

TOYOTA U.S. SALES SUMMARY								
DECEMBER 2017								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	222,985	243,229	-4.8	-8.3	2,434,515	2,449,630	-0.3	-0.6
TOTAL TOYOTA DIV	187,524	202,047	-3.6	-7.2	2,129,383	2,118,402	0.8	0.5
TOTAL LEXUS	35,461	41,182	-10.6	-13.9	305,132	331,228	-7.6	-7.9
YARIS IA (INCL SCI IA)	1,908	1,997	-0.8	-4.5	35,727	27,983	28.1	27.7
YARIS LIFTBACK	203	760	-72.3	-73.3	8,653	10,872	-20.2	-20.4
TOTAL YARIS	2,111	2,757	-20.5	-23.4	44,380	38,855	14.6	14.2
iQ	0	0	0	0	0	6	-100	-100
xD	0	0	0	0	2	9	-77.7	-77.8
xB	0	0	0	0	0	2,677	-100	-100
tC	6	102	-93.9	-94.1	203	9,336	-97.8	-97.8
COROLLA IM (INCL SCI IM)	1,437	1,807	-17.4	-20.5	20,501	17,727	16	15.6
COROLLA SEDAN	18,532	29,402	-34.5	-37	308,695	360,483	-14.1	-14.4
TOTAL COROLLA	19,969	31,209	-33.6	-36	329,196	378,210	-12.7	-13
86 (INCL FR-S)	425	557	-20.8	-23.7	6,846	7,457	-7.9	-8.2
MIRAI	296	116	165	155.2	1,838	1,034	78.3	77.8
AVALON	2,427	5,051	-50.1	-52	32,583	48,080	-32	-32.2
PRIUS	9,482	12,444	-20.9	-23.8	108,662	136,632	-20.2	-20.5
CAMRY	43,331	33,412	34.7	29.7	387,081	388,618	-0.1	-0.4
TOTAL TOYOTA DIV. CAR	78,047	85,648	-5.4	-8.9	910,791	1,010,914	-9.6	-9.9
CT	9	968	-99	-99.1	4,690	8,903	-47.1	-47.3
IS	2,777	4,432	-34.9	-37.3	26,482	37,289	-28.7	-29
RC	686	1,042	-31.6	-34.2	7,363	11,165	-33.8	-34.1
ES	5,047	6,239	-16	-19.1	51,398	58,299	-11.5	-11.8
GS	916	1,325	-28.2	-30.9	7,773	14,878	-47.6	-47.8
LS	306	609	-47.8	-49.8	4,094	5,514	-25.5	-25.8
LC	290	0	0	0	2,487	0	0	0
LFA	0	0	0	0	3	6	-49.8	-50
TOTAL LEXUS CAR	10,031	14,615	-28.7	-31.4	104,290	136,054	-23.1	-23.3
TOTAL TOYOTA CAR	88,078	100,263	-8.8	-12.2	1,015,081	1,146,968	-11.2	-11.5
SIENNA	8,941	11,169	-16.9	-19.9	111,489	127,791	-12.5	-12.8
C-HR	3,866	0	0	0	25,755	0	0	0
RAV4	32,542	37,214	-9.2	-12.6	407,594	352,154	16.1	15.7
FJ CRUISER	0	0	0	0	4	9	-55.4	-55.6
VENZA	0	1	-100	-100	14	589	-97.6	-97.6
HIGHLANDER	21,041	25,425	-14.1	-17.2	215,775	191,379	13.1	12.7
4RUNNER	11,954	11,489	8	4	128,296	111,970	15	14.6
SEQUOIA	1,152	1,575	-24	-26.9	12,156	12,771	-4.5	-4.8
LAND CRUISER	390	456	-11.2	-14.5	3,100	3,705	-16.1	-16.3
TOTAL TOYOTA DIV. SUV	70,945	76,160	-3.3	-6.8	792,694	672,577	18.2	17.9
TACOMA	18,705	17,514	10.9	6.8	198,124	191,631	3.7	3.4
TUNDRA	10,886	11,556	-2.2	-5.8	116,285	115,489	1	0.7
TOTAL TOYOTA DIV. PICKUP	29,591	29,070	5.7	1.8	314,409	307,120	2.7	2.4

TOTAL TOYOTA DIV. TRUCK	109,477	116,399	-2.3	-5.9	1,218,592	1,107,488	10.4	10
NX	7,410	7,375	4.3	0.5	59,341	54,884	8.5	8.1
RX	13,951	14,882	-2.7	-6.3	108,307	109,435	-0.7	-1
GX	3325	3474	-0.6	-4.3	27,190	25,148	8.5	8.1
LX	744	836	-7.6	-11	6,004	5,707	5.5	5.2
TOTAL LEXUS TRUCK	25,430	26,567	-0.6	-4.3	200,842	195,174	3.2	2.9
TOTAL TOYOTA TRUCK	134,900	142,966	-2	-5.6	1,419,427	1,302,662	9.3	9
Selling Days	26	27			306	307		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	DECEMBER, 2017				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	18,532	29,402	-34.5	-37	308,695	360,483	-14.1	-14.4
CAMRY	35,144	33,412	9.2	5.2	346,864	388,618	-10.5	-10.7
AVALON	2,427	5,051	-50.1	-52	32,583	48,080	-32	-32.2
YARIS IA (INCL SCI IA)	1,908	1,997	-0.8	-4.5	35,727	27,983	28.1	27.7
RAV4	13,317	17,841	-22.5	-25.4	188,911	187,222	1.2	0.9
VENZA	0	1	-100	-100	14	586	-97.6	-97.6
HIGHLANDER	21,041	25,425	-14.1	-17.2	215,775	191,379	13.1	12.7
SIENNA	8,941	11,169	-16.9	-19.9	111,489	127,791	-12.5	-12.8
SEQUOIA	1,152	1,575	-24	-26.9	12,156	12,771	-4.5	-4.8
TACOMA	18,705	17,514	10.9	6.8	198,124	191,631	3.7	3.4
TUNDRA	10,886	11,556	-2.2	-5.8	116,285	115,489	1	0.7
ES	4,414	4,464	2.7	-1.1	41,626	38,526	8.4	8
RX	13,585	14,220	-0.8	-4.5	102,606	104,446	-1.4	-1.8
TOTAL	150,052	173,627	-10.3	-13.6	1710855	1795005	-4.4	-4.7
N.A VEHICLES % OF TOTAL	67.3%	71.4%			70.3%	73.3%		
TOYOTA DIV. IMPORT CAR	20,036	15,786	31.8	26.9	186,922	185,750	1	0.6
LEXUS IMPORT CAR	5,617	10,151	-42.5	-44.7	62,664	97,528	-35.5	-35.7
TOYOTA DIV NA BUILT CARS	58,011	69,862	-13.8	-17	723,869	825,164	-12	-12.3
LEXUS NA BUILT CARS	4,414	4,464	2.7	-1.1	41,626	38,526	8.4	8
TOTAL TOYOTA CARS	88,078	100,263	-8.8	-12.2	1,015,081	1,146,968	-11.2	-11.5
TOYOTA DIV. IMPORT TRUCK	35,435	31,318	17.5	13.1	375,838	280,619	34.4	33.9
LEXUS IMPORT TRUCK	11,845	12,347	-0.4	-4.1	98,236	90,728	8.6	8.3
TOYOTA DIV NA BUILT TRUCK	74,042	85,081	-9.6	-13	842,754	826,869	2.3	1.9
LEXUS NA BUILT TRUCK	13,585	14,220	-0.8	-4.5	102,606	104,446	-1.4	-1.8
TOTAL TOYOTA TRUCK	134,900	142,966	-2	-5.6	1,419,427	1,302,662	9.3	9
SELLING DAYS	26	27			306	307		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	5,401	7,786	-0.28	65,631	98,866	-0.334
Toyota Prius V(only)	707	1,373	-0.465	9,680	14,840	-0.346

Toyota Prius C(only)	954	1,644	-0.397	12,415	20,452	-0.391
Toyota Prius PRIME(only)	2,420	1,641	0.531	20,936	2474	7.49
Toyota RAV4 Hybrid	4,846	4,773	0.054	50,559	45,099	0.125