

JANUARY SALES: 42,694 units

All-Time January Record: Up 15%

Your hard work keeps paying dividends! It might be a new year, but the fantastic results are the same with overall sales up 15% and retail sales soaring 19% – in spite of limited availability on key models!

“January was a good month for us as Januarys go. We set an all-time sales record for the month, saw continued stabilization in the general economy, and witnessed the Elantra crowned as *North American Car of the Year*,” said Dave Zuchowski, Hyundai Motor America's Executive Vice President, National Sales. “All in all, a very solid base to build off in 2012.” Here are the highlights for January:

- **15,598 vehicles** sold with an estimated 40 mpg highway fuel economy rating – that's 37% of all vehicles sold
- **Sonata**: #1 selling vehicle at 14,489 units – up 9%
- **North American Car of the Year** – **Elantra** was #2 at 10,900 units – up 13%
- **Genesis** – 2,291 units – up 28% over January 2011!
- **Equus** – 292 units – up 14% over last January!

All of this is thanks to your continued hard work and staying focused on making 2012 another record-breaking year!

Sales Edge Special Features:

- **STAR Recognition & Commitment Awards** – page 3
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- **VIN Decoder** – page 5

IN THE NEWS:

Hyundai #1 in Customer Retention

J.D. Power & Associates just released their **2012 Customer Retention Study**SM and Hyundai is ranked #1 among all automotive brands! Now in its 9th year, the study measures the rate at which automotive brands retain their existing customers and examines the reasons why customers remain loyal.

Hyundai earned the top spot in the study, improving our retention rate by four percentage points from 2010 to 64% in 2012. This award is a testament to your hard work and the work of your sales and service departments keeping customers satisfied throughout their ownership experience so they come back and buy another new Hyundai – **thank you!**

ADVERTISING NEWS:

Hyundai: Star of Super Bowl XLVI

Are you ready for some football? This year marks Hyundai's 5th

consecutive year as a Super Bowl advertiser, and we will show five ads on Game Day. The campaign focuses on elements that drive the Hyundai brand, with the two in-game ads that highlight performance. Tune in to see:

Pre-game ads:

- **Elantra NACOTY** “*Victory Lap*” (:30)
- **Genesis R-Spec sedan** “*Faster Acting*” (:30)
- One sponsor billboard and three sponsor animations

Pre-kick ad:

- Brand “*All For One*” (:60)

In-Game ads:

- 1st Quarter: **Veloster Turbo** “*Cheetah*” (:30)
- 4th Quarter: **Genesis Coupe** “*Think Fast*” (:30)

The brand spot, “*All For One*,” was inspired by Hyundai's founding chairman, Chung Ju-Yung, and his regular response when told challenges were too great to overcome. He simply asked, “*Have you tried?*” And we think this spot captures that spirit which drives us at Hyundai. To view all of the ads, including “behind the scenes” footage, go to:

<http://www.youtube.com/Hyundai>

TRAINING NEWS:

Customer Calls and IQS

Every month, the *Hyundai Customer Connect Center* has to handle various questions from your customers. Research has shown that many of these questions could have been answered during the delivery – and considering that the IQS Sales Period runs through February 29th (i.e., so your current buyers could receive the J.D. Power & Associates' *Initial Quality Survey*), we'll review a few steps that could reduce the calls to the *Customer Connect Center*:

- During the delivery, review the **Quick Reference Guide** with every customer – it helps customers learn how to operate their vehicle *after* they leave the dealership.
- After reviewing the *QRG* with the customer, you need to get three signatures on the *tear-off page* – the customer's, the salesperson, and yours, the Sales Manager – then file it in the deal jacket.

Story continues on the next page...



Customer Calls and IQS Story continued from previous page...

- **Review the warranty coverage:** Some salespeople say that we offer a “bumper-to-bumper” warranty. Truth is, none of our warranties are “bumper-to-bumper” – they are *limited warranties*.
- **Check for any open service campaigns** – this can be done at WEB DCS/SALES/INVENTORY.
- **At the end of the delivery:** Walk each customer through their first service experience – it’s the first oil change. If possible, introduce them to the Service Manager and/or one of your Service Advisors, show them where to go and what they have to do.

The delivery plays a vital part in customer satisfaction – be sure customers know how to operate key controls *before* leaving the dealership.

IN THE NEWS:

New Product Print Materials

During the fall *STAR Manager’s Training Workshops*, you told us you wanted more print support – so coming later this month, you’ll receive a shipment of new product print materials including 3 posters, plus 2012 Azera materials, an Azera Walkaround and Video Reference Guide. You’ll receive a DCS message when they have been shipped.

Hyundai’s Tech Center Investment

January 10, 2012 – Hyundai America Technical Center, Inc. (HATCI) will further its commitment to the State of Michigan and Washtenaw County by building a world-class Hot/Cold Weather Dynamometer Test facility at its Superior Township location, just south of Ann Arbor, MI.

- Overall investment will total \$15 million to support new vehicle development
- Includes upgrades at the 6-year-old technical facility
- Will add 50 new jobs over the next three years

Sonata Hybrid Battery Warranty

January 31, 2012 – Expanding the benefits of Hyundai Assurance, Hyundai has released the details of its **Lifetime Hybrid Battery Replacement Guarantee**, which applies to all U.S. 2012 model year Sonata Hybrids and is the first-of-its-kind in the industry:

- If the 2012 Sonata Hybrid lithium polymer battery fails, Hyundai will replace the battery and cover recycling costs for the old battery pack free of charge to the original owner
- The coverage is not transferrable, and does not apply to lease and commercial vehicles, or vehicles serviced outside the U.S.

AWARDS & ACCOLADES:

Veloster Earns Multiple Titles

- **2012 International Sporty Coupe of the Year – Most Personality** – awarded to Veloster by International Car of the Year Awards (ICOTY).
- **Car of the Year for 2012** by *Autobytel* – awarded to **Veloster**, which also won the top award in the Compact Car category.
- **About.com – Cars’ Annual Best New Cars** added **Veloster** to their list. This marks the fourth year in a row that Hyundai has earned a place on the esteemed list as the Sonata, Elantra, Genesis Coupe and Genesis Sedan were recognized in 2011, 2010 and 2009, respectively.
- **Best Car Under \$20,000** in *Winding Road’s 2012 Best Car of the Year Awards* – awarded to **Veloster**. *Winding Road* seeks out and honors the best vehicles, across every level of size, form, and functionality, selected from the hundreds of vehicles they review annually.
- **Polk Automotive Loyalty Award: top Compact Car** – awarded to **Elantra**. The award is presented to vehicles that have the ability to retain owners over repeat buying cycles.
- **Vehix’s 2012 New Car Buying Guides** – the 2012 **Elantra, Sonata** and **Genesis** earned the top recommendations: Elantra was selected as the number one pick for *Sedans Under \$20,000*, Sonata was chosen as the number two choice for *Sedans Under \$30,000*, and Genesis was acknowledged as the number two recommendation for *Sedans Over \$30,000*.
- **Hyundai ranked 61st Best Global Brand** in 2011 by InterBrand; Hyundai moves up 4 spots and remains ahead of Porsche, Nissan and Ferrari.

HMF NEWS:

Special February Lease Programs

- **2012 Sonata GLS** Automatic Transmission for \$199/month for 36 months; **\$2,599 due at signing**.
- **2012 Elantra GLS** Automatic Transmission for \$179/month for 36 months; **\$1,999 due at signing**.
- **2012 Genesis Sedan 3.8L V6** for \$399/month for 36 months; **\$2,999 due at signing**.
- **2012 Genesis Coupe 2.0T** Manual Transmission Std. Pkg. for \$259/month for 36 months; **\$2,699 due at signing**.
- **2012 Santa Fe GLS** Automatic Transmission for \$269/month for 36 months; **\$2,999 due at signing**.
- **2012 Sonata Hybrid** for \$269/month for 36 months; **\$2,699 due at signing**.

Refer to HMF’s Marketing announcements for more details.

2011 STAR Recognition Awards

STAR PERFORMANCE AWARDS

Here are the highlights of the 2011 STAR Awards. Platinum, Gold, Silver and Bronze level winners earn a letter of recognition and appreciation, a custom plaque and a luggage tag. To qualify for STAR Awards, you must achieve these annual sales volumes:

LEVEL	SALES CONSULTANT	SALES MANAGER
Platinum	450+ units sold	1300+ units sold
Gold	350 – 449	900 – 1299
Silver	250 – 349	600 – 899
Bronze	150 – 249	400 – 599

Top National and Regional Sales Consultants and Sales Managers also receive an additional **\$1,000 cash bonus**. All awards are scheduled to be delivered in March 2012.

TOP NATIONAL SALES MANAGERS:

David Cantin	NJ029	4,913 sales	Top National
Jeffrey Kunz	IL018	2,037 sales	Top Central
David Cantin	NJ029	4,913 sales	Top Eastern
Roosevelt May	TX040	2037 sales	Top South Central
A.Appleby	FL122	2,444 sales	Top Southern
Danielle Gerbino	CA293	2,619 sales	Top Western

TOP NATIONAL SALES CONSULTANTS:

Joseph Ippolito Jr.	NJ005	643 sales	Top National
Patrick Harrigan	OH066	424 sales	Top Central
Joseph Ippolito Jr.	NJ005	643 sales	Top Eastern
Ernest Knight	AL015	476 sales	Top South Central
Donald Meinhardt	FL121	450 sales	Top Southern
Ed Papac	CA290	531 sales	Top Western

SALES MANAGERS – PLATINUM – Top 10

David Cantin	Brad Benson Hyundai	4,913
Daniel Toomey	Atlantic Hyundai	3,032
Percy Urrutia	Atlantic Hyundai	3,024
Danielle Gerbino	Hardin Hyundai	2,619
A.Appleby	Coconut Creek Hyundai	2,444
Jeffrey Kunz	Green Hyundai	2,037
Roosevelt May	Huffines Hyundai Plano	2,037
Raul Gomila	Napleton's Hyundai	2,021
Pedro Casal	Doral Hyundai	2,004
Ralph Moser	Keffer Hyundai	1,923

SALES MANAGERS – GOLD – Top 10

Blaise Scibetta	Lester Glenn Hyundai	1,295
Michael Boccannuso	Route 2 Hyundai	1,294
Aleksey Khazanov	Hudson Hyundai	1,293
Peter Cafferata	Allen Samuels Hyundai	1,283
Michael Birmingham	Capitol Hyundai	1,277
Matthew Westcott	Fairfax Hyundai	1,270
Derek Johnson	Luther Bloomington Hyundai	1,267
Brian Sobel	Keys Hyundai	1,251
Michael Strenge	McCafferty Hyundai	1,237
Michael Leonard	Hyundai of New Port Richey	1,233

SALES MANAGERS – SILVER – Top 10

Edward Tarbox	Tarbox Hyundai	893
Ron Maiden	Hyundai of Wesley Chapel	892
Joseph Nolan	Ray Skillman Southside Hyundai	885
Elaine Corbin	#1 Cochran Hyundai	884
Lawrence Hall	Hyundai 112	881
Dwaine Schaeffer	Jenkins Hyundai of Leesburg	864
Benjamin Magen	Tuttle Click Hyundai	855
David Zinsmeister	Arapahoe Hyundai	851
Igal Stark	Nemet Hyundai	851
Jay Simrell	Butler Hyundai	846

SALES MANAGERS – BRONZE – Top 10

Adamm Davis	Suburban Hyundai	599
John Kenny	Coconut Creek Hyundai	597
Mark Embly	Crestmont Hyundai	597

Bronze winners continue in the next column...

SALES MANAGERS – BRONZE – Top 10 continued...

Rick DeSimone	Patrick Hyundai	597
Joey Holland	Joe Holland Hyundai	595
Joseph Loonam	Wayne Auto Mall Hyundai	594
Tania Pulkowski	Salem Hyundai	594
Bert Plotnick	Win Hyundai	594
Robert Dell	Huntington Hyundai, Inc.	593
Alejandro Cruz	Jim Click Hyundai Eastside	593

SALES ASSOCIATES – PLATINUM

Joseph Ippolito Jr.	Towne Hyundai	643
Bryan Calabrese	Sansone's Route 1 Hyundai	535
Ed Papac	Ladin Hyundai	531
Sandra Redway	Atlantic Hyundai	508
Steven Yee	Capitol Hyundai	498
Ernest Knight	Capitol Hyundai	476
Chris Lancaster	Hardin Hyundai	452
Donald Meinhardt	Napleton's Hyundai	450

SALES ASSOCIATES – GOLD – Top 10

Andrew Getchell	West Broad Hyundai	440
Patrick Harrigan	Taylor Hyundai	424
Jamie Pizzo	Team Hyundai	410
Sulpicio Apusaga	Glendora Hyundai	407
Robert Dinella	Ettleson Hyundai	391
Paul Workman	Jason Pilger Hyundai	387
Steve Cooke	Hardin Hyundai	380
Jose Sol	Lehman Hyundai	379
Mouawia Aljallad	Brad Benson Hyundai	371
Jonathan Pelc	Atlantic Hyundai	363

SALES ASSOCIATES – SILVER – Top 10

Anthony Finelli	Hyundai of White Plains	349
Gustavo Rocha	Red Hoagland Hyundai	345
Bartosz Wojciechowski	Flemington Hyundai	345
Dong Jin Kim	Garden Grove Hyundai	340
Curtis Payne	Hardin Hyundai	339
Bryan Engle	Fitzgeralds Lakeforest Hyundai	336
Stanley Becker	Eckert Hyundai, Inc.	335
Celia Hernandez	Napleton's Hyundai	332
Farrell Shapiro	Atlantic Hyundai	324
Robert Lazar	Napleton's Hyundai	323

SALES ASSOCIATES – BRONZE – Top 10

John Lyons	Coastal Hyundai	249
Jeena Verdelotti	Hyundai of New Port Richey	249
Hai Yon	Hub Hyundai	249
Robert Zvonchenko	Hyundai of Wesley Chapel	247
Vincent Lorenzo	Lester Glenn Hyundai	246
Keith Franklin	Keys Hyundai	245
Michael Clancy	Jones Bel Air Hyundai	245
Anthony Speller	Red McCombs Superior Hyundai	244
Joe Petronis	Hardin Hyundai	243
Samuel You	Star Hyundai	243
Abraham Goren	Mid-Island Hyundai	243

STAR COMMITMENT AWARDS

We appreciate the loyalty and commitment of our Sales Managers and Sales Associates. When you reach a significant number of sales service years, you receive a specially designed longevity award lapel pin inscribed with your length of service as well as a prestigious gift as a token of our thanks for your commitment to Hyundai Motor America.

Award	2011CY Total			
24 Years	2	24 Years:	David Choi	Loren Hyundai
22 years	5		Timothy Tweed	Hatfield Hyundai
20 Years	9	22 Years:	Stanley Fyall	Pohanka Hyundai
18 Years	6		Joseph Ippolito Jr.	Towne Hyundai
16 Years	10		Custodio Santos	Global Hyundai
14 Years	38		Rick Longwell	Hatfield Hyundai
12 Years	90		Carol Chura	Savage Hyundai
10 Years	228	A complete list of all 2011 STAR Recognition award winners is on Sales Training Online: www.spi6891.com		
8 Years	288			
6 Years	335			
4 Years	478			
2 Years	900			
TOTAL	2389			

Top Dealers – January 2012

NATIONAL Sales

NY075	Atlantic Hyundai	432
FL108	Hyundai of New Port Richey	424
NJ029	Brad Benson Hyundai	376
NJ032	Lester Glenn Hyundai	344
FL122	Coconut Creek Hyundai	241

CENTRAL REGION

IL063	Family Hyundai	139
IL069	Patrick Hyundai	123
IL018	Green Hyundai	105
MO023	Joe Machens Hyundai	98
MO030	Suntrup Hyundai	98

SOUTHERN REGION

FL108	Hyundai New Port Richey	424
FL122	Coconut Creek Hyundai	241
VA006	Fairfax Hyundai	210
FL088	O'Brien Hyundai	204
FL114	Rick Case Hyundai	177

EASTERN REGION

NY075	Atlantic Hyundai	432
NJ029	Brad Benson Hyundai	376
NJ032	Lester Glenn Hyundai	344
NY110	Advantage Hyundai	173
NY126	Millennium Hyundai	108

SOUTH CENTRAL REGION

TX100	Hyundai of El Paso	224
TX139	South Point Hyundai	160
TX040	Huffines Hyundai Plano	119
TX095	Round Rock Hyundai	117
TX158	Ron Carter Hyundai	115

WESTERN REGION

CA232	Hyundai of Roseville	201
CA293	Hardin Hyundai	198
CA323	Cerritos Hyundai	179
CA314	Keyes Hyundai	169
NV020	Henderson Hyundai Superstore	169

CPO / HPP NEWS:

CPO Sales: Up 102% in January

Sales of 4,620 Certified Pre-Owned units set a January CPO sales record and represents an increase of 102% over January 2011. In addition, a new CPO video is on www.hyundaicertified.com, on the 'Learn About Certified' page. It highlights some of the reasons why Hyundai CPO was named by *IntelliChoice* as winner of the *Best Certified Pre-Owned Program – Popular Brand for 2012*.

Top Selling CPO Dealers for 2012

NATIONAL		Sales
FL094	Bob Dance Hyundai of Longwood	80
FL049	Coastal Hyundai	54
FL103	Universal Hyundai	51
NJ029	Brad Benson Hyundai	45
GA002	Rick Case Hyundai	41
FL108	Hyundai of New Port Richey	41
NY075	Atlantic Hyundai	38
NV023	Planet Hyundai	36
NC038	Keffer Hyundai	35
FL088	O'Brien Hyundai	34
FL120	Jenkins Hyundai of Leesburg	34

Quick Links:

To make it easier for you to get access to information, here are links to the various Hyundai Product and STAR training sites:

www.spi6891.com – Sales Training Product Information

www.hstarsandy.com – STAR Certification

www.hstarsandy.com/practices_resources – STAR Best Practices

www.HyundaiNews.com – Hyundai Media site

www.HyundaiDealer.com – Hyundai Dealer site

www.Hyundai.com – Hyundai Consumer site

Blue Link® News

There are 10 new marketing videos available on www.HyundaiBluelink.com and the Tube that illustrate the features of Blue Link for your customers. Familiarize yourselves with the videos and direct customers to www.HyundaiBlueLink.com for more information. In addition, there's a hidden command on the Tube to view the dealer Blue Link tutorial videos: Touch the icon in the upper right corner of the screen, then immediately touch the top left corner – a hidden menu will appear on the screen and you can then view the videos.

ENROLLMENT PROCESS REMINDER: If your customer wants to *wave* Blue Link services, please briefly review the benefits and features Blue Link provides, including the free trial period. Detailed instructions for waiving services can be found on page 29 of the *Blue Link Handbook*, which is available on www.HyundaiDealer.com.

February / March Auctions

Manheim Arena	Bolingbrook, IL	Feb. 7
Manheim Georgia	Atlanta, GA	Feb. 7
Manheim Kansas	Kansas City, MO	Feb. 8
Manheim South Seattle	Kent, WA	Feb. 8
Manheim Auto Auction	Manheim, PA	Feb. 10
Adesa Minnesota	Dayton, MN	Feb. 14
Manheim Orlando	Ocoee, FL	Feb. 14
Southern Auto Auction	E. Windsor, CT	Feb. 15
Manheim Dallas	Dallas, TX	Feb. 15
Manheim Auto Auction	Manheim, PA	Feb. 17
Manheim Arena	Bolingbrook, IL	Feb. 21
Columbus Fair Auto Auction	Columbus, OH	Feb. 22
Manheim Denver	Denver, CO	Feb. 28
Manheim Orlando	Ocoee, FL	Feb. 28
Greensboro Auto Auction	Greensboro, NC	Feb. 29
Manheim Auto Auction	Manheim, PA	Mar. 2
Manheim Nevada	Las Vegas, NV	Mar. 2
Manheim Arena	Bolingbrook, IL	Mar. 6
Manheim Georgia	Atlanta, GA	Mar. 6
Manheim Dallas	Dallas, TX	Mar. 7
Southern Auto Auction	E. Windsor, CT	Mar. 7

K M H H U 6 K H X A U 0 0 0 0 0 1

SERIAL NUMBER

MANUFACTURING PLANT CODE
 A = Asan Plant, Korea G = Georgia Plant, USA
 H = Alabama Plant, USA U = Ulsan Plant, Korea

CHECK DIGIT
 0 – 9, or X

MODEL YEAR
 A = 2010 B = 2011 C = 2012 D = 2013

ENGINE TYPE

- 4 = 2359cc DOHC 4 cyl. (Theta) Sonata Hybrid, 11 –
- B = 1998cc DOHC 4 cyl. (Theta) Sonata Turbo, 11 –
- B = 2359cc DOHC 4 cyl. (Theta) Santa Fe, 10 –, 1998cc DOHC 4 cyl. (Theta) Tucson, 11 –
- C = 2359cc DOHC 4 cyl. (Theta) Sonata, 10 –, 1599cc DOHC 4 cyl. (Alpha) Accent, 10 – 11
- C = 2359cc DOHC 4 cyl. (Theta) Tucson, 10 –, 3778cc DOHC V6 (Lambda) Veracruz, 10 –
- D = 1975cc DOHC 4 cyl. (Beta) Elantra, 10, 1998cc DOHC 4 cyl. (Theta) Genesis Coupe, 10 –
- D = 3342cc DOHC V6 (Lambda) Azera, 10 – 11, 1591cc DOHC 4 cyl. (Gamma) Veloster, 12 –
- D = 3778cc DOHC V6 (Lambda II) Genesis, 12 –
- E = 1975cc DOHC 4 cyl. (Beta) Elantra Touring, 10 –, 3778cc DOHC V6 (Lambda) Genesis, 10 – 11
- E = 1797cc DOHC 4 cyl. (Nu) Elantra, 11 –, 1591cc DOHC 4 cyl. (Gamma) Accent, 12 –
- F = 3342cc DOHC V6 (Lambda) Sonata, 10, 3778cc DOHC V6 (Lambda) Azera, 10 – 11
- F = 4627cc DOHC V8 (Tau) Genesis, 10 –, 4627cc DOHC V8 (Tau) Equus, 11
- G = 3470cc DOHC V6 (Lambda) Santa Fe, 10 –, 3342cc DOHC V6 (Lambda II) Azera, 12 –
- H = 3778cc DOHC V6 (Lambda) Genesis Coupe, 10 – 12
- H = 5038cc DOHC V8 (Tau) Genesis, 12 –, 5038cc DOHC V8 (Tau) Equus, 12 –
- J = 3778cc DOHC V6 (Lambda) Genesis Coupe, 13 –

RESTRAINT DEVICE (Applies to all 2010 models and forward)

- A = Seat belts, driver and passenger front airbags, first row side airbags, first, second row curtain airbags
- B = Seat belts, driver and passenger front airbags
- C = Seat belts, driver and passenger front airbags, first row side airbags, first, second, third row curtain airbags
- D = Seat belts, driver and passenger front airbags, first, second row side airbags, first, second row curtain airbags
- F = Seat belts, driver and passenger front airbags, first row side airbags
- J = Seat belts, driver and passenger front airbags, driver knee airbag, first, second row side airbags, first, second row curtain airbags
- K = Seatbelts, driver and passenger front airbags, first row side airbags, first row curtain airbags

BODY TYPE (Applies to all 2010 models and forward)

PASSENGER

- 3 = 3-door hatchback 5 = 5-door hatchback 8 = wagon
- 4 = 4-door sedan 6 = coupe

MPV (Multi-Purpose Vehicles)

- 3 = Wagon 4 x 2 (GVWR Class C: 4,001 - 5,000 lbs / 1,814 - 2,268 kg)
- 4 = Wagon 4 x 2 (GVWR Class D: 5,001 - 6,000 lbs / 2,268 - 2,722 kg)
- C = Wagon 4 x 4 (GVWR Class C: 4,001 - 5,000 lbs / 1,814 - 2,268 kg)
- D = Wagon 4 x 4 (GVWR Class D: 5,001 - 6,000 lbs / 2,268 - 2,722 kg)

TRIM LEVEL (Applies to all 2010 models and forward)

- B = GLS Elantra Touring, 10 –, GLS Sonata, 11 –
- C = GLS Elantra Touring, 10 –, SE Elantra Touring, 10 –, Base Veloster, 12 –
- C = GLS Azera, 10 – 11, Limited Azera, 10 – 11, Genesis (3.8L/4.6L), 10 –
- C = SE Sonata, 11 –, Limited Sonata, 11 –, Sonata Hybrid, 11 –, Genesis (5.0L), 12 –
- G = GLS Santa Fe, 10 –
- H = SE Santa Fe, 10 –, Equus Signature, 11 –, Equus Ultimate, 11 –
- H = GLS Elantra, 11 –, Limited Elantra, 11 –, Azera, 12 –
- K = Limited Santa Fe, 10 –
- M = Blue Accent, 10, GS Accent, 10 – 11, GL Accent, 11
- N = GLS Accent, 10 – 11, SE Accent, 10 – 11
- T = GS Accent, 12 –, GLS Accent, 12 –, Genesis Coupe (2.0), 10 –
- T = GLS Sonata, 10, GLS Tucson, 10, GL Tucson, 11 –
- U = Blue Elantra, 10, GLS Elantra, 10, SE Elantra, 10
- U = Genesis Coupe (3.8), 10 –, SE Sonata, 10, Limited Sonata, 10
- U = GLS Tucson, 10 –, Limited Tucson, 10 –, GLS Veracruz, 10 –, Limited Veracruz, 10 –
- U = GLS Accent, 12 –, SE Accent, 12 –

MAKE/MODEL (Applies to all 2010 models and forward)

- C = Accent, 10 – J = Tucson, 10 –
- D = Elantra, 10 –, Elantra Touring, 10 – N = Veracruz, 10 –
- E = Sonata, 10 – S = Santa Fe, 10
- F = Azera, 10 – T = Veloster, 12 –
- G = Equus, 11 –, Genesis, 10 – Z = Santa Fe, 11 –
- H = Genesis Coupe, 10 –

WMI (World Manufacturer Identifier)

- KMH = Hyundai Korea (Passenger Vehicle)
- KM8 = Hyundai Korea (Multi-Purpose Vehicle)
- 5NM = Hyundai USA (Multi-Purpose Vehicle)
- 5NP = Hyundai USA (Passenger Vehicle)
- 5XY = Hyundai USA (Multi-Purpose Vehicle)

Note: WMI '5XY' appears in the first three positions of Hyundai Santa Fe and Kia Sorrento VINs, beginning with the 2011 model year. The Hyundai Santa Fe is identified by the Letter 'Z' in the fourth position of the VIN.

For 2009 and earlier models, please refer to hyundaidealer.com website, Documents/Resources Folder, Warranty Section

**Information subject to change*