TOYOTA U.S. SALES SUMMARY
August, 2012

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2012	2011	DSR % CHG	VOL % CHG	2012	2011	DSR % CHG	VOL % CHG
TOTAL TOYOTA	**188,520**	**129,483**	**40.2**	**45.6**	**1,399,514**	**1,073,073**	**29.8**	**30.4**
TOTAL TOYOTA DIV.	164,283	111,380	42.0	47.5	1,248,910	952,421	30.5	31.1
TOTAL LEXUS	24,237	18,103	28.9	33.9	150,604	120,652	24.2	24.8
YARIS	1,458	1,112	26.3	31.1	22,700	14,192	59.2	59.9
COROLLA	24,311	16,420	42.6	48.1	199,677	170,744	16.4	16.9
PRIUS	21,111	9,491	114.2	122.4	164,408	83,918	95.0	95.9
CAMRY	36,720	30,185	17.1	21.6	280,536	204,670	36.4	37.1
AVALON	1,761	2,392	-29.1	-26.4	20,102	18,531	7.9	8.5
SCION FR-S	1,913	0	N/A	N/A	6,332	0	N/A	N/A
SCION iQ	548	0	N/A	N/A	6,189	0	N/A	N/A
SCION xD	1,004	750	28.9	33.9	7,483	6,621	12.5	13.0
SCION xB	1,879	1,785	1.4	5.3	13,793	11,559	18.7	19.3
SCION tC	2,378	1,114	105.6	113.5	15,950	15,589	1.8	2.3
TOTAL SCION	*7,722*	*3,649*	103.8	111.6	*49,747*	*33,769*	46.6	47.3
TOTAL TOYOTA DIV. CAR	**93,083**	**63,250**	**41.7**	**47.2**	**737,170**	**525,825**	**39.5**	**40.2**
CT	1,472	2,087	-32.1	-29.5	12,417	7,408	66.8	67.6
HS	7	284	-97.6	-97.5	633	1,947	-67.6	-67.5
IS	2,369	2,865	-20.4	-17.3	18,859	18,185	3.2	3.7
ES	7,557	3,887	87.2	94.4	29,581	23,333	26.2	26.8
GS	1,831	388	354.4	371.9	14,563	2,794	418.7	421.2
LS	786	816	-7.2	-3.7	4,358	5,643	-23.1	-22.8
SC	0	0	N/A	N/A	2	18	-88.9	-88.9
LFA	2	4	-51.9	-50.0	29	40	-27.9	-27.5
TOTAL LEXUS CAR	**14,024**	**10,331**	**30.7**	**35.7**	**80,442**	**59,368**	**34.8**	**35.5**
TOTAL TOYOTA CAR	**107,107**	**73,581**	**40.2**	**45.6**	**817,612**	**585,193**	**39.0**	**39.7**
RAV4	15,685	6,502	132.3	141.2	120,371	88,471	35.4	36.1
FJ CRUISER	1,318	1,146	10.7	15.0	8,733	9,276	-6.3	-5.9
VENZA	3,687	3,725	-4.7	-1.0	27,185	26,386	2.5	3.0
HIGHLANDER	11,441	8,047	36.9	42.2	79,554	65,536	20.8	21.4
4RUNNER	4,542	3,608	21.2	25.9	31,242	28,936	7.4	8.0
SIENNA	9,664	8,648	7.6	11.7	78,285	74,213	5.0	5.5
SEQUOIA	1,004	917	5.4	9.5	8,273	7,848	4.9	5.4
LAND CRUISER	319	135	127.5	136.3	1,767	1,094	60.7	61.5
TOTAL TOYOTA DIV. SUV	*37,996*	*24,080*	*51.9*	*57.8*	*277,125*	*227,547*	*21.2*	*21.8*
TACOMA	12,193	8,650	35.7	41.0	90,696	70,474	28.1	28.7
TUNDRA	11,347	6,752	61.8	68.1	65,634	54,362	20.1	20.7
TOTAL TOYOTA DIV. PICKUP	*23,540*	*15,402*	*47.2*	*52.8*	*156,330*	*124,836*	*24.6*	*25.2*
TOTAL TOYOTA DIV. TRUCK	**71,200**	**48,130**	**42.5**	**47.9**	**511,740**	**426,596**	**19.4**	**20.0**
RX	8,628	6,504	27.7	32.7	60,002	51,813	15.2	15.8
GX	1,071	958	7.7	11.8	6,772	7,424	-9.2	-8.8
LX	514	310	59.7	65.8	3,388	2,047	64.7	65.5
TOTAL LEXUS TRUCK	**10,213**	**7,772**	**26.5**	**31.4**	**70,162**	**61,284**	**13.9**	**14.5**
TOTAL TOYOTA TRUCK	**81,413**	**55,902**	**40.2**	**45.6**	**581,902**	**487,880**	**18.7**	**19.3**
SELLING DAYS	27	26			205	204		

DSR = DAILY SELLING RATE

TOYOTA U.S. SALES SUMMARY
August, 2012

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2012	2011	DSR % CHG	VOL % CHG	2012	2011	DSR % CHG	VOL % CHG
*** NORTH AMERICAN BUILT VEHICLES**								
COROLLA	24,055	12,402	86.8	94.0	188,065	120,441	55.4	56.1
CAMRY	36,707	30,164	17.2	21.7	280,414	203,688	37.0	37.7
AVALON	1,761	2,392	-29.1	-26.4	20,102	18,531	7.9	8.5
RAV4	14,084	4,973	172.7	183.2	99,992	71,901	38.4	39.1
VENZA	3,687	3,725	-4.7	-1.0	27,185	26,386	2.5	3.0
HIGHLANDER	10,947	7,785	35.4	40.6	75,289	61,659	21.5	22.1
SIENNA	9,664	8,648	7.6	11.7	78,285	74,213	5.0	5.5
SEQUOIA	1,004	917	5.4	9.5	8,273	7,848	4.9	5.4
TACOMA	12,193	8,650	35.7	41.0	90,696	70,474	28.1	28.7
TUNDRA	11,347	6,752	61.8	68.1	65,634	54,362	20.1	20.7
RX	6,524	5,394	16.5	20.9	46,868	40,806	14.3	14.9
TOTAL	**131,973**	**91,802**	**38.4**	**43.8**	**980,803**	**750,309**	**30.1**	**30.7**
N.A. VEHICLES % OF TOTAL	**70.0%**	**70.9%**			**70.1%**	**69.9%**		
TOYOTA DIV. IMPORT CAR	30,560	18,292	60.9	67.1	248,589	183,165	35.1	35.7
LEXUS IMPORT CAR	14,024	10,331	30.7	35.7	80,442	59,368	34.8	35.5
TOYOTA DIV NA BUILT CARS	62,523	44,958	33.9	39.1	488,581	342,660	41.9	42.6
TOTAL TOYOTA CARS	**107,107**	**73,581**	**40.2**	**45.6**	**817,612**	**585,193**	**39.0**	**39.7**
TOYOTA DIV. IMPORT TRUCK	8,274	6,680	19.3	23.9	66,386	59,753	10.6	11.1
LEXUS IMPORT TRUCK	3,689	2,378	49.4	55.1	23,294	20,478	13.2	13.8
TOYOTA DIV NA BUILT TRUCK	62,926	41,450	46.2	51.8	445,354	366,843	20.8	21.4
LEXUS NA BUILT TRUCK	6,524	5,394	16.5	20.9	46,868	40,806	14.3	14.9
TOTAL TOYOTA TRUCK	**81,413**	**55,902**	**40.2**	**45.6**	**581,902**	**487,880**	**18.7**	**19.3**
SELLING DAYS	27	26			205	204		

DSR = DAILY SELLING RATE