

BUY

TP: Rs 760 | ▲ 39%

ICICI PRUDENTIAL LIFE | Insurance

15 April 2026

Vijiya Rao
Research Analyst
Niraj Jalan
Research Analyst

Rutam Yellapurkar
Research Associate
research@bobcaps.in

VNB margin expansion drives growth

- VNB margin resilient, with a significant expansion of 190bps YoY in FY26, driven by favourable product mix towards high margin products
- Strong 32% YoY growth in retail protection; overall protection growth was at 16% YoY in FY26
- Maintain BUY with TP of Rs 760 (earlier Rs 800), 1.6x its Mar'28 P/EV, on the expectations of a stable performance in future

Significant margin expansion: VNB margin witnessed a significant expansion of 250bps YoY in Q4FY26 to 25.2%, above our estimate of 24.1%. For FY26, margins expanded by 190bps YoY. This is primarily on account of a favourable product mix. Further, VNB grew robustly by 21.4% YoY in Q4FY26 and 10.9% YoY in FY26. However, APE witnessed moderate growth at 2.2% YoY in FY26, owing to muted individual APE growth (-0.1% YoY in FY26). Consequently, PAT grew strong by 35% YoY to Rs 16.0bn in FY26. Management reiterated its focus on growing absolute VNB, aided by improvement in the product mix and operational efficiencies. With respect to the implementation of Ind AS 117, the company plans to seek forbearance of one year.

Strong protection growth continues to drive margins: Overall, protection segment delivered a robust growth of 29.9% in Q4FY26, on APE basis, increasing the share of protection to 16% vs 13.5% in Q4FY25, driven by GST tailwinds. Within protection segment, retail segment saw significant growth of 60.5% YoY in Q4FY26. This can be attributed to the GST reform effective Sep'25, which aided life insurance demand, particularly in retail protection, coupled with strong growth in the retail sum assured. The company reiterated focus on retail protection, going forward.

APE grew muted: APE came in at Rs 38.3bn, up 9.4% YoY in Q4FY26, above our expectations (up 3.5%). However, for FY26, APE grew muted at 2.2% YoY, on a higher base of FY25 (APE grew 15% YoY). Individual APE growth was at -0.1% YoY and group APE was up by 14.5% YoY in FY26. IPRU expects APE growth to be in line with the industry growth, going forward.

Maintain BUY on IPRU: The company reported robust VNB margin expansion, led by a favourable product mix and operational leverage with strong absolute VNB growth. Management reiterated focus on growing absolute VNB. Growth in the protection segment is expected to sustain, going forward. Further, the ongoing active commission renegotiations and continued cost optimisation efforts are expected to aid improvement in margins, aided by favourable product mix. Hence, we maintain BUY on IPRU with TP of Rs 760 (earlier Rs 800), implying 1.6x its Mar'28 P/EV.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	IPRU IN/Rs 547
Market cap	US\$ 8.4bn
Free float	27%
3M ADV	US\$ 8.0mn
52wk high/low	Rs 707/Rs 491
Promoter/FPI/DII	73%/15%/7%

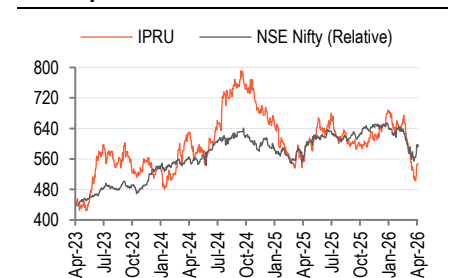
Source: NSE | Price as of 13 Apr 2026

Key financials

Y/E 31 Mar	FY26A	FY27E	FY28E
NBP (Rs mn)	2,48,091	2,74,654	3,04,866
APE (Rs mn)	1,06,410	1,19,711	1,35,274
VNB (Rs mn)	26,290	30,167	34,765
Embedded Value (Rs mn)	5,29,890	5,98,458	6,76,706
VNB margin (%)	24.7	25.2	25.7
EVPS (Rs)	365.6	412.9	466.9
EPS (Rs)	11.0	12.5	13.6
Consensus EPS (Rs)	10.1	11.9	13.6
P/EV (x)	1.5	1.3	1.2

Source: Company, Bloomberg, BOBCAPS Research

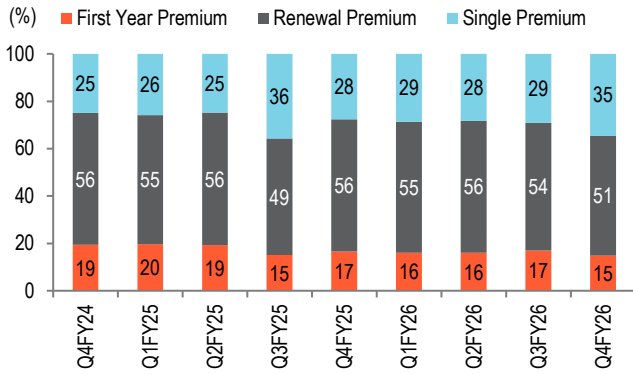
Stock performance



Source: NSE

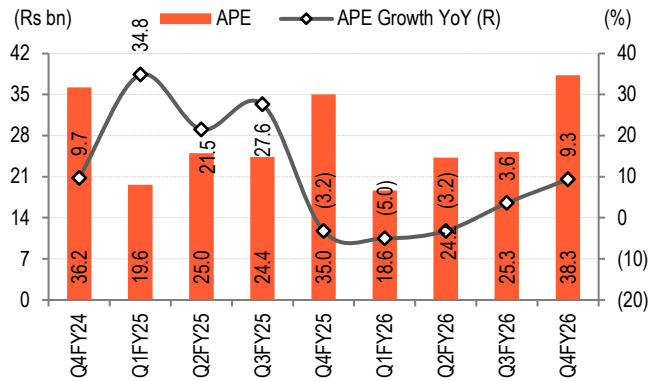


Fig 1 – Single premium grew robust at 46.4% YoY in Q4FY26



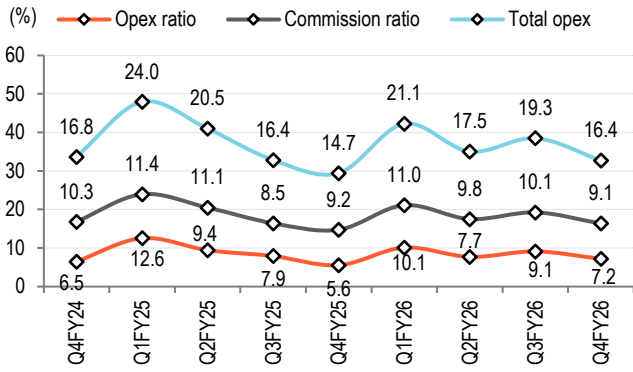
Source: Company, BOBCAPS Research

Fig 2 – APE increased 9.3% in Q4FY26 at Rs 38.3 bn



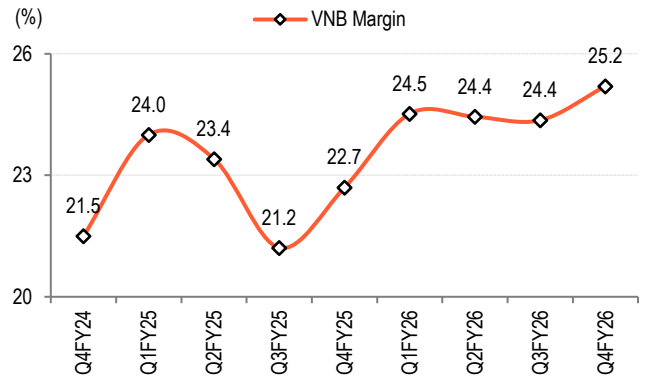
Source: Company, BOBCAPS Research

Fig 3 – Expense ratio came in at 16.4% in Q4FY26



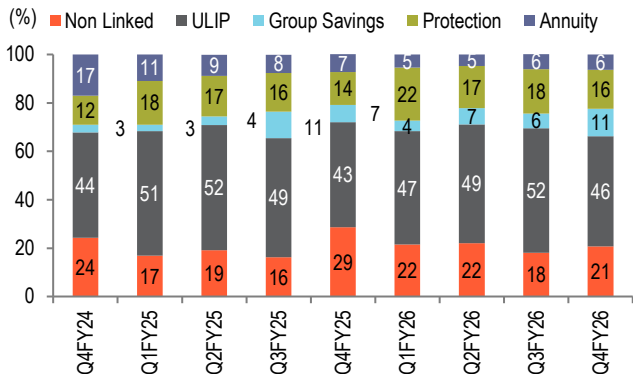
Source: Company, BOBCAPS Research

Fig 4 – VNB margin expanded driven by an improved product mix



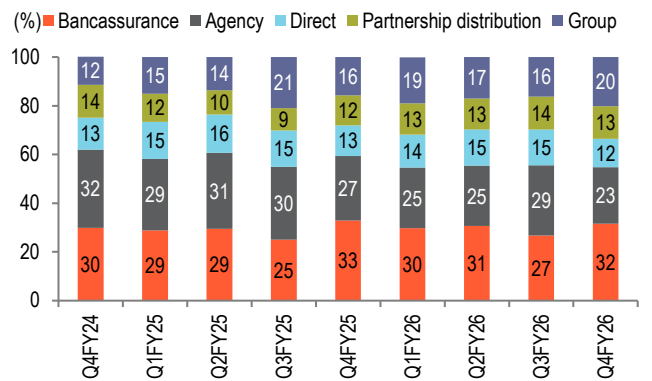
Source: Company, BOBCAPS Research

Fig 5 – ULIPs grew modestly at 1.6% due to volatile equity markets



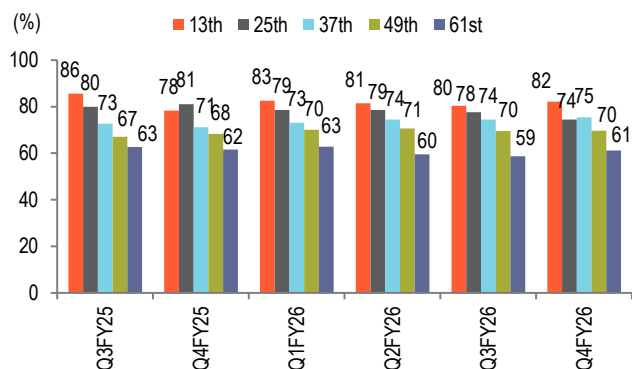
Source: Company, BOBCAPS Research

Fig 6 – Agency and direct channels declined in FY26 due to high base effect of last year



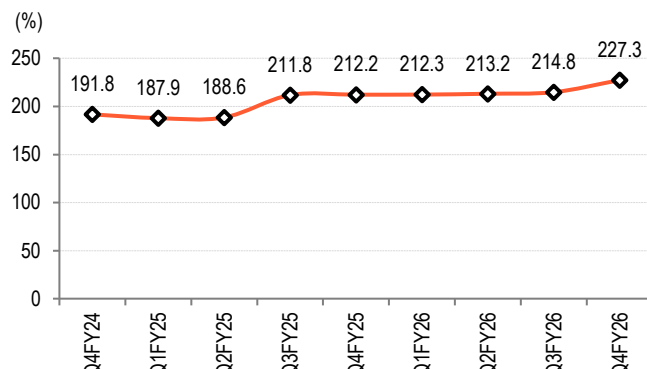
Source: Company, BOBCAPS Research

Fig 7 – 61st month persistency came in at 61%



Source: Company, BOBCAPS Research

Fig 8 – Solvency ratio improved due to higher PAT and gain from the sale of pension fund subsidiary



Source: Company, BOBCAPS Research

Fig 9 – Policyholders' account

(Rs mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
Gross premium income	1,96,476	1,68,316	16.7	1,22,260	60.7
First Year Premium	29,305	28,073	4.4	20,811	40.8
Renewal Premium	99,282	93,869	5.8	65,939	50.6
Single Premium	67,888	46,375	46.4	35,510	91.2
Reinsurance	4,675	4,625	1.1	4,168	12.2
Net premium income	1,91,801	1,63,692	17.2	1,18,093	62.4
Income from investments (Net)	(1,63,024)	(9,049)	-	1,07,456	-
Other income	619	526	17.7	577	7.3
Contribution of funds from Shareholders' A/c	8,430	1,206	598.9	(3,105)	(371.5)
Total	37,826	1,56,375	(75.8)	2,23,021	(83.0)
Commission on					
First Year Premium	8,392	7,808	7.5	4,649	80.5
Renewal Premium	2,101	2,440	(13.9)	1,311	60.3
Single Premium	7,462	5,188	43.8	6,415	16.3
Rewards	0	0	-	0	-
Net Commission	17,955	15,435	16.3	12,375	45.1
Expenses of Management	32,138	24,777	29.7	23,536	36.5
Benefits Paid (Net)	1,37,545	1,23,271	11.6	1,24,019	10.9
Change in actuarial liability	(1,44,194)	1,620	-	74,939	-
Surplus/Deficit	16,322	2,937	455.7	(312)	-

Source: Company, BOBCAPS Research

Fig 10 – Shareholders' account

(Rs mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
Transfer from Policyholders' Account	12,112	3,761	222.0	(969)	-
Total income under Shareholders' Account					
Investment Income	4,212	2,222	89.5	2,780	51.5
Other income	3	20	(86.8)	3	(18.8)
Expenses other than those related to insurance business	503	556	(9.5)	447	12.5
Transfer of funds to Policyholders' Account	8,430	1,206	598.9	(3,105)	-
Profit before tax	6,677	4,141	61.2	4,472	49.3
Provisions for tax	589	278	111.6	570	3.4
Profit after tax and before extraordinary items	6,088	3,863	57.6	3,902	56.0

Source: Company, BOBCAPS Research

Fig 11 – Balance sheet

(Rs mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
Sources of funds					
Share Capital	14,493	14,453	0.3	14,477	0.1
Share application money received pending allotment of shares	17	0	-	0	-
Reserves and Surplus	1,23,112	1,05,626	16.6	1,16,376	5.8
Credit / (Debit) Fair Value Change Account	(1,310)	(666)	-	3,843	-
Total Equity	1,36,312	1,19,413	14.2	1,34,696	1.2
Policyholders' Funds					
28,87,810	28,74,403	0.5	30,53,352	(5.4)	
Borrowing	25,950	26,000	(0.2)	25,950	0.0
Policy Liabilities	28,68,253	28,29,936	1.4	30,09,083	(4.7)
- Insurance Reserves	14,15,510	12,73,360	11.2	13,68,072	3.5
- Provision for Linked Liabilities	14,52,744	15,56,577	(6.7)	16,41,011	(11.5)
Add: Fair value change	19,557	44,466	(56.0)	44,269	(55.8)
FFA	19,401	12,832	51.2	15,191	27.7
FFA - provision of lapsed policies	57,780	55,822	3.5	61,145	(5.5)
Total Sources of funds	31,27,252	30,88,470	1.3	32,90,333	(5.0)
Application of Funds					
Investments	15,70,271	14,27,537	10.0	15,50,235	1.3
- Shareholders'	1,57,276	1,40,550	11.9	1,57,107	0.1
- Policyholders'	14,12,995	12,86,988	9.8	13,93,128	1.4
Assets held to cover Linked Liabilities	15,10,524	16,12,399	(6.3)	17,02,156	(11.3)
Loans	30,062	24,191	24.3	28,528	5.4
Fixed Assets	7,110	8,451	(15.9)	7,335	(3.1)
Net Current Assets	9,285	15,892	(41.6)	2,080	346.5
Total application of funds	31,27,252	30,88,470	1.3	32,90,333	(5.0)

Source: Company, BOBCAPS Research

Earnings call highlights

Business Performance

- The company reported strong growth in gross premium income of 16.7% YoY in Q4FY26, primarily due to robust 46.4% YoY increase in single premium. Meanwhile, first year premium and renewal premium income grew 4.4% and 5.8% respectively.
- VNB margin expanded by 190 bps YoY to 24.7% in FY26, driven by an improved product mix and changes in economic assumptions.
- VNB margin also improved sequentially in Q4FY26, supported by strong protection business growth in Q4 FY26.
- The company reiterated focus on growing absolute VNB.
- PAT increased by 34.6% YoY to Rs 16 bn, supported by higher investment income, including a Rs 1.1 bn gain from the sale of the pension fund subsidiary. Excluding this one-time gain, PAT grew by a healthy 25% YoY.
- Focus remains on improving profitability through longer-tenure policies, higher sum assured multiples, and increased rider attachment.
- Solvency ratio remained strong at 227.3%, supported by higher PAT and realisation from the sale of subsidiary.
- Total cost-to-premium ratio remained stable at 18.2% in FY26.

Embedded Value

- EV rose by 10.5% YoY to Rs 529.9 bn, with EVOP at Rs 57 bn.
- Unwind contribution stands at 7.4% of the opening EV and stood at Rs 35.5 bn. VNB of Rs 26.3 bn is 5.5% of the opening EV. Unwind and VNB, together, constitute 12.9% of the opening EVs.
- Operating assumption change came in negative at Rs 2.6 bn of the opening EV, primarily on account of unavailability of input tax credit and some updates to persistency. Mortality and expense variance are positive for the year, at Rs 0.2 bn each.
- Persistency variance came in negative at Rs 2.6 bn which is largely on account of the 100% premium, backed annuity product.
- The economic and investment variance is - Rs 7.8 bn, due to a shift in the yield curve and equity market movements.
- Economic variance in EV was negative, due to yield curve shifts and equity market movements, while mortality and expense variances remained positive.

Product Mix

- Linked business APE grew modestly by 1.6% YoY in FY26, due to volatile equity markets, although 2Y CAGR remains strong at 14.2%.
- Retail protection business recorded robust growth of 60.5% YoY in Q4FY26, reaching Rs 2,760 mn.
- Improvements in ULIP margins were driven by higher sum assured levels and longer policy durations.
- Group Protection business grew by 7.2% YoY in FY26, driven by a 14.6% increase in group term business and 1.8% growth in credit life business.
- The MFI segment, which faced challenges earlier in the year, showed recovery starting Q3FY26.
- The company maintains a balanced product mix, with a par to non-par ratio of approximately 2:1 for the full year.

Channel Mix

- The agency channel APE came in at Rs 26.9 bn in FY26, while the direct channel contributed Rs14.3 bn; together, they accounted for 38.7% of total retail APE.
- Agency and direct channels declined during the year due to a high base effect from linked and annuity products in the previous year.
- Bancassurance channel grew by 3.6% YoY, contributing 29.8% to total APE. The partnership distribution channel showed strong growth of 23.4% YoY and contributed 13.2% to the APE mix.
- The company continues to focus on expanding partnerships and increasing share within existing relationships.

Others

- Retail sum assured growth for the industry was 2.5 times higher in the post-GST reform period compared to the pre-reform period.
- Management indicated that only a few players have implemented price increases of 1–3% following GST-related changes.
- The impact of geopolitical tensions in West Asia slightly affected new business sales in March to some extent.
- Technology and digital initiatives enhanced operational efficiency, reducing the savings cost-to-premium ratio by 40 basis points to 12.1%.
- The claim settlement ratio was strong at 99.3%, with an average turnaround time of 1.1 days.
- With respect to the implementation of Ind AS 117, the company plans to seek forbearance of one year.

Valuation Methodology

Maintain BUY on IPRU: The company reported robust VNB margin expansion, led by a favourable product mix and operational leverage, with strong absolute VNB growth. Management reiterated focus on growing the absolute VNB. Growth in the protection segment is expected to sustain, going forward. Further, the ongoing active commission renegotiations and continued cost optimisation efforts are expected to aid improvement in margins, aided by a favourable product mix. Hence, we maintain BUY on IPRU with TP of Rs 760 (earlier Rs 800), implying 1.6x its Mar'28 P/EV.

Fig 12 – Revised estimates

(Rs mn)	New			Old			Change (%)		
	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
APE	1,19,711	1,35,274	1,52,859	1,19,301	1,37,196	-	0.3	(1.4)	-
VNB Margin (%)	25.2	25.7	26.2	24.9	25.2	-	30bps	50bps	-

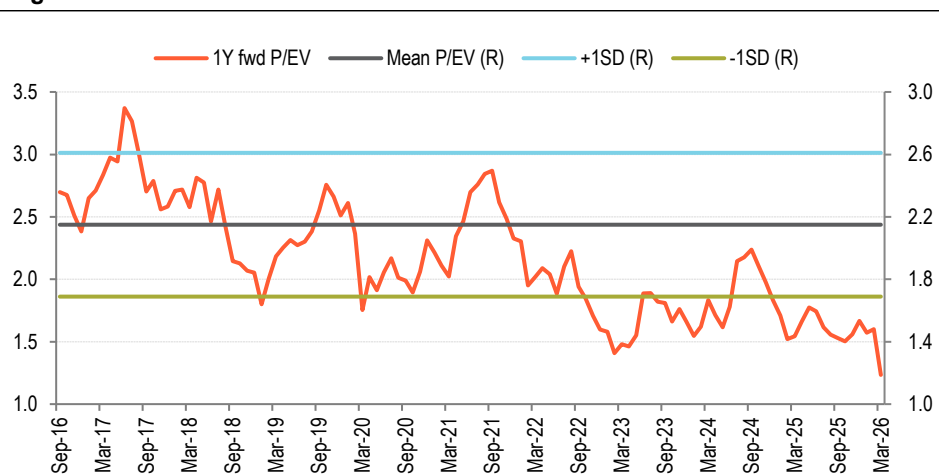
Source: BOBCAPS Research

Fig 13 – Actual vs Estimates

(Rs mn)	Q4FY26A	Q4FY26E	Variance (%)
Gross Premium	1,96,476	1,98,792	(1.2)
APE	38,300	37,001	3.5
VNB	9,650	8,902	8.4
VNB Margin	25.2	24.1	114bps

Source: BOBCAPS Research

Fig 14 – P/EV Band



Source: BOBCAPS Research

Key Risks

Key downside risks to our estimates:

- **Changes in regulatory framework:** Any unfavourable change in regulations can impact the business growth.
- **Losses from capital and bond markets:** Prolonged weakness in capital markets could hamper the growth of ULIPs. Although insurance companies are aiming for a balanced product mix, many of them have sizeable business coming from ULIPs.

Glossary

Glossary of Abbreviations

APE	Annual Premium Equivalent	KYC	Know Your Customer
EOM	Expenses of Management	NBP	New Business Premium
EV	Embedded Value	ROEV	Return on Embedded Value
EVOP	Embedded Value Operating Profit	RWRP	Retail Weighted Received Premium
HNI	High Net Worth Individuals	ULIP	Unit Linked Insurance Plan
IRDAI	Insurance Regulatory and Development Authority	VNB	Value of New Business

Source: BOBCAPS Research

Financials

Revenue Account (Technical)

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Gross premium income	4,89,507	5,31,246	5,84,371	6,48,652	7,26,490
First year premium	85,020	84,322	92,755	1,02,958	1,15,312
Renewal premium	2,63,677	2,83,156	3,09,717	3,43,785	3,85,040
Single premium	1,40,810	1,63,769	1,81,900	2,01,909	2,26,138
Net written premium	4,72,594	5,13,356	5,64,692	6,26,808	7,02,025
Income from investments	2,28,195	1,08,652	1,14,807	1,36,359	1,70,378
Other Income	5,410	12,196	13,255	14,414	15,685
Total income	7,06,199	6,34,204	6,92,753	7,77,582	8,88,088
Commissions	46,892	51,811	58,437	64,865	72,649
Operating expenses	41,448	44,719	43,828	48,649	54,487
Benefits and bonuses paid	4,61,825	4,71,951	5,11,046	5,67,261	6,35,333
Change in liabilities (net)	1,35,714	40,274	52,357	68,064	88,483
Others	-	-	-	-	-
Total expenses	6,85,879	6,08,755	6,65,668	7,48,839	8,50,951
Surplus before tax	20,321	25,449	27,085	28,743	37,137
Provision for tax	9,424	828	909	1,023	7,610
Surplus after tax	10,897	24,621	26,176	27,720	29,527
Trf to shareholders' a/c	10,931	18,052	24,082	26,334	28,346
Balance being FFA	(34)	6,569	-	-	-

Income Statement (Non-technical)

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Trf from policyholders' a/c	10,931	18,052	24,082	26,334	28,346
Income from investments	6,960	12,659	9,814	10,599	11,829
Contr. to policyholders' fund	3,178	9,897	10,887	11,976	13,173
Others	(1,348)	(2,746)	(2,905)	(3,077)	(3,263)
PBT	13,364	18,068	20,104	21,880	23,738
Provision for taxation	1,474	2,064	2,010	2,188	2,374
PAT	11,891	16,004	18,093	19,692	21,364
Dividend+Interim div.+DDT	1,236	1,236	2,109	2,109	2,109

Balance Sheet

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Equity	1,19,413	1,36,312	1,54,388	1,74,080	1,95,444
Policyholders' funds	28,74,403	28,87,810	33,39,839	38,63,268	44,69,400
FFA	12,832	19,401	19,350	19,298	19,247
Others	81,822	83,730	91,242	99,730	1,09,321
Total liabilities	30,88,470	31,27,252	36,04,818	41,56,376	47,93,412
Shareholders' funds	1,40,550	1,57,276	1,69,858	1,83,447	1,98,122
Policyholders' funds	12,86,988	14,12,995	16,10,815	18,36,329	20,93,415
Assets to cover linked liab.	16,12,399	15,10,524	24,39,398	30,00,460	36,90,566
Others	-	-	-	-	-
Total assets	30,88,470	31,27,252	36,04,818	41,56,376	47,93,412

Key Metrics

Y/E 31 Mar	FY25A	FY26A	FY27E	FY28E	FY29E
AUM (Rs mn)	30,39,936	30,80,795	42,20,071	50,20,235	59,82,103
NBP (Rs mn)	2,25,830	2,48,091	2,74,654	3,04,866	3,41,450
APE (Rs mn)	1,04,070	1,06,410	1,19,711	1,35,274	1,52,859
VNB (Rs mn)	23,700	26,290	30,167	34,765	40,049
VNB margin (%)	22.8	24.7	25.2	25.7	26.2
Embedded value (Rs mn)	4,79,510	5,29,890	5,98,458	6,76,706	7,66,038
ROEV (%)	13.0	12.4	13.1	13.2	13.3
ROE (%)	10.4	12.5	12.4	12.0	11.6
Opex ratio (%)	8.5	8.4	7.5	7.5	7.5
Cost ratio (%)	18.0	18.2	17.5	17.5	17.5
Solvency ratio (%)	-	-	-	-	-
EPS (Rs)	8.2	11.0	12.5	13.6	14.7
BVPS (Rs)	82.8	94.2	106.5	120.1	134.9
EVPS (Rs)	331.8	365.6	412.9	466.9	528.6

Source: Company, BOBCAPS Research

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

Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited**
 Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**
 SEBI Research Analyst Registration No: **INH000000040 (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.

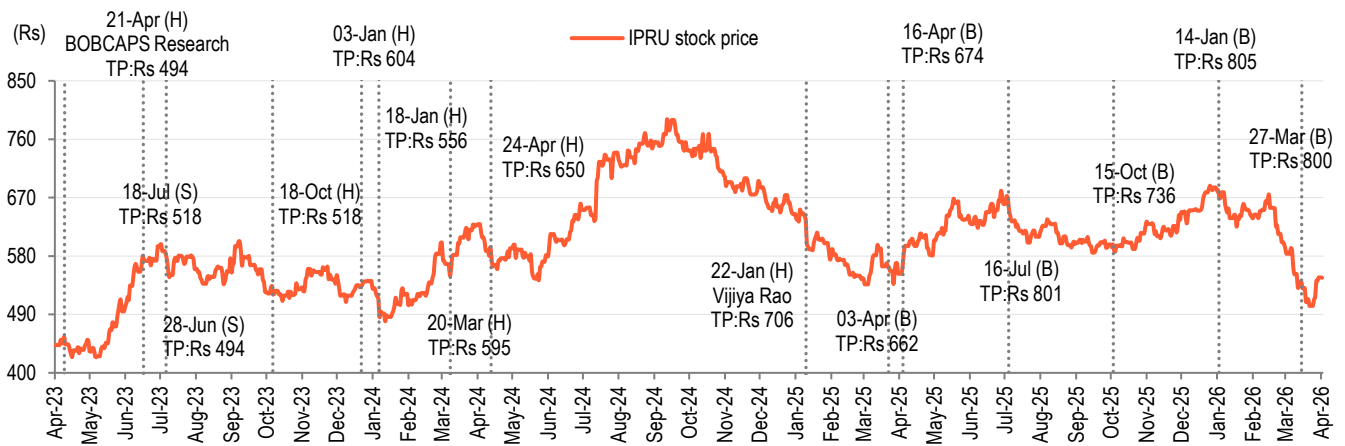
Recommendation scale: Recommendations and Absolute returns (%) over 12 months

- 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): ICICI PRUDENTIAL LIFE (IPRU 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.