Lumax Auto Tech: Strong Order Book Ensures Multi-Year Visibility

November 11, 2025 CMP: INR 1,386 | Target Price: INR 1,480

ADD

Expected Share Price Return: 6.7% I Dividend Yield: 0.4% I Potential Upside: 7.1%

Sector View: Positive

Change in Estimates	/
Change in Target Price	/
Change in Recommendation	/
Company Info	· · · · · · · · · · · · · · · · · · ·
BB Code	LMAX IN EQUITY
Face Value (INR)	2
52 W High/Low (INR)	1,426/453
Mkt Cap (Bn)	INR 94.4/ \$1.0
Shares o/s (Mn)	68.2
3M Avg. Daily Volume	2,51,379
Change in CIE Estimates	

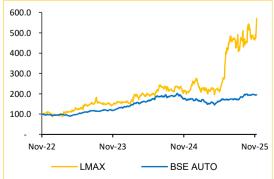
Change in CIE Estimates							
	FY26E			FY26E FY27E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)	
Revenue	45.3	44.8	1.2	54.4	51.8	4.9	
EBITDA	5.9	5.8	0.7	7.4	7.2	3.2	
EBITDAM%	12.9	13.0	(7) bps	13.7	13.9	(22) bps	
PAT	2.4	2.2	6.2	3.4	3.2	7.0	
EPS	35.0	32.9	6.2	50.1	46.8	7.0	

Actual vs CIE Estimates							
INR Mn	Q2FY26A	CIE est.	Dev.%				
Revenue	11,563.6	10,612.4	9.0				
EBITDA	1,545.1	1,400.8	10.3				
EBITDAM %	13.4	13.2	16 bps				
PAT	668.5	545.2	22.6				

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	28.2	36.4	45.3	54.4	64.3
YoY (%)	52.7	28.9	24.7	20.0	18.3
EBITDA	3.7	4.6	5.9	7.4	9.1
EBITDAM %	13.0	12.8	12.9	13.7	14.2
Adj PAT	1.3	1.8	2.4	3.4	4.7
EPS	19.1	26.1	35.0	50.1	68.2
ROE %	16.5	19.0	21.2	24.1	25.5
ROCE %	15.2	17.8	19.4	23.2	26.1
PE(x)	72.6	53.2	39.7	27.7	20.3
EV/EBITDA	27.4	21.9	17.5	13.6	10.8

Sep-25 55.98	Jun-25 55.98	
55.98	55.98	55 98
7.33	7.04	5.31
16.59	16.31	16.09
20.10	20.67	22.62
	16.59	16.59 16.31

Relative Performance (%)							
YTD	3 Y	2Y	1Y				
BSE Auto	100.3	61.5	10.9				
LMAX	492.9	275.9	169.3				



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Strongest Quarterly Numbers Supported by Robust Demand: LUMAX delivered its best-ever quarterly performance, with Q2FY26 consolidated revenue rising 37% YoY to INR 11,564 Mn. This was driven by strong domestic demand, new product launches, and successful integration of the alternate fuel business. We believe the company's revenue trajectory remains resilient, supported by strong OEM relationships, expanding product lines, and structural tailwinds in EV and clean mobility components. Management revised FY26E revenue growth guidance upward to 25% (from 20%), reaffirming confidence in achieving its 20% CAGR target over the medium term.

Margin Performance in Line with Guidance: EBITDA margin (Incl. Other income) improved 70 bps YoY to 14.7% in Q2FY26, aided by retrospective realization of customer price increases and cost optimization efforts. We expect the margin profile to remain within the guided 14-15% range, supported by operating leverage, product mix improvement, and continued localization initiatives

Healthy Order Book and Product Diversification Drive Visibility: LMAX robust order book stood at INR 13,570 Mn, providing strong visibility over the next few years. ~7% of this order book is projected to materialize in FY26E, 35% in FY27E, 48% in FY28E, and the remaining 10-12% in FY29E. Notably, 40% of the order book is aligned with future and clean mobility solutions, underscoring the company's strategic pivot toward EVs and alternate fuel technologies. We believe LMAX's focus on high-growth, new products launches, partnerships initiatives and technology-driven segments, positions LMAX for sustainable growth in the evolving mobility landscape.

View and Valuation: We revise our FY26/27E EPS estimate upward by 6.2%/7.0%, factoring the robust Q2FY26 performance and improved growth outlook. The company remains on track to deliver sustainable double-digit growth, driven by operational synergies from acquisitions and increasing exposure to clean mobility. We value the company at 25x (maintained) on the average FY27-28E EPS, arriving at a revised target price of INR 1,480. Considering the recent stock price run-up, we downgrade our rating from BUY to ADD, while remaining constructive on the company's medium-term growth potential.

In Q2FY26 LMAX Reported numbers beat our estimate across the board

- Revenue was up 37.3% YoY (+12.7% QoQ) to INR 11,564 Mn (vs CIE est. at INR 10,612 Mn).
- EBITDA was up 51.2% YoY and (+23.7% QoQ) to INR 1,545 Mn (vs CIE est. at INR 1,401 Mn). EBITDA margin was up 123 bps YoY (+119 bps QoQ) to 13.4% (vs CIE est. at 13.2%).
- APAT was up 55.9% YoY (+61.4% QoQ) to INR 669 Mn (vs CIE est. at INR 545 Mn).

LMAX (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
Net Sales	11,563.6	8,422.6	37.3	10,263.7	12.7
Material Expenses	7,343.5	5,419.3	35.5	6,634.8	10.7
Employee Expenses	1,507.2	1,139.5	32.3	1,390.9	8.4
Other Opex Expenses	1,167.8	841.6	38.7	989.2	18.1
EBITDA	1,545.1	1,022.1	51.2	1,248.8	23.7
Depreciation	412.7	292.6	41.0	384.5	7.3
EBIT	1,132.4	729.5	55.2	864.3	31.0
Other Income	155.8	153.7	1.3	108.9	43.1
Interest Cost	244.9	185.4	32.1	230.8	6.1
PBT	1,043.3	697.8	49.5	742.4	40.5
RPAT	775.6	518.0	49.7	540.0	43.6
Minority Interest	107.0	89.3	19.9	125.7	(14.8)
APAT	668.5	428.8	55.9	414.3	61.4
Adj EPS (INR)	9.8	6.3	55.9	6.1	61.4
LMAX	Q2FY26	Q2FY25	YoY (Bps)	Q1FY26	QoQ (Bps)

LMAX	Q2FY26	Q2FY25	YoY (Bps)	Q1FY26	QoQ (Bps)
Gross margin (%)	36.5	35.7	83.7	35.4	113.8
Employee Exp. % of Sales	13.0	13.5	(49.5)	13.6	(51.8)
EBITDA margin (%)	13.4	12.1	122.6	12.2	119.5
Tax Rate (%)	25.7	25.8	(9.5)	27.3	(159.9)
PAT margin (%)	6.7	6.2	55.6	5.3	144.6

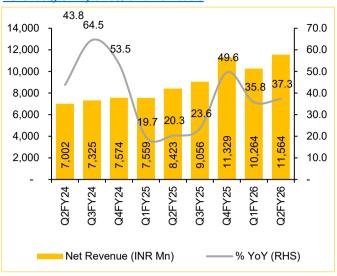
Source: LMAX, Choice Institutional Equities

Management Call - Highlights

- Historic Revenue Milestone: Consolidated revenue touched an alltime high of INR 11,560 Mn in Q2FY26, with H1FY26 revenue at INR 21,830 Mn, reflecting a strong 37% YoY growth for both periods.
- Guidance Upgrade: The company revised its FY26E revenue growth guidance upward to 25% (vs. 20%), in line with its 20% CAGR longterm target.
- Profitability Surge: PAT before minority interest grew 50% YoY in Q2FY26 and 41% YoY in H1FY26, led by operational leverage and cost efficiencies.
- Margin Stability: EBITDA margin stood at 14.7% in Q2FY26 and 14.0% in H1FY26, supported by retrospective customer price revisions from Q1FY15. FY26E margin guidance maintained at 14– 15%.
- Full IAC Integration: Q2FY26 marks the first quarter with 100% PAT contribution from IAC India, post full stake acquisition in Q1FY26.
- Corporate Simplification: Board approved the merger of IAC India with Lumax Auto Technologies to streamline the structure and enhance synergies.
- Balanced Portfolio Mix: Post integration of IAC and Green Fuel, Company's total revenue mix is diversified — Passenger Vehicles (55%), 2W/3W (24%), Aftermarket (10%), and CV (9%) in H1FY26.
- Tech Center Launch: The new Bengaluru "Shift Smart Hub" inaugurated to drive product innovation, electronics, and software integration, supporting the company's evolution into a Tier 0.5 systems integrator.
- China Resource Center: A China office to be operational by Jan'26E will strengthen global sourcing, tooling, and technology scouting capabilities.
- Clean Mobility Ambition: Targeting 40% of revenue from clean mobility solutions by FY28E; focus areas include EV, alternate fuels, and electronics.
- Inorganic Growth Intent: Open to software-side acquisitions to accelerate capabilities in connected systems and smart electronics.
- Strong Visibility: Consolidated order book of INR 13,570 Mn provides 3-year revenue visibility (FY27E–FY29E).
- Mechatronics Scale-Up: Segment poised for sharp growth with JVs targeting INR 8,000–10,000 Mn revenue by FY30E (vs. ~INR 1,640 Mn run rate in FY26E), led by Alpine JV expanding into steering switches and sensors.
- Localized Green Fuel Product: Secured OEM order for localized tubes & fittings, a first in India, with an initial revenue of INR 200 Mn, offering strong scalability potential.

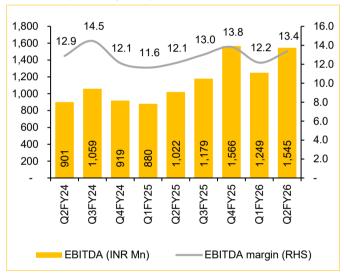
- Consolidated revenue touched an all-time high of INR 11,560 Mn in Q2FY26, with H1FY26 revenue at INR 21,830 Mn, reflecting a strong 37% YoY growth for both periods.
- The company revised its FY26E revenue growth guidance upward to 25% (vs. 20%), in line with its 20% CAGR long-term target, along with maintained EBITDA Margin guidance of 14–15% for FY26E.
- Mechatronics scale-up segment poised for sharp growth with JVs targeting INR 8,000– 10,000 Mn revenue by FY30E (vs. ~INR 1,640 Mn run rate in FY26E), led by Alpine JV expanding into steering switches and sensors.
- Consolidated order book of INR 13,570 Mn provides 3-year revenue visibility (FY27E– FY29E).

Revenue grew by 37.3% on a YoY basis



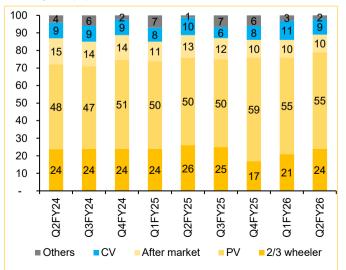
Source: LMAX, Choice Institutional Equities

EBITDAM improved by 123bps on a YoY basis



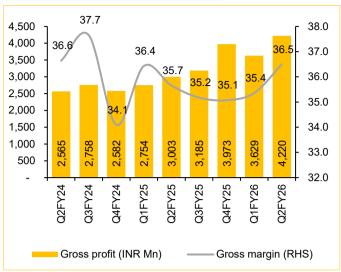
Source: LMAX. Choice Institutional Equities

Industry Mix (%)



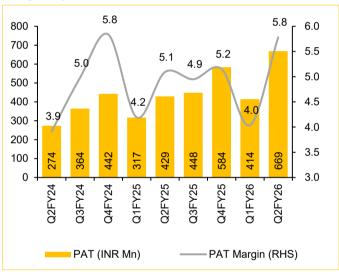
Source: LMAX, Choice Institutional Equities

Gross Profit grew by 36.5% on a YoY basis



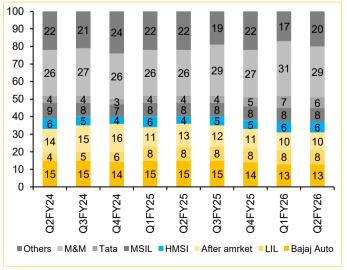
Source: LMAX, Choice Institutional Equities

PAT grew by 55.9% on YoY basis



Source: LMAX. Choice Institutional Equities

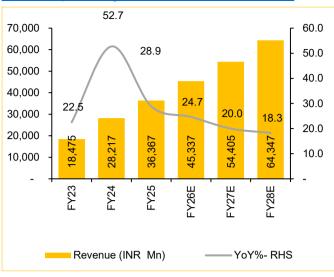
Client Mix (%)



Source: LMAX, Choice Institutional Equities

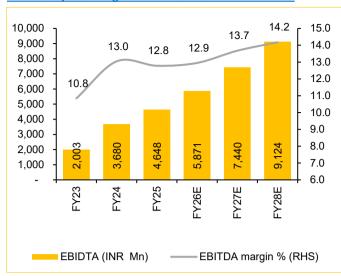
Choice Institutional Equities

Revenue expected to grow at 21.0% CAGR over FY25-28E



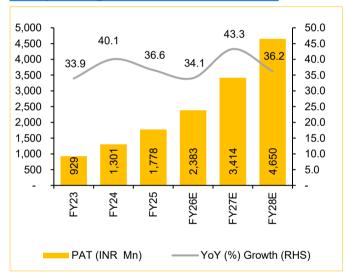
Source: LMAX, Choice Institutional Equities

EBITDA expected to grow at 25.2% CAGR over FY25-28E



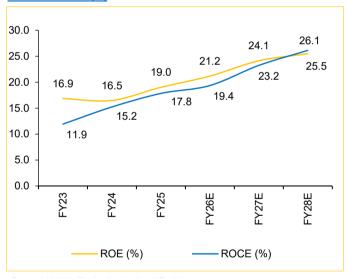
Source: LMAX, Choice Institutional Equities

PAT expected to grow at 37.8% CAGR over FY25-27E



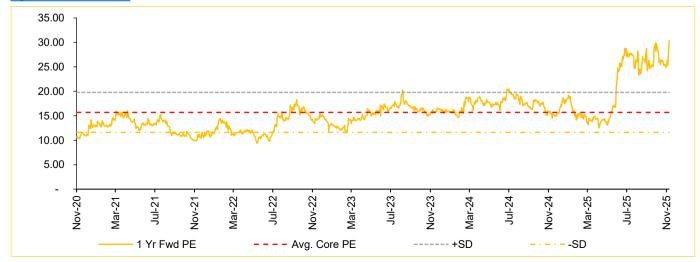
Source: LMAX, Choice Institutional Equities

ROE & ROCE in (%)



Source: LMAX, Choice Institutional Equities

1-year forward PE band



Source: LMAX, Choice Institutional Equities

Choice Institutional Equities

Income Statement (INR Mn)

Income Statement (INR Mn)									
Particular	FY24	FY25	FY26E	FY27E	FY28E				
Revenue	28,217	36,367	45,337	54,405	64,347				
Gross Profit	10,190	12,916	16,266	19,662	23,320				
EBITDA	3,680	4,648	5,871	7,440	9,124				
Depreciation	1,180	1,286	1,616	1,781	1,814				
EBIT	2,500	3,361	4,255	5,659	7,310				
Other Income	450	510	555	600	680				
Interest Expense	684	790	943	943	943				
Extraordinary Item	0	0	0	0	(
Reported PAT	1,669	2,292	2,856	3,934	5,215				
Adjusted PAT after MI	1,301	1,778	2,383	3,414	4,650				
EPS	19.1	26.1	35.0	50.1	68.2				
Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E				
Growth Ratios (%)									
Revenue	52.7	28.9	24.7	20.0	18.3				
EBITDA	83.7	26.3	26.3	26.7	22.6				
PAT	49.7	37.3	24.6	37.8	32.6				
Margins (%)									
EBITDA	13.0	12.8	12.9	13.7	14.2				
PAT	5.9	6.3	6.3	7.2	8.1				
Profitability (%)									
ROE	16.5	19.0	21.2	24.1	25.5				
ROCE	15.2	17.8	19.4	23.2	26.1				
ROIC	12.1	14.5	15.0	19.1	23.6				
Working Capital									
Inventory Days	50	57	57	57	57				
Debtor Days	75	80	78	78	78				
Payable Days	98	106	100	98	98				
Cash Conversion Cycle	27	31	35	37	37				
Valuation Metrics									
PE(x)	72.6	53.2	39.7	27.7	20.3				
EV/EBITDA (x)	27.4	21.9	17.5	13.6	10.8				
Price to BV (x)	12.0	10.1	8.4	6.7	5.2				
EV/OCF (x)	38.0	35.0	30.6	18.8	14.8				

Source: LMAX, Choice Institutional Equities

Balance Sheet (INR Mn)

Balance Oncet (ITTT IIII)								
Particular	FY24	FY25	FY26E	FY27E	FY28E			
Net Worth	7,896	9,347	11,251	14,147	18,239			
Minority Interest	2,237	3,585	4,058	4,578	5,143			
Deferred Tax	278	635	453	544	643			
Total Debt	6,990	7,927	8,727	8,727	8,727			
Other Liabilities & Provisions	1,185	1,206	1,813	2,067	2,445			
Total Net Worth & Liabilities	18,586	22,701	26,304	30,064	35,198			
Net Fixed Assets	9,909	12,933	13,317	13,036	12,722			
Capital Work in Progress	358	692	393	481	522			
Investments	4,287	4,119	5,339	6,527	7,921			
Cash & Bank Balance	751	796	515	1,834	4,344			
Loans & Advances & Other Assets	755	604	1,133	1,306	1,544			
Net Current Assets	2,524	3,555	5,606	6,880	8,145			
Total Assets	18,586	22,701	26,304	30,064	35,198			

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows from Operations	2,654	2,905	3,360	5,379	6,703
Cash Flows from Investing	(2,492)	(2,161)	(3,450)	(2,948)	(3,173)
Cash Flows from Financing	(398)	(533)	(195)	(1,116)	(1,024)

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden	57.4%	57.7%	61.6%	64.2%	66.0%
Interest Burden	90.7%	91.7%	90.9%	93.9%	96.4%
EBIT Margin	8.9%	9.2%	9.4%	10.4%	11.4%
Asset Turnover	1.5	1.6	1.7	1.8	1.8
Equity Multiplier	2.4	2.4	2.3	2.1	1.9
ROE	16.5%	19.0%	21.2%	24.1%	25.5%

Institutional Equities

Historical Price Chart: LMAX



Rating	Target Price
BUY	552
BUY	587
SELL	483
BUY	851
BUY	1,375
BUY	1,300
BUY	1,330
ADD	1,480
	BUY BUY SELL BUY BUY BUY BUY

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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			
SELL	The security is expected to show downside of 5% or more over the next 12 months			
Mid & Small Cap*				
BUY	The security is expected to generate upside of 20% or more over the next 12 months			
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

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