

TOYOTA U.S. SALES SUMMARY								
October 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>191,102</b>	<b>188,434</b>	<b>-2.5</b>	<b>1.4</b>	<b>2,015,339</b>	<b>2,019,915</b>	<b>-0.6</b>	<b>-0.2</b>
TOTAL TOYOTA DIV	168,386	165,540	-2.2	1.7	1,778,999	1,777,362	-0.3	0.1
TOTAL LEXUS	22,716	22,894	-4.6	-0.8	236,340	242,553	-2.9	-2.6
YARIS IA (INCL SCI IA)	1,102	2,676	-60.4	-58.8	22,665	31,270	-27.8	-27.5
YARIS LIFTBACK	207	202	-1.5	2.5	1,702	8,248	-79.4	-79.4
YARIS	146	0	0.0	0.0	154	0	0.0	0.0
TOTAL YARIS	1,455	2,878	-51.4	-49.4	24,521	39,518	-38.2	-37.9
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	2	-100	-100.0
xB	0	0	0	0	1	0	0	0.0
tC	1	2	-51.9	-50.0	2	197	-99.0	-99.0
COROLLA IM (INCL SCI IM)	1,604	1,490	3.5	7.7	19,471	17,641	9.9	10.4
COROLLA SEDAN	20,416	23,177	-15.3	-11.9	237,717	272,299	-13.0	-12.7
TOTAL COROLLA	22,020	24,667	-14.2	-10.7	257,188	289,940	-11.6	-11.3
86 (INCL FR-S)	335	458	-29.7	-26.9	3,558	5,965	-40.6	-40.4
MIRAI	119	249	-54.0	-52.2	1,274	1,293	-1.9	-1.5
AVALON	2,163	2,648	-21.5	-18.3	28,817	27,703	3.6	4.0
PRIUS	6,306	7,710	-21.4	-18.2	75,231	91,032	-17.7	-17.4
CAMRY	26,914	26,252	-1.4	2.5	289,801	308,759	-6.5	-6.1
<b>TOTAL TOYOTA DIV. CAR</b>	<b>59,313</b>	<b>64,864</b>	<b>-12.1</b>	<b>-8.6</b>	<b>680,393</b>	<b>764,409</b>	<b>-11.3</b>	<b>-11</b>
CT	0	10	-100	-100	4	4,673	-99.9	-99.9
IS	1,511	1,972	-26.3	-23.4	18,904	21,247	-11.4	-11.0
RC	211	828	-75.5	-74.5	2,804	5,851	-52.3	-52.1
ES	4,531	3,365	29.5	34.7	38,877	42,440	-8.8	-8.4
GS	387	558	-33.3	-30.6	5,545	6,118	-9.7	-9.4
LS	835	328	144.8	154.6	7,507	3,430	118.0	118.9
LC	140	219	-39	-36	1,688	1917	-12	-12
LFA	0	1	-100	-100	2	3	-34	-33
<b>TOTAL LEXUS CAR</b>	<b>7,615</b>	<b>7,281</b>	<b>0.6</b>	<b>4.6</b>	<b>75,331</b>	<b>85,679</b>	<b>-12.4</b>	<b>-12.1</b>
<b>TOTAL TOYOTA CAR</b>	<b>66,928</b>	<b>72,145</b>	<b>-10.8</b>	<b>-7.2</b>	<b>755,724</b>	<b>850,088</b>	<b>-11.4</b>	<b>-11.1</b>
SIENNA	6,854	7,255	-9.2	-5.5	74,227	94,878	-22.1	-21.8
C-HR	3,683	3638	-3	1	41,613	18498	124.1	125
RAV4	34,004	34,086	-4.1	-0.2	353,151	346,316	1.6	2.0
FJ CRUISER	0	1	-100	-100	3	4	-25.3	-25
VENZA	0	0	0	0	0	14	-100	-100
HIGHLANDER	20,548	17,461	13.2	17.7	201,247	175,657	14.1	14.6
4RUNNER	12,624	11,153	8.8	13.2	114,891	106,239	7.7	8.1
SEQUOIA	892	996	-13.9	-10.4	8,997	9,995	-10.3	-10.0
LAND CRUISER	363	260	34.2	39.6	2,681	2,428	10.0	10.4
<b>TOTAL TOYOTA DIV. SUV</b>	<b>72,114</b>	<b>67,595</b>	<b>2.6</b>	<b>6.7</b>	<b>722,583</b>	<b>659,151</b>	<b>9.2</b>	<b>9.6</b>
TACOMA	20,534	15,804	24.9	29.9	204,443	163,225	24.8	25.3
TUNDRA	9,571	10,022	-8.2	-4.5	97,353	95,699	1.3	1.7
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>30,105</b>	<b>25,826</b>	<b>12.1</b>	<b>16.6</b>	<b>301,796</b>	<b>258,924</b>	<b>16.1</b>	<b>16.6</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>109,073</b>	<b>100,676</b>	<b>4.2</b>	<b>8.3</b>	<b>1,098,606</b>	<b>1,012,953</b>	<b>8.0</b>	<b>8.5</b>
NX	4,180	4,540	-11.5	-7.9	47,693	46,527	2.1	2.5

RX	8,608	8,374	-1.2	2.8	88,171	84,254	4.2	4.6
GX	1,936	2090	-10.9	-7.4	21,033	21,433	-2.2	-1.9
LX	377	609	-40.5	-38.1	4,112	4,660	-12.1	-11.8
<b>TOTAL LEXUS TRUCK</b>	<b>15,101</b>	<b>15,613</b>	<b>-7.0</b>	<b>-3.3</b>	<b>161,009</b>	<b>156,874</b>	<b>2.2</b>	<b>2.6</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>124,174</b>	<b>116,289</b>	<b>2.7</b>	<b>6.8</b>	<b>1,259,615</b>	<b>1,169,827</b>	<b>7.3</b>	<b>7.7</b>
Selling Days	26	25			256	255		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	October, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	20,416	23,177	-15.3	-11.9	237,717	272,299	-13.0	-12.7
CAMRY	26,550	19,631	30.0	35.2	274,625	284,090	-3.7	-3.3
AVALON	2,163	2,648	-21.5	-18.3	28,817	27,703	3.6	4.0
YARIS IA (INCL SCI IA)	1,102	2,676	-60.4	-58.8	22,665	31,270	-27.8	-27.5
RAV4	13,720	17,360	-24.0	-21.0	144,485	163,612	-12.0	-11.7
VENZA	0	0	0.0	0.0	0	14	-100.0	-100.0
HIGHLANDER	20,548	17,461	13.2	17.7	201,247	175,657	14.1	14.6
SIENNA	6,854	7,255	-9.2	-5.5	74,227	94,878	-22.1	-21.8
SEQUOIA	892	996	-13.9	-10.4	8,997	9,995	-10.3	-10.0
TACOMA	20,534	15,804	24.9	29.9	204,443	163,225	24.8	25.3
TUNDRA	9,571	10,022	-8.2	-4.5	97,353	95,699	1.3	1.7
ES	3,590	2,890	19.4	24.2	33,693	33,896	-1.0	-0.6
RX	6,129	8,042	-26.7	-23.8	66,180	79,292	-16.9	-16.5
<b>TOTAL</b>	<b>132,215</b>	<b>127,962</b>	<b>-0.7</b>	<b>3.3</b>	<b>1,394,603</b>	<b>1,431,630</b>	<b>-3.0</b>	<b>-2.6</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>69.2%</b>	<b>67.9%</b>			<b>69.2%</b>	<b>70.9%</b>		
TOYOTA DIV. IMPORT CAR	8,936	16,732	-48.6	-46.6	116,415	149,047	-22.2	-21.9
LEXUS IMPORT CAR	4,025	4,391	-11.9	-8.3	41,638	51,783	-19.9	-19.6
TOYOTA DIV NA BUILT CARS	50,377	48,132	0.6	4.7	563,978	615,362	-8.7	-8.4
LEXUS NA BUILT CARS	3,590	2,890	19.4	24.2	33,693	33,896	-1.0	-0.6
<b>TOTAL TOYOTA CARS</b>	<b>66,928</b>	<b>72,145</b>	<b>-10.8</b>	<b>-7.2</b>	<b>755,724</b>	<b>850,088</b>	<b>-11.4</b>	<b>-11.1</b>
TOYOTA DIV. IMPORT TRUCK	36,954	31,778	11.8	16.3	367,854	309,873	18.2	18.7
LEXUS IMPORT TRUCK	8,972	7,571	13.9	18.5	94,829	77,582	21.8	22.2
TOYOTA DIV NA BUILT TRUCK	72,119	68,898	0.6	4.7	730,752	703,080	3.5	3.9
LEXUS NA BUILT TRUCK	6,129	8,042	-26.7	-23.8	66,180	79,292	-16.9	-16.5
<b>TOTAL TOYOTA TRUCK</b>	<b>124,174</b>	<b>116,289</b>	<b>2.7</b>	<b>6.8</b>	<b>1,259,615</b>	<b>1,169,827</b>	<b>7.3</b>	<b>7.7</b>
Selling Days	26	25			256	255		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	October, 2018					
	-- Current Month --			-- Calendar Year To Date --		
	2018	2017	DSR %	2018	2017	DSR %
Toyota Prius Sedan	3,772	4,532	-20.0%	43,243	55,443	-22.3%
Toyota Prius V(only)	1	652	-99.9%	2,058	8,299	-75.3%
Toyota Prius C(only)	532	900	-43.2%	7,406	10,607	-30.5%
Toyota Prius PRIME(only)	2,001	1,626	18.3%	22,524	16,683	34.5%
Toyota RAV4 Hybrid	3,986	5,012	-23.5%	40,981	41,364	-1.3%
Lexus NX Hybrid	656	190	232.0%	6,882	2,131	221.7%
Lexus RX Hybrid	1,416	675	101.7%	11,850	6,848	72.4%