

TOYOTA U.S. SALES SUMMARY
December, 2011

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2011	2010	DSR % CHG	VOL % CHG	2011	2010	DSR % CHG	VOL % CHG
TOTAL TOYOTA	178,131	177,488	0.4	0.4	1,644,661	1,763,595	-7.0	-6.7
TOTAL TOYOTA DIV.	152,776	149,928	1.9	1.9	1,446,109	1,534,266	-6.1	-5.7
TOTAL LEXUS	25,355	27,560	-8.0	-8.0	198,552	229,329	-13.7	-13.4
YARIS	4,514	3,422	31.9	31.9	32,704	40,076	-18.7	-18.4
COROLLA	21,009	22,058	-4.8	-4.8	240,259	266,082	-10.0	-9.7
PRIUS	17,004	15,639	8.7	8.7	136,463	140,928	-3.5	-3.2
CAMRY	33,506	31,223	7.3	7.3	308,510	327,804	-6.2	-5.9
AVALON	3,230	2,691	20.0	20.0	28,925	28,390	1.6	1.9
SCION iQ	248	0	N/A	N/A	248	0	N/A	N/A
SCION xD	880	824	6.8	6.8	9,573	10,110	-5.6	-5.3
SCION xB	1,444	1,538	-6.1	-6.1	17,017	20,364	-16.7	-16.4
SCION tC	1,587	1,594	-0.4	-0.4	22,433	15,204	47.1	47.5
<i>TOTAL SCION</i>	<i>4,159</i>	<i>3,956</i>	<i>5.1</i>	<i>5.1</i>	<i>49,271</i>	<i>45,678</i>	<i>7.5</i>	<i>7.9</i>
TOTAL TOYOTA DIV. CAR	83,422	78,989	5.6	5.6	796,133	848,958	-6.5	-6.2
CT	2,259	0	N/A	N/A	14,381	0	N/A	N/A
HS	274	1,121	-75.6	-75.6	2,864	10,663	-73.2	-73.1
IS	3,629	3,782	-4.0	-4.0	29,669	34,129	-13.4	-13.1
ES	4,882	5,469	-10.7	-10.7	40,873	48,652	-16.3	-16.0
GS	194	777	-75.0	-75.0	3,746	7,059	-47.1	-46.9
LS	1,056	1,516	-30.3	-30.3	9,568	12,275	-22.3	-22.1
SC	0	13	-100.0	-100.0	18	328	-94.5	-94.5
LFA	10	0	N/A	N/A	62	0	N/A	N/A
TOTAL LEXUS CAR	12,304	12,678	-2.9	-2.9	101,181	113,106	-10.8	-10.5
TOTAL TOYOTA CAR	95,726	91,667	4.4	4.4	897,314	962,064	-7.0	-6.7
RAV4	14,107	17,486	-19.3	-19.3	132,237	170,877	-22.9	-22.6
FJ CRUISER	1,100	1,297	-15.2	-15.2	13,541	14,959	-9.8	-9.5
VENZA	3,137	3,996	-21.5	-21.5	38,904	47,321	-18.1	-17.8
HIGHLANDER	11,777	11,271	4.5	4.5	101,252	92,121	9.6	9.9
4RUNNER	4,400	5,095	-13.6	-13.6	44,316	46,531	-5.1	-4.8
SIENNA	11,564	8,828	31.0	31.0	111,429	98,337	12.9	13.3
SEQUOIA	1,922	1,770	8.6	8.6	13,022	13,848	-6.3	-6.0
LAND CRUISER	165	213	-22.5	-22.5	1,662	1,807	-8.3	-8.0
<i>TOTAL TOYOTA DIV. SUV</i>	<i>36,608</i>	<i>41,128</i>	<i>-11.0</i>	<i>-11.0</i>	<i>344,934</i>	<i>387,464</i>	<i>-11.3</i>	<i>-11.0</i>
TACOMA	12,140	10,970	10.7	10.7	110,705	106,198	3.9	4.2
TUNDRA	9,042	10,013	-9.7	-9.7	82,908	93,309	-11.4	-11.1
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>21,182</i>	<i>20,983</i>	<i>0.9</i>	<i>0.9</i>	<i>193,613</i>	<i>199,507</i>	<i>-3.3</i>	<i>-3.0</i>
TOTAL TOYOTA DIV. TRUCK	69,354	70,939	-2.2	-2.2	649,976	685,308	-5.5	-5.2
RX	11,508	12,090	-4.8	-4.8	82,595	95,790	-14.1	-13.8
GX	1,219	2,246	-45.7	-45.7	11,609	16,450	-29.7	-29.4
LX	324	546	-40.7	-40.7	3,167	3,983	-20.7	-20.5
TOTAL LEXUS TRUCK	13,051	14,882	-12.3	-12.3	97,371	116,223	-16.5	-16.2
TOTAL TOYOTA TRUCK	82,405	85,821	-4.0	-4.0	747,347	801,531	-7.1	-6.8
SELLING DAYS	27	27			307	306		

DSR = DAILY SELLING RATE

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* NORTH AMERICAN BUILT VEHICLES								
COROLLA	17,765	18,617	-4.6	-4.6	175,995	228,165	-23.1	-22.9
CAMRY	33,498	30,811	8.7	8.7	307,447	324,756	-5.6	-5.3
AVALON	3,230	2,691	20.0	20.0	28,925	28,390	1.6	1.9
RAV4	12,619	13,246	-4.7	-4.7	110,584	101,850	8.2	8.6
VENZA	3,137	3,996	-21.5	-21.5	38,904	47,321	-18.1	-17.8
HIGHLANDER	11,180	9,742	14.8	14.8	95,906	70,767	35.1	35.5
SIENNA	11,564	8,828	31.0	31.0	111,429	98,337	12.9	13.3
SEQUOIA	1,922	1,770	8.6	8.6	13,022	13,848	-6.3	-6.0
TACOMA	12,140	10,970	10.7	10.7	110,705	106,198	3.9	4.2
TUNDRA	9,042	10,013	-9.7	-9.7	82,908	93,309	-11.4	-11.1
RX	8,620	8,716	-1.1	-1.1	64,993	72,556	-10.7	-10.4
TOTAL	124,717	119,400	4.5	4.5	1,140,818	1,185,497	-4.1	-3.8
N.A. VEHICLES % OF TOTAL	70.0%	67.3%			69.4%	67.2%		
TOYOTA DIV. IMPORT CAR	28,929	26,870	7.7	7.7	283,766	267,647	5.7	6.0
LEXUS IMPORT CAR	12,304	12,678	-2.9	-2.9	101,181	113,106	-10.8	-10.5
TOYOTA DIV NA BUILT CARS	54,493	52,119	4.6	4.6	512,367	581,311	-12.1	-11.9
TOTAL TOYOTA CARS	95,726	91,667	4.4	4.4	897,314	962,064	-7.0	-6.7
TOYOTA DIV. IMPORT TRUCK	7,750	12,374	-37.4	-37.4	86,518	153,678	-43.9	-43.7
LEXUS IMPORT TRUCK	4,431	6,166	-28.1	-28.1	32,378	43,667	-26.1	-25.9
TOYOTA DIV NA BUILT TRUCK	61,604	58,565	5.2	5.2	563,458	531,630	5.6	6.0
LEXUS NA BUILT TRUCK	8,620	8,716	-1.1	-1.1	64,993	72,556	-10.7	-10.4
TOTAL TOYOTA TRUCK	82,405	85,821	-4.0	-4.0	747,347	801,531	-7.1	-6.8
SELLING DAYS	27	27			307	306		

DSR = DAILY SELLING RATE