

TOYOTA U.S. SALES SUMMARY								
JUNE 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>209,602</b>	<b>202,376</b>	<b>-0.3</b>	<b>3.6</b>	<b>1,189,312</b>	<b>1,155,167</b>	<b>1.6</b>	<b>3.0</b>
TOTAL TOYOTA DIV	185,852	177,981	0.6	4.4	1,054,312	1,021,407	1.9	3.2
TOTAL LEXUS	23,750	24,395	-6.2	-2.6	135,000	133,760	-0.4	0.9
YARIS IA (INCL SCI IA)	2,315	2,990	-25.4	-22.6	15,745	18,748	-17.1	-16.0
YARIS LIFTBACK	147	718	-80.3	-79.5	871	6,856	-87.5	-87.3
TOTAL YARIS	2,462	3,708	-36.1	-33.6	16,616	25,604	-35.9	-35.1
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	0	0	0.0
xB	1	0	0	0	1	0	0	0.0
tC	0	8	-100.0	-100.0	1	174	-99.4	-99.4
COROLLA IM (INCL SCI IM)	2,221	1,619	32.1	37.2	11,657	10,931	5.3	6.6
COROLLA SEDAN	25,947	29,432	-15.1	-11.8	149,805	165,596	-10.7	-9.5
TOTAL COROLLA	28,168	31,051	-12.6	-9.3	161,462	176,527	-9.7	-8.5
86 (INCL FR-S)	368	635	-44.2	-42.0	2,288	3,736	-39.6	-38.8
MIRAI	103	129	-23.1	-20.2	743	708	3.6	4.9
AVALON	2,996	2,520	14.5	18.9	19,495	16,735	15.0	16.5
PRIUS	7,844	8,735	-13.5	-10.2	46,171	55,101	-17.3	-16.2
CAMRY	28,215	29,463	-7.8	-4.2	178,795	176,897	-0.2	1.1
<b>TOTAL TOYOTA DIV. CAR</b>	<b>70,157</b>	<b>76,249</b>	<b>-11.4</b>	<b>-8.0</b>	<b>425,572</b>	<b>455,482</b>	<b>-7.8</b>	<b>-6.6</b>
CT	0	615	-100	-100	4	3,926	-99.9	-99.9
IS	2,017	2,103	-7.6	-4.1	11,296	12,328	-9.6	-8.4
RC	328	499	-36.7	-34.3	1,749	3,099	-44.3	-43.6
ES	3,592	4,666	-25.9	-23.0	19,901	21,800	-9.9	-8.7
GS	602	646	-10.3	-6.8	3,688	3,553	2.5	3.8
LS	789	300	153.3	163.0	4,369	1,855	132.5	135.5
LC	161	423	-63	-62	1,016	845	19	20
LFA	0	0	0	0	2	0	0	0
<b>TOTAL LEXUS CAR</b>	<b>7,489</b>	<b>9,252</b>	<b>-22.1</b>	<b>-19.1</b>	<b>42,025</b>	<b>47,406</b>	<b>-12.5</b>	<b>-11.4</b>
<b>TOTAL TOYOTA CAR</b>	<b>77,646</b>	<b>85,501</b>	<b>-12.6</b>	<b>-9.2</b>	<b>467,597</b>	<b>502,888</b>	<b>-8.2</b>	<b>-7.0</b>
SIENNA	7,101	9,462	-27.7	-25.0	46,004	56,158	-19.1	-18.1
C-HR	4,331	3100	35	40	26,239	5498	371	377.2
RAV4	37,722	34,120	6.5	10.6	198,392	184,766	6.0	7.4
FJ CRUISER	0	0	0	0	1	2	-50.6	-50
VENZA	0	2	-100	-100	0	13	-100	-100
HIGHLANDER	21,604	17,237	20.7	25.3	114,254	99,975	12.8	14.3
4RUNNER	11,569	10,423	6.9	11.0	64,828	63,521	0.7	2.1
SEQUOIA	885	862	-1.1	2.7	5,441	6,211	-13.5	-12.4
LAND CRUISER	232	240	-6.9	-3.3	1,523	1,532	-1.9	-0.6
<b>TOTAL TOYOTA DIV. SUV</b>	<b>76,343</b>	<b>65,984</b>	<b>11.4</b>	<b>15.7</b>	<b>410,678</b>	<b>361,518</b>	<b>12.1</b>	<b>13.6</b>
TACOMA	22,296	16,443	30.6	35.6	116,266	94,597	21.3	22.9
TUNDRA	9,955	9,843	-2.6	1.1	55,792	53,652	2.6	4.0
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>32,251</b>	<b>26,286</b>	<b>18.1</b>	<b>22.7</b>	<b>172,058</b>	<b>148,249</b>	<b>14.6</b>	<b>16.1</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>115,695</b>	<b>101,732</b>	<b>9.5</b>	<b>13.7</b>	<b>628,740</b>	<b>565,925</b>	<b>9.7</b>	<b>11.1</b>
NX	4,862	4,597	1.8	5.8	28,672	26,023	8.7	10.2
RX	8,854	8,408	1.4	5.3	50,051	46,737	5.7	7.1

GX	2149	1740	18.9	23.5	11,670	10,897	5.7	7.1
LX	396	398	-4.2	-0.5	2,582	2,697	-5.5	-4.3
<b>TOTAL LEXUS TRUCK</b>	<b>16,261</b>	<b>15,143</b>	<b>3.4</b>	<b>7.4</b>	<b>92,975</b>	<b>86,354</b>	<b>6.3</b>	<b>7.7</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>131956</b>	<b>116875</b>	<b>8.7</b>	<b>12.9</b>	<b>721715</b>	<b>652279</b>	<b>9.2</b>	<b>10.6</b>
Selling Days	27	26			154	152		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	JUNE, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	25,947	29,432	-15.1	-11.8	149,805	165,596	-10.7	-9.5
CAMRY	27,030	29,463	-11.7	-8.3	166,710	176,897	-7.0	-5.8
AVALON	2,996	2,520	14.5	18.9	19,495	16,735	15.0	16.5
YARIS IA (INCL SCI IA)	2,315	2,990	-25.4	-22.6	15,745	18,748	-17.1	-16.0
RAV4	16,112	16,075	-3.5	0.2	86,524	86,558	-1.3	0.0
VENZA	0	2	-100.0	-100.0	0	13	-100.0	-100.0
HIGHLANDER	21,604	17,237	20.7	25.3	114,254	99,975	12.8	14.3
SIENNA	7,101	9,462	-27.7	-25.0	46,004	56,158	-19.1	-18.1
SEQUOIA	885	862	-1.1	2.7	5,441	6,211	-13.5	-12.4
TACOMA	22,296	16,443	30.6	35.6	116,266	94,597	21.3	22.9
TUNDRA	9,955	9,843	-2.6	1.1	55,792	53,652	2.6	4.0
ES	3,167	3,717	-18.0	-14.8	17,711	16,581	5.4	6.8
RX	5,961	7,939	-27.7	-24.9	38,352	43,565	-13.1	-12.0
<b>TOTAL</b>	<b>145,369</b>	<b>145,985</b>	<b>-4.1</b>	<b>-0.4</b>	<b>832,099</b>	<b>835,286</b>	<b>-1.7</b>	<b>-0.4</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>69.4%</b>	<b>72.1%</b>			<b>70.0%</b>	<b>72.3%</b>		
TOYOTA DIV. IMPORT CAR	11,869	11,844	-3.5	0.2	73,817	77,506	-6.0	-4.8
LEXUS IMPORT CAR	4,322	5,535	-24.8	-21.9	24,314	30,825	-22.1	-21.1
TOYOTA DIV NA BUILT CARS	58,288	64,405	-12.8	-9.5	351,755	377,976	-8.1	-6.9
LEXUS NA BUILT CARS	3,167	3,717	-18.0	-14.8	17,711	16,581	5.4	6.8
<b>TOTAL TOYOTA CARS</b>	<b>77,646</b>	<b>85,501</b>	<b>-12.6</b>	<b>-9.2</b>	<b>467,597</b>	<b>502,888</b>	<b>-8.2</b>	<b>-7.0</b>
TOYOTA DIV. IMPORT TRUCK	37,742	31,808	14.3	18.7	204,459	168,761	19.6	21.2
LEXUS IMPORT TRUCK	10,300	7,204	37.7	43.0	54,623	42,789	26.0	27.7
TOYOTA DIV NA BUILT TRUCK	77,953	69,924	7.4	11.5	424,281	397,164	5.4	6.8
LEXUS NA BUILT TRUCK	5,961	7,939	-27.7	-24.9	38,352	43,565	-13.1	-12.0
<b>TOTAL TOYOTA TRUCK</b>	<b>131,956</b>	<b>116,875</b>	<b>8.7</b>	<b>12.9</b>	<b>721,715</b>	<b>652,279</b>	<b>9.2</b>	<b>10.6</b>
Selling Days	27	26			154	152		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	JUNE, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	4,786	5,476	-15.8%	25,340	33,112	-24.5%
Toyota Prius V(only)	81	773	-89.9%	1,963	5,247	-63.1%
Toyota Prius C(only)	740	867	-17.8%	4,613	7,049	-35.4%
Toyota Prius PRIME(only)	2,237	1,619	33.1%	14,255	9,693	45.2%
Toyota RAV4 Hybrid	3,866	3,709	0.4%	23,213	20,770	10.3%
Lexus NX Hybrid	826	215	270.0%	3,903	1,263	205.0%
Lexus RX Hybrid	1,392	655	104.7%	5,799	3,680	55.5%