

April 28, 2025

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001.

**Scrip ID:** KPITTECH  
**Scrip Code:** 542651

**Kind Attn:** The Manager,  
Department of Corporate Services

**National Stock Exchange of India Ltd.,**  
Exchange Plaza, C/1, G Block,  
Bandra - Kurla Complex, Bandra (E),  
Mumbai - 400051.

**Symbol:** KPITTECH  
**Series:** EQ

**Kind Attn:** The Manager,  
Listing Department

**Subject:-** Investor Update - Q4 FY 2025.

Dear Sir / Madam,

Please find enclosed the investor Update - Q4 FY 2025.

Kindly take the same on your records.

Thanking you.

Yours faithfully,

For **KPIT Technologies Limited**

Ashish Malhotra  
**General Counsel & Company Secretary**

**Encl.:** - as above

# KPIT

*April 28, 2025*

## **Investor Update Q4 FY25 FY25**

KPIT Technologies Ltd.



# Forward Looking Statements

Some of the statements in this update that are not historical facts, are forward-looking statements. These forward-looking statements include our financial and growth projections, as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the competitive market for the type of services and solutions that we offer, market conditions that could cause our clients to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry. In certain cases, the numbers reported in this update might be rounded off to the nearest whole number.

# KPI1

## Performance Overview

Q4FY25

Reimagining Mobility *with YOU*

# Performance Overview

1

Revenue

FY25 CC Revenue growth 18.7%

Growth led by SDV, Asia and Passenger Cars

2

Profits

FY25 EBITDA grows 24% over FY24 EBITDA

FY25 PAT margin at 14.4%

3

Cash and  
Dividend

FY25 closing net cash at ₹ 15,850 million

Proposed Final Dividend of ₹ 6.0 per share

4

Wins and  
Pipeline

\$ 280M worth engagements closed in the quarter

Robust pipeline growth continues

**FY25  
Net Profit  
grows 41.2%  
over FY24**

**FY25 EBITDA  
margin at 21.0%,  
meets increased  
guidance**

# Performance Highlights

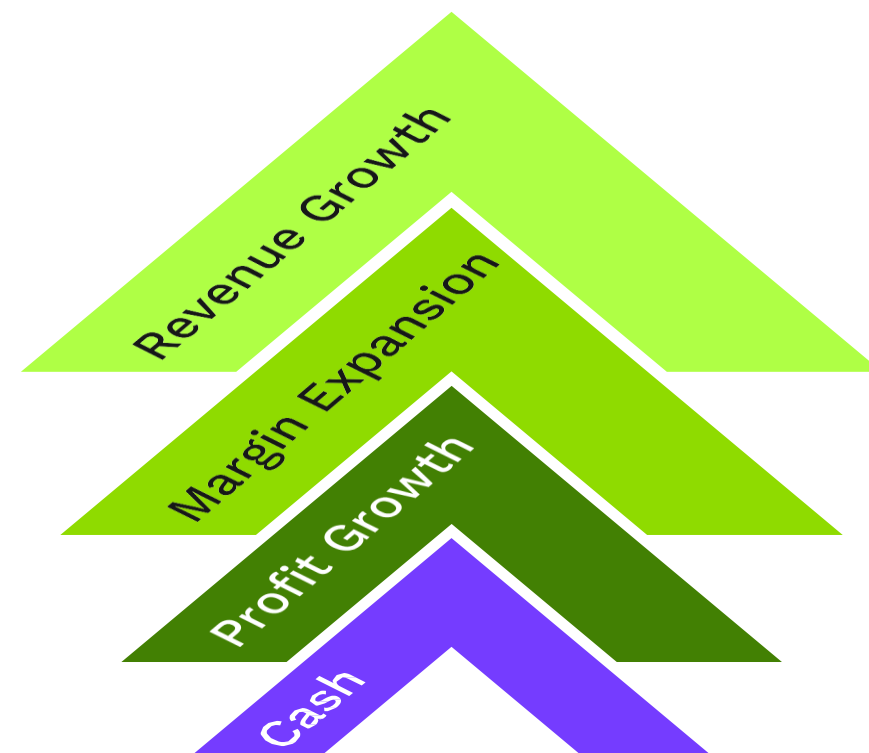
Net Profit (₹ million)	Q4FY25	Q3FY25	Q4FY24	Growth (YoY)	Growth (QoQ)	FY25	FY24	Growth
Reported Profit	2,447	1,870	1,643	48.9%	30.9%	8,396	5,945	41.2%
One-time Income	271	-	-	-	-	1,118	134	-
Tax on above item	40	-	-	-	-	266	-	-
Profit excluding one-time impact	2,216	1,870	1,643	34.9%	18.5%	7,544	5,811	29.8%

**01** Q4FY25 Y-o-Y CC growth 15%, \$ growth 11.5%  
Q4FY25 Q-o-Q CC growth 3%, \$ growth 0.7%

**02** Q4FY25 EBITDA margins 21.1%  
Q4FY25 Y-o-Y EBITDA growth 18.4%, Q-o-Q growth 3.5%

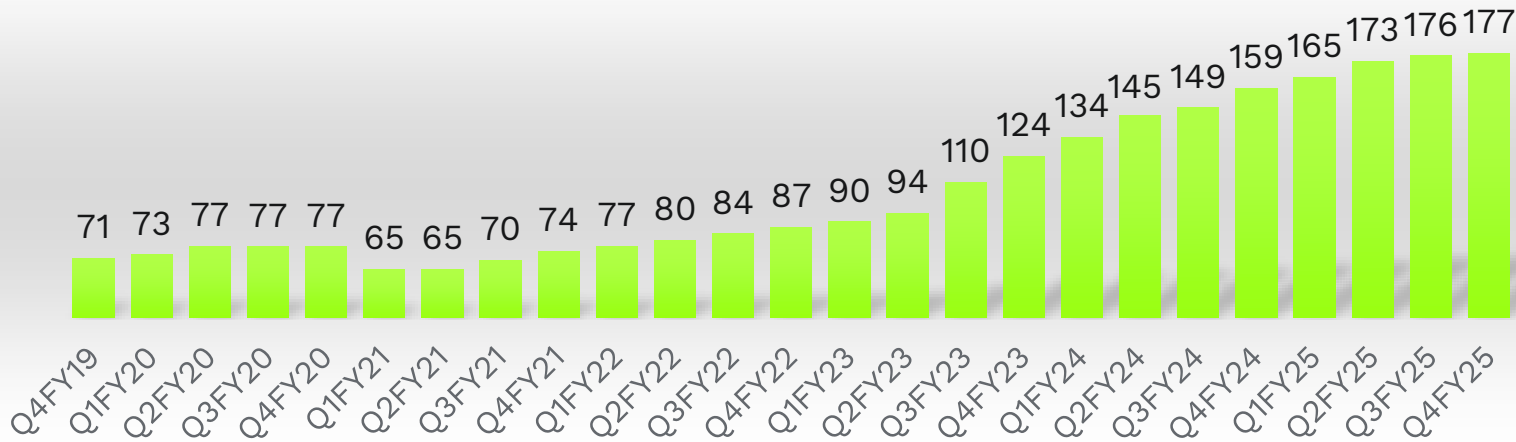
**03** During the quarter, the INR depreciated against Euro, GBP and Yen (~ 68% of revenue) and was flattish against USD (~28% of revenue) resulting in higher INR revenues.

**04** Robust Cash Conversion continued during the quarter.  
Total proposed dividend for FY25 at ₹ 8.50 per share.  
DSO at the end of the quarter stood at 44 Days.



# Additional facts - timeseries

Revenue \$ Million

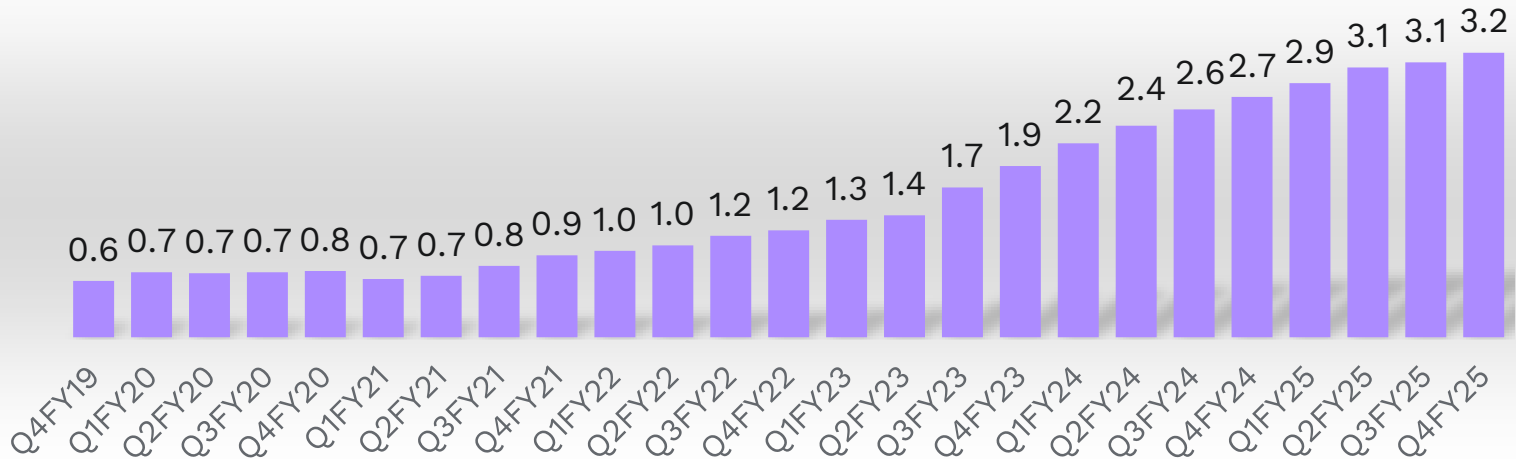


## Consistent Performance



19 Consecutive Quarters  
of Steady Revenue Growth

EBITDA ₹ Billion



19 Consecutive Quarters  
of Steady EBITDA Growth



# Management Quotes



Commenting on the performance of FY25, Ravi Pandit, Co-founder and Chairman, KPIT said,” Our strong focus on mobility sector, consistent leadership position among passenger car OEMs, deepening relationship with CV players, doubling down in China and India gives us confidence about our purpose to be a core partner to the mobility ecosystem. Mobility industry will undergo fundamental changes, leadership positions will change and ones who are nimble, can make innovation at scale and lower costs, will do well. Our role is to help our partners succeed and be a trusted partner to the ecosystem”



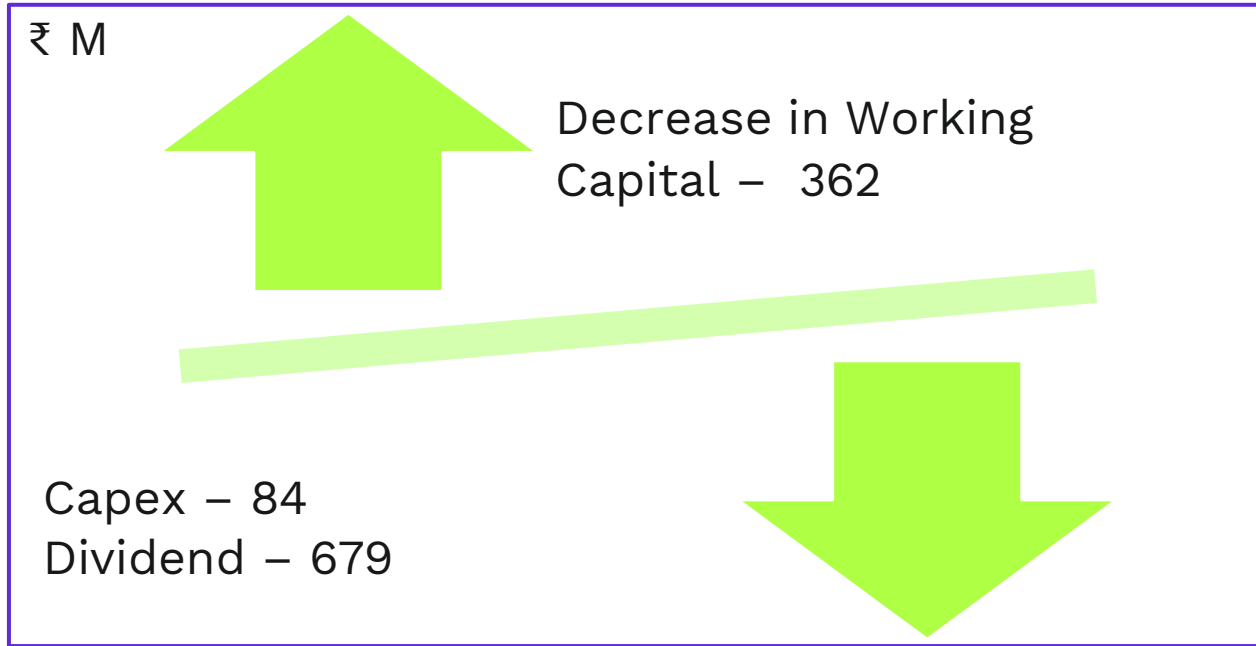
Kishor Patil, Co-founder, CEO and MD, KPIT said,” We have consistently delivered nineteen sequential quarters of growth in revenues and operating profits. China mobility ecosystem has challenged Global OEMs on alteration of paradigms in speed, cost and innovation in vehicle development. We have made investments in leadership training, mobility-specific AI solutions, automation, platforms, tools & accelerators and new markets. On the back of strong deal wins for strategic engagements, coupled with potential acquisition of specialized companies, we are positive about our medium-term growth trajectory.”



Sachin Tikekar, Co-founder and Joint MD, KPIT said,” Strategic relationships with clients and investments to become trusted partner for mobility OEMs has been bedrock in these times of dynamic tariff and trade environment. Our investments in adjacencies has yielded results with engagements initiated with two leading truck makers and one key player in off-highway. Our strong deal pipeline, opening of large engagements with likes of MBRDI for Mercedes Benz, eager response to our solutions at Global tech forums like CES, Bharat Mobility and Shanghai Auto Expo gives us confidence to add consistent value to clients..”



# Cash Flow – Major Movement



Cash and Cash Equivalents break-up	₹ M
In Investment Accounts (in India)	4,260
In Investment Accounts (outside India)	4,700
In Operating Accounts	6,905
<b>TOTAL</b>	<b>15,865</b>

NET CASH (₹ M)	Q4FY25	Q3FY25
Gross Cash	15,865	14,286
Long Term Debt	NIL	NIL
Short Term Debt	15*	70*
<b>NET CASH</b>	<b>15,850</b>	<b>14,216</b>



DSO Q4FY25 end : 44 Days

\* Debt in the books of Technica

# Strategic Engagement

## KPIT collaborates with Mercedes-Benz Research and Development India (MBRDI) to accelerate the realization of Software-Defined Vehicles

Collaboration to drive faster innovation, reduce time-to-market, and enhance efficiencies

KPIT Technologies has announced a collaboration with Mercedes-Benz Research and Development India (MBRDI) to accelerate the development and realization of Software-Defined Vehicles (SDVs). This collaboration is poised to enhance innovation, speed up product feature launches, and deliver cost advantages by leveraging KPIT's cross-domain expertise in mobility technologies.

Mercedes-Benz is advancing its software development strategy as a fundamental pillar of its digital transformation journey across the globe. The company's approach focuses on creating an integrated software architecture that enhances vehicle functionality, user experience, and operational efficiency. By prioritizing software development, Mercedes-Benz aims to deliver continuous improvements to customers through regular updates, ensuring vehicles remain technologically current throughout their lifecycle.

Drawing on KPIT's deep domain knowledge and experience in enabling mobility transformation globally, the collaboration will play a pivotal role in rearchitecting the technology stack of next-generation vehicles.

# New Engagements

Strong Wins - TCV of new engagements won during Q4FY25 : \$ 280 million



A Leading Asian Car Manufacturer selected KPIT for strategic engagements in the electric powertrain, middleware and connected domains.



Strategic engagements in the electric powertrain, body electronics and autonomous domains for a leading European Car Manufacturer.



Multiple engagements in the powertrain, vehicle diagnostics and mechatronics domains with a leading American Commercial Vehicle OEM.

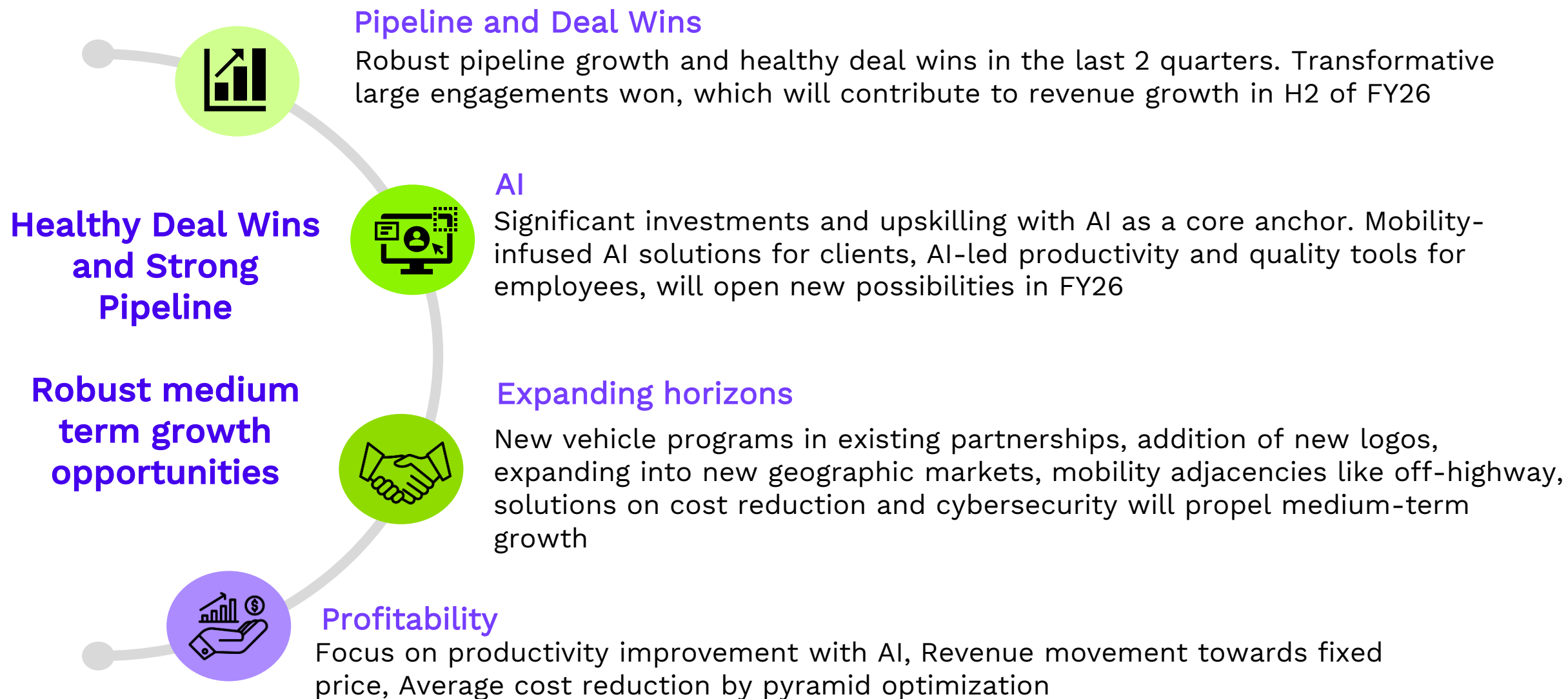


Strategic engagements in the connected, autonomous and electric powertrain domains with a leading American Car OEM.



Key Engagements in autonomous and connected domains for a leading American Car OEM.

# FY26 and beyond



# KPIT

## Other Updates

Sir, attachments ?

Q4FY25

Reimagining Mobility *with YOU*

# Awards and Accolades

KPIT Co-Founder, CEO & MD, Kishor Patil Wins Tech Titan Award Under India's Best CEOs by Business Today



Kishor Patil, has been awarded the prestigious Tech Titan Award in India's Best CEOs initiative by the Business Today Group. This recognition highlights his visionary leadership in steering KPIT's transformation into a global leader in automotive and mobility software. The award was presented at a distinguished ceremony, in the presence of Dr. S. Jaishankar, Mr. Nitin Gadkari, and eminent corporate leaders.

Recognition for Excellence in Financial Reporting



KPIT has been awarded the Silver Shield for Excellence in Financial Reporting 2023-24 by the Institute of Chartered Accountants of India (ICAI), a prestigious recognition for our commitment to transparency, compliance, and best financial practices

KPIT wins Data Management Platform of the year at AUTOTECH Breakthrough Awards



KPIT's Data Platform has been recognized as the Data Management Platform of the Year at the prestigious Autotech Breakthrough Awards. This accolade underscores KPIT's leadership in enabling OEMs to harness vehicle data for a rapidly evolving digital landscape.



# Exhibiting Thought Leadership



## Qorix and Qualcomm: Advancing the Future of Software-Defined Vehicles

The collaboration between Qorix (established as joint venture of KPIT and ZF) and Qualcomm Technologies International, Ltd. marks a significant step in accelerating the development of software-defined vehicles. By integrating Qorix middleware with the Snapdragon® Digital Chassis™ Solution, this partnership enables OEMs and Tier-1 suppliers to create high-performance, scalable, solutions with reduced complexity and faster time-to-market.



## KPIT Joins Eclipse Foundation to Accelerate Software-Defined Vehicles Innovation

KPIT has joined the Eclipse Foundation to drive open-source innovation in SDVs. As part of the Eclipse SDV Group, KPIT will contribute its expertise in vehicle network architecture, middleware platforms, and safety-critical software to develop scalable, interoperable, and cost-effective solutions for OEMs and Tier-1 suppliers.

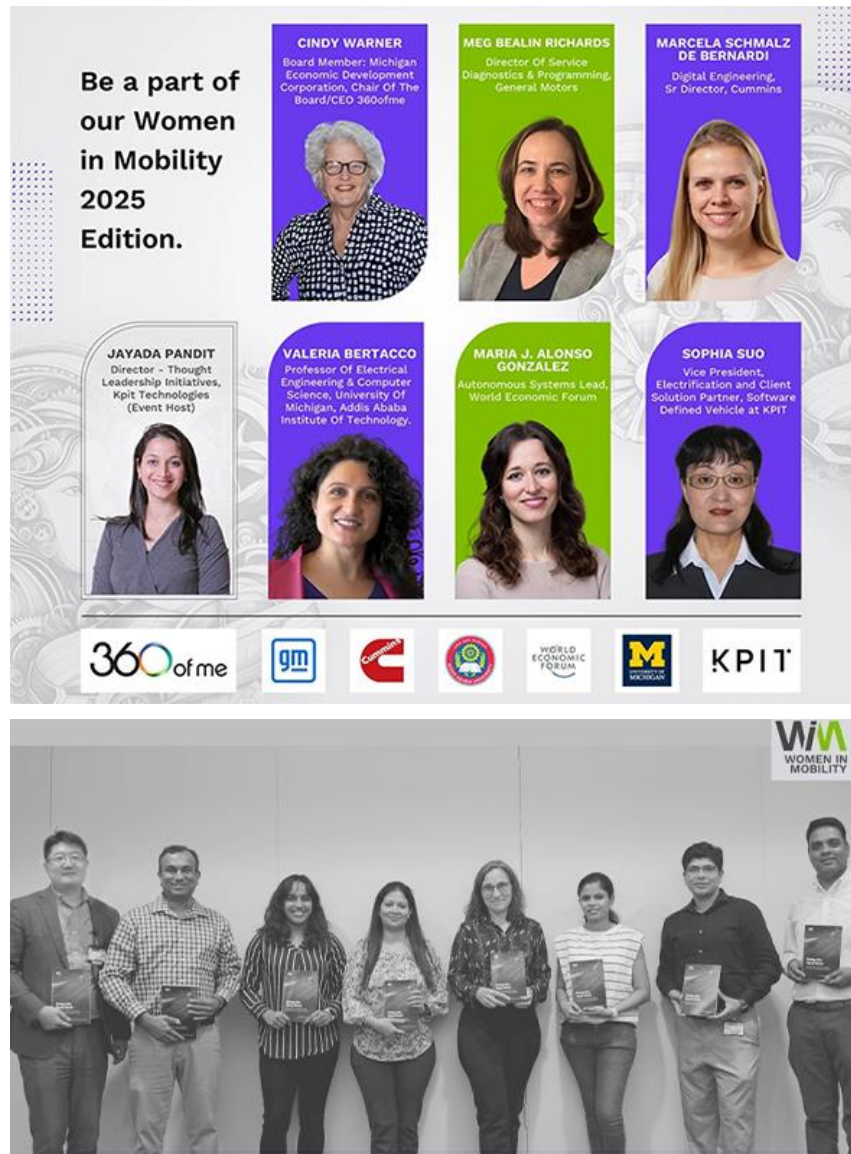


## KPIT Showcases at Global Tech Forums

From CES 2025 in Las Vegas to Bharat Mobility Expo. MBRDNA Tech Day in California. CAR IT Symposium in Ingolstadt, Michigan Tech Day, and multiple client visits KPIT Offices, KPIT has been actively engaging in global mobility conversations. These platforms have provided opportunities to showcase KPIT's leadership in software-defined vehicles, electrification, and AI-driven automotive solutions.



# Celebrating Women In Mobility on International Women's Day



The 5th edition of Women in Mobility was a resounding success, celebrating leadership, inspiration, and progress. Hosted by Jayada Pandit, Director- Marketing, KPIT, the event brought together industry leaders for an insightful dialogue on overcoming challenges, mastering decision-making, upskilling for excellence, and empowering future talent. Alongside this, we launched a Women's Day Special Hiring Drive in Pune and Bengaluru, reinforcing our commitment to diversity and inclusion.

## GLIMPSES OF WOMEN'S DAY CELEBRATIONS IN KPIT OFFICES ACROSS THE WORLD



# Building the Best Place to Grow

## ESAT 2024: Strong Employee Satisfaction Score

The ESAT Survey 2024 saw an outstanding 94% participation rate, reflecting KPIT's strong culture of open feedback and continuous improvement. With an impressive overall score, the results highlight employee satisfaction and engagement across key workplace aspects.



## Honouring Excellence at KPIT's Ceremony of Achievements

KPIT hosted the 2nd Edition of the Ceremony of Achievements, celebrating employees who have earned certifications across functional, technical, and managerial domains. The ceremony featured inspiring leadership moments and an engaging Tech Talk by an industry expert, sparking new ideas and innovation.





# EMPOWERING THE NEXT GENERATION OF MOBILITY PROFESSIONALS

## KPIT SPARKLE & KPIT SHODH FINALE 2025

The grand finale of KPIT Sparkle & KPIT Shodh once again showcased the brilliance of young innovators and researchers shaping the future of mobility and energy. With groundbreaking ideas addressing real-world challenges, this year's finalists demonstrated exceptional technical acumen and problem-solving skills. Through KPIT Sparkle, we continue to nurture future-ready talent, while KPIT Shodh fosters deep research-driven advancements.

KNOW MORE ABOUT

KPIT SPARKLE

KPIT SHODH

### KPIT | SPARKLE



### KPIT | SHODH AWARDS



# KPIT

## Financial & Operational Data

Snapshot

Reimagining Mobility *with YOU*

# Profit & Loss Account Snapshot

INR MN

DETAILS	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Revenue from Operations	15,283.44	14,779.58	13,178.00	58,423.45	48,715.41
Other Income	447.29	178.79	158.95	1,637.34	569.73
Total Income	15,730.72	14,958.37	13,336.95	60,060.79	49,285.14
Operating Expenses	12,053.53	11,657.45	10,449.26	46,125.70	38,802.14
EBITDA	3,229.91	3,122.13	2,728.74	12,297.75	9,913.27
Depreciation	579.23	584.40	526.97	2,249.60	1,957.93
EBIT	2,650.68	2,537.73	2,201.77	10,048.15	7,955.34
Finance Costs	91.88	103.10	117.94	423.92	548.25
Change in FMV of Investments	14.30	15.98	7.39	35.88	32.94
Profit Before Exceptional Items	3,020.39	2,629.40	2,250.17	11,297.45	8,009.76
Profit/(loss) from equity accounted investee	141.36	(63.78)	(5.37)	28.02	(5.37)
PBT	3,161.75	2,565.62	2,244.80	11,325.47	8,004.39
Tax	714.50	695.92	585.62	2,929.47	2,019.26
PAT	2,447.25	1,869.70	1,659.18	8,396.00	5,985.13
Profit Attributable to owners of Company	2,447.25	1,869.70	1,643.49	8,396.00	5,945.33
Profit Attributable to non-controlling interest	-	-	15.69	-	39.80

# Balance Sheet Snapshot

INR MN

ASSETS	Q4FY25	Q3FY25	EQUITY & LIABILITIES	Q4FY25	Q3FY25
<u>NON-CURRENT ASSETS</u>			Equity Share Capital	2,717.02	2,716.04
Property, Plant & Equipment	2,343.99	2,388.67	Other Equity	26,404.56	24,015.71
Right-of-use Assets	3,593.97	3,094.49	Equity attributable to owners	29,121.58	26,731.75
Other Tangible Assets	93.51	11.44	Non-controlling interests	-	-
Goodwill & Other Intangibles	13,780.95	13,564.47	TOTAL EQUITY	29,121.58	26,731.75
Other Non-Current Assets	3,270.59	2,849.66	<u>NON-CURRENT LIABILITIES</u>		
TOTAL NON-CURRENT	23,083.01	21,908.73	Borrowings	NIL	NIL
<u>CURRENT ASSETS</u>			Lease Liabilities	2,664.69	2,231.79
Inventories	846.86	941.49	Other Non-Current Liabilities	1,325.38	1,238.02
Cash and Bank	15,864.73	14,285.83	TOTAL NON-CURRENT	3,990.07	3,469.81
Trade Receivables	7,547.59	7,813.27	<u>CURRENT LIABILITIES</u>		
Other Current Assets	2,987.43	2,796.79	Borrowings	14.75	70.39
TOTAL CURRENT	27,246.61	25,837.38	Trade Payables	1,782.32	2,295.41
TOTAL ASSETS	50,329.62	47,746.11	Lease Liabilities	768.64	725.15
			Others	14,652.26	14,453.60
			TOTAL CURRENT	17,217.97	17,544.55
			TOTAL EQUITY AND LIABILITIES	50,329.62	47,746.11

# Revenue Break-up (Quarterly)

USD MN

Verticals*	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y
Passenger Cars	140.75	143.86	125.55	(2.2)%	12.1%
Commercial Vehicles	27.07	26.88	27.66	0.7%	(2.5)%

\* The balance revenues come from others, which is not a big area as of now

Business Units#	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y
Feature Development & Integration	104.48	109.17	98.64	(4.3)%	5.9%
Architecture & Middleware Consulting	40.38	35.71	29.70	13.1%	36.0%
Cloud Based Connected Services	32.45	31.21	30.68	4.0%	5.8%

#Feature Development & Integration - Electrification, AD-ADAS, Body Electronics and VED

Architecture & Middleware Consulting – Middleware, AUTOSAR

Cloud Based Connected Services – Intelligent Cockpit, Digital Connected Solutions and Diagnostics

Geography	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y
US	49.13	46.41	47.24	5.9%	4.0%
Europe	77.0	83.16	82.25	(7.4)%	(6.4)%
Asia	51.17	46.52	29.53	10.0%	73.3%



# Revenue Break-up (Annual)

USD MN

Verticals	FY25	FY24	Y-o-Y
Passenger Cars	555.71	453.0	22.7%
Commercial Vehicles	110.47	111.50	(0.9)%

Practices	FY25	FY24	Y-o-Y
Feature Development & Integration	417.59	363.61	14.8%
Architecture & Middleware Consulting	150.47	114.74	31.1%
Cloud Based Connected Services	123.39	108.95	13.3%

*#Feature Development & Integration - Electrification, AD-ADAS, Body Electronics and VED*

*Architecture & Middleware Consulting – Middleware, AUTOSAR*

*Cloud Based Connected Services – Intelligent Cockpit, Digital Connected Solutions and Diagnostics*

Geography	FY25	FY24	Y-o-Y
US	189.60	180.85	4.8%
Europe	329.59	305.51	7.9%
Asia	172.24	100.95	70.6%

# P&L Metrics (Quarterly)

	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y
Revenue by Contract Type					
Time & Material Basis	40.4%	40.8%	49.2%	(0.3)%	(8.4)%
Fixed Price Basis	59.6%	59.2%	50.8%	1.4%	30.8%
Clients					
Strategic Client Revenue	87.8%	87.6%	86.4%	0.9%	13.3%
Active Clients (Period End)	65	63	60		
Revenue per Devp. Employee USD	59,138	58,992	52,725		
R&D Expenditure (USD MN)	3.14	3.15	3.70		
EBITDA Margin	21.1%	21.1%	20.7%		
EBIT Margin	17.3%	17.2%	16.7%		
PAT Margin	16.0%	12.7%	12.5%		
Effective Tax Rate	23.7%	26.5%	26.0%		
EPS (Basic)	9.01	6.89	6.06		
EPS (Diluted)	8.94	6.83	6.02		

# P&L Metrics (Annual)

	FY25	FY24	Y-o-Y
Revenue by Contract Type			
Time & Material Basis	42.7%	49.6%	1.3%
Fixed Price Basis	57.3%	50.4%	33.9%
Clients			
Strategic Client Revenue	86.9%	84.6%	20.9%
Active Clients (Period End)	65	60	
Avg Revenue per Devp. Employee USD	56,927	50,965	
R&D Expenditure (USD MN)	12.28	13.53	
EBITDA Margin	21.0%	20.3%	
EBIT Margin	17.2%	16.3%	
PAT Margin	14.5%	12.2%	
Effective Tax Rate	25.9%	25.2%	
EPS (Basic)	30.93	21.95	
EPS (Diluted)	30.70	21.77	

# Currency wise revenues, Hedging Details

Currency wise revenue	Q4FY25	Q3FY25	Q4FY24
USD	27.7%	26.7%	30.7%
EUR	37.7%	41.8%	45.6%
GBP	5.7%	5.6%	5.7%
JPY	23.7%	18.7%	12.4%
INR	3.3%	5.2%	3.5%
Others	1.9%	1.9%	2.0%

O/s Hedge Details	Q4FY25
Hedge Rates	
USD/INR	86.56
EUR/INR	93.88
GBP/INR	110.39
JPY/INR	0.59
Hedge Amounts(Mn)	
USD/INR	66.25
EUR/INR	75.40
GBP/INR	16.75
JPY/INR	10,486

# Headcount Data

Period End Headcount	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y
Development	11,993	11,940	12,064	-	-
Enabling & Sales	880	855	792	-	-
Total	12,873	12,795	12,856	-	-

# KPIT

## Contact Us

Reimagining Mobility *with YOU*

# Conference Call Details

Conference name : KPIT Technologies Q4 FY2025 Post Earnings Conference Call

Date : Monday April 28, 2025

Time : 1730 Hrs.

Participants : Mr. S.B. (Ravi) Pandit, Co-founder & Chairman

Mr. Kishor Patil, Co-founder, CEO & MD

Mr. Sachin Tikekar, President, Joint MD

Mrs. Priya Hardikar, CFO

Mr. Chinmay Pandit, Whole-time Director & Head Americas

Mr. Anup Sable, CTO

Mr. Sunil Phansalkar, VP CF&G , Head-IR

Dial-in Numbers for all participants

Primary number : +91 22 6280 1116

Local Access : +91 22 7115 8017

[Click here for your Diamond Pass](#)

International Numbers : USA - 1 866 746 2133 | UK - 0 808 101 1573

Singapore - 800 101 2045

Hongkong - 800 964 448

## About KPIT Technologies

KPIT (BSE: 542651; NSE: KPITTECH), KPIT is a global technology company with software solutions that will help mobility leapfrog towards autonomous, clean, smart and connected future. With 11,000+ Automobelievers across the globe, specializing in embedded software, AI & Digital solutions, KPIT enables clients accelerate implementation of next generation mobility technologies. With development centers in Europe, USA, Japan, China, Thailand and India – KPIT works with leaders in mobility and is present where the ecosystem is transforming.

**KPIT**

For more information, visit <http://www.kpit.com>



# Media Interactions

Tune into the TV channels below to listen to the KPIT Management Team speak more on KPIT Q4FY25 and FY25 results on Tuesday , April 29<sup>th</sup> 2025

Channel	Time
CNBC TV 18	9:50 AM
ET Now	9:50 AM
NDTV Profit	9:50 AM
ET Now Swadesh	10:15 AM
BTTV (Business Today TV)	11:00 AM

All timings in India Standard Time

# Contact

For Investor Queries



Email

[Sunil.Phansalkar@kpit.com](mailto:Sunil.Phansalkar@kpit.com)



Desk Phone

+ 91 20 6770 6997



Cell

+ 91 98509 66011



Website

[www.kpit.com](http://www.kpit.com)



Sunil Phansalkar



# Contact

For Media Queries



Email

[Sunil.R@kpit.com](mailto:Sunil.R@kpit.com)



Desk Phone

+ 91 80 6606 6000 (7865)



Cell

+ 91 99001 50180



Website

[www.kpit.com](http://www.kpit.com)



Sunil B R



# KPIT

## THANK YOU !!

KPIT Technologies Ltd.

