

TOYOTA U.S. SALES SUMMARY								
MAY 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	215,321	218,252	-5.1	-1.3	979,710	952,791	2.0	2.8
TOTAL TOYOTA DIV	189,930	192,848	-5.3	-1.5	868,460	843,426	2.2	3.0
TOTAL LEXUS	25,391	25,404	-3.9	-0.1	111,250	109,365	0.9	1.7
YARIS IA (INCL SCI IA)	2,861	3,444	-20.1	-16.9	13,430	15,758	-15.4	-14.8
YARIS LIFTBACK	139	852	-84.3	-83.7	724	6,138	-88.3	-88.2
TOTAL YARIS	3,000	4,296	-32.9	-30.2	14,154	21,896	-35.9	-35.4
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	0	0	0.0
xB	0	0	0	0	0	0	0	0.0
tC	0	10	-100.0	-100.0	1	166	-99.4	-99.4
COROLLA IM (INCL SCI IM)	2,526	1,995	21.7	26.6	9,436	9,312	0.5	1.3
COROLLA SEDAN	27,052	30,942	-15.9	-12.6	123,858	136,164	-9.8	-9.0
TOTAL COROLLA	29,578	32,937	-13.7	-10.2	133,294	145,476	-9.1	-8.4
86 (INCL FR-S)	401	680	-43.3	-41.0	1,920	3,101	-38.6	-38.1
MIRAI	102	162	-39.5	-37.0	640	579	9.7	10.5
AVALON	2,669	2,872	-10.6	-7.1	16,499	14,215	15.2	16.1
PRIUS	8,672	10,023	-16.8	-13.5	38,327	46,366	-18.0	-17.3
CAMRY	29,965	32,547	-11.5	-7.9	150,580	147,434	1.3	2.1
TOTAL TOYOTA DIV. CAR	74,387	83,527	-14.4	-10.9	355,415	379,233	-7.0	-6.3
CT	0	825	-100	-100	4	3,311	-99.9	-99.9
IS	2,180	2,367	-11.4	-7.9	9,279	10,225	-10.0	-9.3
RC	434	517	-19.3	-16.1	1,421	2,600	-45.8	-45.3
ES	3,828	4,228	-12.9	-9.5	16,309	17,134	-5.6	-4.8
GS	672	615	5.1	9.3	3,086	2,907	5.3	6.2
LS	908	317	175.4	186.4	3,580	1,555	128.4	130.2
LC	154	422	-65	-64	855	422	101	103
LFA	1	0	0	0	2	0	0	0
TOTAL LEXUS CAR	8,177	9,291	-15.4	-12.0	34,536	38,154	-10.2	-9.5
TOTAL TOYOTA CAR	82,564	92,818	-14.5	-11.0	389,951	417,387	-7.3	-6.6
SIENNA	7,346	10,434	-32.3	-29.6	38,903	46,696	-17.3	-16.7
C-HR	4,366	1848	127	136	21,908	2398	806.4	813.6
RAV4	38,202	38,356	-4.2	-0.4	160,670	150,646	5.8	6.7
FJ CRUISER	0	0	0	0	1	2	-50.4	-50
VENZA	0	0	0	0	0	11	-100	-100
HIGHLANDER	21,312	18,115	13.1	17.6	92,650	82,738	11.1	12.0
4RUNNER	11,739	11,014	2.5	6.6	53,259	53,098	-0.5	0.3
SEQUOIA	868	964	-13.4	-10.0	4,556	5,349	-15.5	-14.8
LAND CRUISER	268	259	-0.5	3.5	1,291	1,292	-0.9	-0.1
TOTAL TOYOTA DIV. SUV	76,755	70,556	4.6	8.8	334,335	295,534	12.2	13.1
TACOMA	21,380	17,654	16.4	21.1	93,970	78,154	19.3	20.2
TUNDRA	10,062	10,677	-9.4	-5.8	45,837	43,809	3.8	4.6
TOTAL TOYOTA DIV. PICKUP	31,442	28,331	6.7	11.0	139,807	121,963	13.7	14.6
TOTAL TOYOTA DIV. TRUCK	115,543	109,321	1.6	5.7	513,045	464,193	9.7	10.5
NX	4,975	5,009	-4.5	-0.7	23,810	21,426	10.3	11.1
RX	9,697	8,849	5.4	9.6	41,197	38,329	6.6	7.5

GX	2018	1851	4.8	9.0	9,521	9,157	3.2	4.0
LX	524	404	24.7	29.7	2,186	2,299	-5.7	-4.9
TOTAL LEXUS TRUCK	17,214	16,113	2.7	6.8	76,714	71,211	6.9	7.7
TOTAL TOYOTA TRUCK	132,757	125,434	1.8	5.8	589,759	535,404	9.3	10.2
Selling Days	26	25			127	126		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	MAY, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	27,052	30,942	-15.9	-12.6	123,858	136,164	-9.8	-9.0
CAMRY	28,875	32,547	-14.7	-11.3	139,680	147,434	-6.0	-5.3
AVALON	2,669	2,872	-10.6	-7.1	16,499	14,215	15.2	16.1
YARIS IA (INCL SCI IA)	2,861	3,444	-20.1	-16.9	13,430	15,758	-15.4	-14.8
RAV4	16,769	17,580	-8.3	-4.6	70,412	70,483	-0.9	-0.1
VENZA	0	0	0.0	0.0	0	11	-100.0	-100.0
HIGHLANDER	21,312	18,115	13.1	17.6	92,650	82,738	11.1	12.0
SIENNA	7,346	10,434	-32.3	-29.6	38,903	46,696	-17.3	-16.7
SEQUOIA	868	964	-13.4	-10.0	4,556	5,349	-15.5	-14.8
TACOMA	21,380	17,654	16.4	21.1	93,970	78,154	19.3	20.2
TUNDRA	10,062	10,677	-9.4	-5.8	45,837	43,809	3.8	4.6
ES	3,400	3,335	-2.0	1.9	14,544	12,864	12.2	13.1
RX	5,834	8,301	-32.4	-29.7	32,391	35,626	-9.8	-9.1
TOTAL	148,428	156,865	-9.0	-5.4	686,730	689,301	-1.2	-0.4
N.A VEHICLES % OF TOTAL	68.9%	71.9%			70.1%	72.3%		
TOYOTA DIV. IMPORT CAR	12,930	13,722	-9.4	-5.8	61,948	65,662	-6.4	-5.7
LEXUS IMPORT CAR	4,777	5,956	-22.9	-19.8	19,992	25,290	-21.6	-20.9
TOYOTA DIV NA BUILT CARS	61,457	69,805	-15.3	-12.0	293,467	313,571	-7.1	-6.4
LEXUS NA BUILT CARS	3,400	3,335	-2.0	1.9	14,544	12,864	12.2	13.1
TOTAL TOYOTA CARS	82,564	92,818	-14.5	-11.0	389,951	417,387	-7.3	-6.6
TOYOTA DIV. IMPORT TRUCK	37,806	33,897	7.2	11.5	166,717	136,953	20.8	21.7
LEXUS IMPORT TRUCK	11,380	7,812	40.1	45.7	44,323	35,585	23.6	24.6
TOYOTA DIV NA BUILT TRUCK	77,737	75,424	-0.9	3.1	346,328	327,240	5.0	5.8
LEXUS NA BUILT TRUCK	5,834	8,301	-32.4	-29.7	32,391	35,626	-9.8	-9.1
TOTAL TOYOTA TRUCK	132,757	125,434	1.8	5.8	589,759	535,404	9.3	10.2
Selling Days	26	25			127	126		

	TOYOTA U.S. HYBRID SALES SUMMARY						
	APRIL, 2018						
	-- Current Month --			-- Calendar Year To Date --			
	2018	2017	DSR %	2018	2017	DSR %	
Toyota Prius Sedan	4,760	6,065	-24.5%	20,554	27,636	-26.2%	
Toyota Prius V(only)	170	929	-82.4%	1,882	4,474	-58.3%	
Toyota Prius C(only)	818	1,121	-29.8%	3,873	6,182	-37.8%	
Toyota Prius PRIME(only)	2,924	1,908	47.4%	12,018	8,074	47.7%	
Toyota RAV4 Hybrid	4,268	4,070	0.8%	19,347	17,061	12.5%	
Lexus NX Hybrid	762	228	221.4%	3,077	1,048	191.3%	
Lexus RX Hybrid	1,359	747	74.9%	4,407	3,025	44.5%	