

HYUNDAI MOTOR INDIA LTD.

Quarterly Results

Q4 FY26

Hyundai Celebrates 30 Years

loves being a part of countless journeys

every memory, like one big family

of memories with Hyundai



#MyHyundai
MyMemories

30
Hyundai Celebrating
Thirty Years in India



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.

01

Business

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

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Outlook

Business Highlights

Steering Next Phase of Growth

Powered by New Age Offerings



New VERNA



New EXTER

Driven by Excellence

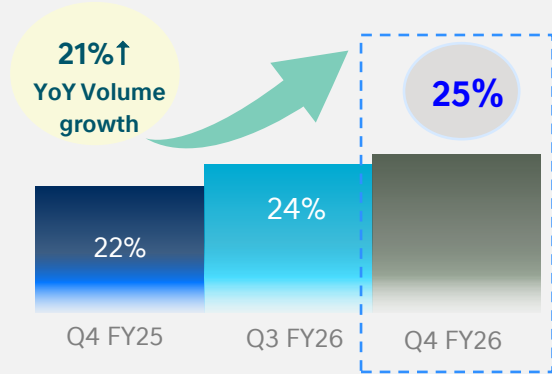


All-New VENUE

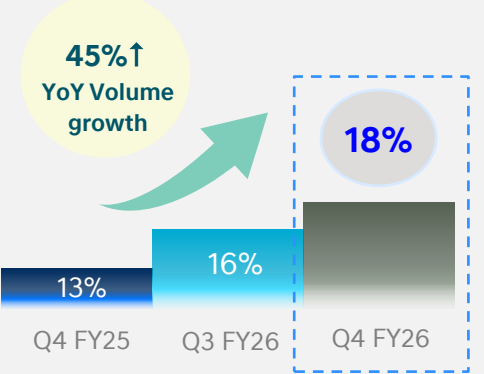


Scaling Reach • Growing Deeper

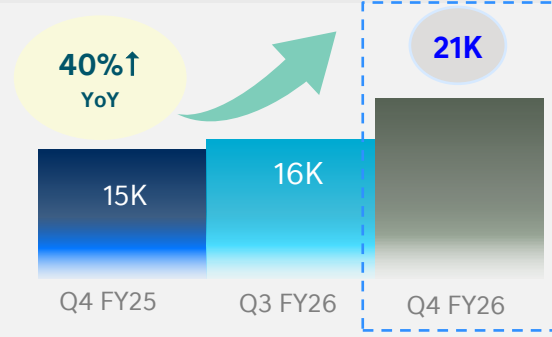
Highest-Ever Rural Penetration



Record CNG Contribution



Highest-Ever AURA Sales



CRETA – Reign Continues



Highest-ever Quarter
(Domestic Sales)

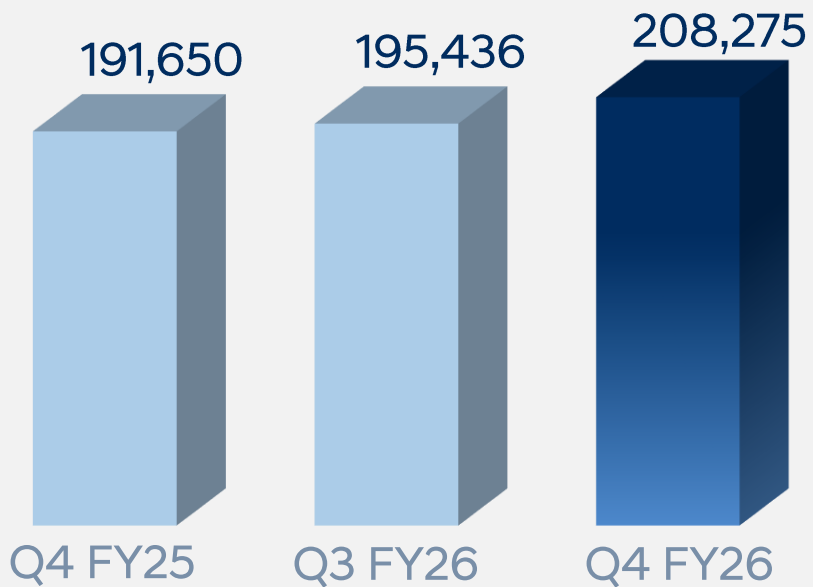
Business Performance

Sales Performance Q4 FY26

Quarter marked by dual-engine growth (Domestic & Exports)

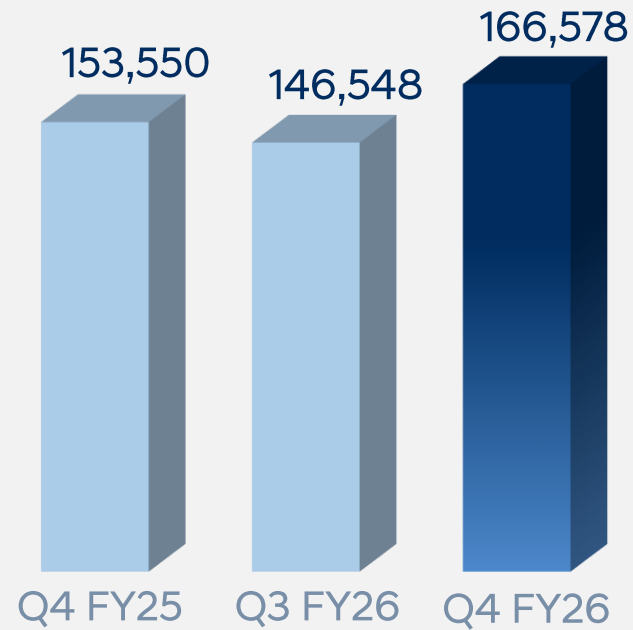
Total Sales

YoY 8.7%↑



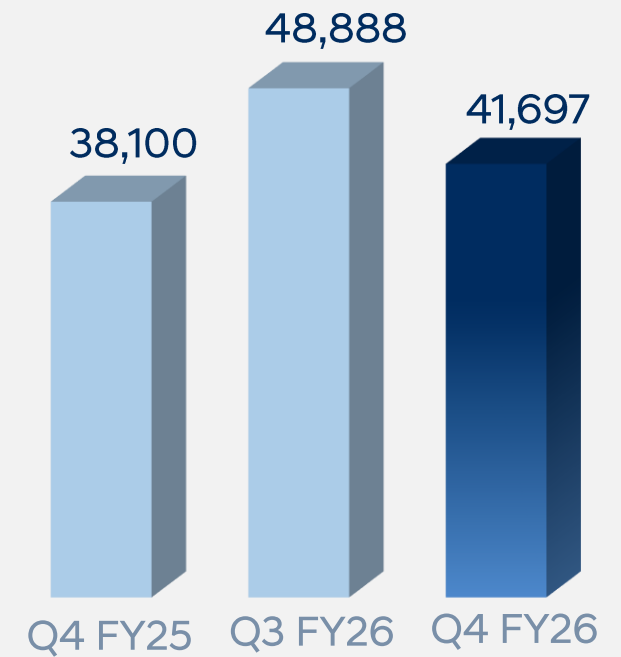
Domestic

YoY 8.5%↑



Exports

YoY 9.4%↑

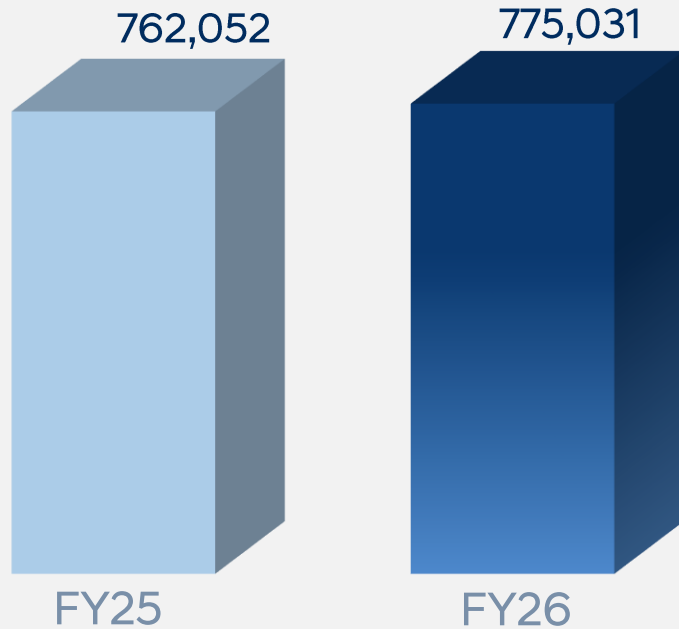


Sales Performance FY26

Growth underpinned by GST-led recovery in H2 and strong export demand

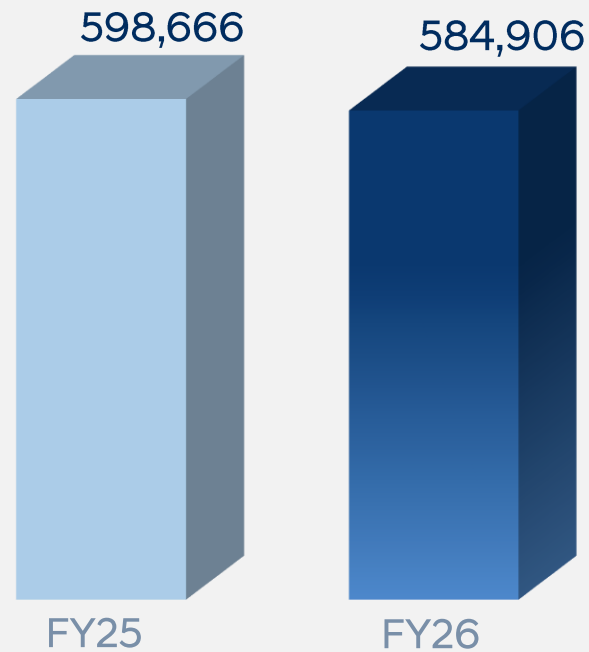
Total Sales

YoY 1.7%↑



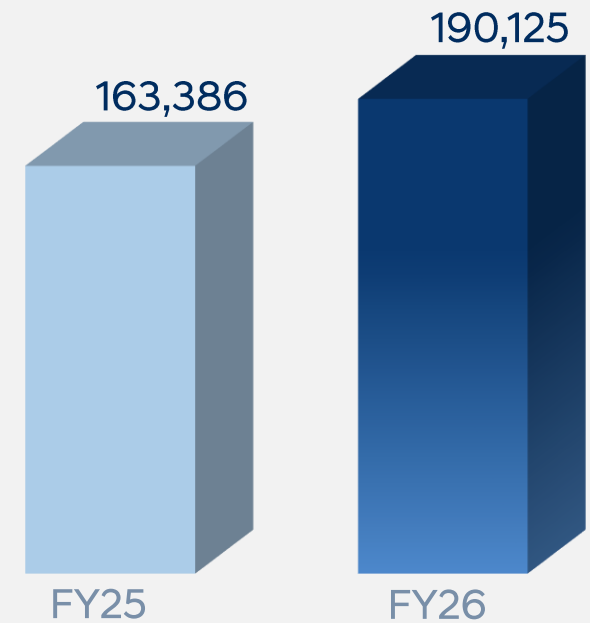
Domestic

YoY 2.3%↓



Exports

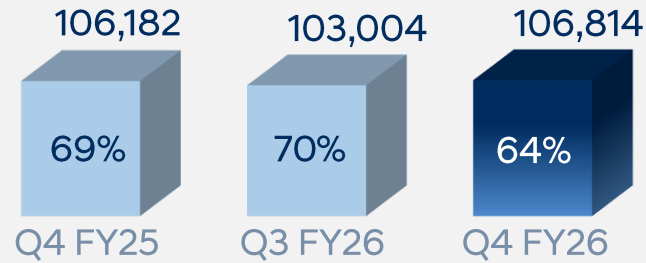
YoY 16.4%↑



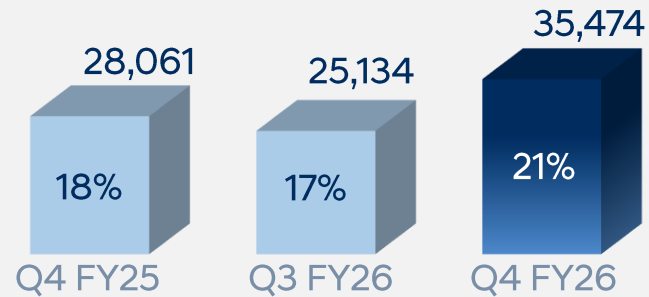
Domestic Segment Mix

Entry segment growth aided by GST & strategic product actions
 SUV remains a core pillar, ended full year with healthy mix

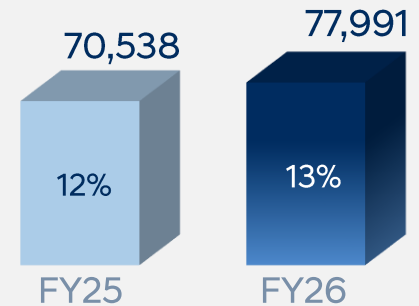
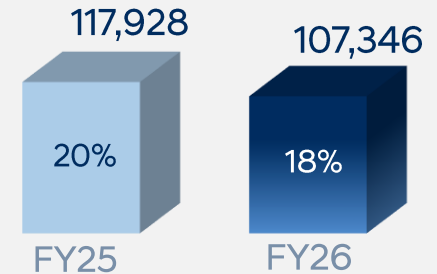
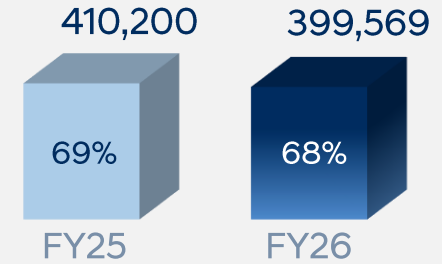
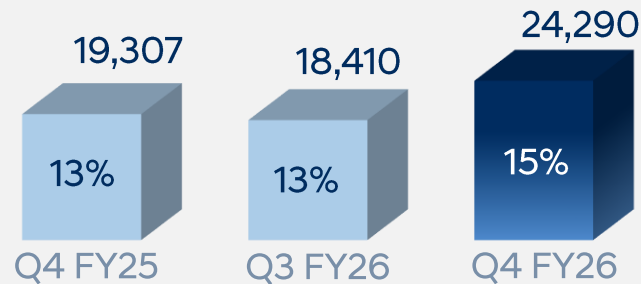
SUV



Hatchback



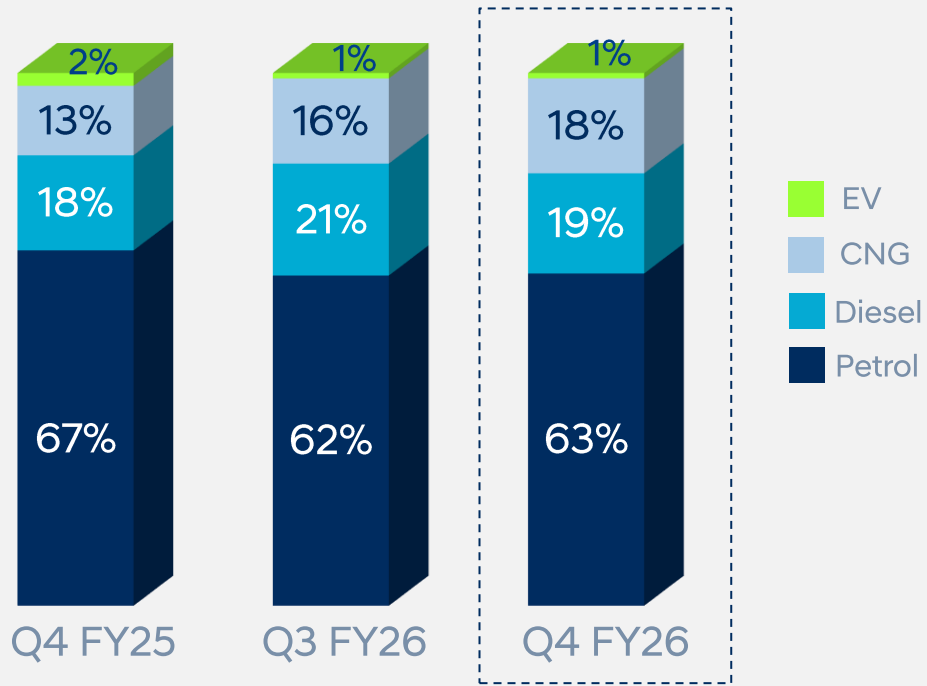
Sedan



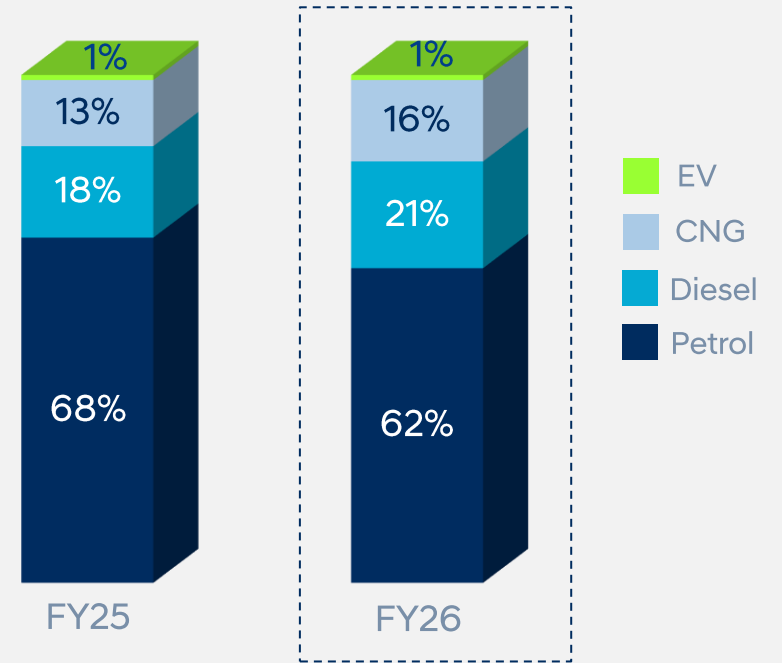
Domestic Fuel Mix

A standout quarter for CNG, fueled by rising adoption & entry into Fleet segment

Fuel Mix



Fuel Mix

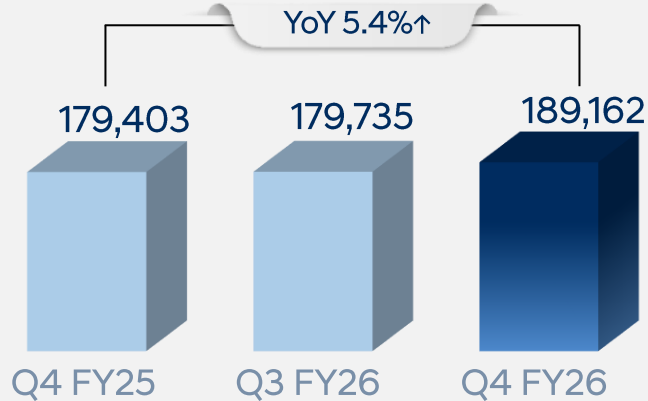


Financial Performance

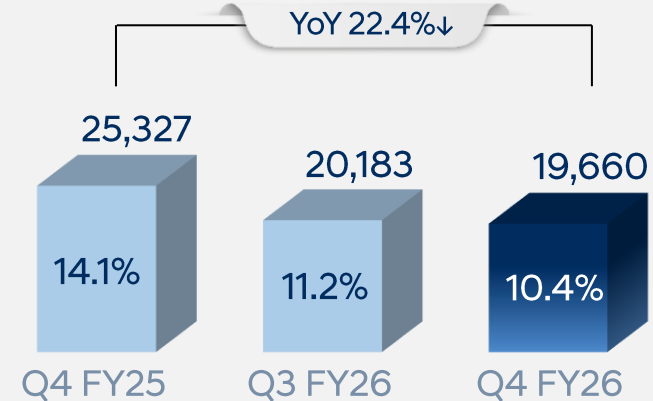
Financial Highlights – Q4 FY26

Topline growth driven by better volumes and prudent pricing actions
 Cost headwinds & unfavorable mix weighed on margins

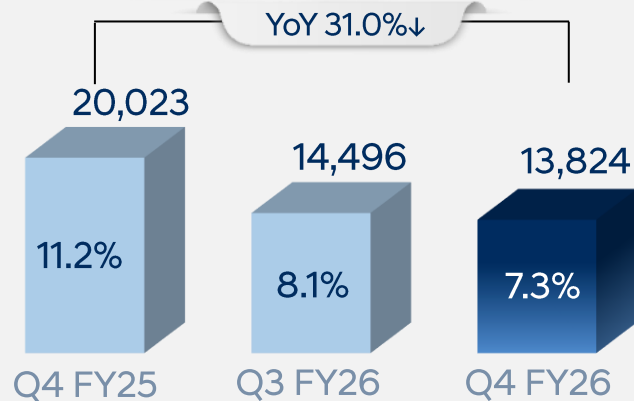
Revenue (₹Mn)



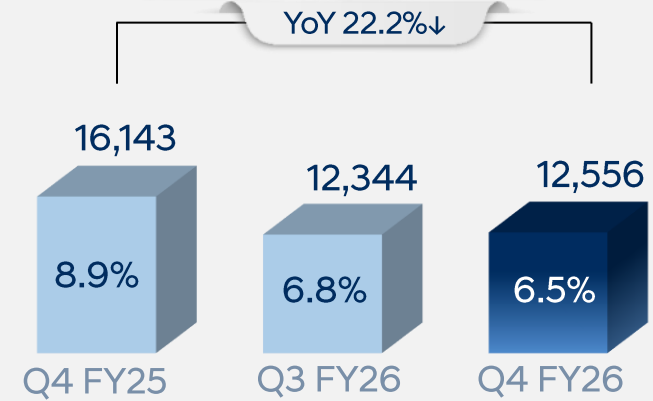
EBITDA (₹Mn)



EBIT (₹Mn)



PAT (₹Mn)



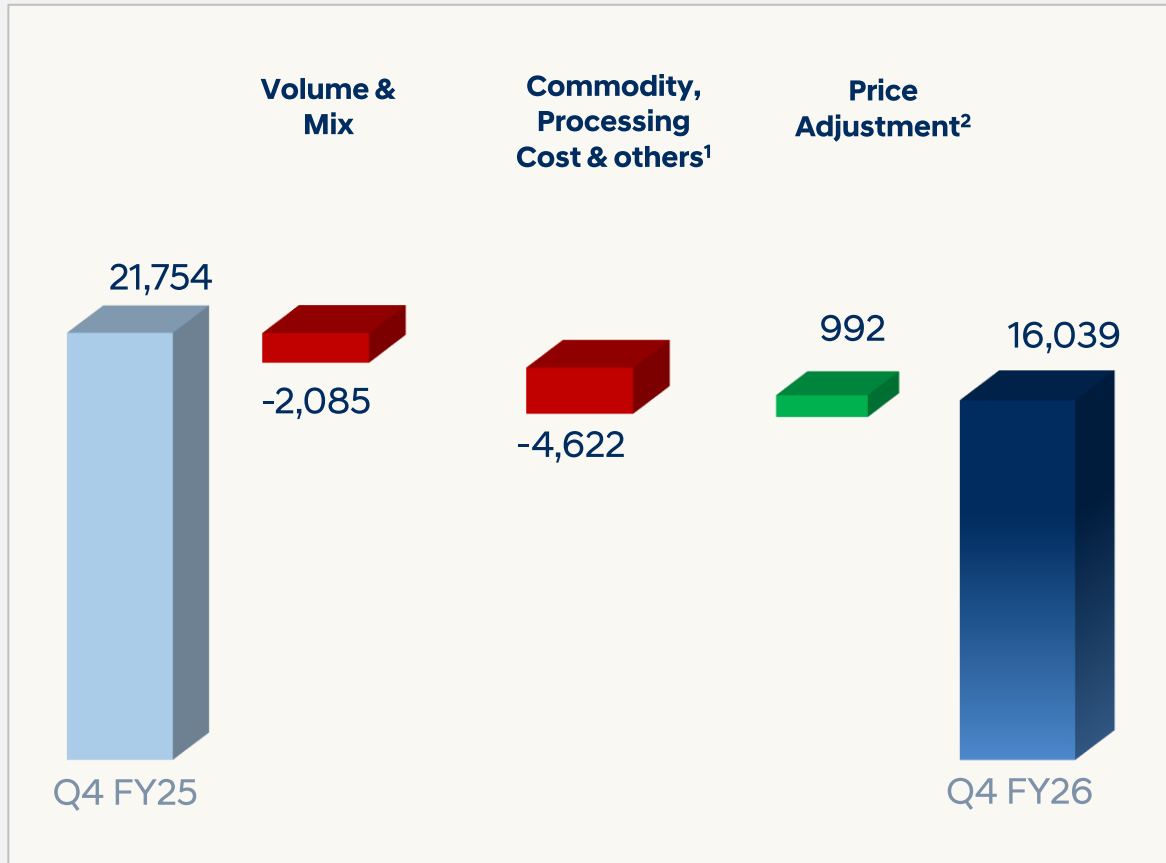
EBITDA & EBIT are calculated as % on Revenue from Operations whereas PAT is calculated as % on Total Income

PBT Movement Analysis

Commodity headwinds, capacity stabilization costs and mix, dragged margins (YoY)
 Calibrated pricing strategy & Govt. incentives helped soften impact of cost headwinds (QoQ)

(In ₹ Mn)

Q4 FY26 vs Q4 FY25 (YoY)



Q4 FY26 vs Q3 FY26 (QoQ)



Notes:

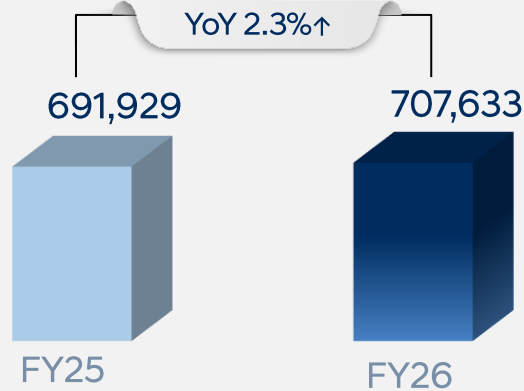
1. Includes cost inflation, capacity stabilization, salary/wage revision, etc.
2. Discounts (net of price increase)

Financial Highlights – FY26

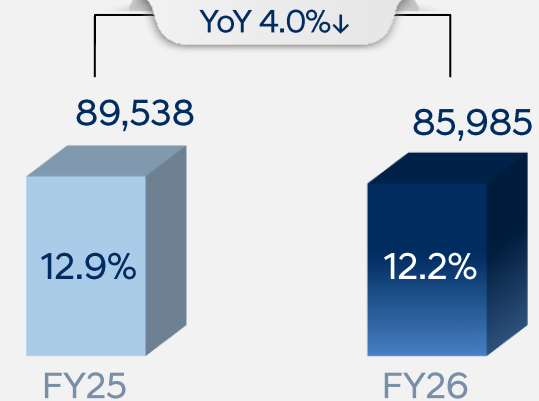
Revenue grew on strong export performance and domestic price actions

Resilient EBITDA margins despite multiple headwinds; Proactive cost actions played a key role

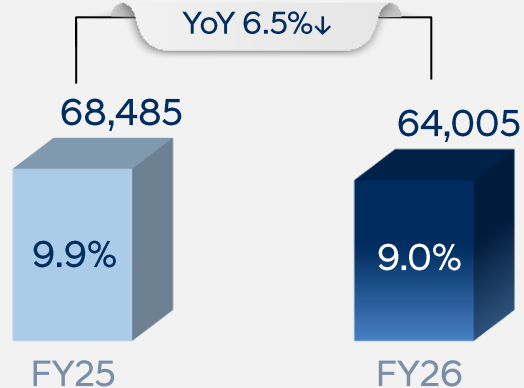
Revenue (₹Mn)



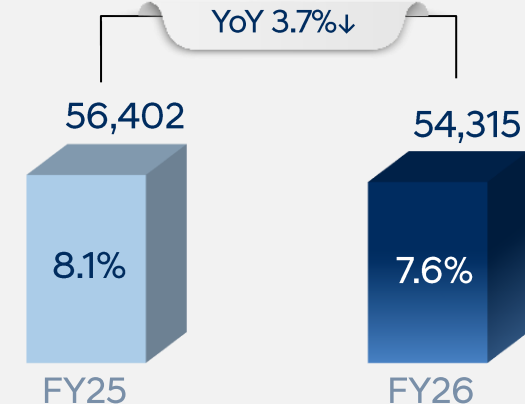
EBITDA (₹Mn)



EBIT (₹Mn)



PAT (₹Mn)



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

Outlook

FY2026-27 >>>

1

Domestic
8-10% growth

2

Exports
8-10% growth

3

Capex
~₹75K million

4

EBITDA Margin
11%-14%

2 NEW Nameplates



ICE-SUV

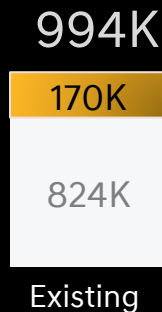


E-SUV

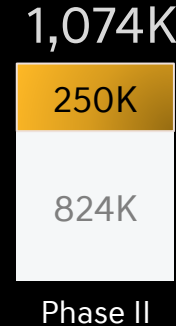
Coming Soon...

Powering Next Phase of Growth >>>

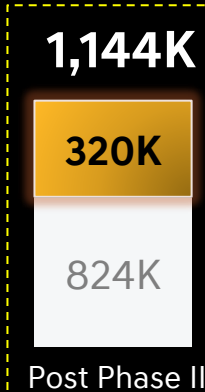
Unlocking Additional Capacity
in Pune Plant,
Post Phase II



+80K



+70K



■ Pune Plant
■ Chennai Plant

Trust. Pride. Progress.

Hyundai celebrates
30 glorious years in India.

THANK YOU!



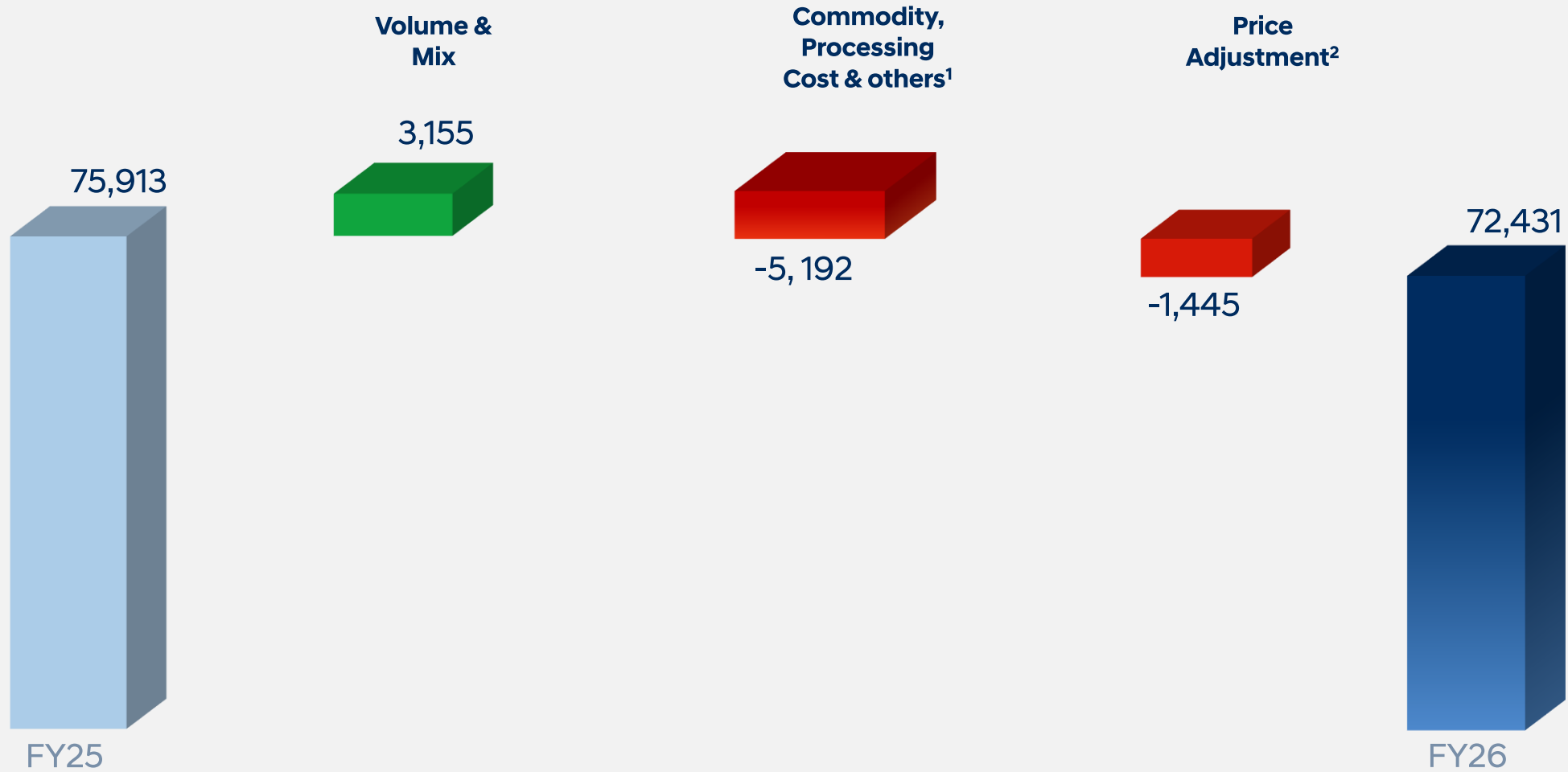
For creative representation purposes only. The black shade on glasses is due to lighting effect.

Annexure

PBT Movement Analysis : FY26 vs FY25

Strong H1, with margins softening in H2 due to costs associated with capacity stabilization & commodities

(In ₹ Mn)



Notes:

1. Includes cost inflation, capacity stabilization, salary/wage revision, etc.
2. Discounts (net of price increase)

Other Key Metrics

Particulars	Q4 FY25	Q3 FY26	Q4 FY26	FY24	FY25	FY26
Revenue from Operations (In ₹Mn)	179,403	179,735	189,162	698,291	691,929	707,633
Domestic %	79.8%	74.0%	79.0%	77.7%	78.0%	74.4%
Exports %	20.2%	26.0%	21.0%	22.3%	22.0%	25.6%
Net Worth (In ₹Mn)	162,965	187,970	200,150	106,657	162,965	200,150
ROCE %*	11.8%	8.0%	7.3%	62.9%	41.0%	32.6%
Basic EPS (₹)	19.87	15.19	15.45	74.58	69.41	66.85
Diluted EPS (₹)	19.87	15.19	15.45	74.58	69.41	66.85
Total Sales Volume	191,650	195,436	208,275	777,876	762,052	775,031
Domestic	153,550	146,548	166,578	614,721	598,666	584,906
Exports	38,100	48,888	41,697	163,155	163,386	190,125
Sales Outlets	1,419	1,501	1,508	1,363	1,419	1,508
Service Outlets	1,606	1,662	1,671	1,549	1,606	1,671

*ROCE for the quarters are not annualized