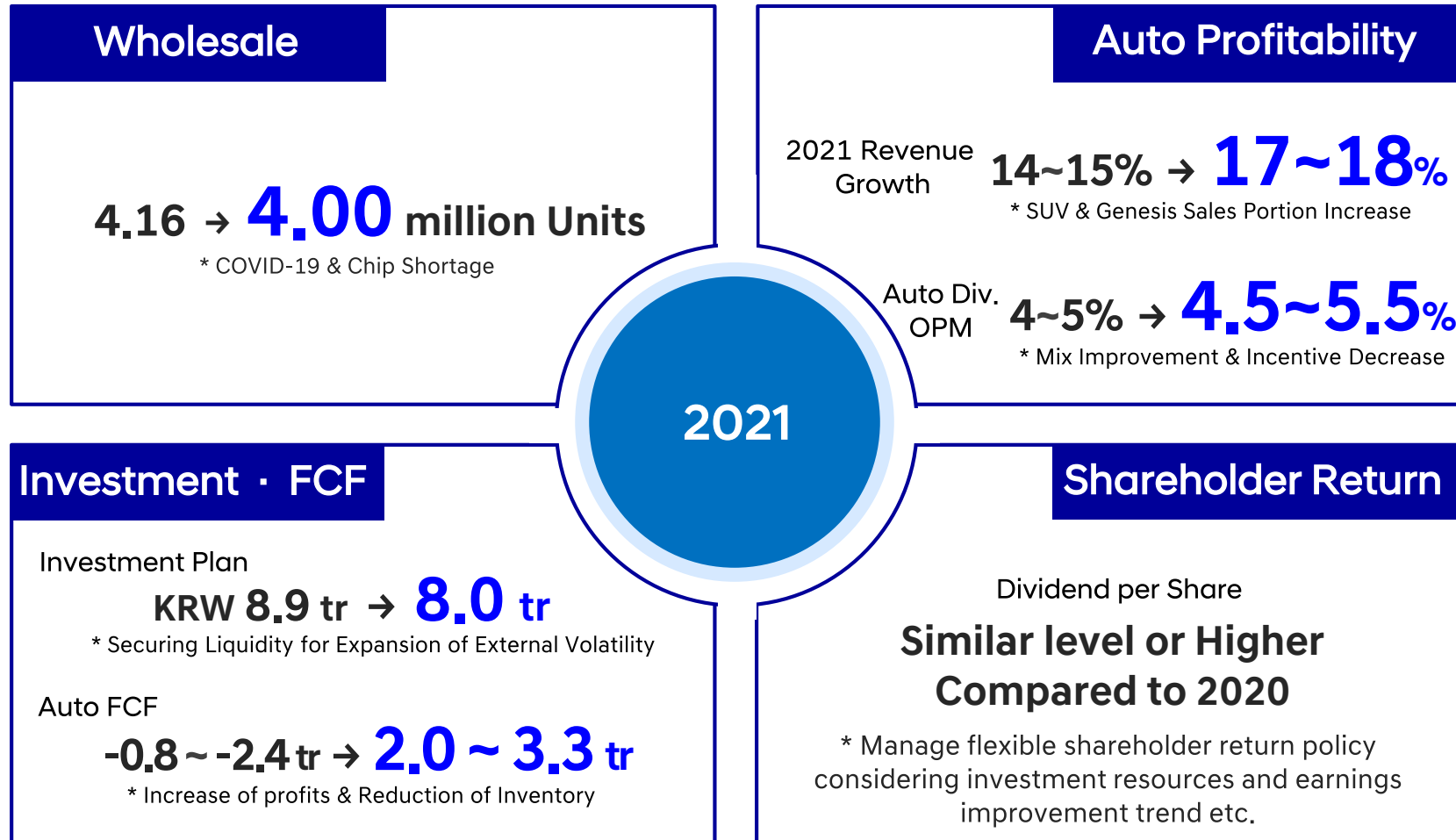


# 2021 Hyundai Motor Annual Guidance

October 26<sup>th</sup>, 2021

Hyundai Motor Company

# 2021 Annual Guidance



· Auto Sales : Net sales from Auto div. / Operating profits : Auto div. + Consolidation adjustments

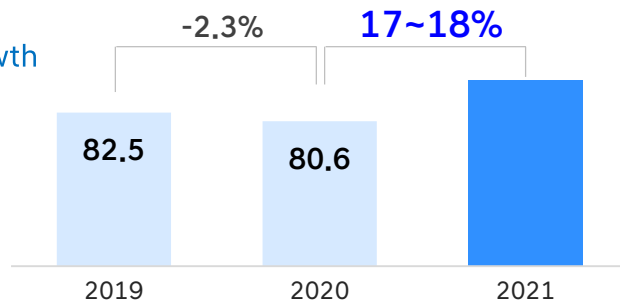
# 2021 Auto Division Profitability

## Auto Div. Revenue

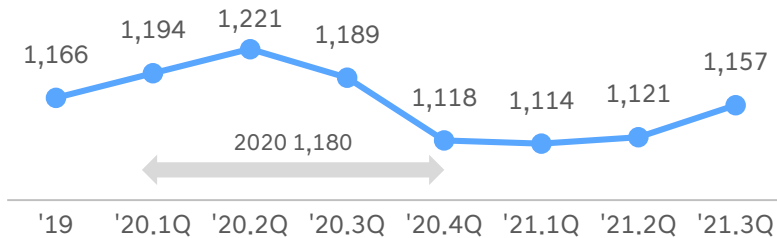
(Unit : KRW Trillion)

Revenue growth

Auto Div.  
Revenue



KRW/USD average exchange rate (Unit : KRW)



## Auto Div. OPM

(Unit : KRW Trillion)

Auto Div.  
OPM

Auto OP  
「Auto+  
Consolidation  
adjustments」

\*W/O One-off expenses

4.0%      4.0%

3.2%

1.4%

4.5~5.5%

2019

2020

2021

Improvements from  
Beginning of 2021

Genesis · SUV portion  
Increase  
Incentive Reduction  
Cost Innovation

Deterioration from  
Beginning of 2021

Volume Decrease  
Increase Raw Material  
Cost  
Weak USD & EM currency

· Without one-off expenses : exclude one-off expenses in 3Q19, 3Q20

# 2021 Investment Plan - Auto Div. FCF - Shareholder Return

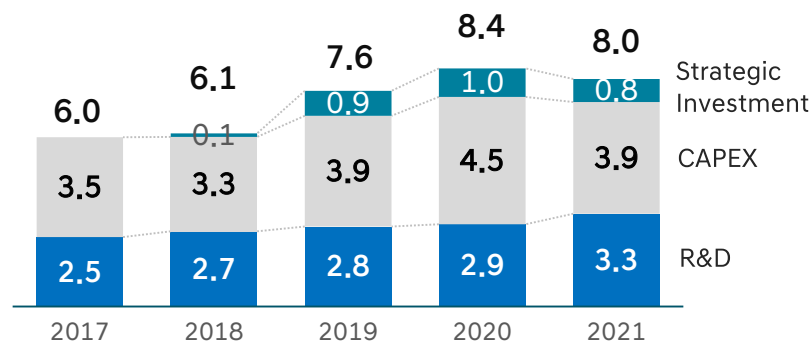
## Investment Plan - Auto FCF

(Unit : KRW Trillion)

2021 Investment Plan <b>8.9 → 8.0</b>	R&D	3.5 → <b>3.3</b>
	CAPEX	4.5 → <b>3.9</b>
	Strategic Investment	0.9 → <b>0.8</b>

2021 Auto FCF  
**-0.8 ~ -2.4 → 2.0 ~ 3.3**

### Investments Trend (Unit : KRW Trillion)



## Shareholder Return

Similar level or Higher compared to 2020

Manage flexible shareholder return policy considering investment resources and earnings improvement trend etc.

### Dividends Trend

