

□ 2019 November Hyundai Motor Sales Results

Segment	2019	YoY (%)	MoM (%)	2018	2019	'19 YTD	YoY (%)	'18 YTD	Difference
	November								
Accent	447	-8.6%	79.5%	489	249	3,991	-23.7%	5,232	-1,241
Veloster	159	-40.7%	25.2%	268	127	2,007	-45.1%	3,656	-1,649
Avante	4,475	-28.3%	-31.9%	6,243	6,571	58,451	-17.0%	70,420	-11,969
Ioniq	352	-48.8%	-23.0%	687	457	5,493	-36.0%	8,582	-3,089
i30	85	-71.8%	3.7%	301	82	1,362	-53.5%	2,930	-1,568
Sonata	8,832	65.5%	-17.4%	5,335	10,688	91,431	50.7%	60,656	30,775
i40	-	-100.0%	#DIV/0!	30	-	63	-67.9%	196	-133
Grandeur	10,407	2.1%	5.5%	10,191	9,867	90,179	-12.2%	102,682	-12,503
Aslan	-	#DIV/0!	#DIV/0!	-	-	-	-100.0%	20	-20
PC sub total	24,757	5.2%	-11.7%	23,544	28,041	252,977	-0.5%	254,374	-1,397
Venue	1,977	#DIV/0!	-25.3%	-	2,645	13,766	#DIV/0!	-	13,766
Kona	3,720	-33.1%	-15.9%	5,558	4,421	38,924	-15.2%	45,876	-6,952
Tucson	3,279	-23.4%	32.5%	4,280	2,474	33,221	-12.2%	37,845	-4,624
Nexo	699	336.9%	15.0%	160	608	3,906	565.4%	587	3,319
Santa fe	7,001	-22.2%	4.9%	9,001	6,676	79,829	-19.0%	98,559	-18,730
Max Cruz	-	-100.0%	#DIV/0!	19	-	-	-100.0%	1,750	-1,750
Palisade	4,137	#DIV/0!	34.0%	-	3,087	46,931	#DIV/0!	-	-
RV sub total	20,813	9.4%	4.5%	19,018	19,911	216,577	17.3%	184,617	31,960
Starex	3,344	-34.3%	-10.4%	5,090	3,734	37,458	-19.1%	46,275	-8,817
Porter	8,402	-5.1%	19.3%	8,858	7,041	90,959	2.6%	88,667	2,292
LCV sub total	11,746	-15.8%	9.0%	13,948	10,775	128,417	-4.8%	134,942	-6,525
Bus	667	11.9%	-12.4%	596	761	7,916	-1.7%	8,051	-135
Truck	1,538	-9.7%	-0.1%	1,704	1,539	17,524	-9.0%	19,249	-1,725
HCV sub total	2,205	-4.1%	-4.1%	2,300	2,300	25,440	-6.8%	27,300	-1,860
G70	1,339	-13.6%	15.0%	1,550	1,164	15,470	20.6%	12,826	2,644
DH / G80	1,214	-58.0%	-32.0%	2,889	1,786	20,581	-40.5%	34,614	-14,033
G90/EQ900	1,086	23.1%	16.1%	882	935	16,045	112.0%	7,570	8,475
Genesis Total	3,639	-31.6%	-6.3%	5,321	3,885	52,096	-5.3%	55,010	-2,914
Domestic Wholesale	63,160	-1.5%	-2.7%	64,131	64,912	675,507	2.9%	656,243	19,264
US	66,000	7.0%	-4.4%	61,681	69,023	633,491	1.2%	626,164	7,327
North America	77,700	2.8%	-5.5%	75,606	82,193	801,609	1.2%	791,763	9,846
Brazil	18,100	15.0%	45.2%	15,734	12,464	179,899	3.6%	173,648	6,251
South America	27,153	-3.3%	17.0%	28,067	23,210	278,402	-5.3%	293,856	-15,454
Western Europe	46,465	-3.5%	-5.7%	48,143	49,282	505,837	0.2%	504,657	1,180
Europe	50,200	-1.8%	-5.0%	51,136	52,829	535,765	-1.7%	545,040	-9,275
Russia	16,500	0.8%	1.5%	16,367	16,258	168,572	0.3%	168,027	545
Russia	18,096	3.9%	-3.1%	17,419	18,673	186,102	3.3%	180,078	6,024
AMEA	28,700	-1.3%	1.6%	29,076	28,259	286,730	4.9%	273,364	13,366
APAC	16,093	-11.7%	-11.3%	18,216	18,152	194,001	4.3%	185,994	8,007
India	43,500	-0.5%	-13.0%	43,709	50,010	471,207	-7.2%	507,909	-36,702
China	63,143	-11.3%	3.3%	71,185	61,153	567,753	-19.2%	702,356	-134,603
CV and others	4,502	-6.7%	35.6%	4,823	3,321	27,552	-30.9%	39,846	-12,294
Overseas Wholesale	329,087	-3.0%	-2.6%	339,237	337,800	3,349,121	-4.9%	3,520,206	-171,085
Korea Export (Inc. CV)	89,124	0.5%	-1.9%	88,655	90,842	947,938	4.9%	904,075	43,863
Overseas ¹	239,963	-4.2%	-2.8%	250,582	246,958	2,401,183	-8.2%	2,616,131	-214,948
Grand Total	392,247	-2.8%	-2.6%	403,368	402,712	4,024,628	-3.6%	4,176,449	-151,821

¹Overseas : North America(US, Canada, Mexico) · South America(Brazil, South America) · Europe(Western, Eastern, Turkey) Russia(Russia, Eastern Europe)

CKD	3,780	85.3%	21.2%	2,040	3,120	34,950	-14.1%	40,710	-5,760
-----	-------	-------	-------	-------	-------	--------	--------	--------	--------

※ Domestic HEV sales

Segment	2019	YoY (%)	MoM (%)	2018	2019	'19 YTD	YoY (%)	'18 YTD	Difference
	November								
Ioniq (Total)	352	-48.8%	-23.0%	687	457	5,493	-36.0%	8,582	-3,089
(HEV)	259	-48.2%	-24.9%	500	345	3,635	11.6%	3,257	378
Sonata (Total)	8,832	65.5%	-17.4%	5,335	10,688	91,431	50.7%	60,656	30,775
(HEV)	1,203	182.4%	-29.8%	426	1,713	6,441	80.4%	3,571	2,870
Grandeur (Total)	10,407	2.1%	5.5%	10,191	9,867	90,179	-12.2%	102,682	-12,503
(HEV)	2,312	-10.3%	-23.9%	2,577	3,040	25,963	17.2%	22,161	3,802
Kona (Total)	3,720	-33.1%	-15.9%	5,558	4,421	38,924	-15.2%	45,876	-6,952
(HEV)	689	#DIV/0!	2.7%	-	671	2,130	#DIV/0!	-	2,130
HEV Total	4,463	27.4%	-22.6%	3,503	5,769	38,169	31.7%	28,989	9,180