

TOYOTA U.S. SALES SUMMARY
March, 2013

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
			DSR %	VOL %			DSR %	VOL %
	2013	2012	CHG	CHG	2013	2012	CHG	CHG
TOTAL TOYOTA	205,342	203,282	4.8	1.0	529,444	487,284	10.1	8.7
TOTAL TOYOTA DIV.	182,152	183,142	3.1	-0.5	472,704	438,188	9.3	7.9
TOTAL LEXUS	23,190	20,140	19.4	15.1	56,740	49,096	17.1	15.6
YARIS	2,393	3,547	-30.0	-32.5	7,335	10,169	-26.9	-27.9
COROLLA	31,423	28,289	15.2	11.1	80,244	68,428	18.8	17.3
PRIUS	22,140	28,711	-20.0	-22.9	55,724	60,859	-7.2	-8.4
CAMRY	37,663	42,567	-8.2	-11.5	100,830	105,405	-3.1	-4.3
AVALON	6,982	3,327	117.6	109.9	17,525	10,043	76.8	74.5
SCION FR-S	1,828	0	N/A	N/A	4,640	0	N/A	N/A
SCION iQ	383	1,285	-69.1	-70.2	1,009	2,523	-59.5	-60.0
SCION xD	812	1,080	-22.0	-24.8	2,032	2,550	-19.3	-20.3
SCION xB	1,778	2,054	-10.2	-13.4	4,557	4,865	-5.1	-6.3
SCION tC	1,631	2,275	-25.7	-28.3	4,139	5,233	-19.9	-20.9
<i>TOTAL SCION</i>	<i>6,432</i>	<i>6,694</i>	<i>-0.4</i>	<i>-3.9</i>	<i>16,377</i>	<i>15,171</i>	<i>9.4</i>	<i>7.9</i>
TOTAL TOYOTA DIV. CAR	107,033	113,135	-1.9	-5.4	278,035	270,075	4.3	2.9
CT	1,062	2,223	-50.5	-52.2	3,245	4,890	-32.8	-33.6
HS	1	261	-99.6	-99.6	2	563	-99.6	-99.6
IS	2,255	2,717	-13.9	-17.0	5,173	6,622	-20.9	-21.9
ES	6,798	3,141	124.4	116.4	16,801	8,548	99.1	96.5
GS	1,882	2,558	-23.7	-26.4	4,089	5,048	-17.9	-19.0
LS	980	573	77.4	71.0	2,860	1,663	74.2	72.0
SC	0	0	N/A	N/A	0	2	-100.0	-100.0
LFA	4	4	3.7	0.0	9	14	-34.9	-35.7
TOTAL LEXUS CAR	12,982	11,477	17.3	13.1	32,179	27,350	19.2	17.7
TOTAL TOYOTA CAR	120,015	124,612	-0.1	-3.7	310,214	297,425	5.7	4.3
RAV4	16,474	17,367	-1.6	-5.1	41,413	39,865	5.2	3.9
FJ CRUISER	764	1,324	-40.2	-42.3	3,351	3,079	10.3	8.8
VENZA	3,965	3,503	17.4	13.2	11,081	8,634	30.0	28.3
HIGHLANDER	11,387	11,044	6.9	3.1	29,528	26,056	14.8	13.3
4RUNNER	4,609	4,065	17.6	13.4	13,073	10,054	31.7	30.0
SIENNA	12,062	10,240	22.2	17.8	29,052	24,200	21.6	20.0
SEQUOIA	1,140	1,123	5.3	1.5	3,384	3,231	6.1	4.7
LAND CRUISER	247	200	28.1	23.5	740	441	70.0	67.8
<i>TOTAL TOYOTA DIV. SUV</i>	<i>38,586</i>	<i>38,626</i>	<i>3.6</i>	<i>-0.1</i>	<i>102,570</i>	<i>91,360</i>	<i>13.7</i>	<i>12.3</i>
TACOMA	15,201	12,547	25.6	21.2	39,467	32,119	24.5	22.9
TUNDRA	9,270	8,594	11.9	7.9	23,580	20,434	16.9	15.4
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>24,471</i>	<i>21,141</i>	<i>20.0</i>	<i>15.8</i>	<i>63,047</i>	<i>52,553</i>	<i>21.5</i>	<i>20.0</i>
TOTAL TOYOTA DIV. TRUCK	75,119	70,007	11.3	7.3	194,669	168,113	17.3	15.8
RX	9,072	7,057	33.3	28.6	21,404	17,887	21.2	19.7
GX	770	940	-15.1	-18.1	2,131	2,521	-14.4	-15.5
LX	366	666	-43.0	-45.0	1,026	1,338	-22.3	-23.3
TOTAL LEXUS TRUCK	10,208	8,663	22.2	17.8	24,561	21,746	14.4	12.9
TOTAL TOYOTA TRUCK	85,327	78,670	12.5	8.5	219,230	189,859	17.0	15.5
SELLING DAYS	27	28			76	77		

DSR = DAILY SELLING RATE

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	2013	2012	DSR % CHG	VOL % CHG	2013	2012	DSR % CHG	VOL % CHG
* NORTH AMERICAN BUILT VEHICLES								
COROLLA	31,380	25,597	27.1	22.6	80,088	60,305	34.6	32.8
CAMRY	37,648	42,543	-8.2	-11.5	100,787	105,346	-3.1	-4.3
AVALON	6,982	3,327	117.6	109.9	17,525	10,043	76.8	74.5
RAV4	10,480	14,744	-26.3	-28.9	26,890	34,292	-20.6	-21.6
VENZA	3,965	3,503	17.4	13.2	11,081	8,634	30.0	28.3
HIGHLANDER	10,865	10,401	8.3	4.5	28,056	24,492	16.1	14.6
SIENNA	12,062	10,240	22.2	17.8	29,052	24,200	21.6	20.0
SEQUOIA	1,140	1,123	5.3	1.5	3,384	3,231	6.1	4.7
TACOMA	15,201	12,547	25.6	21.2	39,467	32,119	24.5	22.9
TUNDRA	9,270	8,594	11.9	7.9	23,580	20,434	16.9	15.4
RX	7,909	5,776	42.0	36.9	18,071	14,006	30.7	29.0
TOTAL	146,902	138,395	10.1	6.1	377,981	337,102	13.6	12.1
N.A. VEHICLES % OF TOTAL	71.5%	68.1%			71.4%	69.2%		
TOYOTA DIV. IMPORT CAR	31,023	41,668	-22.8	-25.5	79,635	94,381	-14.5	-15.6
LEXUS IMPORT CAR	12,982	11,477	17.3	13.1	32,179	27,350	19.2	17.7
TOYOTA DIV NA BUILT CARS	76,010	71,467	10.3	6.4	198,400	175,694	14.4	12.9
TOTAL TOYOTA CARS	120,015	124,612	-0.1	-3.7	310,214	297,425	5.7	4.3
TOYOTA DIV. IMPORT TRUCK	12,136	8,855	42.1	37.1	33,159	20,711	62.2	60.1
LEXUS IMPORT TRUCK	2,299	2,887	-17.4	-20.4	6,490	7,740	-15.0	-16.1
TOYOTA DIV NA BUILT TRUCK	62,983	61,152	6.8	3.0	161,510	147,402	11.0	9.6
LEXUS NA BUILT TRUCK	7,909	5,776	42.0	36.9	18,071	14,006	30.7	29.0
TOTAL TOYOTA TRUCK	85,327	78,670	12.5	8.5	219,230	189,859	17.0	15.5
SELLING DAYS	27	28			76	77		

DSR = DAILY SELLING RATE

Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2013	2012	DSR %	2013	2012	DSR %
Toyota Prius Sedan	13,868	18,008	-20.10%	34,981	42,977	-17.50%
Toyota Prius V (only)	3,460	4,937	-27.30%	8,525	12,075	-28.50%
Toyota Prius C (only)	4,026	4,875	-14.40%	9,865	4,895	104.20%
Toyota Prius Phv (only)	786	891	-8.50%	2,353	912	161.40%