RESULT REVIEW

BOBCAPS
TRUST | INNOVATION | EXCELLENCE

BUY
TP: Rs 1,719 | ⮝ 18%

SOBHA | Real Estate (Developers) | 22 July 2026

Robust launch pipeline; execution key to driving growth

- **Reported Q1FY27 EPS/Revenues of Rs 4.75/Rs 12.8bn (~-67%/+17% vs our estimates) dragged down by higher land and operating costs**
- **Generated booking values of Rs 36.6bn (+75.9% YoY) from the sale of 2.34msf (+62.2% YoY) at avg. realisations of Rs 15,655psf (+8.4% YoY)**
- **Robust launch pipeline to sustain growth in sales; favourable sales mix to support margins – SOBHA to trade at 0.5x NAV – Maintain BUY**

Yashas Gilganchi
Research Analyst
research@bobcaps.in

Over Q1FY27, SOBHA launched projects with saleable area of ~6.89msf (+325% YoY) and sold ~2.34msf (+62% YoY) at avg. realisations of Rs 15,655psf (+8.4% YoY). **The developer generated booking values of Rs 36.6bn (+75.9% YoY, +79.3% QoQ) on the back of accelerated launches and robust sustenance sales**.

Collections grew to ~Rs 17,561mn (+9.8% YoY) but were limited by **execution delays caused by labour shortages**. SOBHA delivered projects with saleable area of ~1.08msf (+0.9% YoY, -38.6 % QoQ) spread across 671 units in Bangalore, Kochi, Trivandrum, Chennai and Gurugram. **EBITDA margins were +328bps higher, but remain under pressure by higher construction costs, which were compounded by contributions from lower-margin projects**.

As of Q1FY27, SOBHA had ~15msf of unsold inventory from its completed and on-going projects, including ~21msf of forthcoming projects in the pipeline. Management expects to be able to drive sales by ~30% CAGR on the back of this pipeline and we remain optimistic about SOBHA's ability to drive multi-year growth. Despite near-term headwinds, we believe SOBHA's business remains structurally strong, although contingent on sustained launches and execution, to drive collections. We **expect SOBHA to achieve sales growth of ~27% CAGR, helped by the growth in avg. realisations (+14.1% CAGR)**. Over the period, we expect collections to grow by +7.5% CAGR, as the developer works on expediting the execution of its projects.

Maintain BUY: We believe that the demand for SOBHA's residential properties remains strong and its business remains structurally robust - supported by a growing launch pipeline, focused delivery of projects, improved collections and higher margins over FY27E-29E. We revise our estimates to reflect higher revenues from accelerated sales and higher operating expenses driven by an accelerated launch pipeline over FY27E-FY29E. We **expect SOBHA to trade at ~0.5x NAV/Share (unchanged) applied to Q2FY28E-Q1FY29E, implying a 1Y TP of Rs 1,719.**

Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	SOBHA IN/Rs 1,456
Market cap	US$ 1.6bn
Free float	47%
3M ADV	US$ 3.4mn
52wk high/low	Rs 1,733/Rs 1,130
Promoter/FPI/DII	53%/6%/26%

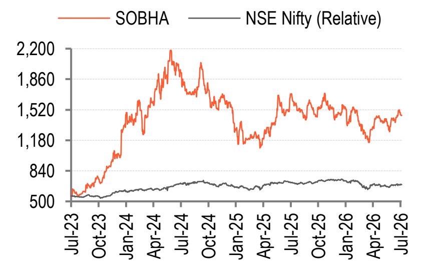
Source: NSE | Price as of 21 Jul 2026

Key financials

Y/E 31 Mar	FY26A	FY27E	FY28E
Total revenue (Rs mn)	53,838	39,269	50,257
EBITDA (Rs mn)	3,104	4,541	6,808
Adj. net profit (Rs mn)	1,934	2,797	4,350
Adj. EPS (Rs)	18.1	26.1	40.7
Consensus EPS (Rs)	26.0	46.2	71.9
Adj. ROAE (%)	4.2	5.8	8.6
Adj. P/E (x)	80.5	55.7	35.8
EV/EBITDA (x)	50.2	34.3	22.9
Adj. EPS growth (%)	94.9	44.6	55.5

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE

Accelerated Launches and Robust Sustenance Sales

Highest ever booking values (+75.9% YoY, +79.3% QoQ) - driven by a combination of robust sustenance sales and new launches

Over Q1FY27, SOBHA generated booking values of Rs 36.6bn (+75.9% YoY, +79.3% QoQ) from the sale of 2.34msf (+62.2% YoY, +75.6% QoQ), spread across 1,432 units (+77.7% YoY, +119.4% QoQ). Average realisations improved to Rs 15,655psf (+8.4% YoY, +2.1% QoQ) as the developer continued to witness strong demand for its properties. Over Q1FY27, SOBHA launched projects with saleable area of 6.89msf (+325.3% YoY, +99.1% QoQ) spread across 3 Projects (One World, Sacred Grove and Crescent) in 2 cities (Bangalore and Gurugram).

Fig 1 – EPS miss driven by higher land and operating costs

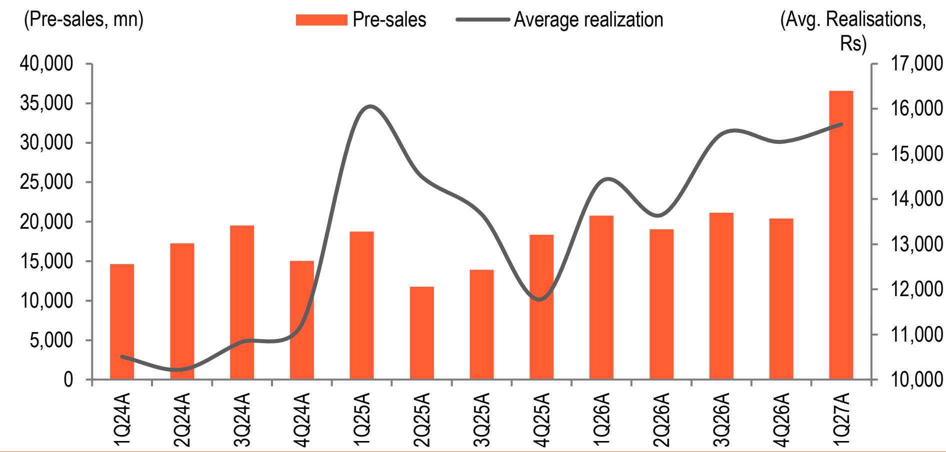
	1Q27A	1Q26A	YoY (%)	4Q26A	QoQ (%)	1Q27E	Deviation (%)
Revenue from operations (Rs mn)	12,782	8,519	50.0	19,878	(35.7)	10,883	17.4
EBITDA (Rs mn)	777	238	226.3	1,522	(48.9)	2,466	(68.5)
EBITDA Margin (%)	6.1	2.8	328bps	7.7	(157bps)	22.7	(17bps)
Net Result (Rs mn)	508	136	273.4	918	(44.6)	1,532	(66.8)
EPS (Rs)	4.75	1.27	273.4	8.59	(44.6)	14.32	(66.8)

Source: Company, BOBCAPS Research

Completions driving revenue recognition

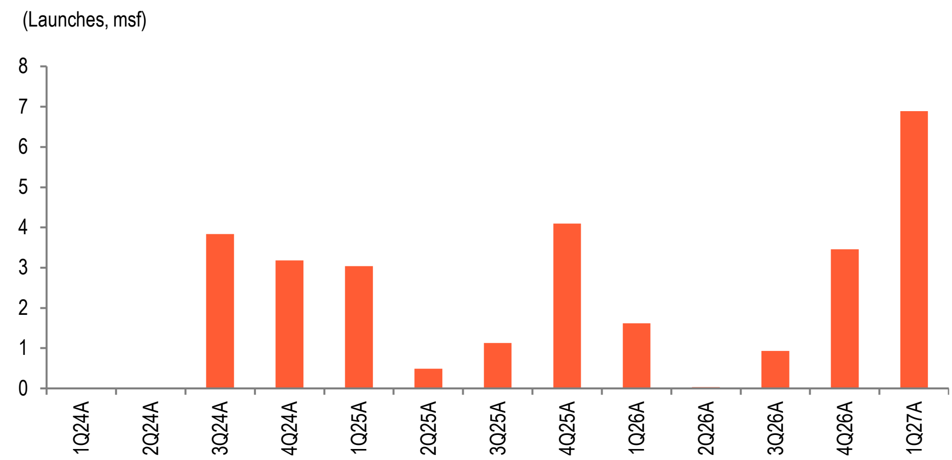
Over Q1FY27, SOBHA delivered projects with saleable area of ~1.08msf (+0.9% YoY, -38.6 % QoQ) spread across 671 units in Bangalore, Kochi, Trivandrum, Chennai and Gurugram. As of Q1FY27, SOBHA had completed ~37% of its pipeline that includes ongoing projects. Collections at Rs 17,561mn (+9.8% YoY, -2.8% QoQ) were under pressure given execution delays faced by the developer (mostly as a result of labour shortages). However, **we expect these delays to be resolved in the short-term, putting the developer back on track to accelerate revenue recognition**.

Fig 2 – Booking values +76.0% YoY; avg. realisation + 8.4% YoY



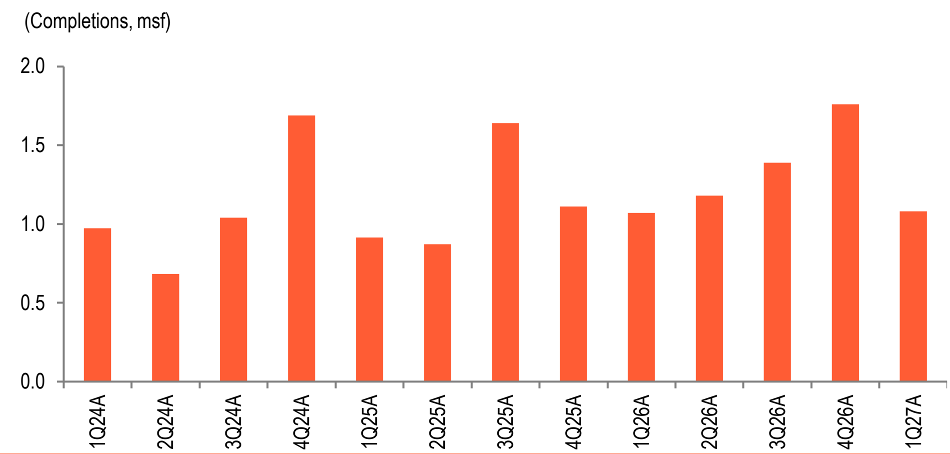
Source: Company, BOBCAPS Research

Fig 3 – Launches +325% YoY



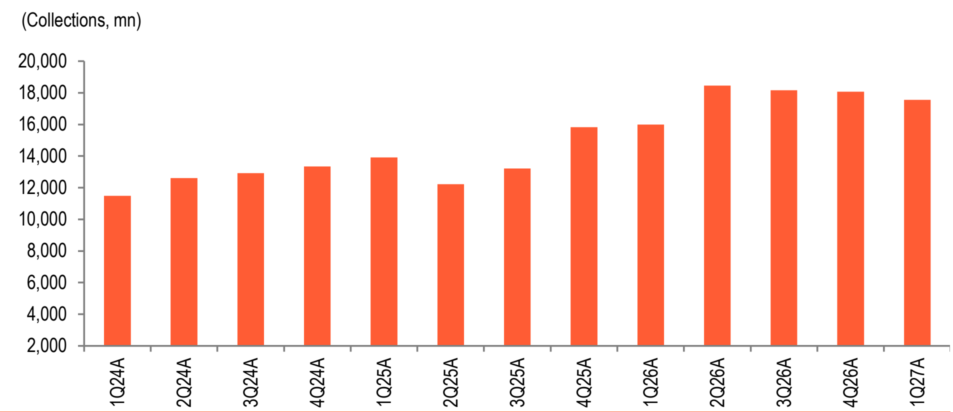
Source: Company, BOBCAPS Research

Fig 4 – Completions (+0.9% YoY, -38.6 % QoQ) weighed down by delays



Source: BOBCAPS Research, Company

Fig 5 – Collections (+9.8% YoY, -2.8% QoQ) under pressure



Source: Company, BOBCAPS Research

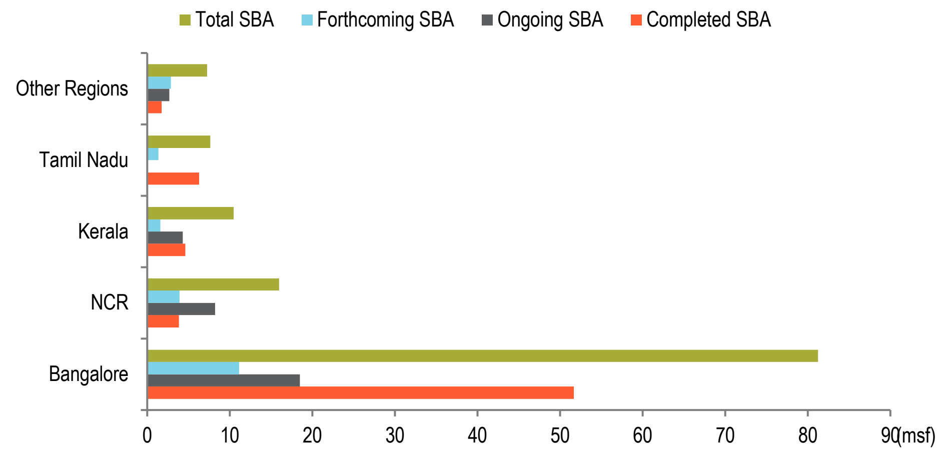
Robust launch pipeline

As of Q1FY27, SOBHA had ~15msf of unsold inventory from its completed and on-going projects, including ~21msf of forthcoming projects in the pipeline. Management expects to be able to drive sales by ~30% CAGR on the back of this pipeline. Although we expect execution delays faced by the developer to be short-term, we remain conservative and expect SOBHA to grow booking values by ~27% CAGR over FY27E-FY29E (vs +16.9% over FY23-FY26). We expect Bangalore to remain SOBHA's core market and the main source of sales growth. Additionally, as of Q1FY26, SOBHA had a land bank with developable area (SBA) of ~37msf (~28msf SOBHA share).

Improved project mix to sustain margins

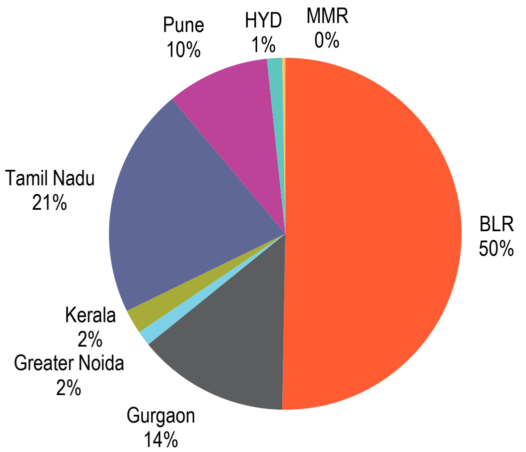
As SOBHA works to execute its robust launch pipeline, we expect higher construction costs to weigh on margins. However, as the developer's higher margin projects start flowing through, we **expect margins to sustain at ~13.6% over FY27E-FY29E (vs ~8.3% over FY23-FY26)**.

Fig 6 – Bangalore continues to drive growth



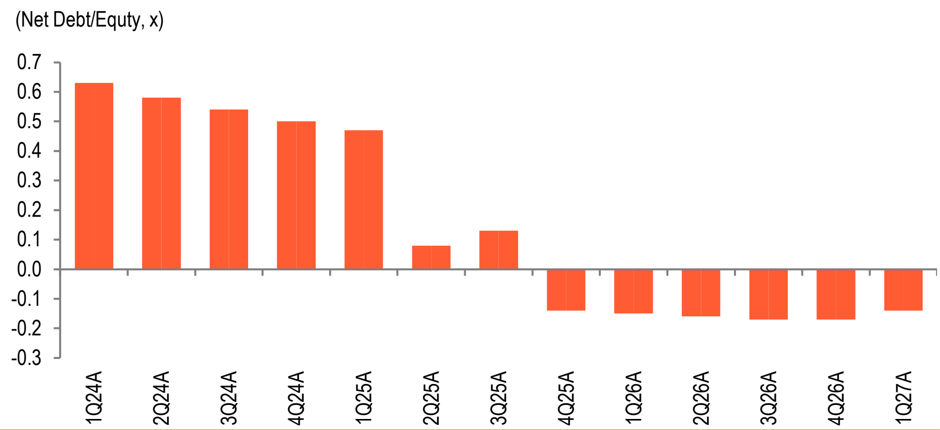
Source: Company, BOBCAPS Research

Fig 7 – Land Bank with ~37msf of developable area



Source: Company, BOBCAPS Research

Fig 8 – Healthy cashflows keeping leverage low



Source: Company, BOBCAPS Research

Sales momentum to support valuations

We expect the rising prices, macroeconomic uncertainty, and affordability constraints to recalibrate homebuyer preference towards value-driven purchases, pushing volumes, average unit size and average realisations lower, going forward. However, despite near-term headwinds, we believe **SOBHA's business remains structurally strong, supported by a growing launch pipeline, focused delivery of projects, improved collections and higher margins over FY27E-29E**.

We believe that the demand for SOBHA's residential properties remains strong and expect the developer to grow sales value by +26.6% CAGR over FY27E-29E — faster than +16.9% over FY23-FY26. However, near-term headwinds and **a structural moderation in the residential market is likely to result in slower growth in average realisations (+14.1% CAGR over FY27E-29E vs +16.9% over FY23-FY26) and a more aggressive launch pipeline is expected to limit growth in collections to +7.5% CAGR over FY27E-29E (vs +30.5% over FY23-26)**.

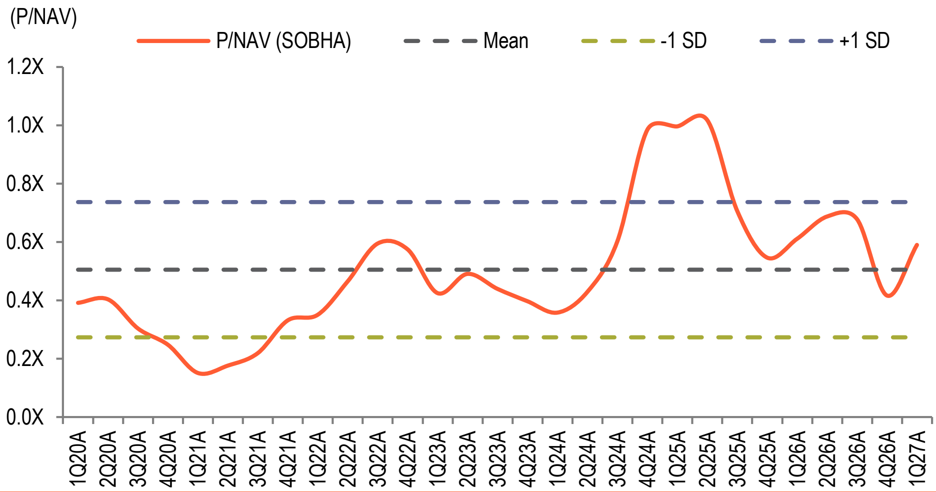
We revise our estimates to reflect higher revenues from accelerated sales and higher operating expenses driven by an accelerated launch pipeline over FY27E-FY29E. Considering a high correlation between sales value and stock price (Regression multiple R of ~75%), we **expect SOBHA to trade at ~0.5x NAV/Share (unchanged) applied to Q2FY28E-Q1FY29E, implying a 1Y TP of Rs 1,719**.

Fig 9 – Revised estimates

	New			Old			Change (%)		
	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E	FY27E	FY28E	FY29E
Revenue from operations (Rs mn)	37,847.37	48,557.72	64,753.91	35,226.45	44,651.44	59,826.54	7.44	8.75	8.24
EBITDA (Rs mn)	4,540.81	6,807.90	9,518.35	6,055.37	9,129.93	14,436.12	(25.01)	(25.43)	(34.07)
Net Result (Rs mn)	2,796.83	4,350.38	6,393.16	3,617.61	5,898.47	9,672.59	(22.69)	(26.25)	(33.90)
EPS (Rs)	26.15	40.68	59.77	33.82	55.15	90.44	(22.69)	(26.25)	(33.90)

Source: BOBCAPS Research

Fig 10 – Valuations likely to trend back to mean



Source: Company, BOBCAPS Research

Key downside risks

- A slower pace of launches could affect sales values negatively.
- If macroeconomic uncertainties persist longer than expected, buyer sentiment could weaken, depressing the sales.
- Higher interest rates could potentially improvement to EBITDA margins.

BOBCAPS
TRUST | INNOVATION | EXCELLENCE

Financials

Income Statement

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Total revenue	**41,628**	**53,838**	**39,269**	**50,257**	**67,018**
EBITDA	2,943	3,104	4,541	6,808	9,518
Depreciation	(898)	(1,060)	(925)	(1,188)	(1,549)
EBIT	2,045	2,044	3,616	5,620	7,969
Net interest inc./(exp.)	(1,956)	(1,374)	(1,263)	(1,189)	(1,080)
Other inc./(exp.)	1,241	1,933	1,422	1,699	2,264
Exceptional items	0	0	0	0	0
EBT	1,330	2,599	3,772	6,126	9,147
Income taxes	(383)	(665)	(975)	(1,775)	(2,753)
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	**947**	**1,934**	**2,797**	**4,350**	**6,393**
Adjustments	0	0	0	0	0
Adjusted net profit	**947**	**1,934**	**2,797**	**4,350**	**6,393**

Balance Sheet

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Accounts payables	5,648	8,276	5,701	7,581	10,667
Other current liabilities	1,11,444	1,34,363	1,34,363	1,34,363	1,34,363
Provisions	258	367	367	367	367
Debt funds	7,661	4,071	3,750	3,309	2,721
Other liabilities	1,594	902	902	902	902
Equity capital	1,069	1,069	1,070	1,070	1,070
Reserves & surplus	44,536	46,130	48,211	51,354	56,050
Shareholders' fund	45,605	47,199	49,280	52,423	57,120
Total liab. and equities	**1,72,210**	**1,95,178**	**1,94,363**	**1,98,945**	**2,06,140**
Cash and cash eq.	1,266	1,744	14,191	35,990	70,156
Accounts receivables	1,864	2,768	2,019	2,590	3,454
Inventories	1,12,522	1,28,263	1,15,037	95,909	65,883
Other current assets	31,006	29,839	29,839	29,839	29,839
Investments	1,146	1,201	1,201	1,201	1,201
Net fixed assets	5,150	6,209	6,923	8,263	10,453
CWIP	4,545	4,486	4,486	4,486	4,486
Intangible assets	44	27	27	27	27
Deferred tax assets, net	2,547	3,925	3,925	3,925	3,925
Other assets	12,120	16,716	16,716	16,716	16,716
Total assets	**1,72,210**	**1,95,178**	**1,94,363**	**1,98,945**	**2,06,140**

Cash Flows

Y/E 31 Mar (Rs mn)	FY25A	FY26A	FY27E	FY28E	FY29E
Cash flow from operations	**1,999**	**4,299**	**15,064**	**25,089**	**38,344**
Capital expenditures	(1,312)	(2,085)	(714)	(1,340)	(2,190)
Change in investments	(11,224)	(495)	0	0	0
Other investing cash flows	737	1,609	0	0	0
Cash flow from investing	**(11,799)**	**(971)**	**(714)**	**(1,340)**	**(2,190)**
Equities issued/Others	19,842	7	0	0	0
Debt raised/repaid	(7,909)	(1,348)	(321)	(441)	(588)
Interest expenses	(1,702)	(1,188)	(1,263)	(1,189)	(1,080)
Dividends paid	(303)	(321)	(320)	(320)	(320)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	**9,928**	**(2,850)**	**(1,904)**	**(1,950)**	**(1,987)**
Chg in cash & cash eq.	**128**	**478**	**12,447**	**21,799**	**34,167**
Closing cash & cash eq.	**1,266**	**1,744**	**14,191**	**35,990**	**70,156**

Per Share

Y/E 31 Mar (Rs)	FY25A	FY26A	FY27E	FY28E	FY29E
Reported EPS	9.3	18.1	26.1	40.7	59.8
Adjusted EPS	9.3	18.1	26.1	40.7	59.8
Dividend per share	3.0	3.0	3.0	3.0	3.0
Book value per share	447.0	441.3	460.8	490.1	534.1

Valuations Ratios

Y/E 31 Mar (x)	FY25A	FY26A	FY27E	FY28E	FY29E
EV/Sales	3.7	2.9	4.0	3.1	2.3
EV/EBITDA	52.9	50.2	34.3	22.9	16.4
Adjusted P/E	156.9	80.5	55.7	35.8	24.4
P/BV	3.3	3.3	3.2	3.0	2.7

DuPont Analysis

Y/E 31 Mar (%)	FY25A	FY26A	FY27E	FY28E	FY29E
Tax burden (Net profit/PBT)	71.2	74.4	74.1	71.0	69.9
Interest burden (PBT/EBIT)	65.0	127.2	104.3	109.0	114.8
EBIT margin (EBIT/Revenue)	4.9	3.8	9.2	11.2	11.9
Asset turnover (Rev./Avg TA)	26.9	29.3	20.2	25.6	33.1
Leverage (Avg TA/Avg Equity)	4.4	4.0	4.0	3.9	3.7
Adjusted ROAE	2.7	4.2	5.8	8.6	11.7

Ratio Analysis

Y/E 31 Mar	FY25A	FY26A	FY27E	FY28E	FY29E
YoY growth (%)					
Revenue	29.4	29.3	(27.1)	28.0	33.3
EBITDA	6.2	5.5	46.3	49.9	39.8
Adjusted EPS	79.2	94.9	44.6	55.5	47.0
Profitability & Return ratios (%)					
EBITDA margin	7.1	5.8	11.6	13.5	14.2
EBIT margin	4.9	3.8	9.2	11.2	11.9
Adjusted profit margin	2.3	3.6	7.1	8.7	9.5
Adjusted ROAE	2.7	4.2	5.8	8.6	11.7
ROCE	4.6	3.8	6.8	10.1	13.5
Working capital days (days)					
Receivables	17	19	19	19	19
Inventory	832	838	1,005	1,005	1,005
Payables	42	54	54	54	54
Ratios (x)					
Gross asset turnover	0.3	0.3	0.2	0.3	0.3
Current ratio	1.3	1.1	1.2	1.2	1.2
Net interest coverage ratio	1.0	1.5	2.9	4.7	7.4
Adjusted debt/equity	2.8	3.1	2.9	2.8	2.6

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. Nilesh Mehta
Email ID: head-customercare@bobcaps.in; Phone no: 92288 60945

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

Logo:

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.
Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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

BUY – Expected return >+15%

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

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Ratings and Target Price (3-year history): SOBHA (SOBHA 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.