

**BUY**

TP: Rs 411 | ▲ 17%

**SENCO GOLD**

| Retail

| 13 November 2025

## Execution Momentum Strengthens; Upgrade to BUY

- Revenue 50.1% YoY on festive and gold tailwinds; margin expands to 13.2% on SSG (+31%) and mix skewed toward owned stores (~65%)
- Q4 growth guided at 25–30% YoY; FY27 revenue 20%+ with 7.5–7.8% sustainable EBITDA margin and 18-20 store additions
- Upgrade to BUY from HOLD as earnings visibility improves despite margin normalisation; raise TP by 11% to Rs 411 at 20x Dec'27E

**Lavita Lasrado**  
Research Analyst  
research@bobcaps.in

**Strong Q3:** Senco reported a strong Q3FY26 with revenue rising 50.1% YoY (+22% beat), supported by festive demand and elevated gold prices (+63% YoY). EBITDA increased 406% YoY (+100% beat), with margin expanding 927bps YoY to 13.2%, reflecting operating leverage and favourable mix. APAT grew 688% YoY to Rs 2.6bn (+130% beat). Sequentially, revenue and EBITDA nearly doubled from Q2FY26 levels, underscoring sharp improvement in execution and demand traction.

**Highlights:** Performance was supported by 31% SSG in owned stores and favourable channel mix (own stores 65% of revenue; franchise 33%; others 2%), aiding gross margin expansion to 19.9% (vs 10.2% YoY). Margin gains reflect structurally higher profitability in owned stores (18-20% gross margin vs 7-8% franchise) and stable stud ratio (~11%). The company added 4 net stores in Q3, taking the total to 196, reinforcing its calibrated expansion strategy.

**Concall KTAs:** Management highlighted resilient demand despite record-high gold prices (~Rs 1.4-1.5 lakh/10g), supported by higher old-gold exchange (45-50% of sales) and improved ticket size (~Rs 90,000). Mix remained favourable with traction in lightweight and diamond categories (+38% value growth). Q4FY26 revenue growth is guided at 25-30% YoY and FY27 at 20%+, with sustainable EBITDA margins of 7.5-7.8% and 18-20 store additions planned. Hedging stood at ~55-60% (minimum 50% policy), while borrowing costs are expected to decline ~30-40bps post rating upgrade. The Melorra acquisition is intended to deepen presence in younger customer cohorts

**Upgrade from HOLD to BUY; raise TP by 11% to Rs 411:** We revise our FY27E/FY28E revenue estimates upward by 3.4%/2.3%, reflecting improved demand visibility and steady store expansion, while adjusting EBITDA by -8.1%/+1.4% to factor in margin normalization from FY27E onwards. We estimate Revenue/EBITDA CAGR of 12.3%/-5.9% over FY26–FY28E, with EPS projected to grow at a strong 35.2% CAGR over FY25–FY28E, supported by operating leverage, and disciplined cost control. At an unchanged target P/E multiple of 20x Dec'27E, we derive a target of Rs 411 per share and upgrade the rating from HOLD to BUY.

## Key changes

Target	Rating
▲	▲

Ticker/Price	SENCO IN/Rs 352
Market cap	US\$ 635.7mn
Free float	36%
3M ADV	US\$ 6.5mn
52wk high/low	Rs 406/Rs 227
Promoter/FPI/DII	64%/9%/12%

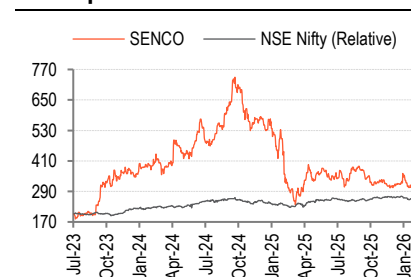
Source: NSE | Price as of 13 Feb 2026

## Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	63,281	81,069	91,184
EBITDA (Rs mn)	3,676	7,931	5,523
Adj. net profit (Rs mn)	1,593	4,714	2,848
Adj. EPS (Rs)	9.7	28.8	17.4
Consensus EPS (Rs)	9.7	18.1	19.6
Adj. ROAE (%)	9.6	21.4	11.1
Adj. P/E (x)	36.2	12.2	20.2
EV/EBITDA (x)	18.6	9.2	14.0
Adj. EPS growth (%)	(10.0)	195.9	(39.6)

Source: Company, Bloomberg, BOBCAPS Research

## Stock performance



Source: NSE



**Fig 1 – Quarterly performance – Consolidated**

Particulars	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)	BOBCAPS Q3FY26E	Variance (%)
Total operating income	30,710	20,460	50.1	15,361	99.9	64,334	49,504	30.0	25,178	22.0
Raw-Material expense	24,603	18,363	34.0	12,745	93.0	52,122	43,141	20.8		
Gross Profit	6,107	2,097	191.3	2,616	133.4	12,212	6,363	91.9		
Employee expense	534	361	47.8	419	27.5	1,371	1,034	32.6		
Advertisement expense	460	215	114.4	403	14.2	1,290	876	47.3		
Other expense	1,067	721	48.0	729	46.3	2,605	2,047	27.3		
EBITDA	4,046	800	406.0	1,065	279.8	6,947	2,406	188.7	2,018	100.5
D&A	211	131	61.2	190	10.9	588	490	20.0		
EBIT	3,835	669	473.5	875	338.3	6,359	1,916	231.8		
Interest cost	590	339	73.8	462	27.8	1,481	987	50.0		
Non-operating expense/(income)	(301)	(127)	137.5	(178)	69.7	(665)	(399)	66.8		
PBT	3,546	456	677.2	591	500.4	5,543	1,328	317.4		
Tax	906	121	646.4	103	781.1	1,368	359	281.1		
Adjusted PAT	2,640	335	688.4	488	441.2	4,174	969	330.9	1,148	130.1
<b>As % of net revenues</b>			<b>chg (bps)</b>		<b>chg (bps)</b>			<b>chg (bps)</b>		
Gross margin	19.9	10.2	964	17.0	285	19.0	12.9	613		
Employee cost	1.7	1.8	(3)	2.7	(99)	2.1	2.1	4		
Other cost	3.5	3.5	(5)	4.7	(127)	4.0	4.1	(9)		
EBITDA margin	13.2	3.9	927	6.9	624	10.8	4.9	594		
Tax rate	25.6	26.6	(106)	17.4	814	24.7	27.0	(235)		
APAT margin	8.6	1.6	696	3.2	542	6.5	2.0	453		

Source: Company, BOBCAPS Research

**Fig 2 – Key operating metrics**

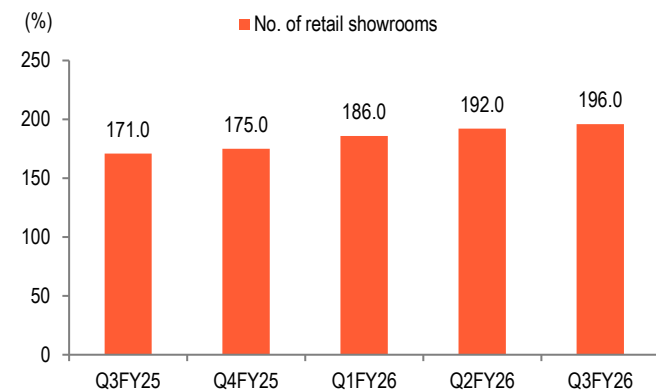
Operating metrics	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)
<b>No. of stores (excluding Sennes)</b>								
COCO	105	97	8.2	105	-	313	286	9.4
Franchise	83	70	18.6	79	5.1	238	205	16.1
Total	188	167	12.6	184	2.2	551	491	12.2
<b>Average revenue per store (Rs mn)</b>								
COCO	190	140	36.2	102	87.2	-	-	-
Franchise	125	87	43.6	74	69.7	-	-	-
<b>Revenue</b>								
COCO	19,961	13,471	48.2	10,562	89.0	41,481	31,187	33.0
Franchise	10134	5966	69.9	5713	77.4	22239	15841	40.4

Source: Company, BOBCAPS Research

## Earnings Call Highlights

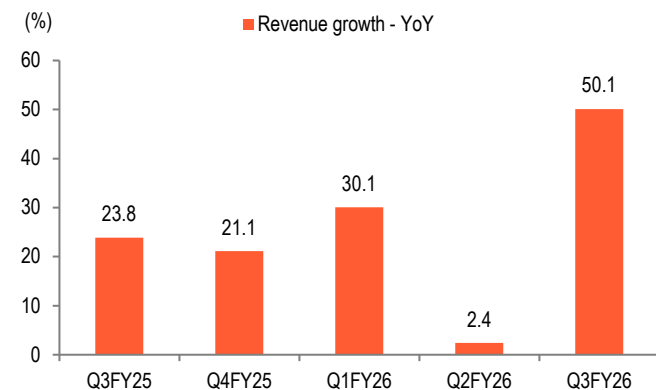
- **Demand scenario:** Management indicated that demand remained resilient despite record-high gold prices (~Rs 1.4-1.5 lakh levels). Customers continued to purchase, although behaviour adjusted toward budget-appropriate formats. Old gold exchange contribution increased meaningfully to 45-50% of sales vs 25-30% historically, helping mitigate the impact of elevated prices. Management noted that volatility primarily affected liquidity and hedging decisions rather than demand itself.
- **Jewellery:** Jewellery revenue grew 50.1% YoY in Q3FY26, supported by festive demand and higher gold realisations, even as gold volumes declined by 10% YoY in 9MFY26 and 3% QoQ during the quarter. Footfalls were 10-15% lower YoY, but value growth was driven by improved ticket size (Rs 90,000) and mix shift toward lightweight jewellery. Diamond jewellery recorded 38% value growth in Q3, while stud ratio remained stable at 11-12% of sales. Management indicated continued traction in 14K/18K products and design-led categories such as Antique and Polki.
- **Product mix:** Management highlighted favourable channel and product mix as the key to margin expansion. Own stores contributed 65% of revenue, 33% franchise and 2% other channels, supporting blended gross margins, given higher profitability in company-owned stores (18-20% gross margin, 7-8% franchise and 5% exports/e-commerce). Making charges range between 6-25%, depending on the category, with Antique, Polki, Lightweight Gold, Diamond and Gemstone jewellery carrying higher margins. Senco's focus remains on design-led and lightweight formats, where effective making charges are structurally superior. Diamond and everyday-wear segments saw traction during the Valentine's campaign.
- **Guidance:** For Q4FY26, management guided revenue growth of 25-30% YoY. For FY27, revenue growth targeted at 20%+, sustainable EBITDA margin at 7.5-7.8%.
- **Store expansion:** Store network currently stands at 196, with plans to cross 200 stores shortly. FY27 guidance includes 18-20 new store additions, including 8-10 franchise stores. Management noted that ~156 stores are classified as mature. Non-East markets are growing faster (~25-30%), relative to the East region (~18-20%).
- **Gold Metal Loan:** Working capital limits stand at Rs 24bn. Due to elevated gold prices and volatility, the proportion of GML in the borrowing mix reduced, with greater reliance on cash credit and CDL facilities. Management expects 30-40bps reduction in borrowing cost, following the credit rating upgrade.
- **Hedging:** Hedging levels were maintained at 55-60% during the quarter vs historical levels of 80-90%. Management cited volatility and margin-call risk considerations for the lower hedge ratio. A minimum 50% hedge policy remains in place, with flexibility to increase hedging if volatility stabilises.
- **Melorra Acquisition:** The Melorra acquisition has received Board approval, with final completion still pending and stated that the Melorra acquisition is aimed at strengthening presence among Gen-Z and millennial consumers, complementing the existing core business. Further details are expected post the completion of transaction formalities.

**Fig 3 – Senco opened 4 stores in Q3FY26**



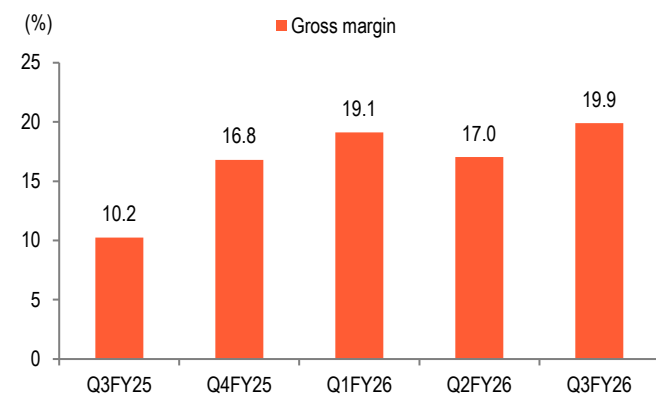
Source: Company, BOBCAPS Research

**Fig 4 – Revenue spiked by 50.1% YoY in Q3FY26**



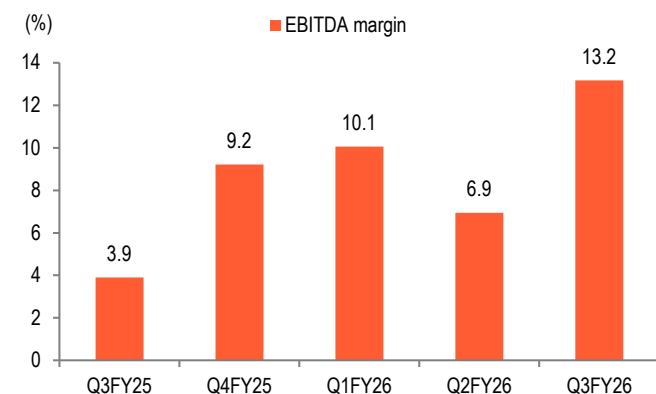
Source: Company, BOBCAPS Research

**Fig 5 – Gross margin improved to a record high level (since IPO) for December quarter period in Q3FY26**



Source: Company, BOBCAPS Research

**Fig 6 – Adjusted EBITDA margin improved by 927bps to 13.2% in Q3FY26**



Source: Company, BOBCAPS Research

## Valuation Methodology

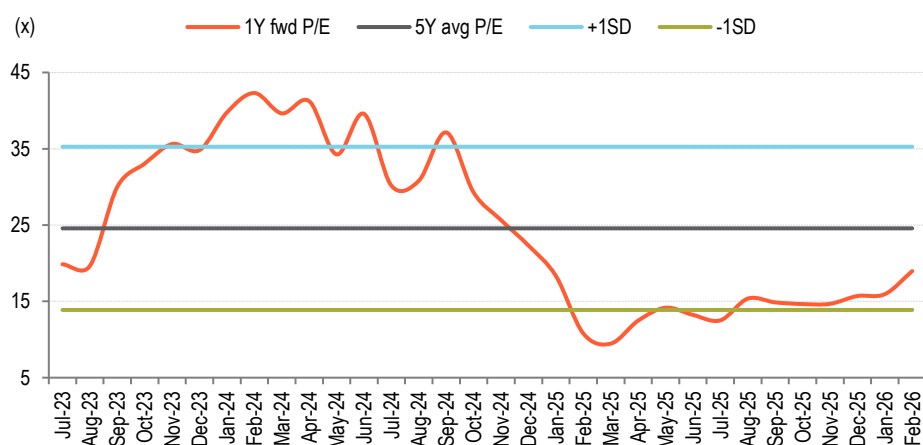
We revise our FY27E/FY28E revenue estimates upward by 3.4%/2.3%, reflecting improved demand visibility and steady store expansion, while adjusting EBITDA by -8.1%/+1.4% to factor in margin normalization from FY27E onwards. We estimate Revenue/EBITDA CAGR of 12.3%/-5.9% over FY26–FY28E, with EPS projected to grow at a strong 35.2% CAGR over FY25–FY28E, supported by operating leverage, and disciplined cost control. At an unchanged target P/E multiple of 20x Dec'27E, we derive a target of Rs 411 per share and upgrade the rating from HOLD to BUY.

**Fig 7 – Revised estimates**

Consolidated (Rs bn)	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	81.1	91.2	102.2	75.5	88.2	99.9	7.3	3.4	2.3
EBITDA	7.9	5.5	7.0	6.0	6.0	6.9	31.3	(8.1)	1.4
EBITDA Margin (%)	9.8	6.1	6.9	8.0	6.8	6.9	178bps	(76bps)	(6bps)
Adjusted PAT	4.7	2.8	3.9	3.1	2.9	3.3	49.8	(1.2)	20.9
EPS (Rs)	28.8	17.4	24.0	19.2	17.6	19.9	49.8	(1.2)	20.9

Source: BOBCAPS Research

**Fig 8 – Senco stock trades at 19.0x on 1YF P/E vs average of 26.4x since IPO**



Source: Bloomberg, BOBCAPS Research

**Fig 9 – Key assumptions**

Particulars	FY24	FY25	FY26E	FY27E	FY28E
<b>No. of stores</b>					
COCO	93	98	104	111	119
Franchise	66	72	83	87	93
International	0	1	1	1	1
Total (excl Sennes)	159	171	188	199	213
<b>Revenue per store (Rs mn)</b>					
COCO	361	407	487	494	519
Franchise	246	281	345	366	380
Franchise revenue share (%)	31.0	32.0	35.3	34.9	34.6
Revenue (Rs bn)	40.8	52.4	63.3	81.1	91.2
EBITDA margin (%)	7.2	5.8	9.8	6.1	6.9
PAT margin (%)	3.2	2.5	5.8	3.1	3.8
Inventory (days)	171	190	200	200	200
Net debt/EBITDA (x)	2.5	3.2	2.3	3.8	3.2
ROCE (%)	12.5	9.5	18.6	12.1	13.3

Source: Company, BOBCAPS Research

## Key Risks

Key upside/downside risks to our estimates:

- Loss of market share due to steep rise in competitive intensity in its core West Bengal market, steep increase in gold-price volatility and regulatory risks - are key downside risks.
- Faster-than-expected pace of new store addition and ramp-up, along with sharp increase in franchise revenue share, are key upside risks.

## Financials

### Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Total revenue</b>	<b>52,414</b>	<b>63,281</b>	<b>81,069</b>	<b>91,184</b>	<b>1,02,208</b>
EBITDA	3,755	3,676	7,931	5,523	7,022
Depreciation	601	681	782	826	936
EBIT	3,154	2,995	7,150	4,697	6,085
Net interest inc./(exp.)	(1,211)	(1,362)	(1,851)	(2,054)	(2,306)
Other inc./(exp.)	422	546	966	1,201	1,201
Exceptional items	0	0	0	0	0
EBT	2,365	2,179	6,264	3,844	4,980
Income taxes	685	586	1,550	996	1,046
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
<b>Reported net profit</b>	<b>1,680</b>	<b>1,593</b>	<b>4,714</b>	<b>2,848</b>	<b>3,934</b>
Adjustments	0	0	0	0	0
<b>Adjusted net profit</b>	<b>1,680</b>	<b>1,593</b>	<b>4,714</b>	<b>2,848</b>	<b>3,934</b>

### Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	2,069	1,516	1,943	2,185	2,449
Other current liabilities	3,909	5,865	5,865	5,865	5,865
Provisions	2,532	49	49	49	49
Debt funds	14,956	17,690	19,338	21,749	24,377
Other liabilities	4,701	2,640	2,640	2,640	2,640
Equity capital	777	818	818	818	818
Reserves & surplus	12,878	18,885	23,476	25,997	29,522
Shareholders' fund	13,655	19,703	24,294	26,815	30,340
<b>Total liab. and equities</b>	<b>41,821</b>	<b>47,464</b>	<b>54,129</b>	<b>59,303</b>	<b>65,721</b>
Cash and cash eq.	5,514	5,909	1,199	1,028	1,700
Accounts receivables	529	810	1,038	1,168	1,309
Inventories	24,570	32,993	44,421	49,964	56,004
Other current assets	4,560	2,780	2,780	2,780	2,780
Investments	0	0	0	0	0
Net fixed assets	1,158	1,376	1,095	768	332
CWIP	15	20	20	20	20
Intangible assets	2,462	2,670	2,670	2,670	2,670
Deferred tax assets, net	228	418	418	418	418
Other assets	2,785	487	487	487	487
<b>Total assets</b>	<b>41,821</b>	<b>47,463</b>	<b>54,128</b>	<b>59,303</b>	<b>65,720</b>

### Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Cash flow from operations</b>	<b>(2,472)</b>	<b>(4,864)</b>	<b>(4,849)</b>	<b>(902)</b>	<b>59</b>
Capital expenditures	(1,309)	(1,113)	(500)	(500)	(500)
Change in investments	0	0	0	0	0
Other investing cash flows	422	546	966	1,201	1,201
<b>Cash flow from investing</b>	<b>(886)</b>	<b>(567)</b>	<b>466</b>	<b>701</b>	<b>701</b>
Equities issued/Others	92	31	0	0	0
Debt raised/repaid	3,188	2,734	1,648	2,411	2,628
Interest expenses	(1,211)	(1,362)	(1,851)	(2,054)	(2,306)
Dividends paid	(311)	(164)	(123)	(327)	(409)
Other financing cash flows	2,739	4,587	0	0	0
<b>Cash flow from financing</b>	<b>4,497</b>	<b>5,827</b>	<b>(327)</b>	<b>30</b>	<b>(88)</b>
<b>Chg in cash &amp; cash eq.</b>	<b>1,138</b>	<b>395</b>	<b>(4,710)</b>	<b>(171)</b>	<b>672</b>
<b>Closing cash &amp; cash eq.</b>	<b>5,514</b>	<b>5,909</b>	<b>1,199</b>	<b>1,028</b>	<b>1,700</b>

### Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	10.8	9.7	28.8	17.4	24.0
Adjusted EPS	10.8	9.7	28.8	17.4	24.0
Dividend per share	2.0	1.0	0.8	2.0	2.5
Book value per share	87.9	120.4	148.4	163.8	185.4

### Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	1.3	1.1	0.9	0.8	0.8
EV/EBITDA	17.6	18.6	9.2	14.0	11.3
Adjusted P/E	32.6	36.2	12.2	20.2	14.6
P/BV	4.0	2.9	2.4	2.1	1.9

### DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	71.0	73.1	75.3	74.1	79.0
Interest burden (PBT/EBIT)	75.0	72.7	87.6	81.8	81.8
EBIT margin (EBIT/Revenue)	6.0	4.7	8.8	5.2	6.0
Asset turnover (Rev./Avg TA)	125.3	133.3	149.8	153.8	155.5
Leverage (Avg TA/Avg Equity)	3.1	2.4	2.2	2.2	2.2
Adjusted ROAE	12.3	8.1	19.4	10.6	13.0

### Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
<b>YoY growth (%)</b>					
Revenue	28.5	20.7	28.1	12.5	12.1
EBITDA	45.7	(2.1)	115.7	(30.4)	27.1
Adjusted EPS	70.9	(10.0)	195.9	(39.6)	38.1

### Profitability & Return ratios (%)

EBITDA margin	7.2	5.8	9.8	6.1	6.9
EBIT margin	6.0	4.7	8.8	5.2	6.0
Adjusted profit margin	3.2	2.5	5.8	3.1	3.8
Adjusted ROAE	14.5	9.6	21.4	11.1	13.8
ROCE	12.5	9.5	18.6	12.1	13.3

### Working capital days (days)

Receivables	4	5	5	5	5
Inventory	171	190	200	200	200
Payables	14	9	9	9	9

### Ratios (x)

Gross asset turnover	14.1	22.7	24.9	24.3	24.0
Current ratio	1.5	1.7	1.8	1.8	1.9
Net interest coverage ratio	2.6	2.2	3.9	2.3	2.6
Adjusted debt/equity	0.7	0.6	0.7	0.8	0.7

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**

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): SENCOR GOLD (SENCOR 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.