

□ 2018 December Hyundai Motor Sales Results

Segment	2018	YoY (%)	MoM (%)	2017	2018	'18 YTD	YoY (%)	'17 YTD	Difference
	December								
Accent	466	-52.4%	-4.7%	979	489	5,698	-24.0%	7,496	-1,798
Veloster	598	1893.3%	123.1%	30	268	4,254	1965.0%	206	4,048
Avante	5,411	-21.0%	-13.3%	6,848	6,243	75,831	-9.6%	83,861	-8,030
Ioniq	844	-27.4%	22.9%	1,162	687	9,426	-24.0%	12,399	-2,973
i30	295	4.2%	-2.0%	283	301	3,225	-30.3%	4,630	-1,405
Sonata	5,190	-17.9%	-2.7%	6,319	5,335	65,846	-20.4%	82,703	-16,857
i40	17	-41.4%	-43.3%	29	30	213	-34.9%	327	-114
Grandeur	10,419	14.7%	2.2%	9,080	10,191	113,101	-14.4%	132,080	-18,979
Aslan	-	-100.0%	#DIV/0!	52	-	20	-95.9%	490	-470
PC sub total	23,240	-6.2%	-1.3%	24,782	23,544	277,614	-14.4%	324,192	-46,578
Kona	4,592	75.4%	-17.4%	2,618	5,558	50,468	114.6%	23,522	26,946
Tucson	4,778	22.9%	11.6%	3,888	4,280	42,623	-8.2%	46,416	-3,793
Nexo	140	#DIV/0!	-12.5%	-	160	727	#DIV/0!	-	727
Santa fe	8,643	108.7%	-4.0%	4,142	9,001	107,202	107.5%	51,661	55,541
Max Cruz	15	-96.1%	-21.1%	383	19	1,765	-74.8%	7,012	-5,247
Palisade	1,908	#DIV/0!	#DIV/0!	-	-	1,908	#DIV/0!	-	-
RV sub total	20,076	82.0%	5.6%	11,031	19,018	204,693	59.2%	128,611	76,082
Starex	3,905	33.3%	-23.3%	2,929	5,090	50,180	9.6%	45,776	4,404
Porter	9,328	30.4%	5.3%	7,152	8,858	97,995	-3.4%	101,423	-3,428
LCV sub total	13,233	31.3%	-5.1%	10,081	13,948	148,175	0.7%	147,199	976
Bus	579	-2.0%	-2.9%	591	596	8,630	-2.0%	8,806	-176
Truck	1,372	1.2%	-19.5%	1,356	1,704	20,621	-12.3%	23,515	-2,894
HCV sub total	1,951	0.2%	-15.2%	1,947	2,300	29,251	-9.5%	32,321	-3,070
G70	1,591	-1.7%	2.6%	1,619	1,550	14,417	216.6%	4,554	9,863
DH / G80	2,605	-15.8%	-9.8%	3,092	2,889	37,219	-6.4%	39,762	-2,543
EQ900	2,139	164.4%	142.5%	809	882	9,709	-21.1%	12,300	-2,591
Genesis Total	6,335	14.8%	19.1%	5,520	5,321	61,345	8.4%	56,616	4,729
Domestic Wholesale	64,835	21.5%	1.1%	53,361	64,131	721,078	4.7%	688,939	32,139
US · Canada	74,136	49.5%	4.4%	49,576	70,980	820,381	-1.5%	833,205	-12,824
SA · Brazil etc.	30,536	4.6%	-6.6%	29,188	32,693	369,910	5.0%	352,140	17,770
America	104,672	32.9%	1.0%	78,764	103,673	1,190,291	0.4%	1,185,345	4,946
EU	40,200	2.1%	-16.5%	39,376	48,143	544,857	2.9%	529,573	15,284
Russia · Eastern	19,783	-17.8%	-3.1%	24,079	20,412	240,244	1.4%	237,042	3,202
Europe	59,983	-5.5%	-12.5%	63,455	68,555	785,101	2.4%	766,615	18,486
India	42,091	4.8%	-3.7%	40,158	43,709	550,000	4.3%	527,322	22,678
Middle East	46,335	-4.0%	-2.0%	48,250	47,292	505,693	2.6%	493,004	12,689
AMEA & APAC	88,426	0.0%	-2.8%	88,408	91,001	1,055,693	3.5%	1,020,326	35,367
China	87,821	-27.2%	23.4%	120,638	71,185	790,177	0.7%	785,006	5,171
CV and others	4,589	14.4%	-4.9%	4,011	4,823	44,435	-26.0%	60,044	-15,609
Overseas Wholesale	345,491	-2.8%	1.8%	355,276	339,237	3,865,697	1.3%	3,817,336	48,361
Korea Export (Inc. CV)	85,001	34.8%	-4.1%	63,059	88,655	989,076	-1.4%	1,002,657	-13,581
Overseas ¹	260,490	-10.9%	4.0%	292,217	250,582	2,876,621	2.2%	2,814,679	61,942
Grand Total	410,326	0.4%	1.7%	408,637	403,368	4,586,775	1.8%	4,506,275	80,500

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

CKD	3,000	-39.8%	47.1%	4,980	2,040	43,710	-19.3%	54,184	-10,474
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※ Domestic HEV sales

Segment	2018	YoY (%)	MoM (%)	2017	2018	'18 YTD	YoY (%)	'17 YTD	Difference
	December								
Grandeur (Total)	10,419	14.7%	2.2%	9,080	10,191	113,101	-14.4%	132,080	-18,979
(HEV)	2,407	27.6%	-6.6%	1,886	2,577	24,568	32.9%	18,491	6,077
Sonata (Total)	5,190	-17.9%	-2.7%	6,319	5,335	65,846	-20.4%	82,703	-16,857
(HEV)	551	-9.8%	29.3%	611	426	4,122	-24.7%	5,472	-1,350
Ioniq (Total)	844	-27.4%	22.9%	1,162	687	9,426	-24.0%	12,399	-2,973
(HEV)	281	-28.7%	-43.8%	394	500	3,820	-14.5%	4,467	-647
HEV Total	3,239	12.0%	-7.5%	2,891	3,503	32,510	14.4%	28,430	4,080