

TOYOTA U.S. SALES SUMMARY								
AUGUST 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	223,055	227,625	-2.0	-2.0	1,621,137	1,604,849	0.5	1.0
TOTAL TOYOTA DIV	194,433	196,824	-1.2	-1.2	1,432,112	1,411,386	1.0	1.5
TOTAL LEXUS	28,622	30,801	-7.1	-7.1	189,025	193,463	-2.8	-2.3
YARIS IA (INCL SCI IA)	2,062	3,391	-39.2	-39.2	20,113	25,472	-21.4	-21.0
YARIS LIFTBACK	228	629	-63.8	-63.8	1,261	7,846	-84.0	-83.9
TOTAL YARIS	2,290	4,020	-43.0	-43.0	21,374	33,318	-36.2	-35.8
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	1	0	0	0.0
tC	0	8	-100.0	-100.0	1	189	-99.5	-99.5
COROLLA IM (INCL SCI IM)	2,378	1,649	44.2	44.2	16,200	14,313	12.6	13.2
COROLLA SEDAN	23,777	25,995	-8.5	-8.5	198,171	218,191	-9.6	-9.2
TOTAL COROLLA	26,155	27,644	-5.4	-5.4	214,371	232,504	-8.2	-7.8
86 (INCL FR-S)	310	586	-47.1	-47.1	2,898	4,977	-42.1	-41.8
MIRAI	116	70	65.7	65.7	996	860	15.2	15.8
AVALON	2,361	2,871	-17.8	-17.8	24,429	22,465	8.2	8.7
PRIUS	8,111	9,551	-15.1	-15.1	61,547	74,036	-17.3	-16.9
CAMRY	30,141	37,051	-18.6	-18.6	235,247	247,775	-5.5	-5.1
TOTAL TOYOTA DIV. CAR	69,484	81,801	-15.1	-15.1	560,864	616,124	-9.4	-9
CT	0	204	-100	-100	4	4,572	-99.9	-99.9
IS	2,231	2,445	-8.8	-8.8	15,595	17,216	-9.9	-9.4
RC	327	665	-50.8	-50.8	2,335	4,286	-45.8	-45.5
ES	4,686	6,404	-26.8	-26.8	29,138	34,845	-16.8	-16.4
GS	549	689	-20.3	-20.3	4,707	4,894	-4.3	-3.8
LS	923	413	123.5	123.5	6,004	2,670	123.8	124.9
LC	210	291	-28	-28	1,392	1449	-4	-4
LFA	0	0	0	0	2	1	99	100
TOTAL LEXUS CAR	8,926	11,111	-19.7	-19.7	59,177	69,933	-15.8	-15.4
TOTAL TOYOTA CAR	78,410	92,912	-15.6	-15.6	620,041	686,057	-10.1	-9.6
SIENNA	7,092	10,853	-34.7	-34.7	59,853	78,111	-23.7	-23.4
C-HR	3,823	2901	32	32	33,750	11843	183.6	185
RAV4	42,222	43,265	-2.4	-2.4	281,707	269,835	3.9	4.4
FJ CRUISER	0	0	0	0	1	3	-66.8	-66.7
VENZA	0	0	0	0	0	13	-100	-100
HIGHLANDER	23,300	18,845	23.6	23.6	158,713	137,837	14.6	15.1
4RUNNER	12,862	10,358	24.2	24.2	90,134	83,753	7.1	7.6
SEQUOIA	785	864	-9.1	-9.1	7,133	8,038	-11.7	-11.3
LAND CRUISER	273	223	22.4	22.4	1,985	1,948	1.4	1.9
TOTAL TOYOTA DIV. SUV	83,265	76,456	8.9	8.9	573,423	513,270	11.2	11.7
TACOMA	23,534	17,394	35.3	35.3	161,644	129,363	24.3	25.0
TUNDRA	11,058	10,320	7.2	7.2	76,328	74,518	1.9	2.4
TOTAL TOYOTA DIV. PICKUP	34,592	27,714	24.8	24.8	237,972	203,881	16.2	16.7
TOTAL TOYOTA DIV. TRUCK	124,949	115,023	8.6	8.6	871,248	795,262	9.0	9.6
NX	5,644	5,517	2.3	2.3	38,969	36,946	5.0	5.5

RX	10,875	10,391	4.7	4.7	70,706	66,760	5.4	5.9
GX	2,773	3336	-16.9	-16.9	16,817	16,308	2.6	3.1
LX	404	446	-9.4	-9.4	3,356	3,516	-5.0	-4.6
TOTAL LEXUS TRUCK	19,696	19,690	0.0	0.0	129,848	123,530	4.6	5.1
TOTAL TOYOTA TRUCK	144,645	134,713	7.4	7.4	1,001,096	918,792	8.4	9
Selling Days	27	27			205	204		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	AUGUST, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	23,777	25,995	-8.5	-8.5	198,171	218,191	-9.6	-9.2
CAMRY	29,209	30,246	-3.4	-3.4	221,078	238,373	-7.7	-7.3
AVALON	2,361	2,871	-17.8	-17.8	24,429	22,465	8.2	8.7
YARIS IA (INCL SCI IA)	2,062	3,391	-39.2	-39.2	20,113	25,472	-21.4	-21.0
RAV4	13,819	19,370	-28.7	-28.7	117,233	125,535	-7.1	-6.6
VENZA	0	0	0.0	0.0	0	13	-100.0	-100.0
HIGHLANDER	23,300	18,845	23.6	23.6	158,713	137,837	14.6	15.1
SIENNA	7,092	10,853	-34.7	-34.7	59,853	78,111	-23.7	-23.4
SEQUOIA	785	864	-9.1	-9.1	7,133	8,038	-11.7	-11.3
TACOMA	23,534	17,394	35.3	35.3	161,644	129,363	24.3	25.0
TUNDRA	11,058	10,320	7.2	7.2	76,328	74,518	1.9	2.4
ES	4,232	5,347	-20.9	-20.9	25,996	27,404	-5.6	-5.1
RX	7,969	9,848	-19.1	-19.1	53,640	62,480	-14.6	-14.1
TOTAL	149,198	155,344	-4.0	-4.0	1,124,331	1,147,800	-2.5	-2.0
N.A VEHICLES % OF TOTAL	66.9%	68.2%			69.4%	71.5%		
TOYOTA DIV. IMPORT CAR	12,075	19,298	-37.4	-37.4	97,073	111,623	-13.5	-13.0
LEXUS IMPORT CAR	4,694	5,764	-18.6	-18.6	33,181	42,529	-22.4	-22.0
TOYOTA DIV NA BUILT CARS	57,409	62,503	-8.2	-8.2	463,791	504,501	-8.5	-8.1
LEXUS NA BUILT CARS	4,232	5,347	-20.9	-20.9	25,996	27,404	-5.6	-5.1
TOTAL TOYOTA CARS	78,410	92,912	-15.6	-15.6	620,041	686,057	-10.1	-9.6
TOYOTA DIV. IMPORT TRUCK	45,361	37,377	21.4	21.4	290,344	241,847	19.5	20.1
LEXUS IMPORT TRUCK	11,727	9,842	19.2	19.2	76,208	61,050	24.2	24.8
TOYOTA DIV NA BUILT TRUCK	79,588	77,646	2.5	2.5	580,904	553,415	4.5	5.0
LEXUS NA BUILT TRUCK	7,969	9,848	-19.1	-19.1	53,640	62,480	-14.6	-14.1
TOTAL TOYOTA TRUCK	144,645	134,713	7.4	7.4	1,001,096	918,792	8.4	9.0
Selling Days	27	27			205	204		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	AUGUST, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	5,230	6,043	-13.5%	35,101	45,189	-22.7%
Toyota Prius V(only)	37	835	-95.6%	2,046	6,919	-70.6%
Toyota Prius C(only)	773	853	-9.4%	6,090	8,770	-30.9%
Toyota Prius PRIME(only)	2,071	1,820	13.8%	18,310	13,158	38.5%
Toyota RAV4 Hybrid	5,058	5,128	-1.4%	32,536	30,593	5.8%

Lexus NX Hybrid	921	237	288.6%	5,562	1,752	215.9%
Lexus RX Hybrid	1,650	852	93.7%	8,941	5,338	66.7%