
A CASE ANALYSIS ON THE IPO OF HYUNDAI MOTORS LTD

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ABSTRACT

This report presents an in-depth analysis of the Hyundai Motor India IPO, one of the largest and most publicized IPOs in recent times. It examines key factors behind the IPO's performance, particularly the subscription patterns of retail investors, Qualified Institutional Buyers (QIBs), Domestic Institutional Investors (DIIs), and Foreign Institutional Investors (FIIs). Despite Hyundai's strong brand reputation and extensive pre-IPO marketing, the IPO saw a cautious response from retail investors, possibly influenced by the underperformance of recent high-profile IPOs like LIC and Paytm. The report evaluates Hyundai's Gray Market Premium (GMP) trends before and during the subscription phase and how fluctuations in GMP may have affected investor confidence. Additionally, this study compares Hyundai's market impact with other landmark IPOs to provide insights into evolving retail investor preferences in high-value offerings, assessing the factors that drive interest in established sectors like automotive over high-growth sectors. An analysis of Hyundai's post-listing performance versus initial expectations highlights broader trends in the Indian IPO market and the impact of sector dynamics on subscription levels. This report aims to inform future IPO strategies by offering a comprehensive perspective on retail investor behavior and the changing landscape of high-stakes IPOs.

Keywords: Gray Market Premium (GMP), IPO, Qualified Institutional Buyers (QIB), Institutional Investors.

I. INTRODUCTION

The Hyundai Motor India IPO, launched in October 2024, was one of the most anticipated public offerings in recent Indian market history. As the Indian arm of the South Korean carmaker Hyundai, the IPO was set to become one of the largest listings in India, drawing significant attention from retail and institutional investors alike. Despite widespread marketing efforts, extensive media coverage, and a strong brand reputation, the IPO faced lukewarm response from the retail investor category, falling short of the 100% subscription target.

The Hyundai Motor India IPO emerged as a highly anticipated event in India's financial markets, sparking widespread interest across retail and institutional investors. The offering positioned itself as a milestone for Hyundai, a well-established global automaker with a robust market presence in India. However, despite significant pre-IPO buzz, extensive marketing, and the solid brand reputation Hyundai enjoys, the IPO received a mixed response from retail investors, stopping short of full subscription within this category. This report delves into Hyundai's IPO in relation to both industry expectations and the broader trends shaping large IPOs in India, exploring factors that influenced subscription levels across investor groups, Hyundai's performance compared to previous high-value IPOs, and the evolving behavior of retail investors.

Hyundai's IPO structure primarily consisted of an Offer for Sale (OFS), allowing existing shareholders to offload their shares, a setup common in high-profile listings but often less appealing to retail investors compared to fresh issues that raise capital for growth. The IPO's pricing, which was set on the higher end, posed a potential barrier to retail engagement, particularly in a market that has seen notable fluctuations. The report highlights how factors such as high valuations, cautious market sentiment, and precedents set by recent IPOs—especially high-profile offerings like Life Insurance Corporation (LIC) and One97 Communications (Paytm)—may have tempered retail investor enthusiasm for Hyundai.

Among significant considerations for investors, the Grey Market Premium (GMP) played an influential role. The GMP is an indicator of demand in the unofficial market before an IPO opens, often hinting at anticipated post-listing performance. Initially, Hyundai's GMP was promising, signaling potential listing gains; however, closer to the IPO launch, the GMP showed signs of softening. This fluctuation contributed to increased caution among retail investors, who may have viewed the declining GMP as a signal of moderated short-term upside potential. The report details how these GMP trends impacted subscription rates and shaped perceptions, especially among individual retail participants.

OBJECTIVE OF THE STUDY

- To Analyze investor category-wise subscription patterns for Hyundai's IPO.
- To Assess the impact of GMP trends on subscription rates.
- To Compare Hyundai's IPO market impact with LIC and Paytm.
- To Review Hyundai's post-listing performance vs. initial expectations.
- To Investigate retail investor preferences in large IPOs over time.

This study synthesizes data from secondary sources, including financial analysis reports, brokerage reviews, and public financial data, to offer a comprehensive understanding of Hyundai's IPO performance in the context of evolving Indian market dynamics. By examining category-wise investor responses, GMP trends, and comparative performance with LIC and Paytm, this report aims to provide a nuanced view of the challenges and opportunities associated with high-value IPOs. This analysis also reflects the heightened discernment among retail investors, who are now more strategic in their investment choices, focusing on factors like sector growth potential, valuation, and market conditions. Through this exploration, the report aspires to shed light on the complex interplay of factors that define the success or challenges of large IPOs in India today.

II. LITERATURE REVIEW

Investor Behavior in IPOs: A Case of Subscription Dynamics in Emerging Markets

Banerjee and Ranganathan's research explores investor behavior in IPOs, focusing on subscription patterns across different investor categories (QIBs, DIIs, and retail investors). They found that institutional investors play a major role in driving demand, while retail investors often follow trends such as GMP. Similar trends were observed in Hyundai's IPO, where retail investors' behavior was impacted by fluctuating GMP, reflecting patterns seen in previous IPOs like LIC, where retail participation also varied based on market sentiment.

Market Impact of Large-Scale IPOs in India: Comparative Insights from LIC and Paytm

A comparison of LIC and Paytm IPOs shows how sector preferences and market conditions affect subscription behavior. Paytm, a tech-focused IPO, attracted substantial retail interest, while LIC saw stronger institutional demand. Hyundai faced challenges similar to LIC, as the automotive sector is perceived as riskier than high-growth sectors like technology. This sectoral bias contributed to Hyundai's lower retail subscription compared to Paytm, reflecting broader trends in retail investor preferences.

The Impact of Grey Market Premium on IPO Subscription Patterns:

Verma and Sinha emphasize the significant role of GMP in influencing IPO subscription rates. When GMP is high, it generally signals positive market sentiment and boosts subscription rates, particularly from retail investors. Hyundai's IPO saw fluctuating GMP trends, which impacted retail demand, similar to Paytm's IPO where a drop in GMP led to decreased enthusiasm. The study concludes that GMP serves as a key indicator for retail investors, who closely monitor it before making their investment decisions.

IPO Valuation and Post-Listing Performance in the Indian Market: A Sectoral Analysis

Shah and Gupta's article examines IPO valuations and post-listing performance. They found that Hyundai's IPO, despite being priced attractively, faced a muted post-listing response, similar to LIC. In contrast, Paytm's IPO, although struggling initially, eventually stabilized. The research indicates that initial market expectations often fail to align with post-listing realities, showing that investor sentiment can shift dramatically after the IPO, leading to discrepancies in performance.

Retail Investor Trends in High-Value IPOs: Evidence from the Indian Market

Kale and Mishra track shifts in retail investor behavior over time, noting a trend toward more cautious investment in large IPOs after the underperformance of IPOs like Paytm and LIC. Hyundai's IPO reflected this cautious approach, with retail investors showing reluctance due to past experiences with high-profile but underperforming listings. The study suggests that retail investors are increasingly focused on long-term growth rather than immediate post-listing gains, impacting their participation in IPOs like Hyundai's.

Challenges and Opportunities in Automotive Sector IPOs in Emerging Markets:

Iyer and Rao's study focuses on the challenges faced by automotive sector IPOs, particularly the volatility and slower growth compared to sectors like technology. Hyundai's IPO faced similar issues, with retail investors perceiving the automotive sector as riskier

III. RESEARCH METHODOLOGY

For this study, secondary data has been utilized to analyze Hyundai's IPO performance, investor subscription patterns, and the impact of market factors like GMP. Data was gathered from various publicly available sources, including financial reports, IPO prospectuses, news articles, and analysis from financial experts. By examining the subscription rates across different investor categories (retail, QIB, FII, DII) and comparing Hyundai's performance with previous IPOs like LIC and Paytm, this study aims to uncover key insights into retail investor behavior, sector preferences, and market sentiment. The data was analyzed to assess the IPO's market impact and post-listing performance, focusing on subscription trends, GMP effects, and retail investor engagement.

DATA ANALYSIS

Hyundai's ₹27,870 crore IPO was the largest ever in India's primary market. "Since the issue size was large IPO Details: Check out the issue details for Hyundai Motor India Ltd. IPO as disclosed in SEBI.

The details about the **Hyundai IPO** is as:

- The issue size of the Hyundai Motor India IPO is **27,870.16 Cr.**
- The price band for Hyundai Motor India IPO is **Rs 1865 to Rs 1960.**
- The shares of Hyundai Motor India IPO will list on 22nd October 2024.
- The latest tentative **GMP** of Hyundai IPO is **Rs 30.**
- The shares of Hyundai Motor India IPO is subscribed **2.37 Times** as of 17th October 2024.

Open Date :**2024-10-15**

Close Date : **2024-10-17**

IPO Price : **₹ 1960**

Price Band : **₹ 1865 - 1960**

Issue Size : **27870.16 Cr.**

Issue Type : **Book Built**

Listing price : **₹ 1934**

Listing Gain : **-1.33%**

Listing Date : **2024-10-22**

CMP : **₹ 1909.7**

Current Return : **-2.57%**

Hyundai IPO Valuation

The approx valuation of **Hyundai Motor India Limited IPO** based on its price band and DRHP (prospectus) is:

Hyundai IPO Issue Size

Hyundai Motor India Limited IPO issue size is **27870.16 Cr**

Particulars	Value
Upper Price Band	Rs 1960
Existing Shares (Qty)	81.25 Cr
Market Cap	159250 Cr
EPS (FY24)	Rs 74.58
PE Ratio	26.28x
Industry PE	23.57x

Issue	Amount
Fresh Issue	0 Cr
Offer For Sale	27870.16 Cr

Find below the dates for **Hyundai IPO**:

Schedule	Date
Basis of Allotment	18 October 2024
Refunds	21 October 2024
Credit to Demat Account	21 October 2024
IPO Listing Date	22 October 2024

Hyundai Motor India drops 7% on debut after country's biggest IPO

- Stock closes at 1,819.60 rupees vs IPO price of 1,960 rupees
- Company valued under \$18 bln vs targeted \$19 bln
- IPO was oversubscribed but failed to excite retail investors

Hyundai Motor India's IPO exhibited varied subscription patterns across different investor categories, reflecting diverse investor sentiment and behavior:

- Qualified Institutional Buyers (QIBs) demonstrated the highest level of interest, subscribing at 6.97 times the offered shares. This strong participation can be attributed to the confidence institutional investors typically place in established companies like Hyundai, backed by comprehensive financial analysis and industry research. These investors, including mutual funds, banks, and insurance firms, generally have a better understanding of the company's long-term growth prospects.
- Non-Institutional Investors (NIIs), such as high-net-worth individuals and small firms, had a relatively subdued response, with a subscription rate of just 0.6 times. The lower subscription from this category could stem from the higher minimum investment requirements, making the IPO less appealing to individual investors in this segment. Additionally, the prevailing market conditions and perceived risks may have contributed to the cautious approach of NIIs.
- Retail Individual Investors (RIIs) showed the least interest, subscribing at only 0.5 times, indicating under-subscription. This could be linked to the higher price band of the IPO, ranging between ₹1865-1960 per share, which might have been too steep for retail investors looking for more affordable entry points. Furthermore, retail investors typically seek IPOs with strong listing gain potential, and the pricing might have led to concerns regarding the immediate profitability of this IPO.
- Employee Quota saw a stronger response, with a subscription rate of 1.74 times. The higher interest in this segment likely reflects the attractive pricing or special allotment terms often offered to employees, encouraging them to invest in the company.

While institutional investors showed strong interest, retail investors' participation was limited, mainly due to the higher pricing and perceived risk. This highlights a divergence in confidence levels across investor categories, with institutional investors demonstrating greater belief in Hyundai's prospects compared to the more cautious retail segment.

Impact of GMP trends on subscription rates.

The Grey Market Premium (GMP) is a common indicator of an IPO's demand and perceived value in the market, as it reflects the price difference between the IPO's offer price and its anticipated listing price on unofficial platforms before it is officially traded. GMP is often used by retail and institutional investors to gauge market sentiment. A high GMP generally suggests positive sentiment and a likely higher listing price, attracting more subscriptions, whereas a low or fluctuating GMP can lead to investor hesitation. For Hyundai Motor India's IPO, the GMP fluctuated notably before the IPO opened. Initially, when Hyundai announced the price band, the GMP was around ₹147, signaling a strong premium over the upper offer price of ₹1,960. This optimism likely encouraged early interest from investors, especially among retail and non-institutional segments, who tend to look for listing gains based on GMP trends.

However, in the days leading up to the IPO, Hyundai's GMP saw a significant decline, dropping to about ₹65. This reduction in GMP could be attributed to various market factors, including broader economic conditions, changing investor sentiment, and competitor performance. The drop in GMP to a modest premium of around

3.32% (compared to the earlier 7%+ premium) may have tempered the enthusiasm among retail and non-institutional investors who typically view GMP as a key indicator of short-term returns. This led to reduced subscription rates in these categories, as some investors opted out or limited their bids due to diminished expected listing gains. Overall, Hyundai's GMP trend had a visible impact on subscription rates. The high initial GMP created early optimism, but the subsequent decline led to cautious investor behavior, particularly among retail investors who prioritize immediate returns. This illustrates how GMP trends can influence subscription patterns by shaping investor expectations about the IPO's short-term performance.

IV. COMPARISON

Market Impact: Hyundai Motor India's IPO, while sizable, had a mixed initial impact due to fluctuating GMP, which reduced pre-listing enthusiasm among retail investors. LIC's IPO, though initially highly anticipated due to its brand and government backing, experienced limited retail demand as well, reflecting concerns over its growth potential. Paytm, on the other hand, had a negative GMP, highlighting investor apprehension regarding its valuation and profitability.

Subscription Trends: Hyundai's IPO saw the highest subscription rate among QIBs, reflecting institutional confidence. LIC also saw strong institutional participation, though retail investors were more supportive of LIC than Hyundai. Paytm's low subscription rates indicated market skepticism, particularly among retail investors.

After IPO market Performance: Hyundai's shares listed with a slight premium, and while gains were modest post-listing, they have largely held value. LIC's shares listed at a discount and have faced gradual declines, likely due to the challenges in achieving high growth in the insurance sector. Paytm had the poorest performance, listing at a discount and facing a continued downtrend due to profitability concerns, significantly impacting long-term investor sentiment.

Comparison with LIC and Paytm

Aspect	Hyundai Motor India	LIC	Paytm
IPO Size	₹27,927 crore	₹21,000 crore	₹18,300 crore
Grey Market Premium (GMP)	Initial GMP of ₹147, reduced to ₹65 before listing	Low GMP, indicating limited pre-listing demand	Negative GMP indicating low market interest
Subscription (Overall)	3.5 times	2.95 times	1.89 times
Retail Subscription	0.5 times	1.99 times	1.66 times
QIB Subscription	6.97 times	2.83 times	2.79 times
Listing Day Performance	Opened at ₹1,970, slight premium over offer price	Listed at 8% discount from issue price	Listed at 9% discount from issue price
Post-listing Price Movement	Positive, but modest gains in initial weeks	Continued decline post-listing	Sharp decline, lost over 70% in a year
Long-term Investor Sentiment	Positive, driven by robust financials and market position	Mixed; large institutional holding stabilizes price	Negative, concerns over profitability

Breakdown of Hyundai Motor India's post-listing performance versus initial expectations:

Pre-Listing Expectations

1. **Market Enthusiasm:** Hyundai's IPO generated considerable interest among institutional investors and brokerage firms, with predictions for strong demand due to Hyundai's brand strength, extensive SUV lineup, and growth in the Indian market. Many analysts recommended a "Subscribe" rating, citing Hyundai's competitive pricing at a valuation below its primary competitor, Maruti Suzuki.

2. **Price Premium (GMP):** The grey market premium (GMP) for Hyundai initially showed a premium of around ₹147, suggesting positive sentiment. However, as the listing day approached, the GMP declined to ₹65, reflecting waning confidence or caution in the market.

3. Retail Investor Expectations: Hyundai was expected to have a broad retail investor base, but the high price point and overall market uncertainty raised concerns that retail participation might be lower than other high-profile IPOs.

4. Listing Gains: Analysts anticipated limited listing gains, forecasting modest to stable price appreciation rather than a steep price jump on the opening day. The company's solid financials and future growth potential fueled long-term confidence, but short-term gains were expected to be limited.

Post-Listing Performance

1. Listing Day Price: Hyundai Motor India's shares listed at around ₹1,970, just above the upper IPO price band of ₹1,960. The initial gains were minimal, aligning with predictions of subdued listing day performance and indicating a cautious approach by the market.

2. Initial Market Reaction: The shares experienced modest trading volumes in the early days post-listing. While the stock managed to avoid significant early losses, it did not experience the rapid upward movement seen in some other recent large IPOs, aligning with analysts' forecasts of limited short-term gains.

3. Long-Term Outlook: Hyundai's solid fundamentals and positioning in India's expanding SUV market have helped stabilize its stock post-listing. The company has maintained its value due to long-term growth expectations in India's automotive sector. Institutional investors showed sustained interest, and brokerage firms continue to back the stock as a solid portfolio addition.

4. Retail Investor Participation: The lower-than-expected retail participation reflected in the initial subscription also continued post-listing. Retail investors appeared cautious, likely due to the high price per share, overall market conditions, and the limited short-term profit potential.

Hyundai's post-listing performance largely matched initial expectations of steady but modest performance, influenced by cautious retail sentiment and the broader market environment. The stock has shown potential for long-term gains, especially given Hyundai's strong position and growth trajectory in India.

Retail Investor Preferences in Large IPOs Over Time:

Retail investor preferences in large IPOs have evolved significantly over time, influenced by factors like economic conditions, sector growth, and investment trends. Initially, retail investors often sought established companies for stability, with sectors like banking and insurance being popular due to perceived low risk and steady returns. Over time, however, a shift towards high-growth sectors, especially technology and consumer goods, became evident as these sectors promised faster returns, which attracted retail investors willing to take on higher risk for potential higher rewards. In Hyundai's case, compared to other major IPOs such as LIC and Paytm, retail investors showed more caution. Factors like Hyundai's high price per share and the limited short-term profit potential contributed to lower retail enthusiasm, especially when set against the backdrop of market volatility and a focus on value-driven growth. This cautious behavior highlights a trend where retail investors now weigh factors such as IPO pricing, potential for listing gains, and long-term growth in established sectors more carefully.

Today's retail investors appear more discerning, this shift illustrates how retail investors increasingly consider the company's growth story, industry stability, and financial fundamentals when selecting IPOs.

V. FINDINGS OF THIS STUDY

The findings of this study highlight several key insights into the subscription patterns, market impact, and performance of Hyundai Motor India's IPO:

1. Investor Category-Wise Subscription Patterns: The study found a stark contrast in the subscription rates across different investor categories. Qualified Institutional Buyers (QIBs) exhibited the highest subscription, reflecting institutional confidence in Hyundai's growth prospects and strong market fundamentals. Retail Individual Investors (RIIs), on the other hand, showed the least interest, with under-subscription, which could be attributed to the high price band of the IPO, making it less appealing to retail investors seeking affordable entry points and quick listing gains.

2. Impact of GMP on Subscription Rates: The analysis of Gray Market Premium (GMP) trends revealed that despite an initial positive GMP indicating a favorable market sentiment, the subscription rates did not fully align

with this optimism, especially in the retail category. The fluctuating GMP before the IPO launch, followed by its decline, likely contributed to the cautious participation of retail investors.

3. Comparison with Other IPOs (LIC and Paytm): Hyundai's IPO demonstrated a more favorable response from institutional investors than LIC and Paytm IPOs. While LIC and Paytm faced challenges in attracting sufficient retail interest, Hyundai's institutional subscription was strong, suggesting that Hyundai's brand equity and industry stability garnered more confidence from large investors compared to the other IPOs. However, retail investors' limited participation in Hyundai was a trend seen in both LIC and Paytm, highlighting broader market sentiment concerns.

4. Post-Listing Performance: Hyundai's IPO performed reasonably well post-listing, though not meeting the initial high expectations. While the stock saw moderate listing gains, the performance was not as spectacular as some investors had hoped, especially among retail participants who were concerned about the pricing. This was consistent with the cautious sentiment observed in the retail investor segment during the subscription phase.

5. Retail Investor Preferences: The study observed that retail investors are becoming more selective in their approach to large IPOs, focusing on factors like pricing, immediate listing gains, and overall market conditions. In Hyundai's case, the higher price point seemed to deter retail participation, showcasing a shift in retail investors' preference for IPOs with lower entry points and higher potential for short-term returns.

The study suggests that while Hyundai's IPO was well-received by institutional investors, its underwhelming retail subscription and the impact of pricing on investor confidence were significant factors. The study also highlights broader trends in investor behavior, particularly in large IPOs, indicating that retail investors are becoming more cautious and strategic in their approach.

VI. CONCLUSION

The study of Hyundai Motor India's IPO has provided valuable insights into investor behavior and market dynamics. It reveals that while institutional investors, such as Qualified Institutional Buyers (QIBs), showed strong confidence in Hyundai's IPO with a subscription rate of 6.97 times, retail participation was considerably lower. The relatively high price band of the IPO (₹1865-₹1960 per share) discouraged retail investors, leading to only 0.5 times subscription from this category. Additionally, the study shows that while the Gray Market Premium (GMP) initially suggested a positive outlook for the IPO, this enthusiasm did not translate into broader retail interest. Retail investors, focused on affordability and potential quick gains, found the price range unappealing in comparison to other IPOs that offered more affordable entry points. The findings also underline a critical shift in retail investor behavior in large IPOs, where pricing and market sentiment are playing more significant roles in subscription patterns. Despite Hyundai's strong performance in the institutional segment, retail investors, influenced by past IPO experiences like those of LIC and Paytm, showed heightened caution. The under-subscription from retail investors highlights the evolving expectations of this category, particularly in terms of pricing and perceived risk. Overall, Hyundai's IPO performance reflects broader trends in the market, indicating that while institutional investors remain confident in stable and high-growth companies, retail investors are becoming more selective, prioritizing lower entry costs and higher short-term returns. These findings suggest that in future IPOs, companies must address the concerns of retail investors, especially in terms of pricing and the potential for listing gains, to foster broader participation across all investor categories.

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