

 **HYUNDAI SALES BULLETIN****Subject: New Vehicle, H-Promise CPO & Used HEP Pricing Updates – REVISED V.2****No: 50-07-2021REV2****Group: National Sales****September 28, 2021****ATTN:**

- Sales Manager
- F&I Manager
- Sales Consultant
- All Staff

- Dealer Principal
- Service Manager
- Service Advisors
- Technicians

- General Manager
- Parts Manager
- Parts Advisors
- Warranty Manager

Model(s): Multiple**Bulletin Summary:**

- Launch of new HEP pricing for Santa Cruz

REMINDER:

Both the time and mileage of **H-Promise Certified Extended Warranties** will be described as **from original in-service date as opposed to an extension of the factory warranty.**

OLD Marketing –

- Standard 1 yr / 20,000 km Powertrain coverage
- Optional coverage up to 5 yrs / 100,000 km

CURRENT Marketing -

- Standard 6 yrs / 120,000 km* Powertrain coverage *From original in-service date
- Optional coverage up to 10 yrs / 200,000 km* *From original in-service date

Please Note: The description on the printed contract will remain unchanged and will continue to describe the H-Promise warranty as an extension of the factory warranty. For those H-Promise units purchased after the factory 5 yr/100,000 km warranty has expired (i.e. units older than 5 yr/100,000km and under 6 yr/120,000) will receive an extended warranty which starts at time of H-Promise RDR as before this marketing change.

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HYUNDAI SALES BULLETIN

Subject: New Vehicle, H-Promise CPO & Used HEP Pricing Updates – REVISED V.2

No: 50-07-2021REV2

Below is a description and pricing for the optional **Multi-Media Software Update Package (Tech)** which is available on all Premium Plus Packages for New vehicle, H-Promise CPO and Used HEP Plans & **New Vehicles HEP Deferred Purchase Surcharge Schedule**.

Optional Upgrade on Premium Plus Packages:

Multi-media Software Package (Tech) \$200

With this package, the cost of all Hyundai recommended software updates to the vehicle’s entertainment and navigation systems are covered (up to \$500)

| NEW VEHICLE HEP DEFERRED PURCHASE SURCHARGE SCHEDULE | |
|--|------------------|
| Time/kms of HEP purchase after Vehicle Retail Date | Surcharge Amount |
| Retail date to 1 month/2,000kms | \$0 |
| Over 1 month/2,000kms to 12 months/20,000kms | \$50 |
| Over 12 months/20,000kms to 24 months/40,000kms | \$100 |
| Over 24 months/40,000kms to 36 months/60,000kms | \$200 |

Important notes regarding New Vehicle, H-Promise CPO and Used HEP Packages:

- 1) New Vehicle HEP plans are not available with the 6 yr/200,000 km terms on the Ioniq HEV/PHEV/EV, Sonata Hybrid, Kona EV, Elantra HEV, Santa Fe HEV and Tucson HEV/PHEV. This is noted with an asterisk (*).
- 2) H-Promise CPO HEP plans are not available with the 10 yr/200,000 km terms on the Ioniq, Sonata Hybrid and Kona Electric. This is noted with an asterisk (*).
- 3) Used Vehicle HEP Plans are not available with the 4 and 5 year terms on the Ioniq, Sonata Hybrid and Kona Electric. This is noted with an asterisk (*).

H-Promise Certified Pre-Owned Base Protection

H-Promise Vehicles (up to 6 model years / 120,000 km)

Powertrain Plan level of coverage included with every H-Promise Certified Pre-Owned Vehicle

| | Dealer Cost | | | | | | | |
|---------------------|-------------|----------------|------------------------|----------|----------|-----------------------|------------------------------|----------|
| | Accent | Elantra, Ioniq | Genesis, Genesis Coupe | Palisade | Santa Fe | Sonata, Sonata Hybrid | Tucson, Kona, Kona EV, Venue | Veloster |
| <i>Deductible:</i> | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 | \$100 |
| 6 yrs/ 120,000 km** | \$295 | \$295 | \$595 | \$610 | \$545 | \$395 | \$395 | \$445 |

Note: When the customer upgrades to any of the longer terms or greater coverages below, the basic H-Promise CPO charge above, is not charged to the dealer.

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HYUNDAI SALES BULLETIN

Subject: New Vehicle, H-Promise CPO & Used HEP Pricing Updates – REVISED V.2

No: 50-07-2021REV2

H-Promise Certified Pre-Owned Extended Protection

H-Promise Vehicles (up to 6 model years / 120,000 km)
(Inclusive of 6 yrs/120,000 km Powertrain \$100 Deductible)

Dealer Mark-Up \$ 1,800

Powertrain Plans

| | | Dealer Cost | | | | | | | | | | | | | | | | | |
|----------------------|--|-------------|-------|-----------------|-------|------------------------|---------|----------|---------|----------|---------|---------|-------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 7 yrs/140,000 km** | | \$725 | \$610 | \$710 | \$600 | \$1,200 | \$935 | \$1,640 | \$1,250 | \$1,465 | \$1,115 | \$870 | \$730 | \$975 | \$780 | \$950 | \$765 | \$1,175 | \$915 |
| 8 yrs/160,000 km** | | \$810 | \$675 | \$790 | \$660 | \$1,365 | \$1,050 | \$1,880 | \$1,415 | \$1,680 | \$1,265 | \$970 | \$810 | \$1,100 | \$870 | \$1,075 | \$855 | \$1,340 | \$1,035 |
| 9 yrs / 180,000 km** | | \$910 | \$750 | \$885 | \$730 | \$1,575 | \$1,200 | \$2,180 | \$1,630 | \$1,945 | \$1,455 | \$1,090 | \$900 | \$1,260 | \$985 | \$1,225 | \$965 | \$1,540 | \$1,180 |
| 10 yrs/200,000 km** | | \$1,010 | \$825 | \$980 | \$805 | \$1,780 | \$1,350 | \$2,481 | \$1,840 | \$2,215 | \$1,640 | \$1,210 | \$990 | \$1,415 | \$1,100 | \$1,375 | \$1,075 | \$1,745 | \$1,325 |

Premium Plans

| | | Dealer Cost | | | | | | | | | | | | | | | | | |
|----------------------|--|-------------|---------|-----------------|---------|------------------------|---------|----------|---------|----------|---------|---------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 7 yrs/140,000 km** | | \$940 | \$755 | \$915 | \$740 | \$1,700 | \$1,270 | \$2,375 | \$1,750 | \$2,120 | \$1,560 | \$1,130 | \$905 | \$1,340 | \$1,025 | \$1,300 | \$1,000 | \$1,660 | \$1,245 |
| 8 yrs/160,000 km** | | \$1,060 | \$845 | \$1,030 | \$825 | \$1,950 | \$1,450 | \$2,745 | \$2,005 | \$2,450 | \$1,790 | \$1,270 | \$1,015 | \$1,530 | \$1,165 | \$1,485 | \$1,135 | \$1,910 | \$1,425 |
| 9 yrs / 180,000 km** | | \$1,210 | \$955 | \$1,170 | \$925 | \$2,275 | \$1,675 | \$3,215 | \$2,330 | \$2,870 | \$2,080 | \$1,450 | \$1,145 | \$1,770 | \$1,335 | \$1,715 | \$1,295 | \$2,225 | \$1,640 |
| 10 yrs/200,000 km** | | \$1,360 | \$1,060 | \$1,315 | \$1,030 | \$2,595 | \$1,900 | \$3,680 | \$2,655 | \$3,285 | \$2,370 | \$1,630 | \$1,270 | \$2,010 | \$1,500 | \$1,945 | \$1,460 | \$2,535 | \$1,860 |

Premium Plus Plans

| | | Dealer Cost | | | | | | | | | | | | | | | | | |
|----------------------|--|-------------|---------|-----------------|---------|------------------------|---------|----------|---------|----------|---------|---------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | N/A | \$525 | N/A | \$545 | N/A | \$1,080 | N/A | \$1,255 | N/A | \$1,120 | N/A | \$630 | N/A | \$775 | N/A | \$775 | N/A | \$970 |
| 7 yrs/140,000 km** | | \$1,160 | \$930 | \$1,125 | \$905 | \$2,105 | \$1,575 | \$2,950 | \$2,170 | \$2,635 | \$1,935 | \$1,390 | \$1,115 | \$1,655 | \$1,270 | \$1,610 | \$1,235 | \$2,060 | \$1,545 |
| 8 yrs/160,000 km** | | \$1,470 | \$1,200 | \$1,430 | \$1,175 | \$2,585 | \$1,960 | \$3,595 | \$2,670 | \$3,210 | \$2,385 | \$1,765 | \$1,440 | \$2,055 | \$1,600 | \$2,000 | \$1,560 | \$2,530 | \$1,925 |
| 9 yrs / 180,000 km** | | \$1,655 | \$1,330 | \$1,605 | \$1,300 | \$2,980 | \$2,235 | \$4,170 | \$3,070 | \$3,725 | \$2,740 | \$1,985 | \$1,595 | \$2,350 | \$1,805 | \$2,285 | \$1,760 | \$2,920 | \$2,190 |
| 10 yrs/200,000 km** | | \$1,835 | \$1,460 | \$1,780 | \$1,425 | \$3,375 | \$2,510 | \$4,750 | \$3,470 | \$4,240 | \$3,100 | \$2,200 | \$1,750 | \$2,645 | \$2,015 | \$2,570 | \$1,960 | \$3,305 | \$2,460 |

Powertrain Plans (RETAIL PRICE)

| | | Retail Price | | | | | | | | | | | | | | | | | |
|----------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|----------|---------|---------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 7 yrs/140,000 km** | | \$2,525 | \$2,410 | \$2,510 | \$2,400 | \$3,000 | \$2,735 | \$3,440 | \$3,050 | \$3,265 | \$2,915 | \$2,670 | \$2,530 | \$2,775 | \$2,580 | \$2,750 | \$2,565 | \$2,975 | \$2,715 |
| 8 yrs/160,000 km** | | \$2,610 | \$2,475 | \$2,590 | \$2,460 | \$3,165 | \$2,850 | \$3,680 | \$3,215 | \$3,480 | \$3,065 | \$2,770 | \$2,610 | \$2,900 | \$2,670 | \$2,875 | \$2,655 | \$3,140 | \$2,835 |
| 9 yrs / 180,000 km** | | \$2,710 | \$2,550 | \$2,685 | \$2,530 | \$3,375 | \$3,000 | \$3,980 | \$3,430 | \$3,745 | \$3,255 | \$2,890 | \$2,700 | \$3,060 | \$2,785 | \$3,025 | \$2,765 | \$3,340 | \$2,980 |
| 10 yrs/200,000 km** | | \$2,810 | \$2,625 | \$2,780 | \$2,605 | \$3,580 | \$3,150 | \$4,281 | \$3,640 | \$4,015 | \$3,440 | \$3,010 | \$2,790 | \$3,215 | \$2,900 | \$3,175 | \$2,875 | \$3,545 | \$3,125 |

Premium Plans (RETAIL PRICE)

| | | Retail Price | | | | | | | | | | | | | | | | | |
|----------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|----------|---------|---------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 7 yrs/140,000 km** | | \$2,740 | \$2,555 | \$2,715 | \$2,540 | \$3,500 | \$3,070 | \$4,175 | \$3,550 | \$3,920 | \$3,360 | \$2,930 | \$2,705 | \$3,140 | \$2,825 | \$3,100 | \$2,800 | \$3,460 | \$3,045 |
| 8 yrs/160,000 km** | | \$2,860 | \$2,645 | \$2,830 | \$2,625 | \$3,750 | \$3,250 | \$4,545 | \$3,805 | \$4,250 | \$3,590 | \$3,070 | \$2,815 | \$3,330 | \$2,965 | \$3,285 | \$2,935 | \$3,710 | \$3,225 |
| 9 yrs / 180,000 km** | | \$3,010 | \$2,755 | \$2,970 | \$2,725 | \$4,075 | \$3,475 | \$5,015 | \$4,130 | \$4,670 | \$3,880 | \$3,250 | \$2,945 | \$3,570 | \$3,135 | \$3,515 | \$3,095 | \$4,025 | \$3,440 |
| 10 yrs/200,000 km** | | \$3,160 | \$2,860 | \$3,115 | \$2,830 | \$4,395 | \$3,700 | \$5,480 | \$4,455 | \$5,085 | \$4,170 | \$3,430 | \$3,070 | \$3,810 | \$3,300 | \$3,745 | \$3,260 | \$4,335 | \$3,660 |

Premium Plus Plans (RETAIL PRICE)

| | | Retail Price | | | | | | | | | | | | | | | | | |
|----------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|----------|---------|---------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Palisade | | Santa Fe | | Venue | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | N/A | \$2,325 | N/A | \$2,345 | N/A | \$2,880 | N/A | \$3,055 | N/A | \$2,920 | N/A | \$2,430 | N/A | \$2,575 | N/A | \$2,575 | N/A | \$2,770 |
| 7 yrs/140,000 km** | | \$2,960 | \$2,730 | \$2,925 | \$2,705 | \$3,905 | \$3,375 | \$4,750 | \$3,970 | \$4,435 | \$3,735 | \$3,190 | \$2,915 | \$3,455 | \$3,070 | \$3,410 | \$3,035 | \$3,860 | \$3,345 |
| 8 yrs/160,000 km** | | \$3,270 | \$3,000 | \$3,230 | \$2,975 | \$4,385 | \$3,760 | \$5,395 | \$4,470 | \$5,010 | \$4,185 | \$3,565 | \$3,240 | \$3,855 | \$3,400 | \$3,800 | \$3,360 | \$4,330 | \$3,725 |
| 9 yrs / 180,000 km** | | \$3,455 | \$3,130 | \$3,405 | \$3,100 | \$4,780 | \$4,035 | \$5,970 | \$4,870 | \$5,525 | \$4,540 | \$3,785 | \$3,395 | \$4,150 | \$3,605 | \$4,085 | \$3,560 | \$4,720 | \$3,990 |
| 10 yrs/200,000 km** | | \$3,635 | \$3,260 | \$3,580 | \$3,225 | \$5,175 | \$4,310 | \$6,550 | \$5,270 | \$6,040 | \$4,900 | \$4,000 | \$3,550 | \$4,445 | \$3,815 | \$4,370 | \$3,760 | \$5,105 | \$4,260 |

* Ioniq, Sonata Hybrid & Kona EV not available with 9yr/180,000km or 10yr/200,000km plans
**From Original Service Date

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HYUNDAI SALES BULLETIN

Subject: New Vehicle, H-Promise CPO & Used HEP Pricing Updates – REVISED V.2

No: 50-07-2021REV2

New Vehicle Hyundai Extended Protection (HEP) Plans

New Vehicles up to 3 yrs/60,000 km from In-Service Date Dealer Mark-Up \$ 1,800

| | | Dealer Cost | | | | | | | | | | | | | | | |
|--------------------|--|-------------|-------|--------------------------|-------|----------|-------|---|-------|-------|-------|--------|-------|-------------------|-------|---|-------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$350 | \$292 | \$378 | \$326 | \$780 | \$594 | \$744 | \$566 | \$403 | \$334 | \$481 | \$383 | \$457 | \$362 | \$583 | \$458 |
| 6 yrs/200,000 km** | | \$491 | \$389 | \$513 | \$421 | \$1,217 | \$891 | \$1,181 | \$864 | \$567 | \$448 | \$721 | \$545 | \$699 | \$534 | \$913 | \$678 |
| 7 yrs/120,000 km** | | \$403 | \$334 | \$435 | \$366 | \$932 | \$699 | \$888 | \$666 | \$466 | \$387 | \$567 | \$447 | \$556 | \$436 | \$699 | \$539 |
| 7 yrs/140,000 km** | | \$444 | \$364 | \$471 | \$396 | \$1,048 | \$780 | \$1,008 | \$750 | \$514 | \$417 | \$627 | \$491 | \$610 | \$480 | \$788 | \$599 |
| 8 yrs/160,000 km** | | \$502 | \$410 | \$524 | \$439 | \$1,212 | \$896 | \$1,165 | \$862 | \$578 | \$475 | \$726 | \$561 | \$704 | \$545 | \$905 | \$683 |

| | | Dealer Cost | | | | | | | | | | | | | | | |
|--------------------|--|-------------|-------|--------------------------|-------|----------|---------|---|---------|-------|-------|---------|-------|-------------------|-------|---|-------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$456 | \$366 | \$478 | \$394 | \$1,129 | \$833 | \$1,077 | \$794 | \$525 | \$424 | \$659 | \$508 | \$643 | \$478 | \$828 | \$621 |
| 6 yrs/200,000 km** | | \$675 | \$518 | \$691 | \$540 | \$1,835 | \$1,310 | \$1,780 | \$1,271 | \$778 | \$599 | \$1,040 | \$765 | \$1,007 | \$743 | \$1,350 | \$980 |
| 7 yrs/120,000 km** | | \$530 | \$424 | \$557 | \$451 | \$1,362 | \$996 | \$1,299 | \$949 | \$610 | \$488 | \$790 | \$600 | \$768 | \$583 | \$1,001 | \$743 |
| 7 yrs/140,000 km** | | \$594 | \$465 | \$615 | \$492 | \$1,555 | \$1,124 | \$1,495 | \$1,081 | \$685 | \$535 | \$888 | \$665 | \$861 | \$649 | \$1,143 | \$838 |
| 8 yrs/160,000 km** | | \$686 | \$529 | \$685 | \$551 | \$1,805 | \$1,299 | \$1,736 | \$1,249 | \$788 | \$610 | \$1,034 | \$770 | \$1,007 | \$748 | \$1,321 | \$966 |

| | | Dealer Cost | | | | | | | | | | | | | | | |
|--------------------|--|-------------|-------|--------------------------|-------|----------|---------|---|---------|---------|---------|---------|---------|-------------------|---------|---|---------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$879 | \$768 | \$898 | \$788 | \$1,748 | \$1,370 | \$1,671 | \$1,310 | \$996 | \$869 | \$1,142 | \$948 | \$1,121 | \$932 | \$1,354 | \$1,092 |
| 6 yrs/200,000 km** | | \$1,164 | \$964 | \$1,175 | \$996 | \$2,627 | \$1,970 | \$2,552 | \$1,914 | \$1,326 | \$1,094 | \$1,624 | \$1,277 | \$1,580 | \$1,250 | \$2,015 | \$1,545 |
| 7 yrs/120,000 km** | | \$975 | \$837 | \$996 | \$863 | \$2,033 | \$1,574 | \$1,943 | \$1,504 | \$1,107 | \$948 | \$1,304 | \$1,065 | \$1,277 | \$1,048 | \$1,569 | \$1,244 |
| 7 yrs/140,000 km** | | \$1,052 | \$892 | \$1,074 | \$913 | \$2,273 | \$1,731 | \$2,189 | \$1,668 | \$1,197 | \$1,010 | \$1,430 | \$1,146 | \$1,392 | \$1,125 | \$1,748 | \$1,371 |
| 8 yrs/160,000 km** | | \$1,164 | \$975 | \$1,165 | \$988 | \$2,581 | \$1,946 | \$2,486 | \$1,875 | \$1,326 | \$1,110 | \$1,607 | \$1,277 | \$1,569 | \$1,250 | \$1,970 | \$1,526 |

| | | Retail Price | | | | | | | | | | | | | | | |
|--------------------|--|--------------|---------|--------------------------|---------|----------|---------|---|---------|---------|---------|---------|---------|-------------------|---------|---|---------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$2,150 | \$2,092 | \$2,178 | \$2,126 | \$2,580 | \$2,394 | \$2,544 | \$2,366 | \$2,203 | \$2,134 | \$2,281 | \$2,183 | \$2,257 | \$2,162 | \$2,383 | \$2,258 |
| 6 yrs/200,000 km** | | \$2,291 | \$2,189 | \$2,313 | \$2,221 | \$3,017 | \$2,691 | \$2,981 | \$2,664 | \$2,367 | \$2,248 | \$2,521 | \$2,345 | \$2,499 | \$2,334 | \$2,713 | \$2,478 |
| 7 yrs/120,000 km** | | \$2,203 | \$2,134 | \$2,235 | \$2,166 | \$2,732 | \$2,499 | \$2,688 | \$2,466 | \$2,266 | \$2,187 | \$2,367 | \$2,247 | \$2,356 | \$2,236 | \$2,499 | \$2,339 |
| 7 yrs/140,000 km** | | \$2,244 | \$2,164 | \$2,271 | \$2,196 | \$2,848 | \$2,580 | \$2,808 | \$2,550 | \$2,314 | \$2,217 | \$2,427 | \$2,291 | \$2,410 | \$2,280 | \$2,588 | \$2,399 |
| 8 yrs/160,000 km** | | \$2,302 | \$2,210 | \$2,324 | \$2,239 | \$3,012 | \$2,696 | \$2,965 | \$2,662 | \$2,378 | \$2,275 | \$2,526 | \$2,361 | \$2,504 | \$2,345 | \$2,705 | \$2,483 |

| | | Retail Price | | | | | | | | | | | | | | | |
|--------------------|--|--------------|---------|--------------------------|---------|----------|---------|---|---------|---------|---------|---------|---------|-------------------|---------|---|---------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$2,256 | \$2,166 | \$2,278 | \$2,194 | \$2,929 | \$2,633 | \$2,877 | \$2,594 | \$2,325 | \$2,224 | \$2,459 | \$2,308 | \$2,443 | \$2,278 | \$2,628 | \$2,421 |
| 6 yrs/200,000 km** | | \$2,475 | \$2,318 | \$2,491 | \$2,340 | \$3,635 | \$3,110 | \$3,580 | \$3,071 | \$2,578 | \$2,399 | \$2,840 | \$2,565 | \$2,807 | \$2,543 | \$3,150 | \$2,780 |
| 7 yrs/120,000 km** | | \$2,330 | \$2,224 | \$2,357 | \$2,251 | \$3,162 | \$2,796 | \$3,099 | \$2,749 | \$2,410 | \$2,288 | \$2,590 | \$2,400 | \$2,568 | \$2,383 | \$2,801 | \$2,543 |
| 7 yrs/140,000 km** | | \$2,394 | \$2,265 | \$2,415 | \$2,292 | \$3,355 | \$2,924 | \$3,295 | \$2,881 | \$2,485 | \$2,335 | \$2,688 | \$2,465 | \$2,661 | \$2,449 | \$2,943 | \$2,638 |
| 8 yrs/160,000 km** | | \$2,486 | \$2,329 | \$2,485 | \$2,351 | \$3,605 | \$3,099 | \$3,536 | \$3,049 | \$2,588 | \$2,410 | \$2,834 | \$2,570 | \$2,807 | \$2,548 | \$3,121 | \$2,766 |

| | | Retail Price | | | | | | | | | | | | | | | |
|--------------------|--|--------------|---------|--------------------------|---------|----------|---------|---|---------|---------|---------|---------|---------|-------------------|---------|---|---------|
| | | Accent | | Elantra/ Elantra HEV* | | Palisade | | Santa Fe/ Santa Fe HEV*/ Sonata HEV*/ Santa Fe XL/ Santa Cruz | | Venue | | Sonata | | Kona, Kona EV* | | Tucson/ Tucson HEV* Ioniq HEV, PHEV & EV */ Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 6 yrs/120,000 km** | | \$2,679 | \$2,568 | \$2,698 | \$2,588 | \$3,548 | \$3,170 | \$3,471 | \$3,110 | \$2,796 | \$2,669 | \$2,942 | \$2,748 | \$2,921 | \$2,732 | \$3,154 | \$2,892 |
| 6 yrs/200,000 km** | | \$2,964 | \$2,764 | \$2,975 | \$2,796 | \$4,427 | \$3,770 | \$4,352 | \$3,714 | \$3,126 | \$2,894 | \$3,424 | \$3,077 | \$3,380 | \$3,050 | \$3,815 | \$3,345 |
| 7 yrs/120,000 km** | | \$2,775 | \$2,637 | \$2,796 | \$2,663 | \$3,833 | \$3,374 | \$3,743 | \$3,304 | \$2,907 | \$2,748 | \$3,104 | \$2,865 | \$3,077 | \$2,848 | \$3,369 | \$3,044 |
| 7 yrs/140,000 km** | | \$2,852 | \$2,692 | \$2,874 | \$2,713 | \$4,073 | \$3,531 | \$3,989 | \$3,468 | \$2,997 | \$2,810 | \$3,230 | \$2,946 | \$3,192 | \$2,925 | \$3,548 | \$3,171 |
| 8 yrs/160,000 km** | | \$2,964 | \$2,775 | \$2,965 | \$2,788 | \$4,381 | \$3,746 | \$4,286 | \$3,675 | \$3,126 | \$2,910 | \$3,407 | \$3,077 | \$3,369 | \$3,050 | \$3,770 | \$3,326 |

* Ioniq HEV/PHEV/EV, Sonata Hybrid, Kona EV, Elantra HEV, Santa Fe HEV, Tucson HEV/PHEV not available with 6 yr/ 200,000 km plans.

For more information, please contact your LGM Dealer Development Manager or Charles Plewes (cplewes@hyundaicanada.com). Information contained in this document is subject to the copyright and other intellectual property rights of Hyundai Auto Canada Corp. All rights are reserved to make changes at any time without prior notice. Confidentiality must be maintained over any and all confidential information contained in this document. No part of this document may to any extent and in any form be reproduced, transmitted in any form or reposted.



HYUNDAI SALES BULLETIN

Subject: New Vehicle, H-Promise CPO & Used HEP Pricing Updates – REVISED V.2

No: 50-07-2021REV2

Used Vehicle (Non- CPO) Hyundai Extended Protection (HEP) Plan

Dealer Mark-up \$1,800

| | | Dealer Cost | | | | | | | | | | | | | |
|------------------------------|--|-------------|-------|-----------------|-------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$470 | \$370 | \$455 | \$360 | \$870 | \$645 | \$1,100 | \$800 | \$680 | \$515 | \$660 | \$500 | \$855 | \$635 |
| 2 yrs/40,000 km | | \$615 | \$475 | \$595 | \$460 | \$1,190 | \$865 | \$1,515 | \$1,085 | \$915 | \$680 | \$890 | \$660 | \$1,165 | \$845 |
| 3 yrs/60,000 km | | \$705 | \$540 | \$680 | \$520 | \$1,380 | \$1,000 | \$1,760 | \$1,260 | \$1,060 | \$780 | \$1,025 | \$760 | \$1,350 | \$980 |
| 4 yrs/80,000 km | | \$815 | \$620 | \$785 | \$600 | \$1,625 | \$1,170 | \$2,075 | \$1,475 | \$1,240 | \$910 | \$1,200 | \$880 | \$1,585 | \$1,140 |
| Up to 5 yrs/up to 100,000 km | | \$925 | \$700 | \$890 | \$675 | \$1,865 | \$1,335 | \$2,390 | \$1,695 | \$1,420 | \$1,035 | \$1,370 | \$1,000 | \$1,820 | \$1,305 |

| | | Dealer Cost | | | | | | | | | | | | | |
|------------------------------|--|-------------|-------|-----------------|-------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$650 | \$495 | \$630 | \$480 | \$1,295 | \$935 | \$1,655 | \$1,180 | \$990 | \$725 | \$960 | \$705 | \$1,265 | \$915 |
| 2 yrs/40,000 km | | \$875 | \$650 | \$840 | \$630 | \$1,795 | \$1,280 | \$2,315 | \$1,630 | \$1,360 | \$980 | \$1,315 | \$950 | \$1,755 | \$1,250 |
| 3 yrs/60,000 km | | \$1,010 | \$750 | \$970 | \$720 | \$2,095 | \$1,485 | \$2,705 | \$1,900 | \$1,580 | \$1,135 | \$1,525 | \$1,100 | \$2,045 | \$1,450 |
| 4 yrs/80,000 km | | \$1,180 | \$870 | \$1,135 | \$835 | \$2,475 | \$1,750 | \$3,200 | \$2,240 | \$1,860 | \$1,330 | \$1,795 | \$1,285 | \$2,415 | \$1,705 |
| Up to 5 yrs/up to 100,000 km | | \$1,350 | \$990 | \$1,295 | \$950 | \$2,855 | \$2,010 | \$3,695 | \$2,580 | \$2,140 | \$1,525 | \$2,065 | \$1,475 | \$2,780 | \$1,960 |

| | | Dealer Cost | | | | | | | | | | | | | |
|------------------------------|--|-------------|---------|-----------------|---------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$850 | \$655 | \$820 | \$635 | \$1,655 | \$1,200 | \$2,105 | \$1,510 | \$1,270 | \$940 | \$1,230 | \$915 | \$1,615 | \$1,175 |
| 2 yrs/40,000 km | | \$1,125 | \$845 | \$1,085 | \$815 | \$2,275 | \$1,630 | \$2,925 | \$2,070 | \$1,730 | \$1,255 | \$1,675 | \$1,220 | \$2,220 | \$1,590 |
| 3 yrs/60,000 km | | \$1,455 | \$1,130 | \$1,410 | \$1,095 | \$2,815 | \$2,050 | \$3,575 | \$2,570 | \$2,170 | \$1,615 | \$2,105 | \$1,570 | \$2,750 | \$2,010 |
| 4 yrs/80,000 km | | \$1,665 | \$1,275 | \$1,610 | \$1,235 | \$3,285 | \$2,375 | \$4,190 | \$2,990 | \$2,515 | \$1,855 | \$2,435 | \$1,800 | \$3,205 | \$2,325 |
| Up to 5 yrs/up to 100,000 km | | \$1,875 | \$1,425 | \$1,810 | \$1,375 | \$3,755 | \$2,700 | \$4,805 | \$3,415 | \$2,865 | \$2,095 | \$2,770 | \$2,030 | \$3,665 | \$2,640 |

| | | Retail Price | | | | | | | | | | | | | |
|------------------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$2,270 | \$2,170 | \$2,255 | \$2,160 | \$2,670 | \$2,445 | \$2,900 | \$2,600 | \$2,480 | \$2,315 | \$2,460 | \$2,300 | \$2,655 | \$2,435 |
| 2 yrs/40,000 km | | \$2,415 | \$2,275 | \$2,395 | \$2,260 | \$2,990 | \$2,665 | \$3,315 | \$2,885 | \$2,715 | \$2,480 | \$2,690 | \$2,460 | \$2,965 | \$2,645 |
| 3 yrs/60,000 km | | \$2,505 | \$2,340 | \$2,480 | \$2,320 | \$3,180 | \$2,800 | \$3,560 | \$3,060 | \$2,860 | \$2,580 | \$2,825 | \$2,560 | \$3,150 | \$2,780 |
| 4 yrs/80,000 km | | \$2,615 | \$2,420 | \$2,585 | \$2,400 | \$3,425 | \$2,970 | \$3,875 | \$3,275 | \$3,040 | \$2,710 | \$3,005 | \$2,680 | \$3,385 | \$2,940 |
| Up to 5 yrs/up to 100,000 km | | \$2,725 | \$2,500 | \$2,690 | \$2,475 | \$3,665 | \$3,135 | \$4,190 | \$3,495 | \$3,220 | \$2,835 | \$3,170 | \$2,800 | \$3,620 | \$3,105 |

| | | Retail Price | | | | | | | | | | | | | |
|------------------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$2,450 | \$2,295 | \$2,430 | \$2,280 | \$3,095 | \$2,735 | \$3,455 | \$2,980 | \$2,790 | \$2,525 | \$2,760 | \$2,505 | \$3,065 | \$2,715 |
| 2 yrs/40,000 km | | \$2,675 | \$2,450 | \$2,640 | \$2,430 | \$3,595 | \$3,080 | \$4,115 | \$3,430 | \$3,160 | \$2,780 | \$3,115 | \$2,750 | \$3,555 | \$3,050 |
| 3 yrs/60,000 km | | \$2,810 | \$2,550 | \$2,770 | \$2,520 | \$3,895 | \$3,285 | \$4,505 | \$3,700 | \$3,380 | \$2,935 | \$3,325 | \$2,900 | \$3,845 | \$3,250 |
| 4 yrs/80,000 km | | \$2,980 | \$2,670 | \$2,935 | \$2,635 | \$4,275 | \$3,550 | \$5,000 | \$4,040 | \$3,660 | \$3,130 | \$3,595 | \$3,085 | \$4,215 | \$3,505 |
| Up to 5 yrs/up to 100,000 km | | \$3,150 | \$2,790 | \$3,095 | \$2,750 | \$4,655 | \$3,810 | \$5,495 | \$4,380 | \$3,940 | \$3,325 | \$3,865 | \$3,275 | \$4,580 | \$3,760 |

| | | Retail Price | | | | | | | | | | | | | |
|------------------------------|--|--------------|---------|-----------------|---------|------------------------|---------|----------|---------|------------------------|---------|------------------------|---------|----------|---------|
| | | Accent | | Elantra, Ioniq* | | Genesis, Genesis Coupe | | Santa Fe | | Sonata, Sonata Hybrid* | | Tucson, Kona, Kona EV* | | Veloster | |
| Deductible: | | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 | \$0 | \$100 |
| 1 yr/20,000 km | | \$2,650 | \$2,455 | \$2,620 | \$2,435 | \$3,455 | \$3,000 | \$3,905 | \$3,310 | \$3,070 | \$2,740 | \$3,030 | \$2,715 | \$3,415 | \$2,975 |
| 2 yrs/40,000 km | | \$2,925 | \$2,645 | \$2,885 | \$2,615 | \$4,075 | \$3,430 | \$4,725 | \$3,870 | \$3,530 | \$3,055 | \$3,475 | \$3,020 | \$4,020 | \$3,390 |
| 3 yrs/60,000 km | | \$3,255 | \$2,930 | \$3,210 | \$2,895 | \$4,615 | \$3,850 | \$5,375 | \$4,370 | \$3,970 | \$3,415 | \$3,905 | \$3,370 | \$4,550 | \$3,810 |
| 4 yrs/80,000 km | | \$3,465 | \$3,075 | \$3,410 | \$3,035 | \$5,085 | \$4,175 | \$5,990 | \$4,790 | \$4,315 | \$3,655 | \$4,235 | \$3,600 | \$5,005 | \$4,125 |
| Up to 5 yrs/up to 100,000 km | | \$3,675 | \$3,225 | \$3,610 | \$3,175 | \$5,555 | \$4,500 | \$6,605 | \$5,215 | \$4,665 | \$3,895 | \$4,570 | \$3,830 | \$5,465 | \$4,440 |

* Ioniq, Sonata Hybrid & Kona EV not available with 4 and 5 year terms

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