



F-Series Captures America's Best-Selling Truck Crown for 46th Straight Year; Ford Posts Record Electric Vehicles Sales, Harnesses No. 2 EV Automaker Spot; Ford Expands Total Market Share in 2022



DECEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	179,279	101,649	73,759	7,823
Total Sales vs. Dec 2021	3.2%	10.9%	-4.7%	222.6%
Retail Sales vs. Dec 2021	-2.3%	6.4%	-8.7%	178.4%

HIGHLIGHTS

- F-Series sales for the year totaled 653,957 trucks, making it America's best-selling truck for 46 straight years and best-selling vehicle for 41 years straight – it outsold its second place competitor Silverado by more than 140,000 trucks for the year.
- Ford F-Series sales closed the year with its best monthly sales performance of the year in December with 75,076 trucks sold. Positioning truck sales well for the new year, with total orders for the all-new '23MY Super Duty now exceeding 245,000 trucks.
- Ford's total market share for the year gained 0.7 percentage points over the 2021 calendar year with the rollout of new electric vehicles and SUVs. Ford retail orders for '23MY vehicles totaled a record 329,000 vehicles – up 69.6 percent over '22MY.
- Ford's full year sales of electric vehicles hit a new record at 61,575 vehicles, making Ford the second largest automaker of electric vehicles in America. Ford sales of EVs were up 126 percent for the year and up 223 percent for December.
 - The F-150 Lightning was the No. 1 electric truck in America in December and the best-selling electric truck in the U.S. since its launch in May with 15,617 electric trucks sold.
 - For the year, Ford sold 6,500 E-Transit vans, making it America's best-selling electric van with 73 percent share of the segment. December sales of E-Transit totaled 689.
 - Mustang Mach-E sales climbed 103 percent in December on sales of 4,775 SUVs. For the year, Mustang Mach-E is up 45.4 percent on sales of 39,458 SUVs.
- Bronco December sales totaled 10,412 SUVs with a 36.4 percent share of segment, its highest level since launch and up almost 4 percentage points from November. For the year, Bronco sales totaled 117,057.
- Enrollments of Ford's BlueCruise/Lincoln ActiveGlide technology for the year totaled 114,000 and customers have accumulated more than 42 million hands-free miles with BlueCruise/ActiveGlide.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, as well as connected services. Additionally, Ford is establishing leadership positions in mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 176,000 people worldwide. More information about the company, its products and Ford Credit is available at corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

"Much was accomplished in 2022, with Ford increasing its share of the industry by 0.7 percentage points. Delivering on our strategy, share expansion came from broad-based growth from our SUV lineup and our all-new EVs growing at twice the rate of the overall EV segment. F-Series was America's best-selling truck for the 46th consecutive year, outselling our second-place competitor by over 140,000 trucks, and the Bronco family of vehicles increased 51.3 percent. With a strong retail order bank, Ford is well positioned heading into 2023."

– Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Trucks

Strong Super Duty orders and the best F-Series December sales of the year, up 20.1 percent over a year ago – provides strength moving into the new year. F-Series share of the full-size pickup segment continued to expand – up 1.2 percentage points in December over last year with 35.6 percent of the segment. **Maverick was the No. 1 selling small truck** with sales of 74,370, with retail orders filled out for the '23MY.



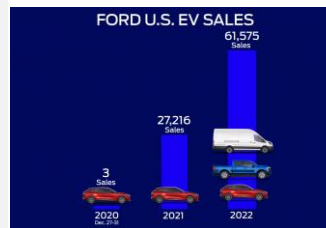
Ford SUV

Ford brand SUVs finish the year with sales of 777,770 SUVs – up 4.6 percent over a year ago. Strong performance from the Bronco family of SUVs expanded Ford's share of the total SUV segment by 1.2 percentage points to 10.3 percent. **Bronco's share** of its segment hit 27.9 percent for the year – with its highest share of segment coming in December at 36.4 percent of segment. The Bronco family of SUVs totaled 216,604 SUVs – up 51.3 percent in 2022.



Ford Pro

With 156,672 vans sold, Ford marks its 44th straight year as America's best-selling commercial van lineup. Led by Transit with sales of 99,382 vans, Transit has been America's No. 1 selling van since it was first introduced in 2015, while **E-Transit is America's No. 1 selling electric van** with 2022 sales totaling 6,500.



Ford Electric

Ford sales of electric vehicles more than doubled in 2022, to 61,575 electric vehicles sold – double the rate of growth for the overall segment. Ford's electric vehicle sales performance makes it the second largest maker of electric vehicles in the U.S. behind Tesla. Conquering sales at over 60 percent, Ford's electric vehicles played a crucial role in expanding Ford's overall share in 2022.



Lincoln SUVs

With improved inventory flow, **Lincoln SUVs finished the year strong, with sales up 18.0 percent in December of a year ago on strong Navigator and Corsair sales.** Navigator saw a 30.7 percent gain over a year ago, while Corsair was up 38.9 percent.

FORD MOTOR COMPANY DECEMBER 2022 U.S. SALES

	December		%	Year-to-Date		%
	2022	2021		2022	2021	
SALES BY BRAND						
Ford	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
Lincoln	<u>7,266</u>	<u>6,195</u>	17.3	<u>83,486</u>	<u>86,929</u>	-4.0
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
SALES BY TYPE						
Cars	3,871	4,664	-17.0	47,665	67,479	-29.4
SUVs	73,759	77,377	-4.7	861,256	827,278	4.1
Trucks	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
FORD BRAND						
Fusion	0	47	-100.0	0	11,781	-100.0
GT	10	14	-28.6	99	143	-30.8
Mustang	<u>3,861</u>	<u>4,564</u>	-15.4	<u>47,566</u>	<u>52,414</u>	-9.2
Ford Cars	3,871	4,625	-16.3	47,665	64,338	-25.9
EcoSport	560	2,992	-81.3	29,193	40,659	-28.2
Bronco Sport	7,166	6,278	14.1	99,547	108,169	-8.0
Escape	9,200	10,704	-14.1	137,370	145,415	-5.5
Bronco	10,412	9,168	13.6	117,057	35,023	234.2
Mustang Mach-E	4,775	2,349	103.3	39,458	27,140	45.4
Edge	6,893	11,456	-39.8	85,465	85,225	0.3
Explorer	19,103	20,715	-7.8	207,673	219,871	-5.5
Expedition	<u>8,384</u>	<u>7,559</u>	10.9	<u>62,007</u>	<u>81,988</u>	-24.4
Ford SUVs	66,493	71,221	-6.6	777,770	743,490	4.6
F-Series	75,076	62,496	20.1	653,957	726,004	-9.9
<i>Memo: F-150 Lightning (electric)</i>	2,359	0	N/A	15,617	0	N/A
Ranger	4,264	6,992	-39.0	57,005	94,755	-39.8
Maverick	5,878	6,030	-2.5	74,370	13,258	460.9
E-Series	3,253	3,806	-14.5	32,150	37,122	-13.4
Transit	10,041	8,521	17.8	99,382	99,745	-0.4
<i>Memo: E-Transit</i>	689	0	N/A	6,500	0	N/A
Transit Connect	1,726	2,371	-27.2	25,140	26,112	-3.7
Heavy trucks	<u>1,411</u>	<u>1,483</u>	-4.9	<u>13,539</u>	<u>14,202</u>	-4.7
Ford Trucks	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
Ford Brand	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
LINCOLN BRAND						
MKZ	0	3	-100.0	0	1,681	-100.0
Continental	<u>0</u>	<u>36</u>	-100.0	<u>0</u>	<u>1,460</u>	-100.0
Lincoln Cars	0	39	-100.0	0	3,141	-100.0
Corsair/MKC	2,537	1,827	38.9	27,668	22,790	21.4
Nautilus/MKX	1,481	1,469	0.8	20,635	24,443	-15.6
Aviator	1,653	1,640	0.8	21,977	20,924	5.0
Navigator	<u>1,595</u>	<u>1,220</u>	30.7	<u>13,206</u>	<u>15,631</u>	-15.5
Lincoln SUVs	<u>7,266</u>	<u>6,156</u>	18.0	<u>83,486</u>	<u>83,788</u>	-0.4
Lincoln Brand	7,266	6,195	17.3	83,486	86,929	-4.0

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Ford Motor Company

DEC 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	13.2
GT	0.0
Ford Cars	13.3
Escape	31.7
Bronco Sport	21.7
Mustang Mach-E	6.6
EcoSport	1.9
Edge	12.1
Bronco	15.8
Explorer	38.1
Expedition	9.3
Ford SUVs	137.1
Corsair	5.3
Nautilus	4.0
Aviator	2.4
Navigator	2.5
Lincoln SUVs	14.2
Total SUVs	151.3
Econoline Van	12.0
Transit Connect (Tourneo)	2.8
Transit Van	23.8
Maverick	8.8
Ranger	7.1
F-Series	172.9
Medium/Heavy	5.7
Ford Trucks	233.2
Total Car, Utility, Truck	397.8

DECEMBER 2022 PRODUCTION

2022 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Flat Rock													
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	5,859	65,480
Chicago Main													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590	21,912	21,020	20,004	238,108
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862	2,303	2,126	1,465	24,717
Chicago SHQ													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476	1,408	1,380	1,363	15,262
Lincoln Aviator	109	154	239	290	163	202	521	86	252	-	163	112	2,291
Cuautitlan													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
Dearborn Truck Plant													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352	27,806	27,237	28,335	23,716	296,730
Detroit Chassis Plant													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	1,698	21,196
Hermosillo													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	8,800	134,088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
Kansas City (SUV)													
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
Kansas City (Truck)													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465	25,777	20,069	24,387	19,946	250,917
Kentucky Truck													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177	27,395	31,393	27,776	22,394	293,065
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
Louisville Assembly													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	1,439	35,779
Michigan Assembly													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
Multimatic													
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
Oakville													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	9,012	103,373
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	2,227	26,596
Ohio Assembly													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	3,661	38,830
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	1,506	15,609
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511	1,655	1,668	1,748	18,324
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	212,507	178,666	2,355,744

2022 Calendar Year Production By Vehicle Line

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	8,800	134,088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	5,859	65,480
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	53,583	47,306	52,722	43,662	547,647
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	29,906	33,048	29,444	24,142	311,389
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	23,320	22,400	21,367	253,370
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	2,303	2,289	1,577	27,008
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	1,439	35,779
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	9,012	103,373
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	2,227	26,596
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	3,661	38,830
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	1,506	15,609
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	1,698	21,196
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	212,507	178,666	2,355,744

News Release

Hyundai Motor America Reports Record-Setting December, Q4 and 2022 Sales

- **Hyundai Sets New All-Time Annual Retail Sales Record in 2022**
- **Best-Ever Q4 Total and Retail Sales; Q4 Total Sales Up 29%; Q4 Retail Sales Up 21%**
- **Best-Ever December Total and Retail Sales**
- **Five Consecutive Months of Retail Sales Records**

FOUNTAIN VALLEY, Calif., Jan. 4, 2023 – Hyundai Motor America reported total December sales of 72,058 units, a 40% increase compared with December 2021 and the highest December sales in Hyundai history. Retail sales were up 27% in December, marking the fifth consecutive month of record-setting retail sales. SUVs were 74% of retail sales with more than 47,800 units sold.

December saw the best-ever retail and total sales for Venue, Elantra HEV, Elantra N, IONIQ 5, Santa Fe HEV, Tucson HEV, Santa Cruz, Kona EV and Kona N. Eco-friendly vehicle retail sales grew 72% compared with December 2021.

“With a strong December performance, Hyundai achieved its fifth consecutive retail sales record month,” said Randy Parker, CEO, Hyundai Motor America. “This was the best Q4 in retail and total sales for the company. Through the combined efforts of our dealers, regions and affiliates, Hyundai was able to accomplish an all-time retail sales record for the year and gain substantial market share.”

Q4 Highlights

In Q4, Hyundai sold 195,967 units, a Q4 total sales record, and an increase of 29% compared with Q4 2021. Eco-friendly vehicle retail sales for Q4 grew 40% compared with Q4 2021. Growth in eco-friendly total sales were headlined by Elantra HEV (+431%), Santa Fe HEV (+85%), Tucson HEV (+38%), IONIQ 5 (+2835%) and KONA EV (+35%).

2022 Results

For the year, Hyundai sold 724,265 units, a slight 2% decrease compared with 2021. Hyundai outperformed the industry with forecasts predicting a drop of [8.4%](#) in total sales when adjusted for selling days. Due to strong consumer demand, Hyundai established a new annual retail sales record with 708,217 units sold, a 2% increase over the previous high set in 2021. During the year, Hyundai fleet sales were among the lowest in the industry at 2.2% of total volume.

December, Q4 and Year-to-Date Total Sales Summary

	Dec-22	Dec-21	% Chg	Q4 2022	Q4 2021	% Chg	2022 YTD	2021 YTD	% Chg
Hyundai	72,058	51,340	+40%	195,967	152,446	+29%	724,265	738,081	-2%

December Product and Corporate Activities

- Hyundai Motor America Achieves 15 Million Vehicle Sales:** Hyundai Motor America recently marked a momentous milestone with the sale of its [15 millionth vehicle](#) in the U.S.
- Kona Gets Bolder:** Hyundai Motor Company unveiled an EV-derived, futuristic design for its new generation [Kona subcompact](#) SUV available in four variants, including all-electric (EV), hybrid electric (HEV), internal combustion engine (ICE) and sporty N Line.
- Hyundai Motor Group and SK On To Build EV Battery Facility in Bartow County:** Hyundai Motor Group (HMG) and SK On selected a site in Bartow County, Georgia for a [new electric vehicle \(EV\) battery manufacturing facility](#) that will supply Hyundai Motor Group's U.S. plants.
- Hyundai Vehicles Named to Consumer Guide's® 2023 Best Buy Awards:** Hyundai's award winning 2023 [Venue](#), [Santa Fe](#) and [IONIQ 5](#) electric sport utility vehicle have been named to [Consumer Guide's® 2023 Best Buy Awards](#).
- Hyundai IONIQ 5 and Santa Fe Win Prestigious 2023 Kelley Blue Book Best Buy Awards:** Hyundai received three awards in this year's Kelley Blue Book [Best Buy Awards](#). The [IONIQ 5](#) took home two categories, winning the Electric Vehicle segment and the New Model segment, this year's highest honor. The [Santa Fe](#) won in the Two-Row Midsize SUV segment.
- Hyundai IONIQ 5 Wins Esquire's 2022 Car of the Year:** The 2022 Hyundai [IONIQ 5](#) earned [Esquire's Car of the Year](#) this month, adding another coveted award to its growing trophy case.



Model Total Sales

Vehicles	Dec-22	Dec-21	% Chg	Q4 2022	Q4 2021	% Chg	2022 YTD	2021 YTD	% Chg
Accent	154	844	-82%	2,524	4,778	-47%	17,823	19,614	-9%
Elantra	11,743	5,193	+126%	31,313	18,316	+71%	117,177	124,422	-6%
Ioniq	0	1,361	0%	3	4,329	-100%	3,672	19,885	-82%
Ioniq 5	1,720	153	+1024%	4,490	153	+2835%	22,982	153	+14921%
Kona	6,972	5,299	+32%	18,314	19,141	-4%	63,994	90,069	-29%
Nexo	25	37	-32%	63	148	-57%	408	430	-5%
Palisade	7,394	6,882	+7%	18,932	21,866	-13%	82,688	86,539	-4%
Santa Cruz	3,487	3,000	+16%	9,677	7,049	+37%	36,480	10,042	+263%
Santa Fe	11,699	8,698	+35%	33,460	22,415	+49%	119,589	112,071	+7%
Sonata	6,881	3,514	+96%	19,893	12,682	+57%	55,131	93,142	-41%
Tucson	18,557	13,842	+34%	49,682	34,902	+42%	175,307	150,949	+16%
Veloster	19	71	-73%	127	372	-66%	1,920	2,112	-9%
Venue	3,407	2,446	+39%	7,489	6,295	+19%	27,094	28,653	-5%

Note: Electrified vehicles are hybrid, plug-in hybrid, battery electric and hydrogen fuel cell models.

Hyundai Motor America

Hyundai Motor America focuses on 'Progress for Humanity' and smart mobility solutions. Hyundai offers U.S. consumers a technology-rich lineup of cars, SUVs, and electrified vehicles. Our 830 dealers sold more than 724,000 vehicles in the U.S. in 2022, and nearly half were built at Hyundai Motor Manufacturing Alabama. For more information, visit www.HyundaiNews.com.

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American Honda Vehicle Sales for December 2022

	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.