

TOYOTA U.S. SALES SUMMARY								
December 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	220,910	222,985	-0.9	-0.9	2,426,672	2,434,517	-0.6	-0.3
TOTAL TOYOTA DIV	185,386	187,524	-1.1	-1.1	2,128,362	2,129,385	-0.4	0.0
TOTAL LEXUS	35,524	35,461	0.2	0.2	298,310	305,132	-2.6	-2.2
YARIS SD (INCL YAR IA)	1154	1908	-39.5	-39.5	25,269	35,727	-29.5	-29.3
YARIS LIFTBACK	98	203	-51.7	-51.7	1,940	8,653	-77.7	-77.6
TOTAL YARIS	1,252	2,111	-40.7	-40.7	27,209	44,380	-38.9	-38.7
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	2	-100	-100.0
xB	2	0	0	0	3	0	0	0.0
tC	0	6	-100.0	-100.0	2	203	-99.0	-99.0
COROLLA HB (INCL COR IM)	1,646	1,437	14.5	14.5	22,846	20,501	11.1	11.4
COROLLA SEDAN	23,793	18,532	28.4	28.4	280,886	308,695	-9.3	-9.0
TOTAL COROLLA	25,439	19,969	27.4	27.4	303,732	329,196	-8.0	-7.7
86 (INCL FR-S)	295	425	-30.6	-30.6	4,146	6,846	-39.6	-39.4
MIRAI	232	296	-21.6	-21.6	1,700	1,838	-7.8	-7.5
AVALON	2,538	2,427	4.6	4.6	33,580	32,583	2.7	3.1
PRIUS	6,351	9,482	-33.0	-33.0	87,590	108,663	-19.7	-19.4
CAMRY	29,093	43,331	-32.9	-32.9	343,439	387,081	-11.6	-11.3
TOTAL TOYOTA DIV. CAR	65,202	78,047	-16.5	-16.5	801,401	910,792	-12.3	-12
CT	0	9	-100	-100	4	4,690	-99.9	-99.9
IS	2,193	2,777	-21.0	-21.0	22,927	26,482	-13.7	-13.4
RC	341	686	-50.3	-50.3	3,358	7,363	-54.5	-54.4
ES	5,385	5,047	6.7	6.7	48,484	51,398	-6.0	-5.7
GS	587	916	-35.9	-35.9	6,604	7,773	-15.3	-15.0
LS	893	306	191.8	191.8	9,302	4,094	126.5	127.2
LC	152	290	-48	-48	1,979	2487	-21	-20
LFA	0	0	0	0	2	3	-34	-33
TOTAL LEXUS CAR	9,551	10,031	-4.8	-4.8	92,660	104,290	-11.4	-11.2
TOTAL TOYOTA CAR	74,753	88,078	-15.1	-15.1	894,061	1,015,082	-12.2	-11.9
SIENNA	6,719	8,941	-24.9	-24.9	87,672	111,489	-21.6	-21.4
C-HR	4,297	3866	11	11	49,642	25755	92.1	92.7
RAV4	38,669	32,542	18.8	18.8	427,170	407,594	4.5	4.8
FJ CRUISER	0	0	0	0	3	4	-25.2	-25
VENZA	8	0	0	0	9	14	-36	-36
HIGHLANDER	23,125	21,041	9.9	9.9	244,511	215,775	12.9	13.3
4RUNNER	13,309	11,954	11.3	11.3	139,694	128,296	8.5	8.9
SEQUOIA	1,131	1,152	-1.8	-1.8	11,121	12,156	-8.8	-8.5
LAND CRUISER	179	390	-54.1	-54.1	3,222	3,100	3.6	3.9
TOTAL TOYOTA DIV. SUV	80,718	70,945	13.8	13.8	875,372	792,694	10.1	10.4
TACOMA	21,531	18,705	15.1	15.1	245,659	198,125	23.6	24.0
TUNDRA	11,216	10,886	3.0	3.0	118,258	116,285	1.4	1.7
TOTAL TOYOTA DIV. PICKUP	32,747	29,591	10.7	10.7	363,917	314,410	15.4	15.7
TOTAL TOYOTA DIV. TRUCK	120,184	109,477	9.8	9.8	1,326,961	1,218,593	8.5	8.9

UX	453	0	0.0	0.0	453	0	0.0	0.0
NX	8,764	7,410	18.3	18.3	62,079	59,341	4.3	4.6
RX	13,222	13,951	-5.2	-5.2	111,641	108,307	2.7	3.1
GX	3,322	3325	-0.1	-0.1	26,724	27,190	-2.0	-1.7
LX	212	744	-71.5	-71.5	4,753	6,004	-21.1	-20.8
TOTAL LEXUS TRUCK	25,973	25,430	2.1	2.1	205,650	200,842	2.1	2.4
TOTAL TOYOTA TRUCK	145,727	134,907	8	8	1,532,181	1,419,435	7.6	7.9
Selling Days	26	26			307	306		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	December, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	23,791	18,532	28.4	28.4	280,884	308,695	-9.3	-9.0
CAMRY	28,892	35,144	-17.8	-17.8	327,883	346,864	-5.8	-5.5
AVALON	2,538	2,427	4.6	4.6	33,580	32,583	2.7	3.1
YARIS IA (INCL SCI IA)	1,154	1,908	-39.5	-39.5	25,269	35,727	-29.5	-29.3
RAV4	14,901	13,317	11.9	11.9	174,090	188,911	-8.1	-7.8
VENZA	8	0	0.0	0.0	9	14	-35.9	-35.7
HIGHLANDER	23,124	21,041	9.9	9.9	244,510	215,775	12.9	13.3
SIENNA	6,719	8,941	-24.9	-24.9	87,672	111,489	-21.6	-21.4
SEQUOIA	1,131	1,152	-1.8	-1.8	11,121	12,156	-8.8	-8.5
TACOMA	21,531	18,705	15.1	15.1	245,659	198,125	23.6	24.0
TUNDRA	11,216	10,886	3.0	3.0	118,258	116,285	1.4	1.7
ES	4,224	4,414	-4.3	-4.3	41,199	41,626	-1.3	-1.0
RX	9,962	13,585	-26.7	-26.7	83,331	102,606	-19.0	-18.8
TOTAL	149,191	150,052	-0.6	-0.6	1,673,465	1,710,856	-2.5	-2.2
N.A VEHICLES % OF TOTAL	67.7%	67.3%			69.0%	70.3%		
TOYOTA DIV. IMPORT CAR	8,827	20,036	-55.9	-55.9	133,785	186,923	-28.7	-28.4
LEXUS IMPORT CAR	5,327	5,617	-5.2	-5.2	51,461	62,664	-18.1	-17.9
TOYOTA DIV NA BUILT CARS	56,375	58,011	-2.8	-2.8	667,616	723,869	-8.1	-7.8
LEXUS NA BUILT CARS	4,224	4,414	-4.3	-4.3	41,199	41,626	-1.3	-1.0
TOTAL TOYOTA CARS	74,753	88,078	-15.1	-15.1	894,061	1,015,082	-12.2	-11.9
TOYOTA DIV. IMPORT TRUCK	41,554	35,435	17.3	17.3	445,642	375,838	18.2	18.6
LEXUS IMPORT TRUCK	16,011	11,845	35.2	35.2	122,319	98,236	24.1	24.5
TOYOTA DIV NA BUILT TRUCK	78,630	74,042	6.2	6.2	881,319	842,755	4.2	4.6
LEXUS NA BUILT TRUCK	9,962	13,585	-26.7	-26.7	83,331	102,606	-19.0	-18.8
TOTAL TOYOTA TRUCK	145,727	134,907	8.0	8.0	1,532,181	1,419,435	7.6	7.9
Selling Days	26	26			307	306		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	December, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	3,111	5,401	-42.4%	49,534	65,631	-24.8%
Toyota Prius V(only)	1	707	-99.9%	2,062	9,680	-78.8%
Toyota Prius C(only)	480	954	-49.7%	8,399	12,415	-32.6%

Toyota Prius PRIME(only)	2,759	2,420	14.0%	27,595	20,937	31.4%
Toyota RAV4 Hybrid	3,236	4,846	-33.2%	48,124	50,559	-5.1%
Lexus NX Hybrid	1367	731	87.0%	9,062	3,293	174.3%
Lexus RX Hybrid	2,179	967	125.3%	15,656	8,568	82.1%