

□ 2016 October Hyundai Motor Sales Results

Segment	2016 October			2015 October	2016 September	'16 YTD			'15 YTD
		YoY (%)	MoM (%)				YoY (%)	YoY (%)	
Accent	824	-46.6%	19.9%	1,543	687	11,215	-19.4%	13,921	
Veloster	47	-45.3%	88.0%	86	25	577	-49.3%	1,139	
Avante	7,943	-38.1%	54.7%	12,838	5,135	78,253	1.8%	76,849	
Ioniq	725	#DIV/0!	88.8%	-	384	8,056	#DIV/0!	-	
i30	648	281.2%	276.7%	170	172	1,884	-29.7%	2,681	
Sonata	5,604	-46.6%	-8.2%	10,487	6,106	69,039	-19.2%	85,432	
i40	68	-52.1%	-19.0%	142	84	1,194	-29.3%	1,690	
Grandeur	3,527	-48.4%	7.9%	6,834	3,268	43,502	-35.8%	67,802	
Alsan	240	-36.0%	144.9%	375	98	1,604	-78.5%	7,463	
Genesis	-	-100.0%	#DIV/0!	3,248	-	-	-100.0%	30,294	
Genesis Coupe	-	-100.0%	#DIV/0!	17	-	65	-69.0%	210	
Equus	-	-100.0%	#DIV/0!	335	-	42	-99.0%	4,412	
PC sub total	19,626	-45.6%	23.0%	36,075	15,959	215,431	-26.2%	291,893	
Tucson	4,127	-26.0%	10.9%	5,574	3,720	46,994	1.8%	46,155	
Santa fe	4,027	-54.2%	-46.0%	8,787	7,451	62,935	-12.4%	71,860	
Vera Cruz	-	-100.0%	#DIV/0!	314	-	-	-100.0%	2,935	
Max Cruz	563	-65.2%	0.9%	1,617	558	8,069	6.6%	7,571	
RV sub total	8,717	-46.5%	-25.7%	16,292	11,729	117,998	-8.2%	128,521	
Starex	3,447	-9.3%	31.4%	3,802	2,623	37,505	-7.9%	40,711	
Porter	6,679	-25.6%	50.6%	8,978	4,434	78,115	-5.7%	82,807	
LCV sub total	10,126	-20.8%	43.5%	12,780	7,057	115,620	-6.4%	123,518	
Bus	554	-24.0%	29.7%	729	427	6,288	-11.9%	7,139	
Truck	2,322	20.2%	22.2%	1,931	1,900	19,491	23.2%	15,824	
HCV sub total	2,876	8.1%	23.6%	2,660	2,327	25,779	12.3%	22,963	
DH / G80	4,876	#DIV/0!	39.3%	-	3,500	33,656	#DIV/0!	-	
EQ900	965	#DIV/0!	-1.1%	-	976	21,365	#DIV/0!	-	
Genesis Total	5,841	#DIV/0!	30.5%	-	4,476	55,021	#DIV/0!	-	
Korea Total	47,186	-30.4%	13.6%	67,807	41,548	529,849	-6.5%	566,895	
Korea Plant	90,906	-8.3%	61.4%	99,172	56,315	788,637	-17.0%	949,852	
Overseas Plant	273,407	-6.0%	-5.5%	290,792	289,439	2,572,339	3.7%	2,479,616	
US (HMMA)	31,200	-12.2%	-11.9%	35,516	35,405	332,171	5.0%	316,484	
China (BHMC)	90,000	-10.1%	-13.6%	100,069	104,190	869,000	5.4%	824,712	
India (HMI)	63,552	3.0%	7.3%	61,701	59,211	546,977	4.9%	521,476	
Czech (HMMC)	30,703	-8.4%	-8.4%	33,529	33,515	299,971	6.5%	281,663	
Turkey (HAOS)	20,200	-4.0%	10.4%	21,045	18,300	187,065	2.1%	183,272	
Russia (HMMR)	20,000	-9.6%	-5.7%	22,128	21,200	171,000	-8.1%	186,119	
Brazil (HMB)	14,430	8.3%	-3.5%	13,320	14,954	130,586	-6.7%	139,944	
China (CHMC)	2,602	-13.4%	12.6%	3,006	2,311	32,248	43.0%	22,555	
Others	720		104.0%	478	353	3,321		3,391	
Overseas Total	364,313	-6.6%	5.4%	389,964	345,754	3,360,976	-2.0%	3,429,468	
Grand Total	411,499	-10.1%	6.2%	457,771	387,302	3,890,825	-2.6%	3,996,363	

CKD	5,378	13%	49%	4,752	3,620	45,720	-29%	64,362
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※ Domestic HEV sales

Segment	2016 October			2015 October	2016 September	'16 YTD			'15 YTD
		YoY (%)	MoM (%)				YoY (%)	YoY (%)	
Grandeur (Total)	3,527	-48.4%	7.9%	6,834	3,268	43,502	-35.8%	67,802	
(HEV)	367	-55.5%	68.3%	824	218	5,964	-27.0%	8,173	
Sonata (Total)	5,604	-46.6%	-8.2%	10,487	6,106	69,039	-19.2%	85,432	
(HEV)	425	-35.9%	9.3%	663	389	6,039	-36.9%	9,574	
Ioniq (Total)	725	#DIV/0!	88.8%	-	384	8,056	#DIV/0!	-	
(HEV)	349	#DIV/0!	53.1%	-	228	6,576	#DIV/0!	-	
Total (Sonata+Avante)	1,141	-23.3%	36.6%	1,487	835	18,579	4.7%	17,747	