

□ 2018 October Hyundai Motor Sales Results

Segment	2018 October			2017 October	2018 September	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)	YoY (%)						
Accent	509	-6.4%	27.9%	544	398	4,743	-18.7%	5,832	-1,089
Veloster	407	1838.1%	-19.1%	21	503	3,388	2409.6%	135	3,253
Avante	7,228	16.8%	31.7%	6,190	5,488	64,177	-8.1%	69,830	-5,653
Ioniq	541	-45.3%	50.3%	989	360	7,895	-19.9%	9,852	-1,957
i30	279	-10.3%	37.4%	311	203	2,629	-32.9%	3,917	-1,288
Sonata	6,326	-14.0%	43.9%	7,355	4,396	55,321	-19.7%	68,925	-13,604
i40	20	-54.5%	42.9%	44	14	166	-40.1%	277	-111
Grandeur	9,037	5.4%	20.3%	8,573	7,510	92,491	-18.0%	112,819	-20,328
Aslan	-	-100.0%	#DIV/0!	24	-	20	-95.0%	399	-379
PC sub total	24,347	1.2%	29.0%	24,051	18,872	230,830	-15.1%	271,986	-41,156
Kona	5,375	40.7%	40.9%	3,819	3,816	40,318	143.2%	16,580	23,738
Tucson	4,865	41.3%	31.3%	3,444	3,704	33,565	-11.5%	37,919	-4,354
Pexo	127	#DIV/0!	159.2%	-	49	427	#DIV/0!	-	427
Santa fe	9,781	153.3%	17.5%	3,861	8,326	89,558	108.3%	42,997	46,561
Max Cruz	25	-94.7%	-54.5%	468	55	1,731	-72.6%	6,309	-4,578
RV sub total	20,173	74.0%	26.5%	11,592	15,950	165,599	59.5%	103,805	61,794
Starex	4,981	59.7%	2.2%	3,119	4,874	41,185	6.8%	38,551	2,634
Porter	9,261	19.6%	34.7%	7,746	6,876	79,809	-5.7%	84,670	-4,861
LCV sub total	14,242	31.1%	21.2%	10,865	11,750	120,994	-1.8%	123,221	-2,227
Bus	732	13.5%	20.0%	645	610	7,455	-0.2%	7,468	-13
Truck	1,668	4.5%	39.8%	1,596	1,193	17,545	-14.0%	20,394	-2,849
HCV sub total	2,400	7.1%	33.1%	2,241	1,803	25,000	-10.3%	27,862	-2,862
G70	1,406	46.8%	37.3%	958	1,024	11,276	739.0%	1,344	9,932
DH / G80	3,411	34.8%	23.3%	2,531	2,767	31,725	-3.6%	32,912	-1,187
EQ900	309	-60.1%	-5.8%	774	328	6,688	-36.6%	10,553	-3,865
Genesis Total	5,126	20.2%	24.4%	4,263	4,119	49,689	10.9%	44,809	4,880
Domestic Wholesale	66,288	25.0%	26.3%	53,012	52,494	592,112	3.6%	571,683	20,429
US · Canada	70,400	-5.0%	22.7%	74,097	57,397	673,832	-6.9%	723,588	-49,756
SA · Brazil etc.	32,016	1.8%	1.0%	31,456	31,704	306,794	4.8%	292,645	14,149
<b>America</b>	<b>102,416</b>	<b>-3.0%</b>	<b>14.9%</b>	<b>105,553</b>	<b>89,101</b>	<b>980,626</b>	<b>-3.5%</b>	<b>1,016,233</b>	<b>-35,607</b>
EU	49,000	2.8%	-4.6%	47,647	51,381	455,977	3.2%	441,990	13,987
Russia · Eastern	19,586	-11.9%	-7.8%	22,220	21,239	199,539	4.9%	190,270	9,269
<b>Europe</b>	<b>68,586</b>	<b>-1.8%</b>	<b>-5.6%</b>	<b>69,867</b>	<b>72,620</b>	<b>655,516</b>	<b>3.7%</b>	<b>632,260</b>	<b>23,256</b>
India	52,000	4.9%	8.8%	49,553	47,781	464,199	4.8%	443,120	21,079
Middle East	44,433	5.5%	5.8%	42,114	41,978	412,243	5.0%	392,672	19,571
<b>AMEA &amp; APAC</b>	<b>96,433</b>	<b>5.2%</b>	<b>7.4%</b>	<b>91,667</b>	<b>89,759</b>	<b>876,442</b>	<b>4.9%</b>	<b>835,792</b>	<b>40,650</b>
China	70,019	-12.5%	-12.5%	80,016	80,030	631,171	10.9%	569,356	61,815
CV and others	4,418	5.0%	78.7%	4,206	2,472	35,049	-31.6%	51,204	-16,155
Overseas Wholesale	341,872	-2.7%	2.1%	351,309	334,982	3,178,804	2.4%	3,104,845	73,959
Korea Export (Inc. CV)	87,137	0.4%	18.9%	86,828	73,292	815,421	-5.1%	859,424	-44,003
Overseas <sup>1</sup>	254,735	-3.7%	-2.7%	264,481	261,690	2,363,383	5.3%	2,245,421	117,962
<b>Grand Total</b>	<b>408,160</b>	<b>0.9%</b>	<b>5.3%</b>	<b>404,321</b>	<b>387,476</b>	<b>3,770,916</b>	<b>2.6%</b>	<b>3,676,528</b>	<b>94,388</b>

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

CKD	3,180	-24.3%	-8.6%	4,200	3,480	38,910	-11.2%	43,834	-4,924
-----	-------	--------	-------	-------	-------	--------	--------	--------	--------

※ Domestic HEV sales

Segment	2018 October			2017 October	2018 September	'18 YTD		'17 YTD	Difference
	YoY (%)	MoM (%)	YoY (%)						
Grandeur (Total)	9,037	5.4%	20.3%	8,573	7,510	92,491	-18.0%	112,819	-20,328
(HEV)	2,300	3.3%	18.2%	2,227	1,946	19,584	36.9%	14,303	5,281
Sonata (Total)	6,326	-14.0%	43.9%	7,355	4,396	55,321	-19.7%	68,925	-13,604
(HEV)	333	5.4%	33.7%	316	249	3,145	-25.3%	4,209	-1,064
Ioniq (Total)	541	-45.3%	50.3%	989	360	7,895	-19.9%	9,852	-1,957
(HEV)	358	5.3%	38.8%	340	258	2,757	-24.4%	3,649	-892
<b>HEV Total</b>	<b>2,991</b>	<b>3.7%</b>	<b>21.9%</b>	<b>2,883</b>	<b>2,453</b>	<b>25,486</b>	<b>15.0%</b>	<b>22,161</b>	<b>3,325</b>