CFO's statement

Looking ahead with confidence

Dear Shareholders,

The world around us continues to evolve at an unprecedented pace, marked by geopolitical uncertainties, economic volatility, shifting trade corridors and changing industry dynamics. While these developments pose near-term challenges for businesses across the globe, they also accelerate the need for resilience, operational agility and strategic investments.

Against this backdrop, India continues to stand out as the fastest-growing major economy, supported by resilient domestic consumption, favorable policy reforms, easing interest rates and sustained investments in infrastructure. These structural strengths reinforce India's position as both a fast-growing automotive market and an increasingly important manufacturing and export base.

Hyundai Motor India business performance and highlights

Hyundai India's 30-year growth journey was marked by strategic investments, operational excellence and disciplined execution.

FY 26 was an important milestone, as we commenced operations at our Pune manufacturing facility, strengthening our manufacturing footprint and excellence. The Pune facility reinforces Hyundai's long-term commitment to India and position us to efficiently cater to growing domestic demand while strengthening our role as an export hub through enhanced production capacity and greater manufacturing flexibility.

On the domestic demand front, the sentiment improved following GST rate rationalization in September, which served as a strong growth catalyst. This positive shift in demand landscape coincided well with the commissioning of our Pune plant and product launch cycle kicking in, collectively supporting HMIL's growth trajectory.

Our export business delivered an impressive 21.43% YoY revenue growth. This performance reflects our ability to leverage India's strategic manufacturing advantage, deepen our presence across international markets and strengthen HMIL's position as a trusted global mobility partner.

Financial performance

In FY 26, our Company, along with its subsidiaries, recorded revenues of ₹ 7,07,633 million as against ₹ 6,91,929 million in FY 25, representing a 2.27% increase.

EBITDA* for the year was ₹ 85,985 million as against ₹ 89,538 million in FY 25. EBIT for the year came in at ₹ 64,005 million as against ₹ 68,485 million in FY 25. We were able to maintain healthy EBITDA and EBIT margins for the year at 12.15% and 9.04%, respectively despite operating cost pressures associated with new plant stabilization and inflation. PAT for the period stood at ₹ 54,315 million against ₹ 56,402 million last year. PAT margin was at 7.57% in comparison to 8.05% in FY 25.

This resilient performance was supported by robust volume growth in exports, calibrated pricing strategy in domestic market and our proactive cost reduction efforts.

Capital allocation and cash flow

During FY 26, our Company continued to pursue disciplined financial management, ensuring that capital was strategically deployed to strengthen operations and support long-term growth priorities.

Our capital allocation strategy was focused on strengthening our product portfolio, expanding our capacity, alongside process improvements and technological enhancements across operations. These investments enhanced our productivity, improved competitiveness and ensured readiness for the future.

HMIL continues to maintain a strong cash flow profile and a robust balance sheet backed by strong operating cash generation, disciplined working capital management and prudent capital allocation approach.

Our cash flow was further strengthened by an income tax refund resulting from a favorable order passed by the Income Tax Department as well as GST refund by unlocking GST Receivables through the rebate process.

Shareholder returns

I am happy to share that the Board of Directors has recommended a final dividend of ₹ 21 per share for FY 26 subject to approval of shareholders, reflecting a payout of 31.4% on the consolidated Net profits of our Company.

Looking ahead

As we look ahead, we remain optimistic about our growth trajectory, supported by a resilient business model, disciplined capital allocation and a relentless focus on operational excellence. For FY 27, we are targeting 8–10% growth across our domestic and export businesses, underpinned by improving market dynamics, an exciting product pipeline and expanding our global footprint. We plan to invest approximately ₹ 75,000 million in FY 27, majorly towards upcoming products, capacity expansion and plant upgradation, further strengthening our capabilities and competitiveness.

As we continue to invest in opportunities that drive future growth, we remain steadfast in our commitment to financial discipline and expect to deliver EBITDA margins within our guided range of 11–14%. Supported by strong business fundamentals and our ability to adapt to evolving market conditions, we are well-positioned to create sustainable value for all stakeholders.

Wangdo Hur

Whole-time Director & Chief Financial Officer
Hyundai Motor India Limited

* EBIDTA and EBIT are calculated excluding other income.