



**Hyundai Auto Canada Corp.**  
75 Frontenac Drive, Markham, ON L3R 6H2  
Telephone: 905.477.0202 Fax: 905.477.5268

January 27th, 2016

To : All Hyundai Auto Canada Corporation Dealers (All Zones)  
Re : Launch of New HPP Solution on Hyundai DealerTrack Finance Portal & Extended  
Warranty Policy

Effective Date : February 2<sup>nd</sup>, 2016

Bulletin : 30-008-2016



Back in November the completely new Hyundai Protection Plan program was launched. With this new suite of products, we had to make upgrades to how the plans were displayed on the Hyundai DealerTrack Finance portal under the “Extended Service Contracts” field on the worksheet. We are excited to announce that these changes have been implemented and the new display format will be available with the launch of the February retail incentive programs (February 2<sup>nd</sup>).

To accommodate for these new plans the display format of the plans has changed. When clicking on the “H” logo beside the “Extended Service Contracts” field on the worksheet, there will now be a drop down option beside the Plan. From this you can select the different types of plans available (ie. Powertrain, Premium, Premium Plus). This will then populate the available terms/coverages with the respective deductible below.

**Quote Selection** \* Required Fields

Buyer Name: Jon Smith	AMN Deal #:
Co-Buyer Name:	DTN Deal #:
Asset: New 2016 HYUNDAI Accent GL 4D Sedan at	

**Service Contract**  Include in quote  Void

Provider: Hyundai

Program: HPP Effective January 14, 2016  Plan Type: New

In Service Date: 1 / 28 / 2016

Plan: Premium Plus



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**Quote Selection** \* Required Fields

Buyer Name: Jon Smith AMN Deal #:  
 Co-Buyer Name: DTN Deal #:  
 Asset: New 2016 HYUNDAI Accent GL 4D Sedan at

Service Contract  Include in quote  Void

Provider: Hyundai

Program: [Powertrain+Tech] 2016 Plan Type: New In Service Date: 1 / 28 / 2016  
 Plan: [Premium Plus+Tech]

Term/Mileage	Retail Price	Actual Price
<input type="radio"/> Premium Plus: 6 yrs/120,000 kms (\$100 deduct)	\$2,430.00	2,430.00
<input checked="" type="radio"/> Premium Plus: 7 yrs/120,000 kms (\$100 deduct)	\$2,495.00	2,495.00
<input type="radio"/> Premium Plus: 7 yrs/140,000 kms (\$100 deduct)	\$2,540.00	2,540.00

DETAILS...

**Quote Selection** \* Required Fields

Buyer Name: Jon Smith AMN Deal #:  
 Co-Buyer Name: DTN Deal #:  
 Asset: New 2016 HYUNDAI Accent GL 4D Sedan at

Service Contract  Include in quote  Void

Provider: Hyundai

Program: [HPP Effective January 14, 2016] Plan Type: New In Service Date: 1 / 28 / 2016  
 Plan: [Premium Plus]

Term/Mileage	Retail Price	Actual Price
<input type="radio"/> Premium Plus: 6 yrs/120,000 kms (\$100 deduct)	\$2,430.00	2,430.00
<input checked="" type="radio"/> Premium Plus: 7 yrs/120,000 kms (\$100 deduct)	\$2,495.00	2,495.00
<input type="radio"/> Premium Plus: 7 yrs/140,000 kms (\$100 deduct)	\$2,540.00	2,540.00
<input type="radio"/> Premium Plus: 8 yrs/160,000 kms (\$100 deduct)	\$2,610.00	2,610.00
<input type="radio"/> Premium Plus: 6 yrs/200,000 kms (\$100 deduct)	\$2,600.00	2,600.00
<input type="radio"/> Premium Plus: 6 yrs/120,000 kms (\$0 deduct)	\$2,535.00	2,535.00
<input type="radio"/> Premium Plus: 7 yrs/120,000 kms (\$0 deduct)	\$2,625.00	2,625.00
<input type="radio"/> Premium Plus: 7 yrs/140,000 kms (\$0 deduct)	\$2,690.00	2,690.00

DETAILS...

Sale Price: \$ 2,495.00

Totals & Taxes

We will not have specific fields to enter in the new products (i.e. Hyundai Appearance Protection, Hyundai Loan Protection and Hyundai Vehicle Loss Privilege Program). You may choose to add them on the selling price of a Hyundai extended protection plan by using one of the coverages or use one of the other fields under the “aftermarket service” that best describes the product being sold. As a reminder, if you override the “extended service contract” field once it is populated from the Hyundai logo screen, this will generate a blend rate.



The ability to print Hyundai HPP documents from DealerTrack will continue to be disabled. HPP documents and terms & conditions will only be able to be printed from Hyundai's SAP Dealer Portal for new contracts sold.

As a reminder the changes we made back in August to finance and lease restrictions on Non-Hyundai extended warranties remains (reference bulletin 30-70-2015). Only Hyundai Extended Warranty Plans will attract subvented rates while all other third party plans will attract the Smart Rate, leading to an overall blended rate for the consumer. Until further notice, we will continue to subvent third party products of the following categories as long as they fit within the 140% (finance) and 115% (lease) maximum thresholds.

- Appearance Protection
- Loan Protection
- Vehicle Loss Privilege

We will continue our dialogue with the PDAC committee to ensure that we maximize the growth of the newly branded Hyundai F&I products allowing for increased returns that can be reinvested in the Hyundai business to ultimately move more cars and SUV's into the retail market. We will advise of any further changes only once we have fully vetted out the issue with your dealer council.

The next pages outline how to properly select a Hyundai product to add to the deal in the Hyundai Finance portal with DealerTrack. It is important to note that if a new Hyundai product is selected on VIN, the Hyundai product must be registered as we will be auditing VIN's and if it is not registered your dealership will be charged back the cost of the Hyundai product. It is paramount that we focus our incentive dollars on Hyundai products to collectively grow our volume.

Please ensure that your Sales Managers and Finance Office teams are informed of these upcoming changes effective February 2<sup>nd</sup>, 2016. If you have any questions, please direct them to your District Sales Manager.

Regards,

A handwritten signature in black ink, appearing to read 'Steve Milette', is written over a white background.

**Steve Milette**  
Director, Sales



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**Hyundai Finance Portal with DealerTrack - How to properly add a Hyundai Product to a deal**

**Finance & Lease Worksheet:**

In the Aftermarket Service section on the worksheet click on the “H” logo beside the Extended Service Contract field. This will take you to a new screen where you can select the applicable product. This is the only way to add a valid Hyundai product. **Important to note:** If you key an amount into the field, it will assume it is a non-Hyundai service contract and generate a blend rate automatically.

PPSA: \$0.00

<b>Aftermarket Service</b>	
Extended Service Contract: <input type="text" value="\$0.00"/>	Life Insurance: <input type="text" value="\$0.00"/>
Ext. Warranty Term: <input type="text" value="1"/>	A/H Insurance: <input type="text" value="\$0.00"/>
Replacement Warranty: <input type="text" value="\$0.00"/>	Taxes on Insurance: <input type="text" value="\$0.00"/>
<input type="button" value="Override"/>	<input type="button" value="Re-Rate"/> <input type="button" value="Aftermarket"/>

Select the applicable Hyundai plan, and then applicable term/mileage coverage. You can override the “actual price” field to a lower sell price but you cannot exceed retail price as outlined by the Hyundai Service department. Once the selection is made and selling price added, click on “Continue”.

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 Co-Buyer Name: DTN Deal #:  
 Asset: New 2016 HYUNDAI Accent GL 4D Sedan at

**Service Contract**  Include in quote  Void

Provider: Hyundai

Program: HPP Effective January 14, 2016  Plan Type: New  In Service Date: 1 / 28 / 2016

Plan: Premium Plus

**Quote Selection** \* Required Fields

Buyer Name: Jon Smith AMN Deal #:  
 Co-Buyer Name: DTN Deal #:  
 Asset: New 2016 HYUNDAI Accent GL 4D Sedan at

**Service Contract**  Include in quote  Void

Provider: Hyundai

Program: Powertrain+Tech  Plan Type: New  In Service Date: 1 / 28 / 2016

Plan: Premium Plus

	Retail Price	Actual Price
<input type="radio"/> Premium Plus: 6 yrs/120,000 kms (\$100 deduct)	\$2,430.00	2,430.00
<input checked="" type="radio"/> Premium Plus: 7 yrs/120,000 kms (\$100 deduct)	\$2,495.00	2,495.00
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**Service Contract**  Include in quote  Void

Provider: Hyundai

Program: HPP Effective January 14, 2016 Plan Type: New In Service Date: 1 / 28 / 2016  
MM DD YYYY

Plan: Premium Plus

Term/Mileage	Retail Price	Actual Price
<input type="radio"/> Premium Plus: 6 yrs/120,000 kms (\$100 deduct)	\$2,430.00	2,430.00
<input checked="" type="radio"/> Premium Plus: 7 yrs/120,000 kms (\$100 deduct)	\$2,495.00	2,495.00
<input type="radio"/> Premium Plus: 7 yrs/140,000 kms (\$100 deduct)	\$2,540.00	2,540.00
<input type="radio"/> Premium Plus: 8 yrs/160,000 kms (\$100 deduct)	\$2,610.00	2,610.00
<input type="radio"/> Premium Plus: 6 yrs/200,000 kms (\$100 deduct)	\$2,600.00	2,600.00
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Sale Price: \$ 2,495.00

**Totals & Taxes**

<input type="checkbox"/> PST Exempt <span style="margin-left: 20px;">- Select Exemption Reason -</span>	<b>Status Indian Registration #:</b>	<b>Sub-Total:</b> \$ 2,495.00
<input type="checkbox"/> GST/HST Exempt <span style="margin-left: 20px;">- Select Exemption Reason -</span>	<input type="text"/>	<b>PST:</b> \$ 0.00
<input type="checkbox"/> Insurance Tax Exempt <span style="margin-left: 20px;">- Select Exemption Reason -</span>	<input type="text"/>	<b>GST/HST:</b> \$ 324.35
		<b>Insurance Tax:</b> \$ 0.00
		<b>Total:</b> \$ 2,819.35

Cancel Add Products **Continue**

This will then populate the amount from the previous screen for the Hyundai product in the “Extended Service Contract” field. This amount will attract the promo or smart rate if the amount financed falls under the loan cap/lease cap.

**Aftermarket Service**

Extended Service Contract: \$1,435.00 Life Insurance: \$0.00  
 Ext. Warranty Term: Manufacturer A/H Insurance: \$0.00  
 Replacement Warranty: \$0.00 Taxes on Insurance: \$0.00

Override Re-Rate Aftermarket

**Deferral and Payment Date Options**

If you over-ride the “Extended Service Contract” field, the amount entered from the previous screen will still attract the promo rate and the additional amount will attract the LTV rate as this will be treated as a non-Hyundai service contract.



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PPSA: \$106.39

<b>Aftermarket Service</b>	
Extended Service Contract: \$2,000.00	Life Insurance: \$0.00
Ext. Warranty Term: <b>Manufacturer</b> SVC: \$1,435.00 (Hyundai)	\$0.00
Replacement Warranty: \$0.00	Taxes on Insurance: \$0.00
<input type="button" value="Override"/>	<input type="button" value="Re-Rate"/> <input type="button" value="Aftermarket"/>
<b>Deferral and Payment Date Options</b>	
Deferral Type: No deferral applicable	
Time to First Payment: 31 day(s)	Monthly First Payment Date: 8 / 8 / 2015

If you key an amount into the field, this is treated as a Non-Hyundai service contract and will attract the LTV rate for the program month.

PPSA: \$106.39

<b>Aftermarket Service</b>	
Extended Service Contract: \$565.00	Life Insurance: \$0.00
Ext. Warranty Term: <b>Manufacturer</b> SVC: \$0.00 (Hyundai)	\$0.00
Replacement Warranty: \$0.00	Taxes on Insurance: \$0.00
<input type="button" value="Override"/>	<input type="button" value="Re-Rate"/> <input type="button" value="Aftermarket"/>

**Please note:** Any VIN that has a Hyundai product selected will be audited to ensure that a Hyundai product is registered. If an HPP product is not registered, your dealership will be charged for the dealer cost of the HPP product, as this is misuse of the finance subvention program.



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Message Examples that will be displayed by DealerTrack portal for actual interest rate:

1) Hyundai Product \$1,325 / Non-Hyundai Service Contract \$100 (total \$1,425) / Under Finance Cap

**Aftermarket Service**  
 Extended Service Contract: \$1,425.00  
 Ext. Warranty Term: Manufacturer  
 Replacement Warranty: \$110.00  
 Life Insurance: \$120.00  
 A/H Insurance: \$130.00  
 Taxes on Insurance: \$20.00

**Deferral and Payment Date Options**  
 Deferral Type: No deferral applicable  
 Time to First Payment: 30 day(s)  
 End Payment Date: 8 / 23 / 2021  
 Monthly First Payment Date: 7 / 23 / 2015  
 Non-Monthly First Payment Date: 7 / 23 / 2015  
 Deferred Interest: \$0.00

**Financing Terms**  
 Term: 72  
 Amortization: 72  
 Payment Frequency: Monthly  
 Interest Rate: 1.99  
 Dealer Interest Rate:   
 Actual Interest Rate: 2.00  
 Cost of Borrowing: \$1,309.95  
 Buy Down Amount: \$0.00  
 Principal Outstanding at Term End: \$0.00  
 First Payment Frequency Amount: \$311.54  
 Payment Frequency Amount: \$311.54  
 Total Amount Financed: \$21,120.93

**Dealer Tools**  
 Dealer Information

**Tooltip:**  
 Subvented Rate = 1.99  
 Amount Financed = 21120.93  
 Delivery and Destination = 1395  
 Subvention Ceiling = 24631.60  
 Non Subvented Amount = 100  
 APR = 2.00  
 There is a non-subsented amount of \$100.00 because the Amount Financed exceeds the Subvention Ceiling or there is a non-OEM product which has been excluded.  
 A higher rate will apply to only this portion of the loan.

2) Hyundai Product \$1,850 / Non-Hyundai Service Contract \$0 (total \$1,850) / Under Lease Cap

Other Rebate: \$0.00  
 Dealer Service Fee: \$0.00  
 Lease Service Fee: \$0.00  
 Other Amount: \$0.00  
 Other Description:

**Aftermarket Service**  
 Extended Service Contract: \$1,850.00  
 Life Insurance: \$0.00  
 A/H Insurance: \$0.00  
 Excess Wear: \$0.00  
 SVC: \$1,850.00 (Hyundai)

**Payment Schedule Options**  
 Second Payment Date: 7 / 23 / 2015  
 End Payment Date: 5 / 23 / 2019

**Lease Terms**  
 Total Capital Cost: \$46,845.00  
 Term: 48  
 Interest Rate: 2.99  
 Actual Interest Rate: 2.99  
 Province: Ontario  
 PST: 0.000  
 PST Exemption Reason:  
 GST/HST: 13.00  
 GST/HST Exemption Reason:  
 Payment Frequency: Monthly  
 Base Payment: \$636.76  
 PST: \$0.00  
 GST/HST: \$82.78  
 Total Payment: \$719.54



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**3) Hyundai Product \$1850 / Non-Hyundai Service Contract \$100 (total \$1950) / Over Lease Cap**

<b>Aftermarket Service</b>	
Extended Service Contract: <input type="text" value="\$1,950.00"/>	Excess Wear: <input type="text" value="\$0.00"/>
Life Insurance: <input type="text" value="\$0.00"/>	
A/H Insurance: <input type="text" value="\$0.00"/>	
<input type="button" value="Override"/>	<input type="button" value="Re-Rate"/> <input type="button" value="Afterm"/>
<b>Payment Schedule Options</b>	
Second Payment Date: <input type="text" value="7 / 23 / 2015"/>	End Payment Date: <input type="text" value="5 / 23 / 2019"/>
<b>Lease Terms</b>	
Total Capital Cost: <input type="text" value="\$62,025.28"/>	Payment Frequency: <input type="text" value="Monthly"/>
Term: <input type="text" value="48"/>	Base Payment: <input type="text" value="\$980.56"/>
Interest Rate: <input type="text" value="2.99"/>	PST: <input type="text" value="\$0.00"/>
Actual Interest Rate: <input type="text" value="3.24"/>	GST/HST: <input type="text" value="\$127.47"/>
Province: <input type="text" value="Ontario"/>	Payment: <input type="text" value="\$1,108.03"/>
PST: <input type="text" value="0.000"/>	
PST Exemption Reason:	
GST/HST: <input type="text" value="13.00"/>	
GST/HST Exemption Reason:	
Residual Value:	

Subvented Rate = 2.99  
 Capital Cost = 62025.28  
 Delivery and Destination = 1995  
 Subvention Ceiling = \$6243.25  
 Non Subvented Amount = \$781.53  
 APR = 3.24  
 There is a non-subvented amount of \$781.53 because the Amount Financed exceeds the Subvention Ceiling or there is a non-OEM product which has been excluded.  
 A higher rate will apply to only this portion of the loan.

**4) Hyundai Product \$1850 / Non-Hyundai Service Contract \$0 (total \$1850) / Over Loan Cap**

<b>Aftermarket Service</b>	
Extended Service Contract: <input type="text" value="\$1,850.00"/>	Life Insurance: <input type="text" value="\$0.00"/>
Ext. Warranty Term: <input type="text" value="Manufacturer"/>	A/H Insurance: <input type="text" value="\$0.00"/>
Replacement Warranty: <input type="text" value="\$0.00"/>	Taxes on Insurance: <input type="text" value="\$0.00"/>
<input type="button" value="Override"/>	<input type="button" value="Re-Rate"/> <input type="button" value="Aftermarket"/>
<b>Deferral and Payment Date Options</b>	
Deferral Type: <input type="text" value="No deferral applicable"/>	
Time to First Payment: <input type="text" value="30"/> day(s)	Monthly First Payment Date: <input type="text" value="7 / 23 / 2015"/>
End Payment Date: <input type="text" value="6 / 23 / 2021"/>	Non-Monthly First Payment Date: <input type="text" value="7 / 23 / 2015"/>
	Deferred Interest: <input type="text" value="\$0.00"/>
<b>Financing Terms</b>	
Term: <input type="text" value="72"/>	Cost of Borrowing: <input type="text" value="\$5,971.99"/>
Amortization: <input type="text" value="72"/>	Buy Down Amount: <input type="text" value="\$0.00"/>
Payment Frequency: <input type="text" value="Monthly"/>	Principal Outstanding at Term End: <input type="text" value="\$0.00"/>
Interest Rate: <input type="text" value="1.89"/>	First Payment Frequency Amount: <input type="text" value="\$1,290.54"/>
Dealer Interest Rate:	Payment Frequency Amount: <input type="text" value="\$1,290.54"/>
Actual Interest Rate: <input type="text" value="2.21"/>	Total Amount Financed: <input type="text" value="\$86,946.89"/>
Dealer Tools	<input type="text" value="\$1,290.54"/>
▼ Dealer Information	

Subvented Rate = 1.99  
 Amount Financed = \$6946.89  
 Delivery and Destination = 1995  
 Subvention Ceiling = \$9993.00  
 Non Subvented Amount = 16953.89  
 APR = 2.21  
 There is a non-subvented amount of \$16,953.89 because the Amount Financed exceeds the Subvention Ceiling or there is a non-OEM product which has been excluded.  
 A higher rate will apply to only this portion of the loan.