

TOYOTA U.S. SALES SUMMARY								
APRIL 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	192,348	201,926	3.2	-4.7	764,381	734,537	4.1	4.1
TOTAL TOYOTA DIV	170,706	179,810	2.8	-5.1	678,528	650,576	4.3	4.3
TOTAL LEXUS	21,642	22,116	6.0	-2.1	85,853	83,961	2.3	2.3
YARIS IA (INCL SCI IA)	3,063	3,479	-4.6	-12.0	10,569	12,314	-14.2	-14.2
YARIS LIFTBACK	131	1522	-90.7	-91.4	585	5,286	-88.9	-88.9
TOTAL YARIS	3,194	5,001	-30.8	-36.1	11,154	17,600	-36.6	-36.6
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	0	0	0.0
xB	0	0	0	0	0	0	0	0.0
tC	0	14	-100.0	-100.0	1	156	-99.4	-99.4
COROLLA IM (INCL SCI IM)	1,881	1,968	3.5	-4.4	6,910	7,317	-5.6	-5.6
COROLLA SEDAN	24,015	29,136	-10.7	-17.6	96,806	105,222	-8.0	-8.0
TOTAL COROLLA	25,896	31,104	-9.8	-16.7	103,716	112,539	-7.8	-7.8
86 (INCL FR-S)	337	639	-42.9	-47.3	1,519	2,421	-37.3	-37.3
MIRAI	76	106	-22.3	-28.3	538	417	29.0	29.0
AVALON	3,254	2,747	28.3	18.5	13,830	11,343	21.9	21.9
PRIUS	7,420	9,708	-17.2	-23.6	29,655	36,342	-18.4	-18.4
CAMRY	29,848	31,428	2.9	-5.0	120,615	114,887	5.0	5.0
TOTAL TOYOTA DIV. CAR	70,025	80,747	-6.1	-13.3	281,028	295,705	-5.0	-5
CT	0	794	-100	-100	4	2,486	-99.8	-99.8
IS	1,816	2,154	-8.7	-15.7	7,099	7,858	-9.7	-9.7
RC	369	522	-23.4	-29.3	987	2,083	-52.6	-52.6
ES	3,218	3,400	2.5	-5.4	12,481	12,906	-3.3	-3.3
GS	651	597	18.1	9.0	2,414	2,292	5.3	5.3
LS	999	294	268.1	239.8	2,671	1,238	115.8	115.8
LC	179	0	0	0	701	0	0	0
LFA	0	0	0	0	1	0	0	0
TOTAL LEXUS CAR	7,232	7,761	0.9	-6.8	26,358	28,863	-8.7	-8.7
TOTAL TOYOTA CAR	77,257	88,508	-5.4	-12.7	307,386	324,568	-5.3	-5.3
SIENNA	7,938	10,242	-16.0	-22.5	31,557	36,262	-13.0	-13.0
C-HR	3,923	550	673	613	17,542	550	3089.5	3090
RAV4	31,007	31,757	5.8	-2.4	122,466	112,290	9.1	9.1
FJ CRUISER	0	0	0	0	1	2	-50	-50
VENZA	0	2	-100	-100	0	11	-100	-100
HIGHLANDER	18,456	17,981	11.2	2.6	71,338	64,623	10.4	10.4
4RUNNER	9,970	10,428	3.6	-4.4	41,520	42,084	-1.3	-1.3
SEQUOIA	860	948	-1.7	-9.3	3,688	4,385	-15.9	-15.9
LAND CRUISER	259	237	18.4	9.3	1,023	1,033	-1.0	-1.0
TOTAL TOYOTA DIV. SUV	64,475	61,903	12.8	4.2	257,578	224,978	14.5	14.5
TACOMA	18,811	17,006	19.8	10.6	72,590	60,499	20.0	20.0
TUNDRA	9,457	9,912	3.4	-4.6	35,775	33,132	8.0	8.0
TOTAL TOYOTA DIV. PICKUP	28,268	26,918	13.8	5.0	108,365	93,631	15.7	15.7
TOTAL TOYOTA DIV. TRUCK	100,681	99,063	10.1	1.6	397,500	354,871	12.0	12.0
NX	4,508	4,320	13.0	4.4	18,835	16,417	14.7	14.7
RX	7,705	7,839	6.5	-1.7	31,500	29,480	6.8	6.8

GX	1812	1792	9.5	1.1	7,503	7,306	2.7	2.7
LX	385	404	3.2	-4.7	1,662	1,895	-12.3	-12.3
TOTAL LEXUS TRUCK	14,410	14,355	8.7	0.4	59,500	55,098	8.0	8.0
TOTAL TOYOTA TRUCK	115,091	113,418	9.9	1.5	457,015	409,970	11.5	11.5
Selling Days	24	26			101	101		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	APRIL, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	24,015	29,136	-10.7	-17.6	96,806	105,222	-8.0	-8.0
CAMRY	28,641	31,428	-1.3	-8.9	110,805	114,887	-3.6	-3.6
AVALON	3,254	2,747	28.3	18.5	13,830	11,343	21.9	21.9
YARIS IA (INCL SCI IA)	3,063	3,479	-4.6	-12.0	10,569	12,314	-14.2	-14.2
RAV4	12,459	14,264	-5.4	-12.7	53,642	52,903	1.4	1.4
VENZA	0	2	-100.0	-100.0	0	11	-100.0	-100.0
HIGHLANDER	18,456	17,981	11.2	2.6	71,338	64,623	10.4	10.4
SIENNA	7,938	10,242	-16.0	-22.5	31,557	36,262	-13.0	-13.0
SEQUOIA	860	948	-1.7	-9.3	3,688	4,385	-15.9	-15.9
TACOMA	18,811	17,006	19.8	10.6	72,590	60,500	20.0	20.0
TUNDRA	9,457	9,912	3.4	-4.6	35,775	33,132	8.0	8.0
ES	2,862	2,634	17.7	8.7	11,144	9,529	16.9	16.9
RX	5,548	7,342	-18.1	-24.4	26,552	27,325	-2.8	-2.8
TOTAL	135,364	147,121	-0.3	-8.0	538,296	532,436	1.1	1.1
N.A VEHICLES % OF TOTAL	70.4%	72.9%			70.4%	72.5%		
TOYOTA DIV. IMPORT CAR	11,052	13,957	-14.2	-20.8	49,018	51,939	-5.6	-5.6
LEXUS IMPORT CAR	4,370	5,127	-7.7	-14.8	15,214	19,334	-21.3	-21.3
TOYOTA DIV NA BUILT CARS	58,973	66,790	-4.3	-11.7	232,010	243,766	-4.8	-4.8
LEXUS NA BUILT CARS	2,862	2,634	17.7	8.7	11,144	9,529	16.9	16.9
TOTAL TOYOTA CARS	77,257	88,508	-5.4	-12.7	307,386	324,568	-5.3	-5.3
TOYOTA DIV. IMPORT TRUCK	32,700	28,708	23.4	13.9	128,909	103,056	25.1	25.1
LEXUS IMPORT TRUCK	8,862	7,013	36.9	26.4	32,943	27,773	18.6	18.6
TOYOTA DIV NA BUILT TRUCK	67,981	70,355	4.7	-3.4	268,591	251,815	6.7	6.7
LEXUS NA BUILT TRUCK	5,548	7,342	-18.1	-24.4	26,552	27,325	-2.8	-2.8
TOTAL TOYOTA TRUCK	115,091	113,418	9.9	1.5	456,995	409,969	11.5	11.5
Selling Days	24	26			101	101		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	APRIL, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	3,830	5,802	-28.5%	15,794	21,571	-26.8%
Toyota Prius V(only)	250	926	-70.8%	1,712	3,545	-51.7%
Toyota Prius C(only)	714	1,161	-33.4%	3,055	5,061	-39.6%
Toyota Prius PRIME(only)	2,626	1,819	56.4%	9,094	6,165	47.5%
Toyota RAV4 Hybrid	3,790	3,516	16.8%	15,077	12,991	16.1%
Lexus NX Hybrid	604	181	261.5%	2,315	820	182.3%
Lexus RX Hybrid	832	615	46.6%	3,048	2,278	33.8%