

## □ 2019 December Hyundai Motor Sales Results

Segment	2019	YoY (%)	MoM (%)	2018	2019	'19 YTD	YoY (%)	'18 YTD	Difference
	December								
Accent	103	-77.9%	-77.0%	466	447	4,094	-28.2%	5,698	-1,604
Veloster	168	-71.9%	5.7%	598	159	2,175	-48.9%	4,254	-2,079
Avante	3,653	-32.5%	-18.4%	5,411	4,475	62,104	-18.1%	75,831	-13,727
Ioniq	534	-36.7%	51.7%	844	352	6,027	-36.1%	9,426	-3,399
i30	65	-78.0%	-23.5%	295	85	1,427	-55.8%	3,225	-1,798
Sonata	8,572	65.2%	-2.9%	5,190	8,832	100,003	51.9%	65,846	34,157
i40	-	-100.0%	#DIV/0!	17	-	63	-70.4%	213	-150
Grandeur	13,170	26.4%	26.5%	10,419	10,407	103,349	-8.6%	113,101	-9,752
Aslan	-	#DIV/0!	#DIV/0!	-	-	-	-100.0%	20	-20
PC sub total	26,265	13.0%	6.1%	23,240	24,757	279,242	0.6%	277,614	1,628
Venue	3,101	#DIV/0!	56.9%	-	1,977	16,867	#DIV/0!	-	16,867
Kona	3,725	-18.9%	0.1%	4,592	3,720	42,649	-15.5%	50,468	-7,819
Tucson	3,537	-26.0%	7.9%	4,778	3,279	36,758	-13.8%	42,623	-5,865
Nexo	288	105.7%	-58.8%	140	699	4,194	476.9%	727	3,467
Santa fe	6,369	-26.3%	-9.0%	8,643	7,001	86,198	-19.6%	107,202	-21,004
Max Cruz	-	-100.0%	#DIV/0!	15	-	-	-100.0%	1,765	-1,765
Palisade	5,368	181.3%	29.8%	1,908	4,137	52,299	2641.0%	1,908	
RV sub total	22,388	11.5%	7.6%	20,076	20,813	238,965	16.7%	204,693	34,272
Starex	3,409	-12.7%	1.9%	3,905	3,344	40,867	-18.6%	50,180	-9,313
Porter	7,566	-18.9%	-10.0%	9,328	8,402	98,525	0.5%	97,995	530
LCV sub total	10,975	-17.1%	-6.6%	13,233	11,746	139,392	-5.9%	148,175	-8,783
Bus	743	28.3%	11.4%	579	667	8,659	0.3%	8,630	29
Truck	1,259	-8.2%	-18.1%	1,372	1,538	18,783	-8.9%	20,621	-1,838
HCV sub total	2,002	2.6%	-9.2%	1,951	2,205	27,442	-6.2%	29,251	-1,809
G70	1,505	-5.4%	12.4%	1,591	1,339	16,975	17.7%	14,417	2,558
DH / G80	1,703	-34.6%	40.3%	2,605	1,214	22,284	-40.1%	37,219	-14,935
G90/EQ900	1,497	-30.0%	37.8%	2,139	1,086	17,542	80.7%	9,709	7,833
Genesis Total	4,705	-25.7%	29.3%	6,335	3,639	56,801	-7.4%	61,345	-4,544
Domestic Wholesale	66,335	2.3%	5.0%	64,835	63,160	741,842	2.9%	721,078	20,764
US	64,400	-4.2%	-2.6%	67,199	66,113	698,004	0.7%	693,363	4,641
North America	76,441	-4.8%	-1.8%	80,263	77,854	878,204	0.7%	872,026	6,178
Brazil	20,502	37.5%	23.9%	14,915	16,546	198,847	5.5%	188,563	10,284
South America	29,448	14.3%	17.0%	25,769	25,171	305,868	-4.3%	319,625	-13,757
Western Europe	39,664	-1.3%	-15.5%	40,167	46,929	545,965	0.2%	544,824	1,141
Europe	43,657	-0.5%	-14.0%	43,888	50,778	580,000	-1.5%	588,928	-8,928
Russia	14,960	-1.6%	-9.7%	15,204	16,568	183,600	0.2%	183,231	369
Russia	16,846	3.9%	-7.7%	16,219	18,259	203,111	3.5%	196,297	6,814
AMEA	27,069	-10.3%	-9.5%	30,173	29,901	315,000	3.8%	303,537	11,463
APAC	11,979	-30.5%	-27.0%	17,226	16,413	206,300	1.5%	203,220	3,080
India	37,693	-10.5%	-15.5%	42,093	44,600	510,000	-7.3%	550,002	-40,002
China	82,247	-6.3%	30.3%	87,821	63,143	650,000	-17.7%	790,177	-140,177
CV and others	4,854	8.8%	9.9%	4,463	4,415	32,319	-27.1%	44,309	-11,990
Overseas Wholesale	330,234	-5.1%	0.3%	347,915	330,534	3,680,802	-4.8%	3,868,121	-187,319
Korea Export (Inc. CV)	81,926	-3.9%	-9.9%	85,214	90,924	1,031,664	4.3%	989,289	42,375
Overseas <sup>1</sup>	248,308	-5.5%	3.6%	262,701	239,610	2,649,138	-8.0%	2,878,832	-229,694
Grand Total	396,569	-3.9%	1.1%	412,750	393,694	4,422,644	-3.6%	4,589,199	-166,555

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

CKD	3,780	26.0%	-0.8%	3,000	3,810	38,760	-11.3%	43,710	-4,950
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### ※ Domestic HEV sales

Segment	2019	YoY (%)	MoM (%)	2018	2019	'19 YTD	YoY (%)	'18 YTD	Difference
	December								
Ioniq (Total)	534	-36.7%	51.7%	844	352	6,027	-36.1%	9,426	-3,399
(HEV)	332	-41.0%	-3.8%	563	345	3,967	3.8%	3,820	147
Sonata (Total)	8,572	65.2%	-2.9%	5,190	8,832	100,003	51.9%	65,846	34,157
(HEV)	1,225	122.3%	-28.5%	551	1,713	7,666	86.0%	4,122	3,544
Grandeur (Total)	13,170	26.4%	26.5%	10,419	10,407	103,349	-8.6%	113,101	-9,752
(HEV)	3,745	55.6%	23.2%	2,407	3,040	29,708	20.9%	24,568	5,140
Kona (Total)	3,725	-18.9%	0.1%	4,592	3,720	42,649	-15.5%	50,468	-7,819
(HEV)	1,041	#DIV/0!	55.1%	-	671	3,171	#DIV/0!	-	3,171
HEV Total	6,343	80.1%	9.9%	3,521	5,769	44,512	36.9%	32,510	12,002