

BUY
 TP: Rs 290 | ▲ 34%

HINDWARE HOME INNOVATION

| Building Materials

| 21 May 2026

Margin recovery continues despite weak top-line performance

- Revenue declined 5% YoY; bathware remains resilient while pipes and consumer products drag overall growth
- Margin recovery continues in bathware; pipes recovery hinges on PVC stabilisation and Rudrapur ramp-up
- Maintain BUY; roll forward to Mar'28 unchanged with 20x P/E, implying revised TP of Rs 290 on improving earnings recovery trajectory

Vineet Shanker
 Research Analyst
 Harshit Mundra
 Research Associate
 research@bobcaps.in

Weak topline; profitability improves on better gross margins and cost control:

HINDWARE reported revenue decline of 5% YoY (-17% vs est.), impacted by continued weakness in the plastic pipes and consumer products segments. However, EBITDA grew 8% YoY (-29% vs est), with EBITDA margins expanding 83 bps YoY to 6.7%, supported by gross margin improvement and lower employee costs. Reported loss stood at Rs 189 mn in Q4FY26 (vs loss of Rs 339 mn in Q4FY25), while adjusted loss widened to Rs 148 mn due to elevated interest and non-operating expenses.

Bathware remains resilient; plastic pipes and consumer products weak:

Bathware remained resilient with revenue growth of 10% YoY and EBITDA margin expansion of 96bps YoY to 9.6%, supported by improved mix and operating leverage. Plastic pipe revenues declined 25% YoY amid weak volumes and lower realizations, while consumer products remained loss-making at EBITDA level. Net debt declined to Rs 7.08bn as of Mar'26 (vs Rs 7.4bn in Dec'25), while working capital cycle improved to 89 days (vs 95 days YoY).

Concall highlights: Management guided for 15-20% growth in bathware with continued margin improvement, supported by premiumization and distribution expansion, while tile-related supply disruptions are expected to normalise from Jun'26. Consumer appliances is nearing EBITDA breakeven post portfolio rationalisation. Pipes recovery is expected to improve with PVC price stabilisation and Rudrapur ramp-up. Balance sheet metrics improved during FY26, while the demerger process awaits final NCLT approval.

Maintain BUY; revise TP to Rs 290: We expect HINDWARE to deliver a healthy earnings recovery over FY26-29E, led by sustained margin improvement in bathware, gradual normalisation in pipes and narrowing losses in consumer appliances. We cut FY27E EPS by 12% to factor in weaker near-term pipes profitability and slower recovery in consumer appliances, while broadly maintaining FY28E estimates. We maintain BUY and roll forward to Mar'28E, assigning an unchanged 20x P/E to arrive at a revised TP of Rs 290 (vs Rs 280 earlier).

Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	HINDWARE IN/Rs 217
Market cap	US\$ 165.8mn
Free float	47%
3M ADV	US\$ 0.4mn
52wk high/low	Rs 393/Rs 171
Promoter/FPI/DII	53%/3%/6%

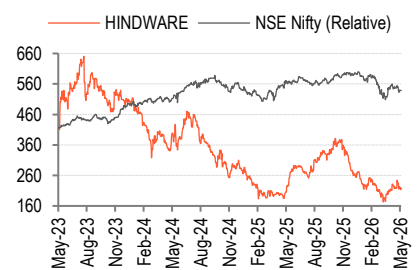
Source: NSE | Price as of 20 May 2026

Key financials

Y/E 31 Mar	FY26A	FY27E	FY28E
Total revenue (Rs mn)	25,103	29,386	32,964
EBITDA (Rs mn)	1,976	2,761	3,391
Adj. net profit (Rs mn)	80	796	1,204
Adj. EPS (Rs)	1.0	9.5	14.4
Consensus EPS (Rs)	1.0	194.8	224.0
Adj. ROAE (%)	1.0	10.1	13.6
Adj. P/E (x)	226.6	22.8	15.0
EV/EBITDA (x)	11.4	8.0	6.4
Adj. EPS growth (%)	(123.6)	895.7	51.2

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



Fig 1 – Quarterly financials - consolidated

Particulars (Rs mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)	FY26	FY25	YoY (%)	BOBCAPS Q4FY26E	Variance (%)
Total operating income	6,627	6,990	(5.2)	6,401	3.5	25,103	25,230	(0.5)	8,028	(17.4)
Raw-Material expense	3,687	4,165	(11.5)	3,490	5.6	13,721	14,101	(2.7)	4,745	(22.3)
Gross Profit	2,941	2,825	4.1	2,911	1.0	11,382	11,129	2.3	3,283	(10.4)
Employee expense	970	1,025	(5.3)	1,056	(8.1)	4,062	4,265	(4.8)	1,130	(14.1)
Energy costs	288	197	46.7	232	24.5	942	851	10.7	242	19.2
Other expense	1,240	1,195	3.8	1,142	8.6	4,403	4,583	(3.9)	1,287	(3.6)
EBITDA	442	409	8.2	482	(8.2)	1,976	1,430	0	624	(29.1)
D&A	294	304	(3.1)	288	2.0	1,175	1,225	(4.1)	292	0.6
EBIT	148	105	40.8	193	(23.3)	801	205	290.8	332	(55.3)
Interest cost	186	191	(2.5)	167	11.4	704	891	(21.0)	167	11.4
Non-operating expense/(income)	120	248	(51.5)	(45)	(368.7)	532	70	664.2	11	1,043.8
PBT	(158)	(333)	(52.6)	71	(322.8)	(435)	(756)	(42.5)	154	(202.5)
Tax	31	6	429.3	12	164.7	(42)	(68)	(38.6)	39	(20.8)
Reported PAT	(189)	(339)	(44.4)	59	(418.2)	(393)	(688)	(4)	115	(263.6)
Adjusted PAT	(148)	(28)	431.0	26	(662.6)	(39)	(386)	(90.0)	115	(228.7)
As % of net revenues	Q4FY26	Q4FY25	chg (bps)	Q3FY26	chg (bps)	FY26	FY25	chg (bps)		
Gross margin	44.4	40.4	396	45.5	(110)	45.3	44.1	123		
Employee cost	14.6	14.7	(2)	16.5	(186)	16.2	16.9	(72)		
Other cost	18.7	17.1	162	17.8	87	17.5	18.2	(63)		
EBITDA margin	6.7	5.8	83	7.5	(85)	7.9	5.7	220		
Tax rate	(19.4)	(1.7)	(1769)	16.4	(3579)	9.7	9.0	61		
APAT margin	(2.2)	(0.4)	(184)	0.4	(265)	(0.2)	(1.5)	137		

Source: Company, BOBCAPS Research

Fig 2 – Segment financials

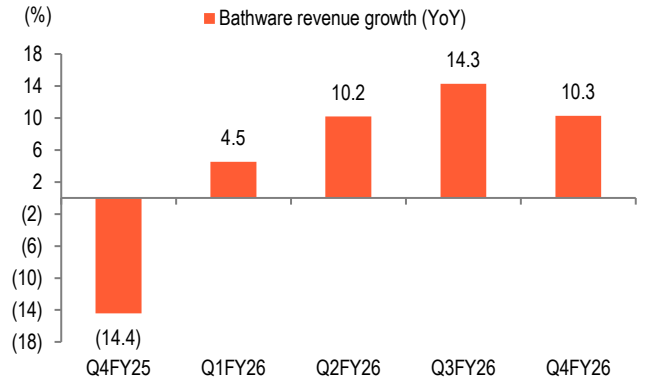
Particulars	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)	FY26	FY25	YoY (%)
Revenue (Rs mn)								
Bathware	3,970	3,600	10.3	3,860	2.8	15,210	13,841	9.9
Plastic Pipe	1,860	2,470	(24.7)	1,730	7.5	6,740	7,865	(14.3)
Consumer Products	803	920	(12.8)	815	(1.5)	3,181	3,506	(9.3)
EBITDA margin (%)			chg (bps)		chg (bps)			chg (bps)
Bathware	9.6	8.6	96	9.8	(27)	10.7	10.2	45
Plastic Pipe	5.4	5.3	11	6.9	(156)	6.1	6.3	(24)
Consumer Products	(8.7)	(15.2)	649	(4.9)	(381)	0.0	(8.0)	796

Source: Company, BOBCAPS Research

Earnings Call Highlights

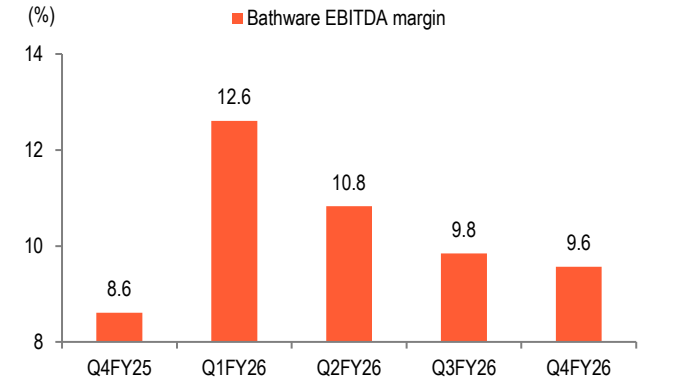
- **Bathware remains the key earnings driver:** Bathware revenue/EBITDA grew 10%/30% YoY in FY26 with EBITDA margins expanding 150bps to 10.3%. Management guided for 15-20% growth in FY27 along with 100-200bps annual margin improvement, supported by premiumization, weighted dealer expansion and stronger Tier-2/3 penetration.
- **Tiles disruption impacted Q4 growth; recovery expected from Jun'26:** Bathware Q4 growth was partly impacted by tile supply disruptions arising from fuel shortages at manufacturing partners, which management indicated reduced revenue by ~Rs 100mn during Q4. The disruption is expected to continue through Apr-May'26 with additional impact of ~Rs 40-50mn before normalisation from Jun'26 onward.
- **Consumer appliances nearing profitability inflection:** FY26 consumer appliances revenue stood at Rs 3.7bn with EBITDA loss narrowing to Rs 120mn following portfolio rationalisation. Management expects EBITDA breakeven from Q1FY27 onward, supported by focus on kitchen appliances, water heaters and digital-led premium positioning.
- **Pipes business impacted by sharp PVC volatility in Q4:** Pipes FY26 revenue stood at Rs 6.7bn with EBITDA margin of ~6.1%. Sharp PVC resin price volatility during Q4 disrupted inventory positioning and impacted execution. Management guided for 13-15% value growth in FY27, aided by stabilisation in PVC prices and ramp-up of the Rudrapur facility. Management indicated Apr'26 pipes revenue grew ~50% YoY while May'26 growth remains ~30% YoY till date, supported by improved supply conditions and PVC price normalisation.
- **FY27 bathware outlook remains strong:** Management guided for 15-20% revenue growth in bathware during FY27 along with further margin improvement of 100-200bps annually over the next two years. Growth is expected to be driven by premiumization, expansion in Tier-2/3 markets, deeper engagement with weighted dealers and stronger influencer connect across plumbers and architects.
- **Premiumization and distribution expansion continue to support growth:** Management highlighted strong traction across premium categories including smart toilets and thermostats. The company continues to deepen weighted dealer penetration while expanding influencer engagement, with over 100,000 plumbers registered on its platform.
- **Balance sheet metrics improved meaningfully:** Bathware working-capital days improved to 89 days from 103 days YoY, while bathware net debt reduced to Rs 2.34bn from Rs 3.08bn. Consolidated net debt stood at Rs 7.08 bn in Mar'26 (vs Rs 7.40 bn in Dec'25), with management targeting 30-40% reduction over the next two years.
- **Demerger process nearing completion:** Shareholder and creditor approvals have been completed, with final NCLT approval awaited. Management expects listing-related formalities to conclude over the next few months.

Fig 3 – HINDWARE’s Bathware revenue grew by 10.3% YoY in Q4FY26



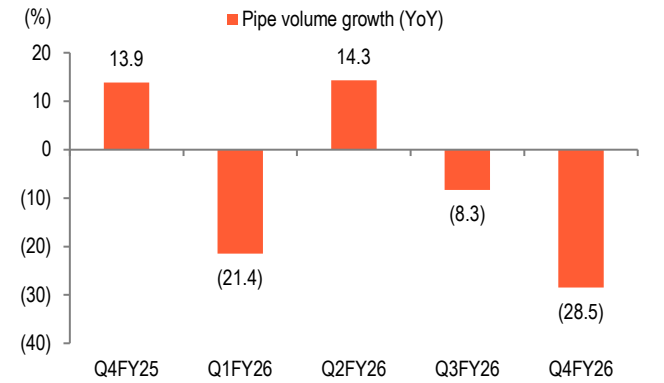
Source: Company, BOBCAPS Research

Fig 4 – Bathware EBITDA margin improved by 96bps YoY to 9.6% in Q4FY26



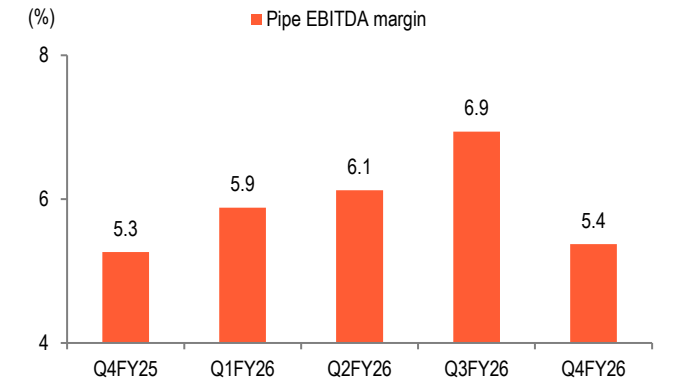
Source: Company, BOBCAPS Research

Fig 5 – Pipe volume de-grew by 28.5% YoY in Q4FY26



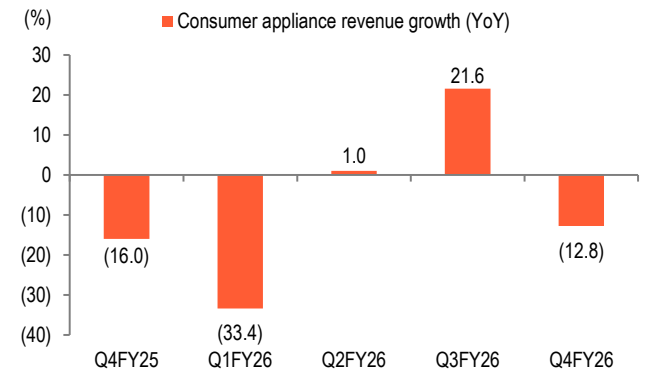
Source: Company, BOBCAPS Research

Fig 6 – Pipe EBITDA margin was flat at 11bps YoY to 5.4% in Q4FY26



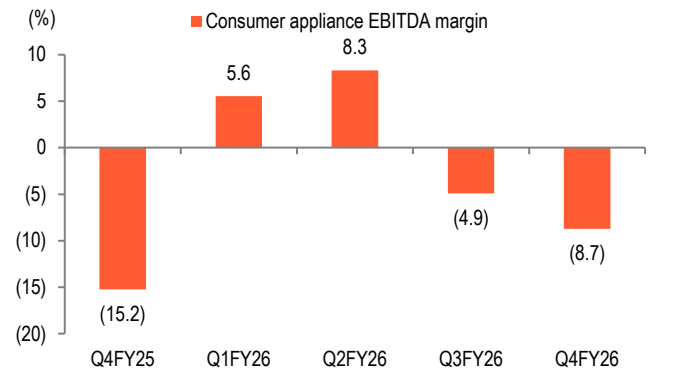
Source: Company, BOBCAPS Research

Fig 7 – Consumer Appliances revenue degrew by 12.8% YoY in Q4FY26



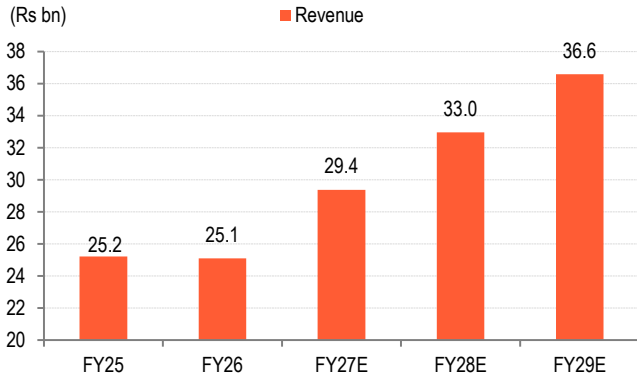
Source: Company, BOBCAPS Research

Fig 8 – Consumer appliances margins sharply contracted by 649 bps to -8.7% in Q4FY26



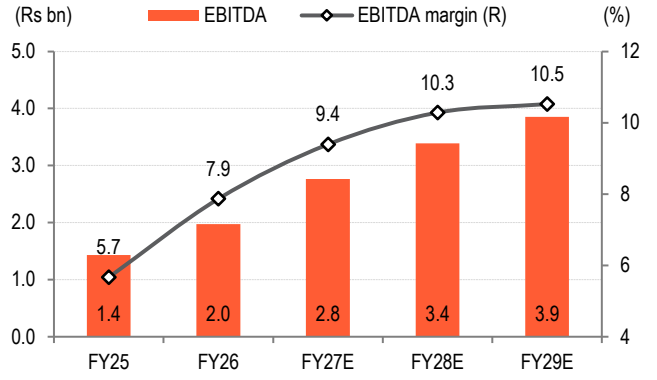
Source: Company, BOBCAPS Research

Fig 9 – HINDWARE’s revenue is projected to grow at 13.4% CAGR over FY26-FY29E



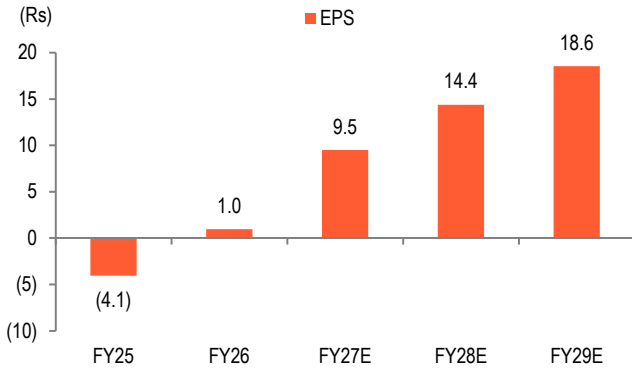
Source: Company, BOBCAPS Research

Fig 10 – HINDWARE EBITDA margin to gradually improve from 7.9% in FY26 to 10.5% in FY29E



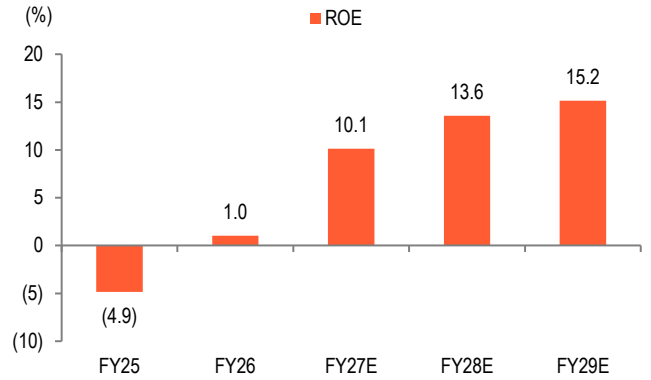
Source: Company, BOBCAPS Research

Fig 11 – HINDWARE’s EPS forecast to grow sharply over FY26-FY29E over a weak base



Source: Company, BOBCAPS Research

Fig 12 – ROE is also projected to improve gradually over the next 3 years



Source: Company, BOBCAPS Research

Valuation Methodology

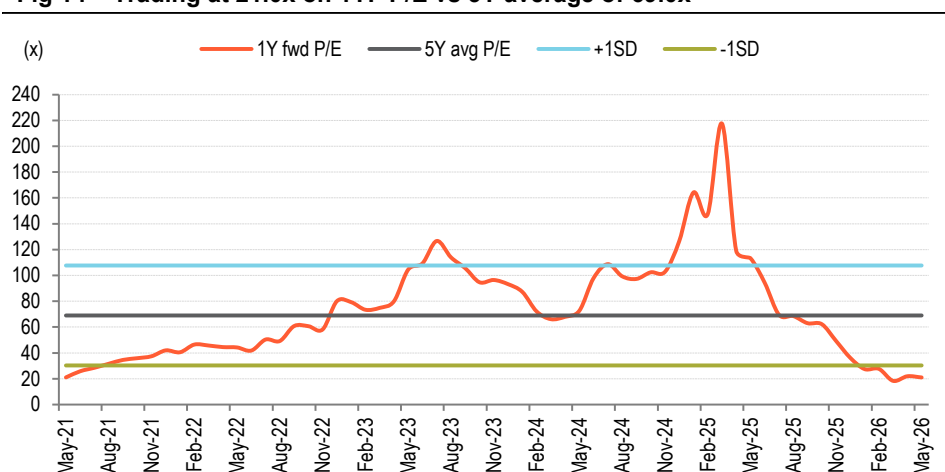
We expect HINDWARE to deliver a healthy earnings recovery over FY26-29E, led by sustained margin improvement in bathware, gradual normalisation in pipes and narrowing losses in consumer appliances. We cut FY27E EPS by 12% to factor in weaker near-term pipes profitability and slower recovery in consumer appliances, while broadly maintaining FY28E estimates. We maintain BUY and roll forward to Mar'28E, assigning an unchanged 20x P/E to arrive at a revised TP of Rs 290 (vs Rs 280 earlier), implying 34% upside.

Fig 13 – Revised estimates

Consolidated (Rs bn)	New			Old			Change (%)		
	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
Total operating income	29.4	33.0	36.6	29.7	32.7	NA	(1.1)	0.8	NA
EBITDA	2.8	3.4	3.9	3.1	3.5	NA	(10.9)	(3.1)	NA
EBITDA Margin (%)	9.4	10.3	10.5	10.5	10.9	NA	(110)	(61)	NA
Adjusted PAT	0.8	1.2	1.6	0.9	1.2	NA	(11.5)	0.4	NA
EPS (Rs)	9.5	14.4	18.6	10.8	13.8	NA	(11.8)	4.3	NA

Source: Company, BOBCAPS Research

Fig 14 – Trading at 21.0x on 1YF P/E vs 5Y average of 69.0x



Source: Bloomberg, BOBCAPS Research

Fig 15 – Key assumptions

Key Assumptions	FY25A	FY26A	FY27E	FY28E	FY29E
Revenue-Mix (%)					
Bathware	54.9	60.6	59.5	59.2	58.6
Plastic Pipe	31.2	26.8	28.3	28.9	29.6
Consumer Product	13.9	12.7	12.2	11.9	11.8
Segment Revenue Growth (%)					
Bathware	(12.4)	9.9	15.0	11.5	10.0
Plastic Pipe	1.5	(14.3)	23.4	14.6	13.5
Consumer Product	(17.2)	(9.3)	12.4	10.0	10.0
EBITDA margin (%)					
Bathware	10.2	10.7	13.0	13.2	13.0
Plastic Pipe Segment	6.3	6.1	9.3	10.0	11.0
Consumer Products Segment	(8.0)	-	1.0	5.5	7.2

Source: Company, BOBCAPS Research

Key Risks

- Sharp slowdown in real estate activity
- Market share loss in Bathware and Plastic Pipes

Financials

Income Statement

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Total revenue	25,230	25,103	29,386	32,964	36,593
EBITDA	1,430	1,976	2,761	3,391	3,852
Depreciation	1,225	1,175	1,302	1,429	1,512
EBIT	205	801	1,459	1,962	2,340
Net interest inc./(exp.)	(891)	(704)	(675)	(665)	(665)
Other inc./(exp.)	405	350	320	352	440
Exceptional items	0	0	0	0	0
EBT	(281)	446	1,104	1,649	2,115
Income taxes	(68)	(42)	268	405	522
Extraordinary items	296	526	0	0	0
Min. int./Inc. from assoc.	(182)	(360)	(40)	(40)	(40)
Reported net profit	(691)	(397)	796	1,204	1,553
Adjustments	352	477	0	0	0
Adjusted net profit	(339)	80	796	1,204	1,553

Balance Sheet

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Accounts payables	4,066	3,270	3,828	4,294	4,767
Other current liabilities	3,919	4,699	4,699	4,699	4,699
Provisions	49	39	45	51	56
Debt funds	7,199	7,087	6,387	6,187	5,687
Other liabilities	2,183	1,960	1,960	1,960	1,960
Equity capital	167	167	167	167	167
Reserves & surplus	7,603	7,202	7,998	9,202	10,755
Shareholders' fund	7,861	7,464	8,260	9,464	11,017
Total liab. and equities	25,277	24,518	25,179	26,654	28,186
Cash and cash eq.	253	386	223	550	889
Accounts receivables	5,078	4,195	4,670	5,238	5,815
Inventories	6,007	6,140	6,642	7,544	8,560
Other current assets	1,343	1,460	1,709	1,918	2,129
Investments	731	336	336	336	336
Net fixed assets	6,983	8,392	7,990	7,461	6,849
CWIP	2,085	935	935	935	935
Intangible assets	1,774	1,597	1,597	1,597	1,597
Deferred tax assets, net	727	890	890	890	890
Other assets	296	187	187	187	187
Total assets	25,277	24,518	25,179	26,654	28,186

Cash Flows

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Cash flow from operations	1,832	2,639	1,792	1,739	1,964
Capital expenditures	(1,980)	(1,252)	(900)	(900)	(900)
Change in investments	(120)	(120)	0	0	0
Other investing cash flows	(46)	79	320	352	440
Cash flow from investing	(2,146)	(1,293)	(580)	(548)	(460)
Equities issued/Others	2,468	0	0	0	0
Debt raised/repaid	(1,091)	(189)	(700)	(200)	(500)
Interest expenses	(802)	(669)	(675)	(665)	(665)
Dividends paid	(29)	0	0	0	0
Other financing cash flows	(363)	(344)	0	0	0
Cash flow from financing	183	(1,202)	(1,375)	(865)	(1,165)
Chg in cash & cash eq.	(131)	143	(163)	326	339
Closing cash & cash eq.	163	306	143	469	809

Per Share

Y/E 31 Mar (Rs)	FY25A	FY26A	FY27E	FY28E	FY29E
Reported EPS	(8.3)	(4.8)	9.5	14.4	18.6
Adjusted EPS	(4.1)	1.0	9.5	14.4	18.6
Dividend per share	0.0	0.0	0.0	0.0	0.0
Book value per share	92.9	88.1	97.6	112.0	130.6

Valuations Ratios

Y/E 31 Mar (x)	FY25A	FY26A	FY27E	FY28E	FY29E
EV/Sales	0.9	0.9	0.8	0.7	0.6
EV/EBITDA	16.2	11.4	8.0	6.4	5.4
Adjusted P/E	(53.5)	226.6	22.8	15.0	11.7
P/BV	2.3	2.5	2.2	1.9	1.7

DuPont Analysis

Y/E 31 Mar (%)	FY25A	FY26A	FY27E	FY28E	FY29E
Tax burden (Net profit/PBT)	120.5	17.9	72.1	73.0	73.4
Interest burden (PBT/EBIT)	(137.2)	55.7	75.7	84.1	90.4
EBIT margin (EBIT/Revenue)	0.8	3.2	5.0	6.0	6.4
Asset turnover (Rev./Avg TA)	99.8	102.4	116.7	123.7	129.8
Leverage (Avg TA/Avg Equity)	3.6	3.2	3.2	3.0	2.8
Adjusted ROAE	(4.9)	1.0	10.1	13.6	15.2

Ratio Analysis

Y/E 31 Mar	FY25A	FY26A	FY27E	FY28E	FY29E
YoY growth (%)					
Revenue	(9.1)	(0.5)	17.1	12.2	11.0
EBITDA	(45.6)	38.1	39.8	22.8	13.6
Adjusted EPS	(158.7)	(123.6)	895.7	51.2	29.0
Profitability & Return ratios (%)					
EBITDA margin	5.7	7.9	9.4	10.3	10.5
EBIT margin	0.8	3.2	5.0	6.0	6.4
Adjusted profit margin	(1.3)	0.3	2.7	3.7	4.2
Adjusted ROAE	(4.9)	1.0	10.1	13.6	15.2
ROCE	4.1	7.9	12.1	14.8	16.6
Working capital days (days)					
Receivables	73	61	58	58	58
Inventory	87	89	82	84	85
Payables	59	48	48	48	48
Ratios (x)					
Gross asset turnover	2.3	1.9	2.0	2.1	2.2
Current ratio	1.1	1.0	1.0	1.1	1.3
Net interest coverage ratio	0.2	1.1	2.2	3.0	3.5
Adjusted debt/equity	0.9	0.9	0.7	0.6	0.4

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 (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. Manoj Pawar

Email ID: head-customer@bobcaps.in; Phone no: 0+91-22-69417333

Brand Name: **BOBCAPS**

Website: <https://www.bobcaps.in/>

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%

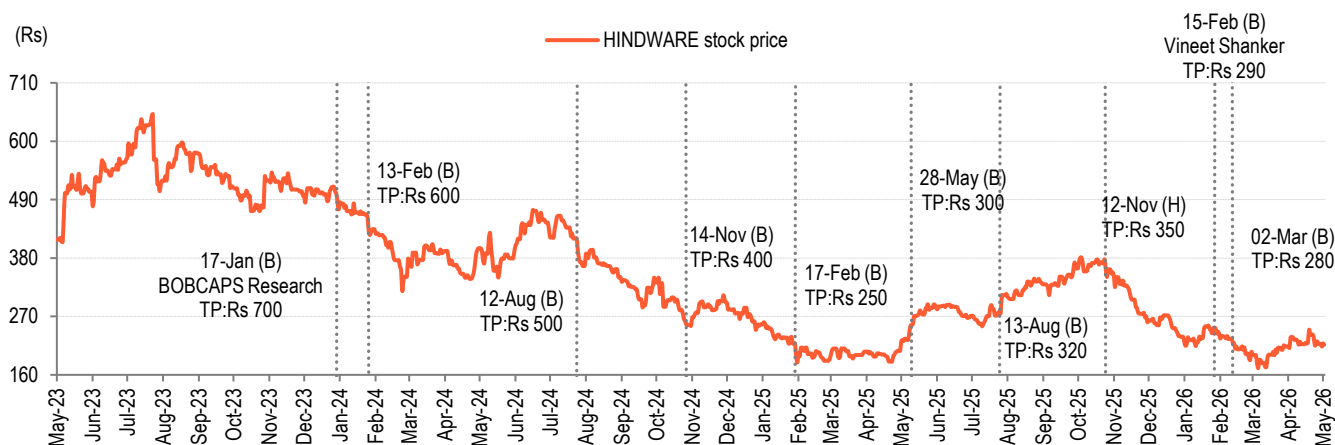
HOLD – Expected return from -6% to +15%

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): HINDWARE HOME INNOVATION (HINDWARE 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 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.