

**TOYOTA U.S. SALES SUMMARY
NOVEMBER 2017**

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	191,617	197,645	-3	-3	2,211,530	2,206,401	0.2	0.2
TOTAL TOYOTA DIV	164,499	168,595	-2.4	-2.4	1,941,859	1,916,355	1.3	1.3
TOTAL LEXUS	27,118	29,050	-6.7	-6.7	269,671	290,046	-7	-7
YARIS IA (INCL SCI IA)	2,549	1,684	51.4	51.4	33,819	25,986	30.1	30.1
YARIS LIFTBACK	202	1,031	-80.4	-80.4	8,450	10,112	-16.4	-16.4
TOTAL YARIS	2,751	2,715	1.3	1.3	42,269	36,098	17.1	17.1
iQ	0	0	0	0	0	6	-100	-100
xD	0	0	0	0	2	9	-77.8	-77.8
xB	0	2	-100	-100	0	2,677	-100	-100
tC	0	168	-100	-100	197	9,234	-97.9	-97.9
COROLLA IM (INCL SCI IM)	1,423	1,515	-6.1	-6.1	19,064	15,920	19.7	19.7
COROLLA SEDAN	17,864	26,747	-33.2	-33.2	290,163	331,081	-12.4	-12.4
TOTAL COROLLA	19,287	28,262	-31.8	-31.8	309,227	347,001	-10.9	-10.9
86 (INCL FR-S)	456	513	-11.1	-11.1	6,421	6,900	-6.9	-6.9
MIRAI	249	105	137.1	137.1	1542	918	68	68
AVALON	2,453	4,326	-43.3	-43.3	30,156	43,029	-29.9	-29.9
PRIUS	8,149	10,495	-22.4	-22.4	99,180	124,188	-20.1	-20.1
CAMRY	34,991	28,189	24.1	24.1	343,750	355,206	-3.2	-3.2
TOTAL TOYOTA DIV. CAR	68,336	74,775	-8.6	-8.6	832,744	925,266	-10	-10
CT	8	550	-98.5	-98.5	4,681	7,935	-41	-41
IS	2,458	3,571	-31.2	-31.2	23,705	32,857	-27.9	-27.9
RC	826	881	-6.2	-6.2	6,677	10,123	-34	-34
ES	3,911	4,097	-4.5	-4.5	46,351	52,060	-11	-11
GS	739	1,201	-38.5	-38.5	6,857	13,553	-49.4	-49.4
LS	358	440	-18.6	-18.6	3,788	4,905	-22.8	-22.8
LC	280	0	0	0	2,197	0	0	0
LFA	0	0	0	0	3	6	-50	-50
TOTAL LEXUS CAR	8,580	10,740	-20.1	-20.1	94,259	121,439	-22.4	-22.4
TOTAL TOYOTA CAR	76,916	85,515	-10.1	-10.1	927,003	1,046,705	-11.4	-11.4
SIENNA	7,670	9,253	-17.1	-17.1	102,548	116,622	-12.1	-12.1
C-HR	3,391	0	0	0	21,889	0	0	0
RAV4	28,736	28,116	2.2	2.2	375,052	314,940	19.1	19.1
FJ CRUISER	0	1	-100	-100	4	9	-55.6	-55.6
VENZA	0	4	-100	-100	14	588	-97.6	-97.6
HIGHLANDER	19,077	21,241	-10.2	-10.2	194,734	165,954	17.3	17.3
4RUNNER	10,103	8,628	17.1	17.1	116,342	100,481	15.8	15.8
SEQUOIA	1,009	1,123	-10.2	-10.2	11,004	11,196	-1.7	-1.7
LAND CRUISER	282	345	-18.3	-18.3	2,710	3,249	-16.6	-16.6
TOTAL TOYOTA DIV. SUV	62,598	59,458	5.3	5.3	721,749	596,417	21	21
TACOMA	16,195	15,531	4.3	4.3	179,419	174,117	3	3
TUNDRA	9,700	9,578	1.3	1.3	105,399	103,933	1.4	1.4
TOTAL TOYOTA DIV. PICKUP	25,895	25,109	3.1	3.1	284,818	278,050	2.4	2.4
TOTAL TOYOTA DIV. TRUCK	96,163	93,820	2.5	2.5	1,109,115	991,089	11.9	11.9

NX	5,404	5,120	5.5	5.5	51,931	47,509	9.3	9.3
RX	10,102	10,269	-1.6	-1.6	94,356	94,553	-0.2	-0.2
GX	2,432	2,307	5.4	5.4	23,865	21,674	10.1	10.1
LX	600	614	-2.3	-2.3	5,260	4,871	8	8
TOTAL LEXUS TRUCK	18,538	18,310	1.2	1.2	175,412	168,607	4	4
TOTAL TOYOTA TRUCK	114,701	112,130	2.3	2.3	1,284,527	1,159,696	10.8	10.8
Selling Days	25	25			280	280		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	NOVEMBER, 2017							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	17,864	26,747	-33.2	-33.2	290,163	331,081	-12.4	-12.4
CAMRY	27,630	28,189	-2	-2	311,720	355,206	-12.2	-12.2
AVALON	2,453	4,326	-43.3	-43.3	30,156	43,029	-29.9	-29.9
YARIS IA (INCL SCI IA)	2,549	1,684	51.4	51.4	33,819	25,986	30.1	30.1
RAV4	11,982	13,636	-12.1	-12.1	175,594	169,381	3.7	3.7
VENZA	0	4	-100	-100	14	585	-97.6	-97.6
HIGHLANDER	19,077	21,241	-10.2	-10.2	194,734	165,954	17.3	17.3
SIENNA	7,670	9,253	-17.1	-17.1	102,548	116,622	-12.1	-12.1
SEQUOIA	1,009	1,123	-10.2	-10.2	11,004	11,196	-1.7	-1.7
TACOMA	16,195	15,531	4.3	4.3	179,419	174,117	3	3
TUNDRA	9,700	9,578	1.3	1.3	105,399	103,933	1.4	1.4
ES	3,316	3,220	3	3	37,212	34,062	9.2	9.2
RX	9,729	9,976	-2.5	-2.5	89,021	90,226	-1.3	-1.3
TOTAL	129,174	144,508	-10.6	-10.6	1,560,803	1,621,378	-3.7	-3.7
N.A VEHICLES % OF TOTAL	67.4%	73.1%			70.6%	73.5%		
TOYOTA DIV. IMPORT CAR	17,840	13,829	29	29	166,886	169,964	-1.8	-1.8
LEXUS IMPORT CAR	5,264	7,520	-30	-30	57,047	87,377	-34.7	-34.7
TOYOTA DIV NA BUILT CARS	50,496	60,946	-17.1	-17.1	665,858	755,302	-11.8	-11.8
LEXUS NA BUILT CARS	3,316	3,220	3	3	37,212	34,062	9.2	9.2
TOTAL TOYOTA CARS	76,916	85,515	-10.1	-10.1	927,003	1,046,705	-11.4	-11.4
TOYOTA DIV. IMPORT TRUCK	30,530	23,454	30.2	30.2	340,403	249,301	36.5	36.5
LEXUS IMPORT TRUCK	8,809	8,334	5.7	5.7	86,391	78,381	10.2	10.2
TOYOTA DIV NA BUILT TRUCK	65,633	70,366	-6.7	-6.7	768,712	741,788	3.6	3.6
LEXUS NA BUILT TRUCK	9,729	9,976	-2.5	-2.5	89,021	90,226	-1.3	-1.3
TOTAL TOYOTA TRUCK	114,701	112,130	2.3	2.3	1,284,527	1,159,696	10.8	10.8
SELLING DAYS	25	25			280	280		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	4,787	7,284	-34.3	60,230	91,080	-33.9
Toyota Prius V(only)	674	1,058	-36.3	8,973	13,467	-33.4
Toyota Prius C(only)	854	1,372	-37.8	11,461	18,808	-39.1
Toyota Prius PRIME(only)	1,834	781	134.8	18,516	833	2123
Toyota RAV4 Hybrid	4,349	3,757	15.8	45,713	40,326	13.4