

TOYOTA U.S. SALES SUMMARY								
JULY 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	208,770	222,057	-2.1	-6.0	1,398,082	1,377,224	0.9	1.5
TOTAL TOYOTA DIV	183,367	193,155	-1.1	-5.1	1,237,679	1,214,562	1.3	1.9
TOTAL LEXUS	25,403	28,902	-8.4	-12.1	160,403	162,662	-1.9	-1.4
YARIS IA (INCL SCI IA)	2,306	3,333	-27.9	-30.8	18,051	22,081	-18.7	-18.3
YARIS LIFTBACK	162	361	-53.3	-55.1	1,033	7,217	-85.8	-85.7
TOTAL YARIS	2,468	3,694	-30.4	-33.2	19,084	29,298	-35.2	-34.9
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	7	-100.0	-100.0	1	181	-99.5	-99.4
COROLLA IM (INCL SCI IM)	2,165	1,733	30.1	24.9	13,822	12,664	8.5	9.1
COROLLA SEDAN	24,589	26,600	-3.7	-7.6	174,394	192,196	-9.8	-9.3
TOTAL COROLLA	26,754	28,333	-1.6	-5.6	188,216	204,860	-8.6	-8.1
86 (INCL FR-S)	300	655	-52.3	-54.2	2,588	4,391	-41.4	-41.1
MIRAI	137	82	74.0	67.1	880	790	10.8	11.4
AVALON	2,573	2,859	-6.3	-10.0	22,068	19,594	12.0	12.6
PRIUS	7,265	9,384	-19.4	-22.6	53,436	64,485	-17.6	-17.1
CAMRY	26,311	33,827	-19.0	-22.2	205,106	210,724	-3.2	-2.7
TOTAL TOYOTA DIV. CAR	65,808	78,841	-13.1	-16.5	491,380	534,323	-8.6	-8
CT	0	442	-100	-100	4	4,368	-99.9	-99.9
IS	2,068	2,443	-11.8	-15.3	13,364	14,771	-10.0	-9.5
RC	259	522	-48.3	-50.4	2,008	3,621	-44.9	-44.5
ES	4,551	6,641	-28.6	-31.5	24,452	28,441	-14.5	-14.0
GS	470	652	-24.9	-27.9	4,158	4,205	-1.7	-1.1
LS	712	402	84.5	77.1	5,081	2,257	123.9	125.1
LC	166	313	-45	-47	1,182	1,158	2	2
LFA	0	1	-100	-100	2	1	99	100
TOTAL LEXUS CAR	8,226	11,416	-24.9	-27.9	50,251	58,822	-15.1	-14.6
TOTAL TOYOTA CAR	74,034	90,257	-14.6	-18.0	541,631	593,145	-9.2	-8.7
SIENNA	6,757	11,100	-36.6	-39.1	52,761	67,258	-22.0	-21.6
C-HR	3,688	3444	12	7	29,927	8942	232.8	234.7
RAV4	41,093	41,804	2.4	-1.7	239,485	226,570	5.1	5.7
FJ CRUISER	0	1	-100	-100	1	3	-66.9	-66.7
VENZA	0	0	0	0	0	13	-100	-100
HIGHLANDER	21,159	19,017	15.9	11.3	135,413	118,992	13.2	13.8
4RUNNER	12,444	9,874	31.3	26.0	77,272	73,395	4.7	5.3
SEQUOIA	907	963	-1.9	-5.8	6,348	7,174	-12.0	-11.5
LAND CRUISER	189	193	2.0	-2.1	1,712	1,725	-1.3	-0.8
TOTAL TOYOTA DIV. SUV	79,480	75,296	10.0	5.6	490,158	436,814	11.6	12.2
TACOMA	21,844	17,372	31.0	25.7	138,110	111,969	22.7	23.3
TUNDRA	9,478	10,546	-6.4	-10.1	65,270	64,198	1.1	1.7
TOTAL TOYOTA DIV. PICKUP	31,322	27,918	16.9	12.2	203,380	176,167	14.8	15.4
TOTAL TOYOTA DIV. TRUCK	117,559	114,314	7.1	2.8	746,299	680,239	9.1	9.7
NX	4,653	5,406	-10.3	-13.9	33,325	31,429	5.4	6.0
RX	9,780	9,632	5.8	1.5	59,831	56,369	5.5	6.1

GX	2,374	2075	19.2	14.4	14,044	12,972	7.7	8.3
LX	370	373	3.3	-0.8	2,952	3,070	-4.4	-3.8
TOTAL LEXUS TRUCK	17,177	17,486	2.3	-1.8	110,152	103,840	5.5	6.1
TOTAL TOYOTA TRUCK	134,736	131,800	6.5	2.2	856,451	784,079	8.6	9.2
Selling Days	24	25			178	177		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	JULY, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	24,589	26,600	-3.7	-7.6	174,394	192,196	-9.8	-9.3
CAMRY	25,159	31,230	-16.1	-19.4	191,869	208,127	-8.3	-7.8
AVALON	2,573	2,859	-6.3	-10.0	22,068	19,594	12.0	12.6
YARIS IA (INCL SCI IA)	2,306	3,333	-27.9	-30.8	18,051	22,081	-18.7	-18.3
RAV4	16,890	19,607	-10.3	-13.9	103,414	106,165	-3.1	-2.6
VENZA	0	0	0.0	0.0	0	13	-100.0	-100.0
HIGHLANDER	21,159	19,017	15.9	11.3	135,413	118,992	13.2	13.8
SIENNA	6,757	11,100	-36.6	-39.1	52,761	67,258	-22.0	-21.6
SEQUOIA	907	963	-1.9	-5.8	6,348	7,174	-12.0	-11.5
TACOMA	21,844	17,372	31.0	25.7	138,110	111,969	22.7	23.3
TUNDRA	9,478	10,546	-6.4	-10.1	65,270	64,198	1.1	1.7
ES	4,053	5,476	-22.9	-26.0	21,764	22,057	-1.9	-1.3
RX	7,319	9,067	-15.9	-19.3	45,671	52,632	-13.7	-13.2
TOTAL	143,034	157,170	-5.2	-9.0	975,133	992,456	-2.3	-1.7
N.A VEHICLES % OF TOTAL	68.5%	70.8%			69.7%	72.1%		
TOYOTA DIV. IMPORT CAR	11,181	14,819	-21.4	-24.5	84,998	92,325	-8.5	-7.9
LEXUS IMPORT CAR	4,173	5,940	-26.8	-29.7	28,487	36,765	-23.0	-22.5
TOYOTA DIV NA BUILT CARS	54,627	64,022	-11.1	-14.7	406,382	441,998	-8.6	-8.1
LEXUS NA BUILT CARS	4,053	5,476	-22.9	-26.0	21,764	22,057	-1.9	-1.3
TOTAL TOYOTA CARS	74,034	90,257	-14.6	-18.0	541,631	593,145	-9.2	-8.7
TOYOTA DIV. IMPORT TRUCK	40,524	35,709	18.2	13.5	244,983	204,470	19.1	19.8
LEXUS IMPORT TRUCK	9,858	8,419	22.0	17.1	64,481	51,208	25.2	25.9
TOYOTA DIV NA BUILT TRUCK	77,035	78,605	2.1	-2.0	501,316	475,769	4.8	5.4
LEXUS NA BUILT TRUCK	7,319	9,067	-15.9	-19.3	45,671	52,632	-13.7	-13.2
TOTAL TOYOTA TRUCK	134,736	131,800	6.5	2.2	856,451	784,079	8.6	9.2
Selling Days	24	25			178	177		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	JULY, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	4,531	6,034	-21.8%	29,871	39,146	-24.1%
Toyota Prius V(only)	46	837	-94.3%	2,009	6,084	-67.2%
Toyota Prius C(only)	704	868	-15.5%	5,317	7,917	-33.2%
Toyota Prius PRIME(only)	1,984	1,645	25.6%	16,239	11,338	42.4%
Toyota RAV4 Hybrid	4,265	4,695	-5.4%	27,478	25,465	7.3%
Lexus NX Hybrid	738	252	205.1%	4,641	1,515	204.6%
Lexus RX Hybrid	1,492	806	92.8%	7,291	4,486	61.6%