

TOYOTA U.S. SALES SUMMARY								
JUNE 2017								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	202,376	198,257	2.1	2.1	1,155,165	1,197,802	-3.6	-3.6
TOTAL TOYOTA DIV	177,981	172,478	3.2	3.2	1,021,405	1,046,238	-2.4	-2.4
TOTAL LEXUS	24,395	25,779	-5.4	-5.4	133,760	151,564	-11.7	-11.7
YARIS IA (INCL SCI IA)	2,990	2,939	1.7	1.7	18,748	16,427	14.1	14.1
YARIS LIFTBACK	718	1,300	-44.8	-44.8	6,856	6,584	4.1	4.1
TOTAL YARIS	3,708	4,239	-12.5	-12.5	25,604	23,011	11.3	11.3
iQ	0	1	-100	-100	0	6	-100	-100
xD	0	0	0	0	0	8	-100	-100
xB	0	76	-100	-100	0	2,629	-100	-100
tC	8	905	-99.1	-99.1	174	5,786	-97	-97
COROLLA IM (INCL SCI IM)	1,619	1,570	3.1	3.1	10,931	9,081	20.4	20.4
COROLLA SEDAN	29,432	30,950	-4.9	-4.9	165,596	182,193	-9.1	-9.1
TOTAL COROLLA	31,051	32,520	-4.5	-4.5	176,527	191,274	-7.7	-7.7
86 (INCL FR-S)	635	688	-7.7	-7.7	3,736	3,783	-1.2	-1.2
MIRAI	129	40	222.5	222.5	708	218	224.8	224.8
AVALON	2,520	3,302	-23.7	-23.7	16,735	23,315	-28.2	-28.2
PRIUS	8,735	11,027	-20.8	-20.8	55,100	67,405	-18.3	-18.3
CAMRY	29,463	32,561	-9.5	-9.5	176,897	199,761	-11.4	-11.4
TOTAL TOYOTA DIV. CAR	76,249	85,359	-10.7	-10.7	455,481	517,196	-11.9	-11.9
CT	615	785	-21.7	-21.7	3,926	4,515	-13	-13
IS	2,103	2,748	-23.5	-23.5	12,328	17,099	-27.9	-27.9
RC	499	787	-36.6	-36.6	3,099	5,292	-41.4	-41.4
ES	4,666	5,060	-7.8	-7.8	21,800	27,893	-21.8	-21.8
GS	646	1,351	-52.2	-52.2	3,553	7,452	-52.3	-52.3
LS	300	529	-43.3	-43.3	1,855	2,878	-35.5	-35.5
LC	423	0	0	0	845	0	0	0
LFA	0	1	-100	-100	0	6	-100	-100
TOTAL LEXUS CAR	9,252	11,261	-17.8	-17.8	47,406	65,135	-27.2	-27.2
TOTAL TOYOTA CAR	85,501	96,620	-11.5	-11.5	502,887	582,331	-13.6	-13.6
SIENNA	9,462	11,416	-17.1	-17.1	56,158	68,225	-17.7	-17.7
C-HR	3,100	0	0	0	5,498	0	0	0
RAV4	34,120	27,365	24.7	24.7	184,766	165,900	11.4	11.4
FJ CRUISER	0	0	0	0	2	6	-66.7	-66.7
VENZA	2	40	-95	-95	13	543	-97.6	-97.6
HIGHLANDER	17,237	13,436	28.3	28.3	99,975	81,929	22	22
4RUNNER	10,423	8,410	23.9	23.9	63,521	54,468	16.6	16.6
SEQUOIA	862	994	-13.3	-13.3	6,211	6,297	-1.4	-1.4
LAND CRUISER	240	216	11.1	11.1	1,532	1,673	-8.4	-8.4
TOTAL TOYOTA DIV. SUV	65,984	50,461	30.8	30.8	361,518	310,816	16.3	16.3
TACOMA	16,443	15,809	4	4	94,596	95,035	-0.5	-0.5
TUNDRA	9,843	9,433	4.3	4.3	53,652	54,966	-2.4	-2.4

TOTAL TOYOTA DIV. PICKUP	26,286	25,242	4.1	4.1	148,248	150,001	-1.2	-1.2
TOTAL TOYOTA DIV. TRUCK	101,732	87,119	16.8	16.8	565,924	529,042	7	7
NX	4,597	4,069	13	13	26,023	23,290	11.7	11.7
RX	8,408	8,045	4.5	4.5	46,737	49,412	-5.4	-5.4
GX	1,740	2,098	-17.1	-17.1	10,897	11,150	-2.3	-2.3
LX	398	306	30.1	30.1	2,697	2,577	4.7	4.7
TOTAL LEXUS TRUCK	15,143	14,518	4.3	4.3	86,354	86,429	-0.1	-0.1
TOTAL TOYOTA TRUCK	116,875	101,637	15	15	652,278	615,471	6	6
Selling Days	26	26			152	152		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	JUNE, 2017				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	29,432	30,950	-4.9	-4.9	165,596	182,193	-9.1	-9.1
CAMRY	29,463	32,561	-9.5	-9.5	176,897	199,761	-11.4	-11.4
AVALON	2,520	3,302	-23.7	-23.7	16,735	23,315	-28.2	-28.2
YARIS IA (INCL SCI IA)	2,990	2,939	1.7	1.7	18,748	16,427	14.1	14.1
RAV4	16,075	15,095	6.5	6.5	86,558	92,268	-6.2	-6.2
VENZA	2	40	-95	-95	13	541	-97.6	-97.6
HIGHLANDER	17,237	13,436	28.3	28.3	99,975	81,929	22	22
SIENNA	9,462	11,416	-17.1	-17.1	56,158	68,225	-17.7	-17.7
SEQUOIA	862	994	-13.3	-13.3	6,211	6,297	-1.4	-1.4
TACOMA	16,443	15,809	4	4	94,596	95,035	-0.5	-0.5
TUNDRA	9,843	9,433	4.3	4.3	53,652	54,966	-2.4	-2.4
ES	3,717	3,569	4.1	4.1	16,581	15,475	7.1	7.1
RX	7,939	7,794	1.9	1.9	43,565	46,608	-6.5	-6.5
TOTAL	145,985	147,338	-0.9	-0.9	835,285	883,040	-5.4	-5.4
N.A VEHICLES % OF TOTAL	72.1%	74.3%			72.3%	73.7%		
TOYOTA DIV. IMPORT CAR	11,844	15,607	-24.1	-24.1	77,505	95,500	-18.8	-18.8
LEXUS IMPORT CAR	5,535	7,692	-28	-28	30,825	49,660	-37.9	-37.9
TOYOTA DIV NA BUILT CARS	64,405	69,752	-7.7	-7.7	377,976	421,696	-10.4	-10.4
LEXUS NA BUILT CARS	3,717	3,569	4.1	4.1	16,581	15,475	7.1	7.1
TOTAL TOYOTA CARS	85,501	96,620	-11.5	-11.5	502,887	582,331	-13.6	-13.6
TOYOTA DIV. IMPORT TRUCK	31,808	20,896	52.2	52.2	168,761	129,781	30	30
LEXUS IMPORT TRUCK	7,204	6,724	7.1	7.1	42,789	39,821	7.5	7.5
TOYOTA DIV NA BUILT TRUCK	69,924	66,223	5.6	5.6	397,163	399,261	-0.5	-0.5
LEXUS NA BUILT TRUCK	7,939	7,794	1.9	1.9	43,565	46,608	-6.5	-6.5
TOTAL TOYOTA TRUCK	116,875	101,637	15	15	652,278	615,471	6	6
SELLING DAYS	26	26			152	152		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	5,476	8,531	-35.8	33,112	48,475	-31.7
Toyota Prius V(only)	773	1,130	-31.6	5,247	7,315	-28.3
Toyota Prius C(only)	867	1,355	-36	7,049	11,573	-39.1
Toyota Prius PRIME(only)	1,619	11	14618	9,692	42	22976
Toyota RAV4 Hybrid	3,709	3,751	-1.1	20,770	19,278	7.7