

TOYOTA U.S. SALES SUMMARY								
AUGUST 2017								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	227,625	213,125	2.8	6.8	1,604,847	1,625,197	-1.3	-1.3
TOTAL TOYOTA DIV	196,824	182,187	4	8	1,411,384	1,414,805	-0.2	-0.2
TOTAL LEXUS	30,801	30,938	-4.1	-0.4	193,463	210,392	-8	-8
YARIS IA (INCL SCI IA)	3,391	2,515	29.8	34.8	25,472	21,949	16.1	16.1
YARIS LIFTBACK	629	440	37.7	43	7,846	7,818	0.4	0.4
TOTAL YARIS	4,020	2,955	31	36	33,318	29,767	11.9	11.9
iQ	0	0	0	0	0	6	-100	-100
xD	0	1	-100	-100	0	9	-100	-100
xB	0	14	-100	-100	0	2,672	-100	-100
tC	8	1,062	-99.3	-99.2	189	7,952	-97.6	-97.6
COROLLA IM (INCL SCI IM)	1,649	1,397	13.7	18	14,313	12,079	18.5	18.5
COROLLA SEDAN	25,995	30,741	-18.6	-15.4	218,191	244,651	-10.8	-10.8
TOTAL COROLLA	27,644	32,138	-17.2	-14	232,504	256,730	-9.4	-9.4
86 (INCL FR-S)	586	638	-11.6	-8.2	4,977	5,103	-2.5	-2.5
MIRAI	70	371	-81.8	-81.1	860	641	34.2	34.2
AVALON	2,871	4,116	-32.8	-30.2	22,465	31,185	-28	-28
PRIUS	9,551	12,984	-29.2	-26.4	74,035	93,086	-20.5	-20.5
CAMRY	37,051	32,864	8.6	12.7	247,775	266,748	-7.1	-7.1
TOTAL TOYOTA DIV. CAR	81,801	87,143	-9.6	-6.1	616,123	693,899	-11.2	-11.2
CT	204	819	-76	-75.1	4,572	6,183	-26.1	-26.1
IS	2,445	3,525	-33.2	-30.6	17,216	24,085	-28.5	-28.5
RC	665	1,065	-39.9	-37.6	4,286	7,334	-41.6	-41.6
ES	6,404	5,840	5.6	9.7	34,845	39,230	-11.2	-11.2
GS	689	1,228	-46	-43.9	4,894	9,898	-50.6	-50.6
LS	413	457	-13	-9.6	2,670	3,768	-29.1	-29.1
LC	291	0	0	0	1,449	0	0	0
LFA	0	0	0	0	1	6	-83.3	-83.3
TOTAL LEXUS CAR	11,111	12,934	-17.3	-14.1	69,933	90,504	-22.7	-22.7
TOTAL TOYOTA CAR	92,912	100,077	-10.6	-7.2	686,056	784,403	-12.5	-12.5
SIENNA	10,853	10,282	1.6	5.6	78,111	90,241	-13.4	-13.4
C-HR	2,901	0	0	0	11,843	0	0	0
RAV4	43,265	33,171	25.6	30.4	269,835	230,957	16.8	16.8
FJ CRUISER	0	0	0	0	3	8	-62.5	-62.5
VENZA	0	11	-100	-100	13	574	-97.7	-97.7
HIGHLANDER	18,845	14,966	21.3	25.9	137,837	112,108	23	23
4RUNNER	10,358	10,191	-2.1	1.6	83,753	74,258	12.8	12.8
SEQUOIA	864	905	-8.1	-4.5	8,038	8,227	-2.3	-2.3
LAND CRUISER	223	270	-20.5	-17.4	1,948	2,230	-12.6	-12.6
TOTAL TOYOTA DIV. SUV	76,456	59,514	23.7	28.5	513,270	428,362	19.8	19.8
TACOMA	17,394	15,373	9	13.1	129,362	126,988	1.9	1.9
TUNDRA	10,320	9,875	0.6	4.5	74,518	75,315	-1.1	-1.1

TOTAL TOYOTA DIV. PICKUP	27,714	25,248	5.7	9.8	203,880	202,303	0.8	0.8
TOTAL TOYOTA DIV. TRUCK	115,023	95,044	16.5	21	795,261	720,906	10.3	10.3
NX	5,517	5,407	-1.7	2	36,946	33,386	10.7	10.7
RX	10,391	9,701	3.1	7.1	66,760	67,635	-1.3	-1.3
GX	3,336	2,493	28.9	33.8	16,308	15,561	4.8	4.8
LX	446	403	6.6	10.7	3,516	3,306	6.4	6.4
TOTAL LEXUS TRUCK	19,690	18,004	5.3	9.4	123,530	119,888	3	3
TOTAL TOYOTA TRUCK	134,713	113,048	14.8	19.2	918,791	840,794	9.3	9.3
Selling Days	27	26			204	204		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	AUGUST, 2017				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	25,995	30,741	-18.6	-15.4	218,191	244,651	-10.8	-10.8
CAMRY	30,246	32,864	-11.4	-8	238,373	266,748	-10.6	-10.6
AVALON	2,871	4,116	-32.8	-30.2	22,465	31,185	-28	-28
YARIS IA (INCL SCI IA)	3,391	2,515	29.8	34.8	25,472	21,949	16.1	16.1
RAV4	19,370	15,956	16.9	21.4	125,535	125,103	0.3	0.3
VENZA	0	11	-100	-100	13	572	-97.7	-97.7
HIGHLANDER	18,845	14,966	21.3	25.9	137,837	112,108	23	23
SIENNA	10,853	10,282	1.6	5.6	78,111	90,241	-13.4	-13.4
SEQUOIA	864	905	-8.1	-4.5	8,038	8,227	-2.3	-2.3
TACOMA	17,394	15,373	9	13.1	129,362	126,988	1.9	1.9
TUNDRA	10,320	9,875	0.6	4.5	74,518	75,315	-1.1	-1.1
ES	5,347	4,429	16.3	20.7	27,404	23,884	14.7	14.7
RX	9,848	9,345	1.5	5.4	62,480	64,075	-2.5	-2.5
TOTAL	155,344	151,378	-1.2	2.6	1,147,799	1,191,046	-3.6	-3.6
N.A VEHICLES % OF TOTAL	68.2%	71.0%			71.5%	73.3%		
TOYOTA DIV. IMPORT CAR	19,298	16,907	9.9	14.1	111,622	129,366	-13.7	-13.7
LEXUS IMPORT CAR	5,764	8,505	-34.7	-32.2	42,529	66,620	-36.2	-36.2
TOYOTA DIV NA BUILT CARS	62,503	70,236	-14.3	-11	504,501	564,533	-10.6	-10.6
LEXUS NA BUILT CARS	5,347	4,429	16.3	20.7	27,404	23,884	14.7	14.7
TOTAL TOYOTA CARS	92,912	100,077	-10.6	-7.2	686,056	784,403	-12.5	-12.5
TOYOTA DIV. IMPORT TRUCK	37,377	27,676	30.1	35.1	241,847	182,352	32.6	32.6
LEXUS IMPORT TRUCK	9,842	8,659	9.5	13.7	61,050	55,813	9.4	9.4
TOYOTA DIV NA BUILT TRUCK	77,646	67,368	11	15.3	553,414	538,554	2.8	2.8
LEXUS NA BUILT TRUCK	9,848	9,345	1.5	5.4	62,480	64,075	-2.5	-2.5
TOTAL TOYOTA TRUCK	134,713	113,048	14.8	19.2	918,791	840,794	9.3	9.3
SELLING DAYS	27	26			204	204		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	6,043	10,177	-42.8	45,189	68,585	-34.1
Toyota Prius V(only)	835	1,346	-40.3	6,919	10,019	-30.9
Toyota Prius C(only)	853	1,459	-43.7	8,770	14,434	-39.2
Toyota Prius PRIME(only)	1,820	2	87530	13,157	48	27310
Toyota RAV4 Hybrid	5,128	4,919	0.4	30,593	28,891	5.9