



**Date: 28<sup>th</sup> January 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 28<sup>th</sup> January 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 Un-Audited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31<sup>st</sup> December 2024.

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

Q3 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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# Business Highlights

Undisputed. Ultimate.  
Now Electric

Advanced EV  
Capabilities



Two battery pack options  
(51.4 kWh & 42 kWh)

Elevated In-car  
experience

## Hyundai CRETA Electric

(January 2025)

Achieved Record  
Domestic Sales

**605,433**

units sold in CY24

Highest since  
inception

Strong Rural  
Penetration

**21.2%** in Q3FY25 vs  
**19.7%** in Q3FY24

SUVs drive  
hinterland  
growth

Highest Ever  
CNG Contribution

Supported by  
Hy-CNG Duo

**15.0%** contribution  
to domestic sales  
in Q3FY25 vs  
**11.9%** in Q3FY24

EV Charging Network  
Expansion

**600** fast EV  
chargers over the  
next 7 years

**10K** charging points  
via myHyundai app

Commitment to  
Localization

**1st OEM** to offer  
Made-in-India  
AGM Battery  
technology

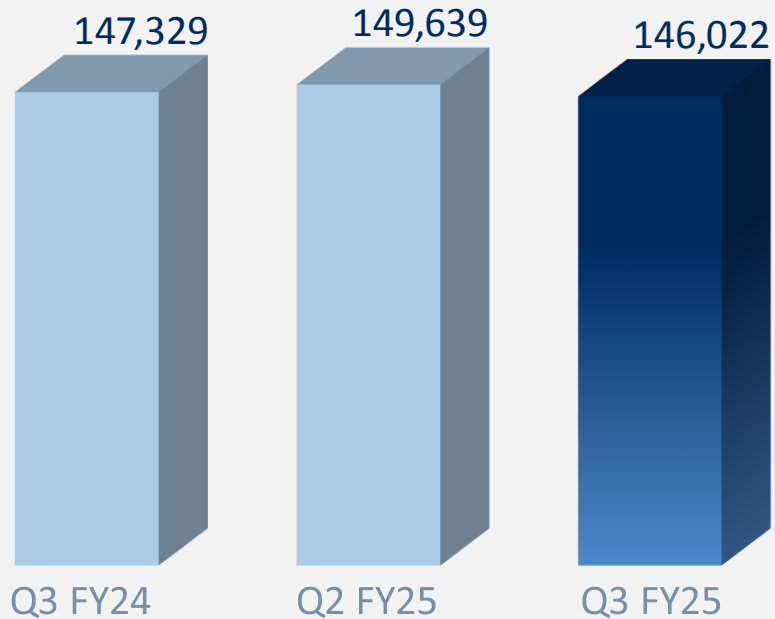
# Sales Performance

Y-o-Y Volume decline caused by Macro & Global factors

## Domestic Sales

Continued weak demand, despite good festive sales

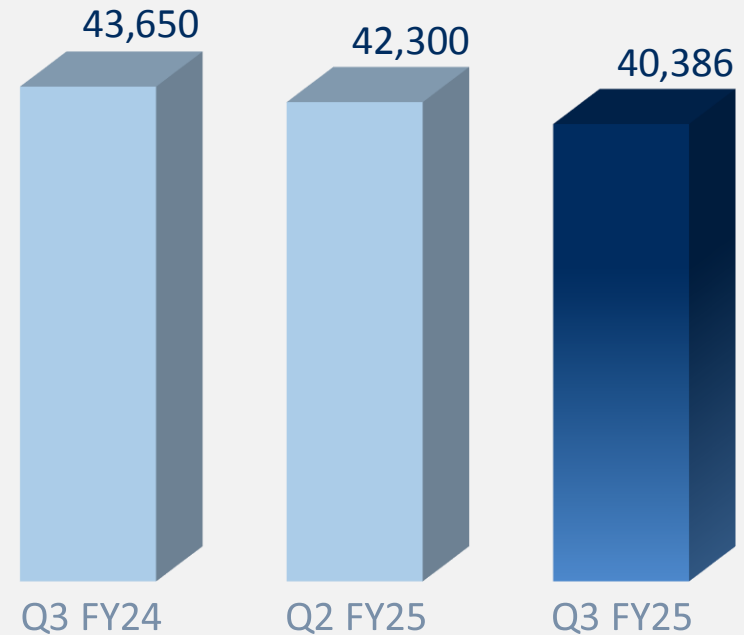
YoY 0.9%↓



## Exports

Geo-political issues continued to impact exports

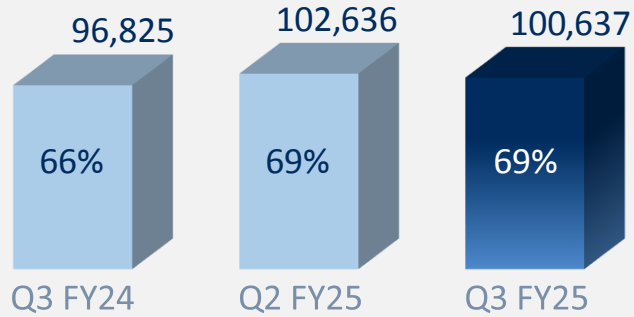
YoY 7.5%↓



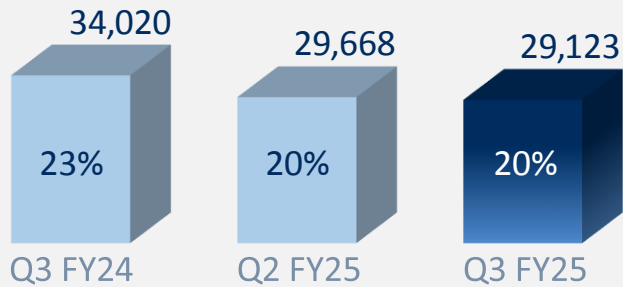
# Domestic Volume Mix

Sustained SUV contribution, supported by both Urban and Rural markets  
Steady growth in CNG volumes fueled by dual-cylinder technology

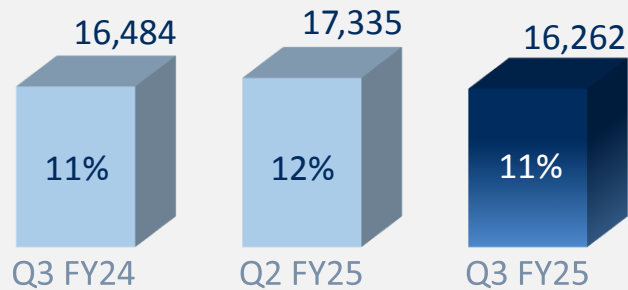
## SUV



## Hatchback

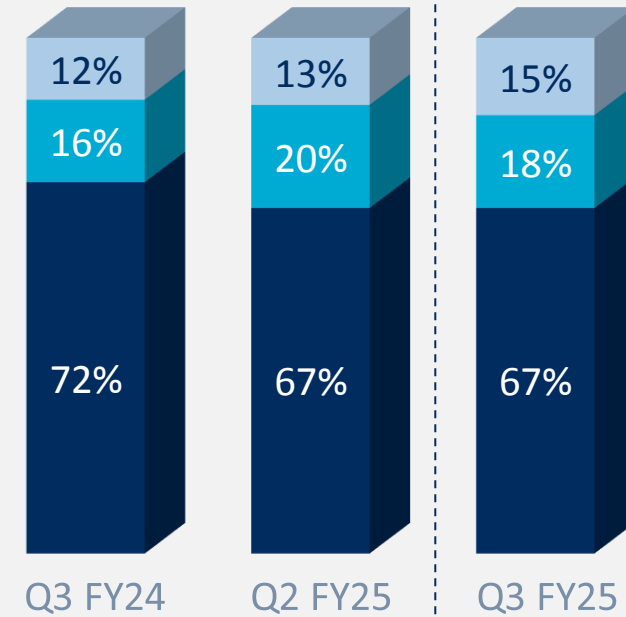


## Sedan



## PT Mix

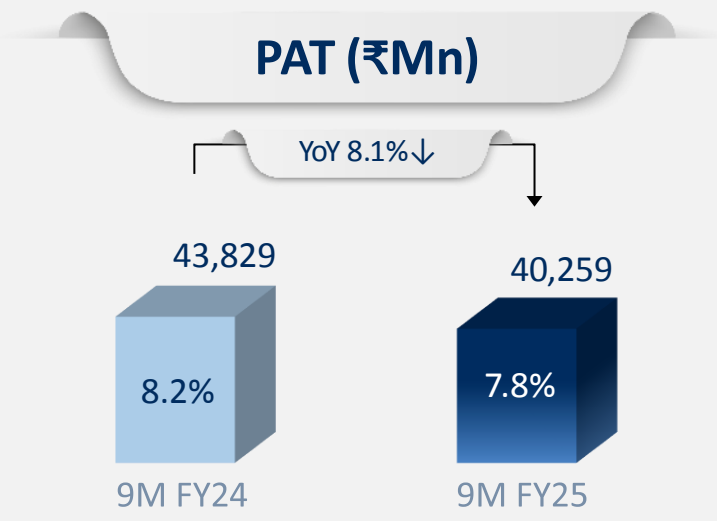
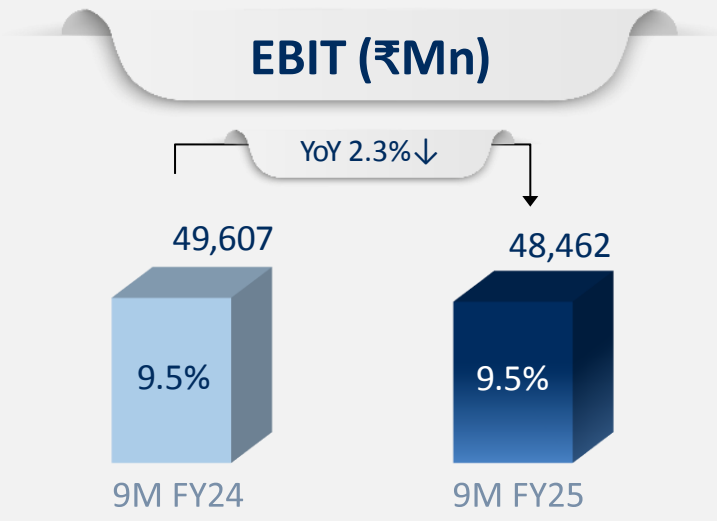
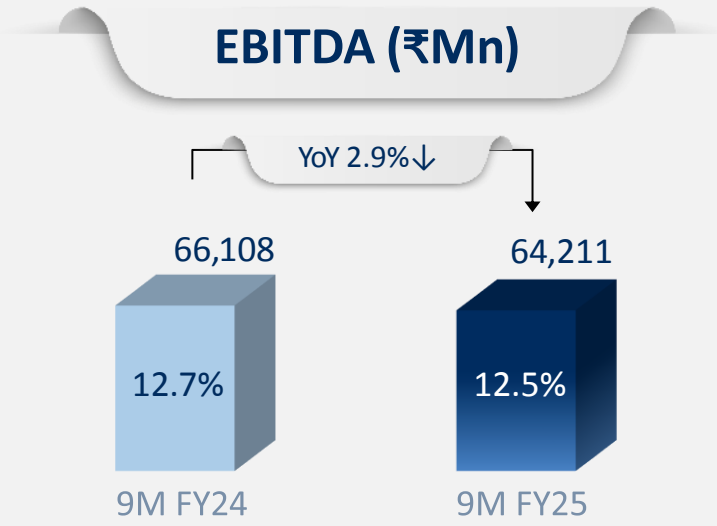
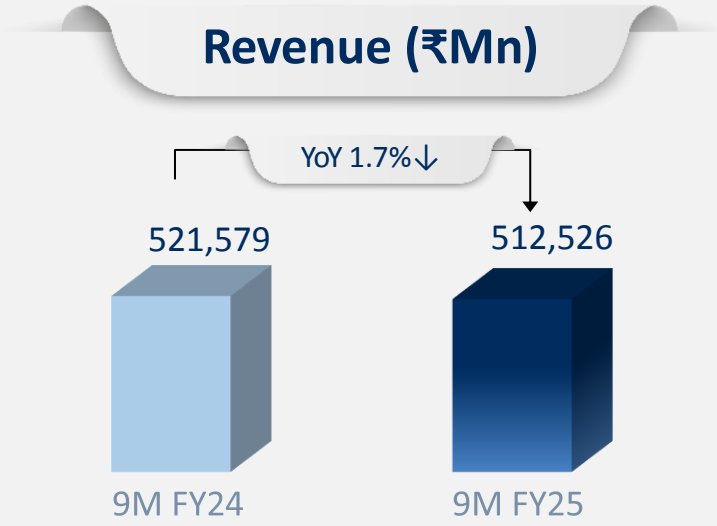
■ Petrol ■ Diesel ■ CNG + EV



	Q3 FY24	Q2 FY25	Q3 FY25
EV Sales	376	106	78

# Financial Highlights – 9M FY25

Healthy EBITDA & EBIT Margins maintained despite headwinds



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



# Financial Highlights – PBT – 9M FY25

Macro impact on operations well addressed by cost reduction efforts; margins impacted due to lower liquidity base

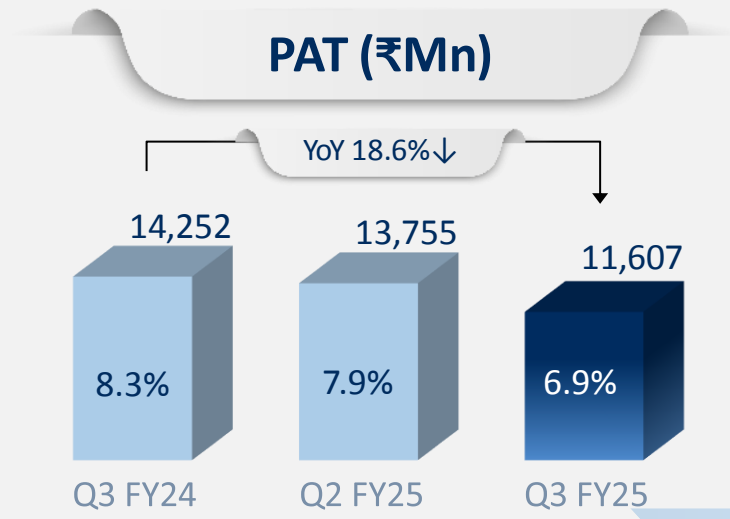
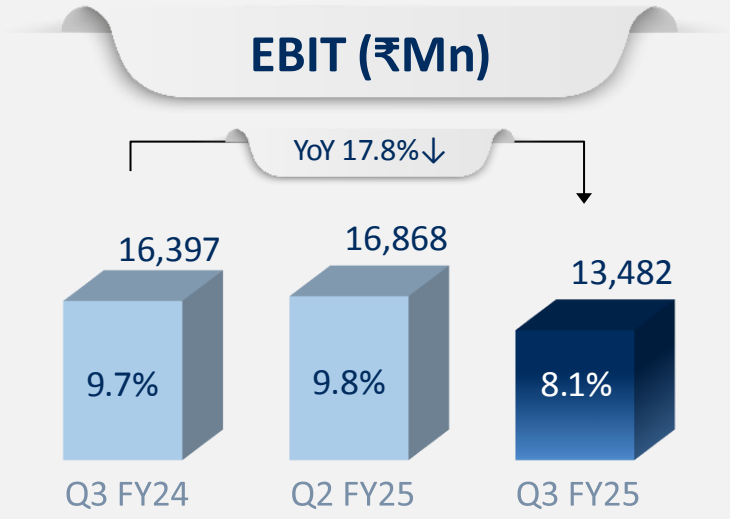
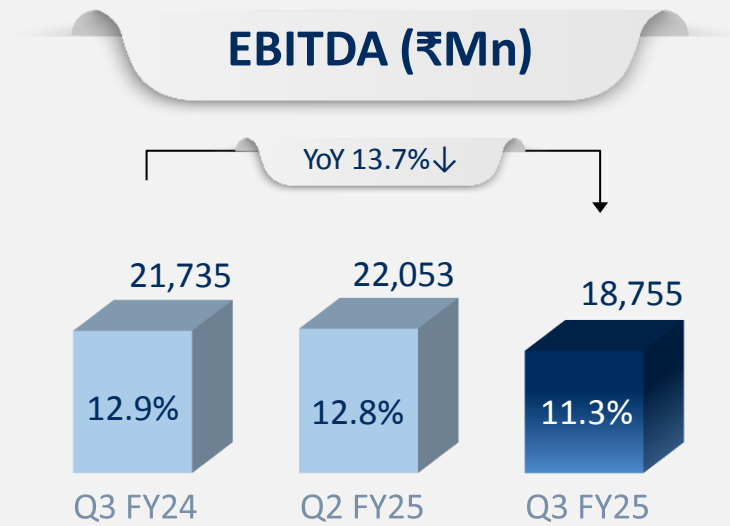
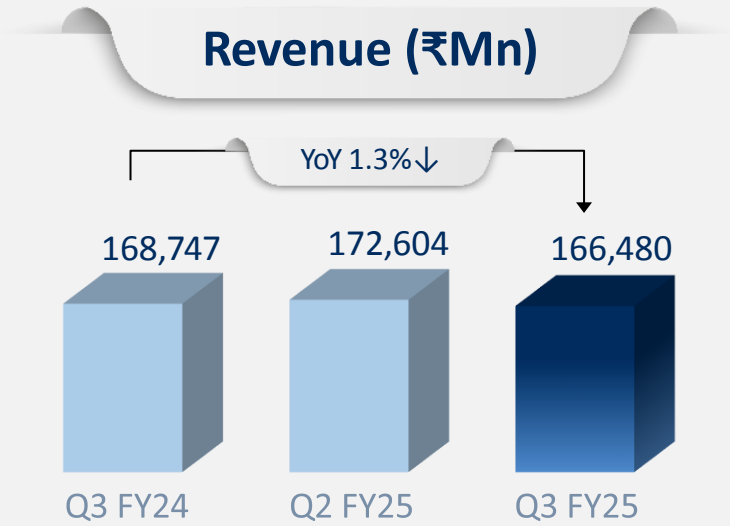
(In ₹ Mn)



Notes:  
 1. Discounts (net of price increase)  
 2. Interest income  
 3. Material cost reduction etc.

# Financial Highlights – Q3 FY25

Favorable product mix helped to sustain revenues despite enhanced discounts  
 Impact on margins due to subdued demand & geo-political challenges



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

# Financial Highlights – PBT – Q3 FY25

Cost efficiencies helped to minimize impact of macro challenges on profits

(In ₹ Mn)



*Notes:*

1. Discounts (net of price increase)
2. Interest income
3. Material cost reduction, processing cost improvement, Royalty & Marketing expenses



 HYUNDAI

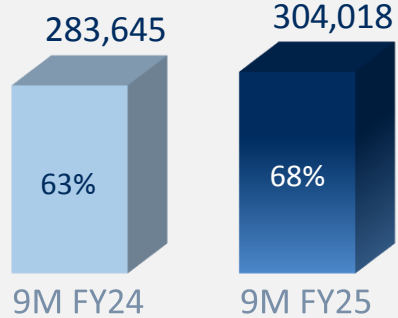
Namaste  
Beyond Mobility



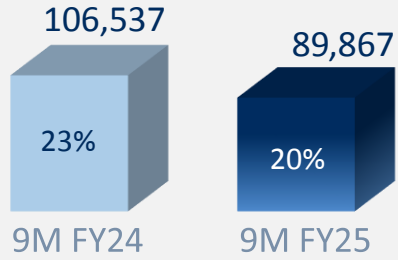
# Annexure

# Domestic Volume Mix – 9M FY25

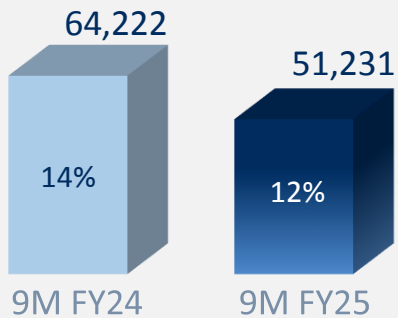
## SUV



## Hatchback

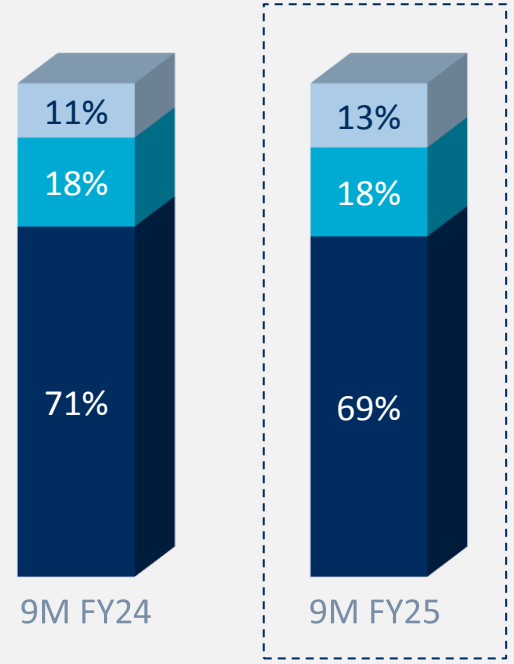


## Sedan



## PT Mix

■ Petrol   
 ■ Diesel   
 ■ CNG + EV



	9M FY24	9M FY25
EV Sales	1,635	301

# Key Ratios

Particulars	Q3 FY24	Q2 FY25	Q3 FY25	9M FY24	9M FY25
Material cost	73.2%	72.5%	<b>73.1%</b>	74.6%	<b>72.5%</b>
Employee expenses	3.0%	3.2%	<b>3.6%</b>	2.8%	<b>3.3%</b>
Depreciation	3.2%	3.0%	<b>3.2%</b>	3.2%	<b>3.1%</b>
Finance cost	0.3%	0.2%	<b>0.2%</b>	0.2%	<b>0.2%</b>
Other Expenses	10.9%	11.5%	<b>12.0%</b>	9.9%	<b>11.7%</b>
EBITDA %	12.9%	12.8%	<b>11.3%</b>	12.7%	<b>12.5%</b>
EBIT %	9.7%	9.8%	<b>8.1%</b>	9.5%	<b>9.5%</b>
PBT %	11.4%	10.6%	<b>9.3%</b>	11.2%	<b>10.4%</b>
PAT %	8.3%	7.9%	<b>6.9%</b>	8.2%	<b>7.8%</b>

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

# Other Key Metrics

Particulars	Q3 FY24	Q2 FY25	Q3 FY25	FY22	FY23	FY24
Revenue from Operations (In ₹Mn)	168,747	172,604	<b>166,480</b>	473,784	603,076	698,291
Domestic %	75.3%	78.2%	<b>77.8%</b>	78.8%	76.6%	77.7%
Exports %	24.7%	21.8%	<b>22.2%</b>	21.2%	23.4%	22.3%
Net Worth (In ₹Mn)	197,779	135,266	<b>146,880</b>	168,563	200,548	106,657
ROCE %	9.0	11.6	<b>9.2</b>	20.4	28.7	62.9
Basic EPS (₹)	17.54	16.93	<b>14.29</b>	35.71	57.96	74.58
Diluted EPS (₹)	17.54	16.93	<b>14.29</b>	35.71	57.96	74.58
Total Sales Volume	190,979	191,939	<b>186,408</b>	610,760	720,565	777,876
Domestic	147,329	149,639	<b>146,022</b>	481,500	567,546	614,721
Exports	43,650	42,300	<b>40,386</b>	129,260	153,019	163,155