

News Release

Hyundai Motor America Reports June and Q2 2022 Sales

- **June Sets Monthly Record For Sales In 2022**
- **Best-Ever June Retail Sales Record For Tucson**
- **Record-Breaking Q2 Total and Retail Sales for Palisade**

FOUNTAIN VALLEY, Calif., July 1, 2022 – Hyundai Motor America reported total June sales of 63,091 units, a 12.9% decrease compared with June 2021. June retail sales declined 5.5%. Hyundai's monthly sales results were better than industry predictions that [forecasted](#) a 15.8% decline in June. Hyundai established a new retail sales record in June for Santa Fe and set new total sales records for Tucson HEV and Nexo. June was the highest sales month in 2022.

"Hyundai's Q2 retail sales continue to highlight a terrific product mix, and consumer demand for our SUV lineup remains very strong," said Randy Parker, senior vice president, national sales, Hyundai Motor America. "Our dealers are selling everything they get, and we are continuing our efforts on growing market share."

Q2 Highlights

Hyundai sold 184,191 units in Q2 and 343,867 units in the first half. New all-time best Q2 records were set for Tucson HEV, Veloster N, Palisade and Nexo with SUVs representing 76% of the total retail mix. Hyundai Green sales of 7,886 represented 12.5% of retail (+6%). Hyundai had no fleet sales in the first half of 2022.

June, Q2 and Year-to-Date Total Sales Summary

	Jun-22	Jun-21	% Chg	Q2 2022	Q2 2021	% Chg	2022 YTD	2021 YTD	% Chg
Hyundai	63,091	72,465	-13%	184,191	240,005	-23%	343,867	407,135	-16%

June Product and Corporate Activities

- **IONIQ 6 Design Revealed:** Hyundai Motor Company revealed the streamlined and timeless design of the highly anticipated IONIQ 6, the second model in its IONIQ dedicated all-electric-vehicle lineup brand.
- **J.D. Power:** The J.D. Power 2022 U.S. Initial Quality Study (IQS)sm ranked the **Hyundai Accent** as the best small car in initial quality today. The win marks the second year in a row Accent has won the best small car IQS trophy.
- **New Safety Test and Investigation Laboratory:** Hyundai Motor America and Hyundai America Technical Center, Inc. (HATCI) announce a \$51.6 million expansion project for a new Safety Test and Investigation Laboratory (STIL) in Michigan.
- **Next-Gen Tire Development:** Hyundai Motor Group and Michelin signed a memorandum of understanding to collaborate on R&D for innovative tire technologies over the next three years.
- **2023 Palisade Pricing:** Hyundai released pricing for the new **2023 Palisade SUV**, including its new XRT model.
- **Car Seat Safety Event:** Hyundai hosted the first car seat safety event with Lurie Children's Hospital of Chicago. During the event, Hyundai Hope and Women@Hyundai employee resource group donated \$10,000.

Model Total Sales

Vehicles	Jun-22	Jun-21	% Chg	Q2 2022	Q2 2021	% Chg	2022 YTD	2021 YTD	% Chg
Accent	2,088	959	+118%	4,733	5,832	-19%	7,430	10,104	-26%
Elantra	8,372	14,785	-43%	26,772	47,964	-44%	48,844	74,057	-34%
Ioniq	0	3,444	0%	118	6,982	-98%	3,662	11,107	-67%
Ioniq 5	2,853	0	0%	7,448	0	0%	13,692	0	0%
Kona	6,101	8,388	-27%	17,251	28,386	-39%	32,787	50,996	-36%
Nexo	49	22	+123%	105	56	+88%	271	134	+102%
Palisade	6,866	5,965	+15%	22,612	22,294	+1%	43,637	43,501	+0%
Santa Cruz	3,502	0	0%	9,803	0	0%	18,203	0	0%
Santa Fe	10,691	11,202	-5%	32,313	34,540	-6%	57,895	63,110	-8%
Sonata	4,736	9,938	-52%	11,851	33,641	-65%	19,595	54,198	-64%



Tucson	15,648	14,621	+7%	44,416	50,370	-12%	84,071	83,517	+1%
Veloster	197	108	+82%	667	674	-1%	1,129	1,361	-17%
Venue	1,988	3,033	-34%	6,102	9,266	-34%	12,651	15,050	-16%

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 820 dealers sold more than 738,000 vehicles in the U.S. in 2021, and nearly half were built at Hyundai Motor Manufacturing Alabama. For more information, visit www.HyundaiNews.com.

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Ford Outperforms Industry In June – Sales Up 31 Percent On Strong F-Series and SUV Mix; F-150 Lightning Best-selling Electric Truck in June As EV Vehicle Sales Jump 77 percent; Lincoln SUV Sales Up 44 Percent



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JUNE 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	152,262	79,823	67,788	4,353
Total Sales vs. Jun 2021	31.5%	26.4%	36.1%	76.6%
Retail Sales vs. Jun 2021	30.3%	24.6%	39.1%	54.6%

HIGHLIGHTS

- Ford total U.S. share in June expands to 12.9 percent as sales outperform the industry.** Overall industry sales were down 11 percent, while Ford sales improved 31.5 percent over a year ago, despite ongoing industry semiconductor chip and supply constraints. Share gains came from F-Series, Explorer and Expedition along with continued strong expansion of battery-electric vehicles.
- Demand for new vehicles remains strong.** The number of retail sales coming from previously placed orders continues at its **record pace of about 50 percent** in June.
- F-Series sales were up 26.3 percent over a year ago, representing 37.9 percent of Ford's overall sales mix – up from 32.0 percent in May.** F-Series has been expanding its truck leadership through the first half of the year, outselling its second-place competitor by about 40,000 trucks. Almost 60 percent of F-Series retail sales came from previously placed orders and as it continues to turn at record rates.
- Ford total pickup sales, including F-Series, Ranger and Maverick were up 26.3 percent over a year ago with total pickups sales of 66,663.** Ford's total pickup share gained approximately 7 percentage points over last year – at 29 percent in June. This is the highest share of any brand in the total pickup segment.
- Sales of Ford electric vehicles jumped 76.6 percent from a year ago, totaling 4,353 for the month.** Going into July, both F-150 Lightning and Mustang Mach-E dealer stock is higher than last month, positioning both for a stronger July sales month.
- Ford brand SUV sales totaled 60,894, which were up 35.3 percent over last year.** Bronco continues to add to our total sales, selling 8,681 SUVs, while Explorer more than doubled sales.
- On an improved mix of F-Series, Expedition, Explorer and Navigator,** Ford's average transaction pricing expanded approximately \$1,900 per vehicle in June relative to May. This compares favorably to an industry increase of about \$150. These vehicles represented just over 56 percent of the mix in June and was up about 8 percentage points over May and 3 percentage points from a year ago.

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 182,000 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.

"Amid industry-wide supply constraints, Ford outperformed the industry driven by strong F-Series, Explorer and new Expedition and Navigator SUV sales. Combined, these vehicles represented just over 56 percent of our sales in June – up about 8 percentage points from May. F-150 Lightning was America's best-selling electric truck in June in its first full month of sales, while our overall electric vehicle sales were up 77 percent over last year."
– Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Pro

America's best-selling commercial van, the Ford Transit, increased its sales by 73.6 percent compared to a year ago. U.S. sales of the new all-electric E-Transit now totals 3,008 through June of this year. This is more than 16 times the combined sales of all U.S. electric commercial vans.



Ford Trucks

Sales of the all-new F-150 Lightning continue to ramp up. In June, Ford sold 1,837 F-150 Lightnings, while more than 75 percent of people who reserved an F-150 Lightning came from other competitive brands. In the short time F-150 Lightning has been on sale, Ford has sold a total of 2,296 trucks, taking the lead in the segment during the month of June.



Ford SUVs

The Bronco family of vehicles, including Bronco and Bronco Sport, expanded its sales by 82.7 percent over last year totaling 15,703 SUVs. Based on improved inventory flow, Ford saw strong sales improvements in both Explorer and the redesigned Expedition. Combined, their sales were up 56.7 percent over a year ago and they represented almost 44 percent of the SUV mix. This compares to 38 percent last year and 35 percent in May.



Ford Electric

Overall electric vehicle sales totaled 4,353, which represented a 76.6 percent increase over last year. Ford's combined portfolio of electric vehicles, including F-150 Lightning, Mustang Mach-E and E-Transit are conquering from competitors at a rate over 70 percent. In June, Ford brand is second only to Tesla in U.S. electric vehicle sales.



Lincoln SUVs

Lincoln SUV sales posted a gain of 43.6 percent over a year ago, with gains coming from across the entire portfolio. Sales of the redesigned Navigator totaled 1,799 up 45.7 over a year ago and 64.0 percent relative to May on improved availability. Aviator also benefited from improved inventory flow with sales up 49.9 percent over a year ago. Corsair was Lincoln's best-selling vehicle for the month, with sales up 76.1 percent over last year.

FORD MOTOR COMPANY JUNE 2022 U.S. SALES

	<u>June</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
SALES BY BRAND						
Ford	145,368	110,886	31.1	872,927	947,737	-7.9
Lincoln	<u>6,894</u>	<u>4,903</u>	40.6	<u>42,893</u>	<u>48,924</u>	-12.3
Total vehicles	152,262	115,789	31.5	915,820	996,661	-8.1
SALES BY TYPE						
Cars	4,651	2,868	62.2	26,302	46,372	-43.3
SUVs	67,788	49,792	36.1	443,020	437,208	1.3
Trucks	<u>79,823</u>	<u>63,129</u>	26.4	<u>446,498</u>	<u>513,081</u>	-13.0
Total vehicles	152,262	115,789	31.5	915,820	996,661	-8.1
FORD BRAND						
Fusion	0	516	-100.0	0	11,453	-100.0
GT	4	9	-55.6	58	63	-7.9
Mustang	<u>4,647</u>	<u>2,240</u>	107.5	<u>26,244</u>	<u>31,950</u>	-17.9
Ford Cars	4,651	2,765	68.2	26,302	43,466	-39.5
EcoSport	2,657	3,520	-24.5	17,924	26,304	-31.9
Bronco Sport	7,022	8,355	-16.0	58,549	60,514	-3.2
Escape	9,557	8,871	7.7	73,920	85,492	-13.5
Bronco	8,681	801	983.8	54,842	801	6,746.7
Mustang Mach-E	1,957	2,465	-20.6	17,675	12,975	36.2
Edge	4,541	4,082	11.2	51,453	39,355	30.7
Explorer	19,786	9,445	109.5	102,917	118,241	-13.0
Expedition	<u>6,693</u>	<u>7,453</u>	-10.2	<u>22,847</u>	<u>47,508</u>	-51.9
Ford SUVs	60,894	44,992	35.3	400,127	391,190	2.3
F-Series	57,673	45,673	26.3	299,345	362,032	-17.3
Ranger	5,108	7,101	-28.1	33,840	58,371	-42.0
Maverick	3,882	0	N/A	38,753	0	N/A
E-Series	2,371	2,127	11.5	12,537	17,335	-27.7
Transit	7,700	4,436	73.6	41,828	51,713	-19.1
Transit Connect	2,009	2,680	-25.0	14,107	16,940	-16.7
Heavy trucks	<u>1,080</u>	<u>1,112</u>	-2.9	<u>6,088</u>	<u>6,690</u>	-9.0
Ford Trucks	<u>79,823</u>	<u>63,129</u>	26.4	<u>446,498</u>	<u>513,081</u>	-13.0
Ford Brand	145,368	110,886	31.1	872,927	947,737	-7.9
LINCOLN BRAND						
MKZ	0	27	-100.0	0	1,633	-100.0
Continental	<u>0</u>	<u>76</u>	-100.0	<u>0</u>	<u>1,273</u>	-100.0
Lincoln Cars	0	103	-100.0	0	2,906	-100.0
Corsair/MKC	2,155	1,224	76.1	14,038	13,507	3.9
Nautilus/MKX	1,442	1,342	7.5	11,855	11,427	3.7
Aviator	1,498	999	49.9	10,950	11,856	-7.6
Navigator	<u>1,799</u>	<u>1,235</u>	45.7	<u>6,050</u>	<u>9,228</u>	-34.4
Lincoln SUVs	<u>6,894</u>	<u>4,800</u>	43.6	<u>42,893</u>	<u>46,018</u>	-6.8
Lincoln Brand	6,894	4,903	40.6	42,893	48,924	-12.3

CONTACT

American Honda Sales Challenged by

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RELEASE PHOTOS



July 1, 2022

- American Honda sales top 500,000 units in first half despite severe second-quarter supply issues
- Honda electrified sales stay strong as CR-V Hybrid sets June record and Accord Hybrid first-half sales up 39%
- HR-V posts best first-half sales of all-time with strong customer pre-orders (6,000+) for all-new 2023 model
- Supported by pre-orders, all-new Acura Integra rides strong demand in first month and leads Acura car sales
- Acura NSX has best month since December 2017, with first-half sales of NSX Type S up 105%

	American Honda			ACURA			HONDA		
	Total	Cars	Trucks	Total	Cars	Trucks	Total	Cars	Trucks
Q2	239,789	82,324	157,465	24,624	8,211	16,413	215,165	74,113	141,052
	-50.7%	-56.5%	-47%	-51.2%	-43.8%	-54.3%	-50.6%	-57.6%	-46%

	American Honda			ACURA			HONDA		
	Total	Cars	Trucks	Total	Cars	Trucks	Total	Cars	Trucks
June	71,048	24,105	46,943	7,184	2,795	4,389	63,864	21,310	42,554
	-53.6%	-60.6%	-49%	-54.8%	-45.9%	-59%	-53.5%	-61.9%	-47.6%



"With strong turn rates of up to 90 percent for core Honda and Acura products, it's clear that success is a relative term in today's business environment and sales volume is not the best measure of true customer demand," said Mamadou Diallo, vice president of Auto Sales for American Honda Motor Co., Inc. "As we continue an incredible cadence of new model introductions, including the recent launch of the all-new Honda HR-V and Acura Integra, we are very proud of the efforts of our production and sales associates who are working tirelessly to meet the needs of our customers."



BRAND REPORT

Sales Highlights

Core models lead the way for the Honda brand with CR-V topping 22,000 units and Accord over 10,000 units despite challenging supply issues.

- CR-V Hybrid and Accord Hybrid help Honda top 50,000 in first-half electrified

Model Notes



Stylish & sporty 2023 HR-V kicks off "year of the Honda SUV" with strong demand as the first units arrive at dealerships.



sales for the second straight year

- Customer pre-orders for all-new 2023 HR-V total almost 6,000
- Honda brand pre-orders totaled over 50,000 units in first six months as customer demand remains strong
- Ridgeline posted best June sales in five years at almost 3,000 units



The most powerful, best performing Civic Type R ever will be officially unveiled this summer.



BRAND REPORT

Sales Highlights

Supply issues limited sales of popular Acura SUV models, while all-new Integra welcomes new clients to the brand.

- Supported by pre-orders, all-new Integra leads Acura car sales; strong demand results in first-month sales of almost 1,500 units
- MDX and RDX combine for sales of 4,389 units
- NSX Type S first-half sales of 123 units kick off strong final sales year

Model Notes



'22 RDX, TLX & MDX earn IIHS TOP SAFETY PICK+ and NHTSA NCAP 5-Star rating, with '23 Integra expected to earn top scores.



Acura Type S models are most powerful & best handling in the brand's Precision Crafted Performance lineup.

American Honda Vehicle Sales for June 2022								
	Month-to-Date				Year-to-Date			
	June 2022	June 2021***	DSR** % Change	MoM % Change	June 2022	June 2021***	DSR** % Change	YoY % Change
American Honda Total	71,048	153,122	-55.4%	-53.6%	506,207	833,510	-39.7%	-39.3%
Total Car Sales	24,105	61,154	-62.1%	-60.6%	171,697	312,209	-45.4%	-45.0%
Total Truck Sales	46,943	91,968	-50.9%	-49.0%	334,510	521,301	-36.3%	-35.8%
Honda Total Car Sales	21,310	55,985	-63.4%	-61.9%	156,686	288,306	-46.0%	-45.7%
Honda Total Truck Sales	42,554	81,253	-49.6%	-47.6%	296,661	456,820	-35.5%	-35.1%
Acura Total Car Sales	2,795	5,169	-48.0%	-45.9%	15,011	23,903	-37.6%	-37.2%
Acura Total Truck Sales	4,389	10,715	-60.6%	-59.0%	37,849	64,481	-41.7%	-41.3%
* Total Domestic Car Sales	24,103	51,598	-55.1%	-53.3%	169,530	267,955	-37.1%	-36.7%
Honda Division	21,308	46,441	-55.9%	-54.1%	154,522	244,250	-37.2%	-36.7%
Acura Division	2,795	5,157	-47.9%	-45.8%	15,008	23,705	-37.1%	-36.7%
* Total Domestic Truck Sales	46,943	91,965	-50.9%	-49.0%	334,510	521,295	-36.3%	-35.8%
Honda Division	42,554	81,250	-49.6%	-47.6%	296,661	456,814	-35.5%	-35.1%
Acura Division	4,389	10,715	-60.6%	-59.0%	37,849	64,481	-41.7%	-41.3%
Total Import Car Sales	2	9,556	-100.0%	-100.0%	2,167	44,254	-95.1%	-95.1%
Honda Division	2	9,544	-100.0%	-100.0%	2,164	44,056	-95.1%	-95.1%
Acura Division	0	12	-100.0%	-100.0%	3	198	-98.5%	-98.5%
Total Import Truck Sales	0	3	-100.0%	-100.0%	0	6	-100.0%	-100.0%
Honda Division	0	3	-100.0%	-100.0%	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	63,864	137,238	-55.3%	-53.5%	453,347	745,126	-39.6%	-39.2%
ACCORD	10,529	20,782	-51.3%	-49.3%	80,422	114,707	-30.4%	-29.9%
CIVIC	9,633	32,677	-71.7%	-70.5%	70,335	152,956	-54.3%	-54.0%
CLARITY	2	207	-99.1%	-99.0%	207	2,103	-90.2%	-90.2%
INSIGHT	1,146	2,157	-48.9%	-46.9%	5,722	9,867	-42.4%	-42.0%
CR-V	22,865	36,564	-39.9%	-37.5%	116,602	213,199	-45.7%	-45.3%
HR-V	5,813	14,019	-60.1%	-58.5%	73,016	68,441	6.0%	6.7%
ODYSSEY	2,721	8,397	-68.8%	-67.6%	20,709	47,556	-56.7%	-56.5%
PASSPORT	2,456	4,753	-50.3%	-48.3%	20,102	26,694	-25.2%	-24.7%
PILOT	5,739	14,714	-62.5%	-61.0%	46,435	76,560	-39.7%	-39.3%
RIDGELINE	2,960	2,806	1.4%	5.5%	19,797	24,370	-19.3%	-18.8%
Acura Division Total	7,184	15,884	-56.5%	-54.8%	52,860	88,384	-40.6%	-40.2%
ILX	208	2,093	-90.4%	-90.1%	6,267	8,233	-24.4%	-23.9%
INTEGRA	1,487	0	0.0%	0.0%	1,496	0	0.0%	0.0%
NSX	36	16	116.3%	125.0%	123	60	103.7%	105.0%
TLX	1,064	3,048	-66.4%	-65.1%	7,122	15,412	-54.1%	-53.8%

	2020	2019	% Change	% Change	2020	2019	% Change	% Change
MDX	2,523	5,077	-52.2%	-50.3%	23,610	36,791	-36.2%	-35.8%
RDX	1,866	5,638	-68.2%	-66.9%	14,239	27,690	-48.9%	-48.6%
Selling Days	26	25			152	151		
**** Electrified Vehicles	9,063	9,512	-8.4%	-4.7%	53,452	57,309	-7.3%	-6.7%

* 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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