

□ 2018 November Hyundai Motor Sales Results

| Segment                | 2018           |              |              | 2017<br>November | 2018<br>October | '18 YTD          |              | '17 YTD          | Difference     |
|------------------------|----------------|--------------|--------------|------------------|-----------------|------------------|--------------|------------------|----------------|
|                        | November       | YoY (%)      | MoM (%)      |                  |                 | YoY (%)          |              |                  |                |
| Accent                 | 489            | -28.6%       | -3.9%        | 685              | 509             | 5,232            | -19.7%       | 6,517            | -1,285         |
| Veloster               | 268            | 553.7%       | -34.2%       | 41               | 407             | 3,656            | 1977.3%      | 176              | 3,480          |
| Avante                 | 6,243          | -13.1%       | -13.6%       | 7,183            | 7,228           | 70,420           | -8.6%        | 77,013           | -6,593         |
| Ioniq                  | 687            | -50.4%       | 27.0%        | 1,385            | 541             | 8,582            | -23.6%       | 11,237           | -2,655         |
| i30                    | 301            | -30.0%       | 7.9%         | 430              | 279             | 2,930            | -32.6%       | 4,347            | -1,417         |
| Sonata                 | 5,335          | -28.5%       | -15.7%       | 7,459            | 6,326           | 60,656           | -20.6%       | 76,384           | -15,728        |
| i40                    | 30             | 42.9%        | 50.0%        | 21               | 20              | 196              | -34.2%       | 298              | -102           |
| Grandeur               | 10,191         | 0.1%         | 12.8%        | 10,181           | 9,037           | 102,682          | -16.5%       | 123,000          | -20,318        |
| Aslan                  | -              | -100.0%      | #DIV/0!      | 39               | -               | 20               | -95.4%       | 438              | -418           |
| PC sub total           | 23,544         | -14.1%       | -3.3%        | 27,424           | 24,347          | 254,374          | -15.0%       | 299,410          | -45,036        |
| Kona                   | 5,558          | 28.5%        | 3.4%         | 4,324            | 5,375           | 45,876           | 119.5%       | 20,904           | 24,972         |
| Tucson                 | 4,280          | -7.1%        | -12.0%       | 4,609            | 4,865           | 37,845           | -11.0%       | 42,528           | -4,683         |
| Pexo                   | 160            | #DIV/0!      | 26.0%        | -                | 127             | 587              | #DIV/0!      | -                | 587            |
| Santa fe               | 9,001          | 99.0%        | -8.0%        | 4,522            | 9,781           | 98,559           | 107.4%       | 47,519           | 51,040         |
| Max Cruz               | 19             | -94.1%       | -24.0%       | 320              | 25              | 1,750            | -73.6%       | 6,629            | -4,879         |
| RV sub total           | 19,018         | 38.1%        | -5.7%        | 13,775           | 20,173          | 184,617          | 57.0%        | 117,580          | 67,037         |
| Starex                 | 5,090          | 18.5%        | 2.2%         | 4,296            | 4,981           | 46,275           | 8.0%         | 42,847           | 3,428          |
| Porter                 | 8,858          | -7.7%        | -4.4%        | 9,601            | 9,261           | 88,667           | -5.9%        | 94,271           | -5,604         |
| LCV sub total          | 13,948         | 0.4%         | -2.1%        | 13,897           | 14,242          | 134,942          | -1.6%        | 137,118          | -2,176         |
| Bus                    | 596            | -20.2%       | -18.6%       | 747              | 732             | 8,051            | -2.0%        | 8,215            | -164           |
| Truck                  | 1,704          | -3.5%        | 2.2%         | 1,765            | 1,668           | 19,249           | -13.1%       | 22,159           | -2,910         |
| HCV sub total          | 2,300          | -8.4%        | -4.2%        | 2,512            | 2,400           | 27,300           | -10.1%       | 30,374           | -3,074         |
| G70                    | 1,550          | -2.6%        | 10.2%        | 1,591            | 1,406           | 12,826           | 337.0%       | 2,935            | 9,891          |
| DH / G80               | 2,889          | -23.1%       | -15.3%       | 3,758            | 3,411           | 34,614           | -5.6%        | 36,670           | -2,056         |
| EQ900                  | 882            | -6.0%        | 185.4%       | 938              | 309             | 7,570            | -34.1%       | 11,491           | -3,921         |
| Genesis Total          | 5,321          | -15.4%       | 3.8%         | 6,287            | 5,126           | 55,010           | 7.7%         | 51,096           | 3,914          |
| Domestic Wholesale     | 64,131         | 0.4%         | -3.3%        | 63,895           | 66,288          | 656,243          | 3.3%         | 635,578          | 20,665         |
| US · Canada            | 74,200         | 23.6%        | 3.3%         | 60,041           | 71,833          | 749,465          | -4.4%        | 783,629          | -34,164        |
| SA · Brazil etc.       | 31,827         | 5.0%         | -0.2%        | 30,307           | 31,903          | 338,508          | 4.8%         | 322,952          | 15,556         |
| <b>America</b>         | <b>106,027</b> | <b>17.4%</b> | <b>2.2%</b>  | <b>90,348</b>    | <b>103,736</b>  | <b>1,087,973</b> | <b>-1.7%</b> | <b>1,106,581</b> | <b>-18,608</b> |
| EU                     | 47,100         | -2.3%        | -4.9%        | 48,207           | 49,537          | 503,614          | 2.7%         | 490,197          | 13,417         |
| Russia · Eastern       | 20,260         | -10.7%       | 0.8%         | 22,693           | 20,096          | 220,309          | 3.4%         | 212,963          | 7,346          |
| <b>Europe</b>          | <b>67,360</b>  | <b>-5.0%</b> | <b>-3.3%</b> | <b>70,900</b>    | <b>69,633</b>   | <b>723,923</b>   | <b>3.0%</b>  | <b>703,160</b>   | <b>20,763</b>  |
| India                  | 44,200         | 0.4%         | -15.0%       | 44,044           | 52,001          | 508,400          | 4.4%         | 487,164          | 21,236         |
| Middle East            | 46,733         | -10.3%       | 5.6%         | 52,082           | 44,256          | 458,799          | 3.2%         | 444,754          | 14,045         |
| <b>AMEA &amp; APAC</b> | <b>90,933</b>  | <b>-5.4%</b> | <b>-5.5%</b> | <b>96,126</b>    | <b>96,257</b>   | <b>967,199</b>   | <b>3.8%</b>  | <b>931,918</b>   | <b>35,281</b>  |
| China                  | 70,000         | -26.3%       | 0.0%         | 95,012           | 70,019          | 701,171          | 5.5%         | 664,368          | 36,803         |
| CV and others          | 4,930          | 2.1%         | 12.2%        | 4,829            | 4,392           | 39,953           | -28.7%       | 56,033           | -16,080        |
| Overseas Wholesale     | 339,250        | -5.0%        | -1.4%        | 357,215          | 344,037         | 3,520,219        | 1.7%         | 3,462,060        | 58,159         |
| Korea Export (Inc. CV) | 88,533         | 10.4%        | 1.6%         | 80,174           | 87,136          | 903,953          | -3.8%        | 939,598          | -35,645        |
| Overseas <sup>1</sup>  | 250,717        | -9.5%        | -2.4%        | 277,041          | 256,901         | 2,616,266        | 3.7%         | 2,522,462        | 93,804         |
| <b>Grand Total</b>     | <b>403,381</b> | <b>-4.2%</b> | <b>-1.7%</b> | <b>421,110</b>   | <b>410,325</b>  | <b>4,176,462</b> | <b>1.9%</b>  | <b>4,097,638</b> | <b>78,824</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 | 1,860 | -65.4% | -36.7% | 5,370 | 2,940 | 40,530 | -17.6% | 49,204 | -8,674 |
|-----|-------|--------|--------|-------|-------|--------|--------|--------|--------|

※ Domestic HEV sales

| Segment          | 2018         |             |              | 2017<br>November | 2018<br>October | '18 YTD       |              | '17 YTD       | Difference   |
|------------------|--------------|-------------|--------------|------------------|-----------------|---------------|--------------|---------------|--------------|
|                  | November     | YoY (%)     | MoM (%)      |                  |                 | YoY (%)       |              |               |              |
| Grandeur (Total) | 10,191       | 0.1%        | 12.8%        | 10,181           | 9,037           | 102,682       | -16.5%       | 123,000       | -20,318      |
| (HEV)            | 2,577        | 11.9%       | 12.0%        | 2,302            | 2,300           | 22,161        | 33.5%        | 16,605        | 5,556        |
| Sonata (Total)   | 5,335        | -28.5%      | -15.7%       | 7,459            | 6,326           | 60,656        | -20.6%       | 76,384        | -15,728      |
| (HEV)            | 426          | -34.7%      | 27.9%        | 652              | 333             | 3,571         | -26.5%       | 4,861         | -1,290       |
| Ioniq (Total)    | 687          | -50.4%      | 27.0%        | 1,385            | 541             | 8,582         | -23.6%       | 11,237        | -2,655       |
| (HEV)            | 500          | 17.9%       | 39.7%        | 424              | 358             | 3,257         | -20.0%       | 4,073         | -816         |
| <b>HEV Total</b> | <b>3,503</b> | <b>3.7%</b> | <b>17.1%</b> | <b>3,378</b>     | <b>2,991</b>    | <b>28,989</b> | <b>13.5%</b> | <b>25,539</b> | <b>3,450</b> |