



**Date: 16<sup>th</sup> May 2025**

**To,**

**National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051**

**BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001**

**SYMBOL: HYUNDAI**

**SCRIP CODE: 544274**

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015**

Further to our letter dated 16<sup>th</sup> May 2025, and pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended 31<sup>st</sup> March 2025.

The presentation is also being uploaded on the Company's website at [www.hyundai.com/in/en](http://www.hyundai.com/in/en).

Please take the same on the record.

Thanking you,  
For **Hyundai Motor India Limited**

**Pradeep Chugh  
Company Secretary &  
Compliance Officer**

*Encl: As above*

# HYUNDAI MOTOR INDIA LTD.

Quarterly Results  
Q4 FY25





# Safe Harbor Statement

This presentation might contain forward looking statements which involve a number of risks, uncertainties and other factors that could cause the actual results to differ materially from those in the forward-looking statements.

We do not intend or assume any obligation to update any forward-looking statement, which speaks only as of the date on which it is made.

# Table of Contents

## 01

### Business

- Highlights
- Sales Performance
  - Domestic & Exports
  - Volume Mix

## 02

### Financials

- Q4 Performance
- FY25 Performance

## 03

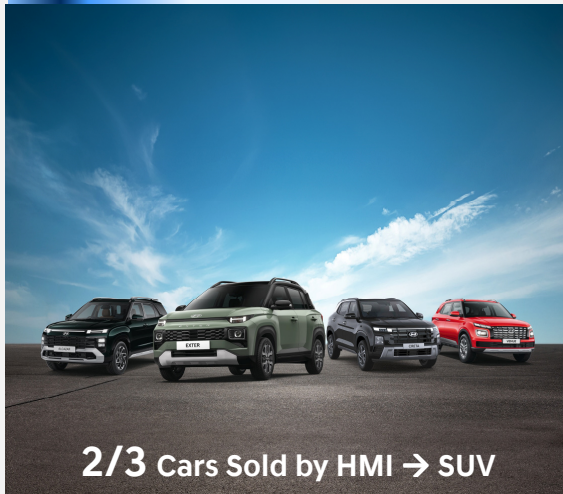
### Outlook

- FY26 Guidance
- Model Launch Plan

# Business Highlights

Focus on “Quality of Growth” strategy by maintaining optimum balance between Volumes, Market share & Margins

## SUVization



### Robust growth in SUV penetration

- Total **69%** (FY25) 63% (FY24) 53% (FY23)
- Rural **67%** (FY25) 60% (FY24) 49% (FY23)

### Solidifying position with new launches

- Alcazar FL
- Creta Electric – 1<sup>st</sup> indigenous EV

## PREMIUMization



### Quality of Sales

- **~0.7 Mn** Connected cars<sup>1</sup> on road
- ADAS **14%** (FY25) 7% (FY24)
- Sunroof **53%** (FY25) 48% (FY24)

### Creta EV customer response

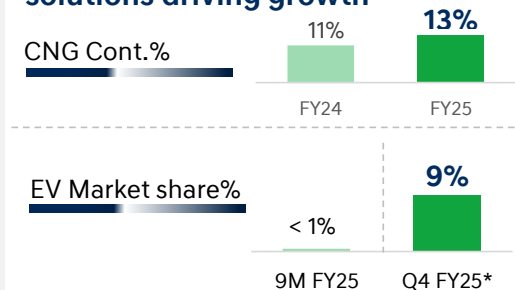
- “Long Range”: **~80%**
- High-end trim “Excellence LR”: **~70%**

<sup>1</sup> Since 2019

## Green Mobility



### Innovative & Sustainable Mobility solutions driving growth



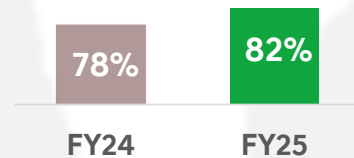
\*Creta EV launch date : 17<sup>th</sup> Jan'25



# Business Highlights

Engineered in India, Driven by the World

**“Atmanirbhar Bharat”**  
Commitment to **LOCALIZATION**



**LOCALIZATION**

<sup>1</sup> 2019 ~ 2024

<sup>2</sup> Last 5 Years



**Export presence since last 25 Years**

No.1 Exporter on Cumulative Basis



**Manufacturing Hub** for Emerging Markets



**Exter – Launch in South Africa**

**Creta Electric – Launch in Nepal**



**Exter Award : “Bargain of the Year 2024”<sup>3</sup>**

<sup>3</sup> Source: TopGear South Africa magazine

# Business Performance

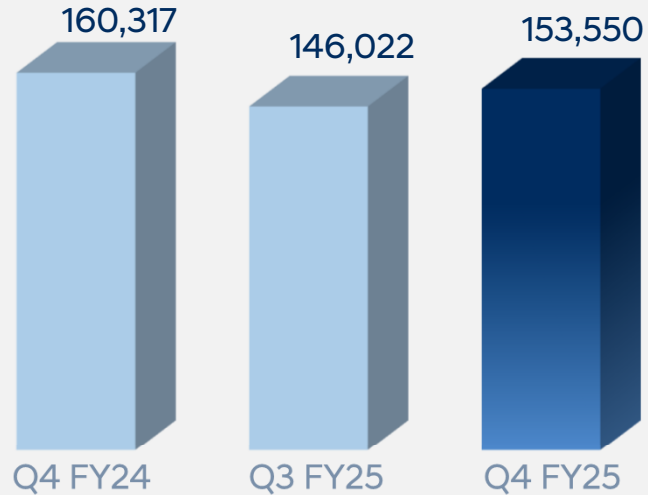
# Sales Performance Q4 FY25

Marginal decline in Total Sales on Y-o-Y, however volume growth was positive on Q-o-Q basis

## Domestic Sales

Quality-driven sales amid weak domestic market sentiments

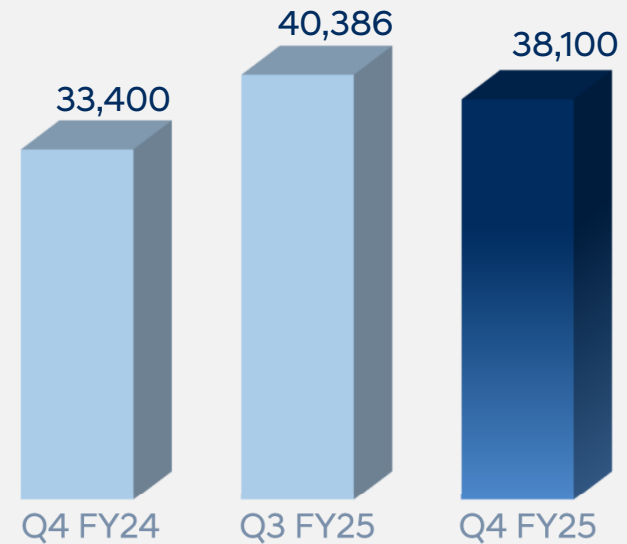
YoY 4.2%↓



## Exports

Strategic responses fueled exports growth

YoY 14.1%↑





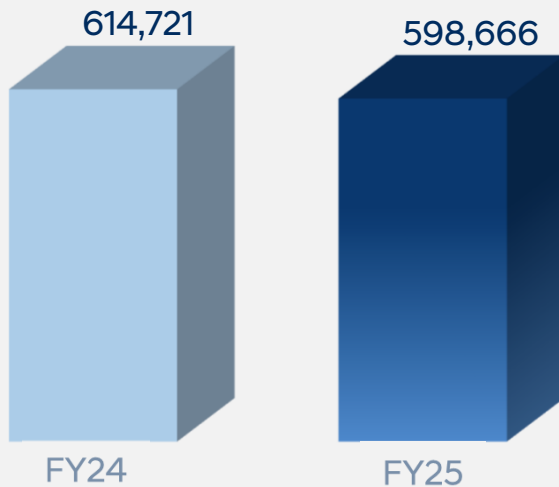
# Sales Performance FY25

Continued strong balance between domestic & exports sales with healthy capacity utilization

## Domestic Sales

Effect of higher base & softening of demand

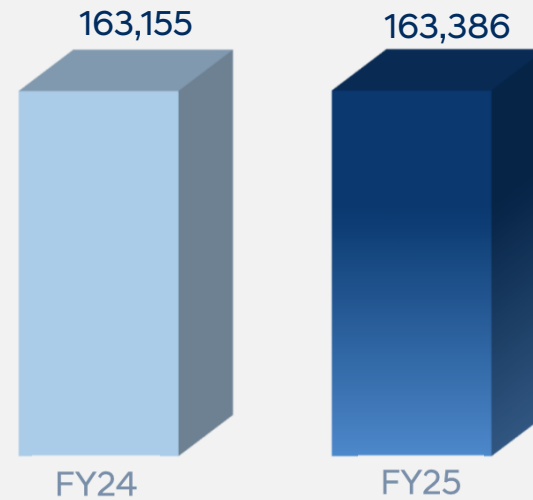
YoY 2.6%↓



## Exports

Sustained Export volumes despite global headwinds

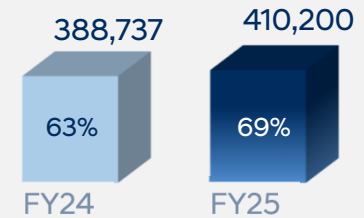
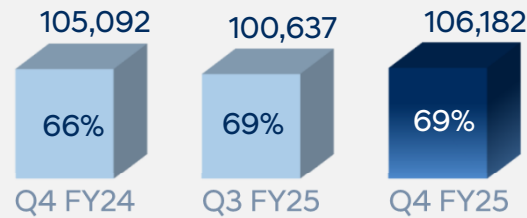
YoY 0.1%↑



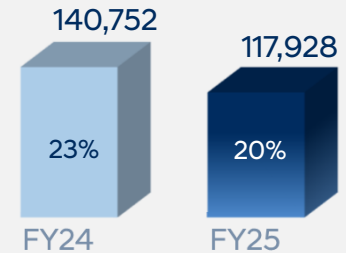
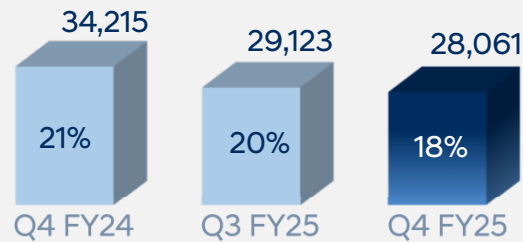
# Domestic Segment Mix

Strong SUV growth momentum, driven by diversified product portfolio & increased customer preference in both Urban & Rural markets

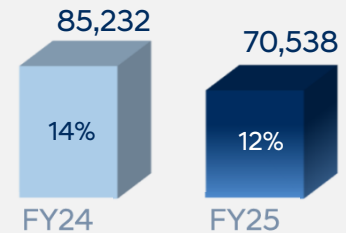
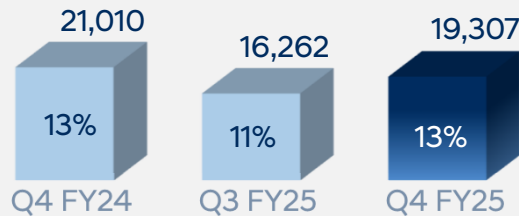
## SUV



## Hatchback



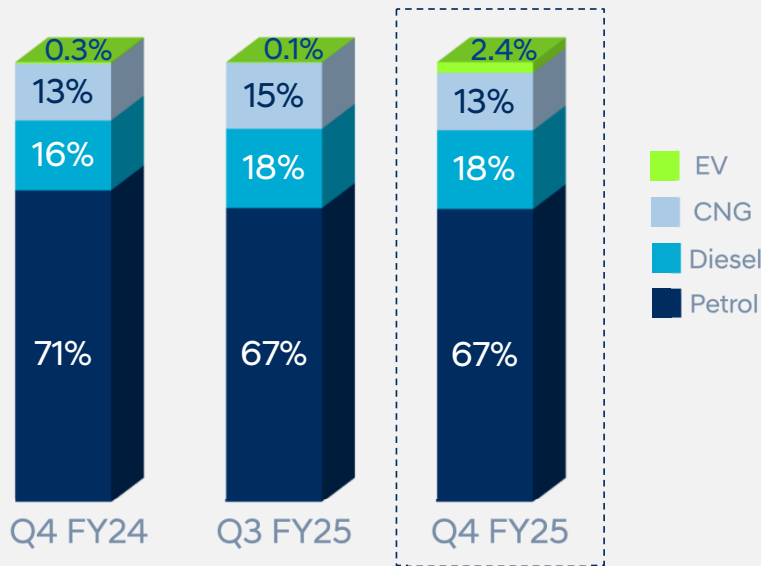
## Sedan



# Domestic Fuel Mix

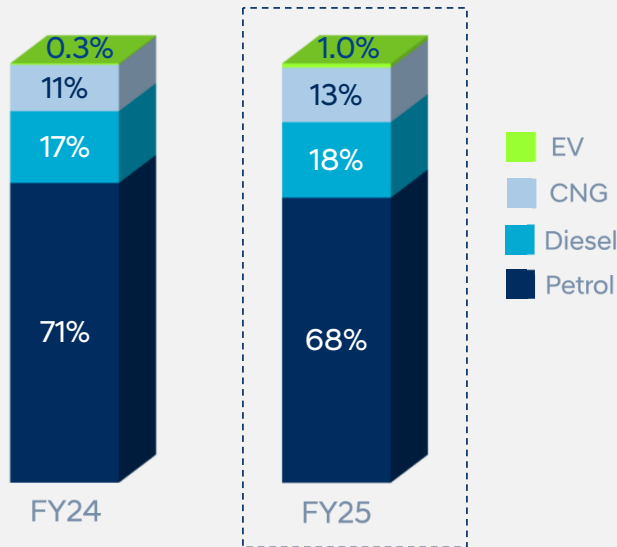
Dual Cylinder Technology fuels growth in CNG volumes  
 Creta Electric revs up the charge in EV penetration

Fuel Mix



	Q4 FY24	Q3 FY25	Q4 FY25
EV Sales	485	78	3,668

Fuel Mix



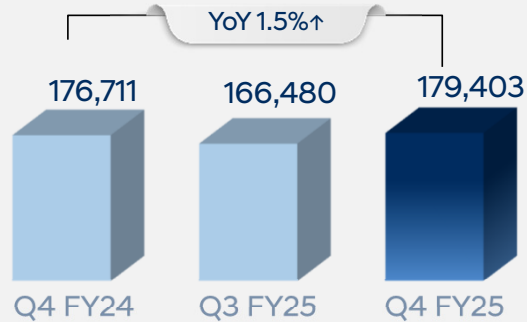
	FY24	FY25
EV Sales	2,120	3,969

# Financial Performance

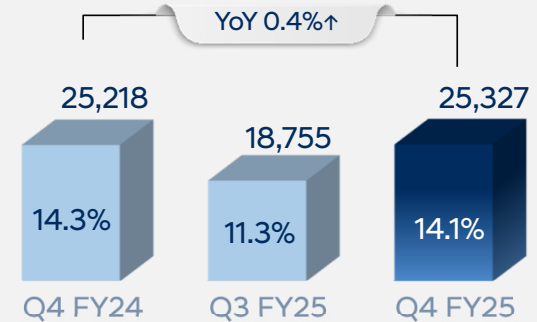
# Financial Highlights – Q4 FY25

Revenue Q-o-Q growth driven by price increase and moderation in discounts  
 Margins stable on Y-o-Y, whereas improved sharply on sequential basis

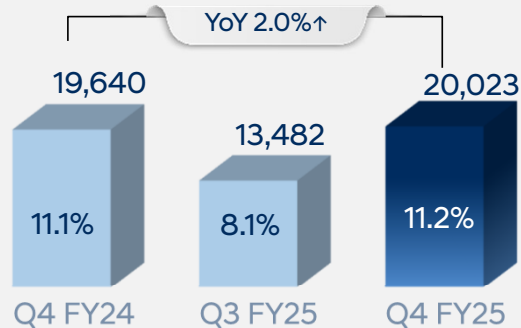
## Revenue (₹Mn)



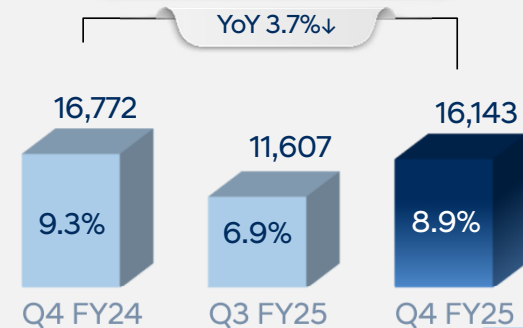
## EBITDA (₹Mn)



## EBIT (₹Mn)



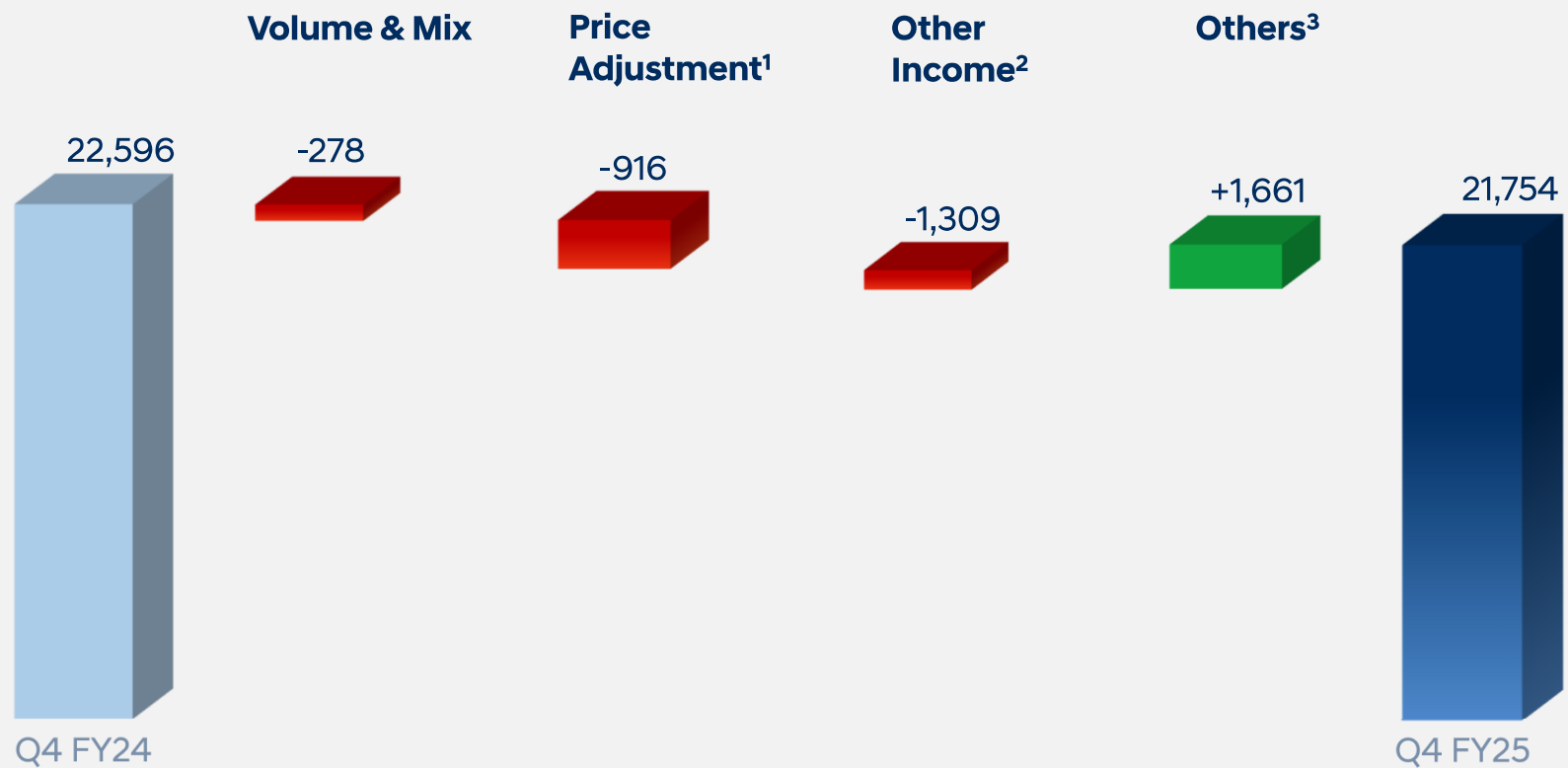
## PAT (₹Mn)



EBITDA & EBIT are calculated as % on Revenue from Operations whereas PAT is calculated as % on Total Income

# PBT Movement Analysis : Q4 FY25 vs Q4 FY24

Cost efficiencies and Govt. Incentives helped to sustain margins



Notes:

1. Discounts (net of price increase)
2. Interest income
3. Material cost reduction, govt. subsidies, etc.



# PBT Movement Analysis : Q4 FY25 vs Q3 FY25

Margin improvement supported by pricing strategy, favorable mix, cost optimization & govt. incentives

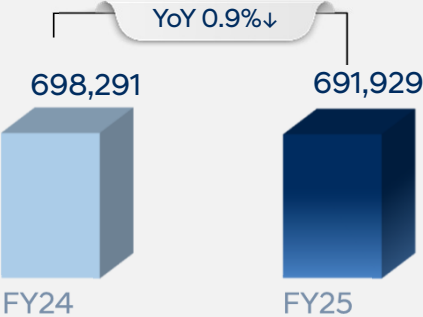


Notes:  
 1. Price increase and Discount  
 2. Material cost reduction, govt. subsidies, etc.

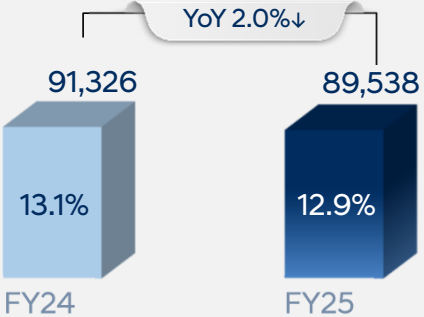
# Financial Highlights – FY25

Another year of Strong Margin performance despite headwinds

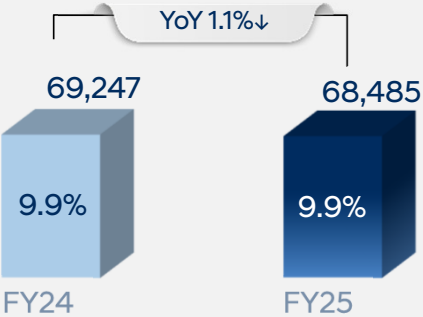
## Revenue (₹Mn)



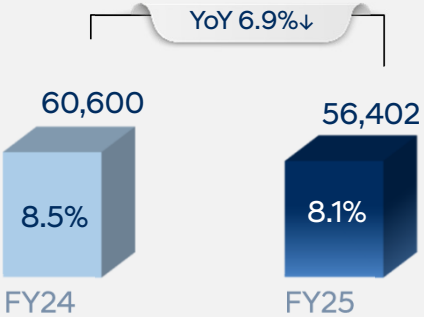
## EBITDA (₹Mn)



## EBIT (₹Mn)



## PAT (₹Mn)



EBITDA & EBIT are calculated as % on Revenue from Operations whereas PAT is calculated as % on Total Income

# Outlook – Financial Year 2026

## Domestic



- Demand sentiment continues to be weak  
(Endeavour to grow broadly in line with Industry)

## Export



- Focus on Exports growth to offset Domestic market challenges  
(Targeting 7 - 8% growth)

## Capex



- Strategic investments to drive sustainable mid to long-term growth  
(~ ₹7,000 Cr.)

## Margin



- Will strive to maintain double digit EBITDA margins
- Impact on PBT due to new plant depreciation

## Model Launch Plan FY26 ~ FY30

# 26 LAUNCHES Coming Soon...

20  
ICE



6  
EV

...further details in “HMI INVESTOR DAY 2025”

\* Includes New Models | Full model changes | Product enhancements

THANK YOU



# Annexure



# PBT Movement Analysis : FY25 vs FY24

Macro impact on operations was moderated by favorable product mix and cost reduction efforts

(In ₹ Mn)



Notes:

1. Discounts (net of price increase)
2. Interest income
3. Material cost reduction, govt. subsidy, etc.

# Key Ratios

Particulars	Q4 FY24	Q3 FY25	Q4 FY25	FY24	FY25
Material cost	71.5%	73.1%	<b>71.2%</b>	73.8%	<b>72.2%</b>
Employee expenses	2.8%	3.6%	<b>3.4%</b>	2.8%	<b>3.3%</b>
Depreciation	3.2%	3.2%	<b>3.0%</b>	3.2%	<b>3.0%</b>
Finance cost	0.2%	0.2%	<b>0.2%</b>	0.2%	<b>0.2%</b>
Other Expenses	11.5%	12.0%	<b>11.3%</b>	10.3%	<b>11.6%</b>
EBITDA %	14.3%	11.3%	<b>14.1%</b>	13.1%	<b>12.9%</b>
EBIT %	11.1%	8.1%	<b>11.2%</b>	9.9%	<b>9.9%</b>
PBT %	12.6%	9.3%	<b>12.0%</b>	11.6%	<b>10.8%</b>
PAT %	9.3%	6.9%	<b>8.9%</b>	8.5%	<b>8.1%</b>

All elements are calculated as % on Revenue from Operations except PBT & PAT (calculated as % on Total Income)

## Other Key Metrics

Particulars	Q4 FY24	Q3 FY25	Q4 FY25	FY23	FY24	FY25
Revenue from Operations (In ₹Mn)	176,711	166,480	<b>179,403</b>	603,076	698,291	691,929
Domestic %	81.6%	77.8%	<b>79.8%</b>	76.6%	77.7%	78.0%
Exports %	18.4%	22.2%	<b>20.2%</b>	23.4%	22.3%	22.0%
Net Worth (In ₹Mn)	106,657	146,880	<b>162,965</b>	200,548	106,657	162,965
ROCE %	17.2%	9.2%	<b>11.8%</b>	28.7%	62.9%	41.0%
Basic EPS (₹)	20.64	14.29	<b>19.87</b>	57.96	74.58	69.41
Diluted EPS (₹)	20.64	14.29	<b>19.87</b>	57.96	74.58	69.41
Total Sales Volume	193,717	186,408	<b>191,650</b>	720,565	777,876	762,052
Domestic	160,317	146,022	<b>153,550</b>	567,546	614,721	598,666
Exports	33,400	40,386	<b>38,100</b>	153,019	163,155	163,386
Sales Outlets	1,363	1,366	<b>1,419</b>	1,336	1,363	<b>1,419</b>
Service Outlets	1,549	1,611	<b>1,606</b>	1,498	1,549	<b>1,606</b>