

TOYOTA U.S. SALES SUMMARY
May, 2013

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
			DSR %	VOL %			DSR %	VOL %
	2013	2012	CHG	CHG	2013	2012	CHG	CHG
TOTAL TOYOTA	207,952	202,973	2.5	2.5	913,556	868,301	5.2	5.2
TOTAL TOYOTA DIV.	185,723	181,510	2.3	2.3	816,496	780,191	4.7	4.7
TOTAL LEXUS	22,229	21,463	3.6	3.6	97,060	88,110	10.2	10.2
YARIS	1,778	3,521	-49.5	-49.5	11,179	17,964	-37.8	-37.8
COROLLA	27,997	31,847	-12.1	-12.1	132,514	125,079	5.9	5.9
PRIUS	23,522	21,477	9.5	9.5	99,135	107,504	-7.8	-7.8
CAMRY	39,216	39,571	-0.9	-0.9	171,756	181,796	-5.5	-5.5
AVALON	7,099	1,959	262.4	262.4	30,945	14,883	107.9	107.9
SCION FR-S	1,937	86	2152.3	2152.3	8,206	86	9441.9	9441.9
SCION iQ	526	897	-41.4	-41.4	1,919	4,382	-56.2	-56.2
SCION xD	807	1,019	-20.8	-20.8	3,544	4,485	-21.0	-21.0
SCION xB	1,740	1,855	-6.2	-6.2	7,875	8,337	-5.5	-5.5
SCION tC	1,576	2,190	-28.0	-28.0	7,116	9,431	-24.5	-24.5
<i>TOTAL SCION</i>	<i>6,586</i>	<i>6,047</i>	<i>8.9</i>	<i>8.9</i>	<i>28,660</i>	<i>26,721</i>	<i>7.3</i>	<i>7.3</i>
TOTAL TOYOTA DIV. CAR	106,198	104,422	1.7	1.7	474,189	473,947	0.1	0.1
CT	1,623	1,549	4.8	4.8	6,039	8,059	-25.1	-25.1
HS	0	21	-100.0	-100.0	2	612	-99.7	-99.7
IS	1,897	2,656	-28.6	-28.6	8,867	11,622	-23.7	-23.7
ES	5,890	2,937	100.5	100.5	27,813	14,485	92.0	92.0
GS	2,015	1,996	1.0	1.0	7,340	9,050	-18.9	-18.9
LS	996	459	117.0	117.0	4,556	2,560	78.0	78.0
SC	0	0	N/A	N/A	0	2	-100.0	-100.0
LFA	1	3	-66.7	-66.7	16	22	-27.3	-27.3
TOTAL LEXUS CAR	12,422	9,621	29.1	29.1	54,633	46,412	17.7	17.7
TOTAL TOYOTA CAR	118,620	114,043	4.0	4.0	528,822	520,359	1.6	1.6
RAV4	20,780	19,248	8.0	8.0	80,734	74,309	8.6	8.6
FJ CRUISER	1,599	1,231	29.9	29.9	5,212	5,304	-1.7	-1.7
VENZA	3,359	3,608	-6.9	-6.9	17,737	15,293	16.0	16.0
HIGHLANDER	11,360	11,657	-2.5	-2.5	50,681	47,065	7.7	7.7
4RUNNER	4,443	4,421	0.5	0.5	21,362	18,258	17.0	17.0
SIENNA	11,837	14,606	-19.0	-19.0	50,837	48,257	5.3	5.3
SEQUOIA	1,202	1,043	15.2	15.2	5,548	5,156	7.6	7.6
LAND CRUISER	268	240	11.7	11.7	1,225	895	36.9	36.9
<i>TOTAL TOYOTA DIV. SUV</i>	<i>43,011</i>	<i>41,448</i>	<i>3.8</i>	<i>3.8</i>	<i>182,499</i>	<i>166,280</i>	<i>9.8</i>	<i>9.8</i>
TACOMA	14,727	12,269	20.0	20.0	67,165	55,289	21.5	21.5
TUNDRA	9,950	8,765	13.5	13.5	41,806	36,418	14.8	14.8
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>24,677</i>	<i>21,034</i>	<i>17.3</i>	<i>17.3</i>	<i>108,971</i>	<i>91,707</i>	<i>18.8</i>	<i>18.8</i>
TOTAL TOYOTA DIV. TRUCK	79,525	77,088	3.2	3.2	342,307	306,244	11.8	11.8
RX	8,714	10,647	-18.2	-18.2	37,171	35,376	5.1	5.1
GX	745	808	-7.8	-7.8	3,531	4,080	-13.5	-13.5
LX	348	387	-10.1	-10.1	1,725	2,242	-23.1	-23.1
TOTAL LEXUS TRUCK	9,807	11,842	-17.2	-17.2	42,427	41,698	1.7	1.7
TOTAL TOYOTA TRUCK	89,332	88,930	0.5	0.5	384,734	347,942	10.6	10.6
SELLING DAYS	26	26			127	127		

DSR = DAILY SELLING RATE

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	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2013	2012	DSR % CHG	VOL % CHG	2013	2012	DSR % CHG	VOL % CHG
* NORTH AMERICAN BUILT VEHICLES								
COROLLA	27,952	30,929	-9.6	-9.6	132,276	114,848	15.2	15.2
CAMRY	39,144	39,559	-1.0	-1.0	171,632	181,714	-5.5	-5.5
AVALON	7,099	1,959	262.4	262.4	30,945	14,883	107.9	107.9
RAV4	14,479	14,681	-1.4	-1.4	54,840	60,969	-10.1	-10.1
VENZA	3,359	3,608	-6.9	-6.9	17,737	15,293	16.0	16.0
HIGHLANDER	10,794	11,068	-2.5	-2.5	48,112	44,328	8.5	8.5
SIENNA	11,837	14,606	-19.0	-19.0	50,837	48,257	5.3	5.3
SEQUOIA	1,202	1,043	15.2	15.2	5,548	5,156	7.6	7.6
TACOMA	14,727	12,269	20.0	20.0	67,165	55,289	21.5	21.5
TUNDRA	9,950	8,765	13.5	13.5	41,806	36,418	14.8	14.8
RX	7,693	8,881	-13.4	-13.4	31,989	28,549	12.0	12.0
TOTAL	148,236	147,368	0.6	0.6	652,887	605,704	7.8	7.8
N.A. VEHICLES % OF TOTAL	71.3%	72.6%			71.5%	69.8%		
TOYOTA DIV. IMPORT CAR	32,003	31,975	0.1	0.1	139,336	162,502	-14.3	-14.3
LEXUS IMPORT CAR	12,422	9,621	29.1	29.1	54,633	46,412	17.7	17.7
TOYOTA DIV NA BUILT CARS	74,195	72,447	2.4	2.4	334,853	311,445	7.5	7.5
TOTAL TOYOTA CARS	118,620	114,043	4.0	4.0	528,822	520,359	1.6	1.6
TOYOTA DIV. IMPORT TRUCK	13,177	11,048	19.3	19.3	56,262	40,534	38.8	38.8
LEXUS IMPORT TRUCK	2,114	2,961	-28.6	-28.6	10,438	13,149	-20.6	-20.6
TOYOTA DIV NA BUILT TRUCK	66,348	66,040	0.5	0.5	286,045	265,710	7.7	7.7
LEXUS NA BUILT TRUCK	7,693	8,881	-13.4	-13.4	31,989	28,549	12.0	12.0
TOTAL TOYOTA TRUCK	89,332	88,930	0.5	0.5	384,734	347,942	10.6	10.6
SELLING DAYS	26	26			127	127		

DSR = DAILY SELLING RATE

Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2013	2012	DSR %	2013	2012	DSR %
Toyota Prius Sedan	15,330	13,053	17.4%	62,743	71,691	-12.5%
Toyota Prius V (only)	3,732	3,645	2.4%	15,629	19,567	-20.1%
Toyota Prius C (only)	3,782	3,693	2.4%	17,133	12,594	36.0%
Toyota Prius Phv (only)	678	1,086	-37.6%	3,630	3,652	-0.6%