KPITTECH – Navigating well through trying times!

Choice

Sector View: Neutral

July 30, 2025 | CMP: INR 1,270 | Target Price: INR 1,400

Expected Share Price Return: 10.2% I Dividend Yield: 0.6% I Expected Total Return: 10.8%

Change in Estimates	~
Target Price Change	×
Recommendation	×
Company Info	
BB Code	KPITTECH IN EQUITY
Face Value (INR)	10.0
52 W High/Low (INR)	1,920/1,02 ⁻
Mkt Cap (Bn)	INR 348.0/ \$4.0
Shares o/s (Mn)	274.
3M Avg. Daily Volume	11,58,012

Change in Estimates							
		FY26E			FY27E		
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)	
Revenues	64.1	67.0	(4.3)	73.5	80.4	(8.5)	
EBIT	10.8	11.3	(4.4)	12.9	14.0	(7.9)	
EBITM %	16.0	16.9	(84) bps	17.0	17.4	(42) bps	
EPS	31.6	32.4	(2.6)	36.8	40.0	(8.0)	

Actual vs CIE			
INR Bn	Q1FY26A	CIE Est.	Dev.%
Revenue	15.3	15.3	0.1
EBIT	2.6	2.6	0.1
EBITM %	17.0	16.8	20 bps
PAT	1.7	2.1	(19.0)

Key Financia	ls						
INR Bn	FY24	FY25	FY26E	FY27E	FY28E		
Revenue	48.7	58.4	64.1	73.5	84.5		
YoY (%)	40.5	17.7	7.7	14.3	14.8		
EBITDA	9.9	12.3	13.3	15.4	18.3		
EBITDAM %	20.3	21.0	20.8	21.0	21.7		
Adj PAT	5.9	8.4	8.6	10.1	11.8		
EPS	21.8	30.7	31.6	36.8	43.2		
ROE %	27.7	28.8	24.4	23.7	23.0		
ROCE %	29.1	28.5	25.4	26.3	27.5		
PE(x)	52.4	62.8	34.2	27.6	23.5		
Shareholding Pattern (%)							

CIII (/0)		
Jun-25	Mar-25	Dec-24
39.45	39.47	39.47
15.49	17.17	17.35
22.36	21.29	21.82
22.71	22.07	21.36
	39.45 15.49 22.36	39.45 39.47 15.49 17.17 22.36 21.29

Relative Performance	(%)		
YTD	3Y	2Y	1Y
BSE IT	18.8	17.2	(16.0)
KPITTECH	131.8	18.4	(30.9)



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Q1FY26 Technology Result Preview

New Products & Platform models thrust to drive productivity led growth

KPITTECH's strong deal wins & pipeline indicate sustainable long-term growth prospects. However, near term growth might get impacted by macro uncertainties. Growth momentum is expected to rebound in H2FY26 with Automotive OEMs spends firming up in next couple of quarters. Despite the current OEM cost pressures, delays in SDV programs & EV timelines outside China, the company foresees margin expansion from medium to long-term perspective This expansion will be driven by a strategic shift to fixed-price projects delivery thereby improving profitability from long-term basis. KPITTECH is leveraging AI to build validation solutions, meeting client demand for costeffective, faster delivery. It will be focused in improving productivity, expanding product and solutions offerings, & revamping HR with variable pay tied to Al adoption. Given this outlook, we expect Revenue/ EBITDA/ PAT to grow at CAGR of 13.1%/ 14.3%/ 12.1% over FY25-28E and maintain our rating to ADD. We roll forward to FY28 estimates & consider average of FY27E & FY28E EPS of INR 40, implying a PE multiple of 35x (maintained) to arrive at our Target Price of INR 1,400.

Strong execution amidst weak macros faced by Automotive Industry

- Reported Revenue for Q1FY26 stood at USD 178Mn up 0.3% Q0Q (vs CIE est. at USD 179Mn). In CC terms the revenues de-grew by 3.2% QoQ. In INR terms, revenue stood at INR 15,390Mn, up 0.7% QoQ.
- EBITDA for Q1FY26 came at INR 3,239Mn up 0.3% QoQ (vs CIE est. at INR 3,174Mn). EBITDA margin was flat QoQ at 21.1% (vs CIE est. at 20.7%).
- PAT for Q1FY26 came at INR 1,719Mn, down 29.8% QoQ (vs CIE est. at INR 2,116Mn) led by loss on Forward contracts of INR 81Mn.

KPITTECH secures deals worth USD 241Mn in Q1FY26 despite weak macros: KPITTECH reported Q1FY26 deal wins totalling USD 241Mn, primarily in Powertrain & Connected solutions for passenger vehicles across US & Europe. Commercial vehicles remained soft in Q1FY26 but expected to rebound. Although the deal pipeline has increased 20% YoY, the revenue conversion has slowed due to client reprioritization & a shift towards efficient, solution-based delivery models & at time cannibalizing the existing business. In the near term, we believe the demand landscape remains challenged by cost pressures faced by OEMs aggravated by geopolitical uncertainties. OEMs focus stays on smart cockpits, Level 2+ autonomy, cybersecurity, & validation related spends. EV delays outside China shift attention to hybrids; SDV rollouts are postponed. The company aims triple-digit growth from India & China via strong pipelines and programs like JSW Motors EV. Europe to lead future growth, while US & Japan to eye segment-specific recovery. Overall, we anticipate H2FY26 to be stronger than H1, with growth momentum returning as market uncertainties settle.

Q1 EBITDAM steady at 21%; Product-led model to drive margins in long-run: KPITTECH reported a steady QoQ EBITDAM of 21%, with management optimistic about sustaining margins barring major currency shifts. While revenue from India and China is set to rise, the company aims to maintain margins through diversified models and platform-based offerings, moving away from time and material billing thereby strategically shifting to fixed-price billing (stood at 62.5%), to counter margin pressures. The company's focus on enhancing productivity & shifting towards product & solution-based business model is expected to support efficiency gains and good margin improvement in long run. However, considering the near term macro concerns, we expect conservative margin of 20.8% in FY26E.

KPIT Technologies Ltd.	Q1 FY26	Q1 FY25	YoY (%)	Q4 FY25	QoQ (%)
Revenues (USD Mn)	178	165	7.7	177	0.3
Revenues (INR Mn)	15,388	13,646	12.8	15,283	0.7
Employee Cost	9,964	8,823	12.9	9,763	2.1
SG&A	2,184	1,942	12.5	2,290	(4.6)
EBITDA (INR Mn)	3,239	2,882	12.4	3,230	0.3
EBITDA Margin (%)	21.0	21.1	(7) bps	21.1	(8) bps
Depreciation	629	525	19.7	579	8.6
Other income	(81)	544	(114.8)	462	(117.5)
Interest	120	127	(5.5)	92	30.9
PBT	2,409	2,774	(13.1)	3,020	(20.2)
Тах	639	725	(11.9)	715	(10.6)
Adj. PAT (INR Mn.)	1,719	2,042	(15.8)	2,447	(29.8)
FDEPS (INR)	6.3	7.5	(15.9)	8.9	(29.8)

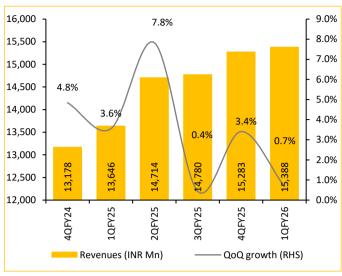
Management Call - Highlights

- KPITTECH believes it is ahead of competitors in Al capabilities for mobility, which gives them a strong competitive advantage.
- In China, KPITTECH competes by working through multiple channels - directly with global OEMs, through Chinese tier-1 suppliers, and with Chinese OEMs.
- The company is working with both established OEMs and new EV challengers in India, including work on electric trucks, buses and cars.
- KPITTECH is working with Chinese tier-one suppliers to better understand innovations in areas like digital cockpit and autonomous technology, both within and outside China.
- The company reduced headcount from 12,873 to 12,545 in the Q1FY26.
- The company is moving away from directly correlating headcount to revenue growth, focusing instead on productivity improvements.
- There is significant uncertainty and cost pressure facing OEMs globally due to tariffs and geopolitical issues, though management expects this to settle in next few quarters.
- Recent trade deals between US-Europe and US-Japan are bringing some certainty to the market, though uncertainty remains around Mexico and Canada.
- The company is shifting more work to fixed price projects (increasing from 60% to 62.5%), which gives them flexibility in delivery methods and business models while helping maintain profitability.
- Many OEMs are delaying their electric vehicle timelines and shifting focus to hybrid vehicles, while some truck/off-highway manufacturers are reinvesting in internal combustion engines.

Sequential Operating Performance				-		-		
	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Income Statement								
Revenues (USD Mn)	145	149	159	165	173	176	177	178
Revenues (INR Mn)	11,992	12,570	13,178	13,646	14,714	14,780	15,283	15,388
Gross Profit (INR Mn)	4,063	4,486	4,693	4,824	5,123	5,406	5,520	5,423
Gross Margin (%)	33.9	35.7	35.6	35.3	34.8	36.6	36.1	35.2
EBITDA (INR Mn)	2,399	2,585	2,729	2,882	3,018	3,122	3,230	3,239
EBITDA Margin (%)	20.0	20.6	20.7	21.1	20.5	21.1	21.1	21.0
PAT (INR Mn)	1,409	1,553	1,644	2,042	2,037	1,870	2,447	1,719
FDEPS (INR)	5.2	5.7	6.0	7.5	7.5	6.8	8.9	6.3
Operating Metrics								
Revenues – Geographies (%)								
US	30.4	29.9	29.7	28.2	27.5	26.4	27.8	29.1
Europe	52.6	52.9	51.7	51.5	48.8	47.3	43.5	44.3
Asia	17.0	17.3	18.6	20.4	23.8	26.4	29.2	26.6
Total	100.0	100.0	100.0	100.0	99.9	100.1	100.1	100.5
Revenues - Segments (%)								
Passenger cars	75.8	78.4	79.0	80.0	80.4	81.7	79.5	81.7
Commercial vehicles	20.0	17.4	17.5	16.9	16.6	15.3	15.3	14.8
Others	4.2	4.3	3.6	3.1	3.0	3.0	5.2	3.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Revenues by Business Units - New (%)								
Feature Development & Integration	61.8	62.4	62.0	61.0	59.7	62.0	59.0	59.4
Architecture & Middleware Consulting	20.2	18.5	18.7	20.5	23.5	20.3	22.8	20.1
Cloud Based Connected Services	18.0	19.1	19.3	18.5	16.8	17.7	18.3	20.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.1	100.2
Revenues-Contract Type (%)								
Time & material basis	48.6	46.0	49.2	46.5	43.3	40.8	40.4	37.5
Fixed price basis	51.4	54.0	50.8	53.5	56.7	59.2	59.6	62.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Client Metrics								
Strategic Client Revenue (%)	84.0	85.0	86.4	86.5	85.5	87.6	87.8	87.4
Active Clients	60	60	60	60	60	63	65	_
Employee Metrics								
Revenue/Dev Employee (Rs.)	51,773	49,926	52,725	53,018	56,558	58,992	59,138	60,901
Total Headcount	11,971	12,727	12,856	13,253	13,087	12,795	12,873	12,545
Development	11,219	11,949	12,064	12,438	12,248	11,940	11,993	11,676
Enabling & Sales	752	778	792	815	839	855	880	869

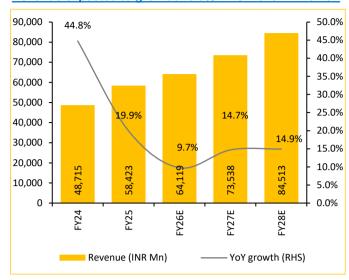
Choice Institutional Equities

Revenue growth remained flat QoQ



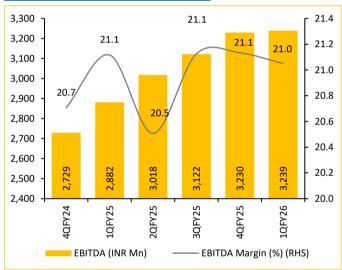
Source: KPITTECH, Choice Institutional Equities

Revenue expected to grow at 13.0% CAGR over FY25-28E



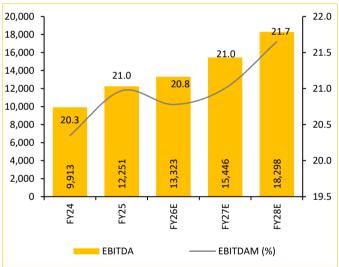
Source: KPITTECH, Choice Institutional Equities

EBITDA Margin remained flat at 21%



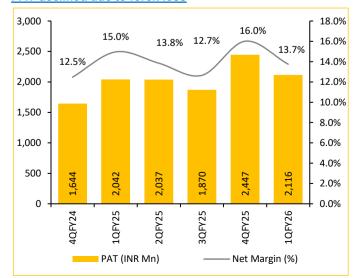
Source: KPITTECH, Choice Institutional Equities

EBITDA expected to grow at 14.3% CAGR over FY25-28E



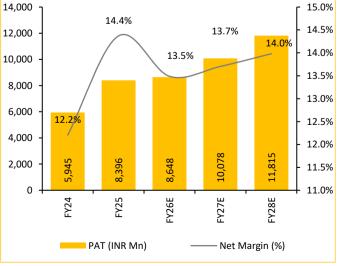
Source: KPITTECH, Choice Institutional Equities

PAT declined due to forex loss



Source: KPITTECH, Choice Institutional Equities

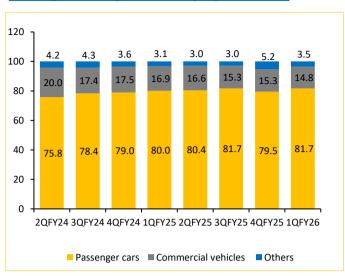
PAT to grow at 12.1% CAGR over FY25-28E



Source: KPITTECH, Choice Institutional Equities

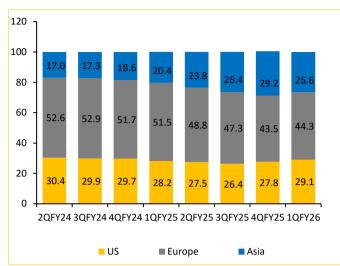
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Passenger cars segment is a major growth driver



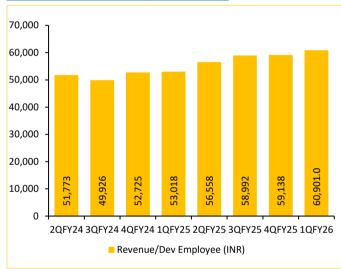
Source: KPITTECH, Choice Institutional Equities

Asian market share expanding



Source: KPITTECH, Choice Institutional Equities

Revenue per Dev. Employee improving



Source: KPITTECH, Choice Institutional Equities

1 Year Forward PE Band



Income statement (Consolidated in INR Mn)

Particular	FY24	FY25	FY26E	FY27E	FY28E			
Revenue	48,715	58,423	64,119	73,538	84,513			
Gross profit	17,012	20,873	22,574	26,109	30,325			
EBITDA	9,913	12,251	13,323	15,446	18,298			
Depreciation	1,958	2,250	2,489	2,560	2,850			
EBIT	7,955	10,002	10,834	12,886	15,448			
Other income	603	1,720	1,351	1,038	756			
Interest expense	548	424	480	440	480			
PAT	5,945	8,396	8,648	10,078	11,815			
EPS	21.8	30.7	31.6	36.8	43.2			

Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios (%)					
Revenues	44.8	19.9	9.7	14.7	14.9
Gross Profit	45.5	22.7	8.1	15.7	16.1
EBITDA	56.0	23.6	8.8	15.9	18.5
EBIT	62.7	25.7	8.3	18.9	19.9
Margin Ratios (%)					
Gross Profit Margin	34.9	35.7	35.2	35.5	35.9
EBITDA Margin	20.3	21.0	20.8	21.0	21.7
EBIT Margin	16.3	17.1	16.9	17.5	18.3
Profitability (%)					
ROE	27.7	28.8	24.4	23.7	23.0
ROIC	96.9	104.5	108.8	112.0	114.8
ROCE	29.1	28.5	25.5	26.5	27.6
Valuation					
OCF / EBITDA (%)	101.1	113.4	88.0	88.3	85.6
EV/ EBITDA (x)	33.3	32.8	24.5	21.0	17.5
BVPS (x)	79.1	107.2	130.5	156.6	189.1
Free Cash flow yield(%)	1.9	2.7	1.5	1.8	2.0

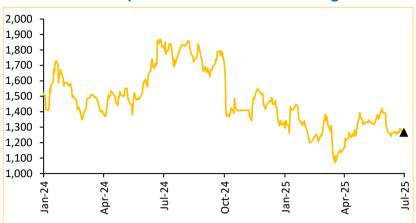
Balance sheet (Consolidated in INR Mn)

Particular FY24 FY25 FY26E FY27E FY28								
Particular	F 1 24	F Y∠5	F126E	FIZIE	FY28E			
Tangible fixed assets	2,400	2,438	3,000	4,000	5,000			
Goodwill & intangible assets	11,463	11,729	15,229	19,229	24,229			
Investments	863	2,382	2,482	2,582	3,582			
Cash & Cash equivalents	7,705	12,681	15,775	18,511	21,684			
Other non-current assets	6,863	8,279	8,729	9,779	10,229			
Other current assets	11,596	12,038	13,791	15,291	16,791			
Total assets	40,891	49,547	59,006	69,392	81,516			
Shareholder's funds	21,287	29,122	35,458	42,544	51,367			
Minority Interest	171	-	-	-	-			
Borrowings	447	15	_	-	-			
Other non-current liabilities	4,306	3,207	4,007	4,807	5,607			
Other current liabilities	14679	17203	19541	22041	24541			
Total equity & liabilities	40,891	49,547	59,006	69,392	81,516			

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows From Operations	10,018	13,895	11,722	13,638	15,665
Cash Flows From Investing	(5,637)	(6.299)	(4.364)	(7,910)	(9,500)
Cash Flows From	(0,007)	(0,299)	(4,304)	(7,910)	(9,500)
Financing	(2,373)	(3,404)	(2,327)	(2,992)	(2,992)

DuPont Analysis (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
ROE	27.7%	28.8%	24.4%	23.7%	23.0%
Net Profit Margin	12.2%	14.4%	13.5%	13.7%	14.0%
Asset Turnover	1.2	1.2	1.1	1.1	1.0
Financial Leverage	1.9	1.7	1.7	1.6	1.6

Historical share price chart: KPIT Technologies Limited



A			
Date	Rating	Target Price	
January 31,2024	ADD	1,705	
March 18,2024	BUY	1,705	
April 29,2024	BUY	1,670	
July 25,2024	BUY	1,980	
October 24,2024	BUY	1,731	
March 26,2025	BUY	1,707	
April 29,2025	ADD	1,400	
July 30,2025	ADD	1,400	

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CHOICE RATING DISTRIBUTION & METHODOLOGY

Large	Cap*
BUY	

The security is expected to generate upside of 15% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 15% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -5% over the next 12 months

The security is expected to show downside of 5% or more over the next 12 months SELL

Mid & Small Cap*

The security is expected to generate upside of 20% or more over the next 12 months

BUY ADD The security is expected to show upside returns from 5% to less than 20% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -10% over the next 12 months

SELL The security is expected to show downside of 10% or more over the next 12 months

Other Ratings

NOT RATED (NR) The stock has no recommendation from the Analyst

UNDER REVIEW (UR) The stock is under review by the Analyst and rating may change

Sector View

POSITIVE (P) Fundamentals of the sector look attractive over the next 12 months

NEUTRAL (N) Fundamentals of the sector are expected to be in statis over the next 12 months CAUTIOUS (C) Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

Disclaimer

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