

TOYOTA U.S. SALES SUMMARY								
FEBRUARY 2018								
-- CURRENT MONTH --					-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>182,195</b>	<b>174,339</b>	<b>4.5</b>	<b>4.5</b>	<b>349,251</b>	<b>317,389</b>	<b>7.8</b>	<b>10.0</b>
TOTAL TOYOTA DIV	162,930	156,001	4.4	4.4	312,072	283,479	7.8	10.1
TOTAL LEXUS	19,265	18,338	5.1	5.1	37,179	33,910	7.4	9.6
YARIS IA (INCL SCI IA)	2,456	2,801	-12.3	-12.3	4,588	4,752	-5.4	-3.5
YARIS LIFTBACK	136	1057	-87.1	-87.1	310	2,387	-87.3	-87.0
TOTAL YARIS	2,592	3,858	-32.8	-32.8	4,898	7,139	-32.8	-31.4
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	0	0	0	0.0
tC	1	39	-97.4	-97.4	1	111	-99.1	-99.1
COROLLA IM (INCL SCI IM)	1,486	1,766	-15.9	-15.9	2,882	3,226	-12.5	-10.7
COROLLA SEDAN	23,535	25,395	-7.3	-7.3	43,546	45,502	-6.3	-4.3
TOTAL COROLLA	25,021	27,161	-7.9	-7.9	46,428	48,728	-6.7	-4.7
86 (INCL FR-S)	361	603	-40.1	-40.1	678	1,077	-38.3	-37.0
MIRAI	166	110	50.9	50.9	379	193	92.4	96.4
AVALON	3,027	2,610	16.0	16.0	6,508	5,113	24.7	27.3
PRIUS	7,070	9,044	-21.8	-21.8	14,013	16,874	-18.6	-17.0
CAMRY	30,865	27,498	12.2	12.2	55,503	47,811	13.7	16.1
<b>TOTAL TOYOTA DIV. CAR</b>	<b>69,103</b>	<b>70,923</b>	<b>-2.6</b>	<b>-2.6</b>	<b>128,408</b>	<b>127,046</b>	<b>-1.0</b>	<b>1.1</b>
CT	0	458	-100	-100	3	851	-99.7	-99.6
IS	1,524	1,684	-9.5	-9.5	2,971	3,107	-6.3	-4.4
RC	186	495	-62.4	-62.4	347	942	-63.9	-63.2
ES	2,685	2,709	-0.9	-0.9	5,325	4,880	6.9	9.1
GS	534	536	-0.4	-0.4	1,009	958	3.2	5.3
LS	548	294	86.4	86.4	664	574	13.3	15.7
LC	128	0	0	0	304	0	0	0
LFA	1	0	0	0	1	0	0	0
<b>TOTAL LEXUS CAR</b>	<b>5,606</b>	<b>6,176</b>	<b>-9.2</b>	<b>-9.2</b>	<b>10,624</b>	<b>11,312</b>	<b>-8.0</b>	<b>-6.1</b>
<b>TOTAL TOYOTA CAR</b>	<b>74,709</b>	<b>77,099</b>	<b>-3.1</b>	<b>-3.1</b>	<b>139,032</b>	<b>138,358</b>	<b>-1.6</b>	<b>0.5</b>
SIENNA	7,512	8,965	-16.2	-16.2	16,060	16,250	-3.2	-1.2
C-HR	4,420	0	0	0	8,366	0	0	0
RAV4	29,867	26,351	13.3	13.3	56,522	48,506	14.1	16.5
FJ CRUISER	0	0	0	0	1	0	0	0
VENZA	0	1	-100	-100	0	5	-100	-100
HIGHLANDER	15,960	15,928	0.2	0.2	31,444	28,584	7.8	10.0
4RUNNER	10,120	10,912	-7.3	-7.3	19,789	19,611	-1.2	0.9
SEQUOIA	899	1,179	-23.7	-23.7	1,822	2,325	-23.2	-21.6
LAND CRUISER	255	252	1.2	1.2	510	524	-4.7	-2.7
<b>TOTAL TOYOTA DIV. SUV</b>	<b>61,521</b>	<b>54,623</b>	<b>12.6</b>	<b>12.6</b>	<b>118,454</b>	<b>99,555</b>	<b>16.6</b>	<b>19.0</b>
TACOMA	16,817	14,256	18.0	18.0	33,529	26,766	22.7	25.3
TUNDRA	7,977	7,234	10.3	10.3	15,621	13,862	10.4	12.7
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>24,794</b>	<b>21,490</b>	<b>15.4</b>	<b>15.4</b>	<b>49,150</b>	<b>40,628</b>	<b>18.5</b>	<b>21.0</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>93,827</b>	<b>85,078</b>	<b>10.3</b>	<b>10.3</b>	<b>183,664</b>	<b>156,433</b>	<b>15.0</b>	<b>17.4</b>
NX	4,263	3,514	21.3	21.3	8,468	6,478	28.1	30.7

RX	7,238	6,676	8.4	8.4	13,976	12,196	12.3	14.6
GX	1773	1527	16.1	16.1	3,362	2,945	11.8	14.2
LX	385	445	-13.5	-13.5	749	979	-25.1	-23.5
<b>TOTAL LEXUS TRUCK</b>	<b>13,659</b>	<b>12,162</b>	<b>12.3</b>	<b>12.3</b>	<b>26,555</b>	<b>22,598</b>	<b>15.1</b>	<b>17.5</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>107,486</b>	<b>97,240</b>	<b>10.5</b>	<b>10.5</b>	<b>210,219</b>	<b>179,031</b>	<b>15.0</b>	<b>17.4</b>
Selling Days	24	24			49	48		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	FEBRUARY, 2018				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	23,535	25,395	-7.3	-7.3	43,546	45,502	-6.3	-4.3
CAMRY	28,433	27,498	3.4	3.4	48,929	47,811	0.2	2.3
AVALON	3,027	2,610	16.0	16.0	6,508	5,113	24.7	27.3
YARIS IA (INCL SCI IA)	2,456	2,801	-12.3	-12.3	4,588	4,752	-5.4	-3.5
RAV4	14,655	12,882	13.8	13.8	26,562	23,087	12.7	15.1
VENZA	0	1	-100.0	-100.0	0	5	-100.0	-100.0
HIGHLANDER	15,960	15,928	0.2	0.2	31,444	28,584	7.8	10.0
SIENNA	7,512	8,965	-16.2	-16.2	16,060	16,250	-3.2	-1.2
SEQUOIA	899	1,179	-23.7	-23.7	1,822	2,325	-23.2	-21.6
TACOMA	16,817	14,256	18.0	18.0	33,529	26,766	22.7	25.3
TUNDRA	7,977	7,234	10.3	10.3	15,621	13,862	10.4	12.7
ES	2,440	1,909	27.8	27.8	4,775	3,393	37.9	40.7
RX	6,310	6,157	2.5	2.5	12,806	11,238	11.6	14.0
<b>TOTAL</b>	<b>130,021</b>	<b>126,815</b>	<b>2.5</b>	<b>2.5</b>	<b>246,190</b>	<b>228,688</b>	<b>5.5</b>	<b>7.7</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>71.4%</b>	<b>72.7%</b>			<b>70.5%</b>	<b>72.1%</b>		
TOYOTA DIV. IMPORT CAR	11,652	12,619	-7.7	-7.7	24,837	23,868	1.9	4.1
LEXUS IMPORT CAR	3,166	4,267	-25.8	-25.8	5,849	7,919	-27.6	-26.1
TOYOTA DIV NA BUILT CARS	57,451	58,304	-1.5	-1.5	103,571	103,178	-1.7	0.4
LEXUS NA BUILT CARS	2,440	1,909	27.8	27.8	4,775	3,393	37.9	40.7
<b>TOTAL TOYOTA CARS</b>	<b>74,709</b>	<b>77,099</b>	<b>-3.1</b>	<b>-3.1</b>	<b>139,032</b>	<b>138,358</b>	<b>-1.6</b>	<b>0.5</b>
TOYOTA DIV. IMPORT TRUCK	30,007	24,633	21.8	21.8	58,626	45,554	26.1	28.7
LEXUS IMPORT TRUCK	7,349	6,005	22.4	22.4	13,749	11,360	18.6	21.0
TOYOTA DIV NA BUILT TRUCK	63,820	60,445	5.6	5.6	125,038	110,879	10.5	12.8
LEXUS NA BUILT TRUCK	6,310	6,157	2.5	2.5	12,806	11,238	11.6	14.0
<b>TOTAL TOYOTA TRUCK</b>	<b>107,486</b>	<b>97,240</b>	<b>10.5</b>	<b>10.5</b>	<b>210,219</b>	<b>179,031</b>	<b>15.0</b>	<b>17.4</b>
Selling Days	24	24			49	48		

DSR = Daily Selling Rate

	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	3,889	5,418	-28.2%	7,900	9,971	-22.4%
Toyota Prius V(only)	415	892	-53.5%	1,040	1,659	-38.6%
Toyota Prius C(only)	716	1,372	-47.8%	1,527	2,515	-40.5%
Toyota Prius PRIME(only)	2,050	1,362	50.5%	3,546	2,728	27.3%
Toyota RAV4 Hybrid	3,657	3,080	18.70%	7,159	5,978	17.3%