
(1) EMBARGO: Drive Impressions August 27, 12:01 a.m. EDT
(2) Q\&A: after the presentation

3 PRESENTATION: on the flash drive


## Mike O'Brien

VP, Product, Corporate \& Digital Planning


## 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


\#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 |

INDUSTRY
Truck Segment Share Increased


| Industry | Share | PPT $\mathbf{\Delta}$ |
| :--- | :---: | :---: |
| Truck Segments | $68.6 \%$ | +4.9 ppt |

HYUNDAI
Truck Segment Share Increased


## TOP SAFETY PICKS WITH SEVEN MODELS

## 2018 <br> TOP <br> SONATA SAFETY SANTAFE <br> PICK + SANTA FE SPORT



## INDUSTRY-LEADING OWNERSHIP VALUE

Hyundai \#1


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

MY2015 - MY2016 Manufacturer Adjusted Fuel Economy and Adjusted CO2 Emissions



Shopper Assurance




## COMPACT SUV COMPETITORS



## EXTERIOR DIMENSIONS



## COMPETITIVE \& VERSATILE CARGO SPACE

## CARGO SOLUTIONS

$\star$ 60/40 $2^{\text {nd }}$ Row Fold Flat Seats
$\star$ Cargo-Area Seat Release (buttons release $2^{\text {nd }}$ row seats)
$\star$ Cargo Underfloor Storage (Tray and Hidden Compartment)
$\star$ Selectable Liftgate Speed Standard: 6.0 sec Express: 4.5 sec

| Interior Volume $\left(\mathrm{ft}^{3}\right)$ | Santa Fe <br> Sport |
| :---: | :---: |


|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Santa Fe | Edge | Murano | Cherokee | Outback | Sorento |
| 71.3 | 73.4 | 67.0 | 54.9 | 73.3 | 73.0 |
| 35.9 | 39.2 | 32.1 | 24.6 | 35.5 | 38.0 |

*JATO V5

## CAPABLE POWERTRAINS


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
$\star$ 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 $\mathbf{4 3 \%}$


Multi-Plate Torque Converter
Improves response by expanding direct coupling area


8-SPEED A/T FOR 2.4L ENGINE

6-Speed $\rightarrow$ 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 ( $21 \rightarrow 16$ ) 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



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


Standard Coupling Delta Speed necessary to enable torque build up
a-speed
Dynamax Coupling Immediate torque build up without need of delta speed on the coupling


ECU

## 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.

$\left.\begin{array}{cccc}\hline \text { Drive Mode } & \text { Optimizes } & \begin{array}{c}\text { Torque Distribution } \\ \text { (\% Front:Rear) }\end{array} & \text { Cluster Image } \\ \text { Comfort } & \begin{array}{c}\text { Stable driving } \\ \text { dynamics }\end{array} & \begin{array}{c}\text { Variable torque } \\ \text { output to rear axle } \\ \text { up to } 50 \%,\end{array} & \text { depending on }\end{array}\right)$

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

$\left(\mathrm{Kgf} / \mathrm{mm}^{2}\right)^{*}$


18MY
19MY

| $\#$ | 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 |



## 45\% MORE STRUCTURAL ADHESIVE



## HYபחロal

## HYபחロal



## Trevor Lai

Manager, Product Planning

Torsional Stiffness
( $10,000 \mathrm{kgf} \cdot \mathrm{m}^{2} / \mathrm{rad}$ )


Upright Rear Shock Absorber


Cabin Area Joint Reinforcement


Interior/Exterior Rear Seat Joint Reinforcement


SUSPENSION BUSHING

* Improved agility and vibration/shock absorption

G bushing diameter and void gap

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

|  | Sant | 18MY | 19MY |
| :---: | :---: | :---: | :---: |
| Trailing | Diameter | Ф83 | Ф80 |
| Bushing | 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 |  |  | 18MY |
| :--- | :--- | :--- | :--- | 19MY

IMPROVED SUSPENSION

Front
McPherson Strut with aluminum knuckle

Enhanced Geometry

- Improves responsiveness
- Reduces rolling behavior
- Improves steering responsiveness


Strengthened Aluminum Knuckle Structure

- Steel $\rightarrow$ Aluminum
- Improved structural robustness


Enhanced Strut \& Insulator Performance

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

Improved Shock Absorber

- Enhanced driving dynamics and ride comfort


IMPROVED SUSPENSION

Rear
Multi-Link with aluminum carrier


Improved Suspension Structure

- Better impact damping


Improved Understeer with Better Toe Linearity

- Optimized turning stability and steering linearity

Strengthened Aluminum Carrier Mount

- Steel $\rightarrow$ Aluminum
- Increased caliper mount thickness reduces NVH


Optimized Cross-Member Mount Bushing

- Bushing size increased $\Phi 72 \rightarrow 74.5 \mathrm{~mm}$
- Flat type $\rightarrow$ Reverse bulge
- Improves ride comfort and reduces road noise

VARIABLE-DENSITY SEATS
Front seats apply various density levels to improve overall seating comfort and support

8-WAY POWERED FRONT SEATS WITH DRIVER SEAT CUSHION EXTENSION

(1) Sliding
(2) Reclining

3 Cushion tilt and height adjustment enhances thigh support for drivers

## TARGETS NHTSA 5-STAR \& IIHS TSP+

Body structure performance prioritizes passenger safety in case of a collision


|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Standard / O Optional |  |  |  |  |  |  |
| Safety Features | Santa Fe | Edge | Murano | Cherokee | Outback | Sorento |
| Forward Collision-Avoidance Assist | - | - | - | O | - | $\bigcirc$ |
| FCA with Pedestrian Detection | $\bullet$ | $\bullet$ | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | O |
| Blind-Spot Collision-Avoidance Assist | - | - (Warning) | O (Warning) | O (Warning) | O (Warning) | - (Warning) |
| Smart Cruise Control with Stop \& Go | - | O (Adaptive) | $\bigcirc$ | $\bigcirc$ | - (Adaptive) | $\bigcirc$ |
| Lane Keeping Assist | - | - | $\mathrm{n} / \mathrm{a}$ | $\bigcirc$ | - | $\bigcirc$ |
| Rear Cross-traffic Collision-Avoidance Assist | - | - (Warning) | O (Warning) | O | O | - (Warning) |
| Driver Attention Warning | - | - | $\bigcirc$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | $\bigcirc$ |
| High Beam Assist | $\bullet$ | - | $\mathrm{n} / \mathrm{a}$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |
| Rear Occupant Alert | $\bigcirc$ | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | n/a | $\mathrm{n} / \mathrm{a}$ |
| Safe Exit Assist | $\bullet$ | - | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |

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## AVAILABLE CONVENIENCE FEATURES


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

## AVAILABLE INFOTAINMENT

## 8-inch Multimedia Navigation System

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

## Infinity ${ }^{\circledR}$ Premium Audio

 with 12-speakers including subwoofer plus QuantumLogic ${ }^{\circledR}$ Surround Sound \& Clari-Fi™ Music Restoration TechnologyQUATTUITLOGIC:
ClaRIFI

## Next Generation Blue Link ${ }^{\circledR}$

with Smart Watch and Alexa Integration


## BLUE LINK ${ }^{\ominus}$ CONNECTED CAR SYSTEM



## 12 MILLION REMOTE STARTS IN 2017




* Standard 2.4L GDI 4-cylinder Engine with Idle Stop \& Go (ISG) and 8-speed A/T
* Optional 2.0L Turbocharged GDI 4-cylinder Engine with Idle Stop \& Go (ISG) and 8-speed A/T

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 ${ }^{\text {TM }} \&$ Apple CarPlay ${ }^{\text {™ }}$
- Hyundai SmartSense

Forward CollisionAvoidance Assist w/ PD
Blind-Spot Collision-
Avoidance Assist
$\checkmark$ Rear Cross-traffic
Collision-Avoidance Assist
$\checkmark \quad$ Lane Keeping Assist
$\checkmark$ Safe Exit Assist

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

SEL Plus
\$29,800 MSRP
SEL features, plus:

- Rear Occupant Alert
- 18" alloy wheels
- Hands-free Smart Liftgate
- Dual automatic temperature controls
- $2^{\text {nd }}$ row cargo area releases
- Auto-dimming inside rearview mirror
- Infinity ${ }^{\oplus}$ premium audio with Clari-FiT ${ }^{\text {im }}$ and QuantumLogic ${ }^{\circledR}$ 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

Optional for Limited \& Ultimate

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

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
- SiriusXM and HD Radio
- Blue Link ${ }^{\circledR}$ Connected Car
- 


## 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 |
|  | Hyundai 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 | - | S | - | - |
| Rear Cross-Traffic Braking | - | - | - | - |
| Smart Cruise Control w/ Stop \& | Go - | - | - | - |
| Safe Exit Assist | - | - | - | - |
| Basic Warranty | 5YR / 60K miles | 3YR / 36K miles | $3 Y \mathrm{R} / 36 \mathrm{~K}$ miles | $5 \mathrm{YR} / 60 \mathrm{~K}$ miles |



## 2019 SANTA FE

$\star$ Distinctive Styling
$\star$ Capable Driving Dynamics with Turbocharged Engine and 8-speed A/T
$\star$ Standard Hyundai SmartSense Features
$\star$ Human Focused Technology \& Connectivity



- 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 2.4 L is available at the hotel
- Be Safe


## INSTAGRAM CHALLENGE

hyundaiusa


1,717,479 likes
hyundaiusa Exploring beautiful Park City in the all-new 2019 @HyundaiUSA Santa Fe! \#FuelingQualityTime \#HyundaiSantaFe

## Best Photo/Video Contest Rules:

1. 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.
5. Prizes: Amazon Gift Cards:
$1^{\text {st }} \$ 50,2^{\text {nd }} \$ 30,3^{\text {rd }} \$ 20$
Have Fun \& Enjoy Your Drive!
(5) HYIInㅁII

[^0]:    *AutoPlanner

