

American Honda Carefully Manages Supply Issues to Continue Sales Momentum in 2nd Quarter

- Navigating parts supply issues, Honda brand manages best four-month sales period in company history
- Honda trucks leverage strong inventories as Pilot, Passport, CR-V and HR-V set June sales records
- Honda electrified vehicle sales achieve best-ever first-half sales result
- Acura SUV sales top 10,000 units in June, as strong demand for all-new MDX eclipses supply
- Acura ILX sets new June sales mark with its best month in five years

	American Honda			ACURA			HONDA		
	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>	<u>Total</u>	<u>Cars</u>	<u>Trucks</u>
Q2	486,419	189,356	297,063	50,496	14,615	35,881	435,923	174,741	261,182
	+65.7%	+54.4%	+73.9%	+83.9%	+114%	+73.9%	+63.9%	+50.9%	+73.9%
June	153,122	61,154	91,968	15,884	5,169	10,715	137,238	55,985	81,253
	+33.4%	+33.3%	+33.5%	+31.6%	+92.6%	+14.1%	+33.6%	+29.6%	+36.6%



“Through true global teamwork we have worked to navigate these challenging times to meet the needs of our customers for Honda and Acura vehicles,” said Dave Gardner, executive vice president of National Operations at American Honda. *“While we face more parts supply challenges ahead that will certainly impact our sales, I am humbled by the spirit and commitment of Honda associates across sales, production, R&D and purchasing who continue their efforts to serve our customers.”*



BRAND REPORT

Sales Highlights

Based on strong product inventories, Honda completed the best four-month sales run in its history, including a new 2nd quarter sales record. Fueled primarily by record truck sales, cars also contributed with Civic and Accord completing a strong 2nd quarter, combining for over 53,000 sales in June.

- Honda set a new June record on sales of 137,238 units.
- Pilot, Passport, CR-V and HR-V set new June records, pushing total Honda truck sales over 81,000 units for the month.
- Sales of Honda electrified vehicles set a new first half sales mark as Insight hybrid sedan nearly matched its best June sales.
- Ahead of the sales impact of the all-new 2022 model which began arriving at dealerships late in the month, Civic topped 32,000 sales in June.

Notes



Building on the momentum of the outgoing model, the new 2022 **Civic Sedan** raises the bar in every way – design, safety, performance, and technology.



Record sales of **hybrid-electric vehicles** in the first half of 2021 is helping lay the foundation for the brand’s first volume BEV coming in 2024, the Honda Prologue.



BRAND REPORT

Sales Highlights

Acura completed a strong 2nd quarter with June sales exceeding 15,000 even as inventories tighten as a result of strong demand and parts supply issues.

- Acura’s gateway sport sedan, ILX, set a new June record as sales reached 2,093 units – its best result in five years, while early sales from the introduction of the TLX Type S pushed TLX sales over 3,000 units for the month.

Notes



Featuring a new turbo V6 and Super Handling All-Wheel Drive™, the 355 hp **TLX Type S** is the best performing Acura sedan of all-time.

- Acura SUV sales continued momentum, topping 10,000 deliveries in June with the all-new 2022 MDX eclipsing supply as the model continues to ramp up production, and RDX posting sales of over 5,000 units.



All five models in the Acura lineup, including the **NSX** supercar, are produced at the company's auto plants in Ohio.