

IONIQ 5: MY22.5 Pricing and Specification Changes

10.12.2021

Fleet Sales Update: Summary

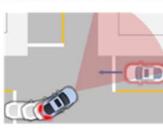
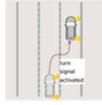
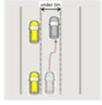
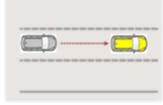
We are introducing MY22.5 on Premium and Ultimate variants, the key highlights are below:

- **Specification Change:**
 - o Forward Collision Assist – Turning and Crossing (FCA-JC) to be replaced by Forward Collision Assist – Turning (FCA-JT), further details below
 - o Highway Drive Assist – Level 2 (HDA 2) replaced by Highway Drive Assist – Level 1.5 (HDA 1.5).
 - o More detail on functionality changes can be found below
 - o Changes do not affect SE Connect
 - o New variants identified as MY22.5
- **Pricing Update:**
 - o MY22.5 is £255 less than MY22 current price
- **Supply Update:**
 - o MY22 Premium and Ultimate variants are no longer available to order from factory and are replaced with MY22.5 variants

Specification Changes

- As you will no doubt be aware, the global demand for IONIQ 5 is greater than the available supply and we, like many other OEM's, are affected by the global supply chain challenges and component shortages. Due to the factors mentioned, we now need to make minor alterations to the standard specification of Premium and Ultimate Variants of IONIQ 5. Functionality of MY22 vs MY22.5 is shown below.

Neither Euro NCAP nor Insurance Group ratings are affected by these changes:

IONIQ 5 - MY22	IONIQ 5 - MY22.5
<p>Forward Collision Assist – Turning/Crossing [FCA-JC]</p>  <p>Turning: IONIQ 5 detects oncoming vehicles and reacts if the driver attempts to turn across their path.</p> <p>Crossing: IONIQ 5 can detect and react to vehicles approaching from the side which will cross paths with the direction of travel [shown].</p>	<p>Forward Collision Assist – Turning [FCA-JT]</p>  <p>Turning functionality is retained which can react to oncoming vehicles if the driver attempts to turn into their path.</p> <p>Crossing functionality removed.</p>
<p>IONIQ 5 - MY22</p> <p>Highway Drive Assist – Level 2 (HDA 2)</p> <p>On the motorway, Smart Cruise Control combines with Lane Follow Assist to keep the vehicle in lane and adjust speed to maintain a distance from the car in front. Includes stop-and-go functionality.</p> <p>HDA 2 includes the following additional functionality:</p> <div style="display: flex; justify-content: space-around;"> <div style="width: 30%;">  <p>Lane Change Assist Once turn signal is activated, IONIQ 5 will change lanes when safe to do so.</p> </div> <div style="width: 30%;">  <p>Lane-edge Driving When a vehicle in the next lane drifts too close, IONIQ 5 moves to the opposite edge of the lane to keep a safe distance.</p> </div> <div style="width: 30%;">  <p>Cut-in Response At low speeds, IONIQ 5 detects other cars cutting in and will automatically decelerate to regain the desired following distance.</p> </div> </div> <p><small>Grey car represents IONIQ 5 in illustrations shown.</small></p>	<p>IONIQ 5 - MY22.5</p> <p>Highway Drive Assist – Level 1.5 (HDA 1.5)</p>  <p>On the motorway, Smart Cruise Control combines with Lane Follow Assist to keep the vehicle in lane and adjust speed to maintain a distance from the car in front. Includes stop-and-go functionality.</p> <p>Additional functionality removed.</p>

- **This does not impact SE Connect which specification remains unchanged**
- The variants will be identified by MY22.5 and will have new production codes to ensure you can identify the vehicles with the features and those without.

Pricing

- MY22.5 pricing reflects the specification differences with a price reduction of -£255 versus the MY22 Basic List Price. (ex. VAT)

Call to Action

- Your supplying dealer will be contacting you to review the effected Back Order cars that you have on order with them.
- To be clear, this does not affect any vehicles that have been allocated a VIN number by the factory already.
- Subject to your own process, it is likely that a revised Purchase Order and Quotation will need to be raised and that you gain customer acceptance of this.
- Once actioned, you will need to advise your supplying dealer that the current vehicle order can be switched to a MY22.5
- For clarity, all Back Orders will be switched to MY22.5; should you still wish to progress with the current MY22 order, or cancel the order altogether, please advise your supplying dealer.
 - o MY22 Sold Orders will still be manufactured, however with a greater degree of uncertainty in terms of lead time; the deliveries will stretch to May/June 2022.
 - o MY22.5 variants are impacted to a lesser extent by the global supply constraints; however, volume overall is constrained, therefore we are not able to quote a definitive lead time, but they are expected to arrive in most cases, sooner than MY22.