TOYOTA U.S. SALES SUMMARY
December, 2013

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2013	2012	DSR % CHG	VOL % CHG	2013	2012	DSR % CHG	VOL % CHG
TOTAL TOYOTA	**190,843**	**194,143**	**2.2**	**-1.7**	**2,236,042**	**2,082,504**	**7.4**	**7.4**
TOTAL TOYOTA DIV.	156,086	163,536	-0.7	-4.6	1,962,195	1,838,338	6.7	6.7
TOTAL LEXUS	34,757	30,607	18.1	13.6	273,847	244,166	12.2	12.2
YARIS	601	1,999	-68.7	-69.9	21,342	30,590	-30.2	-30.2
COROLLA	22,562	24,679	-4.9	-8.6	302,180	290,947	3.9	3.9
PRIUS	15,720	20,040	-18.4	-21.6	234,228	236,659	-1.0	-1.0
CAMRY	29,964	31,407	-0.8	-4.6	408,484	404,886	0.9	0.9
AVALON	6,212	5,171	24.9	20.1	70,990	29,556	140.2	140.2
SCION FR-S	1,029	1,495	-28.4	-31.2	18,327	11,417	60.5	60.5
SCION iQ	201	576	-63.7	-65.1	4,046	8,879	-54.4	-54.4
SCION xD	662	677	1.7	-2.2	9,005	10,756	-16.3	-16.3
SCION xB	1,288	1,391	-3.7	-7.4	17,849	19,787	-9.8	-9.8
SCION tC	1,143	1,383	-14.0	-17.4	19,094	22,666	-15.8	-15.8
TOTAL SCION	*4,323*	*5,522*	-18.6	-21.7	*68,321*	*73,505*	-7.1	-7.1
TOTAL TOYOTA DIV. CAR	**79,382**	**88,818**	**-7.0**	**-10.6**	**1,105,545**	**1,066,143**	**3.7**	**3.7**
CT	1,787	1,598	16.3	11.8	15,071	17,673	-14.7	-14.7
HS	0	2	-100.0	-100.0	5	649	-99.2	-99.2
IS	5,414	2,497	125.5	116.8	35,017	27,708	26.4	26.4
ES	8,213	7,987	6.9	2.8	72,581	56,158	29.2	29.2
GS	2,604	2,796	-3.1	-6.9	19,742	22,160	-10.9	-10.9
LS	1,064	1,286	-14.0	-17.3	10,727	8,345	28.5	28.5
SC	0	0	#N/A	#N/A	0	2	-100.0	-100.0
LFA	1	6	-82.7	-83.3	23	46	-50.0	-50.0
TOTAL LEXUS CAR	**19,083**	**16,172**	**22.7**	**18.0**	**153,166**	**132,741**	**15.4**	**15.4**
TOTAL TOYOTA CAR	**98,465**	**104,990**	**-2.5**	**-6.2**	**1,258,711**	**1,198,884**	**5.0**	**5.0**
RAV4	20,970	14,351	52.0	46.1	218,249	171,877	27.0	27.0
FJ CRUISER	1,305	1,511	-10.2	-13.6	13,131	13,656	-3.8	-3.8
VENZA	2,148	4,423	-49.5	-51.4	35,846	43,095	-16.8	-16.8
HIGHLANDER	12,344	12,191	5.3	1.3	127,572	121,055	5.4	5.4
4RUNNER	5,100	5,224	1.5	-2.4	51,625	48,755	5.9	5.9
SIENNA	9,380	10,885	-10.4	-13.8	121,117	114,725	5.6	5.6
SEQUOIA	1,382	1,533	-6.2	-9.8	13,811	13,151	5.0	5.0
LAND CRUISER	326	316	7.3	3.2	3,082	2,895	6.5	6.5
TOTAL TOYOTA DIV. SUV	*43,575*	*39,549*	*14.6*	*10.2*	*463,316*	*414,484*	*11.8*	*11.8*
TACOMA	12,761	14,030	-5.4	-9.0	159,485	141,365	12.8	12.8
TUNDRA	10,988	10,254	11.4	7.2	112,732	101,621	10.9	10.9
TOTAL TOYOTA DIV. PICKUP	*23,749*	*24,284*	*1.7*	*-2.2*	*272,217*	*242,986*	*12.0*	*12.0*
TOTAL TOYOTA DIV. TRUCK	**76,704**	**74,718**	**6.8**	**2.7**	**856,650**	**772,195**	**10.9**	**10.9**
RX	13,169	12,534	9.3	5.1	103,920	95,381	9.0	9.0
GX	1,830	1,407	35.3	30.1	12,136	11,039	9.9	9.9
LX	675	494	42.1	36.6	4,625	5,005	-7.6	-7.6
TOTAL LEXUS TRUCK	**15,674**	**14,435**	**12.9**	**8.6**	**120,681**	**111,425**	**8.3**	**8.3**
TOTAL TOYOTA TRUCK	**92,378**	**89,153**	**7.8**	**3.6**	**977,331**	**883,620**	**10.6**	**10.6**
SELLING DAYS	25	26			307	307		

DSR = DAILY SELLING RATE

TOYOTA U.S. SALES SUMMARY
December, 2013

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2013	2012	DSR % CHG	VOL % CHG	2013	2012	DSR % CHG	VOL % CHG
*** NORTH AMERICAN BUILT VEHICLES**								
COROLLA	22,510	24,640	-5.0	-8.6	293,177	279,046	5.1	5.1
CAMRY	29,946	31,395	-0.8	-4.6	408,261	404,701	0.9	0.9
AVALON	6,212	5,171	24.9	20.1	70,990	29,556	140.2	140.2
RAV4	15,689	13,070	24.8	20.0	147,319	147,445	-0.1	-0.1
VENZA	2,148	4,423	-49.5	-51.4	35,846	43,095	-16.8	-16.8
HIGHLANDER	12,044	11,577	8.2	4.0	122,144	114,736	6.5	6.5
SIENNA	9,380	10,885	-10.4	-13.8	121,117	114,725	5.6	5.6
SEQUOIA	1,382	1,533	-6.2	-9.8	13,811	13,151	5.0	5.0
TACOMA	12,761	14,030	-5.4	-9.0	159,485	141,365	12.8	12.8
TUNDRA	10,988	10,254	11.4	7.2	112,732	101,621	10.9	10.9
RX	8,315	10,102	-14.4	-17.7	80,728	75,780	6.5	6.5
TOTAL	**131,375**	**137,080**	**-0.3**	**-4.2**	**1,565,610**	**1,465,221**	**6.9**	**6.9**
N.A. VEHICLES % OF TOTAL	**68.8%**	**70.6%**			**70.0%**	**70.4%**		
TOYOTA DIV. IMPORT CAR	20,714	27,612	-22.0	-25.0	333,117	352,840	-5.6	-5.6
LEXUS IMPORT CAR	19,083	16,172	22.7	18.0	153,166	132,741	15.4	15.4
TOYOTA DIV NA BUILT CARS	58,668	61,206	-0.3	-4.1	772,428	713,303	8.3	8.3
TOTAL TOYOTA CARS	**98,465**	**104,990**	**-2.5**	**-6.2**	**1,258,711**	**1,198,884**	**5.0**	**5.0**
TOYOTA DIV. IMPORT TRUCK	12,312	8,946	43.1	37.6	144,196	96,057	50.1	50.1
LEXUS IMPORT TRUCK	7,359	4,333	76.6	69.8	39,953	35,645	12.1	12.1
TOYOTA DIV NA BUILT TRUCK	64,392	65,772	1.8	-2.1	712,454	676,138	5.4	5.4
LEXUS NA BUILT TRUCK	8,315	10,102	-14.4	-17.7	80,728	75,780	6.5	6.5
TOTAL TOYOTA TRUCK	**92,378**	**89,153**	**7.8**	**3.6**	**977,331**	**883,620**	**10.6**	**10.6**
SELLING DAYS	25	26			307	307		

DSR = DAILY SELLING RATE

	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
Memo:	2013	2012	DSR %	2013	2012	DSR %
Toyota Prius Sedan	9,881	12,536	-18.0%	145,172	147,507	-1.6%
Toyota Prius V (only)	2,110	2,992	-26.7%	34,989	40,669	-14.0%
Toyota Prius C (only)	2,810	3,151	-7.3%	41,979	35,733	17.5%
Toyota Prius Phv (only)	919	1,361	-29.8%	12,088	12,750	-5.2%