

□ 2017 November Hyundai Motor Sales Results

Segment	2017 November	YoY (%)	MoM (%)	2016 November	2017 October	'17 YTD	YoY (%)	'16 YTD
Veloster	41	24.2%	95.2%	33	21	176	-71.1%	610
Avante	7,183	-7.3%	16.0%	7,752	6,190	77,013	-10.5%	86,005
Ioniq	1,385	-2.8%	40.0%	1,425	989	11,237	18.5%	9,481
i30	430	-7.1%	38.3%	463	311	4,347	85.2%	2,347
Sonata	7,459	26.3%	1.4%	5,907	7,355	76,384	1.9%	74,946
i40	21	-36.4%	-52.3%	33	44	298	-75.7%	1,227
Grandeur	10,181	27.5%	18.8%	7,984	8,573	123,000	138.9%	51,486
Alsan	39	-70.9%	62.5%	134	24	438	-74.8%	1,738
Genesis Coupe	-			-	-	-	-100.0%	65
Equus	-			-	-	-	-100.0%	42
PC sub total	27,424	12.3%	14.0%	24,415	24,051	299,410	24.8%	239,846
Kona	4,324		13.2%		3,819	20,904		-
Tucson	4,609	8.8%	33.8%	4,238	3,444	42,528	-17.0%	51,232
Santa fe	4,522	-17.2%	17.1%	5,464	3,861	47,519	-30.5%	68,399
Max Cruz	320	-36.0%	-31.6%	500	468	6,629	-22.6%	8,569
RV sub total	13,775	35.0%	18.8%	10,202	11,592	117,580	-8.3%	128,200
Starex	4,296	0.2%	37.7%	4,289	3,119	42,847	2.5%	41,794
Porter	9,601	8.3%	23.9%	8,862	7,746	94,271	8.4%	86,977
LCV sub total	13,897	5.7%	27.9%	13,151	10,865	137,118	6.5%	128,771
Bus	747	2.8%	15.8%	727	645	8,215	20.0%	6,845
Truck	1,765	-18.9%	10.6%	2,175	1,596	22,159	1.5%	21,836
HCV sub total	2,512	-13.4%	12.1%	2,902	2,241	30,374	5.9%	28,681
G70	1,591		66.1%	-	958	2,935		-
DH / G80	3,758	-25.6%	48.5%	5,051	2,531	36,670	-5.3%	38,707
EQ900	938	3.0%	21.2%	911	774	11,491	-48.4%	22,276
Genesis Total	6,287	5.5%	47.5%	5,962	4,263	51,096	-16.2%	60,983
Korea Total	63,895	12.8%	20.5%	56,632	53,012	635,578	8.4%	586,481
Korea Plant	93,660	-12.7%	24.9%	107,330	74,999	908,270	1.6%	894,387
Overseas Plant	265,385	-13.9%	-0.3%	308,053	266,214	2,552,484	-11.4%	2,882,274
US (HMMA)	20,200	-33.3%	-22.3%	30,305	26,013	311,699	-14.2%	363,122
China (BHMC)	95,012	-25.2%	18.7%	127,008	80,016	664,368	-33.3%	996,008
India (HMI)	57,350	0.5%	-7.7%	57,093	62,103	614,626	1.6%	604,890
Czech (HMMC)	31,100	-6.9%	-8.6%	33,415	34,020	330,317	-1.0%	333,795
Turkey (HAOS)	21,000	-0.5%	5.0%	21,100	20,000	209,300	0.5%	208,167
Russia (HMMR)	20,700	5.3%	-10.0%	19,650	23,000	212,503	11.5%	190,650
Brazil (HMB)	16,052	2.9%	-3.7%	15,606	16,677	165,320	13.1%	146,197
China (CHMC)	1,201	-65.7%	-19.9%	3,503	1,500	27,361	-23.5%	35,751
Others	2,770	642.6%	-4.0%	373	2,885	16,990		3,694
Overseas Total	359,045	-13.6%	5.2%	415,383	341,213	3,460,754	-8.4%	3,776,661
Grand Total	422,940	-10.4%	7.3%	472,015	394,225	4,096,332	-6.1%	4,363,142

CKD	5,370	-11%	28%	6,030	4,200	49,204	-5%	51,750
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※ Domestic HEV sales

Segment	2017 November	YoY (%)	MoM (%)	2016 November	2017 October	'17 YTD	YoY (%)	'16 YTD
Grandeur (Total)	10,181	27.5%	18.8%	7,984	8,573	123,000	138.9%	51,486
(HEV)	2,302	888.0%	3.4%	233	2,227	16,605	168.0%	6,197
Sonata (Total)	7,459	26.3%	1.4%	5,907	7,355	76,384	1.9%	74,946
(HEV)	652	100.0%	106.3%	326	316	4,861	-23.6%	6,365
Ioniq (Total)	1,385	-2.8%	40.0%	1,425	989	11,237	18.5%	9,481
(HEV)	424	24.7%	24.7%	340	340	4,073	-41.1%	6,916
Total (Sonata+Avante)	3,378	275.8%	17.2%	899	2,883	25,539	31.1%	19,478