



Hyundai Motor Company Q2 2023 Business Results

July 26, 2023



Cautionary Statement with Respect to Forward-Looking Statements

In the presentation that follows and in related comments by Hyundai Motor's management, our use of the words "expect," "anticipate," "project," "estimate," "forecast," "objective," "plan," "goal," "outlook," "target," "pursue" and similar expressions is intended to identify forward looking statements.

The financial data discussed herein are presented on a preliminary basis before the audit from our Independent Auditor; final data will be included in HMC's Independent auditor's report. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors. Such factors include, among others, the following : changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

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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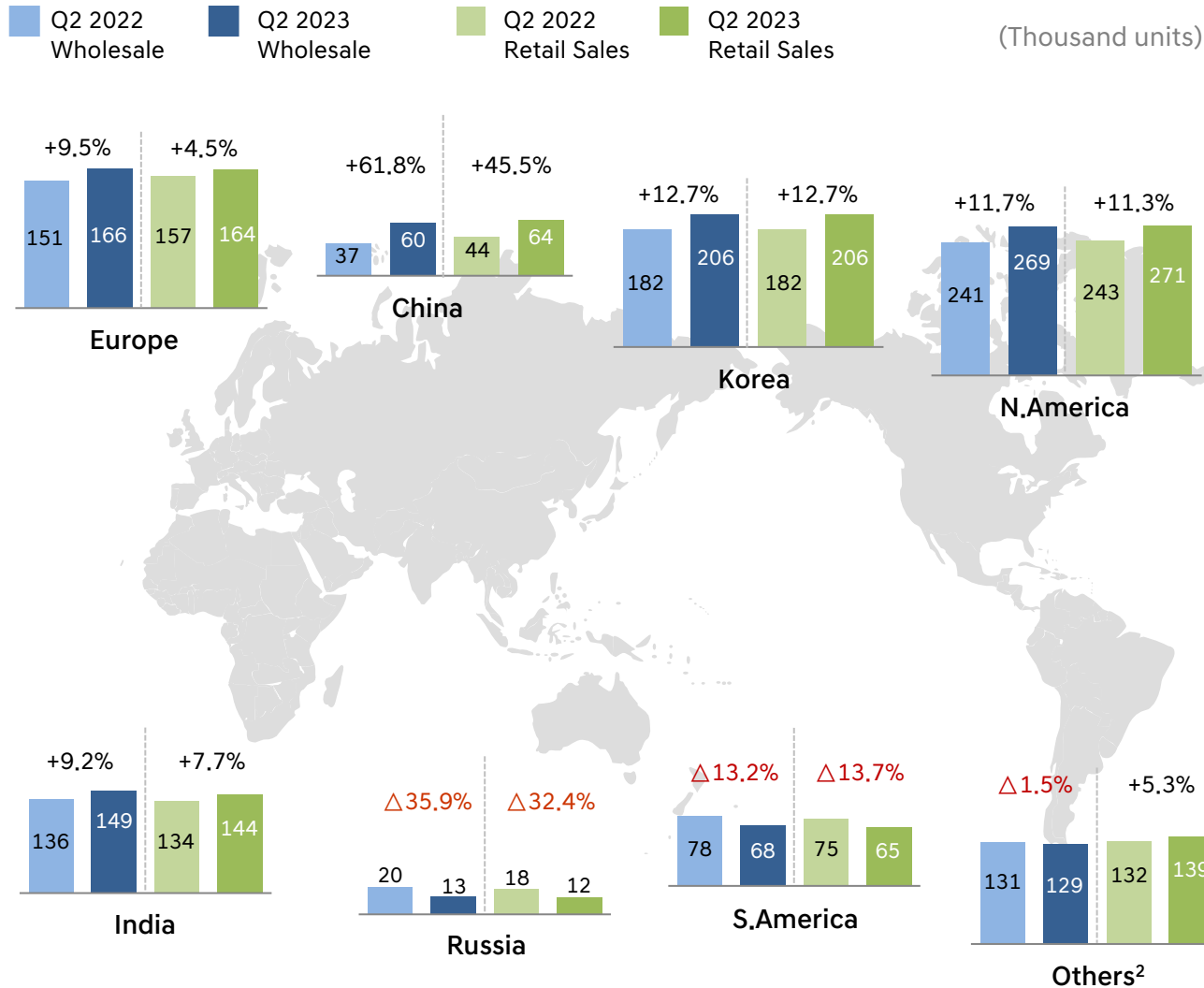
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Sales Summary

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Global Wholesale / Retail Sales

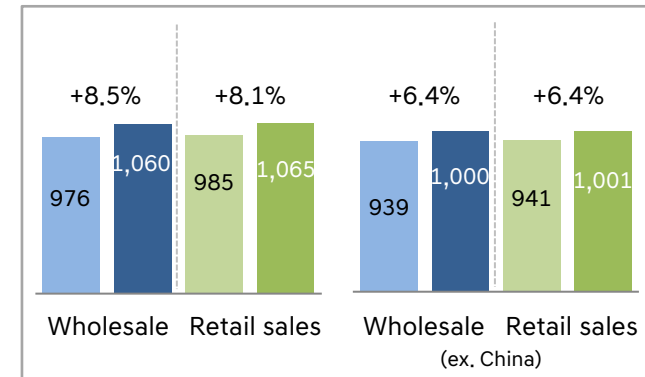


Global Demand¹

(Thousand units)

	Q2 2022	Q2 2023	YoY
Korea	437	465	+6.6%
US	3,527	4,120	+16.8%
Europe ³	3,488	4,149	+19.0%
China	4,486	5,253	+17.1%
India	916	1,002	+9.4%
Global	17,741	20,305	+14.5%

HMC Global Sales⁴



¹ US and Europe are based on retail sales, China ex-Factory, India Wholesale

² AMEA, Asia-Pacific, Other regions, CV(ex. Korea, China CV)

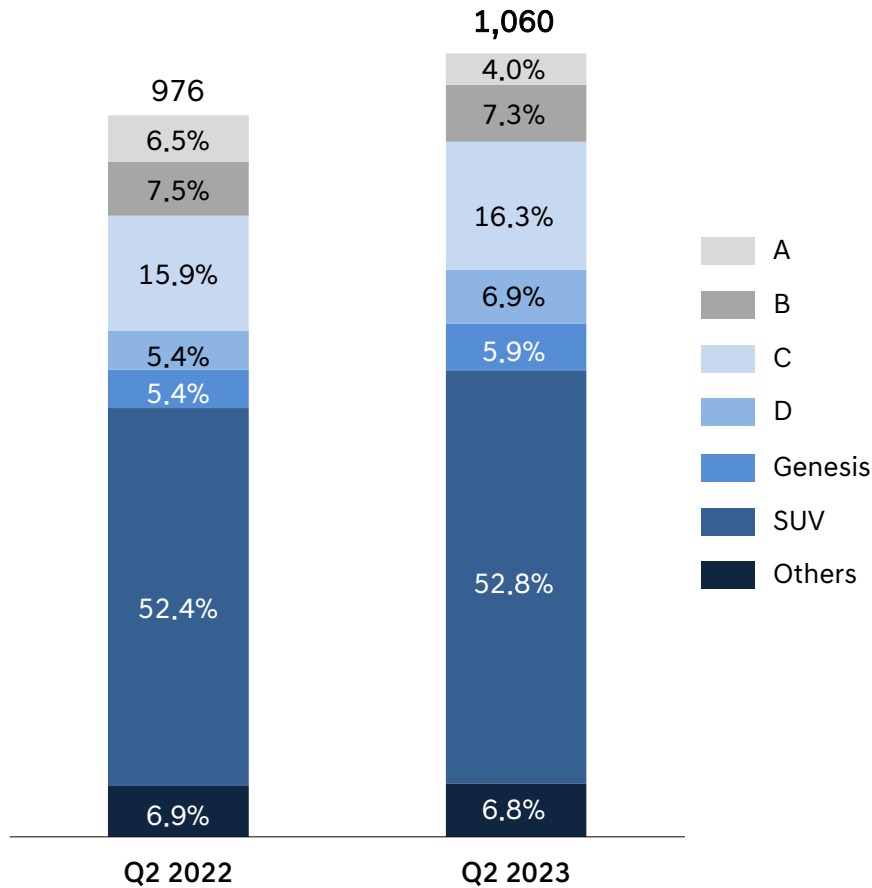
³ Europe excluding CV

⁴ Wholesales including CV

Sales Analysis

Sales by Segment

(Thousand units)

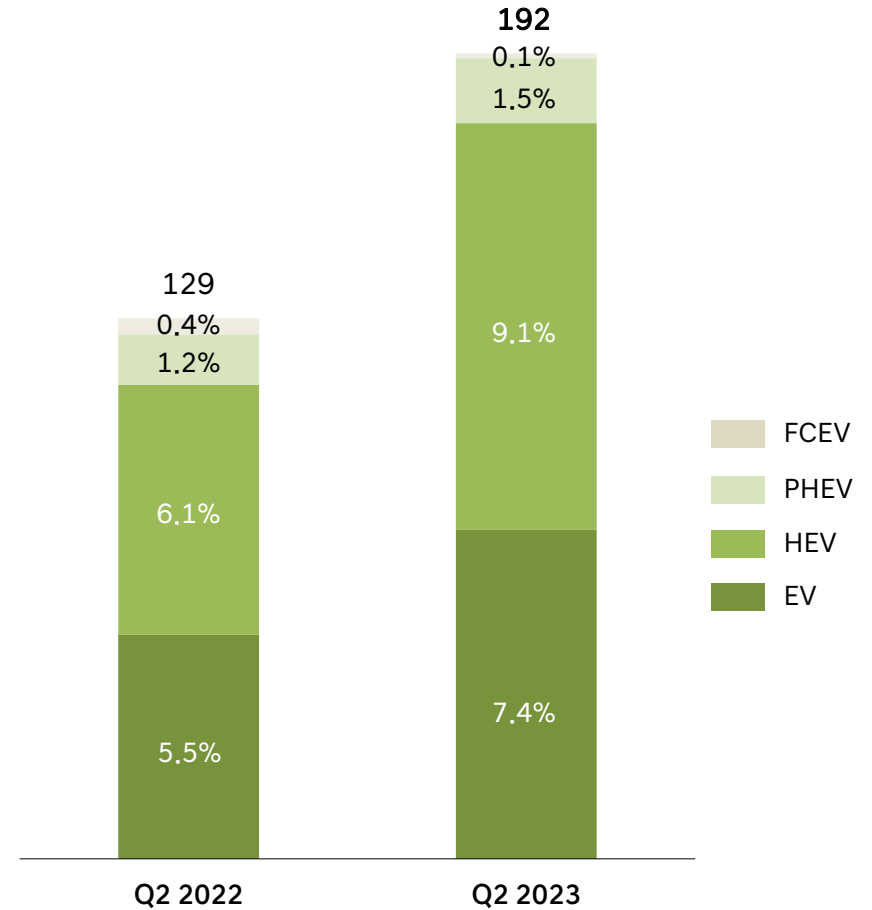


※ Based on wholesale

※ GV60, GV70, GV80 are included in Genesis, when included in SUV, the portion is 56.1%

Sales of Eco-Friendly Vehicles

(Thousand units)



※ Based on wholesale

※ Portion compared to total sales

Financial Summary

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Financial Summary

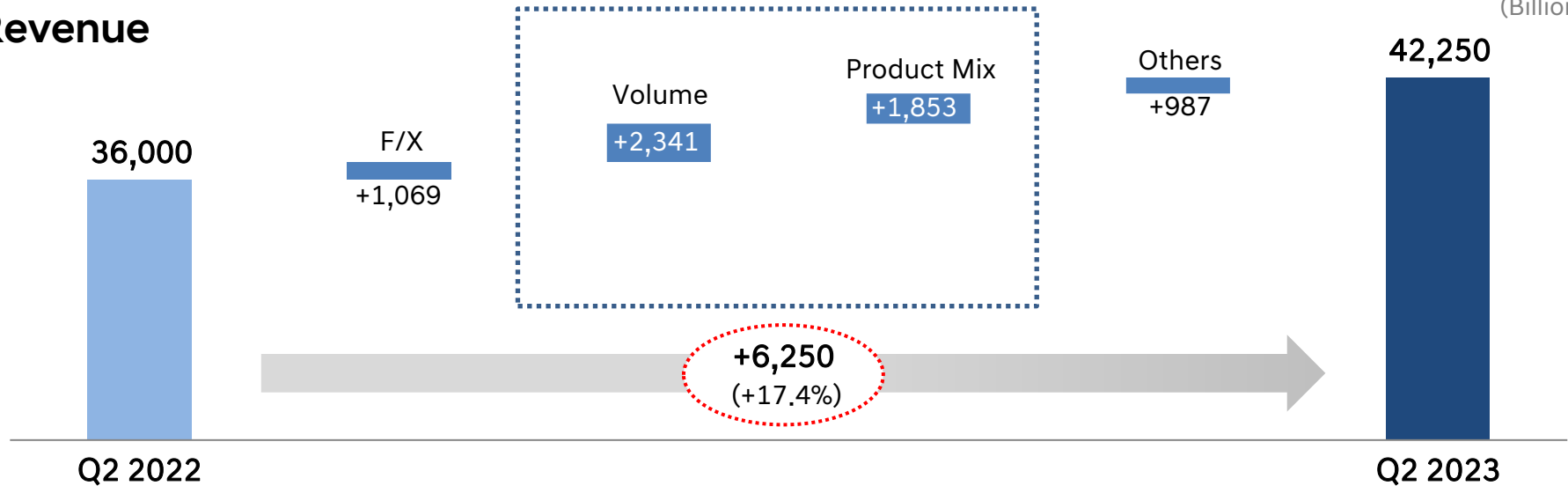
(Billion KRW)

	Q2 2022	Q1 2023	Q2 2023	YoY	QoQ
Revenue	36,000	37,779	42,250	17.4%	11.8%
Automotive	28,504	30,646	33,766	18.5%	10.2%
Finance	5,448	5,089	5,748	5.5%	12.9%
Others	2,048	2,044	2,736	33.6%	33.9%
SG&A	4,420	4,129	4,655	5.3%	12.7%
Operating Income	2,980	3,593	4,238	42.2%	18.0%
Automotive	2,497	2,846	3,839	53.7%	34.9%
Finance	609	368	425	-30.2%	15.5%
Others	127	171	340	167.7%	98.8%
Adjustment	△253	208	△366	-	-
Income before Tax	3,889	4,591	4,834	24.3%	5.3%
Net Income	3,085	3,419	3,347	8.5%	△2.1%

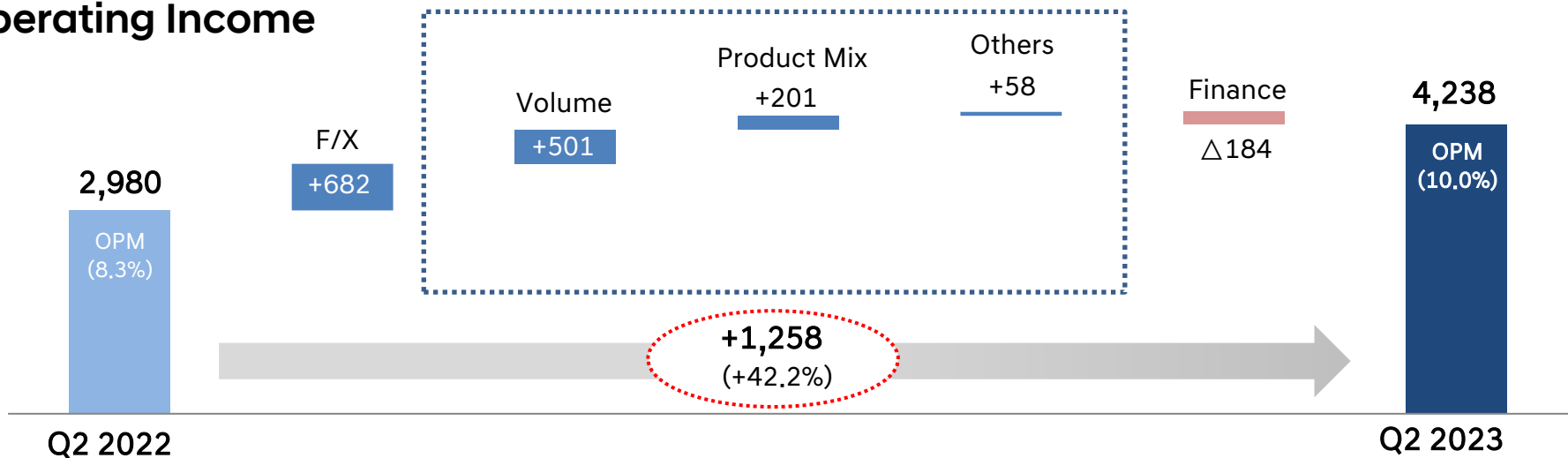
Revenue & Operating Income Analysis

Revenue

(Billion KRW)



Operating Income

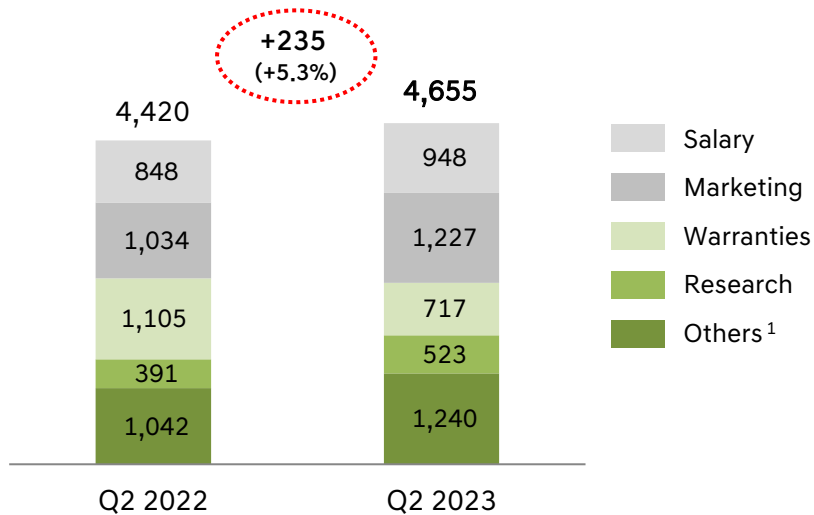


Status of Income

COGS Ratio

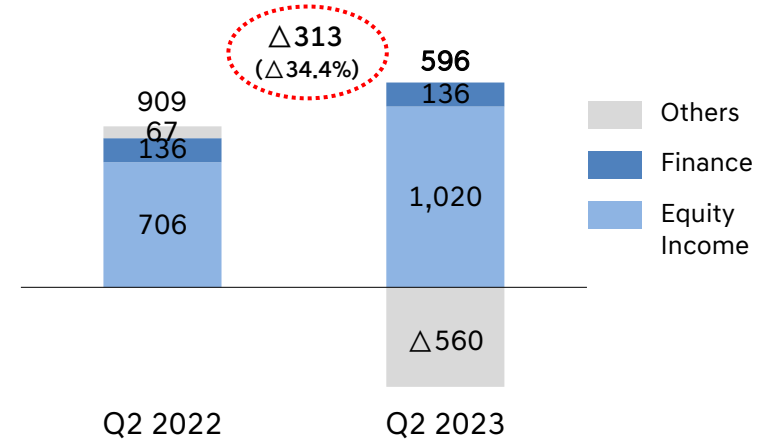


SG&A

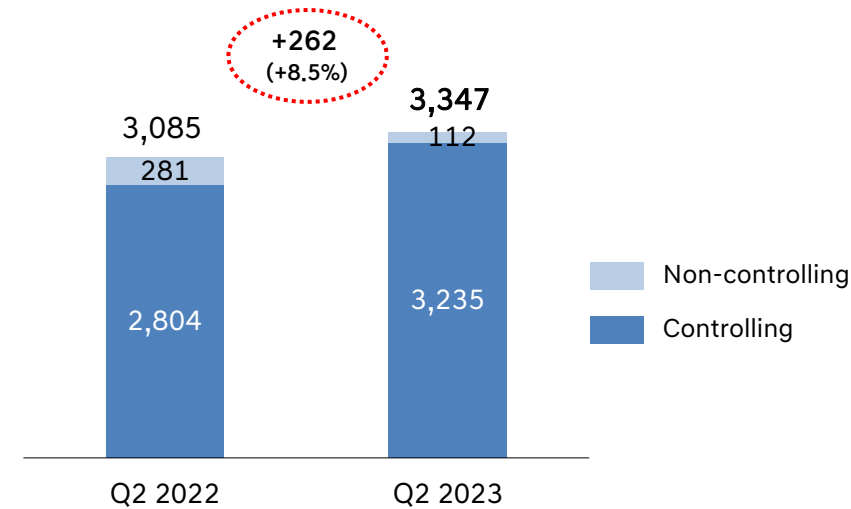


¹ Commission Fees, depreciation, etc.

Non-operating Income



Net Income



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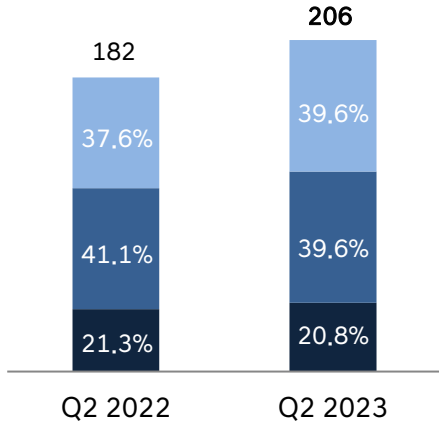
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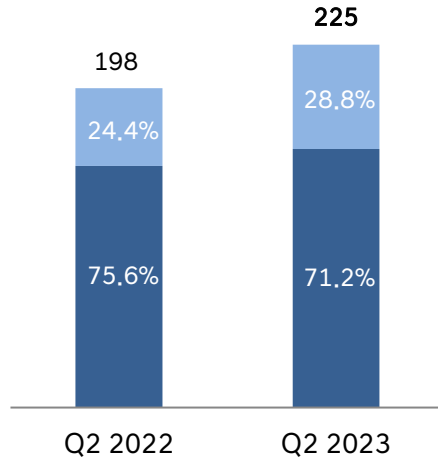
Sales by Region

Korea

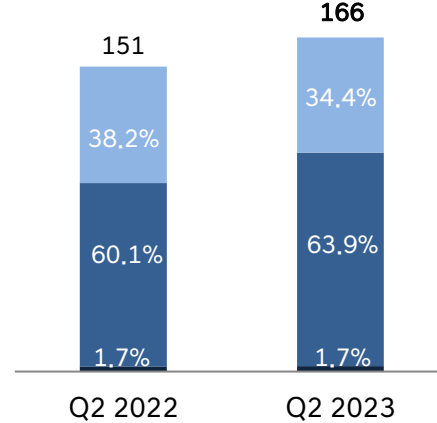
Sales by type



US

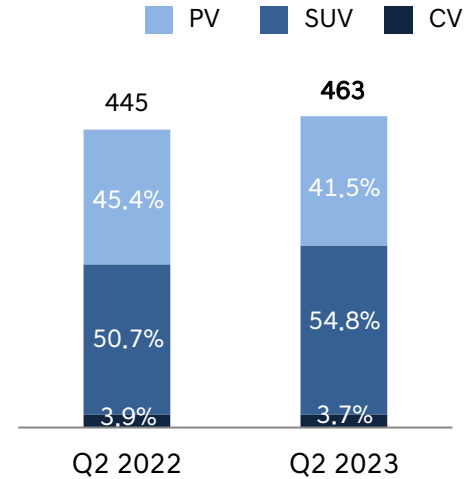


Europe

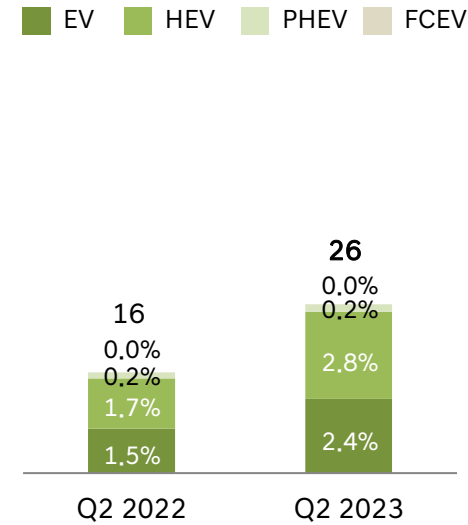
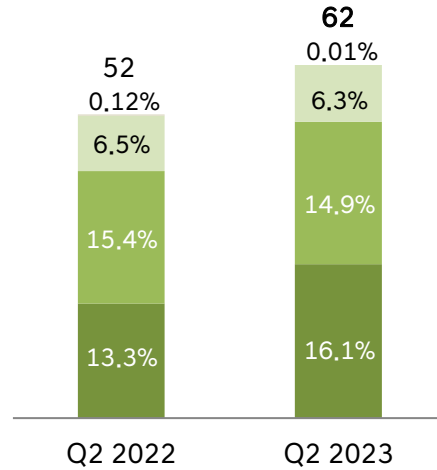
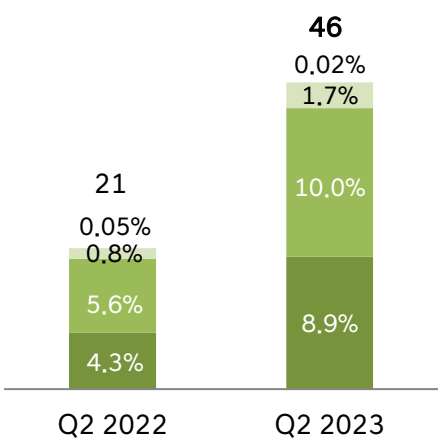
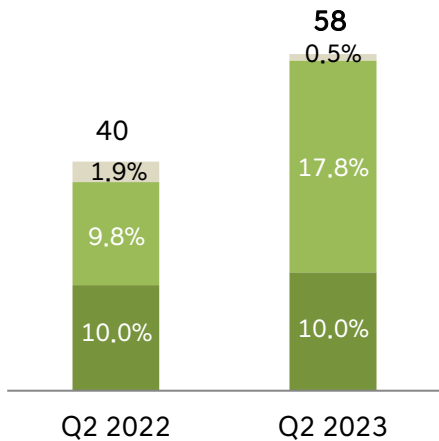


Others

(Thousand units)



Sales of Eco-Friendly Vehicles



※ Based on wholesale / Portion compared to total sales by region
 ※ Others : N.America(ex. us), China, India, Russia, S.America, Other regions

Statement of Income

(Billion KRW)	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	YoY	QoQ
Revenue	36,000	37,705	38,524	37,779	42,250	+17.4%	+11.8%
Cost of Good Sold	28,600	30,348	30,737	30,057	33,357	+16.6%	+11.0%
Gross Profit	7,400	7,357	7,787	7,722	8,893	+20.2%	+15.2%
Margin (%)	20.6	19.5	20.2	20.4	21.0		
SG&A	4,420	5,805	4,428	4,129	4,655	+5.3%	+12.7%
Portion (%)	12.3	15.4	11.5	10.9	11.0		
Operating Income	2,980	1,552	3,359	3,593	4,238	+42.2%	+18.0%
Margin (%)	8.3	4.1	8.7	9.5	10.0		
Income before Tax	3,889	2,042	2,739	4,591	4,834	+24.3%	+5.3%
Margin (%)	10.8	5.4	7.1	12.2	11.4		
Tax	804	631	1,029	1,172	1,487		
Net Income	3,085	1,411	1,710	3,419	3,347	+8.5%	△2.1%
Margin (%)	8.6	3.7	4.4	9.1	7.9		
D&A¹	1,247	1,208	1,424	1,276	1,247		
EBITDA	4,227	2,760	4,784	4,869	5,485		

¹ Including lease amortization under IFRS 16

Statement of Financial Position

(Billion KRW)	Q4 2022	Q2 2023	Diff.	% change
Asset	255,743	271,325	+15,582	+6.1%
Current Asset ^(a)	96,389	101,258	+4,869	+5.1%
Liabilities^(b)	164,846	173,894	+9,048	+5.5%
Current Liability ^(c)	74,237	75,685	+1,448	+2.0%
Debt ^(d)	112,186	119,744	+7,558	+6.7%
Provision	12,431	12,290	△141	△1.1%
Equity^(e)	90,897	97,431	+6,534	+7.2%
Capital Stock	1,489	1,489	-	-
Capital Surplus	4,241	4,289	+48	+1.1%
Retained Earnings	79,954	84,385	+4,431	+5.5%
Current Ratio ^(a/c)	129.8%	133.8%		
Liability to Equity ^(b/e)	181.4%	178.5%		
Debt to Equity ^(d/e)	123.4%	122.9%		

Statement of Cash Flows

(Billion KRW)	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
Beginning	14,151	16,129	19,585	20,865	22,369
Net Income	3,085	1,412	1,710	3,419	3,347
Depreciation	792	755	870	803	823
Amortization	451	443	540	448	416
Acquisition of Tangible	△669	△766	△1,405	△1,478	△1,497
Acquisition of Intangible	△337	△312	△781	△301	△302
Dividends paid	△1,043	△312	-	△0	△1,712
Others	△301	2,236	345	△1,387	△2,666
Ending	16,129	19,585	20,865	22,369	20,778

Thank you

Q&A
