

TOYOTA U.S. SALES SUMMARY								
SEPTEMBER 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	203,098	226,632	-6.8	-10.4	1,824,235	1,831,481	-0.4	-0.4
TOTAL TOYOTA DIV	178,501	200,436	-7.4	-10.9	1,610,613	1,611,822	-0.1	-0.1
TOTAL LEXUS	24,597	26,196	-2.3	-6.1	213,622	219,659	-2.7	-2.7
YARIS IA (INCL SCI IA)	1,450	3,122	-51.7	-53.6	21,563	28,594	-24.6	-24.6
YARIS LIFTBACK	234	200	21.7	17.0	1,495	8,046	-81.4	-81.4
TOTAL YARIS	1,692	3,322	-47.0	-49.1	23,066	36,640	-37.0	-37.0
iQ	0	0	0	0	0	0	0	0.0
xD	0	2	-100	-100	0	2	-100	-100.0
xB	0	0	0	0	1	0	0	0.0
tC	0	6	-100.0	-100.0	1	195	-99.5	-99.5
COROLLA IM (INCL SCI IM)	1,667	1,838	-5.7	-9.3	17,867	16,151	10.6	10.6
COROLLA SEDAN	19,130	30,931	-35.7	-38.2	217,301	249,122	-12.8	-12.8
TOTAL COROLLA	20,797	32,769	-34.0	-36.5	235,168	265,273	-11.3	-11.3
86 (INCL FR-S)	325	530	-36.2	-38.7	3,223	5,507	-41.5	-41.5
MIRAI	159	184	-10.1	-13.6	1,155	1,044	10.6	10.6
AVALON	2,225	2,590	-10.7	-14.1	26,654	25,055	6.4	6.4
PRIUS	7,378	9,286	-17.4	-20.5	68,925	83,322	-17.3	-17.3
CAMRY	27,640	34,732	-17.2	-20.4	262,887	282,507	-6.9	-6.9
TOTAL TOYOTA DIV. CAR	60,216	83,421	-24.9	-27.8	621,080	699,545	-11.2	-11.2
CT	0	91	-100	-100	4	4,663	-99.9	-99.9
IS	1,798	2,059	-9.2	-12.7	17,393	19,275	-9.8	-9.8
RC	258	737	-63.6	-65.0	2,593	5,023	-48.4	-48.4
ES	5,206	4,230	28.0	23.1	34,344	39,075	-12.1	-12.1
GS	451	666	-29.6	-32.3	5,158	5,560	-7.2	-7.2
LS	668	432	60.8	54.6	6,672	3,102	115.1	115.1
LC	156	249	-35	-37	1,548	1698	-9	-9
LFA	0	1	-100	-100	2	2	0	0
TOTAL LEXUS CAR	8,537	8,465	4.9	0.9	67,714	78,398	-13.6	-13.6
TOTAL TOYOTA CAR	68,753	91,886	-22.2	-25.2	688,794	777,943	-11.5	-11.5
SIENNA	7,520	9,512	-17.8	-20.9	67,373	87,623	-23.1	-23.1
C-HR	4,180	3017	44	39	37,930	14860	155.2	155.2
RAV4	37,440	42,395	-8.2	-11.7	319,147	312,230	2.2	2.2
FJ CRUISER	2	0	0	0	3	3	0	0
VENZA	0	1	-100	-100	0	14	-100	-100
HIGHLANDER	21,986	20,359	12.3	8.0	180,699	158,196	14.2	14.2
4RUNNER	12,133	11,333	11.3	7.1	102,267	95,086	7.6	7.6
SEQUOIA	972	961	5.2	1.1	8,105	8,999	-9.9	-9.9
LAND CRUISER	333	220	57.4	51.4	2,318	2,168	6.9	6.9
TOTAL TOYOTA DIV. SUV	77,046	78,286	2.4	-1.6	650,469	591,556	10.0	10.0
TACOMA	22,265	18,058	28.2	23.3	183,909	147,421	24.8	24.8
TUNDRA	11,454	11,159	6.7	2.6	87,782	85,677	2.5	2.5
TOTAL TOYOTA DIV. PICKUP	33,719	29,217	20.0	15.4	271,691	233,098	16.6	16.6
TOTAL TOYOTA DIV. TRUCK	118,285	117,015	5.1	1.1	989,533	912,277	8.5	8.5
NX	4,544	5,041	-6.3	-9.9	43,513	41,987	3.6	3.6
RX	8,857	9,120	1.0	-2.9	79,563	75,880	4.9	4.9

GX	2,280	3035	-21.9	-24.9	19,097	19,343	-1.3	-1.3
LX	379	535	-26.3	-29.2	3,735	4,051	-7.8	-7.8
TOTAL LEXUS TRUCK	16,060	17,731	-5.8	-9.4	145,908	141,261	3.3	3.3
TOTAL TOYOTA TRUCK	134,345	134,746	3.7	-0.3	1,135,441	1,053,538	7.8	7.8
Selling Days	25	26			230	230		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	SEPTEMBER, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	19,130	30,931	-35.7	-38.2	217,301	249,122	-12.8	-12.8
CAMRY	26,997	26,086	7.6	3.5	248,075	264,459	-6.2	-6.2
AVALON	2,225	2,590	-10.7	-14.1	26,654	25,055	6.4	6.4
YARIS IA (INCL SCI IA)	1,450	3,122	-51.7	-53.6	21,563	28,594	-24.6	-24.6
RAV4	13,532	20,717	-32.1	-34.7	130,765	146,252	-10.6	-10.6
VENZA	0	1	-100.0	-100.0	0	14	-100.0	-100.0
HIGHLANDER	21,986	20,359	12.3	8.0	180,699	158,196	14.2	14.2
SIENNA	7,520	9,512	-17.8	-20.9	67,373	87,623	-23.1	-23.1
SEQUOIA	972	961	5.2	1.1	8,105	8,999	-9.9	-9.9
TACOMA	22,265	18,058	28.2	23.3	183,909	147,421	24.8	24.8
TUNDRA	11,454	11,159	6.7	2.6	87,782	85,677	2.5	2.5
ES	4,107	3,602	18.6	14.0	30,103	31,006	-2.9	-2.9
RX	6,411	8,770	-24.0	-26.9	60,051	71,250	-15.7	-15.7
TOTAL	138,057	155,868	-7.9	-11.4	1,262,388	1,303,668	-3.2	-3.2
N.A VEHICLES % OF TOTAL	68.0%	68.8%			69.2%	71.2%		
TOYOTA DIV. IMPORT CAR	10,406	20,692	-47.7	-49.7	107,479	132,315	-18.8	-18.8
LEXUS IMPORT CAR	4,430	4,863	-5.3	-8.9	37,611	47,392	-20.6	-20.6
TOYOTA DIV NA BUILT CARS	49,810	62,729	-17.4	-20.6	513,601	567,230	-9.5	-9.5
LEXUS NA BUILT CARS	4,107	3,602	18.6	14.0	30,103	31,006	-2.9	-2.9
TOTAL TOYOTA CARS	68,753	91,886	-22.2	-25.2	688,794	777,943	-11.5	-11.5
TOYOTA DIV. IMPORT TRUCK	40,556	36,248	16.4	11.9	330,900	278,095	19.0	19.0
LEXUS IMPORT TRUCK	9,649	8,961	12.0	7.7	85,857	70,011	22.6	22.6
TOYOTA DIV NA BUILT TRUCK	77,729	80,767	0.1	-3.8	658,633	634,182	3.9	3.9
LEXUS NA BUILT TRUCK	6,411	8,770	-24.0	-26.9	60,051	71,250	-15.7	-15.7
TOTAL TOYOTA TRUCK	134,345	134,746	3.7	-0.3	1,135,441	1,053,538	7.8	7.8
Selling Days	25	26			230	230		

	TOYOTA U.S. HYBRID SALES SUMMARY						
	SEPTEMBER, 2018						
	-- Current Month --			-- Calendar Year To Date --			
	2018	2017	DSR %	2018	2017	DSR %	
Toyota Prius Sedan	4,370	5,722	-20.6%	39,471	50,911	-22.5%	
Toyota Prius V(only)	11	728	-98.4%	2,057	7,647	-73.1%	
Toyota Prius C(only)	784	937	-13.0%	6,874	9,707	-29.2%	
Toyota Prius PRIME(only)	2,213	1,899	21.2%	20,523	15,057	36.3%	
Toyota RAV4 Hybrid	4,459	5,759	-19.5%	36,995	36,352	1.8%	
Lexus NX Hybrid	664	189	265.4%	6,226	1,941	220.8%	
Lexus RX Hybrid	1,493	835	86.0%	10,434	6,173	69.0%	