

□ 2017 October Hyundai Motor Sales Results

Segment	2017 October	YoY (%)	MoM (%)	2016 October	2017 September	'17 YTD	YoY (%)	'16 YTD
Veloster	21	-55.3%	40.0%	47	15	135	-76.6%	577
Avante	6,190	-22.1%	-12.5%	7,943	7,078	69,830	-10.8%	78,253
Ioniq	989	36.4%	-20.9%	725	1,250	9,852	22.3%	8,056
i30	311	-52.0%	-27.5%	648	429	3,917	107.9%	1,884
Sonata	7,355	31.2%	14.5%	5,604	6,424	68,925	-0.2%	69,039
i40	44	-35.3%	69.2%	68	26	277	-76.8%	1,194
Grandeur	8,573	143.1%	-24.0%	3,527	11,283	112,819	159.3%	43,502
Alsan	24	-90.0%	0.0%	240	24	399	-75.1%	1,604
Genesis Coupe	-			-	-	-	-100.0%	65
Equus	-			-	-	-	-100.0%	42
PC sub total	24,051	22.5%	-11.3%	19,626	27,108	271,986	26.3%	215,431
Kona	3,819		-29.1%	-	5,386	16,580		-
Tucson	3,444	-16.5%	-23.8%	4,127	4,519	37,919	-19.3%	46,994
Santa fe	3,861	-4.1%	6.7%	4,027	3,619	42,997	-31.7%	62,935
Max Cruz	468	-16.9%	-20.0%	563	585	6,309	-21.8%	8,069
RV sub total	11,592	33.0%	-17.8%	8,717	14,109	103,805	-12.0%	117,998
Starex	3,119	-9.5%	-20.9%	3,447	3,945	38,551	2.8%	37,505
Porter	7,746	16.0%	3.9%	6,679	7,458	84,670	8.4%	78,115
LCV sub total	10,865	7.3%	-4.7%	10,126	11,403	123,221	6.6%	115,620
Bus	645	16.4%	-13.3%	554	744	7,468	18.8%	6,288
Truck	1,596	-31.3%	-22.4%	2,322	2,056	20,394	4.6%	19,491
HCV sub total	2,241	-22.1%	-20.0%	2,876	2,800	27,862	8.1%	25,779
G70	958		148.2%	-	386	1,344		-
DH / G80	2,531	-48.1%	-11.4%	4,876	2,857	32,912	-2.2%	33,656
EQ900	774	-19.8%	-26.4%	965	1,051	10,553	-50.6%	21,365
Genesis Total	4,263	-27.0%	-0.7%	5,841	4,294	44,809	-18.6%	55,021
Korea Total	53,012	12.3%	-11.2%	47,186	59,714	571,683	7.9%	529,849
Korea Plant	74,999	-16.0%	-8.6%	89,326	82,080	814,610	3.5%	787,057
Overseas Plant	266,067	-3.4%	1.5%	275,291	262,017	2,287,201	-11.1%	2,574,221
US (HMMA)	26,000	-18.4%	9.5%	31,846	23,736	291,486	-12.4%	332,817
China (BHMC)	80,016	-11.1%	-5.9%	90,000	85,040	569,356	-34.5%	869,000
India (HMI)	62,100	-3.5%	-0.3%	64,372	62,285	557,273	1.7%	547,797
Czech (HMMC)	34,000	9.3%	11.1%	31,114	30,615	299,197	-0.4%	300,380
Turkey (HAOS)	20,000	-1.0%	8.7%	20,202	18,400	188,300	0.7%	187,067
Russia (HMMR)	23,000	15.0%	9.5%	20,000	21,000	191,803	12.2%	171,000
Brazil (HMB)	16,662	15.4%	2.9%	14,435	16,188	149,253	14.3%	130,591
China (CHMC)	1,500	-42.4%	0.0%	2,602	1,500	26,160	-18.9%	32,248
Others	2,789	287.4%	-14.3%	720	3,253	14,373		3,321
Overseas Total	341,066	-6.5%	-0.9%	364,617	344,097	3,101,811	-7.7%	3,361,278
Grand Total	394,078	-4.3%	-2.4%	411,803	403,811	3,673,494	-5.6%	3,891,127

CKD	4,140	-23%	53%	5,378	2,700	43,774	-4%	45,720
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※ Domestic HEV sales

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Grandeur (Total)	8,573	143.1%	-24.0%	3,527	11,283	112,819	159.3%	43,502
(HEV)	2,227	506.8%	-4.6%	367	2,334	14,303	139.8%	5,964
Sonata (Total)	7,355	31.2%	14.5%	5,604	6,424	68,925	-0.2%	69,039
(HEV)	316	-25.6%	-28.8%	425	444	4,209	-30.3%	6,039
Ioniq (Total)	989	36.4%	-20.9%	725	1,250	9,852	22.3%	8,056
(HEV)	340	-9.6%	-15.8%	376	404	3,649	-44.5%	6,576
Total (Sonata+Avante)	2,883	146.8%	-9.4%	1,168	3,182	22,161	19.3%	18,579