

Message from the Chief Operating Officer



Dear Stakeholders,

FY 2024-25 marked a historic milestone for HMIL as we entered the second phase of our illustrious journey in India with the launch of largest IPO in the history of Indian Stock Market. This momentous step reflects the unwavering trust of our customers, partners and stakeholders in brand Hyundai and reaffirms our commitment to India's mobility future.

Over the past 29 years, HMIL has invested more than US\$ 6 billion to scale up and deepen our presence in India. We recently achieved a significant milestone by surpassing 12.7 million cumulative sales (domestic + exports), with domestic sales reaching close to 9 million mark as of Mar'25. During the year FY 2024-25, HMIL maintained 2nd position in both Domestic as well as Exports and continues to be a key pillar in Parent Hyundai Motor Company's global success contributing 18.5% to its global production.

SUVs remain a key growth engine, contributing nearly 69% of domestic sales in FY 2024-25. Rural penetration rose from 19.4% in FY 2023-24 to 20.9% in FY 2024-25, with CNG vehicle sales in rural areas growing 33% y-o-y and rural penetration increasing from 12% in FY 2023-24 to 15% in FY 2024-25.

During FY 2024-25, HMIL executed 20 strategic product interventions to enhance customer value and keep our portfolio fresh and aspirational. These included updates across key models such as Nios, EXTER (Dual Cylinder CNG introduction), VENUE (Sunroof in lower trims), AURA (Lower CNG trim – eCNG), ALCAZAR (facelift), CRETA Electric (1st Mass EV in HMI line up) reflecting our commitment to innovation, accessibility and evolving market needs.

To support India's carbon neutrality goals, HMIL is building a holistic EV ecosystem from localized EV manufacturing and battery pack assembly in Chennai to cell localization through strategic partnerships. Many of our upcoming EVs in the future will have locally produced cells for better cost efficiency. We have deployed close to 80 fast chargers and aim for 600+ in the next 6-7 years, alongside Smart Home Charging (up to 11kW) and the myHyundai CMS for seamless charging, payments and after-sales support.

In line with our global vision of Progress for Humanity, HMIL is driving purposeful change through Hyundai Motor India Foundation (HMIF) our CSR arm, anchored in the 'Earth, Mobility and Hope' framework. At our Ecogram facility in Gurugram, we have recycled over 1.1 million kg of waste till date and reduced 144,000 kg of CO₂ emissions. Further we generate up to 200 kilowatts of electricity daily from biogas, showcasing our commitment to circular economy practices. We continue to build strong communities through initiatives like IONIQ Forest, Art for Hope and Sparsh Sanjeevani, which have provided healthcare access to over 1.3 million individuals across 16 states. Programs like SAMARTH, Sports Lab further reflect our belief in mobility as a platform for inclusion and empowerment, reinforcing our commitment to India's equitable and sustainable growth journey.

We believe that our marketing and customer engagement initiatives like Hyundai Explorer, Hyundai Carnival, Hyundai Spotlight and the Hyundai Smart Care Clinic are delivering immersive brand experiences to our customers. We firmly believe that proactive after sales care and meaningful connections resonate very well with diverse audiences across India.

We continue to empower our customers through our digital transformation initiatives. The myHyundai app now has 2.6 million users with 0.34 million monthly active users and 23

million monthly interactions, offering end-to-end experience from car purchases, after sales to EV services and other exclusive benefits.

Our focus on delivering value beyond the product is reflected in the continued growth of our Hyundai India Insurance Broking (HIIB) business, a 100% subsidiary of HMIL, which has issued more than 4.5 million policies till date. With more than 1,300 new vehicles delivered with return to invoice benefits, Hyundai India Insurance Broking (HIIB) has become a strategic lever for enhancing customer lifetime value, deepening trust and driving sustainable profitability.

We are also strategically evaluating the introduction of Genesis, Hyundai's global luxury marque, to redefine luxury through innovation, design and differentiated experiences. This aligns with our aspiration to serve the evolving expectations of discerning Indian consumers.

Together with India – Towards New Horizon, we are entering an exciting phase of growth. With operations at our Talegaon plant set to begin in FY 2025-26, we are preparing to launch 26 new models and upgrades including 6 EVs and 20 ICE by FY 2029-30.

Hyundai's commitment to become a smart mobility solutions provider is deeply rooted in India's aspirations and the trust we have earned on every journey. As we move forward, we remain committed to investing meaningfully in India's mobility future, driving innovation, accessibility and sustainable growth.

Thank you for your continued trust.

Warm regards,

Tarun Garg
Whole-time Director & Chief Operating Officer
Hyundai Motor India Limited