

TOYOTA U.S. SALES SUMMARY								
JULY 2017								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	222,057	214,270	7.8	3.6	1,377,222	1,412,072	-1.9	-2.5
TOTAL TOYOTA DIV	193,155	186,380	7.8	3.6	1,214,560	1,232,618	-0.9	-1.5
TOTAL LEXUS	28,902	27,890	7.8	3.6	162,662	179,454	-8.8	-9.4
YARIS IA (INCL SCI IA)	3,333	3,007	15.3	10.8	22,081	19,434	14.3	13.6
YARIS LIFTBACK	361	794	-52.7	-54.5	7,217	7,378	-1.6	-2.2
TOTAL YARIS	3,694	3,801	1.1	-2.8	29,298	26,812	9.9	9.3
iQ	0	0	0	0	0	6	-100	-100
xD	0	0	0	0	0	8	-100	-100
xB	0	29	-100	-100	0	2,658	-100	-100
tC	7	1,104	-99.3	-99.4	181	6,890	-97.4	-97.4
COROLLA IM (INCL SCI IM)	1,733	1,601	12.6	8.2	12,664	10,682	19.2	18.6
COROLLA SEDAN	26,600	31,717	-12.8	-16.1	192,196	213,910	-9.6	-10.2
TOTAL COROLLA	28,333	33,318	-11.6	-15	204,860	224,592	-8.3	-8.8
86 (INCL FR-S)	655	682	-0.1	-4	4,391	4,465	-1.1	-1.7
MIRAI	82	52	64	57.7	790	270	194.2	192.6
AVALON	2,859	3,754	-20.8	-23.8	19,594	27,069	-27.2	-27.6
PRIUS	9,384	12,697	-23.1	-26.1	64,484	80,102	-19	-19.5
CAMRY	33,827	34,123	3.1	-0.9	210,724	233,884	-9.4	-9.9
TOTAL TOYOTA DIV. CAR	78,841	89,560	-8.4	-12	534,322	606,756	-11.4	-11.9
CT	442	849	-45.9	-47.9	4,368	5,364	-18.1	-18.6
IS	2,443	3,461	-26.6	-29.4	14,771	20,560	-27.8	-28.2
RC	522	977	-44.4	-46.6	3,621	6,269	-41.9	-42.2
ES	6,641	5,497	25.6	20.8	28,441	33,390	-14.3	-14.8
GS	652	1,218	-44.3	-46.5	4,205	8,670	-51.2	-51.5
LS	402	433	-3.4	-7.2	2,257	3,311	-31.4	-31.8
LC	313	0	0	0	1,158	0	0	0
LFA	1	0	0	0	1	6	-83.2	-83.3
TOTAL LEXUS CAR	11,416	12,435	-4.5	-8.2	58,822	77,570	-23.7	-24.2
TOTAL TOYOTA CAR	90,257	101,995	-8	-11.5	593,144	684,326	-12.8	-13.3
SIENNA	11,100	11,734	-1.6	-5.4	67,258	79,959	-15.4	-15.9
C-HR	3,444	0	0	0	8,942	0	0	0
RAV4	41,804	31,886	36.3	31.1	226,570	197,786	15.2	14.6
FJ CRUISER	1	2	-48	-50	3	8	-62.3	-62.5
VENZA	0	20	-100	-100	13	563	-97.7	-97.7
HIGHLANDER	19,017	15,213	30	25	118,992	97,142	23.2	22.5
4RUNNER	9,874	9,599	7	2.9	73,395	64,067	15.2	14.6
SEQUOIA	963	1,025	-2.3	-6	7,174	7,322	-1.5	-2
LAND CRUISER	193	287	-30.1	-32.8	1,725	1,960	-11.5	-12
TOTAL TOYOTA DIV. SUV	75,296	58,032	34.9	29.7	436,814	368,848	19.1	18.4
TACOMA	17,372	16,580	9	4.8	111,968	111,615	0.9	0.3
TUNDRA	10,546	10,474	4.7	0.7	64,198	65,440	-1.3	-1.9

TOTAL TOYOTA DIV. PICKUP	27,918	27,054	7.3	3.2	176,166	177,055	0.1	-0.5
TOTAL TOYOTA DIV. TRUCK	114,314	96,820	22.8	18.1	680,238	625,862	9.3	8.7
NX	5,406	4,689	19.9	15.3	31,429	27,979	13	12.3
RX	9,632	8,522	17.5	13	56,369	57,934	-2.2	-2.7
GX	2,075	1,918	12.5	8.2	12,972	13,068	-0.2	-0.7
LX	373	326	19	14.4	3,070	2,903	6.4	5.8
TOTAL LEXUS TRUCK	17,486	15,455	17.7	13.1	103,840	101,884	2.5	1.9
TOTAL TOYOTA TRUCK	131,800	112,275	22.1	17.4	784,078	727,746	8.3	7.7
Selling Days	25	26			177	178		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	JULY, 2017				-- CALENDAR YEAR TO DATE --			
	-- CURRENT MONTH --							
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	26,600	31,717	-12.8	-16.1	192,196	213,910	-9.6	-10.2
CAMRY	31,230	34,123	-4.8	-8.5	208,127	233,884	-10.5	-11
AVALON	2,859	3,754	-20.8	-23.8	19,594	27,069	-27.2	-27.6
YARIS IA (INCL SCI IA)	3,333	3,007	15.3	10.8	22,081	19,434	14.3	13.6
RAV4	19,607	16,879	20.8	16.2	106,165	109,147	-2.2	-2.7
VENZA	0	20	-100	-100	13	561	-97.7	-97.7
HIGHLANDER	19,017	15,213	30	25	118,992	97,142	23.2	22.5
SIENNA	11,100	11,734	-1.6	-5.4	67,258	79,959	-15.4	-15.9
SEQUOIA	963	1,025	-2.3	-6	7,174	7,322	-1.5	-2
TACOMA	17,372	16,580	9	4.8	111,968	111,615	0.9	0.3
TUNDRA	10,546	10,474	4.7	0.7	64,198	65,440	-1.3	-1.9
ES	5,476	3,980	43.1	37.6	22,057	19,455	14	13.4
RX	9,067	8,122	16.1	11.6	52,632	54,730	-3.3	-3.8
TOTAL	157,170	156,628	4.4	0.3	992,455	1,039,668	-4	-4.5
N.A VEHICLES % OF TOTAL	70.8%	73.1%			72.1%	73.6%		
TOYOTA DIV. IMPORT CAR	14,819	16,959	-9.1	-12.6	92,324	112,459	-17.4	-17.9
LEXUS IMPORT CAR	5,940	8,455	-26.9	-29.7	36,765	58,115	-36.4	-36.7
TOYOTA DIV NA BUILT CARS	64,022	72,601	-8.3	-11.8	441,998	494,297	-10.1	-10.6
LEXUS NA BUILT CARS	5,476	3,980	43.1	37.6	22,057	19,455	14	13.4
TOTAL TOYOTA CARS	90,257	101,995	-8	-11.5	593,144	684,326	-12.8	-13.3
TOYOTA DIV. IMPORT TRUCK	35,709	24,895	49.2	43.4	204,470	154,676	32.9	32.2
LEXUS IMPORT TRUCK	8,419	7,333	19.4	14.8	51,208	47,154	9.2	8.6
TOYOTA DIV NA BUILT TRUCK	78,605	71,925	13.7	9.3	475,768	471,186	1.5	1
LEXUS NA BUILT TRUCK	9,067	8,122	16.1	11.6	52,632	54,730	-3.3	-3.8
TOTAL TOYOTA TRUCK	131,800	112,275	22.1	17.4	784,078	727,746	8.3	7.7
SELLING DAYS	25	26			177	178		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	6,034	9,933	-36.8	39,146	58,408	-32.6
Toyota Prius V(only)	837	1,358	-35.9	6,084	8,673	-29.5
Toyota Prius C(only)	868	1,402	-35.6	7,917	12,975	-38.6
Toyota Prius PRIME(only)	1,645	4	42670	11,337	46	24685
Toyota RAV4 Hybrid	4,695	4,694	4	25,465	23,972	6.8