



PRESENTATION: on the flash drive









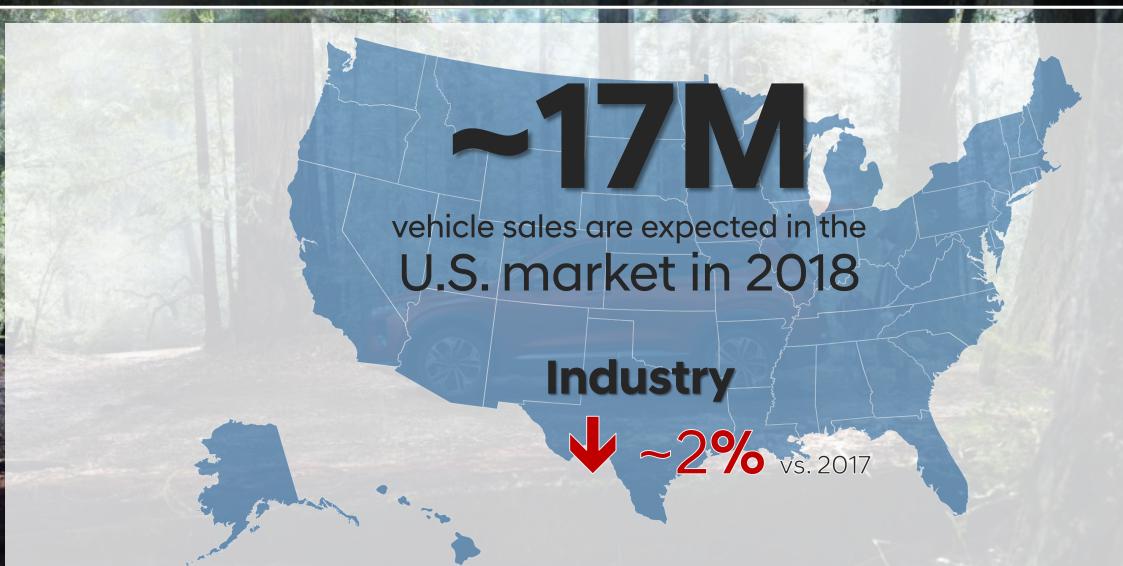
With U.S. production capacity at

400,000 units,

the majority of Hyundai vehicles sold in the U.S. are produced here.

- Provides nearly 3,000 jobs to Alabama residents
- Three of our top-selling models Elantra,
 Sonata and Santa Fe are built here
- A \$388M addition to an engine plant to prepare for next-generation engine

ECONOMIC OUTLOOK REMAINS STRONG



*Source: IHS Sales Forecast

#4 IMPORT BRAND IN THE U.S.

2000	2001	2002	2003	2004	'05/'06	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota	Toyota
Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda	Honda
Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan	Nissan
VW	VW	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai	Hyundai
Mitsubishi	Hyundai	Mitsubishi	VW	Lexus	Lexus	Lexus	Kia	Kia	Kia	Kia	Kia	Kia	Kia	Kia	Kia	Subaru
Mazda	Mitsubishi	VW	Lexus	Kia	Kia	Kia	Mazda	Subaru	VW	VW	VW	Subaru	Subaru	Subaru	Subaru	Kia
Hyundai	Mazda	Mazda	Mazda	Mazda	BMW	Mazda	Lexus	Lexus	Subaru	Subaru	Subaru	VW	VW	Mercedes	Mercedes	Mercedes
Lexus	Lexus	Kia	Mitsubishi	BMW	Mazda	BMW	BMW	VW	Mazda	Mercedes	Mercedes	Mercedes	Mercedes	VW	Lexus	VW
Mercedes	Kia	Lexus	BMW	VW	Mercedes	Mercedes	Mercedes	Mazda	Lexus	Mazda	BMW	BMW	BMW	BMW	VW	BMW
BMW	BMW	BMW	Kia	Mercedes	VW	VW	VW	BMW	Mercedes	BMW	Mazda	Mazda	Lexus	Lexus	BMW	Lexus

*Source: IHS Sales Forecast

IMPROVING PRODUCT MIX

INDUSTRY

Truck Segment Share Increased

+4.9%

Industry	Share	PPT ▲
Truck Segments	68.6%	+4.9ppt

HYUNDAI

Truck Segment Share Increased

+9.6%

<u>Hyundai</u>	<u>Share</u>	PPT ▲
Truck Segments	43.5%	+9.6ppt

*Industry Sales Report- July 2018; CYTD data displayed

TOP SAFETY PICKS WITH SEVEN MODELS



SONATA
SANTA FE
SANTA FE SPORT



IONIQ Hybrid ELANTRA / GT SONATA TUCSON



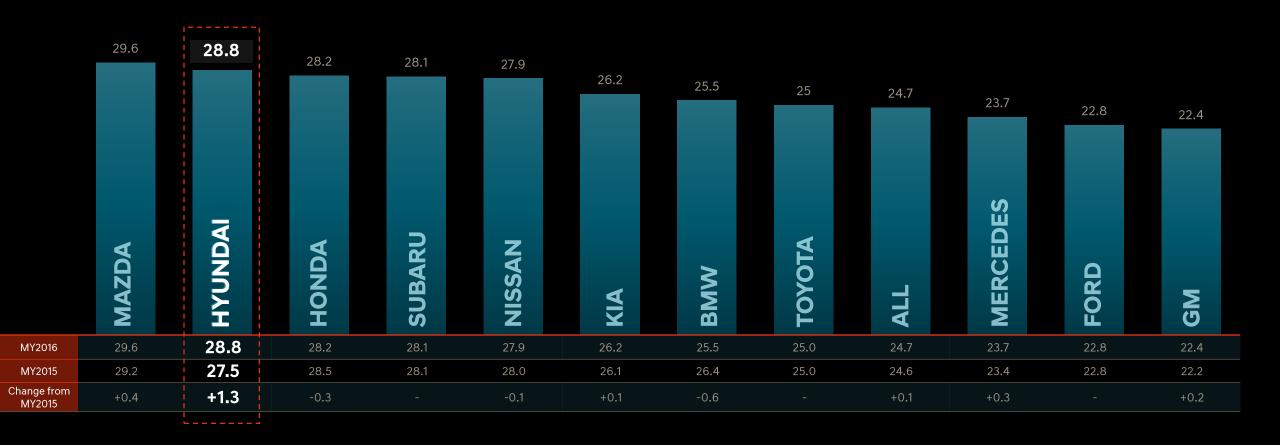


INDUSTRY-LEADING OWNERSHIP VALUE

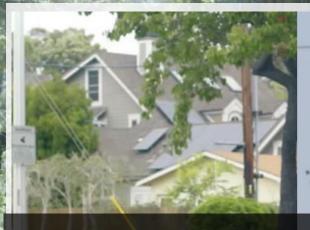


Hyundai consistently earns highest fuel economy gains in the study by EPA.

MY2015 – MY2016 Manufacturer Adjusted Fuel Economy and Adjusted CO₂ Emissions



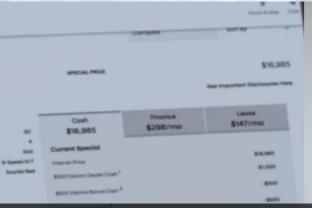
Shopper Assurance



Offering customers convenient ways to schedule a test drive either at a customer desired location or at the dealership.



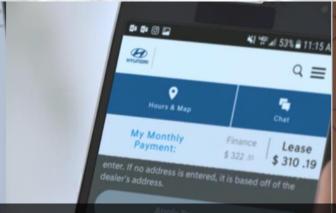
Flexible
Test Drive



Customers see dealer pricing that reflects MSRP minus: in-market cash incentives and any dealer offered discounts on the dealer website.



Transparent Pricing



Reduces time for the customer at the dealership via online paperwork prior to dealer visit (evaluate trade-in, generate payment options, and complete a credit application) using a digital tool.



Streamlined Purchasing



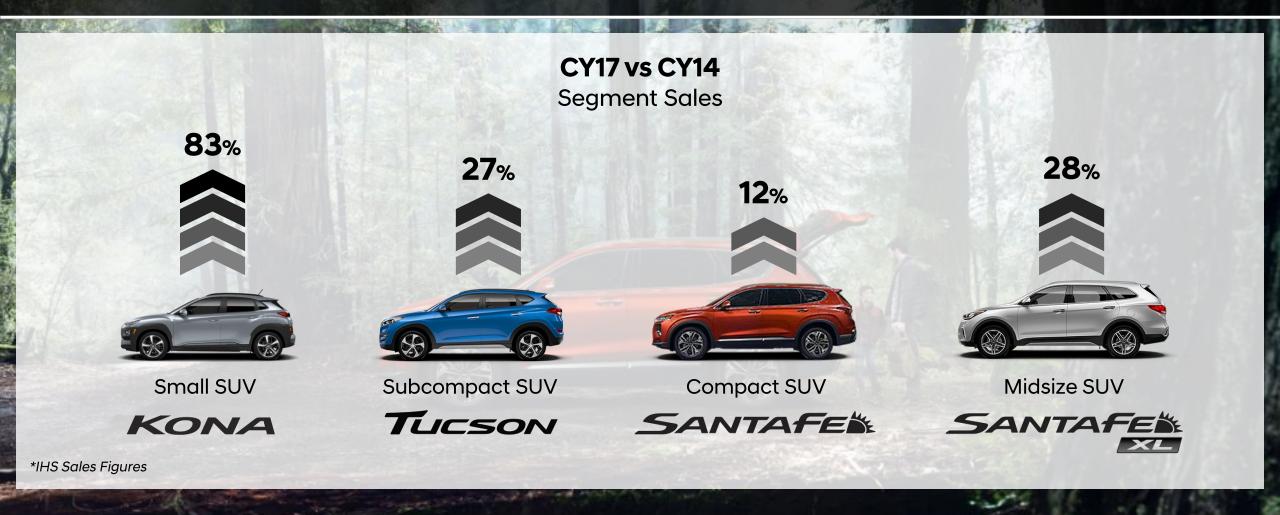
The 3 Day Worry-Free Exchange provides customers confidence in their purchase decision.



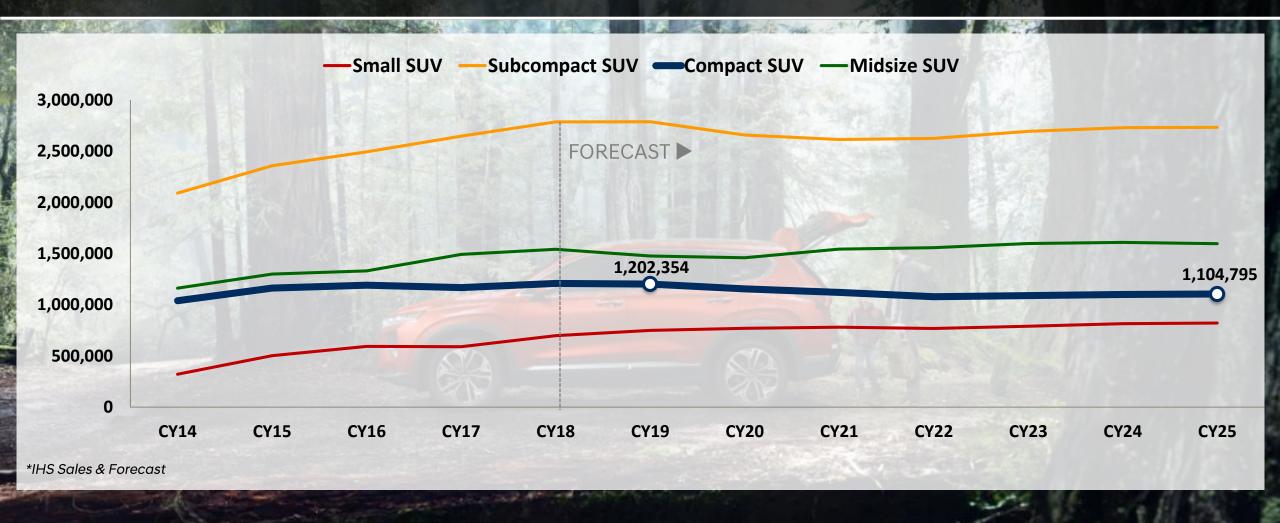
3 Day Worry-Free Exchange



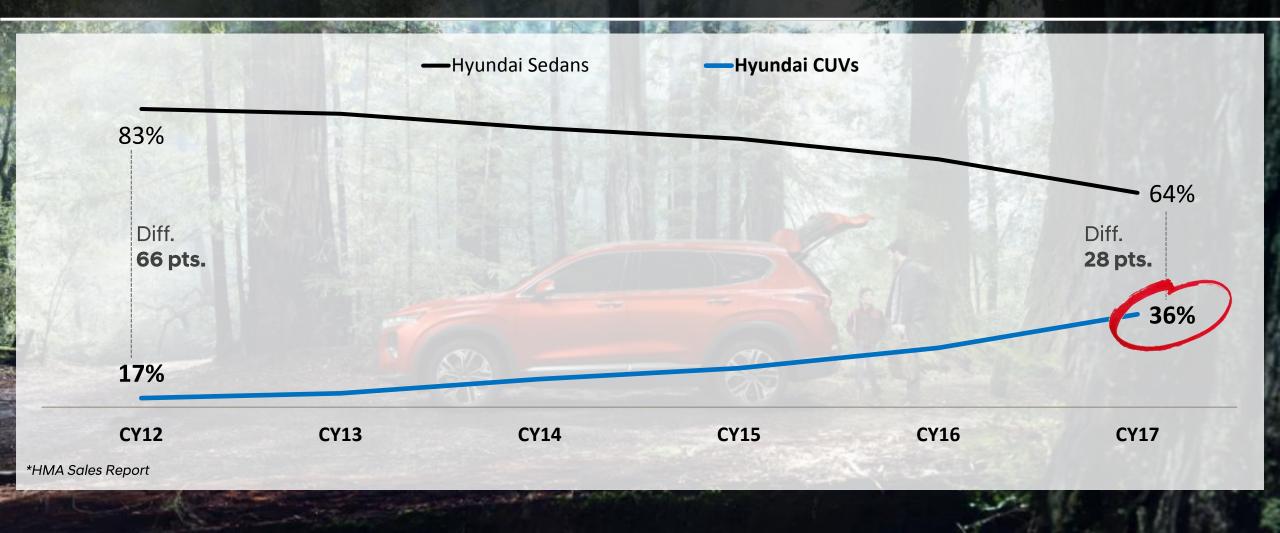
BUYERS WANT MORE UTILITY



CONSISTENT COMPACT SUV VOLUME OVER 1M/YR



HYUNDAI SUV SALES MIX IS RISING



COMPACT SUV COMPETITORS



Ford Edge



Subaru Outback



Nissan Murano



Kia Sorento



Jeep Cherokee



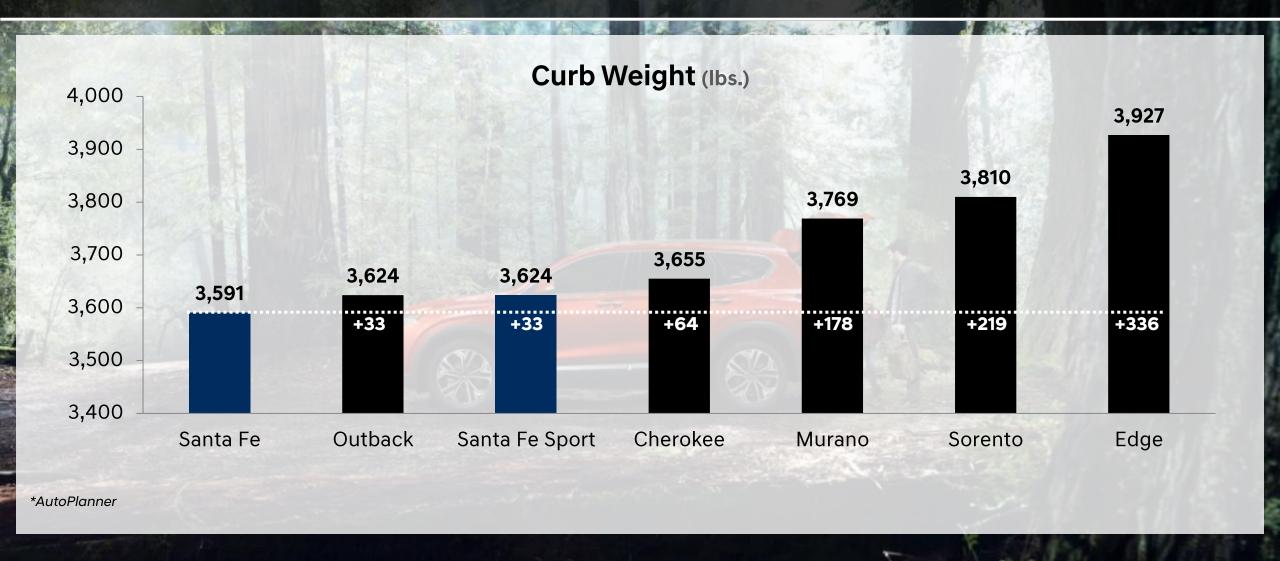
Chevrolet Blazer

EXTERIOR DIMENSIONS



Dimensions (in.)	Santa Fe Sport	Delta	Santa Fe	Edge	Murano	Cherokee	Outback	Sorento
Length	185.0	+2.8	187.8	188.1	192.8	182.0	189.6	189.0
Width	74.0	+0.4	74.4	75.9	75.4	73.2	72.4	74.4
Height	66.5	+0.6	67.1	68.6	67.8	66.2	66.5	66.5
Wheelbase	106.3	+2.6	108.9	112.2	111.2	106.6	108.1	109.4

LIGHTEST SUV AMONG COMPETITORS



COMPETITIVE & VERSATILE CARGO SPACE

CARGO SOLUTIONS

- ★ 60/40 2nd Row Fold Flat Seats
- ★ Cargo-Area Seat Release (buttons release 2nd row seats)
- **★** Cargo Underfloor Storage (Tray and Hidden Compartment)
- **★** Selectable Liftgate Speed

Standard: 6.0 sec Express: 4.5 sec



Interior Volume (ft³)	Santa Fe Sport	Santa Fe	Edge	Murano	Cherokee	Outback	Sorento	
Cargo Behind Front Seats	71.5	71.3	73.4	67.0	54.9	73.3	73.0	
Cargo Behind 2 nd Row	35.4	35.9	39.2	32.1	24.6	35.5	38.0	

*JATO V5

CAPABLE POWERTRAINS

ENGINE



2.4L GDI 4-cylinder



2.0L Turbocharged GDI 4-cylinder

TRANSMISSION



8-speed Automatic Transmission with SHIFTRONIC® Manual Shift Mode

DRIVE TYPE

Available HTRAC AWD



IDLE STOP & GO



Standard with both 2.4L and 2.0L Turbo engines

IMPROVED ENGINES



2.4L GDI 4-cylinder Engine with 8-speed A/T

185 HP @ 6,000 rpm 178 lb.-ft. torque @ 4,000 rpm 22 / 29 / 25 MPG FWD

2.0L Turbo GDI 4-cylinder Engine with 8-speed A/T

235 HP @ 6,000 rpm 260 lb.-ft. torque @ 1,450~3,500 rpm 20 / 25 / 22 MPG FWD



★ Both engines apply new electrically-actuated continuously variable valve timing technology (E-CVVT), improving overall fuel economy and performance.

8-SPEED A/T FOR 2.0T ENGINE

Direct Control Valve Body

Control valve reduction (20 \rightarrow 12)

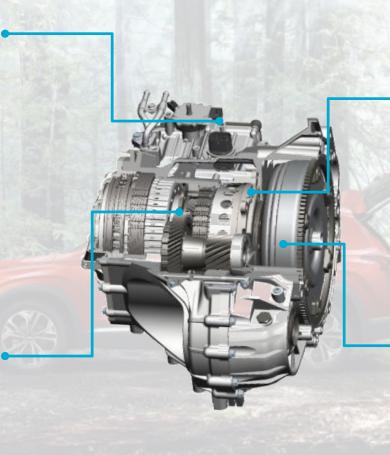
Improves efficiency by reducing valve body leakage flow



Dual Ball Bearings

Improves efficiency by reducing friction loss on roller contact area





Optimized Oil Pump Capacity

Improves efficiency by reducing pump capacity Capacity Reduction by 43%



15.8 cc/rotation

9 cc/rotation

Multi-Plate Torque Converter

Improves response by expanding direct coupling area







8-SPEED A/T FOR 2.4L ENGINE

6-Speed → 8-Speed

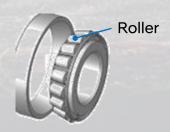
Extended driving range with gear ratio width

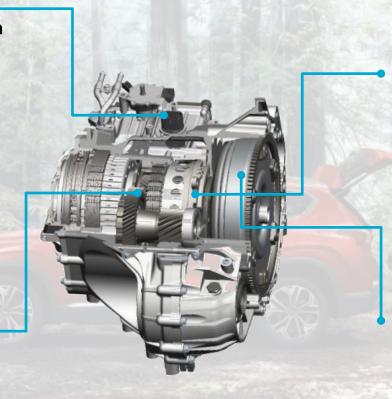
Delivers acceleration performance at lower gears and fuel efficiency in higher gears



Reduced Tapered Bearing Rollers

Reduced number of rollers (21 → 16) improving efficiency by 0.15%





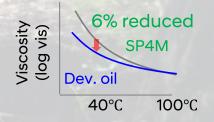
One-Way Clutch Delete

Reduced friction loss with 0.5% improved efficiency

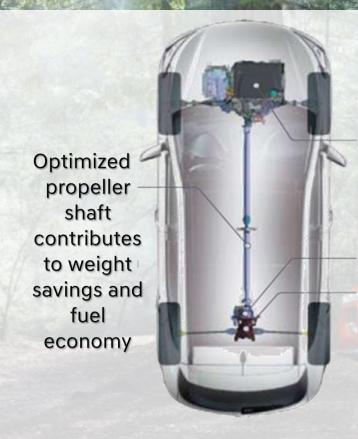


Fuel Efficient ATF Type

Improved drag during low temperature and warm up by 0.3%



SUPERIOR HTRAC AWD PERFORMANCE



Transfer Case

AWD Coupling

Rear Differential



AWD Coupling

Torque Vectoring

Optimum Distribution

Linked Drive Mode



The electronic coupling device mounted between the front and rear axle actively distributes power.

Braking force controls the wheels to ensure maximum passenger safety even when turning in unstable roads.

Optimum driving force is distributed to front and rear wheels by intelligently monitoring road and vehicle condition.

By varying the driving force distribution according to drive mode, the system delivers enhanced driving characteristics.







MORE PREDICTIVE HTRAC AWD SENSORS

50 VEHICLE INPUT SIGNALS calculate torque split and are transmitted & processed 100 times per second.



Driver

- Throttle
- Brake
- Steering
- Transmission
- Drive Mode setting
- ESP status



Engine

- Engine speed
- Engine torque
- Engine temperature



Transmission

- Selected gear
- Actual gear
- Torque converter status
- Clutch status



ESP

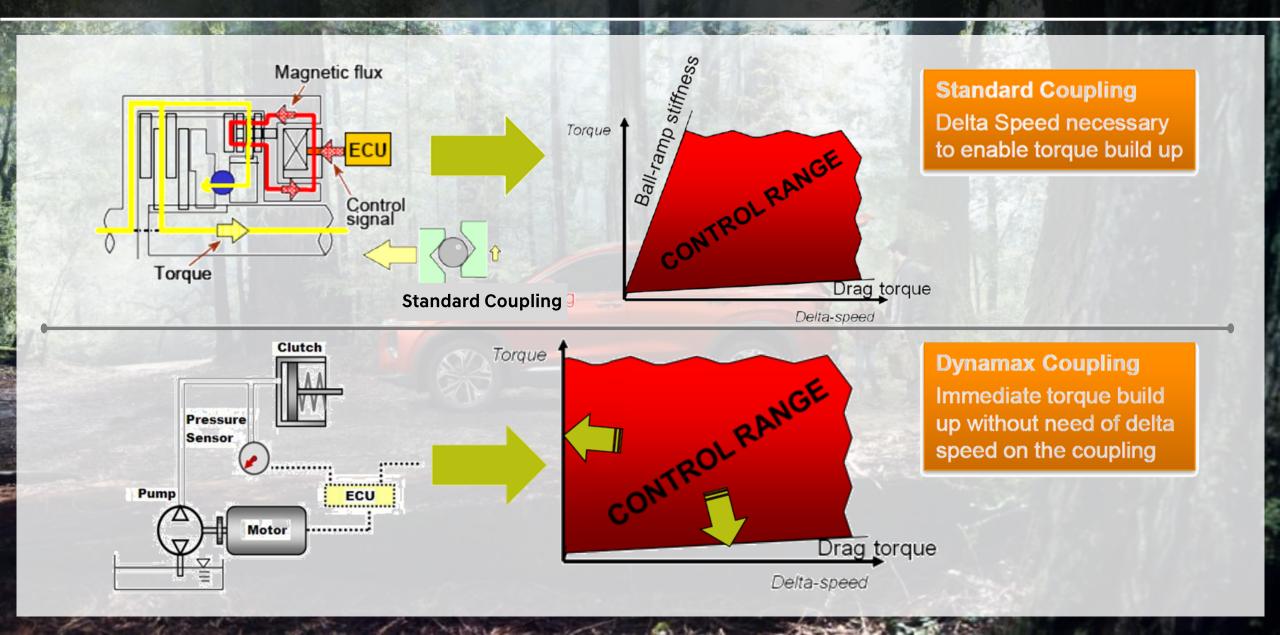
- Longitudinal acceleration
- Lateral acceleration
- Yaw rate
- Brake pressure
- Intervention status
- Friction coefficient



Environmental

- Outside temperature
- Windshield wiper status

IMMEDIATE HTRAC AWD COUPLING





HTRAC OPTIMIZED WITH DRIVE MODES

HTRAC system tracks vehicle speed and road conditions to control braking between the left and right wheels. It balances power between the front and rear wheels to ensure safety while delivering superior cornering and driving dynamics on multiple road surfaces.

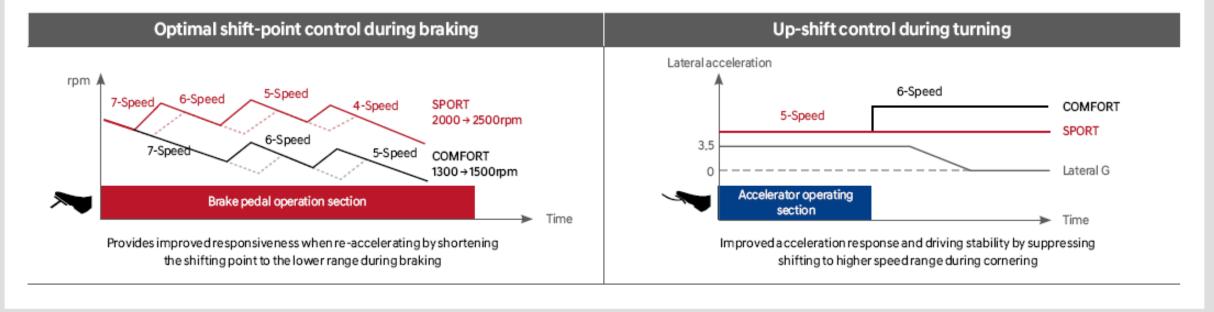


HTRAC driving force distribution by drive mode

Drive Mode	Optimizes	Torque Distribution (% Front:Rear)	Cluster Image
Comfort	Stable driving dynamics	Variable torque output to rear axle up to 50%, depending on	
Smart	Fuel efficiency	HTRAC's continuously monitored inputs	
Sport	Acceleration and sporty dynamics	65 : 35 ~ 50 : 50	

IMPROVED DRIVE ASSIST LOGIC

- Drive assist and drivability improvement logic
 - The assist logic is differentiated according to drive mode, providing differentiated drivability and acceleration feeling



67% ADVANCED HIGH STRENGTH STEEL

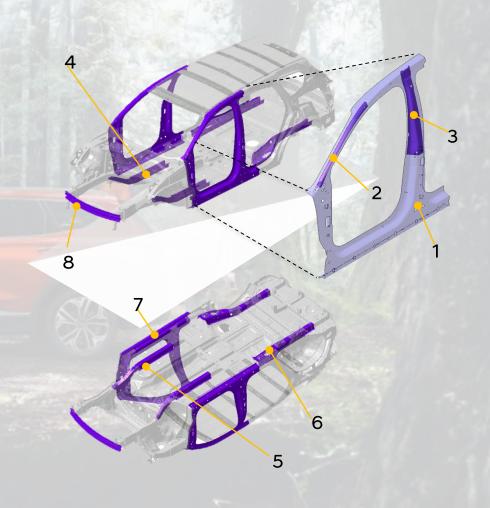
Average Tensile Strength

(Kgf/mm²)*



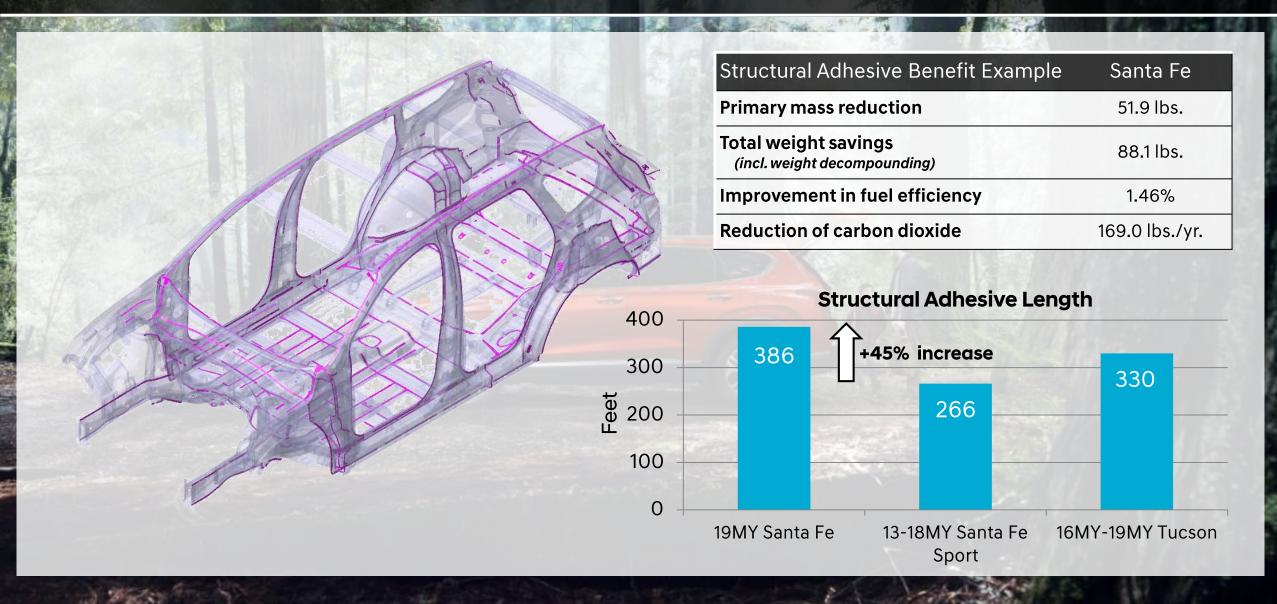
Hot Stamped Parts

- 1 Reinforced-Side outer, L/R
- 2 Reinforced-A Pillar, L/R
- 3 Reinforced-B pillar, L/R
- 4 Member center floor upper, L/R
- 5 Member assembly-front side rear lower, L/R
- 6 Member assembly-rear floor side front, L/R
- 7 Panel assembly-side sill inner rear, L/R
- 8 Front bumper beam



* Kilograms-force Per Square Millimeter

45% MORE STRUCTURAL ADHESIVE



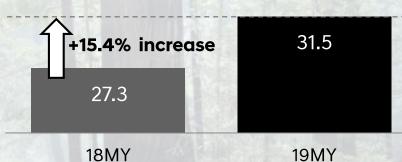






IMPROVED RIDE QUALITY

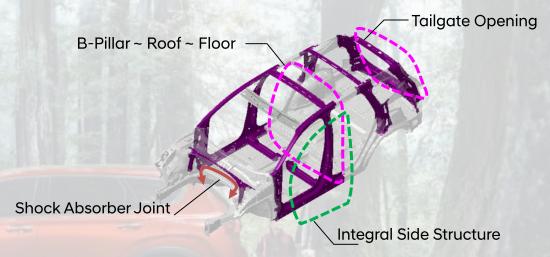
Torsional Stiffness (10,000 kgf·m²/rad)



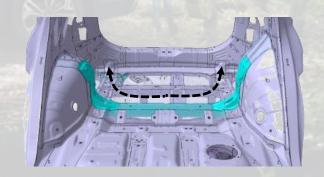
Upright Rear Shock Absorber



Cabin Area Joint Reinforcement



Interior/Exterior Rear Seat Joint Reinforcement



REFINED HANDLING

SUSPENSION BUSHING

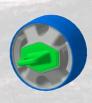
★ Improved agility and vibration/shock absorption

G bushing diameter and void gap

Outer Inner (2.5) (4.5) (1.0) (3.8)

11 6 75	Santa Fe	18MY	19MY
	Diameter	Ф70	Ф68
G Bushing	Hardness	Hs70	Hs65
	Void Gap	2.5 / 4.5	1.0 / 3.8

Updated trailing arm bushing diameter



	Santa Fe	18MY	19MY
Trailing Arm	Diameter	Ф83	Ф80
	Hardness	Hs63	Hs55

STEERING SYSTEM

★ Improved agility and vibration/shock absorption

Better steering response with increased gear ratio and MDPS torsion bar stiffness



Santa Fe	e 18MY	19MY
Supplier	Mobis/Mando	Mando
Gear Ratio (mm/rev)	54.2	56
Torsion Bar (Nm/deg)	2.5	2.8

IMPROVED SUSPENSION

Front

McPherson Strut with aluminum knuckle

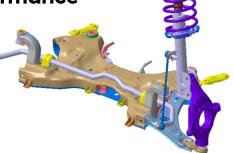
Enhanced Geometry

- Improves responsiveness
- Reduces rolling behavior
- Improves steering responsiveness



Enhanced Strut & Insulator Performance

- New upper/low spring perch connection structure
- Deleting fore/aft voids in the insulator



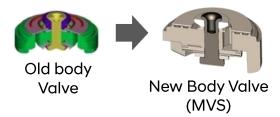
Strengthened Aluminum Knuckle Structure

- Steel → Aluminum
- Improved structural robustness



Improved Shock Absorber

Enhanced driving dynamics and ride comfort



IMPROVED SUSPENSION

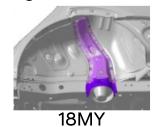
Rear

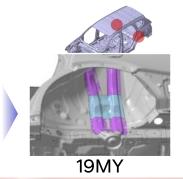
Multi-Link with aluminum carrier

Improved Suspension Structure

Better impact damping







Strengthened Aluminum Carrier Mount

- Steel → Aluminum
- Increased caliper mount thickness reduces NVH

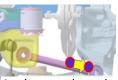


STEEL: 12.8kg

ALUMINIUM: 7.2kg

Improved Understeer with Better Toe Linearity

 Optimized turning stability and steering linearity



Assist arm length +20mm

Optimized Cross-Member Mount Bushing

- Bushing size increased Φ72→74.5mm
- Flat type → Reverse bulge
- Improves ride comfort and reduces road noise





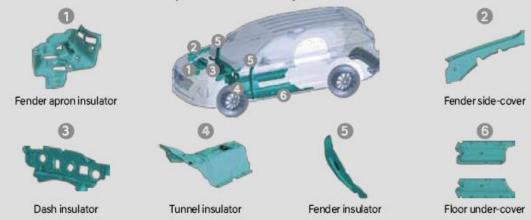




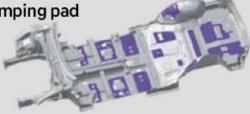
MORE INSULATION MATERIAL

Extensive use of sound-absorbing material

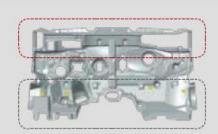
Significant reduction in engine and driving noise due to expansion of sound absorbing materials for noise-sensitive parts of the car body



Optimization of floor panel & damping pad



Dash sound insulation pad



Expanded use of foam pad



Minimize body hole



Other measures to reduce N V H



Exhaust valve inside exhaust canister



Floor Panel reinforcement



More laminated glass



RR cross-member bushing shape

SEAT OPTIMIZATION

VARIABLE-DENSITY SEATS

Front seats apply various density levels to improve overall seating comfort and support

- Main cushion/back: medium firmness
- **Bolster**: maximum firmness (improves lateral support)
- Front cushion/seatback: softest (improves thigh pressure and back support)

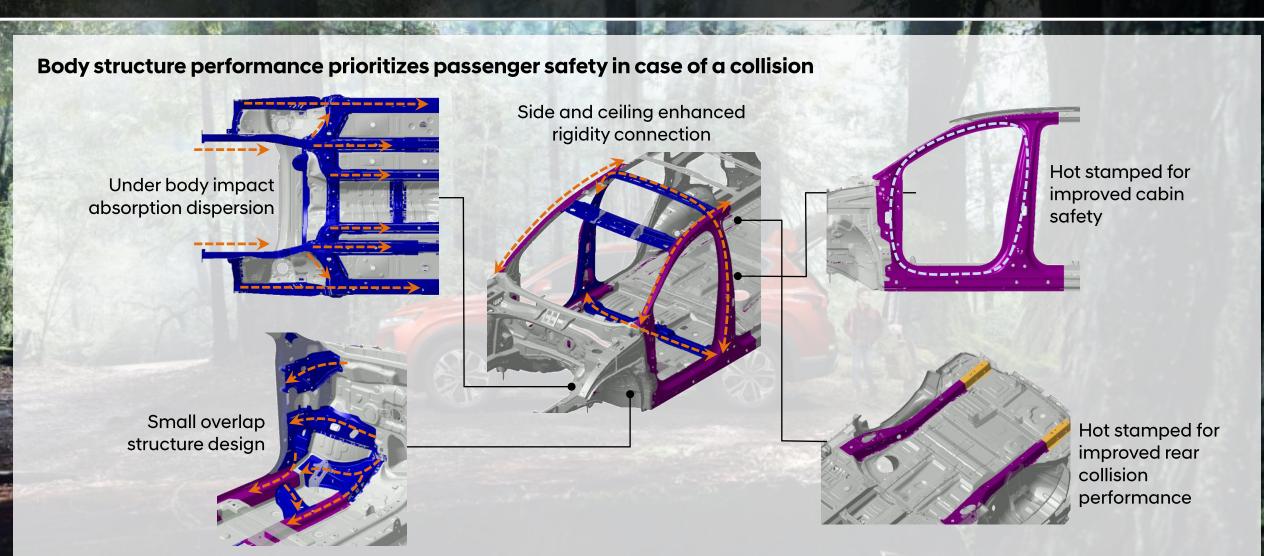
8-WAY POWERED FRONT SEATS WITH DRIVER SEAT CUSHION EXTENSION

- **O** Sliding
- **@** Reclining
- **©** Cushion tilt and height adjustment



Power cushion extension enhances thigh support for drivers

TARGETS NHTSA 5-STAR & IIHS TSP+



Hyundai SmartSense



















Forward Collision-Avoidance Assist w/ Pedestrian Detection

Blind-Spot Collision-Avoidance Assist

1 Lane Keeping Assist

4 Rear Cross-traffic Collision-Avoidance Assist

6 Safe Exit Assist

6 High Beam Assist

Smart Cruise Control w/ Stop & Go

Oriver Attention Warning

ADVANCED SAFETY COMPARISON

Standard	10	Option	al
----------------------------	----	---------------	----

Safety Features	Santa Fe	Edge	Murano	Cherokee	Outback	Sorento
Forward Collision-Avoidance Assist	•	•	•	0	•	O
FCA with Pedestrian Detection	•	•	n/a	n/a	n/a	O
Blind-Spot Collision-Avoidance Assist	•	• (Warning)	O (Warning)	O (Warning)	O (Warning)	• (Warning)
Smart Cruise Control with Stop & Go	•	O (Adaptive)	0	0	• (Adaptive)	O
Lane Keeping Assist	2/4 •	•	n/a	O	•	O
Rear Cross-traffic Collision-Avoidance Assist	•	• (Warning)	O (Warning)	0	0	• (Warning)
Driver Attention Warning	•	- · <	0	n/a	n/a	•
High Beam Assist	•	•	n/a	0	O	•
Rear Occupant Alert	0	n/a	n/a	n/a	n/a	n/a
Safe Exit Assist	•	•	n/a	n/a	n/a	n/a

*AutoPlanner

AVAILABLE CONVENIENCE FEATURES

























- ★ Heads-up Display
- ★ Wireless Device Charging
- ★ Heated Front/Rear Seats
- **★** Ventilated Front Seats
- ★ Integrated Memory System
- ★ Surround View Monitor
- **★** Rain-Sensing Wipers
- **★** Panoramic Sunroof
- **★ LED Illumination**
- **★** Rear Window Sunshades
- ★ Hands-Free Smart Liftgate
- **★** Side Mirror Approach Lights
- **★** Acoustic Laminated Glass
- * And more...

AVAILABLE INFOTAINMENT

8-inch Multimedia Navigation System

with an upgraded processor for greater responsiveness; HD Radio Traffic & Info

Infinity® Premium Audio

with 12-speakers including subwoofer plus
QuantumLogic® Surround Sound & Clari-Fi™ Music
Restoration Technology

Next Generation Blue Link®

with Smart Watch and Alexa Integration













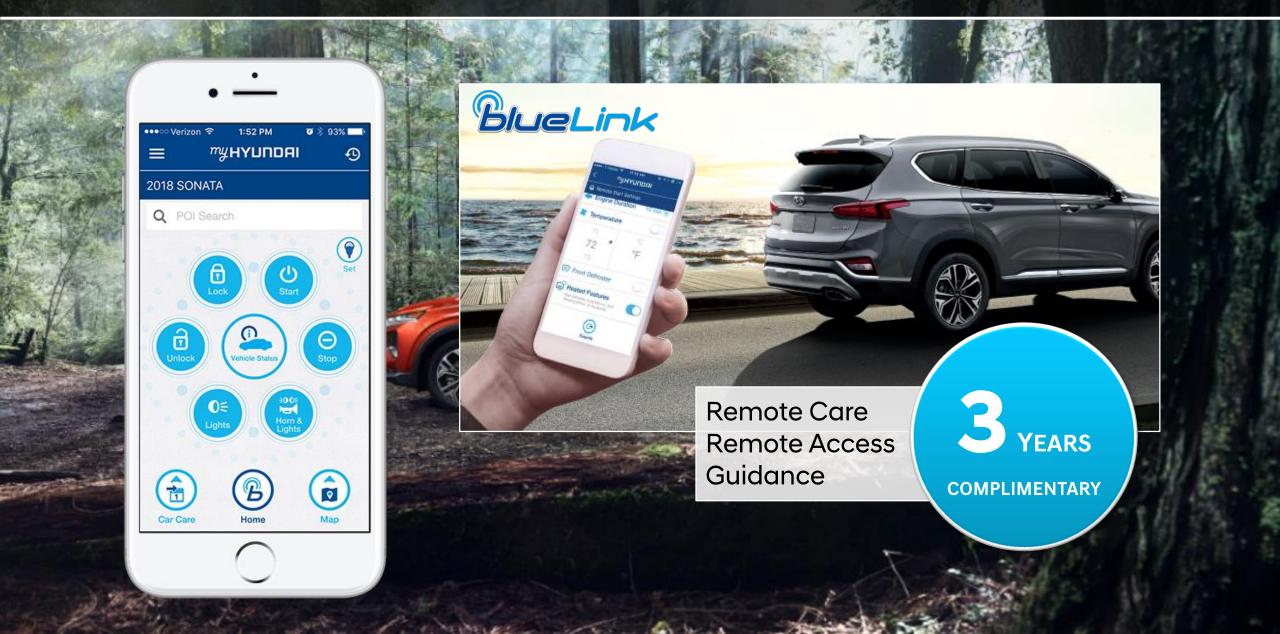




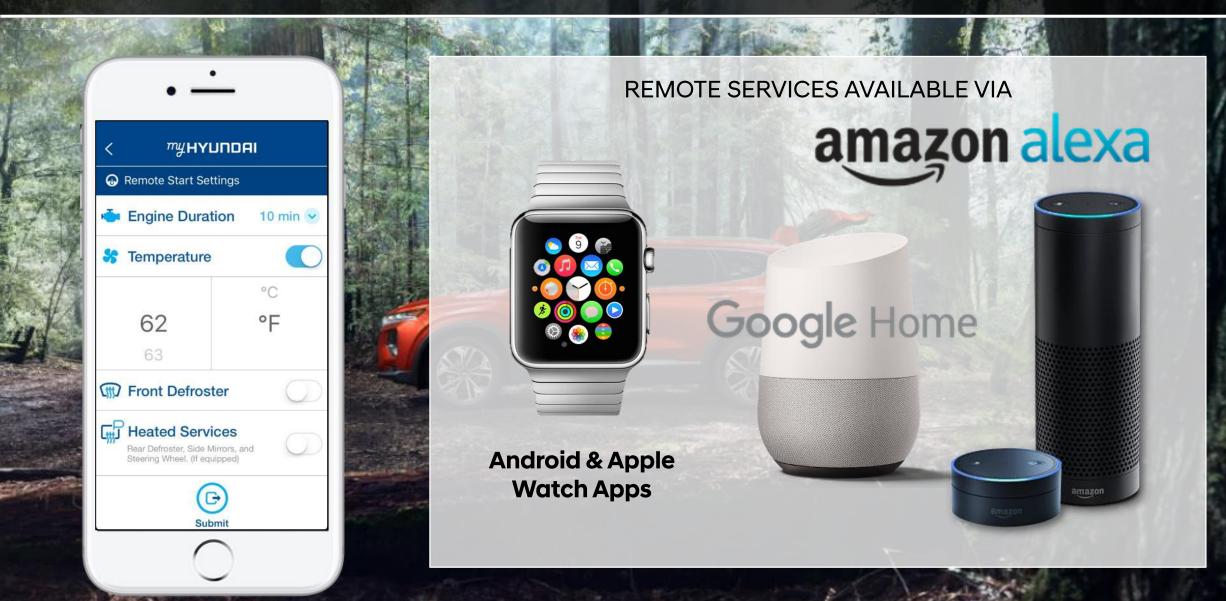




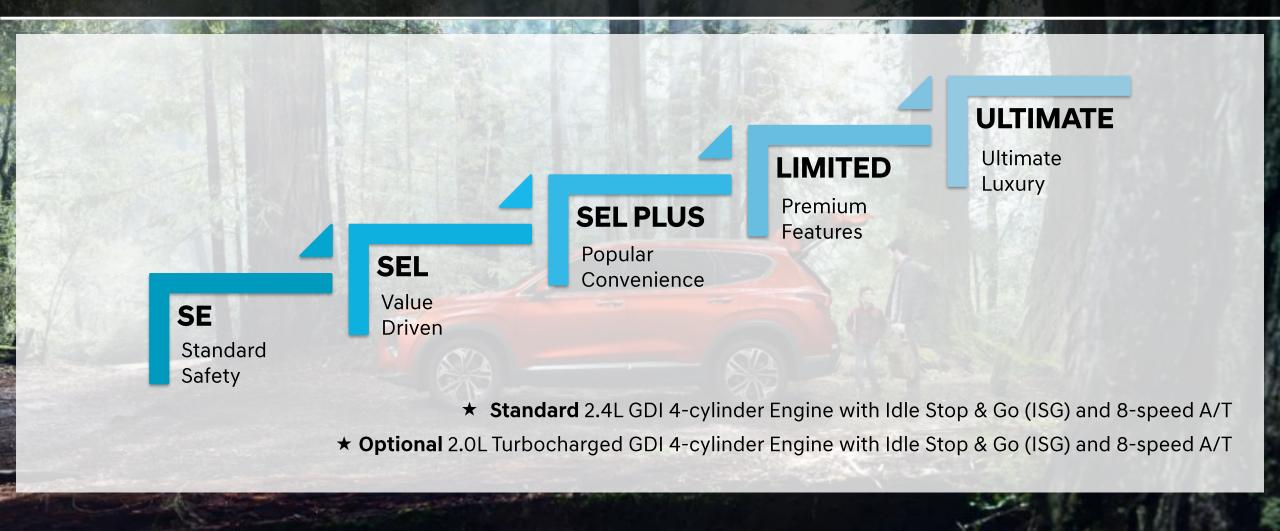
BLUE LINK® CONNECTED CAR SYSTEM



12 MILLION REMOTE STARTS IN 2017



TRIM STRATEGY



PACKAGING & PRICING

SE

\$25,500 MSRP

Standard features:

- 2.4L 4-cyl engine with Idle Stop & Go and 8-speed A/T
- 7" LCD touchscreen display
- Android Auto[™] & Apple CarPlay[™]
- Hyundai SmartSense
 - ✓ Forward Collision-Avoidance Assist w/ PD
 - ✓ Blind-Spot Collision-Avoidance Assist
 - ✓ Rear Cross-traffic Collision-Avoidance Assist
 - ✓ Lane Keeping Assist
 - ✓ Safe Exit Assist

SEL

\$27,600 MSRP

SE features, plus:

- Drive Mode Select
- Proximity Key with Push Button Start
- Door handle welcome lights
- Side mirror approach lights
- 8-way power driver seat plus 2-way lumbar support
- · Heated front seats
- SiriusXM and HD Radio
- Blue Link® Connected Car

SEL Plus

\$29,800 MSRP

SEL features, plus:

- · Rear Occupant Alert
- · 18" alloy wheels
- Hands-free Smart Liftgate
- Dual automatic temperature controls
- 2nd row cargo area releases
- Auto-dimming inside rearview mirror
- Infinity® premium audio with Clari-Fi™ and QuantumLogic® surround

Limited

\$32,600 MSRP

SEL Plus features, plus:

- · Panoramic sunroof
- LED cabin lights, headlights, taillights and foglights
- Leather seating surfaces
- 8-way power passenger seat with height adjustment
- Side mirrors with turn signal indicators

Ultimate

\$35,450 MSRP

Limited features, plus:

- Surround View Monitor
- 8" LCD touchscreen display with Navigation
- Integrated memory system for driver seat
- Ventilated front and heated rear seats
- Heads-up display and wireless device charging

Optional for Limited & Ultimate

- 2.0L Turbo GDI 4-cyl engine with Idle Stop & Go (ISG)
- 8-speed automatic transmission
- 19" alloy wheels

Available HTRAC All Wheel Drive adds \$1,700 MSRP

SANTA FE PRICE COMPARISON - SE

Safety Features	Santa Fe SE	Edge SE	Outback 2.5i	Sorento L
Base MSRP	\$25,500	\$29,995	\$26,345	\$25,990
MSRP + Freight	\$26,480	\$30,990	\$27,320	\$26,980
Hyund	dai Price Advantage	\$4,510	\$840	\$500
Engine	2.4L	2.0L Turbo	2.5L	2.4L
Transmission	8-A/T	8-A/T	CVT	6-A/T
Horsepower / Torque	185 / 178	245 / 275	175 / 174	185 / 178
Wheel Size	17"	18"	17"	17"
AWD	Optional	Optional	Standard	Optional
7-inch Display		4.2"	6.5"	
USB Outlets	4	1	2	1
Automatic Emergency Braking		•	•	
Blind Spot Warning w/Braking	•			
Rear Cross-Traffic Braking			the first the	
Smart Cruise Control w/ Stop & Go	•	-	•	
Safe Exit Assist	•	-	7	7 /2 g = = 1
Basic Warranty	5YR / 60K miles	3YR / 36K miles	3YR / 36K miles	5YR / 60K miles

^{*}AutoPlanner

COLOR PALETTE



DARK CHROME TOUCHES

Twilight Black & Lava Orange exteriors apply dark chrome elements:



*Non-US Spec Shown





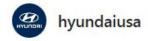
Chalk Talk

- Flash Drive photography/video assets (includes Santa Fe Utah pictures)
- Emergency Contacts included in each car
- Drive routes include twisty roads and elevation up to 9,753 feet
 - In the afternoon there is an optional off-road course
- Total drive is 176 miles
- The Santa Fes on the drive today will be 2.0T and HTRAC
 - The 2.4L is available at the hotel
- Be Safe





INSTAGRAM CHALLENGE







Best Photo/Video Contest Rules:

- Must add both #HyundaiSantaFe AND #FuelingQualityTime hashtag
- 2. Tag @hyundaiusa in your post
- 3. All photos must be posted on Instagram

 TONIGHT by 5PM Local Time
- 4. Winner announced at dinner tonight.
- Prizes: Amazon Gift Cards:
 1st \$50, 2nd \$30, 3rd \$20
 - Have Fun & Enjoy Your Drive!

(A) HYUNDAI