



Hyundai Motor Company: U.S. Market Performance for Third Quarter 2022

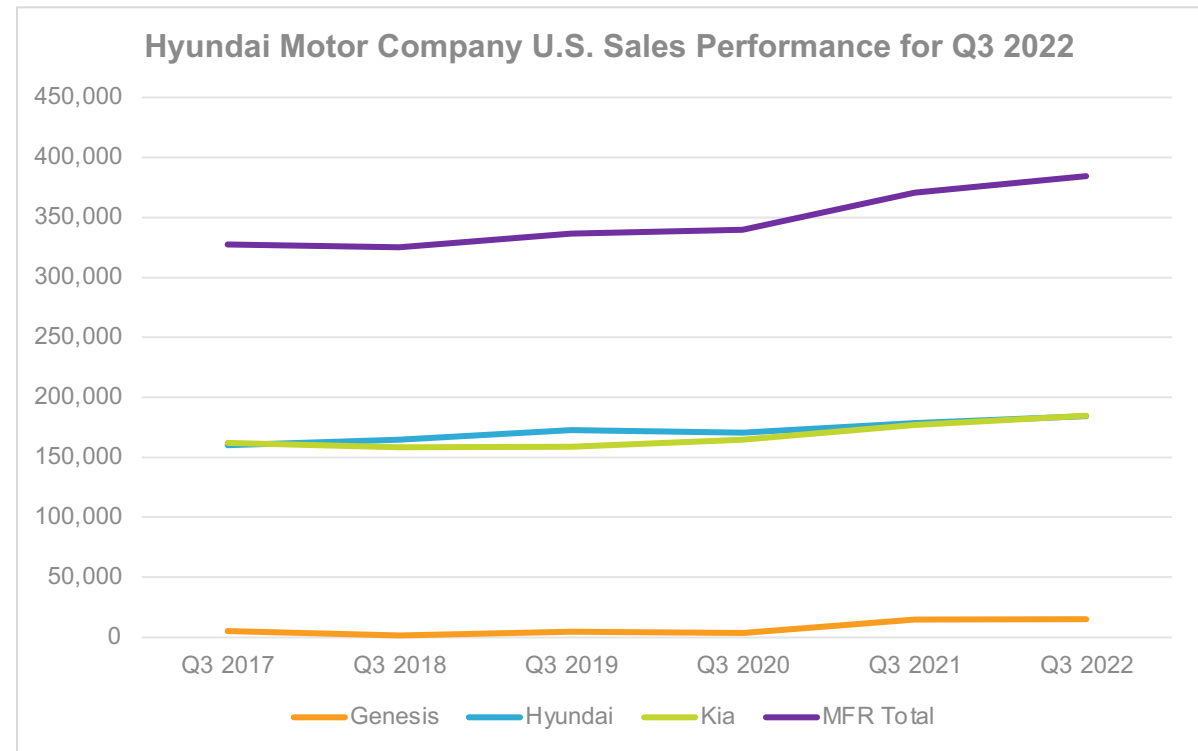
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Hyundai Motor Company U.S. Sales Performance for Third Quarter 2022



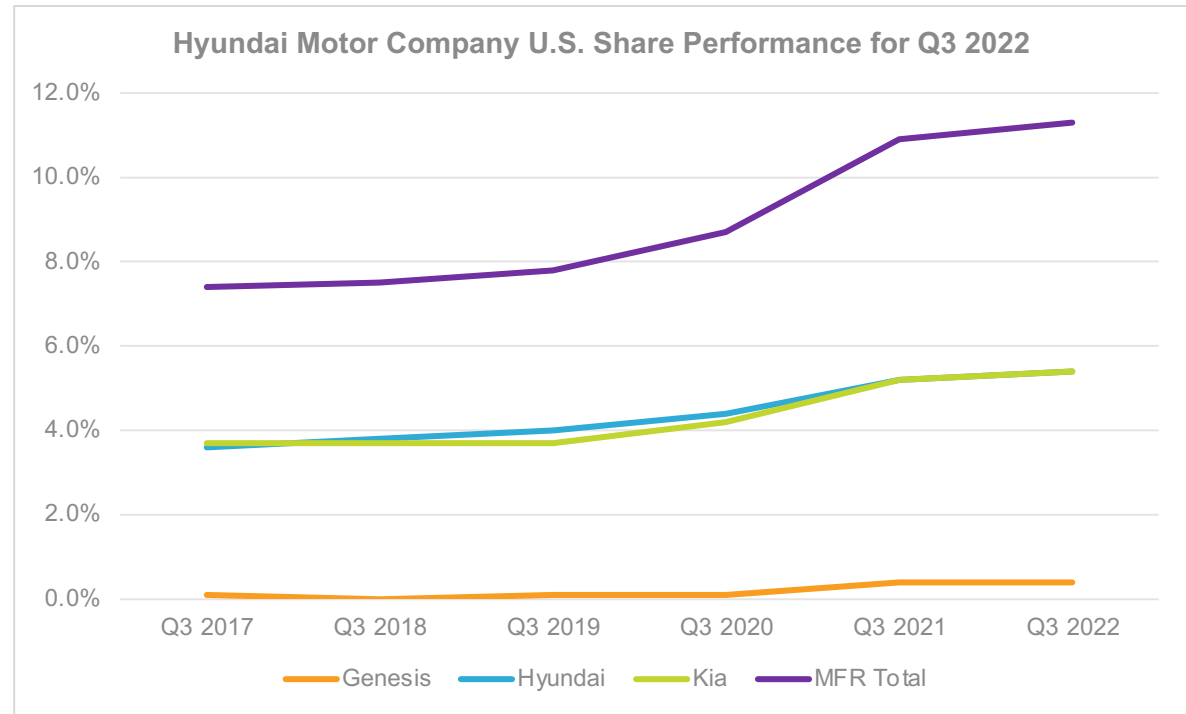
	Genesis	Hyundai	Kia	MFR Total
Q3 2017	5,183	160,197	162,194	327,574
Q3 2018	1,647	165,006	158,479	325,132
Q3 2019	4,902	173,028	158,754	336,684
Q3 2020	3,745	170,828	165,013	339,586
Q3 2021	15,022	178,500	177,014	370,536
Q3 2022	15,212	184,431	184,808	384,451
YOY Change	1.3%	3.3%	4.4%	3.8%



Hyundai Motor Company U.S. Share Performance for Third Quarter 2022



	Genesis	Hyundai	Kia	MFR Total
Q3 2017	0.1%	3.6%	3.7%	7.4%
Q3 2018	0.0%	3.8%	3.7%	7.5%
Q3 2019	0.1%	4.0%	3.7%	7.8%
Q3 2020	0.1%	4.4%	4.2%	8.7%
Q3 2021	0.4%	5.2%	5.2%	10.9%
Q3 2022	0.4%	5.4%	5.4%	11.3%
Point Change	0.0%	0.2%	0.2%	0.4%



Highlights of Genesis' U.S. Sales by Model for Third Quarter 2022



	Q3 Sales	YOY Change
GV80	5,014	-6.9%
GV70	4,994	6.3%
G70	3,190	8.9%
G80	1,001	-37.6%

Highlights of Hyundai and Kia's U.S. Sales by Model for Third Quarter 2022



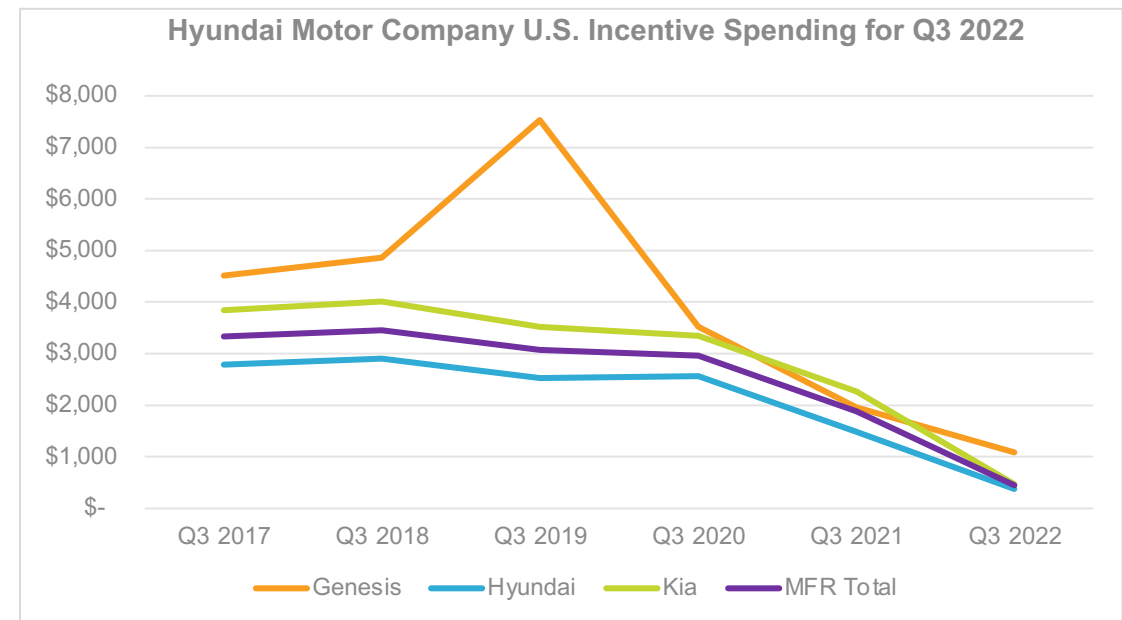
	Q3 Sales	YOY Change
Tucson	41,554	27.7%
Santa Fe	28,234	6.4%
Elantra	37,020	15.5%
Palisade	20,119	-5.0%
Kona	12,893	-35.3%
Santa Cruz	8,600	187.30%
Ioniq 5	4,800	-

	Q3 Sales	YOY Change
Sportage	37,383	47.2%
Forte	30,258	-2.0%
Telluride	25,403	0.5%
Sorento	25,555	83.3%
K5	18,251	-18.2%

Hyundai Motor Company U.S. Incentive Spending for Third Quarter 2022



	Genesis	Hyundai	Kia	MFR Total
Q3 2017	\$ 4,509	\$ 2,787	\$ 3,839	\$ 3,335
Q3 2018	\$ 4,867	\$ 2,905	\$ 4,012	\$ 3,455
Q3 2019	\$ 7,530	\$ 2,534	\$ 3,521	\$ 3,072
Q3 2020	\$ 3,518	\$ 2,571	\$ 3,347	\$ 2,958
Q3 2021	\$ 1,954	\$ 1,484	\$ 2,273	\$ 1,880
Q3 2022	\$ 1,084	\$ 376	\$ 468	\$ 448
YOY Change	-44.5%	-74.7%	-79.4%	-76.2%



Genesis Brand U.S. Average Transaction Prices for Third Quarter 2022



	Q3 ATP	YOY Change
GV80	\$ 71,752	7.6%
GV70	\$ 57,459	-0.7%
G70	\$ 49,095	2.7%
G80	\$ 59,135	-0.7%

Hyundai Brand U.S. Average Transaction Prices for Third Quarter 2022



	Q3 ATP	YOY Change
Tucson	\$ 35,490	6.7%
Santa Fe	\$ 39,789	7.9%
Elantra	\$ 27,200	11.3%
Palisade	\$ 50,413	4.8%
Kona	\$ 29,986	1.7%
Santa Cruz	\$ 37,457	2.7%
Ioniq 5	\$ 54,662	-

Kia Brand U.S. Average Transaction Prices for Third Quarter 2022



	Q3 ATP	YOY Change
Sportage	\$ 36,620	20.8%
Forte	\$ 24,938	9.6%
Telluride	\$ 49,173	2.9%
Sorento	\$ 42,238	5.3%
K5	\$ 32,848	6.6%