



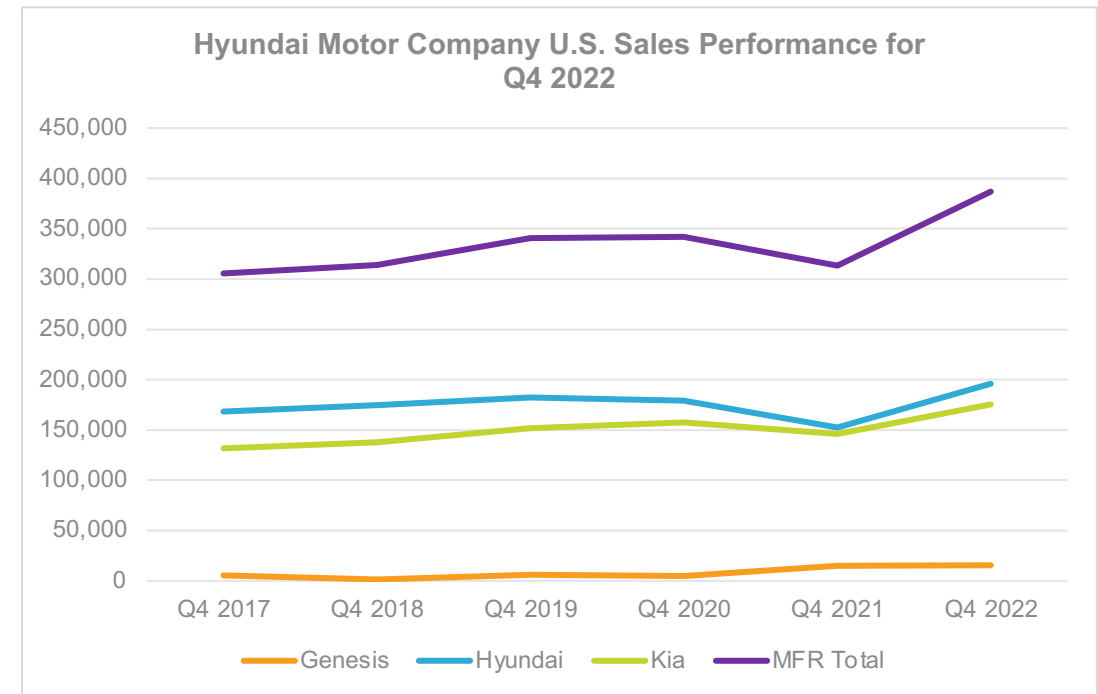
Hyundai Motor Company: U.S. Market Performance for Fourth Quarter 2022

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



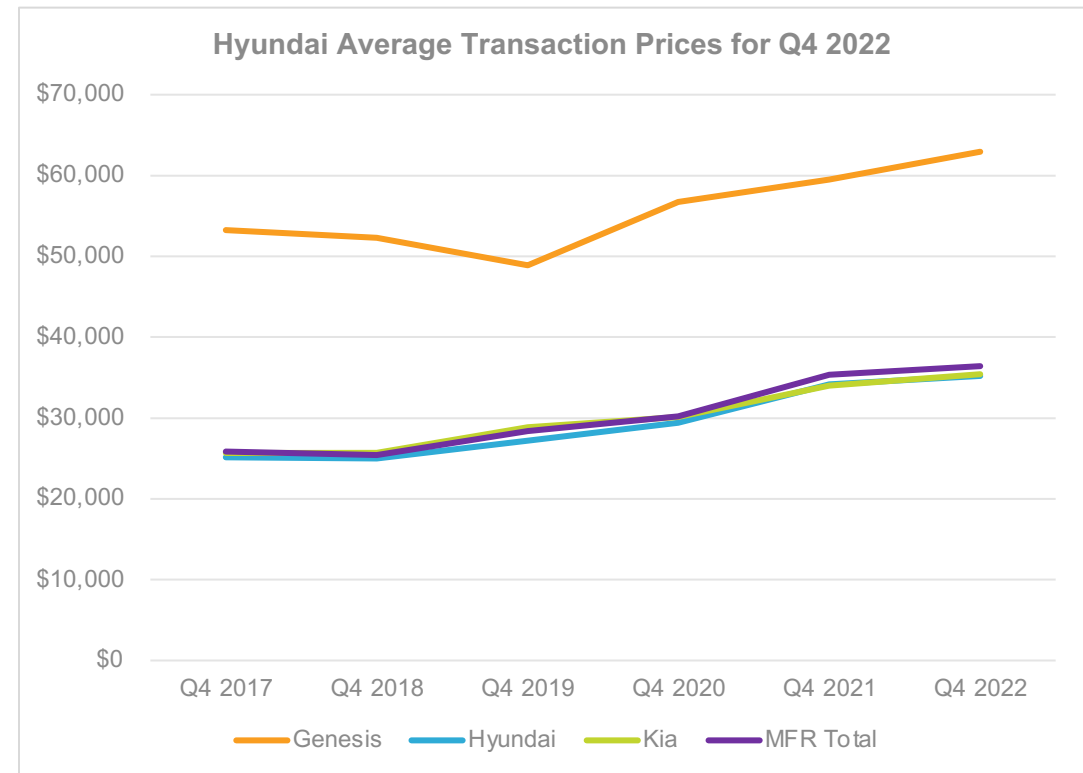
	Genesis	Hyundai	Kia	MFR Total
Q4 2017	5,510	168,305	131,738	305,553
Q4 2018	1,403	174,842	137,631	313,876
Q4 2019	6,327	182,415	151,740	340,482
Q4 2020	5,099	178,844	157,755	341,698
Q4 2021	15,301	152,446	145,891	313,638
Q4 2022	15,530	195,967	175,401	386,898
YOY Change	1.5%	28.5%	20.2%	23.4%



Hyundai Overall U.S. Average Transaction Prices for Fourth Quarter 2022



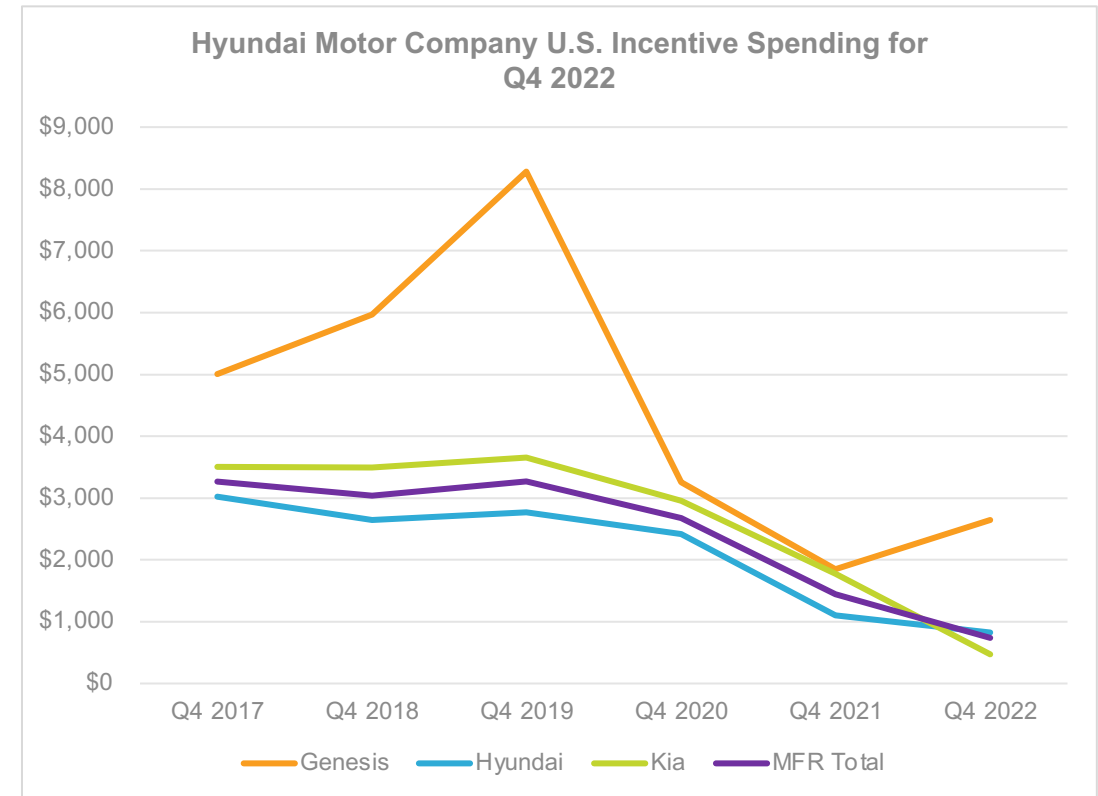
	Genesis	Hyundai	Kia	MFR Total
Q4 2017	\$53,206	\$25,135	\$25,671	\$25,873
Q4 2018	\$52,292	\$24,993	\$25,681	\$25,417
Q4 2019	\$48,894	\$27,193	\$28,896	\$28,355
Q4 2020	\$56,714	\$29,441	\$30,148	\$30,174
Q4 2021	\$59,483	\$34,158	\$33,998	\$35,319
Q4 2022	\$62,942	\$35,207	\$35,419	\$36,416
YOY Change	5.0%	3.1%	4.2%	3.1%



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



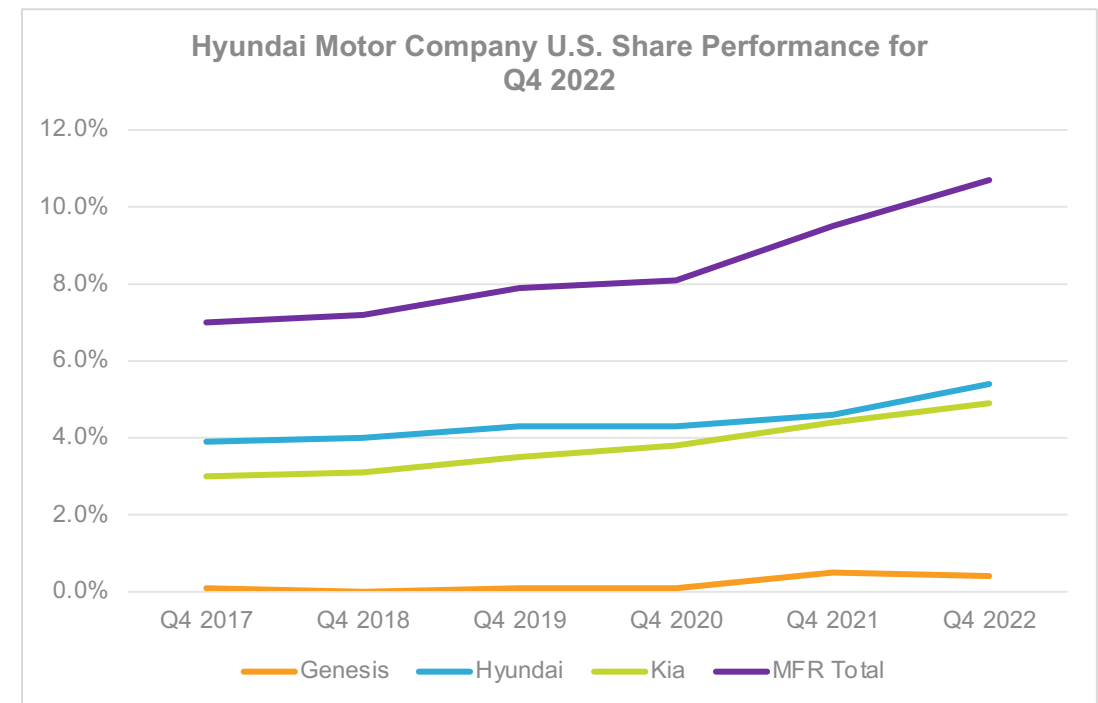
	Genesis	Hyundai	Kia	MFR Total
Q4 2017	\$5,005	\$3,022	\$3,509	\$3,268
Q4 2018	\$5,973	\$2,646	\$3,497	\$3,034
Q4 2019	\$8,281	\$2,773	\$3,655	\$3,269
Q4 2020	\$3,260	\$2,419	\$2,955	\$2,679
Q4 2021	\$1,849	\$1,098	\$1,771	\$1,448
Q4 2022	\$2,645	\$825	\$472	\$738
YOY Change	43.1%	-24.9%	-73.3%	-49.0%



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



	Genesis	Hyundai	Kia	MFR Total
Q4 2017	0.1%	3.9%	3.0%	7.0%
Q4 2018	0.0%	4.0%	3.1%	7.2%
Q4 2019	0.1%	4.3%	3.5%	7.9%
Q4 2020	0.1%	4.3%	3.8%	8.1%
Q4 2021	0.5%	4.6%	4.4%	9.5%
Q4 2022	0.4%	5.4%	4.9%	10.7%
Point Change	-0.1%	0.8%	0.4%	1.2%



Hyundai's U.S. Sales and Prices for Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
Tucson	49,682	42.3%
Santa Fe	33,460	49.3%
Elantra	31,313	71.0%
Palisade	18,932	-13.4%
Kona	18,314	-4.3%
Santa Cruz	9,677	37.30%
Ioniq 5	4,490	2834.6%

	Q4 ATP	YOY Change
Tucson	\$35,166	0.6%
Santa Fe	\$39,720	4.4%
Elantra	\$26,699	4.4%
Palisade	\$50,664	5.8%
Kona	\$29,563	2.1%
Santa Cruz	\$37,551	2.1%
Ioniq 5	\$55,133	-

Kia's U.S. Sales and Prices for Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
Sportage	35,506	124.4%
Forte	26,360	15.1%
Telluride	27,595	20.1%
Sorento	21,806	11.7%
K5	12,735	-32.5%
EV6	2,934	-

	Q4 ATP	YOY Change
Sportage	\$35,878	15.2%
Forte	\$24,443	1.1%
Telluride	\$49,613	2.8%
Sorento	\$41,922	-2.3%
K5	\$32,571	2.1%
EV6	\$57,157	-

Genesis' U.S. Sales and Prices for Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
GV80	4,902	1.0%
GV70	5,834	6.8%
G70	2,697	-10.1%
G80	1,161	-19.0%

	Q4 ATP	YOY Change
GV80	\$73,089	7.2%
GV70	\$57,390	-0.9%
G70	\$49,600	8.4%
G80	\$63,836	10.8%