

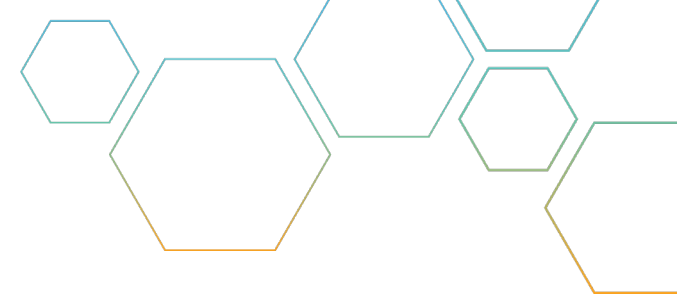


HONDA MOTOR COMPANY: U.S. MARKET PERFORMANCE FOR FOURTH QUARTER FY2022

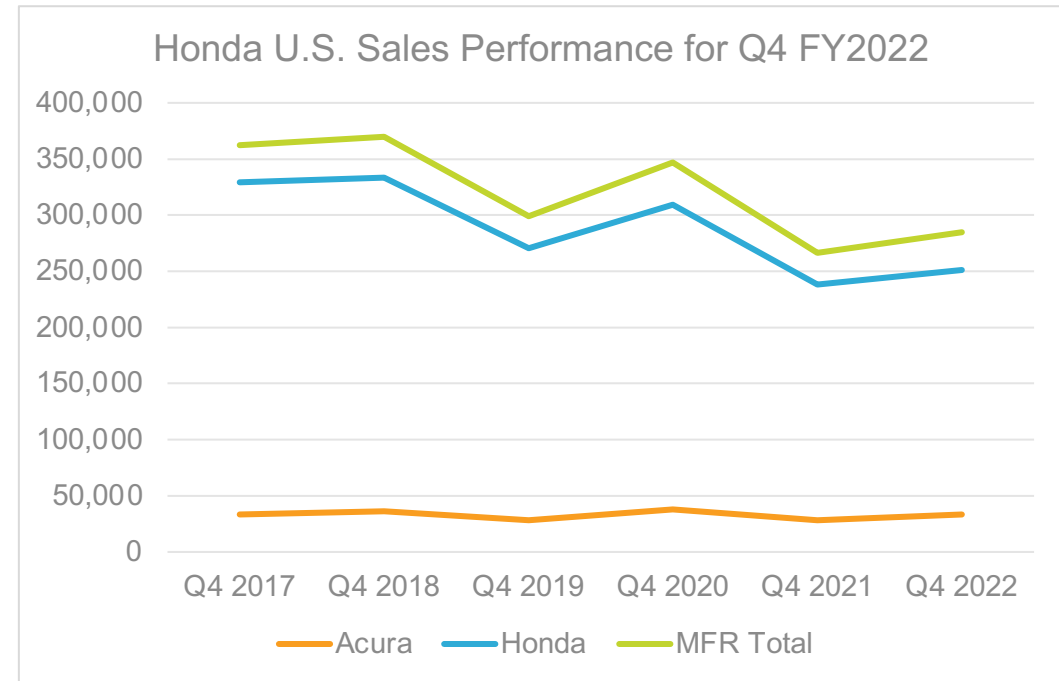


COX AUTOMOTIVE

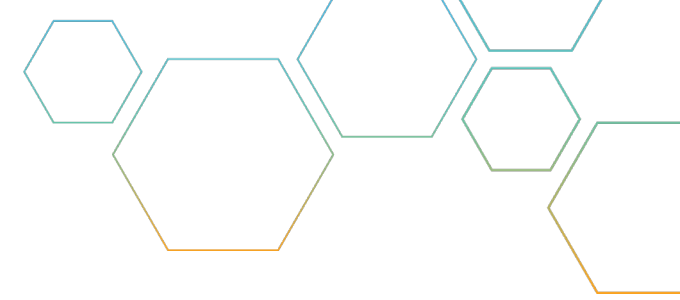
AMERICAN HONDA U.S. SALES PERFORMANCE FOR FOURTH QUARTER FY2022



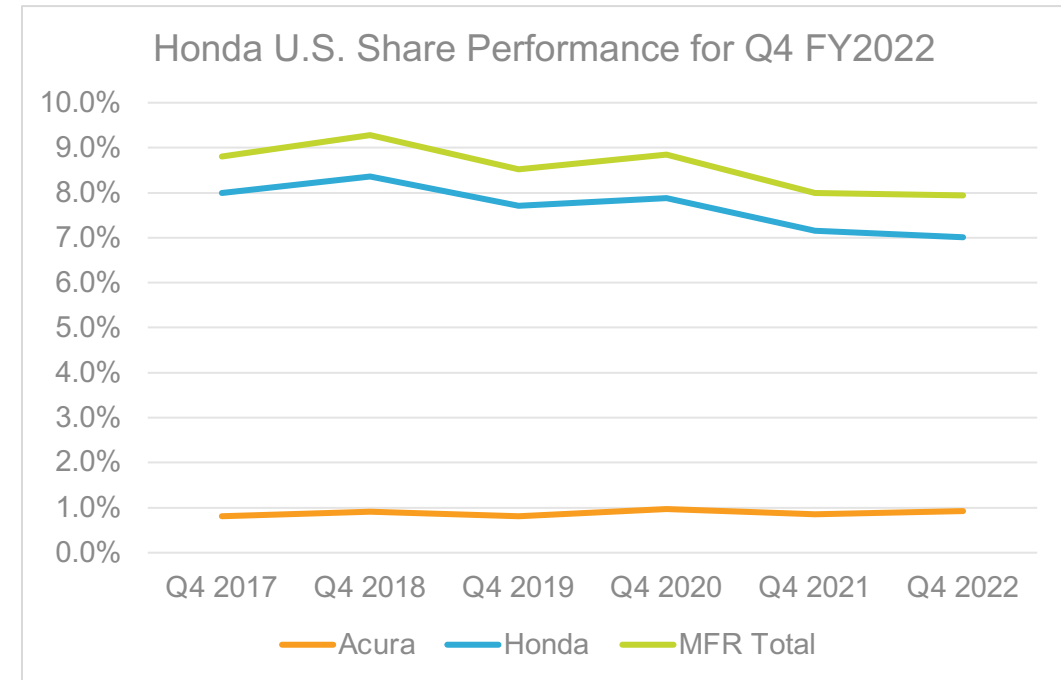
	Acura	Honda	MFR Total
Q4 FY2017	33,414	329,077	362,491
Q4 FY2018	36,385	333,402	369,787
Q4 FY2019	28,531	270,253	298,784
Q4 FY2020	37,888	309,203	347,091
Q4 FY2021	28,236	238,182	266,418
Q4 FY2022	33,465	251,042	284,507
YOY Change	18.5%	5.4%	6.8%



AMERICAN HONDA U.S. SHARE PERFORMANCE FOR FOURTH QUARTER FY2022



	Acura	Honda	MFR Total
Q4 FY2017	0.8%	8.0%	8.8%
Q4 FY2018	0.9%	8.4%	9.3%
Q4 FY2019	0.8%	7.7%	8.5%
Q4 FY2020	1.0%	7.9%	8.8%
Q4 FY2021	0.9%	7.2%	8.0%
Q4 FY2022	0.9%	7.0%	7.9%
Point Change	0.1%	-0.1%	-0.1%



HIGHLIGHTS OF HONDA U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER FY2022



	Q4 Sales	YOY Change
CR-V	67,241	14.8%
Accord	42,806	1.8%
Civic	45,548	18.3%
HR-V	26,504	-37.1%
Pilot	24,704	3.0%
Ridgeline	12,918	40.6%

	Q4 ATP	YOY Change
CR-V	\$38,049	8.4%
Accord	\$32,798	-3.5%
Civic	\$29,122	2.5%
HR-V	\$29,588	6.4%
Pilot	\$48,167	5.2%
Ridgeline	\$45,191	-1.5%



HIGHLIGHTS OF ACURA U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER FY2022

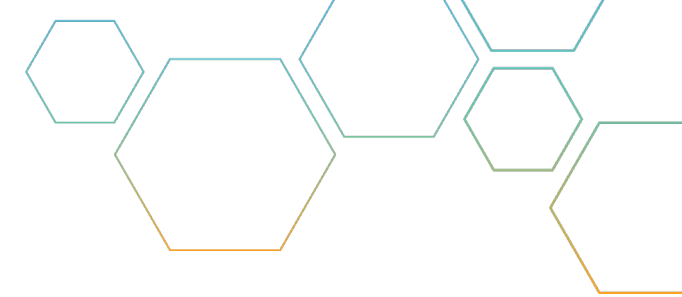


	Q4 Sales	YOY Change
MDX	15,223	12.3%
RDX	6,809	-13.6%
TLX	3,720	24.4%
Integra	7,706	-

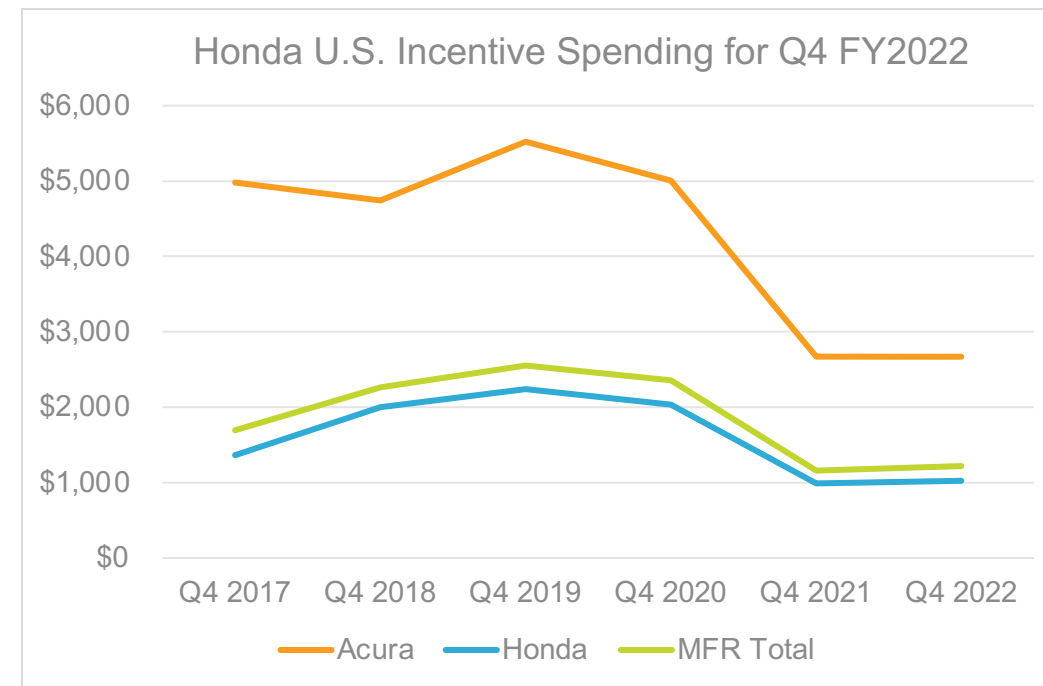
	Q4 ATP	YOY Change
MDX	\$60,170	-1.6%
RDX	\$49,818	0.5%
TLX	\$51,156	8.1%
Integra	\$36,524	-



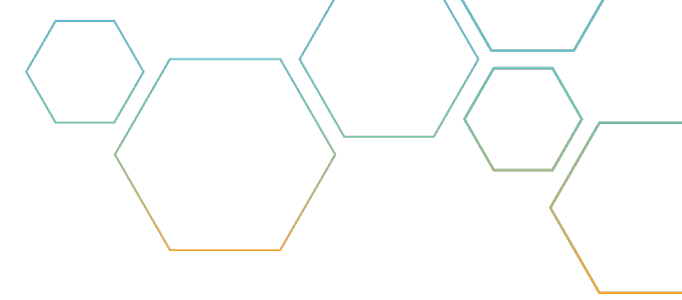
AMERICAN HONDA U.S. INCENTIVE SPENDING FOR FOURTH QUARTER FY2022



	Acura	Honda	MFR Total
Q4 FY2017	\$4,978	\$1,362	\$1,695
Q4 FY2018	\$4,744	\$1,997	\$2,267
Q4 FY2019	\$5,523	\$2,240	\$2,553
Q4 FY2020	\$5,010	\$2,032	\$2,357
Q4 FY2021	\$2,673	\$989	\$1,159
Q4 FY2022	\$2,670	\$1,023	\$1,217
YOY Change	-0.1%	4.4%	5.0%



AMERICAN HONDA OVERALL U.S. AVERAGE TRANSACTION PRICES FOR FOURTH QUARTER FY2022



	Acura	Honda	MFR Total
Q4 FY2017	\$40,112	\$27,987	\$29,105
Q4 FY2018	\$41,331	\$28,185	\$29,479
Q4 FY2019	\$39,441	\$27,960	\$29,056
Q4 FY2020	\$43,485	\$30,251	\$31,695
Q4 FY2021	\$52,783	\$34,925	\$36,818
Q4 FY2022	\$51,605	\$36,928	\$38,655
YOY Change	-2.2%	5.7%	5.0%

