



Date: 16th 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 16th 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 31st March 2025.

The presentation is also being uploaded on the Company's website at www.hyundai.com/in/en.

Please take the same on the record.

Thanking you,

For **Hyundai Motor India Limited**

PRADEEP Digitally signed by
PRADEEP CHUGH
CHUGH Date: 2025.05.16
14:27:26 +05'30'

**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.

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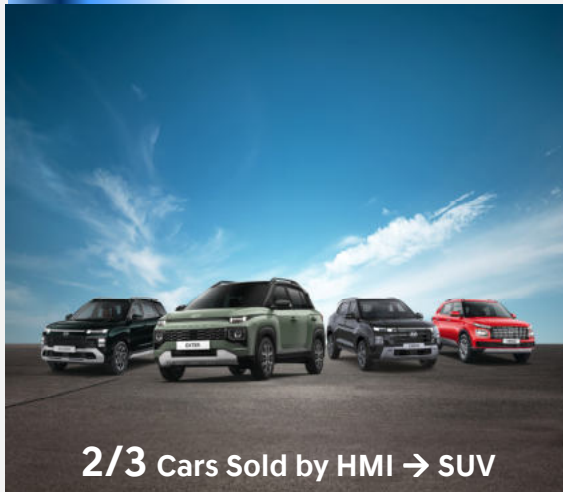
Outlook

- FY26 Guidance
- Model Launch Plan

Business Highlights

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

SUVization



2/3 Cars Sold by HMI → SUV

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 – 1st indigenous EV

PREMIUMization



12/14 → Connected Cars

Quality of Sales

- **~0.7 Mn** Connected cars¹ 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%**

¹ Since 2019

Green Mobility

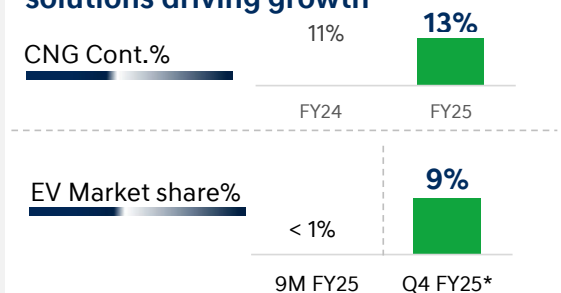


“Hy-CNG Duo” Technology



Transformative Leap in EV M/S

Innovative & Sustainable Mobility solutions driving growth

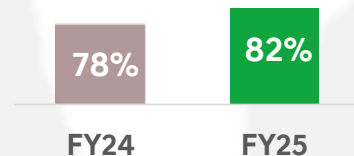


*Creta EV launch date : 17th Jan'25

Business Highlights

Engineered in India, Driven by the World

“Atmanirbhar Bharat”
Commitment to **LOCALIZATION**



LOCALIZATION

¹ 2019 ~ 2024

² 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”³

³ Source: TopGear South Africa magazine

Business Performance

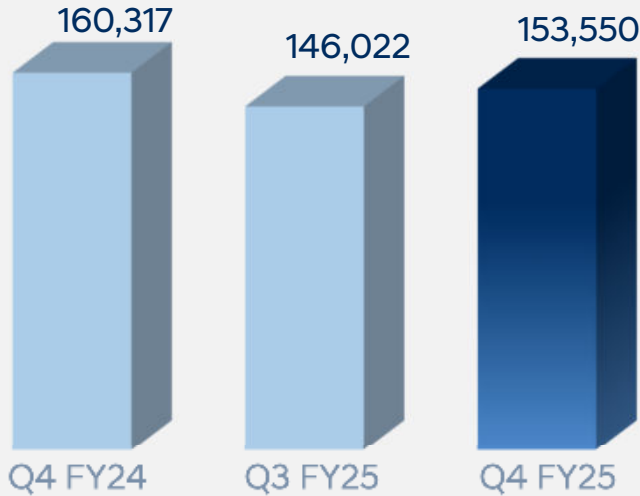
Sales Performance Q4 FY25

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

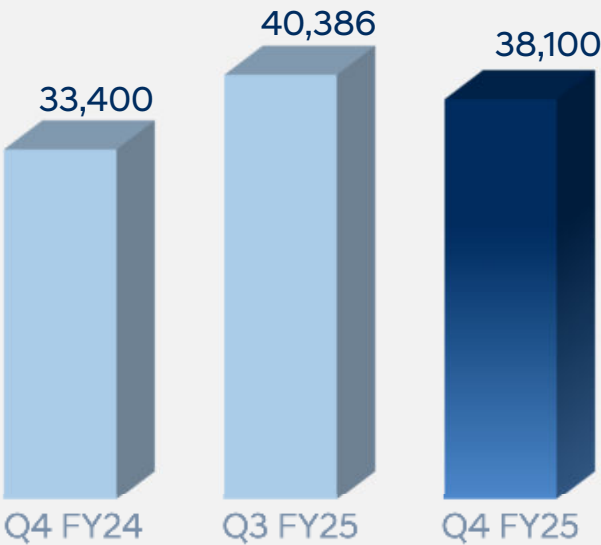
YoY 4.2%↓



Exports

Strategic responses fueled exports growth

YoY 14.1%↑



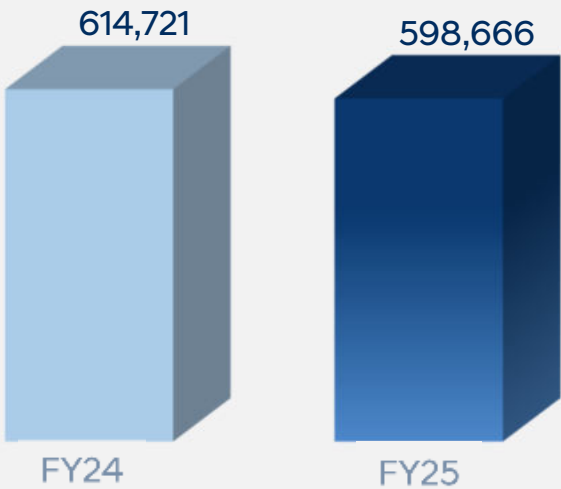
Sales Performance FY25

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

Domestic Sales

Effect of higher base & softening of demand

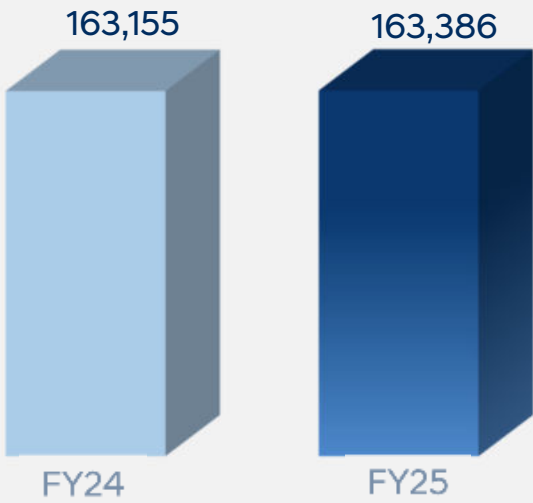
YoY 2.6%↓



Exports

Sustained Export volumes despite global headwinds

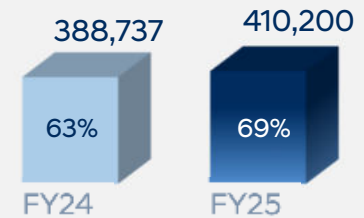
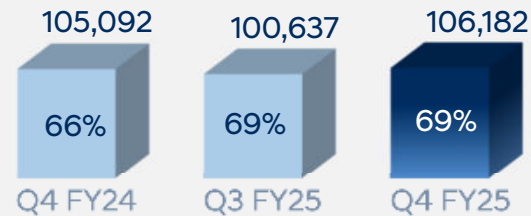
YoY 0.1%↑



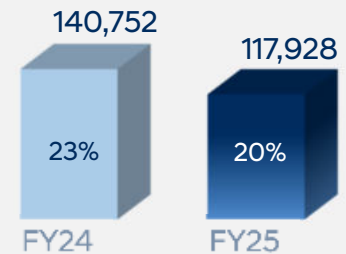
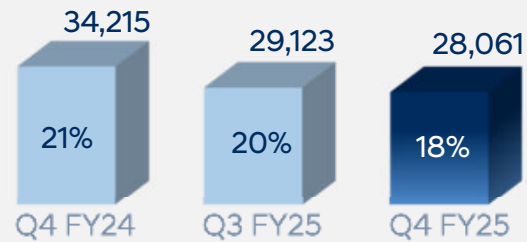
Domestic Segment Mix

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

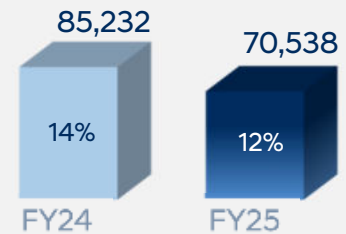
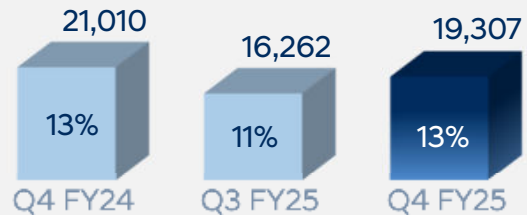
SUV



Hatchback



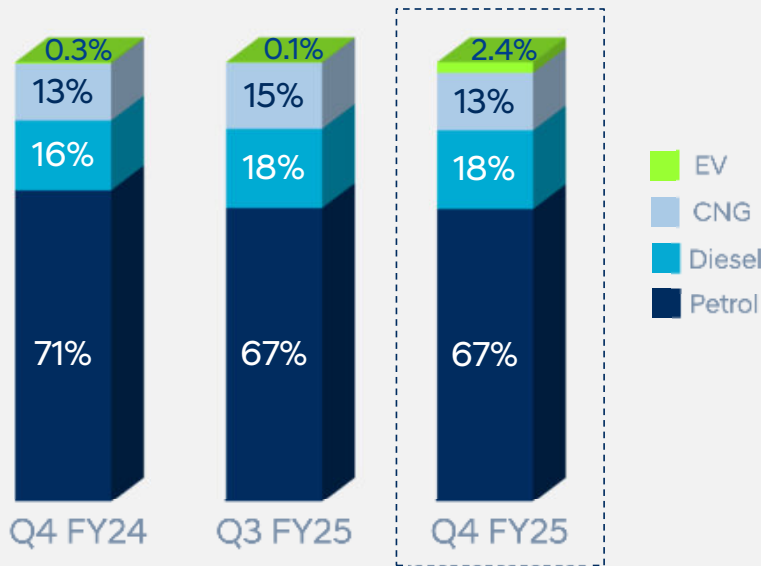
Sedan



Domestic Fuel Mix

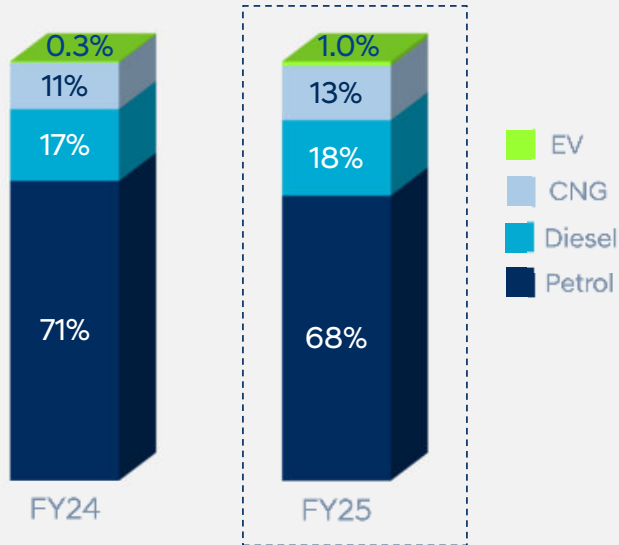
Dual Cylinder Technology fuels growth in CNG volumes
 Creta Electric revs up the charge in EV penetration

Fuel Mix



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

Fuel Mix



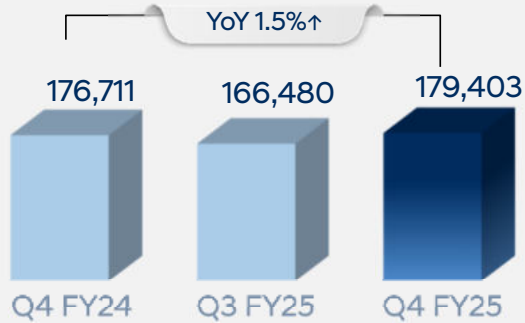
	FY24	FY25
EV Sales	2,120	3,969

Financial Performance

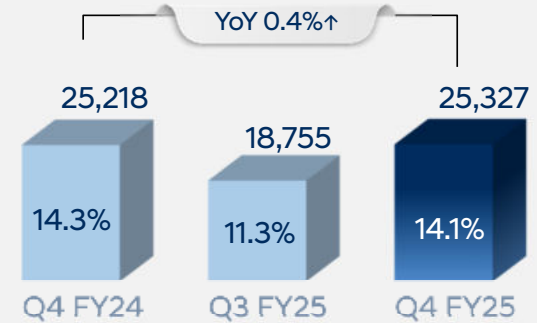
Financial Highlights – Q4 FY25

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

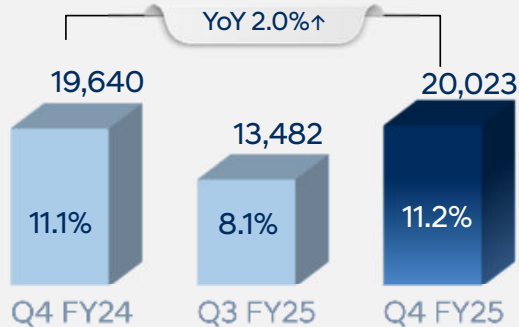
Revenue (₹Mn)



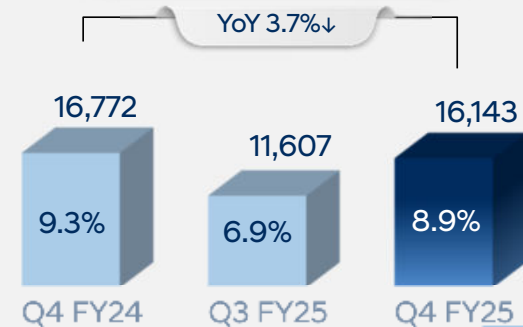
EBITDA (₹Mn)



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

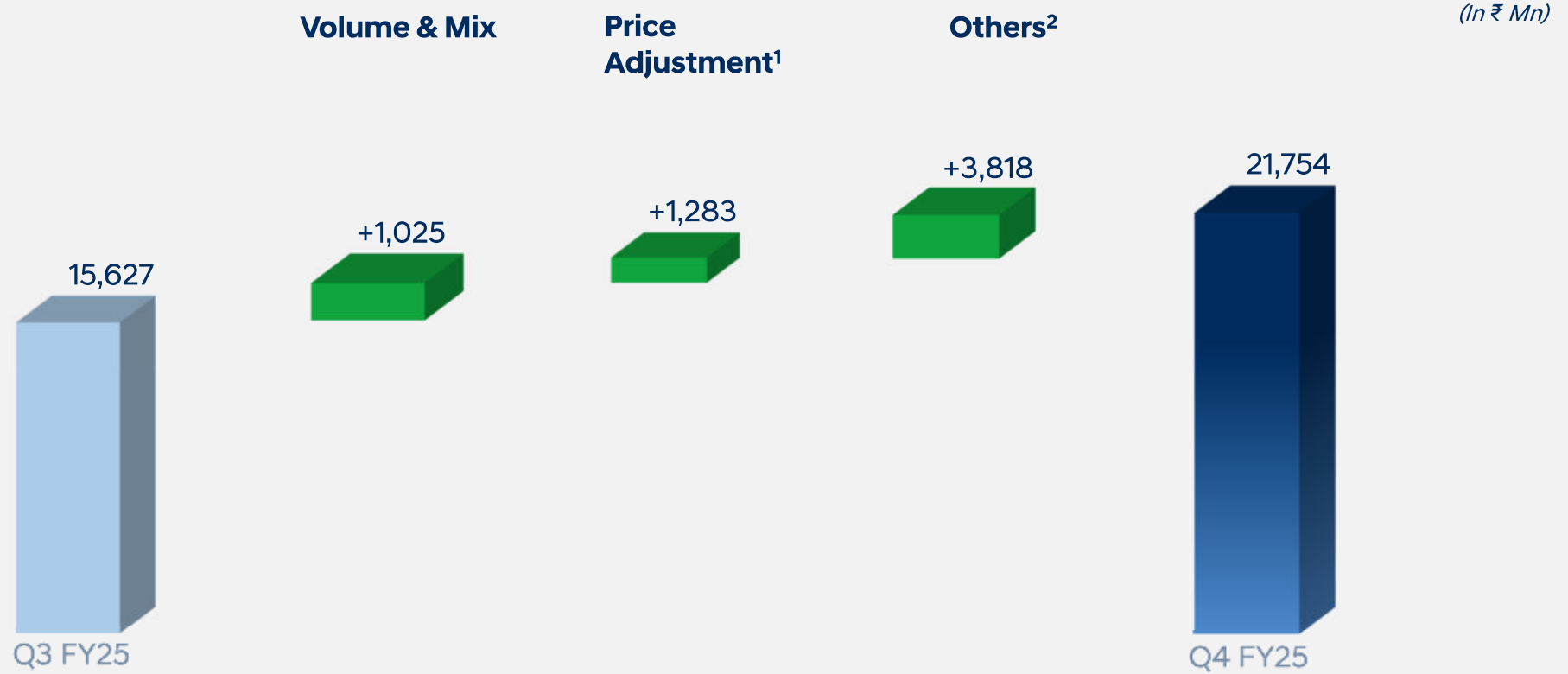


Notes:

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



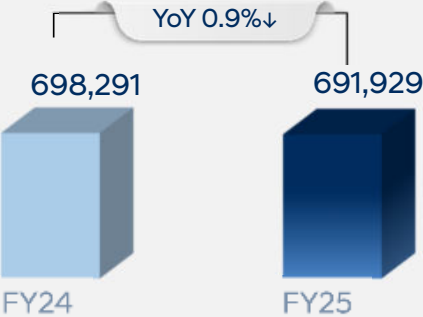
Notes:

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

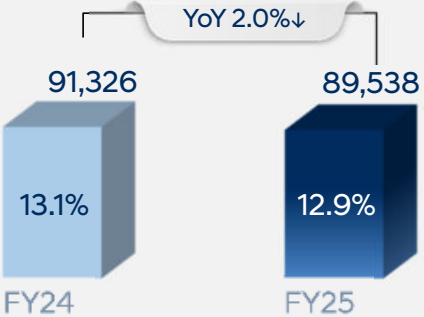
Financial Highlights – FY25

Another year of Strong Margin performance despite headwinds

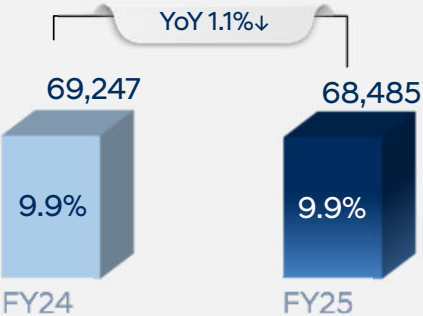
Revenue (₹Mn)



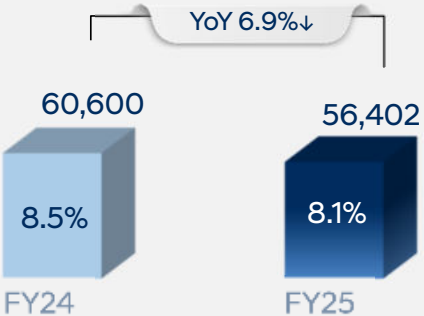
EBITDA (₹Mn)



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%	71.2%	73.8%	72.2%
Employee expenses	2.8%	3.6%	3.4%	2.8%	3.3%
Depreciation	3.2%	3.2%	3.0%	3.2%	3.0%
Finance cost	0.2%	0.2%	0.2%	0.2%	0.2%
Other Expenses	11.5%	12.0%	11.3%	10.3%	11.6%
EBITDA %	14.3%	11.3%	14.1%	13.1%	12.9%
EBIT %	11.1%	8.1%	11.2%	9.9%	9.9%
PBT %	12.6%	9.3%	12.0%	11.6%	10.8%
PAT %	9.3%	6.9%	8.9%	8.5%	8.1%

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