

TOYOTA U.S. SALES SUMMARY								
JANUARY 2018								
-- CURRENT MONTH --					-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	167,056	143,048	12.1	16.8	167,056	143,048	12.1	16.8
TOTAL TOYOTA DIV	149,142	127,476	12.3	17	149,142	127,476	12.3	17
TOTAL LEXUS	17,914	15,572	10.4	15	17,914	15,572	10.4	15
YARIS IA (INCL SCI IA)	2,132	1,951	4.9	9.3	2,132	1,951	4.9	9.3
YARIS LIFTBACK	174	1330	-87.4	-86.9	174	1,330	-87.4	-86.9
TOTAL YARIS	2,306	3,281	-32.5	-29.7	2,306	3,281	-32.5	-29.7
iQ	0	0	0	0	0	0	0	0
xD	0	0	0	0	0	0	0	0
xB	0	0	0	0	0	0	0	0
tC	0	72	-100	-100	0	72	-100	-100
COROLLA IM (INCL SCI IM)	1,396	1,460	-8.2	-4.4	1,396	1,460	-8.2	-4.4
COROLLA SEDAN	20,011	20,107	-4.5	-0.5	20,011	20,107	-4.5	-0.5
TOTAL COROLLA	21,407	21,567	-4.7	-0.7	21,407	21,567	-4.7	-0.7
86 (INCL FR-S)	317	474	-35.8	-33.1	317	474	-35.8	-33.1
MIRAI	213	83	146.4	156.6	213	83	146.4	156.6
AVALON	3,481	2,503	33.5	39.1	3,481	2,503	33.5	39.1
PRIUS	6,943	7,829	-14.9	-11.3	6,943	7,829	-14.9	-11.3
CAMRY	24,638	20,313	16.4	21.3	24,638	20,313	16.4	21.3
TOTAL TOYOTA DIV. CAR	59,305	56,122	1.4	5.7	59,305	56,122	1.4	5.7
CT	3	393	-99.3	-99.2	3	393	-99.3	-99.2
IS	1,447	1,423	-2.4	1.7	1,447	1,423	-2.4	1.7
RC	161	447	-65.4	-64	161	447	-65.4	-64
ES	2,640	2,171	16.7	21.6	2,640	2,171	16.7	21.6
GS	475	422	8.1	12.6	475	422	8.1	12.6
LS	116	280	-60.2	-58.6	116	280	-60.2	-58.6
LC	176	0	0	0	176	0	0	0
LFA	0	0	0	0	0	0	0	0
TOTAL LEXUS CAR	5,018	5,136	-6.2	-2.3	5,018	5,136	-6.2	-2.3
TOTAL TOYOTA CAR	64,323	61,258	0.8	5	64,323	61,258	0.8	5
SIENNA	8,548	7,285	12.6	17.3	8,548	7,285	12.6	17.3
C-HR	3,946	0	0	0	3,946	0	0	0
RAV4	26,655	22,155	15.5	20.3	26,655	22,155	15.5	20.3
FJ CRUISER	1	0	0	0	1	0	0	0
VENZA	0	4	-100	-100	0	4	-100	-100
HIGHLANDER	15,484	12,656	17.5	22.3	15,484	12,656	17.5	22.3
4RUNNER	9,669	8,699	6.7	11.2	9,669	8,699	6.7	11.2
SEQUOIA	923	1,146	-22.7	-19.5	923	1,146	-22.7	-19.5
LAND CRUISER	255	272	-10	-6.3	255	272	-10	-6.3
TOTAL TOYOTA DIV. SUV	56,933	44,932	21.6	26.7	56,933	44,932	21.6	26.7
TACOMA	16,712	12,509	28.3	33.6	16,712	12,509	28.3	33.6
TUNDRA	7,644	6,628	10.7	15.3	7,644	6,628	10.7	15.3
TOTAL TOYOTA DIV. PICKUP	24,356	19,137	22.2	27.3	24,356	19,137	22.2	27.3
TOTAL TOYOTA DIV. TRUCK	89,837	71,354	20.9	25.9	89,837	71,354	20.9	25.9

NX	4,205	2,964	36.2	41.9	4,205	2,964	36.2	41.9
RX	6,738	5,520	17.2	22.1	6,738	5,520	17.2	22.1
GX	1,589	1,418	7.6	12.1	1,589	1,418	7.6	12.1
LX	364	534	-34.6	-31.8	364	534	-34.6	-31.8
TOTAL LEXUS TRUCK	12,896	10,436	18.6	23.6	12,896	10,436	18.6	23.6
TOTAL TOYOTA TRUCK	102,733	81,790	20.6	25.4	102,733	81,790	20.6	25.4
Selling Days	25	24			25	24		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	JANUARY, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	20,011	20,107	-4.5	-0.5	20,011	20,107	-4.5	-0.5
CAMRY	20,496	20,313	-3.1	0.9	20,496	20,313	-3.1	0.9
AVALON	3,481	2,503	33.5	39.1	3,481	2,503	33.5	39.1
YARIS IA (INCL SCI IA)	2,132	1,951	4.9	9.3	2,132	1,951	4.9	9.3
RAV4	11,907	10,205	12	16.7	11,907	10,205	12	16.7
VENZA	0	4	-100	-100	0	4	-100	-100
HIGHLANDER	15,484	12,656	17.5	22.3	15,484	12,656	17.5	22.3
SIENNA	8,548	7,285	12.6	17.3	8,548	7,285	12.6	17.3
SEQUOIA	923	1,146	-22.7	-19.5	923	1,146	-22.7	-19.5
TACOMA	16,712	12,509	28.3	33.6	16,712	12,509	28.3	33.6
TUNDRA	7,644	6,628	10.7	15.3	7,644	6,628	10.7	15.3
ES	2,335	1,484	51.1	57.3	2,335	1,484	51.1	57.3
RX	6,496	5,081	22.7	27.8	6,496	5,081	22.7	27.8
TOTAL	116,169	101,872	9.5	14	116,169	101,872	9.5	14
N.A VEHICLES % OF TOTAL	69.6%	71.2%			69.6%	71.2%		
TOYOTA DIV. IMPORT CAR	13,185	11,248	12.5	17.2	13,185	11,248	12.5	17.2
LEXUS IMPORT CAR	2,683	3,652	-29.5	-26.5	2,683	3,652	-29.5	-26.5
TOYOTA DIV NA BUILT CARS	46,120	44,874	-1.3	2.8	46,120	44,874	-1.3	2.8
LEXUS NA BUILT CARS	2,335	1,484	51.1	57.3	2,335	1,484	51.1	57.3
TOTAL TOYOTA CARS	64,323	61,258	0.8	5	64,323	61,258	0.8	5
TOYOTA DIV. IMPORT TRUCK	28,619	20,921	31.3	36.8	28,619	20,921	31.3	36.8
LEXUS IMPORT TRUCK	6,400	5,355	14.7	19.5	6,400	5,355	14.7	19.5
TOYOTA DIV NA BUILT TRUCK	61,218	50,433	16.5	21.4	61,218	50,433	16.5	21.4
LEXUS NA BUILT TRUCK	6,496	5,081	22.7	27.8	6,496	5,081	22.7	27.8
TOTAL TOYOTA TRUCK	102,733	81,790	20.6	25.4	102,733	81,790	20.6	25.4
Selling Days	25	24			25	24		

Note: On 2/2/18 the 2018 Total Toyota Truck number was corrected to 102,733 from 102,543.

	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	4,011	4,553	-15.4%	4,011	4,553	-15.4%
Toyota Prius V(only)	625	767	-21.8%	625	767	-21.8%
Toyota Prius C(only)	811	1,143	-31.9%	811	1,143	-31.9%
Toyota Prius PRIME(only)	1,496	1,366	5.1%	1,496	1,366	5.1%
Toyota RAV4 Hybrid	3,502	2,898	16.0%	3,502	2,898	16.0%