

# News Release

## Hyundai Motor Announces 2018 3Q Business Results

- Global sales total 1.12 million units in third quarter of 2018
- Hyundai reports sales revenue of KRW 24.4 trillion, one percent increase Y-o-Y
- Operating profit at KRW 289 billion; Net profit KRW 306 billion

**SEOUL, October 25, 2018** – Hyundai Motor today announced business results for the third quarter of 2018, reporting KRW 24.4 trillion in sales, which represents a one percent increase from the same period last year. Global sales decreased by 0.5 percent year-over-year to 1.12 million units.

In spite of difficulties caused by sluggish demand in major markets as well as uncertainties in the global trade environment, Hyundai SUV sales remained strong, led by the all-new Santa Fe.

However, unfavorable exchange rates — such as a stronger Korean won against the U.S. dollar and weakening emerging market currencies — suppressed profits and undermined the positive effects of the company's product mix enhancement efforts.

Excluding China, global sales volume in the July-September period rose 0.3 percent from a year earlier to 937,660 units. Total sales in markets other than Korea decreased by 0.4 percent to 949,785 units, mainly due to the fall in US and China sales, which offset a significant growth in the European market.

In the domestic market, total sales and production were heavily affected by fewer working days due to the celebration of Chuseok holiday on September. The company posted 171,443 units sold in Korea, a 1.4 percent decrease compared to the previous year.

Operating income decreased by 76 percent year-over-year, resulting in KRW 289 billion. Notwithstanding the company's continuous efforts to optimize costs, an increase in provisions related to quality improvement initiatives and recalls weighed on overall profitability. Net profit slid 67.4 percent to KRW 306 billion.

For the first nine months of this year, Hyundai Motor sold 3.36 million vehicle units while posting KRW 71.6 trillion, KRW 1.92 trillion and KRW 1.85 trillion in total revenue, operating profit and net income respectively.

Hyundai Motor plans to strengthen its model line-up for SUVs and luxury vehicles, while increasing investments in R&D and expanding strategic partnerships with global ICT leaders as an effort to tackle mounting market uncertainties. The company anticipates that the slowdown in the global automotive industry as well as concerns over global trade will continue in the fourth quarter.

### Business Results (2018 3Q)

(Currency: KRW 1 billion)														
	2017					2018					'18. 1~3Q vs '17. 1~3Q		'18. 3Q vs '17. 3Q	
	1Q	2Q	3Q	1Q-3Q	%	1Q	2Q	3Q	1Q-3Q	%	Change	%	Change	%
Sales Volume (units)	1,067,355	1,077,497	1,127,355	3,272,207	100%	1,049,389	1,192,141	1,121,228	3,362,758	100%	90,551	2.8%	(6,127)	-0.5%
Korea	161,978	182,805	173,888	518,671	15.9%	169,203	185,178	171,443	525,824	15.6%	7,153	1.4%	(2,445)	-1.4%
Overseas	905,377	894,692	953,467	2,753,536	84.1%	880,186	1,006,963	949,785	2,836,934	84.4%	83,398	3.0%	(3,682)	-0.4%
Sales Revenue	23,366	24,308	24,201	71,875	100%	22,437	24,712	24,434	71,582	100%	(293)	-0.4%	232	1.0%
Gross Profit	4,293	4,727	4,340	13,360	18.6%	3,468	3,926	3,693	11,087	15.5%	(2,273)	-17.0%	(647)	-14.9%
Operating Profit	1,251	1,344	1,204	3,799	5.3%	681	951	289	1,921	2.7%	(1,878)	-49.4%	(915)	-76.0%
Recurring Profit	1,757	1,165	1,100	4,022	5.6%	926	1,129	362	2,417	3.4%	(1,605)	-39.9%	(738)	-67.1%
Net Profit	1,406	914	939	3,259	4.5%	732	811	306	1,848	2.6%	(1,410)	-43.3%	(633)	-67.4%

- Ends -

### About Hyundai Motor Company

Established in 1967, Hyundai Motor Company is committed to becoming a lifetime partner in automobiles and beyond with its range of world-class vehicles and mobility services offered available in more than 200 countries. Employing more than 110,000 employees worldwide, Hyundai sold more than 4.5 million vehicles globally. Hyundai Motor continues to enhance its product line-up with vehicles that are helping to build solutions for a more sustainable future, such as NEXO – the world's first dedicated hydrogen-powered SUV. In 2018 the company revealed its new design philosophy 'Sensuous Sportiness', which will be embodied by all upcoming Hyundai vehicles.

More information about Hyundai Motor Company and its products can be found at:

<http://worldwide.hyundai.com> or <http://globalpr.hyundai.com>

**Disclaimer:** Hyundai Motor Company believes the information contained herein to be accurate at the time of release. However, the company may upload new or updated information if required and assumes that it is not liable for the accuracy of any information interpreted and used by the reader.