

TOYOTA U.S. SALES SUMMARY								
May 2019								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
TOTAL TOYOTA	222,174	215,321	3.2	3.2	949,756	979,710	-3.1	-3.1
TOTAL TOYOTA DIV	197,637	189,930	4.1	4.1	837,068	868,460	-3.6	-3.6
TOTAL LEXUS	24,537	25,391	-3.4	-3.4	112,688	111,250	1.3	1.3
TOTAL YARIS	2,953	3,000	-1.6	-1.6	14,732	14,154	4.1	4.1
tC	0	0	0.0	0.0	0	1	-100.0	-100.0
TOTAL COROLLA	25,712	29,578	-13.1	-13.1	123,999	133,294	-7.0	-7.0
86 (INCL FR-S)	327	401	-18.5	-18.5	1,402	1,920	-27.0	-27.0
MIRAI	248	102	143.1	143.1	797	640	24.5	24.5
AVALON	3,250	2,669	21.8	21.8	12,241	16,499	-25.8	-25.8
PRIUS	6,615	8,672	-23.7	-23.7	23,472	38,327	-38.8	-38.8
CAMRY	36,208	29,965	20.8	20.8	147,119	150,580	-2.3	-2.3
TOTAL TOYOTA DIV. CAR	75,313	74,387	1.2	1.2	323,762	355,415	-8.9	-8.9
CT	0	0	0	0	0	4	-100.0	-100.0
IS	1,533	2,180	-29.7	-29.7	6,802	9,279	-26.7	-26.7
RC	412	434	-5.1	-5.1	1,728	1,421	21.6	21.6
ES	4,741	3,828	23.9	23.9	19,630	16,309	20.4	20.4
GS	260	672	-61.3	-61.3	1,516	3,086	-50.9	-50.9
LS	462	908	-49.1	-49.1	2,340	3,580	-34.6	-34.6
LC	137	154	-11.0	-11.0	579	855	-32.3	-32.3
LFA	0	1	-100	-100	3	2	50	50
TOTAL LEXUS CAR	7,545	8,177	-7.7	-7.7	32,598	34,536	-5.6	-5.6
TOTAL TOYOTA CAR	82,858	82,564	0.4	0.4	356,360	389,951	-8.6	-8.6
SIENNA	8,353	7,346	13.7	13.7	33,920	38,903	-12.8	-12.8
C-HR	3,994	4,366	-8.5	-8.5	22,171	21,908	1.2	1.2
RAV4	43,499	38,202	13.9	13.9	161,458	160,670	0.5	0.5
FJ CRUISER	1	0	0	0	1	1	0	0
VENZA	0	0	0	0	2	0	0	0
HIGHLANDER	21,548	21,312	1.1	1.1	91,359	92,650	-1.4	-1.4
4RUNNER	10,351	11,739	-11.8	-11.8	53,235	53,259	0.0	0.0
SEQUOIA	793	868	-8.6	-8.6	3,795	4,556	-16.7	-16.7
LAND CRUISER	296	268	10.4	10.4	1,356	1,291	5.0	5.0
<i>TOTAL TOYOTA DIV. SUV</i>	<i>80,482</i>	<i>76,755</i>	<i>4.9</i>	<i>4.9</i>	<i>333,377</i>	<i>334,335</i>	<i>-0.3</i>	<i>-0.3</i>
TACOMA	22,832	21,380	6.8	6.8	101,390	93,970	7.9	7.9
TUNDRA	10,657	10,062	5.9	5.9	44,619	45,837	-2.7	-2.7
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>33,489</i>	<i>31,442</i>	<i>6.5</i>	<i>6.5</i>	<i>146,009</i>	<i>139,807</i>	<i>4.4</i>	<i>4.4</i>
TOTAL TOYOTA DIV. TRUCK	122,324	115,543	5.9	5.9	513,306	513,045	0.1	0.1
UX	1,420	0	0.0	0.0	6,618	0	0.0	0.0
NX	4,612	4,975	-7.3	-7.3	22,628	23,810	-5.0	-5.0
RX	8,782	9,697	-9.4	-9.4	39,833	41,197	-3.3	-3.3
GX	1,809	2,018	-10.4	-10.4	9,024	9,521	-5.2	-5.2
LX	369	524	-29.6	-29.6	1,987	2,186	-9.1	-9.1
TOTAL LEXUS TRUCK	16,992	17,214	-1.3	-1.3	80,090	76,714	4.4	4.4
TOTAL TOYOTA TRUCK	139,316	132,757	4.9	4.9	593,396	589,759	0.6	0.6
Selling Days	26	26			127	127		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	May 2019							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	6,041	27,052	-77.7	-77.7	87,004	123,858	-29.8	-29.8
CAMRY	36,162	28,875	25.2	25.2	146,620	139,680	5.0	5.0
AVALON	3,250	2,669	21.8	21.8	12,241	16,499	-25.8	-25.8
YARIS SD (INCL YARIS IA)	2,906	2,861	1.6	1.6	14,433	13,430	7.5	7.5
RAV4	22,631	16,769	35.0	35.0	65,494	70,412	-7.0	-7.0
VENZA	0	0	0.0	0.0	2	0	0.0	0.0
HIGHLANDER	21,548	21,312	1.1	1.1	91,358	92,650	-1.4	-1.4
SIENNA	8,353	7,346	13.7	13.7	33,920	38,903	-12.8	-12.8
SEQUOIA	793	868	-8.6	-8.6	3,795	4,556	-16.7	-16.7
TACOMA	22,832	21,380	6.8	6.8	101,390	93,970	7.9	7.9
TUNDRA	10,657	10,062	5.9	5.9	44,619	45,837	-2.7	-2.7
ES	3,880	3,400	14.1	14.1	15,533	14,544	6.8	6.8
RX	7,430	5,829	27.5	27.5	32,889	32,368	1.6	1.6
TOTAL	146,483	148,423	-1.3	-1.3	649,298	686,707	-5.4	-5.4
N.A VEHICLES % OF TOTAL	65.9%	68.9%			68.4%	70.1%		
TOYOTA DIV. IMPORT CAR	26,954	12,930	108.5	108.5	63,464	61,948	2.4	2.4
LEXUS IMPORT CAR	3,665	4,777	-23.3	-23.3	17,065	19,992	-14.6	-14.6
TOYOTA DIV NA BUILT CARS	48,359	61,457	-21.3	-21.3	260,298	293,467	-11.3	-11.3
LEXUS NA BUILT CARS	3,880	3,400	14.1	14.1	15,533	14,544	6.8	6.8
TOTAL TOYOTA CARS	82,858	82,564	0.4	0.4	356,360	389,951	-8.6	-8.6
TOYOTA DIV. IMPORT TRUCK	35,510	37,806	-6.1	-6.1	172,728	166,717	3.6	3.6
LEXUS IMPORT TRUCK	9,562	11,385	-16.0	-16.0	47,201	44,346	6.4	6.4
TOYOTA DIV NA BUILT TRUCK	86,814	77,737	11.7	11.7	340,578	346,328	-1.7	-1.7
LEXUS NA BUILT TRUCK	7,430	5,829	27.5	27.5	32,889	32,368	1.6	1.6
TOTAL TOYOTA TRUCK	139,316	132,757	4.9	4.9	593,396	589,759	0.6	0.6
Selling Days	26	26			127	127		

TOYOTA U.S. HYBRID SALES SUMMARY

May 2019

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2019	2018	DSR %	VOL%	2019	2018	DSR %	VOL%
TOYOTA PRIUS HYBRID	6,615	8,672	-23.7%	-23.70%	4,002	0	0.0%	-38.80%
TOYOTA COROLLA HYBRID	1,844	0	0.0%	0.00%	2,158	0	0.0%	0.00%
TOYOTA CAMRY HYBRID	2,991	2,001	49.5%	49.50%	11,485	9,113	26.0%	26.00%
TOYOTA AVALON HYBRID	814	698	16.6%	16.60%	3,163	3,193	-0.9%	-0.90%
TOYOTA MIRAI	248	102	143.1%	143.10%	797	640	24.5%	24.50%
TOYOTA HIGHLANDER HYBRID	1,788	1,687	6.0%	6.00%	6,296	6,531	-3.6%	-3.60%
TOYOTA RAV4 HYBRID	10,921	4,268	155.9%	155.90%	20,306	19,347	5.0%	5.00%
LEXUS ES HYBRID	754	389	93.8%	93.80%	3,250	1,588	104.7%	104.70%
LEXUS GS HYBRID	1	5	-80.0%	-80.00%	6	18	-67%	-66.70%
LEXUS UX HYBRID	700	0	0.0%	0.00%	3,266	0	0	0.00%
LEXUS NX HYBRID	726	762	-4.70%	-4.70%	3,738	3,077	21.50%	21.50%
LEXUS RX HYBRID	1,392	1,359	2.40%	2.40%	5,963	4,407	35.30%	35.30%
LEXUS LS HYBRID	20	43	-53.50%	-53.50%	73	151	-51.70%	-51.70%
LEXUS LC HYBRID	6	11	-46%	-45.50%	18	51	-64.70%	-64.70%
LEXUS CT HYBRID	0	0	0%	0.00%	0	4	-100.0%	-100.00%
TOTAL TMNA HYBRID	28,820	19,997	44.10%	44.10%	85,835	86,448	-0.70%	-0.70%
TOTAL TOYOTA HYBRID	25,221	17,428	44.70%	44.70%	69,521	77,152	-9.90%	-9.90%
TOTAL LEXUS HYBRID	3,599	2,569	40.10%	40.10%	16,314	9,296	75.50%	75.50%