

□ 2017 December Hyundai Motor Sales Results

Segment	2017 December	YoY (%)	MoM (%)	2016 December	2017 November	'17 YTD	YoY (%)	'16 YTD	Difference
Veloster	30	20.0%	-26.8%	25	41	206	-67.6%	635	-429
Avante	6,848	-12.2%	-4.7%	7,799	7,183	83,861	-10.6%	93,804	-9,943
Ioniq	1,162	-30.3%	-16.1%	1,667	1,385	12,399	11.2%	11,148	1,251
i30	283	201.1%	-34.2%	94	430	4,630	89.7%	2,441	2,189
Sonata	6,319	-12.9%	-15.3%	7,257	7,459	82,703	0.6%	82,203	500
i40	29	-54.7%	38.1%	64	21	327	-74.7%	1,291	-964
Grandeur	9,080	-47.4%	-10.8%	17,247	10,181	132,080	92.2%	68,733	63,347
Alsan	52	-89.8%	33.3%	508	39	490	-78.2%	2,246	-1,756
PC sub total	24,782	-29.6%	-9.6%	35,198	27,424	324,192	17.9%	275,044	49,148
Kona	2,618	#DIV/0!	-39.5%	-	4,324	23,522	#DIV/0!	-	23,522
Tucson	3,888	-29.6%	-15.6%	5,524	4,609	46,416	-18.2%	56,756	-10,340
Santa fe	4,142	-51.4%	-8.4%	8,518	4,522	51,661	-32.8%	76,917	-25,256
Max Cruz	383	-62.3%	19.7%	1,017	320	7,012	-26.9%	9,586	-2,574
RV sub total	11,031	-26.7%	-19.9%	15,059	13,775	128,611	-10.2%	143,259	-14,648
Starex	2,929	-26.5%	-31.8%	3,984	4,296	45,776	0.0%	45,778	-2
Porter	7,152	-28.3%	-25.5%	9,973	9,601	101,423	4.6%	96,950	4,473
LCV sub total	10,081	-27.8%	-27.5%	13,957	13,897	147,199	3.1%	142,728	4,471
Bus	591	-17.3%	-20.9%	715	747	8,806	13.9%	7,730	1,076
Truck	1,356	-30.0%	-23.2%	1,937	1,765	23,515	-0.4%	23,603	-88
HCV sub total	1,947	-26.6%	-22.5%	2,652	2,512	32,321	3.2%	31,333	988
G70	1,619	#DIV/0!	1.8%	-	1,591	4,554	#DIV/0!	-	4,554
DH / G80	3,092	-27.1%	-17.7%	4,243	3,758	39,762	-7.4%	42,950	-3,188
EQ900	809	-23.1%	-13.8%	1,052	938	12,300	-47.3%	23,328	-11,028
Genesis Total	5,520	4.2%	-12.2%	5,295	6,287	56,616	-14.6%	66,278	-9,662
Domestic Wholesale	53,361	-26.1%	-16.5%	72,161	63,895	688,939	4.6%	658,642	30,297
US · Canada	50,397	-27.5%	-16.1%	69,488	60,041	834,026	-3.7%	865,905	-31,879
SA · Brazil etc.	29,274	-14.6%	-3.4%	34,290	30,307	352,226	9.2%	322,545	29,681
America	79,671	-23.2%	-11.8%	103,778	90,348	1,186,252	-0.2%	1,188,450	-2,198
EU	38,524	3.2%	-20.1%	37,317	48,207	528,721	8.2%	488,462	40,259
Russia · Eastern	22,583	-4.3%	-1.5%	23,588	22,928	235,695	10.5%	213,241	22,454
Europe	61,107	0.3%	-14.1%	60,905	71,135	764,416	8.9%	701,703	62,713
India	40,000	-0.1%	-9.1%	40,057	44,008	527,164	5.3%	500,539	26,625
Middle East	49,025	-15.3%	-5.9%	57,889	52,082	493,779	-10.7%	553,117	-59,338
AMEA & APAC	89,025	-9.1%	-7.4%	97,946	96,090	1,020,943	-3.1%	1,053,656	-32,713
China	119,632	-18.1%	25.9%	146,012	95,012	784,000	-31.4%	1,142,336	-358,336
CV and others	3,875	-45.0%	-23.2%	7,048	5,047	60,275	-14.8%	70,755	-10,480
Overseas Wholesale	353,310	-15.0%	-1.2%	415,689	357,632	3,815,886	-8.2%	4,156,900	-341,014
Korea Export (Inc. CV)	63,496	-31.4%	-21.0%	92,502	80,349	1,003,855	-0.1%	1,004,381	-526
Overseas ¹	289,814	-10.3%	4.5%	323,187	277,283	2,812,031	-10.8%	3,152,519	-340,488
Grand Total	406,671	-16.6%	-3.5%	487,850	421,527	4,504,825	-6.5%	4,815,542	-310,717

¹Overseas : America(US, Canada, South America, Mexico, Brazil) · Europe(Western, Eastern, Russia, Turkey)
AMEA & APAC (India, Middle East, Africa, Asian Pacific, Australia)

CKD	4,980	-17.4%	-7.3%	6,032	5,370	54,184	-6.2%	57,782	-3,598
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※ Domestic HEV sales

Segment	2017 December	YoY (%)	MoM (%)	2016 December	2017 November	'17 YTD	YoY (%)	'16 YTD	Difference
(HEV)	1,886	163.0%	-18.1%	717	2,302	18,491	167.4%	6,914	11,577
Sonata (Total)	6,319	-12.9%	-15.3%	7,257	7,459	82,703	0.6%	82,203	500
(HEV)	611	-34.9%	-6.3%	939	652	5,472	-25.1%	7,304	-1,832
Ioniq (Total)	1,162	-30.3%	-16.1%	1,667	1,385	12,399	11.2%	11,148	1,251
(HEV)	394	-18.4%	-7.1%	483	424	4,467	-39.6%	7,399	-2,932
HEV Total	2,891	35.2%	-14.4%	2,139	3,378	28,430	31.5%	21,617	6,813