379	18,512
Other current liabilities	4,174	4,135	4,653	5,292	5,981
Provisions	-	-	-	-	-
Debt funds	3,528	4,389	4,139	3,639	3,139
Other liabilities	2,177	1,952	2,259	3,578	3,578
Equity capital	1,286	1,288	1,288	1,288	1,288
Reserves & surplus	33,204	37,190	40,874	45,313	50,627
Shareholders' fund	34,490	38,478	42,162	46,601	51,914
<b>Total liab. and equities</b>	<b>60,817</b>	<b>63,298</b>	<b>68,011</b>	<b>75,885</b>	<b>83,521</b>
Cash and cash eq.	2,608	3,530	2,851	5,230	8,669
Accounts receivables	7,209	6,912	9,970	11,339	12,816
Inventories	8,304	8,817	11,078	12,599	14,240
Other current assets	8,927	9,565	9,970	12,095	13,671
Investments	-	-	-	-	-
Net fixed assets	32,439	33,151	32,427	32,241	32,065
CWIP	114	142	500	1,000	500
Intangible assets	0	0	0	0	0
Deferred tax assets, net	-	-	-	-	-
Other assets	1,216	1,180	1,214	1,380	1,560
<b>Total assets</b>	<b>60,817</b>	<b>63,298</b>	<b>68,011</b>	<b>75,885</b>	<b>83,521</b>

### Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Cash flow from operations</b>	<b>8,434</b>	<b>7,374</b>	<b>1,884</b>	<b>5,206</b>	<b>6,890</b>
Capital expenditures	(805)	(1,028)	(1,000)	(1,500)	(1,500)
Change in investments	-	-	-	-	-
Other investing cash flows	(1,264)	(283)	(85)	652	320
<b>Cash flow from investing</b>	<b>(2,069)</b>	<b>(1,311)</b>	<b>(1,085)</b>	<b>(848)</b>	<b>(1,180)</b>
Equities issued/Others	893	204	0	0	0
Debt raised/repaid	(4,394)	(4,021)	(250)	(500)	(500)
Interest expenses	-	-	-	-	-
Dividends paid	-	-	-	-	-
Other financing cash flows	(1,912)	(1,930)	(1,228)	(1,480)	(1,771)
<b>Cash flow from financing</b>	<b>(5,413)</b>	<b>(5,747)</b>	<b>(1,478)</b>	<b>(1,980)</b>	<b>(2,271)</b>
Chg in cash & cash eq.	952	316	(679)	2,379	3,439
<b>Closing cash &amp; cash eq.</b>	<b>2,608</b>	<b>3,530</b>	<b>2,851</b>	<b>5,230</b>	<b>8,669</b>

### Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	6.9	8.6	7.6	9.2	11.0
Adjusted EPS	6.9	8.6	7.6	9.2	11.0
Dividend per share	3.0	3.0	1.9	2.3	2.8
Book value per share	47.2	52.7	58.4	65.3	73.5

### Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	2.2	2.0	1.9	1.7	1.5
EV/EBITDA	22.6	17.7	20.3	17.2	14.6
Adjusted P/E	35.4	28.4	32.1	26.7	22.3
P/BV	5.2	4.7	4.2	3.8	3.3

### DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	76.8	73.5	77.0	74.8	74.8
Interest burden (PBT/EBIT)	98.0	102.8	107.2	107.9	108.9
EBIT margin (EBIT/Revenue)	8.0	9.4	7.4	8.0	8.4
Asset turnover (Rev./Avg TA)	2.2	2.4	2.5	2.8	3.2
Leverage (Avg TA/Avg Equity)	1.2	1.0	0.9	0.8	0.7
Adjusted ROAE	15.5	17.4	13.7	14.9	15.9

### Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
<b>YoY growth (%)</b>					
Revenue	6.5	7.5	2.8	13.7	13.0
EBITDA	(7.4)	24.5	(13.6)	17.5	15.0
Adjusted EPS	(5.0)	26.4	(11.6)	20.5	19.7
<b>Profitability &amp; Return ratios (%)</b>					
EBITDA margin	9.8	11.3	9.5	9.8	10.0
EBIT margin	8.0	9.4	7.4	8.0	8.4
Adjusted profit margin	6.0	7.1	6.1	6.4	6.8
Adjusted ROAE	15.5	17.4	13.7	14.9	15.9
ROCE	16.3	20.2	15.4	17.2	18.4
<b>Working capital days (days)</b>					
Receivables	36	32	45	45	45
Inventory	41	41	50	50	50
Payables	66	65	65	65	65
<b>Ratios (x)</b>					
Gross asset turnover	2.1	2.1	2.1	2.3	2.5
Current ratio	1.3	1.3	1.5	1.7	1.8
Net interest coverage ratio	7.4	15.3	18.0	22.4	27.7
Adjusted debt/equity	0.1	0.0	0.0	0.0	(0.1)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

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 01 February 2030

Brand Name: **BOBCAPS**

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

CIN: U65999MH1996GOI098009

Logo:  TRUST | INNOVATION | EXCELLENCE

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%

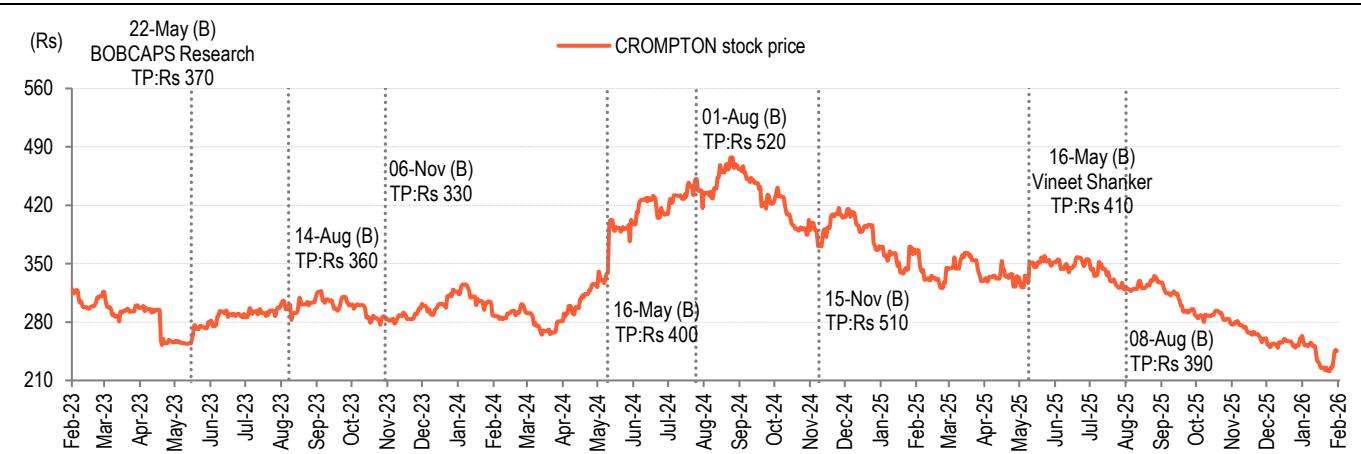
**HOLD** – Expected return from -6% to +15%

**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): CROMPTON GREAVES (CROMPTON 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.