

TOYOTA U.S. SALES SUMMARY								
MARCH 2018								
-- CURRENT MONTH --					-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>222,782</b>	<b>215,224</b>	<b>-0.2</b>	<b>3.5</b>	<b>572,033</b>	<b>532,611</b>	<b>4.6</b>	<b>7.4</b>
TOTAL TOYOTA DIV	195,750	187,289	0.8	4.5	507,822	470,766	5.1	7.9
TOTAL LEXUS	27,032	27,935	-6.7	-3.2	64,211	61,845	1.1	3.8
YARIS IA (INCL SCI IA)	2,918	4,083	-31.1	-28.5	7,506	8,835	-17.2	-15.0
YARIS LIFTBACK	144	1377	-89.9	-89.5	454	3,764	-88.3	-87.9
TOTAL YARIS	3,062	5,460	-45.9	-43.9	7,960	12,599	-38.5	-36.8
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	0	31	-100.0	-100.0	1	142	-99.3	-99.3
COROLLA IM (INCL SCI IM)	2,147	2,123	-2.5	1.1	5,029	5,349	-8.4	-6.0
COROLLA SEDAN	29,245	30,584	-7.8	-4.4	72,791	76,086	-6.8	-4.3
TOTAL COROLLA	31,392	32,707	-7.4	-4.0	77,820	81,435	-6.9	-4.4
86 (INCL FR-S)	491	705	-32.8	-30.4	1,182	1,782	-35.4	-33.7
MIRAI	83	118	-32.2	-29.7	462	311	44.7	48.6
AVALON	4,068	3,483	12.6	16.8	10,576	8,596	19.8	23.0
PRIUS	8,222	9,761	-18.8	-15.8	22,235	26,634	-18.7	-16.5
CAMRY	35,264	35,648	-4.6	-1.1	90,767	83,459	5.9	8.8
<b>TOTAL TOYOTA DIV. CAR</b>	<b>82,582</b>	<b>87,913</b>	<b>-9.4</b>	<b>-6.1</b>	<b>211,003</b>	<b>214,958</b>	<b>-4.4</b>	<b>-1.8</b>
CT	1	841	-99.9	-99.9	4	1,692	-99.8	-99.8
IS	2,312	2,597	-14.2	-11.0	5,283	5,704	-9.8	-7.4
RC	271	619	-57.8	-56.2	618	1,561	-61.4	-60.4
ES	3,938	4,626	-17.9	-14.9	9,263	9,506	-5.1	-2.6
GS	754	737	-1.3	2.3	1,763	1,695	1.3	4.0
LS	1008	370	162.7	172.4	1,672	944	72.5	77.1
LC	218	0	0	0	522	0	0	0
LFA	0	0	0	0	1	0	0	0
<b>TOTAL LEXUS CAR</b>	<b>8,502</b>	<b>9,790</b>	<b>-16.3</b>	<b>-13.2</b>	<b>19,126</b>	<b>21,102</b>	<b>-11.7</b>	<b>-9.4</b>
<b>TOTAL TOYOTA CAR</b>	<b>91,084</b>	<b>97,703</b>	<b>-10.1</b>	<b>-6.8</b>	<b>230,129</b>	<b>236,060</b>	<b>-5.0</b>	<b>-2.5</b>
SIENNA	7,559	9,770	-25.4	-22.6	23,619	26,020	-11.6	-9.2
C-HR	5,253	0	0	0	13,619	0	0	0
RAV4	34,937	32,027	5.2	9.1	91,459	80,533	10.6	13.6
FJ CRUISER	0	2	-100	-100	1	2	-51.3	-50
VENZA	0	4	-100	-100	0	9	-100	-100
HIGHLANDER	21,438	18,058	14.5	18.7	52,882	46,642	10.4	13.4
4RUNNER	11,761	12,045	-5.8	-2.4	31,550	31,656	-2.9	-0.3
SEQUOIA	1,006	1,112	-12.8	-9.5	2,828	3,437	-19.9	-17.7
LAND CRUISER	267	272	-5.3	-1.8	764	796	-6.5	-4.0
<b>TOTAL TOYOTA DIV. SUV</b>	<b>74,662</b>	<b>63,520</b>	<b>13.3</b>	<b>17.5</b>	<b>193,103</b>	<b>163,075</b>	<b>15.3</b>	<b>18.4</b>
TACOMA	20,250	16,728	16.7	21.1	53,779	43,493	20.4	23.6
TUNDRA	10,697	9,358	10.2	14.3	26,318	23,220	10.4	13.3
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>30,947</b>	<b>26,086</b>	<b>14.4</b>	<b>18.6</b>	<b>80,097</b>	<b>66,713</b>	<b>16.9</b>	<b>20.1</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>113,168</b>	<b>99,376</b>	<b>9.8</b>	<b>13.9</b>	<b>296,819</b>	<b>255,808</b>	<b>13.0</b>	<b>16.0</b>
NX	5,859	5,619	0.5	4.3	14,327	12,097	15.4	18.4

RX	9,814	9,445	0.2	3.9	23,790	21,641	7.1	9.9
GX	2329	2569	-12.6	-9.3	5,691	5,514	0.5	3.2
LX	528	512	-0.6	3.1	1,277	1,491	-16.6	-14.4
<b>TOTAL LEXUS TRUCK</b>	<b>18,530</b>	<b>18,145</b>	<b>-1.5</b>	<b>2.1</b>	<b>45,085</b>	<b>40,743</b>	<b>7.8</b>	<b>10.7</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>131,698</b>	<b>117,521</b>	<b>8.1</b>	<b>12.1</b>	<b>341,904</b>	<b>296,551</b>	<b>12.3</b>	<b>15.3</b>
Selling Days	28	27			77	75		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	MARCH, 2018				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	29,245	30,584	-7.8	-4.4	72,791	76,086	-6.8	-4.3
CAMRY	33,235	35,648	-10.1	-6.8	82,164	83,459	-4.1	-1.6
AVALON	4,068	3,483	12.6	16.8	10,576	8,596	19.8	23.0
YARIS IA (INCL SCI IA)	2,918	4,083	-31.1	-28.5	7,506	8,835	-17.2	-15.0
RAV4	14,622	15,552	-9.3	-6.0	41,184	38,639	3.8	6.6
VENZA	0	4	-100.0	-100.0	0	9	-100.0	-100.0
HIGHLANDER	21,438	18,058	14.5	18.7	52,882	46,642	10.4	13.4
SIENNA	7,559	9,770	-25.4	-22.6	23,619	26,020	-11.6	-9.2
SEQUOIA	1,006	1,112	-12.8	-9.5	2,828	3,437	-19.9	-17.7
TACOMA	20,250	16,728	16.7	21.1	53,779	43,493	20.4	23.6
TUNDRA	10,697	9,358	10.2	14.3	26,318	23,220	10.4	13.3
ES	3,507	3,502	-3.4	0.1	8,282	6,895	17.0	20.1
RX	8,198	8,745	-9.6	-6.3	21,004	19,983	2.4	5.1
<b>TOTAL</b>	<b>156,743</b>	<b>156,627</b>	<b>-3.5</b>	<b>0.1</b>	<b>402,933</b>	<b>385,314</b>	<b>1.9</b>	<b>4.6</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>70.4%</b>	<b>72.8%</b>			<b>70.4%</b>	<b>72.3%</b>		
TOYOTA DIV. IMPORT CAR	13,116	14,115	-10.4	-7.1	37,966	37,982	-2.6	0.0
LEXUS IMPORT CAR	4,995	6,288	-23.4	-20.6	10,844	14,207	-25.7	-23.7
TOYOTA DIV NA BUILT CARS	69,466	73,798	-9.2	-5.9	173,037	176,976	-4.8	-2.2
LEXUS NA BUILT CARS	3,507	3,502	-3.4	0.1	8,282	6,895	17.0	20.1
<b>TOTAL TOYOTA CARS</b>	<b>91,084</b>	<b>97,703</b>	<b>-10.1</b>	<b>-6.8</b>	<b>230,129</b>	<b>236,060</b>	<b>-5.0</b>	<b>-2.5</b>
TOYOTA DIV. IMPORT TRUCK	37,596	28,794	25.9	30.6	96,209	74,348	26.0	29.4
LEXUS IMPORT TRUCK	10,332	9,400	6.0	9.9	24,081	20,760	13.0	16.0
TOYOTA DIV NA BUILT TRUCK	75,572	70,582	3.2	7.1	200,610	181,460	7.7	10.6
LEXUS NA BUILT TRUCK	8,198	8,745	-9.6	-6.3	21,004	19,983	2.4	5.1
<b>TOTAL TOYOTA TRUCK</b>	<b>131,698</b>	<b>117,521</b>	<b>8.1</b>	<b>12.1</b>	<b>341,904</b>	<b>296,551</b>	<b>12.3</b>	<b>15.3</b>
Selling Days	28	27			77	78		

DSR = Daily Selling Rate

	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	4,064	5,798	-32.4%	11,964	15,769	-26.1%
Toyota Prius V(only)	422	960	-57.6%	1,462	2,619	-45.6%
Toyota Prius C(only)	814	1,385	-43.3%	2,341	3,900	-41.5%
Toyota Prius PRIME(only)	2,922	1,618	74.1%	6,468	4,346	45.0%
Toyota RAV4 Hybrid	4,128	3,497	13.8%	11,287	9,475	16.0%
Lexus NX Hybrid	735	276	156.8%	1,711	639	160.8%