








American Honda Posts Positive Finish to Tough Sales Year as Increased Supply Helps Meet Strong Demand

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January 4, 2023

- American Honda posts best sales month since March: Honda and Acura combine to nearly 1M units in 2022
- Honda posts second best month and quarter of 2022, taking brand above 880,000 in annual sales
- Civic and Accord achieved their best sales of 2022 in December, with an annual record for Accord Hybrid
- All-new CR-V and HR-V remain in hot demand with strong December sales restrained only by limited supply
- Acura December sales top 10,000 units for the brand's best month since April, and reaching 102,000 units for the year
- All-new Acura Integra posts 3rd straight month topping 2,100 units to lead luxury gateway segment in 2022
- MDX and RDX combine for over 7,500 sales in December in return to force as top-selling Acura models

American Honda			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
2022	983,507 -32.9%	327,512 -39.1%	655,995 -29.4%
 ACURA			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
	102,306 -35%	31,132 -22.8%	71,174 -39.2%
 HONDA			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
	881,201 -32.7%	296,380 -40.4%	584,821 -28%

American Honda			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
December	93,843 -10.7%	36,449 -3.7%	57,394 -14.6%
 ACURA			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
	10,436 -5.5%	2,934 45.5%	7,502 -16.9%
 HONDA			
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
	83,407 -11.3%	33,515 -6.5%	49,892 -14.3%



"It's no secret we have the best Honda and Acura product lineups in our history, and when we have the inventory to meet strong customer demand, our sales will continue to rebound," said Mamadou Diallo, vice president of Auto Sales for American Honda Motor Co., Inc. "Like the rest of the industry, we aren't out of the woods yet with supply issues, but we begin 2023 with roughly double the on-hand inventory of 2022 and the expectation that this will mean a healthy sales increase this year."



BRAND REPORT

Sales Highlights

With the all-new Pilot and Accord set to reach customers in January, Honda will continue to build on momentum gained in December heading into 2023. All-new CR-V sales top 19,000 units in December to lead the brand.

- Civic and Accord record best monthly sales of the year in December, as 2022 Honda passenger car sales led by Accord (154,612 units).
- Ridgeline posts strong December sales to finish 2022 up 3.4% (42,762 units) while increased supply gives Odyssey its best monthly sales of the year (8,004 units).

Model Notes



All-new 2023 Pilot now on sale, the largest and most powerful Honda SUV ever and, with Pilot TrailSport, the most rugged.



All-new 2023 Civic Type R –now on sale sets a new hot hatch benchmark.



BRAND REPORT

Sales Highlights

Acura posts best sales since April and will begin the year with more than three-and-a-half times the on-hand inventory compared to the start of 2022.

- All-new Integra sales remain strong with 3rd straight month over 2,100 units making it retail #1 in segment in just 7 months on the market.
- MDX tops 5,000 units in December sales making it the 2nd best sales month of 2022 and 4th consecutive month over 4,000 units. RDX has best month since April.

Model Notes



Acura Integra Type S will join lineup this summer, delivering ultimate street performance and driver engagement.






Production of 2023 Acura TLX Type S PMC Edition has begun in three NSX-derived colors.



	Month-to-Date				Year-to-Date			
	December 2022	December 2021***	DSR** % Change	MoM % Change	December 2022***	December 2021***	DSR** % Change	YoY % Change
American Honda Total	93,843	105,068	-10.7%	-10.7%	983,507	1,466,630	-33.2%	-32.9%
Total Car Sales	36,449	37,860	-3.7%	-3.7%	327,512	537,524	-39.3%	-39.1%
Total Truck Sales	57,394	67,208	-14.6%	-14.6%	655,995	929,106	-29.6%	-29.4%
Honda Total Car Sales	33,515	35,843	-6.5%	-6.5%	296,380	497,186	-40.6%	-40.4%
Honda Total Truck Sales	49,892	58,185	-14.3%	-14.3%	584,821	812,036	-28.2%	-28.0%
Acura Total Car Sales	2,934	2,017	45.5%	45.5%	31,132	40,338	-23.1%	-22.8%
Acura Total Truck Sales	7,502	9,023	-16.9%	-16.9%	71,174	117,070	-39.4%	-39.2%
* Total Domestic Car Sales	36,099	37,286	-3.2%	-3.2%	324,856	465,783	-30.5%	-30.3%
Honda Division	33,165	35,271	-6.0%	-6.0%	293,727	425,659	-31.2%	-31.0%
Acura Division	2,934	2,015	45.6%	45.6%	31,129	40,124	-22.7%	-22.4%
* Total Domestic Truck Sales	57,394	67,208	-14.6%	-14.6%	655,995	929,100	-29.6%	-29.4%
Honda Division	49,892	58,185	-14.3%	-14.3%	584,821	812,030	-28.2%	-28.0%
Acura Division	7,502	9,023	-16.9%	-16.9%	71,174	117,070	-39.4%	-39.2%
Total Import Car Sales	350	574	-39.0%	-39.0%	2,656	71,741	-96.3%	-96.3%
Honda Division	350	572	-38.8%	-38.8%	2,653	71,527	-96.3%	-96.3%
Acura Division	0	2	-100.0%	-100.0%	3	214	-98.6%	-98.6%
Total Import Truck Sales	0	0	0.0%	0.0%	0	6	-100.0%	-100.0%
Honda Division	0	0	0.0%	0.0%	0	6	-100.0%	-100.0%
Acura Division	0	0	0.0%	0.0%	0	0	0.0%	0.0%
MODEL BREAKOUT BY DIVISION								
Honda Division Total	83,407	94,028	-11.3%	-11.3%	881,201	1,309,222	-32.9%	-32.7%
ACCORD	18,606	14,435	28.9%	28.9%	154,612	202,676	-24.0%	-23.7%
CIVIC	14,909	20,886	-28.6%	-28.6%	133,932	263,787	-49.4%	-49.2%
CLARITY	0	43	-100.0%	-100.0%	208	2,597	-92.0%	-92.0%
INSIGHT	0	479	-100.0%	-100.0%	7,628	19,431	-60.9%	-60.7%
CR-V	19,285	25,056	-23.0%	-23.0%	238,155	361,271	-34.3%	-34.1%
HR-V	6,314	9,832	-35.8%	-35.8%	115,416	137,090	-16.1%	-15.8%
ODYSSEY	8,004	3,586	123.2%	123.2%	47,615	76,125	-37.7%	-37.5%
PASSPORT	3,602	4,609	-21.8%	-21.8%	41,306	53,133	-22.5%	-22.3%
PILOT	8,991	11,286	-20.3%	-20.3%	99,567	143,062	-30.6%	-30.4%
RIDGELINE	3,696	3,816	-3.1%	-3.1%	42,762	41,355	3.1%	3.4%
Acura Division Total	10,436	11,040	-5.5%	-5.5%	102,306	157,408	-35.2%	-35.0%
ILX	0	1,361	-100.0%	-100.0%	6,296	13,900	-54.9%	-54.7%
INTEGRA	2,103	0	0.0%	0.0%	13,027	0	0.0%	0.0%
NSX	17	1	1,600.0%	1,600.0%	298	124	139.5%	140.3%
RLX / RL	0	2	-100.0%	-100.0%	3	214	-98.6%	-98.6%
TLX	814	653	24.7%	24.7%	11,508	26,100	-56.1%	-55.9%
MDX	5,133	5,535	-7.3%	-7.3%	46,425	60,057	-23.0%	-22.7%
RDX	2,369	3,488	-32.1%	-32.1%	24,749	57,013	-56.7%	-56.6%
Selling Days	27	27			307	306		
**** Electrified Vehicles	7,245	9,352	-22.5%	-22.5%	96,608	107,060	-10.1%	-9.8%

* Honda and Acura vehicles are made of domestic & global sourced parts
 ** Daily Selling Rate
 *** 2021 totals include Honda and Acura model(s) discontinued following the 2020 model year
 **** Electrified Vehicles equal: Total sales of Hybrid (FHEV & PHEV), EVs (BEV) and Fuel Cell Vehicles (FCV) from the Honda and Acura brands.

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