

# L&T Technology Services

## Rising growth confidence

L&T Technology Services (LTTs) continues to prioritize its core growth areas – Sustainability and Tech (Med-Tech & Hi-Tech) under its strategic framework, ‘Go Deeper to Scale’. This approach is expected to accelerate LTTs’s growth led by top account mining, strong deal wins, and new-gen service offerings offset by muted Mobility. The strong large deal booking momentum in FY25, particularly in Q4FY25, supports the expectation that FY26 will outperform FY25 (double-digit revenue growth for FY26E—including inorganic growth). The company boasts a robust customer base, including 69 Fortune 500 companies and 57 leading ER&D firms across sectors. With rising demand for AI-led solutions (LTTs has 190 patents in AI/GenAI) and Software-Defined Everything (SDx), LTTs is well-positioned to grab emerging opportunities. We project USD revenue growth of 11.1/12.3/11% in FY26/27/28E, translating to a CQGR of 1.2/3.1/2.7% for FY26/27/28E respectively. EBITM is estimated at 15.4/16.1/16.2% for FY26/27/28E, resulting in an EPS CAGR of 16% over FY25–28E. At the current market price (CMP), LTTs trades at 32x FY26E EPS, aligning with its 5-year average. We upgrade LTTs to ADD (vs REDUCE earlier) with a revised target price of INR 4,800, based on 28x June 27E EPS.

- **Aspiration of USD 2bn remains intact:** LTTs reported USD 1.3bn in revenue for FY25 and remains committed to achieving its USD 2bn medium-term goal. The company is deepening its engineering expertise and cross-leveraging solutions across industries. The mobility sector is expected to be muted in the near term. Within it, aerospace is doing well, and railways are starting to improve. Software-defined vehicles (SDVs) are likely to drive strong growth in the coming years, while off-highway vehicles should pick up from H2FY26. The industrial and plant sub segments within sustainability will keep driving growth while MedTech and software platforms will lead the growth in the Tech vertical.
- **Strong deal momentum:** In Q4FY25, LTTs achieved its highest-ever large deal TCV bookings, with a 25% QoQ increase in order inflow. Strategic investments made in H1FY25 under the ‘Go Deeper to Scale’ strategy enabled multiple large deal wins in FY25, including a notable USD 80mn engagement in the Sustainability segment. Additional wins include three deals worth USD 50–80mn, five deals in the USD 30–50mn range, and ten deals between USD15mn and USD25mn during the year. In total, 32 deals exceeding USD 10mn were closed in FY25, with strong momentum expected to continue.
- **Balanced business mix:** The company remains dedicated to solidifying its position as the strategic partner of choice across every phase of the customer life cycle journey in the focus verticals (Mobility, Sustainability, and Tech). In FY25, LTTs launched several new solutions, including LTTSiDriVe (Mobility)—a Software Defined Vehicle (SDV) framework aimed at accelerating the development, testing, deployment, and integration of applications and features for next-gen smart vehicles; FactoryNext Framework (Sustainability)—designed to support manufacturers in their digital transformation journey by connecting, automating, optimizing, and securing operations; and GENIQ (Tech)—an AI-powered software development platform.

### Financial Summary

YE Mar (INR bn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenue (USD mn)	990	1,164	1,259	1,398	1,570	1,742
Net Sales	80.14	96.47	106.70	120.23	136.57	151.56
EBIT	14.79	16.47	15.87	18.53	22.04	24.49
APAT	11.70	13.04	12.66	14.78	17.76	19.84
Diluted EPS (INR)	110.8	123.5	119.9	140.0	168.3	188.0
P/E (x)	40.0	35.9	37.0	31.7	26.4	23.6
EV / EBITDA (x)	25.8	23.0	23.4	19.7	16.4	14.4
RoE (%)	25.7	25.4	22.2	22.8	24.0	23.5

Source: Company, HSIE Research

## ADD

CMP (as on 17 Jun 2025)	INR 4,413
Target Price	INR 4,800
NIFTY	24,812

KEY CHANGES	OLD	NEW
Rating	REDUCE	ADD
Price Target	INR 4,700	INR 4,800
	FY26E	FY27E
EPS %	NA	NA

### KEY STOCK DATA

Bloomberg code	LTTs IN
No. of Shares (mn)	106
MCap (INR bn) / (\$ mn)	488/5,408
6m avg traded value (INR mn)	765
52 Week high / low	INR 6,000/3,855

### STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	(4.3)	(14.7)	(9.3)
Relative (%)	(12.4)	(16.3)	(14.6)

### SHAREHOLDING PATTERN (%)

	Dec-24	Mar-25
Promoters	73.66	73.66
FIs & Local MFs	14.30	13.68
FPIs	4.19	5.18
Public & Others	7.85	7.48
Pledged Shares	0.00	0.00

Source : BSE

### Vinesh Vala

vinesh.vala@hdfcsec.com  
+91-22-6171-7332

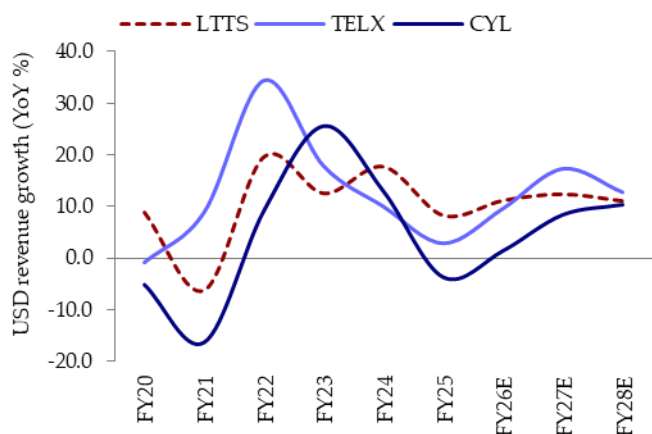
### Amit Chandra

amit.chandra@hdfcsec.com  
+91-22-6171-7345

### Maitreyee Vaishampayan

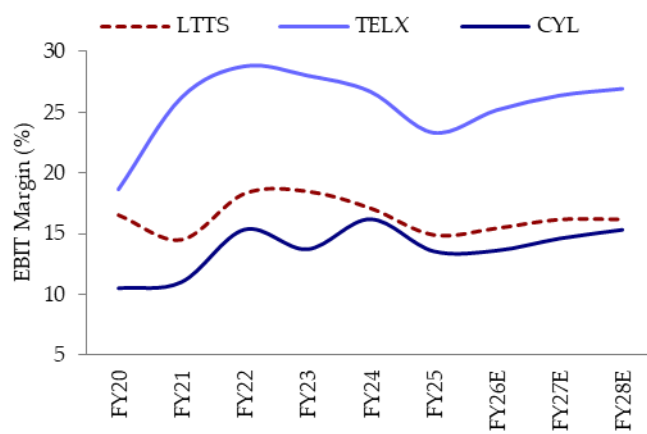
maitreyee.vaishampayan@hdfcsec.com  
+91-22-6171-7308

**Exhibit 1: Revenue trend vs ER&D players**



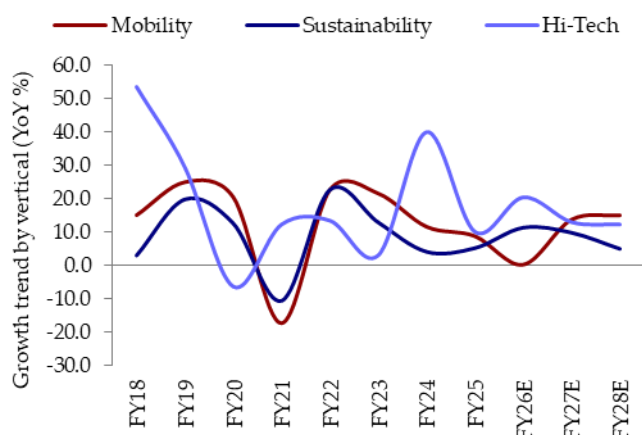
Source: Company, HSIE Research

**Exhibit 2: EBITM trend vs ER&D players**



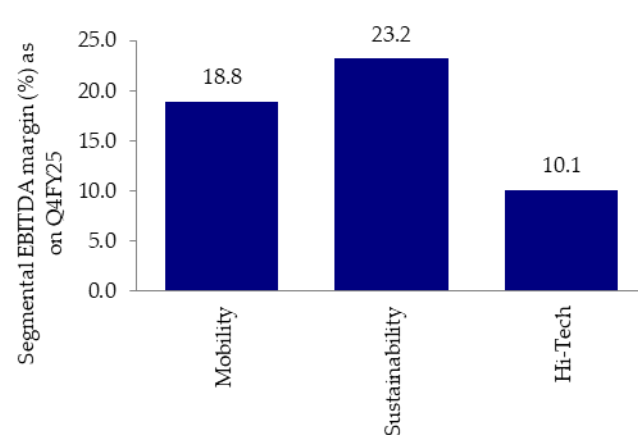
Source: Company, HSIE Research

**Exhibit 3: Segmental revenue growth trend**



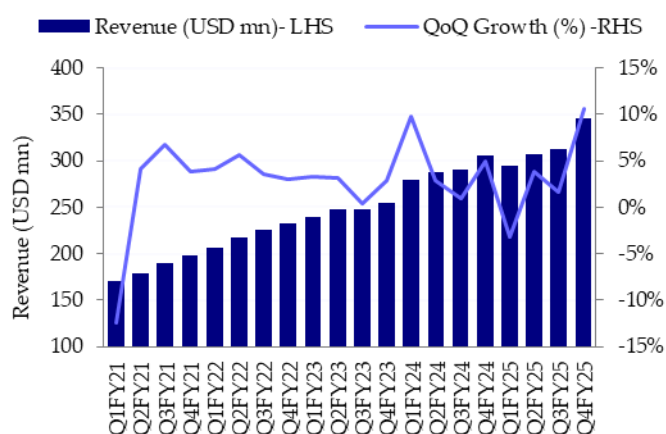
Source: Company, HSIE Research

**Exhibit 4: Segmental EBITDAM**



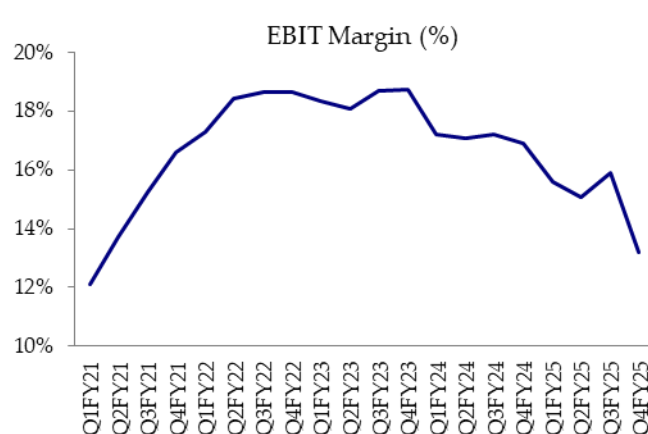
Source: Company, HSIE Research

**Exhibit 5: Sequential revenue improving**



Source: Company, HSIE Research, Q4FY25 organic growth 2.6% QoQ, inorganic growth 8% QoQ.

**Exhibit 6: Margin declining sequentially**



Source: Company, HSIE Research

## Exhibit 7: LTTS revenue growth &amp; margin trend

Growth (%)	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Organic	23.7%	8.1%	-7.6%	18.8%	9.7%	8.0%	6.0%	5.1%	12.3%	11.0%
Inorganic	0.9%	0.6%	1.3%	0.7%	2.7%	9.6%	2.2%	6.0%	0.0%	0.0%
<b>Total Revenue Growth (USD)</b>	<b>24.6%</b>	<b>8.7%</b>	<b>-6.3%</b>	<b>19.5%</b>	<b>12.4%</b>	<b>17.6%</b>	<b>8.2%</b>	<b>11.1%</b>	<b>12.3%</b>	<b>11.0%</b>
EBIT Margin (%)	16.0%	16.5%	14.5%	18.3%	18.5%	17.1%	14.9%	15.4%	16.1%	16.2%

Source: Company, HSIE Research

## Exhibit 8: Mixed Enterprise revenue trend

Enterprise	Dec-qtr Revenue beat/(miss)	March-qtr Revenue beat/(miss)	Outlook/ Guidance change	Q-3	Q-2	Q-1	Q	Stock Return (YTD)
Rockwell Automation	→	↑		-8%	-21%	-8%	-6%	13%
Honeywell International	↑	↑		5%	6%	7%	8%	-7%
Caterpillar	↑	↓		-4%	-4%	-5%	-10%	-28%
John Deere	↑	↑		-17%	-28%	-30%	-16%	24%
BMW	↓	↓		-1%	-16%	-15%	-8%	-7%
Polaris Inc				-12%	-23%	-23%	-12%	-28%
Exxon Mobil	↓	↓		11%	-1%	-1%	1%	5%
P&G	↑	↓		0%	-1%	2%	-2%	-4%
Airbus	↑	↑		1%	5%	8%	6%	3%
Thales					11%	17%	12%	78%
Intel	↑	↑		-1%	-6%	-7%	0%	3%
J&J	→	↑		4%	5%	5%	2%	7%
Siemens	↓	↑		4%	1%	3%	7%	13%
<b>Median growth (YoY %)</b>				<b>0%</b>	<b>-1%</b>	<b>-1%</b>	<b>0%</b>	
<b>LTTS Organic growth (YoY %)</b>				<b>-3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	

Source: Company, HSIE Research, Note: Q implies latest quarter YoY revenue growth, YTD is based on 17 June 2025 CMP, the color RED to GREEN represents the degree of underperformance/outperformance amongst the categories and stocks

## Exhibit 9: Near term softness witnessed among the major global OEM's

Enterprise	CY22	CY23	CY24	CY25E	CY26E	CY27E
General Motors Co	23%	10%	9%	-5%	-1%	2%
Ford Motor Co	16%	11%	5%	-10%	2%	2%
Mercedes-Benz Group Ag	12%	2%	-4%	-5%	0%	3%
Bayerische Motoren Werke Ag	28%	9%	-8%	1%	3%	2%
Volvo Ab-B Shs	27%	17%	-5%	-5%	5%	4%
Honda Motor Co Ltd	16%	21%	6%	-2%	2%	2%
Volkswagen Ag	12%	15%	1%	-1%	2%	4%
Hyundai Motor Co	21%	14%	8%	4%	3%	3%
Stellantis Nv	20%	6%	-17%	-1%	4%	3%
Nissan Motor Co Ltd	26%	20%	0%	-4%	2%	5%
Dr Ing Hc F Porsche Ag	14%	8%	-1%	-7%	3%	4%
Toyota Motor Corp	18%	21%	7%	2%	3%	3%
<b>Median</b>	<b>19%</b>	<b>13%</b>	<b>0%</b>	<b>-3%</b>	<b>3%</b>	<b>3%</b>

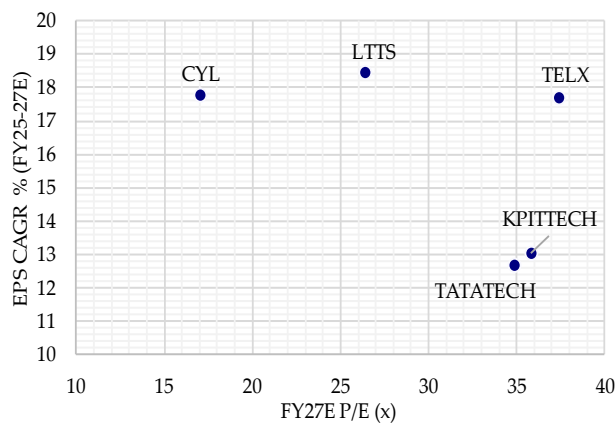
Source: Company, HSIE Research, the color RED to GREEN represents the degree of underperformance/outperformance amongst the categories and stocks

**Exhibit 10: Global commentary on EV vehicles remains positive**

Company	Commentary on EV & SDV
General Motors	Company moderated EV production to ensure that they stay aligned with the consumer demand to avoid the heavy discounts. On the software-defined vehicle, there's already been tremendous progress made in the software development process and more importantly, the software validation process.
Ford Motor	Software is going faster than expected, and the advanced electric architectures allow the company to deliver software to the vehicles and customers in a more efficient way.
Mercedes Benz	On the BEV side, company see the impact of the runout of the electric Smart and an overall dynamic market environment.
BMW	Tech clusters will be utilized in all cars to come. The share of all-electric vehicles amounted to 18.7% of total sales for BMW. The electrified vehicles, meaning BEVs and plug-in hybrids, accounted for almost 27% of total sales.
Volvo Ab	The underlying demand for electrification has been "slowing down," with the switchover to EVs still primarily driven by "early adopters". Volvo maintains a strong market position in the electric truck segment, holding a high market share of around 60% for medium and heavy-duty electric trucks in Europe.
Honda Motor Co	The growth of the EV market has been slower than initially anticipated. The period from 2025 to 2030 is designated for refining BEV technology and products. Honda aims for the BEV business to become a core pillar of their operations from 2030 onwards, viewing the preceding years as a preparatory phase
Volkswagen AG	Incoming orders in Western Europe were strong, with a 29% YoY increase, and BEV order intake was "particularly strong," growing by 64% YoY. Volkswagen expects a "significant expansion of BEV volumes," especially in Europe.
Hyundai Motor Co	Hyundai Motor has plans to increase its total production capacity for EVs to 500,000 units.
Stellantis	Stellantis has seen significant improvement in its market share for electrified products in Europe. The company is actively engaged in dialogue with European regulators regarding the challenging CO2 compliance period for LCVs and is also working on product strategies to address this.
Nissan Motor Co	Nissan anticipates that in the long term, conventional Internal Combustion Engine (ICE) and hybrid technologies will experience a slowdown and decrease in volume, leading to a shift towards full EV application. Nissan plans to strengthen its presence in Europe by assembling more electrified models in Sunderland and utilising its alliance relationship with Renault for assembly lines and electric vehicle architectures.
Toyota Motor	Software-defined vehicles are expected to play a leading role in the transformation from traditional cars to mobility solutions. Through SDVs, Toyota intends to achieve safer, more secure, and more enjoyable mobility.

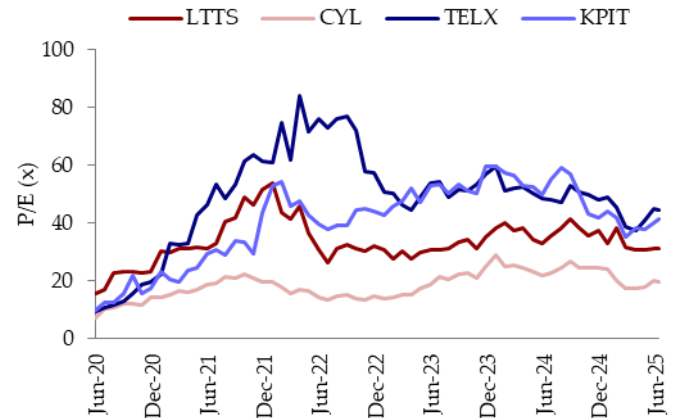
Source: Company, HSIE Research

**Exhibit 11: Valuations and growth higher than peers**



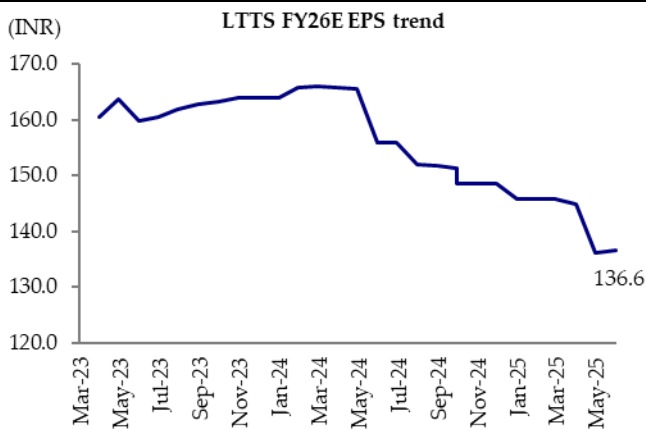
Source: Company, HSIE Research, Note: KPITTECH & TATATECH is Bloomberg consensus

**Exhibit 12: Valuation band has widened**



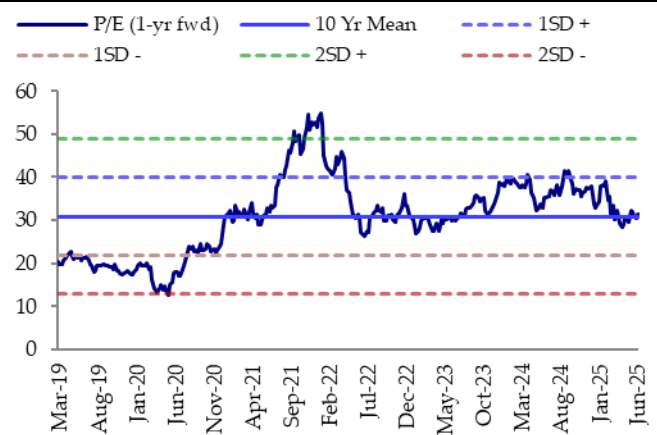
Source: Bloomberg, HSIE Research

**Exhibit 13: Consensus EPS Trend**



Source: Bloomberg

**Exhibit 14: LTTS valuations at 10Y average**



Source: Bloomberg, HSIE Research

## Financials

### Consolidated Income Statement

Year ending March (INR bn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Revenues (USD mn)	990	1,164	1,259	1,398	1,570	1,742
<b>Growth (%)</b>	<b>12.4</b>	<b>17.6</b>	<b>8.2</b>	<b>11.1</b>	<b>12.3</b>	<b>11.0</b>
Net Revenues	80.14	96.47	106.70	120.23	136.57	151.56
<b>Growth (%)</b>	<b>22.0</b>	<b>20.4</b>	<b>10.6</b>	<b>12.7</b>	<b>13.6</b>	<b>11.0</b>
Employee Expenses	45.64	49.30	56.89	64.43	73.29	81.60
SG&A expenses	17.39	27.99	30.89	33.67	37.15	40.92
<b>EBITDA</b>	<b>17.11</b>	<b>19.19</b>	<b>18.92</b>	<b>22.14</b>	<b>26.14</b>	<b>29.03</b>
Depreciation	2.31	2.72	3.05	3.61	4.10	4.55
<b>EBIT</b>	<b>14.79</b>	<b>16.47</b>	<b>15.87</b>	<b>18.53</b>	<b>22.04</b>	<b>24.49</b>
<b>EBIT Margin (%)</b>	<b>18.5</b>	<b>17.1</b>	<b>14.9</b>	<b>15.4</b>	<b>16.1</b>	<b>16.2</b>
<b>EBIT Growth (%)</b>	<b>23.2</b>	<b>11.4</b>	<b>-3.7</b>	<b>16.8</b>	<b>18.9</b>	<b>11.1</b>
Other Income (Including EO Items)	2.08	2.07	2.10	2.55	3.15	3.57
Interest	0.44	0.51	0.56	0.64	0.64	0.64
<b>PBT</b>	<b>16.44</b>	<b>18.04</b>	<b>17.41</b>	<b>20.44</b>	<b>24.55</b>	<b>27.42</b>
Tax	4.70	4.98	4.76	5.62	6.75	7.54
<b>RPAT</b>	<b>11.70</b>	<b>13.04</b>	<b>12.66</b>	<b>14.78</b>	<b>17.76</b>	<b>19.84</b>
E/o (net of tax)	-	-	-	-	-	-
<b>APAT</b>	<b>11.70</b>	<b>13.04</b>	<b>12.66</b>	<b>14.78</b>	<b>17.76</b>	<b>19.84</b>
<b>APAT Growth (%)</b>	<b>22.2</b>	<b>11.4</b>	<b>-2.9</b>	<b>16.7</b>	<b>20.2</b>	<b>11.7</b>
<b>Adjusted EPS (INR)</b>	<b>110.8</b>	<b>123.5</b>	<b>119.9</b>	<b>140.0</b>	<b>168.3</b>	<b>188.0</b>
<b>EPS Growth (%)</b>	<b>22.2</b>	<b>11.4</b>	<b>-2.9</b>	<b>16.7</b>	<b>20.2</b>	<b>11.7</b>

Source: Company, HSIE Research

### Consolidated Balance Sheet

Year ending March (INR bn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>SOURCES OF FUNDS</b>						
Share Capital - Equity	0.21	0.21	0.21	0.21	0.21	0.21
Reserves	49.30	53.06	60.59	68.81	78.77	89.87
<b>Total Shareholders Funds</b>	<b>49.51</b>	<b>53.27</b>	<b>60.80</b>	<b>69.02</b>	<b>78.98</b>	<b>90.08</b>
Minority Interest	0.18	0.21	0.18	0.22	0.26	0.31
Net Deferred Taxes	0.26	0.69	0.59	0.59	0.59	0.59
Long Term Provisions & Others	3.90	5.21	4.58	4.58	4.58	4.58
<b>TOTAL SOURCES OF FUNDS</b>	<b>53.84</b>	<b>59.38</b>	<b>66.15</b>	<b>74.42</b>	<b>84.42</b>	<b>95.57</b>
<b>APPLICATION OF FUNDS</b>						
Net Block	6.54	9.88	8.78	9.37	10.19	11.09
CWIP	0.07	0.13	0.28	0.28	0.28	0.28
Goodwill & intangibles	6.40	6.25	13.67	11.73	11.80	11.88
LT Loans & Advances	4.62	6.27	8.90	8.90	8.90	8.90
<b>Total Non-current Assets</b>	<b>17.63</b>	<b>22.53</b>	<b>31.63</b>	<b>30.29</b>	<b>31.17</b>	<b>32.15</b>
<b>Cash &amp; Equivalents</b>	<b>27.99</b>	<b>26.84</b>	<b>25.26</b>	<b>33.74</b>	<b>41.50</b>	<b>50.41</b>
Other Current Assets	6.12	13.66	14.25	14.25	14.25	14.25
Debtors	17.30	21.80	25.13	28.31	32.16	35.69
<b>Total Current Assets</b>	<b>51.41</b>	<b>62.30</b>	<b>64.64</b>	<b>76.31</b>	<b>87.91</b>	<b>100.35</b>
Creditors	4.51	14.12	16.22	18.28	20.76	23.04
Other Current Liabilities & Prov.	10.69	11.34	13.90	13.90	13.90	13.90
<b>Total Current Liabilities</b>	<b>15.19</b>	<b>25.45</b>	<b>30.12</b>	<b>32.18</b>	<b>34.66</b>	<b>36.94</b>
<b>Net Current Assets</b>	<b>36.22</b>	<b>36.85</b>	<b>34.52</b>	<b>44.13</b>	<b>53.25</b>	<b>63.41</b>
<b>TOTAL APPLICATION OF FUNDS</b>	<b>53.84</b>	<b>59.38</b>	<b>66.15</b>	<b>74.42</b>	<b>84.42</b>	<b>95.57</b>

Source: Company, HSIE Research

**Consolidated Cash Flow**

Year ending March (INR bn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Reported PBT	16.44	18.04	17.41	20.44	24.55	27.42
Non-operating & EO items	(0.28)	(0.52)	(1.06)	(1.85)	(2.28)	(2.59)
Interest expenses	0.44	0.51	0.57	0.64	0.64	0.64
Depreciation	2.31	2.72	3.05	3.61	4.10	4.55
Working Capital Change	(1.19)	(0.56)	(0.22)	(1.13)	(1.36)	(1.25)
Tax Paid	(4.67)	(5.26)	(4.93)	(5.62)	(6.75)	(7.54)
<b>OPERATING CASH FLOW ( a )</b>	<b>13.05</b>	<b>14.93</b>	<b>14.81</b>	<b>16.09</b>	<b>18.89</b>	<b>21.22</b>
Capex	(1.76)	(10.51)	(8.48)	(2.26)	(4.98)	(5.53)
Free cash flow (FCF)	11.30	4.42	6.33	13.83	13.91	15.70
Non-operating Income	0.28	0.52	1.06	1.85	2.28	2.59
<b>INVESTING CASH FLOW ( b )</b>	<b>(1.48)</b>	<b>(9.98)</b>	<b>(7.42)</b>	<b>(0.42)</b>	<b>(2.70)</b>	<b>(2.94)</b>
Debt Issuance/(Repaid)	(0.83)	(1.10)	(1.33)	-	-	-
Interest Expenses	(0.44)	(0.51)	(0.57)	(0.64)	(0.64)	(0.64)
FCFE	10.03	2.81	4.44	13.19	13.27	15.06
Dividend	(3.17)	(4.97)	(5.29)	(6.55)	(7.80)	(8.74)
<b>FINANCING CASH FLOW ( c )</b>	<b>(4.44)</b>	<b>(6.58)</b>	<b>(7.18)</b>	<b>(7.19)</b>	<b>(8.44)</b>	<b>(9.37)</b>
<b>NET CASH FLOW (a+b+c)</b>	<b>7.14</b>	<b>(1.64)</b>	<b>0.21</b>	<b>8.48</b>	<b>7.75</b>	<b>8.91</b>
<b>Closing Cash &amp; Equivalents</b>	<b>27.99</b>	<b>26.84</b>	<b>25.26</b>	<b>33.74</b>	<b>41.50</b>	<b>50.41</b>

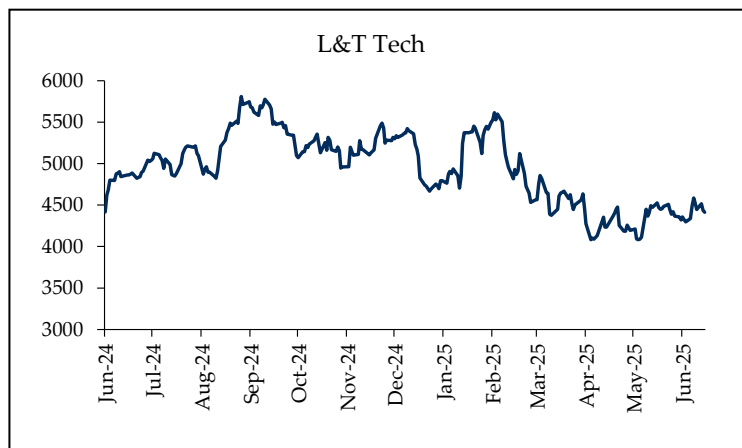
Source: Company, HSIE Research

**Key Ratios**

	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>PROFITABILITY (%)</b>						
GPM	43.0	48.9	46.7	46.4	46.3	46.2
EBIT Margin	18.5	17.1	14.9	15.4	16.1	16.2
APAT Margin	14.6	13.5	11.9	12.3	13.0	13.1
RoE	25.7	25.4	22.2	22.8	24.0	23.5
RoIC (or Core RoCE)	40.5	40.9	31.4	32.9	38.2	40.3
RoCE	23.8	23.7	20.8	21.7	22.9	22.6
<b>EFFICIENCY</b>						
Tax Rate (%)	28.6	27.6	27.3	27.5	27.5	27.5
Fixed Asset Turnover (x)	6.2	5.9	4.7	5.6	6.1	6.5
Debtors (days)	79	82	86	86	86	86
Other Current Assets (days)	28	52	49	43	38	34
Payables (days)	21	53	55	55	55	55
Other Current Liab & Provs (days)	49	43	48	42	37	33
Cash Conversion Cycle (days)	37	38	32	32	31	31
Net D/E (x)	(0.6)	(0.5)	(0.4)	(0.5)	(0.5)	(0.6)
Interest Coverage (x)	34	32	28	29	35	39
<b>PER SHARE DATA (INR)</b>						
EPS	110.8	123.5	119.9	140.0	168.3	188.0
CEPS	132.6	149.1	148.7	174.0	206.8	230.8
Dividend	45	50	55	63	75	84
Book Value	469	504	575	653	747	852
<b>VALUATION</b>						
P/E (x)	40.0	35.9	37.0	31.7	26.4	23.6
P/BV (x)	9.5	8.8	7.7	6.8	5.9	5.2
EV/EBITDA (x)	25.8	23.0	23.4	19.7	16.4	14.4
OCF/EV (%)	3.0	3.4	3.3	3.7	4.4	5.1
FCF/EV (%)	2.6	1.0	1.4	3.2	3.3	3.8
FCFE/Mkt Cap (%)	2.1	0.6	0.9	2.8	2.8	3.2
Dividend Yield (%)	1.0	1.1	1.2	1.4	1.7	1.9

Source: Company, HSIE Research

## 1 Yr Price Movement



### Rating Criteria

**BUY:** >+15% return potential  
**ADD:** +5% to +15% return potential  
**REDUCE:** -10% to +5% return potential  
**SELL:** > 10% Downside return potential



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HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066

Compliance Officer: Murli V Karkera Email: [complianceofficer@hdfcsec.com](mailto:complianceofficer@hdfcsec.com) Phone: (022) 3045 3600

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### **HDFC Securities**

#### **Institutional Equities**

Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,

Senapati Bapat Marg, Lower Parel, Mumbai - 400 013

Board: +91-22-6171-7330 [www.hdfcsec.com](http://www.hdfcsec.com)