HYUNDAI MOTOR INDIA LTD.

Quarterly Results

Q2 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

The Bold New **Alcazar**
(September 2024)

01 **Intelligent, Versatile, Intense SUV**

02 **Intuitive technology**

03 **Various PT options** (Turbo, DSL, MT, AT, DCT)

04 **Elegant space with 6 and 7 seater**

1. Creta raising the bar again
Best Design Project Award 2024 / 1 lakh happy customers in just 6 months

2. New Hy-CNG duo technology
In NIOS and EXTER enhancing customer comfort and convenience

3. New Venue edition
VENUE Adventure Edition, VENUE E+ and S(O)+ with electric sunroof

4. Exter export expansion
Made in India EXTER lands on the shores of South Africa

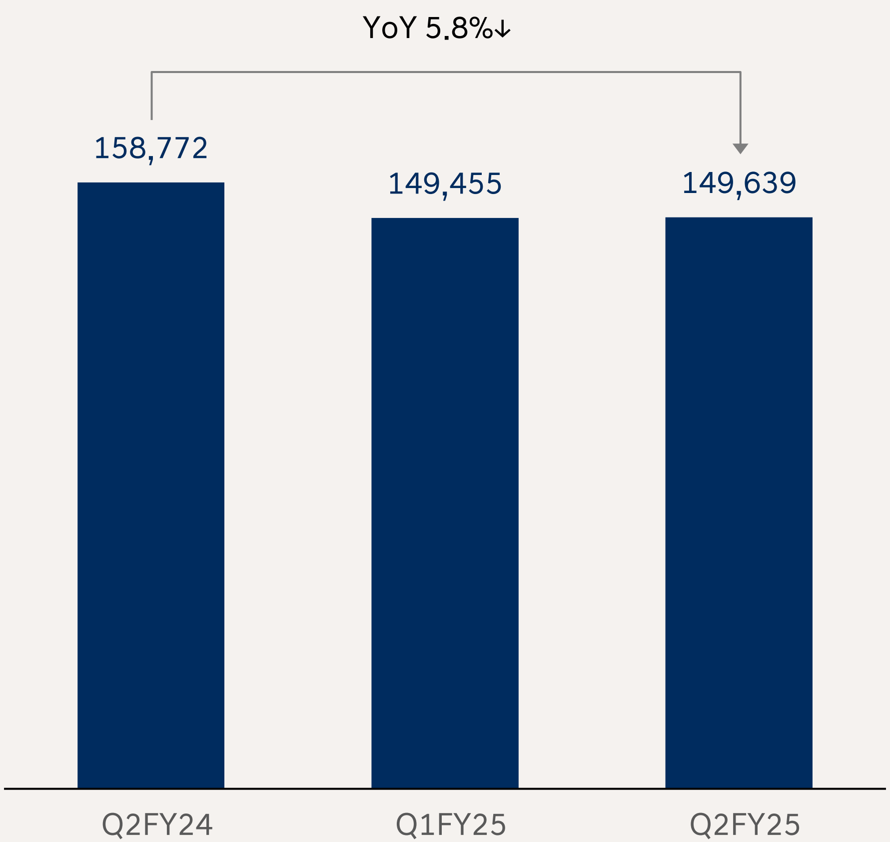
5. EV infra expansion
Partnership with local CPO to install EV chargers at dealerships

Sales Performance

Y-o-Y Volume decline caused by Domestic & Geo-political factors

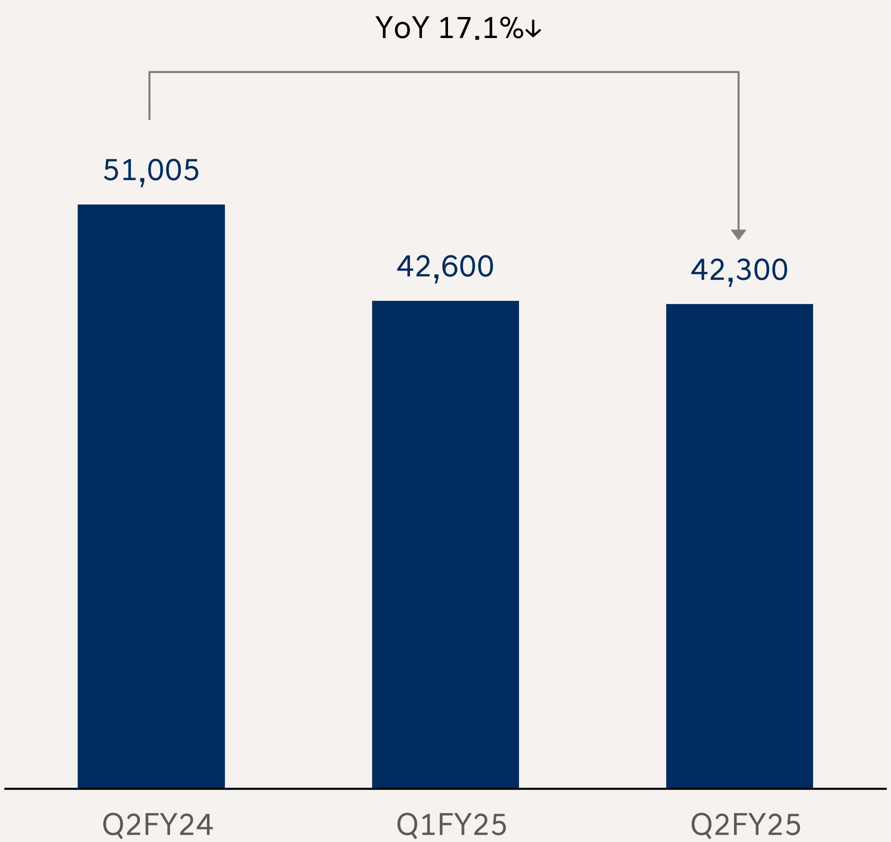
Domestic Sales

Cyclical & Seasonality impact on demand



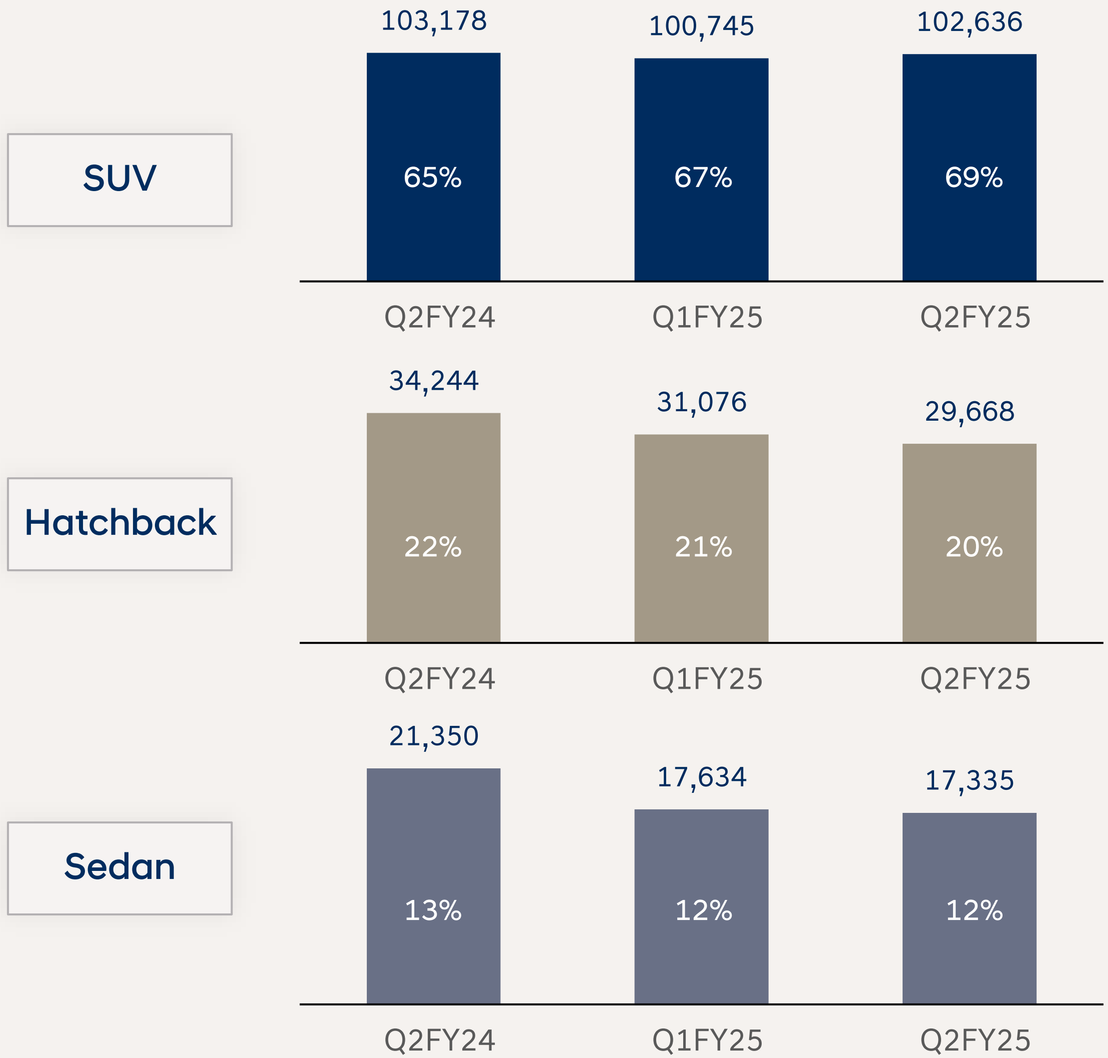
Exports

Red Sea impact on Middle-East exports

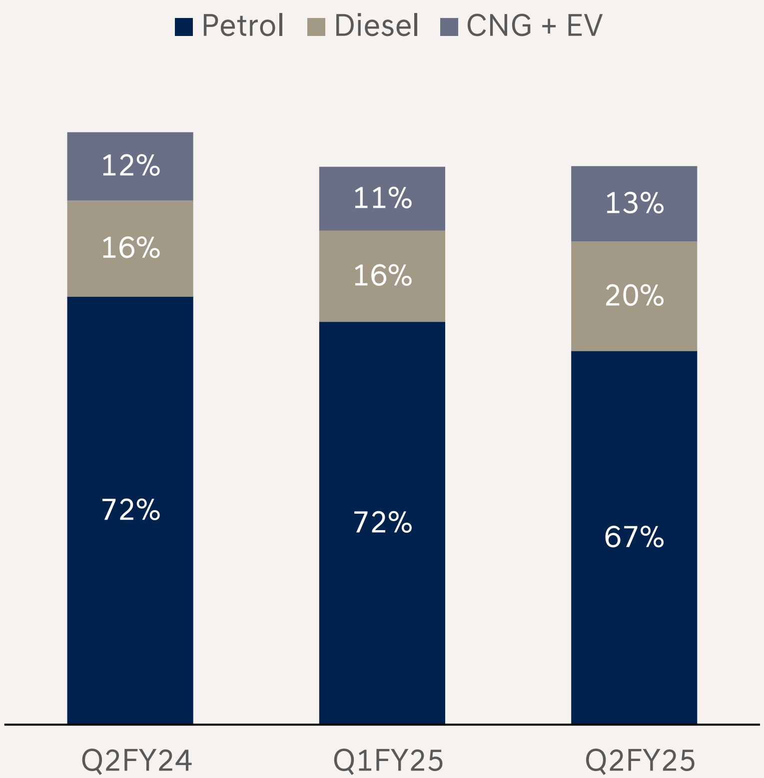


Domestic Volume Mix

Going stronger on Premiumisation with continuous growth in SUV contribution.
Steady growth in CNG volumes supported by dual-cylinder technology.



PT Mix

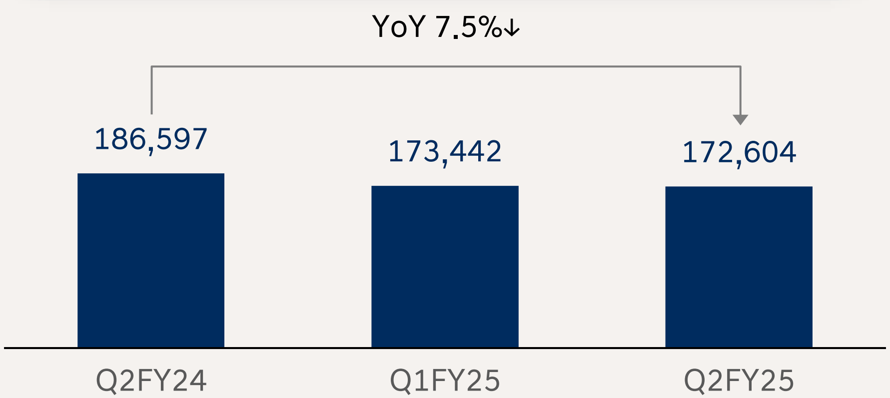


	Q2 FY24	Q1 FY25	Q2 FY25
EV Sales	651	117	**106**

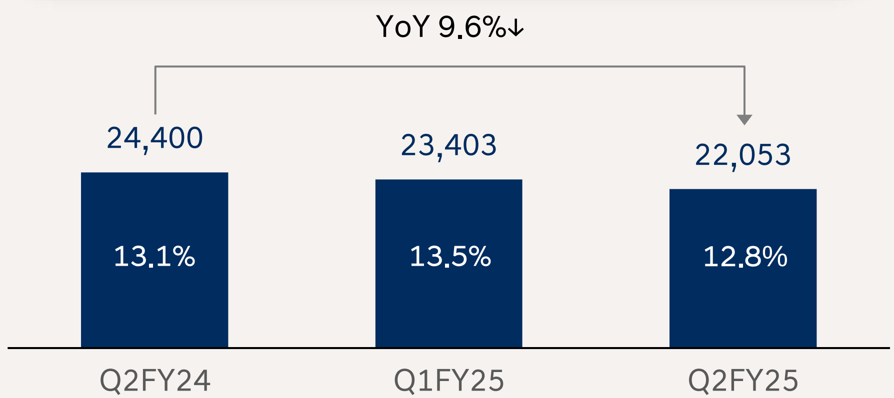
Financial Highlights

Red Sea crisis affected revenue and margins while operational & cost efficiencies provided some positive support

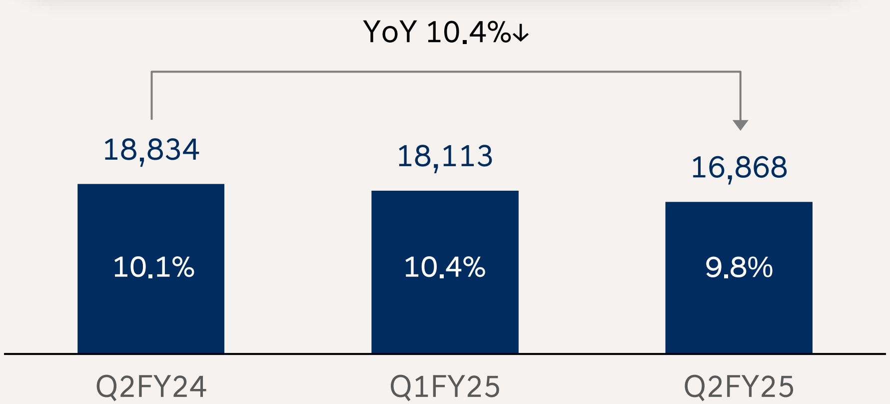
Revenue (₹Mn)



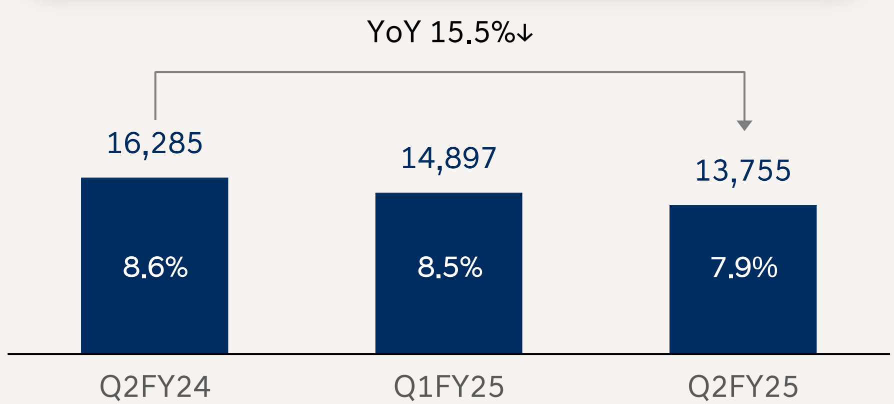
EBITDA (₹Mn)



EBIT (₹Mn)



PAT (₹Mn)

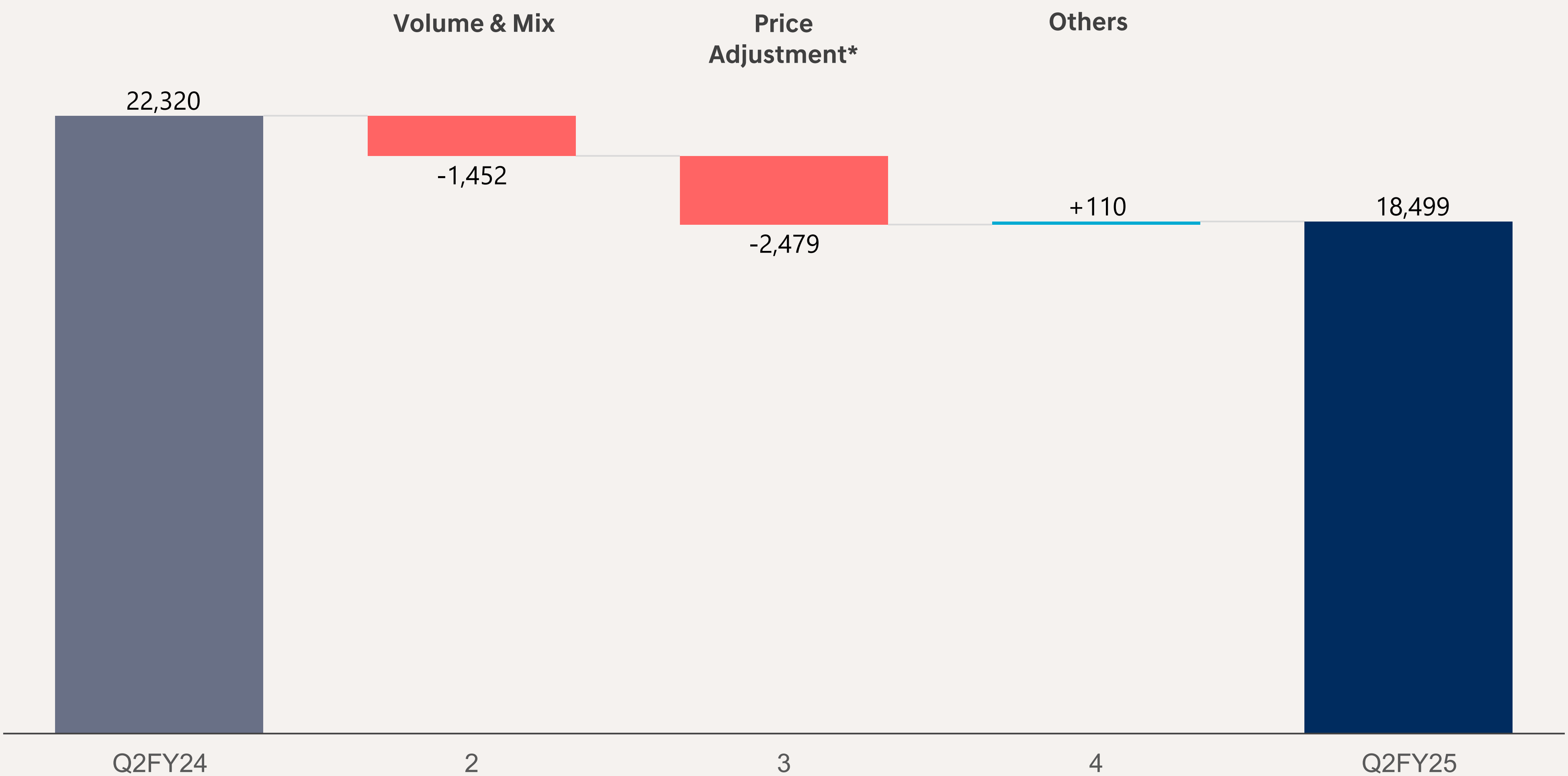


EBITDA & EBIT are calculated as % on Revenue from Operations whereas PAT is calculated as % on Total Income

Financial Highlights - PBT

Cost efficiency and favorable domestic mix helped to minimize impact of volume decline on profits

In ₹ Mn

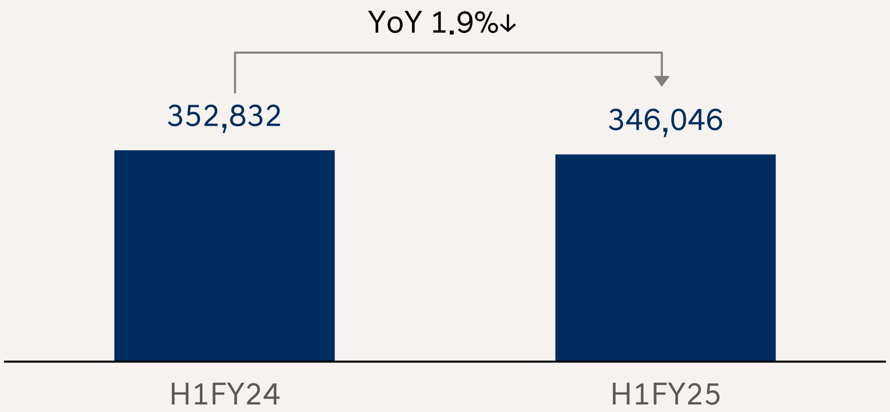


*Includes price increase and incentives

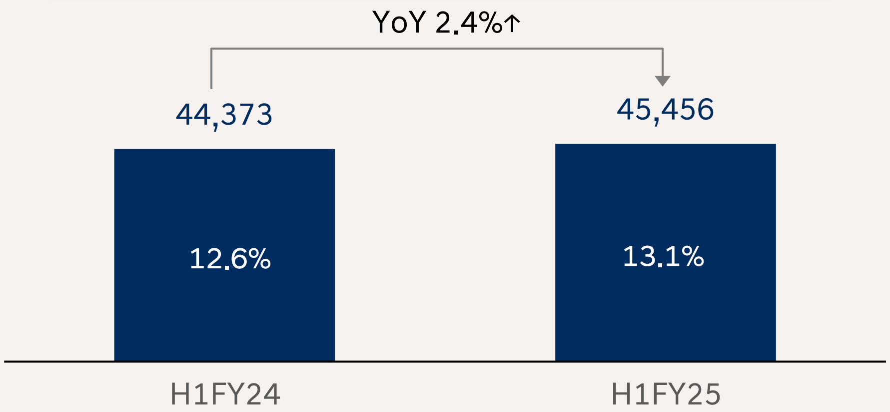
Financial Highlights - H1 FY25

Higher EBITDA & EBIT Margins in H1 FY25 despite challenges of Q2

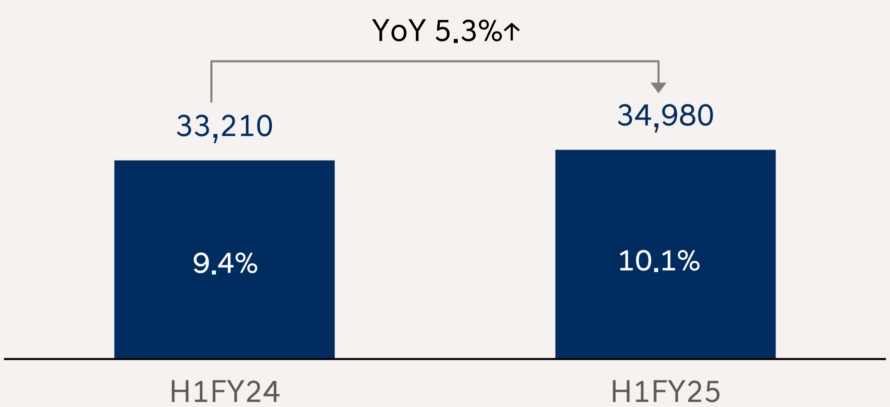
Revenue (₹Mn)



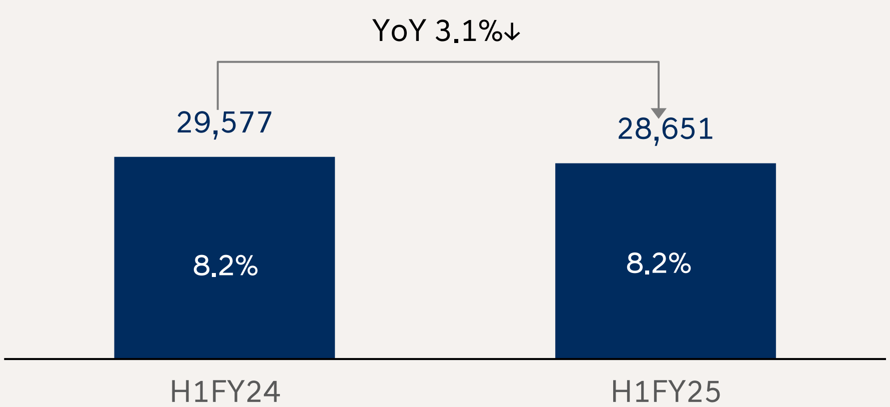
EBITDA (₹Mn)



EBIT (₹Mn)



PAT (₹Mn)

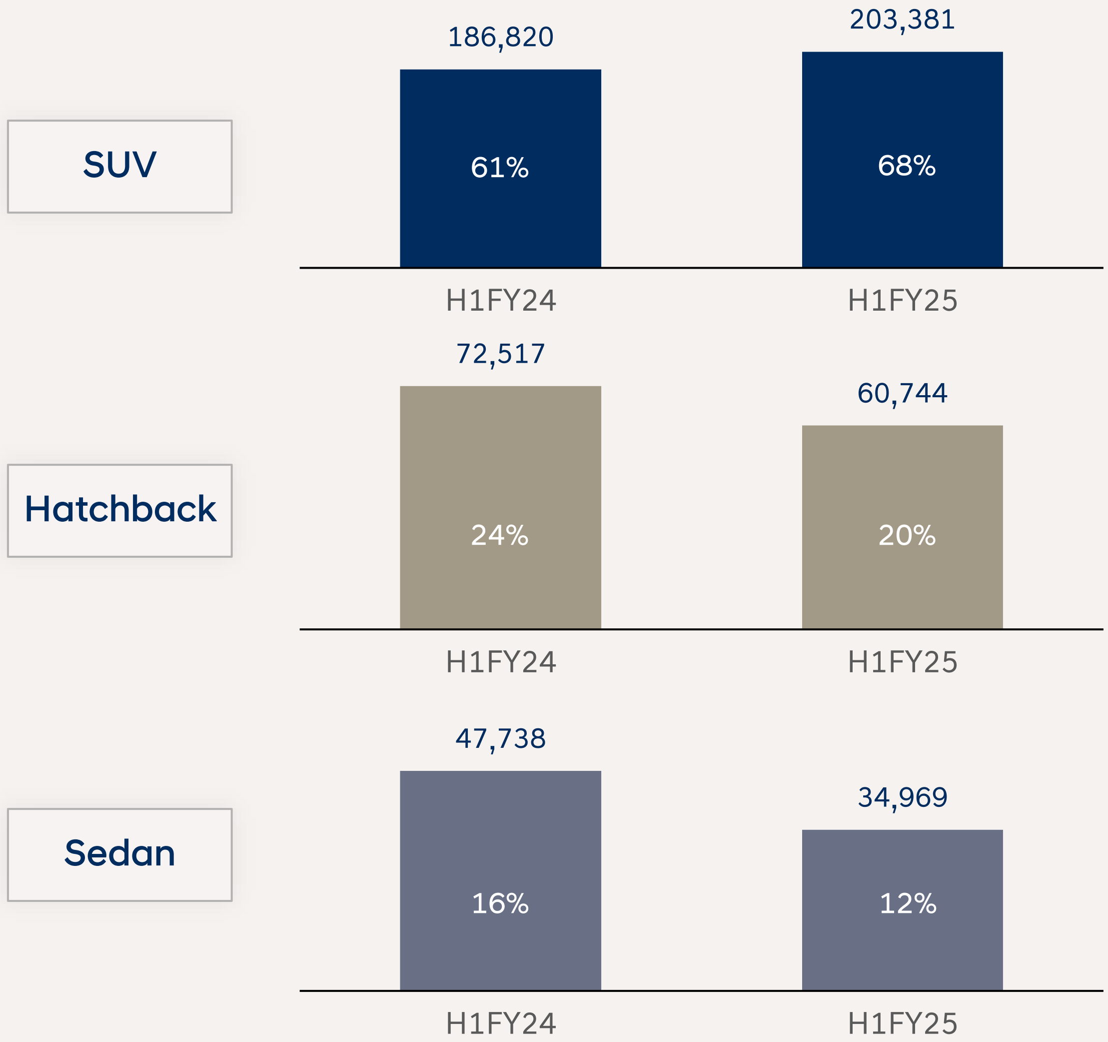


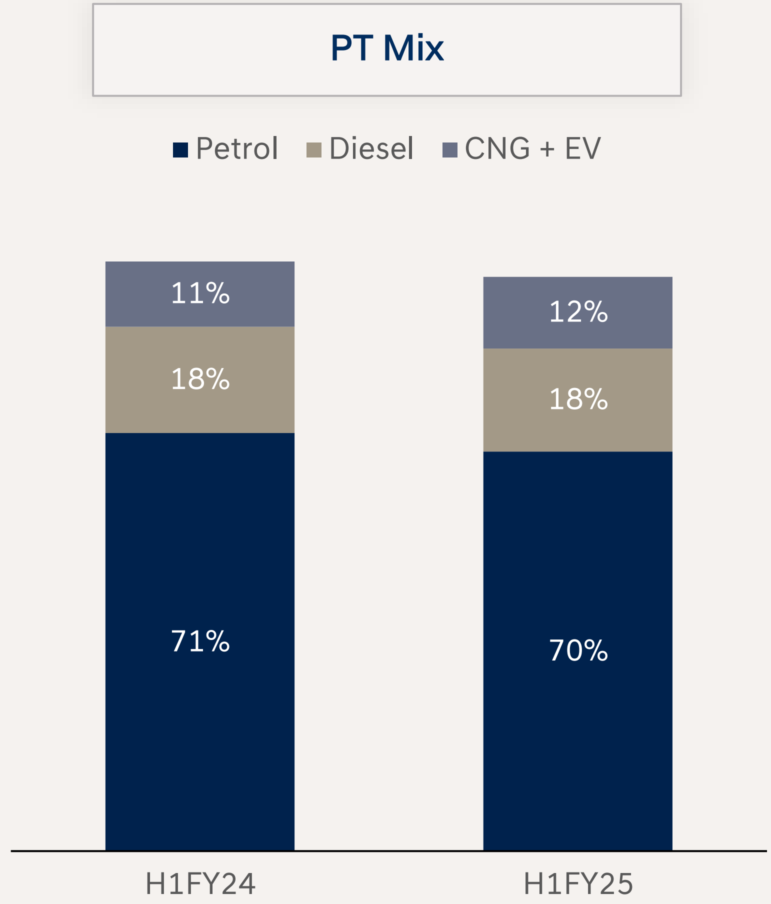
EBITDA & EBIT are calculated as % on Revenue from Operations whereas PAT is calculated as % on Total Income

Thank you

Annexure

Domestic Volume Mix - H1 FY25





	H1 FY24	H1 FY25
EV Sales	1,259	223

Key Ratios

Particulars	Q2 FY24	Q1 FY25	Q2 FY25	H1 FY24	H1 FY25
Material cost	74.8%	71.9%	72.5%	75.2%	72.2%
Employee expenses	2.6%	3.2%	3.2%	2.8%	3.2%
Depreciation	3.0%	3.0%	3.0%	3.2%	3.0%
Finance cost	0.2%	0.2%	0.2%	0.2%	0.2%
Other Expenses	9.5%	11.5%	11.5%	9.4%	11.5%
EBITDA %	13.1%	13.5%	12.8%	12.6%	13.1%
EBIT %	10.1%	10.4%	9.8%	9.4%	10.1%
PBT %	11.7%	11.4%	10.6%	11.2%	11.0%
PAT %	8.6%	8.5%	7.9%	8.2%	8.2%

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

Other Key Metrics

Particulars	Q2 FY24	Q1 FY25	Q2 FY25	FY22	FY23	FY24
Revenue from Operations (In ₹Mn)	186,597	173,442	**172,604**	473,784	603,076	698,291
Domestic %	74.3%	76.3%	**78.2%**	78.8%	76.6%	77.7%
Exports %	25.7%	23.7%	**21.8%**	21.2%	23.4%	22.3%
Net Worth (In ₹Mn)	183,525	121,487	**135,266**	168,563	200,548	106,657
ROCE %	10.8	13.7	**11.6**	20.4	28.7	62.9
Basic EPS (₹)	20.04	18.33	**16.93**	35.71	57.96	74.58
Diluted EPS (₹)	20.04	18.33	**16.93**	35.71	57.96	74.58
Total Sales Volume	209,777	192,055	**191,939**	610,760	720,565	777,876
Domestic	158,772	149,455	**149,639**	481,500	567,546	614,721
Exports	51,005	42,600	**42,300**	129,260	153,019	163,155