

□ 2018 September Hyundai Motor Sales Results

Segment	2018			2017 September	2018 August	'18 YTD		'17 YTD	Difference
	September	YoY (%)	MoM (%)			YoY (%)			
Accent	398	-31.3%	-23.5%	579	520	4,234	-19.9%	5,288	-1,054
Veloster	503	3253.3%	-26.1%	15	681	2,981	2514.9%	114	2,867
Avante	5,488	-22.5%	-32.5%	7,078	8,136	56,949	-10.5%	63,640	-6,691
Ioniq	360	-71.2%	-26.2%	1,250	488	7,354	-17.0%	8,863	-1,509
i30	203	-52.7%	-25.4%	429	272	2,350	-34.8%	3,606	-1,256
Sonata	4,396	-31.6%	-25.3%	6,424	5,881	48,995	-20.4%	61,570	-12,575
i40	14	-46.2%	-41.7%	26	24	146	-37.3%	233	-87
Grandeur	7,510	-33.4%	-15.7%	11,283	8,905	83,644	-19.8%	104,246	-20,602
Alsan	-	-100.0%	#DIV/0!	24	-	20	-94.7%	375	-355
PC sub total	18,872	-30.4%	-24.2%	27,108	24,907	206,673	-16.6%	247,935	-41,262
Kona	3,816	-29.1%	-4.5%	5,386	3,994	34,943	173.8%	12,761	22,182
Tucson	3,704	-18.0%	-10.7%	4,519	4,148	28,700	-16.8%	34,475	-5,775
Pexo	49	#DIV/0!	14.0%	-	43	300	#DIV/0!	-	300
Santa fe	8,326	130.1%	-15.1%	3,619	9,805	79,777	103.8%	39,136	40,641
Max Cruz	55	-90.6%	-65.0%	585	157	1,706	-70.8%	5,841	-4,135
RV sub total	15,950	13.0%	-12.1%	14,109	18,147	145,426	57.7%	92,213	53,213
Starex	4,874	23.5%	88.0%	3,945	2,593	36,204	2.2%	35,432	772
Porter	6,876	-7.8%	11.7%	7,458	6,157	70,548	-8.3%	76,924	-6,376
LCV sub total	11,750	3.0%	34.3%	11,403	8,750	106,752	-5.0%	112,356	-5,604
Bus	600	-19.4%	11.9%	744	536	6,713	-1.6%	6,823	-110
Truck	1,200	-41.6%	-30.1%	2,056	1,717	15,884	-15.5%	18,798	-2,914
HCV sub total	1,800	-35.7%	-20.1%	2,800	2,253	22,597	-11.8%	25,621	-3,024
G70	1,024	165.3%	-10.0%	386	1,138	9,870	2457.0%	386	9,484
DH / G80	2,767	-3.2%	-7.2%	2,857	2,982	28,314	-6.8%	30,381	-2,067
EQ900	328	-68.8%	-19.0%	1,051	405	6,379	-34.8%	9,779	-3,400
Genesis Total	4,119	-4.1%	-9.0%	4,294	4,525	44,563	9.9%	40,546	4,017
Domestic Wholesale	52,491	-12.1%	-10.4%	59,714	58,582	525,821	1.4%	518,671	7,150
US · Canada	55,800	-17.9%	-21.7%	67,967	71,309	601,835	-7.3%	649,491	-47,656
SA · Brazil etc.	31,989	4.1%	-9.3%	30,718	35,253	275,063	5.3%	261,189	13,874
America	87,789	-11.0%	-17.6%	98,685	106,562	876,898	-3.7%	910,680	-33,782
EU	51,000	0.6%	34.1%	50,706	38,032	406,596	3.1%	394,343	12,253
Russia · Eastern	20,447	-0.5%	9.7%	20,556	18,636	179,161	6.6%	168,050	11,111
Europe	71,447	0.3%	26.1%	71,262	56,668	585,757	4.2%	562,393	23,364
India	48,200	-3.7%	5.2%	50,028	45,801	412,618	4.8%	393,567	19,051
Middle East	41,386	-3.5%	-7.7%	42,878	44,859	367,218	4.8%	350,558	16,660
AMEA & APAC	89,586	-3.6%	-1.2%	92,906	90,660	779,836	4.8%	744,125	35,711
China	80,000	-5.9%	12.7%	85,040	71,006	561,122	14.7%	489,340	71,782
CV and others	3,517	-22.6%	3.2%	4,543	3,407	30,676	-34.7%	46,998	-16,322
Overseas Wholesale	332,339	-5.7%	1.2%	352,436	328,303	2,834,289	2.9%	2,753,536	80,753
Korea Export (Inc. CV)	71,953	-12.4%	-9.4%	82,135	79,410	726,945	-5.9%	772,596	-45,651
Overseas ¹	260,386	-3.7%	4.6%	270,301	248,893	2,107,344	6.4%	1,980,940	126,404
Grand Total	384,830	-6.6%	-0.5%	412,150	386,885	3,360,110	2.7%	3,272,207	87,903

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

CKD	3,240	20.0%	74.2%	2,700	1,860	35,490	-10.5%	39,634	-4,144
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※ Domestic HEV sales

Segment	2018			2017 September	2018 August	'18 YTD		'17 YTD	Difference
	September	YoY (%)	MoM (%)			YoY (%)			
Grandeur (Total)	7,510	-33.4%	-15.7%	11,283	8,905	83,644	-19.8%	104,246	-20,602
(HEV)	1,946	-16.6%	49.1%	2,334	1,305	17,284	43.1%	12,076	5,208
Sonata (Total)	4,396	-31.6%	-25.3%	6,424	5,881	48,995	-20.4%	61,570	-12,575
(HEV)	249	-43.9%	-26.8%	444	340	2,812	-27.8%	3,893	-1,081
Ioniq (Total)	360	-71.2%	-26.2%	1,250	488	7,354	-17.0%	8,863	-1,509
(HEV)	258	-36.1%	-31.2%	404	375	2,399	-27.5%	3,309	-910
HEV Total	2,453	-22.9%	21.4%	3,182	2,020	22,495	16.7%	19,278	3,217