

□ 2018 January Hyundai Motor Sales Results

Segment	2018 January			2017 January	2017 December	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)	'18 YTD			YoY (%)			
Accent	523	34.8%	-46.6%	388	979	523	34.8%	388	135
Veloster	-	-100.0%	-100.0%	5	30	-	-100.0%	5	-5
Avante	5,677	12.1%	-17.1%	5,064	6,848	5,677	12.1%	5,064	613
Ioniq	1,298	147.2%	11.7%	525	1,162	1,298	147.2%	525	773
i30	301	258.3%	6.4%	84	283	301	258.3%	84	217
Sonata	5,520	38.1%	-12.6%	3,997	6,319	5,520	38.1%	3,997	1,523
i40	14	75.0%	-51.7%	8	29	14	75.0%	8	6
Grandeur	9,601	-9.3%	5.7%	10,586	9,080	9,601	-9.3%	10,586	-985
Alsan	20	-64.9%	-61.5%	57	52	20	-64.9%	57	-37
PC sub total	22,954	10.8%	-7.4%	20,714	24,782	22,954	10.8%	20,714	2,240
Kona	3,507	#DIV/0!	34.0%	-	2,618	3,507	#DIV/0!	-	3,507
Tucson	2,813	0.8%	-27.6%	2,791	3,888	2,813	0.8%	2,791	22
Santa fe	2,957	-7.2%	-28.6%	3,185	4,142	2,957	-7.2%	3,185	-228
Max Cruz	326	-51.9%	-14.9%	678	383	326	-51.9%	678	-352
RV sub total	9,603	44.3%	-12.9%	6,654	11,031	9,603	44.3%	6,654	2,949
Starex	3,903	14.9%	33.3%	3,396	2,929	3,903	14.9%	3,396	507
Porter	6,247	-20.5%	-12.7%	7,860	7,152	6,247	-20.5%	7,860	-1,613
LCV sub total	10,150	-9.8%	0.7%	11,256	10,081	10,150	-9.8%	11,256	-1,106
Bus	739	24.8%	25.0%	592	591	739	24.8%	592	147
Truck	1,576	-6.7%	16.2%	1,689	1,356	1,576	-6.7%	1,689	-113
HCV sub total	2,315	1.5%	18.9%	2,281	1,947	2,315	1.5%	2,281	34
G70	1,418	#DIV/0!	-12.4%	-	1,619	1,418	#DIV/0!	-	1,418
DH / G80	4,047	13.4%	30.9%	3,569	3,092	4,047	13.4%	3,569	478
EQ900	939	50.0%	16.1%	626	809	939	50.0%	626	313
Genesis Total	6,404	52.7%	16.0%	4,195	5,520	6,404	52.7%	4,195	2,209
Domestic Wholesale	51,426	14.0%	-3.6%	45,100	53,361	51,426	14.0%	45,100	6,326
US · Canada	59,800	-15.8%	20.6%	71,049	49,576	59,800	-15.8%	71,049	-11,249
SA · Brazil etc.	26,811	12.1%	-8.1%	23,926	29,188	26,811	12.1%	23,926	2,885
America	86,611	-8.8%	10.0%	94,975	78,764	86,611	-8.8%	94,975	-8,364
EU	37,719	0.2%	-4.2%	37,648	39,376	37,719	0.2%	37,648	71
Russia · Eastern	13,392	26.7%	-44.4%	10,568	24,079	13,392	26.7%	10,568	2,824
Europe	51,111	6.0%	-19.5%	48,216	63,455	51,111	6.0%	48,216	2,895
India	45,300	7.8%	12.8%	42,017	40,158	45,300	7.8%	42,017	3,283
Middle East	37,443	53.9%	-22.4%	24,326	48,250	37,443	53.9%	24,326	13,117
AMEA & APAC	82,743	24.7%	-6.4%	66,343	88,408	82,743	24.7%	66,343	16,400
China	60,010	-25.0%	-50.3%	80,017	120,638	60,010	-25.0%	80,017	-20,007
CV and others	2,316	-47.3%	-40.6%	4,396	3,896	2,316	-47.3%	4,396	-2,080
Overseas Wholesale	282,791	-3.8%	-20.4%	293,947	355,161	282,791	-3.8%	293,947	-11,156
Korea Export (Inc. CV)	71,156	13.8%	13.0%	62,509	62,996	71,156	13.8%	62,509	8,647
Overseas ¹	211,635	-8.6%	-27.6%	231,438	292,165	211,635	-8.6%	231,438	-19,803
Grand Total	334,217	-1.4%	-18.2%	339,047	408,522	334,217	-1.4%	339,047	-4,830

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

CKD	5,520	-22.7%	10.8%	7,140	4,980	54,184	-6.2%	57,782	-3,598
-----	-------	--------	-------	-------	-------	--------	-------	--------	--------

※ Domestic HEV sales

Segment	2018 January			2017 January	2017 December	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)	'18 YTD			YoY (%)			
Grandeur (Total)	9,601	-9.3%	5.7%	10,586	9,080	9,601	-9.3%	10,586	-985
(HEV)	1,939	819.0%	2.8%	211	1,886	1,939	819.0%	211	1,728
Sonata (Total)	5,520	38.1%	-12.6%	3,997	6,319	5,520	582.3%	809	4,711
(HEV)	290	27.2%	-52.5%	228	611	290	27.2%	228	62
Ioniq (Total)	1,298	147.2%	11.7%	525	1,162	1,298	147.2%	525	773
(HEV)	212	-21.5%	-46.2%	270	394	212	-21.5%	270	-58
HEV Total	2,441	244.3%	-15.6%	709	2,891	2,441	244.3%	709	1,732