

□ 2018 February Hyundai Motor Sales Results

Segment	2018 February			2017 February	2018 January	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)				YoY (%)			
Accent	427	67.5%	-18.4%	255	523	950	47.7%	643	307
Veloster	109	5350.0%	#DIV/0!	2	-	109	1457.1%	7	102
Avante	5,807	-21.0%	2.3%	7,353	5,677	11,484	-7.5%	12,417	-933
Ioniq	1,282	135.2%	-1.2%	545	1,298	2,580	141.1%	1,070	1,510
i30	304	-25.9%	1.0%	410	301	605	22.5%	494	111
Sonata	5,079	14.4%	-8.0%	4,440	5,520	10,599	25.6%	8,437	2,162
i40	17	142.9%	21.4%	7	14	31	106.7%	15	16
Grandeur	8,984	-17.7%	-6.4%	10,913	9,601	18,585	-13.6%	21,499	-2,914
Alsan	-	-100.0%	-100.0%	25	20	20	-75.6%	82	-62
PC sub total	22,009	-8.1%	-4.1%	23,950	22,954	44,963	0.7%	44,664	299
Kona	3,366	#DIV/0!	-4.0%	-	3,507	6,873	#DIV/0!	-	6,873
Tucson	2,766	-12.4%	-1.7%	3,156	2,813	5,579	-6.2%	5,947	-368
Santa fe	4,141	-30.9%	40.0%	5,997	2,957	7,098	-22.7%	9,182	-2,084
Max Cruz	231	-69.6%	-29.1%	760	326	557	-61.3%	1,438	-881
RV sub total	10,504	6.0%	9.4%	9,913	9,603	20,107	21.4%	16,567	3,540
Starex	3,333	-13.2%	-14.6%	3,841	3,903	7,236	0.0%	7,237	-1
Porter	7,194	-6.5%	15.2%	7,691	6,247	13,441	-13.6%	15,551	-2,110
LCV sub total	10,527	-8.7%	3.7%	11,532	10,150	20,677	-9.3%	22,788	-2,111
Bus	784	-12.7%	6.1%	898	739	1,523	2.2%	1,490	33
Truck	1,416	-30.3%	-10.2%	2,032	1,576	2,992	-19.6%	3,721	-729
HCV sub total	2,200	-24.9%	-5.0%	2,930	2,315	4,515	-13.4%	5,211	-696
G70	1,062	#DIV/0!	-25.1%	-	1,418	2,480	#DIV/0!	-	2,480
DH / G80	3,055	-14.6%	-24.5%	3,578	4,047	7,102	-0.6%	7,147	-45
EQ900	843	-30.3%	-10.2%	1,210	939	1,782	-2.9%	1,836	-54
Genesis Total	4,960	3.6%	-22.5%	4,788	6,404	11,364	26.5%	8,983	2,381
Domestic Wholesale	50,200	-5.5%	-2.4%	53,113	51,426	101,626	3.5%	98,213	3,413
US · Canada	58,400	-11.0%	-7.5%	65,626	63,150	121,550	-11.1%	136,675	-15,125
SA · Brazil etc.	25,542	7.0%	-5.4%	23,868	27,013	52,555	10.0%	47,794	4,761
America	83,942	-6.2%	-6.9%	89,494	90,163	174,105	-5.6%	184,469	-10,364
EU	41,800	4.3%	7.5%	40,074	38,879	80,679	3.8%	77,722	2,957
Russia · Eastern	18,311	26.2%	32.0%	14,514	13,869	32,180	28.3%	25,082	7,098
Europe	60,111	10.1%	14.0%	54,588	52,748	112,859	9.8%	102,804	10,055
India	44,500	5.1%	-2.2%	42,328	45,508	90,008	6.7%	84,345	5,663
Middle East	33,274	0.9%	-11.2%	32,961	37,450	70,724	23.5%	57,287	13,437
AMEA & APAC	77,774	3.3%	-6.2%	75,289	82,958	160,732	13.5%	141,632	19,100
China	35,595	-40.8%	-40.7%	60,076	60,010	95,605	-31.8%	140,093	-44,488
CV and others	2,526	-49.3%	8.7%	4,984	2,323	4,849	-48.3%	9,380	-4,531
Overseas Wholesale	259,948	-8.6%	-9.8%	284,431	288,202	548,150	-5.2%	578,378	-30,228
Korea Export (Inc. CV)	63,565	-13.4%	-16.7%	73,439	76,328	139,893	2.9%	135,948	3,945
Overseas ¹	196,383	-6.9%	-7.3%	210,992	211,874	408,257	-7.7%	442,430	-34,173
Grand Total	310,148	-8.1%	-8.7%	337,544	339,628	649,776	-4.0%	676,591	-26,815

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

CKD	3,900	-6.2%	-22.6%	4,158	5,040	8,940	-20.9%	11,298	-2,358
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※ Domestic HEV sales

Segment	2018 February			2017 February	2018 January	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)				YoY (%)			
Grandeur (Total)	8,984	-17.7%	-6.4%	10,913	9,601	18,585	-13.6%	21,499	-2,914
(HEV)	1,625	922.0%	-16.2%	159	1,939	3,564	863.2%	370	3,194
Sonata (Total)	5,079	14.4%	-8.0%	4,440	5,520	10,599	1210.1%	8,437	9,790
(HEV)	298	-11.3%	2.8%	336	290	588	4.3%	564	24
Ioniq (Total)	1,282	135.2%	-1.2%	545	1,298	2,580	141.1%	1,070	1,510
(HEV)	333	38.2%	57.1%	241	212	545	6.7%	511	34
HEV Total	2,256	206.5%	-7.6%	736	2,441	4,697	225.1%	1,445	3,252