

**TOYOTA U.S. SALES SUMMARY**  
**December, 2015**

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
			DSR %	VOL %			DSR %	VOL %
	2015	2014	CHG	CHG	2015	2014	CHG	CHG
<b>TOTAL TOYOTA</b>	<b>238,350</b>	<b>215,057</b>	<b>2.9</b>	<b>10.8</b>	<b>2,499,313</b>	<b>2,373,771</b>	<b>4.9</b>	<b>5.3</b>
TOTAL TOYOTA DIV.	196,970	175,178	4.4	12.4	2,154,712	2,062,382	4.1	4.5
TOTAL LEXUS	41,380	39,879	-3.6	3.8	344,601	311,389	10.3	10.7
YARIS	377	1,605	-78.2	-76.5	16,779	13,274	26.0	26.4
COROLLA	32,445	30,125	0.0	7.7	363,332	339,498	6.7	7.0
MIRAI	15	0	N/A	N/A	72	0	N/A	N/A
PRIUS	15,076	14,414	-2.9	4.6	184,794	207,372	-11.2	-10.9
CAMRY	37,299	31,618	9.5	18.0	429,355	428,606	-0.2	0.2
AVALON	5,816	6,501	-16.9	-10.5	60,063	67,183	-10.9	-10.6
SCION FR-S	588	834	-34.5	-29.5	10,507	14,062	-25.5	-25.3
SCION iA	1,808	0	N/A	N/A	7,605	0	N/A	N/A
SCION iM	1,245	0	N/A	N/A	5,097	0	N/A	N/A
SCION iQ	2	87	-97.9	-97.7	482	2,040	-76.4	-76.4
SCION xD	8	288	-97.4	-97.2	794	7,377	-89.3	-89.2
SCION xB	886	1,480	-44.4	-40.1	15,223	16,583	-8.5	-8.2
SCION tC	976	1,128	-19.7	-13.5	16,459	17,947	-8.6	-8.3
<i>TOTAL SCION</i>	<i>5,513</i>	<i>3,817</i>	<i>34.1</i>	<i>44.4</i>	<i>56,167</i>	<i>58,009</i>	<i>-3.5</i>	<i>-3.2</i>
<b>TOTAL TOYOTA DIV. CAR</b>	<b>96,541</b>	<b>88,080</b>	<b>1.8</b>	<b>9.6</b>	<b>1,110,562</b>	<b>1,113,942</b>	<b>-0.6</b>	<b>-0.3</b>
CT	1,464	1,608	-15.5	-9.0	14,657	17,673	-17.3	-17.1
IS	5,028	5,939	-21.4	-15.3	46,430	51,358	-9.9	-9.6
RC	1,711	1,042	52.5	64.2	14,784	1,922	666.7	669.2
ES	7,856	7,782	-6.3	1.0	64,969	72,508	-10.7	-10.4
GS	3,423	2,745	15.8	24.7	23,117	22,198	3.8	4.1
LS	854	1,020	-22.3	-16.3	7,165	8,559	-16.6	-16.3
LFA	1	1	-7.1	0.0	9	17	-47.2	-47.1
<b>TOTAL LEXUS CAR</b>	<b>20,337</b>	<b>20,137</b>	<b>-6.2</b>	<b>1.0</b>	<b>171,131</b>	<b>174,235</b>	<b>-2.1</b>	<b>-1.8</b>
<b>TOTAL TOYOTA CAR</b>	<b>116,878</b>	<b>108,217</b>	<b>0.3</b>	<b>8.0</b>	<b>1,281,693</b>	<b>1,288,177</b>	<b>-0.8</b>	<b>-0.5</b>
RAV4	31,866	22,997	28.7	38.6	315,412	267,698	17.4	17.8
FJ CRUISER	3	402	-99.3	-99.3	229	14,718	-98.4	-98.4
VENZA	401	2,419	-84.6	-83.4	21,351	29,991	-29.0	-28.8
HIGHLANDER	16,100	15,019	-0.5	7.2	158,915	146,127	8.4	8.8
4RUNNER	9,953	8,144	13.5	22.2	97,034	76,906	25.8	26.2
SIENNA	12,407	11,688	-1.4	6.2	137,497	124,502	10.1	10.4
SEQUOIA	1,007	1,261	-25.8	-20.1	12,583	11,806	6.2	6.6
LAND CRUISER	350	365	-11.0	-4.1	2,687	3,158	-15.2	-14.9
<i>TOTAL TOYOTA DIV. SUV</i>	<i>59,680</i>	<i>50,607</i>	<i>9.5</i>	<i>17.9</i>	<i>608,211</i>	<i>550,404</i>	<i>10.1</i>	<i>10.5</i>
TACOMA	17,192	14,284	11.8	20.4	179,562	155,041	15.4	15.8
TUNDRA	11,150	10,519	-1.6	6.0	118,880	118,493	0.0	0.3
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>28,342</i>	<i>24,803</i>	<i>6.1</i>	<i>14.3</i>	<i>298,442</i>	<i>273,534</i>	<i>8.8</i>	<i>9.1</i>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>100,429</b>	<b>87,098</b>	<b>7.1</b>	<b>15.3</b>	<b>1,044,150</b>	<b>948,440</b>	<b>9.7</b>	<b>10.1</b>
NX	5,134	2,905	64.1	76.7	43,764	2,927	1390.3	1395.2
RX	11,899	13,625	-18.9	-12.7	100,610	107,490	-6.7	-6.4
GX	3,118	2,707	7.0	15.2	25,212	22,685	10.8	11.1
LX	892	505	64.0	76.6	3,884	4,052	-4.5	-4.1
<b>TOTAL LEXUS TRUCK</b>	<b>21,043</b>	<b>19,742</b>	<b>-1.0</b>	<b>6.6</b>	<b>173,470</b>	<b>137,154</b>	<b>26.1</b>	<b>26.5</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>121,472</b>	<b>106,840</b>	<b>5.6</b>	<b>13.7</b>	<b>1,217,620</b>	<b>1,085,594</b>	<b>11.8</b>	<b>12.2</b>
SELLING DAYS	28	26			308	307		

DSR = DAILY SELLING RATE

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	2015	2014	CHG	CHG	2015	2014	CHG	CHG
<b>* NORTH AMERICAN BUILT VEHICLES</b>								
COROLLA	32,445	30,125	0.0	7.7	363,332	339,431	6.7	7.0
CAMRY	37,293	31,607	9.6	18.0	429,185	428,455	-0.2	0.2
AVALON	5,816	6,501	-16.9	-10.5	60,063	67,183	-10.9	-10.6
SCION iA	1,808	0	N/A	N/A	7,605	0	N/A	N/A
RAV4	16,593	18,144	-15.1	-8.5	199,846	182,657	9.1	9.4
VENZA	401	2,419	-84.6	-83.4	21,351	29,991	-29.0	-28.8
HIGHLANDER	15,584	14,555	-0.6	7.1	154,900	142,020	8.7	9.1
SIENNA	12,407	11,688	-1.4	6.2	137,497	124,502	10.1	10.4
SEQUOIA	1,007	1,261	-25.8	-20.1	12,583	11,806	6.2	6.6
TACOMA	17,192	14,284	11.8	20.4	179,562	155,041	15.4	15.8
TUNDRA	11,150	10,519	-1.6	6.0	118,880	118,493	0.0	0.3
ES	1,508	0	N/A	N/A	1,782	0	N/A	N/A
RX	10,382	12,733	-24.3	-18.5	92,847	89,469	3.4	3.8
<b>TOTAL</b>	<b>163,586</b>	<b>153,836</b>	<b>-1.3</b>	<b>6.3</b>	<b>1,779,433</b>	<b>1,689,048</b>	<b>5.0</b>	<b>5.4</b>
<b>N.A. VEHICLES % OF TOTAL</b>	<b>68.6%</b>	<b>71.5%</b>			<b>71.2%</b>	<b>71.2%</b>		
TOYOTA DIV. IMPORT CAR	19,179	19,847	-10.3	-3.4	250,377	278,873	-10.5	-10.2
LEXUS IMPORT CAR	18,829	20,137	-13.2	-6.5	169,349	174,235	-3.1	-2.8
TOYOTA DIV NA BUILT CARS	77,362	68,233	5.3	13.4	860,185	835,069	2.7	3.0
LEXUS NA BUILT CARS	1,508	0	N/A	N/A	1,782	0	N/A	N/A
<b>TOTAL TOYOTA CARS</b>	<b>116,878</b>	<b>108,217</b>	<b>0.3</b>	<b>8.0</b>	<b>1,281,693</b>	<b>1,288,177</b>	<b>-0.8</b>	<b>-0.5</b>
TOYOTA DIV. IMPORT TRUCK	26,095	14,228	70.3	83.4	219,531	183,930	19.0	19.4
LEXUS IMPORT TRUCK	10,661	7,009	41.2	52.1	80,623	47,685	68.5	69.1
TOYOTA DIV NA BUILT TRUCK	74,334	72,870	-5.3	2.0	824,619	764,510	7.5	7.9
LEXUS NA BUILT TRUCK	10,382	12,733	-24.3	-18.5	92,847	89,469	3.4	3.8
<b>TOTAL TOYOTA TRUCK</b>	<b>121,472</b>	<b>106,840</b>	<b>5.6</b>	<b>13.7</b>	<b>1,217,620</b>	<b>1,085,594</b>	<b>11.8</b>	<b>12.2</b>
SELLING DAYS	28	26			308	307		

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Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2015	2014	DSR %	2015	2014	DSR %
Toyota Prius Sedan	10,153	8,799	7.1%	113,829	122,776	-7.6%
Toyota Prius V (only)	2,040	2,284	-17.1%	28,290	30,762	-8.3%
Toyota Prius C (only)	2,861	2,839	-6.4%	38,484	40,570	-5.4%
Toyota Prius Phv (only)	22	492	-95.8%	4,191	13,264	-68.5%
Toyota Rav4 Hybrid	1,430	0	N/A	1,484	0	N/A