

TOYOTA U.S. SALES SUMMARY
May, 2014

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2014	2013	DSR % CHG	VOL % CHG	2014	2013	DSR % CHG	VOL % CHG
TOTAL TOYOTA	243,236	207,952	12.6	17.0	963,893	913,556	4.7	5.5
TOTAL TOYOTA DIV.	216,315	185,723	12.2	16.5	848,722	816,496	3.1	3.9
TOTAL LEXUS	26,921	22,229	16.6	21.1	115,171	97,060	17.7	18.7
YARIS	1,616	1,778	-12.5	-9.1	7,210	11,179	-36.0	-35.5
COROLLA	36,611	27,997	25.9	30.8	143,409	132,514	7.4	8.2
PRIUS	26,793	23,522	9.7	13.9	88,452	99,135	-11.5	-10.8
CAMRY	49,584	39,216	21.8	26.4	181,876	171,756	5.1	5.9
AVALON	7,324	7,099	-0.7	3.2	26,426	30,945	-15.3	-14.6
SCION FR-S	1,664	1,937	-17.3	-14.1	6,534	8,206	-21.0	-20.4
SCION iQ	241	526	-55.9	-54.2	1,028	1,919	-46.8	-46.4
SCION xD	823	807	-1.8	2.0	3,608	3,544	1.0	1.8
SCION xB	1,532	1,740	-15.2	-12.0	7,000	7,875	-11.8	-11.1
SCION tC	1,921	1,576	17.4	21.9	7,854	7,116	9.5	10.4
<i>TOTAL SCION</i>	<i>6,181</i>	<i>6,586</i>	<i>-9.6</i>	<i>-6.1</i>	<i>26,024</i>	<i>28,660</i>	<i>-9.9</i>	<i>-9.2</i>
TOTAL TOYOTA DIV. CAR	128,109	106,198	16.2	20.6	473,397	474,189	-0.9	-0.2
CT	1,762	1,623	4.5	8.6	6,816	6,039	12.0	12.9
HS	0	0	N/A	N/A	0	2	-100.0	-100.0
IS	4,403	1,897	123.5	132.1	19,641	8,867	119.8	121.5
ES	6,523	5,890	6.6	10.7	27,662	27,813	-1.3	-0.5
GS	1,753	2,015	-16.2	-13.0	8,611	7,340	16.4	17.3
LS	693	996	-33.0	-30.4	3,372	4,556	-26.6	-26.0
LFA	1	1	-3.7	0.0	10	16	-38.0	-37.5
TOTAL LEXUS CAR	15,135	12,422	17.3	21.8	66,112	54,633	20.1	21.0
TOTAL TOYOTA CAR	143,244	118,620	16.3	20.8	539,509	528,822	1.2	2.0
RAV4	23,465	20,780	8.7	12.9	95,363	80,734	17.2	18.1
FJ CRUISER	1,611	1,599	-3.0	0.8	7,116	5,212	35.5	36.5
VENZA	3,324	3,359	-4.7	-1.0	13,932	17,737	-22.1	-21.5
HIGHLANDER	12,329	11,360	4.5	8.5	60,583	50,681	18.6	19.5
4RUNNER	7,550	4,443	63.6	69.9	29,532	21,362	37.2	38.2
SIENNA	13,330	11,837	8.4	12.6	50,551	50,837	-1.3	-0.6
SEQUOIA	1,068	1,202	-14.4	-11.1	4,957	5,548	-11.4	-10.7
LAND CRUISER	262	268	-5.9	-2.2	1,305	1,225	5.7	6.5
<i>TOTAL TOYOTA DIV. SUV</i>	<i>49,609</i>	<i>43,011</i>	<i>11.1</i>	<i>15.3</i>	<i>212,788</i>	<i>182,499</i>	<i>15.7</i>	<i>16.6</i>
TACOMA	13,876	14,727	-9.3	-5.8	62,976	67,165	-7.0	-6.2
TUNDRA	11,391	9,950	10.2	14.5	49,010	41,806	16.3	17.2
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>25,267</i>	<i>24,677</i>	<i>-1.4</i>	<i>2.4</i>	<i>111,986</i>	<i>108,971</i>	<i>2.0</i>	<i>2.8</i>
TOTAL TOYOTA DIV. TRUCK	88,206	79,525	6.8	10.9	375,325	342,307	8.8	9.6
RX	9,476	8,714	4.7	8.7	38,838	37,171	3.7	4.5
GX	1,958	745	153.1	162.8	8,504	3,531	139.0	140.8
LX	352	348	-2.6	1.1	1,717	1,725	-1.2	-0.5
TOTAL LEXUS TRUCK	11,786	9,807	15.7	20.2	49,059	42,427	14.7	15.6
TOTAL TOYOTA TRUCK	99,992	89,332	7.8	11.9	424,384	384,734	9.4	10.3
SELLING DAYS	27	26			128	127		

DSR = DAILY SELLING RATE

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	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2014	2013	DSR % CHG	VOL % CHG	2014	2013	DSR % CHG	VOL % CHG
* NORTH AMERICAN BUILT VEHICLES								
COROLLA	36,607	27,952	26.1	31.0	143,345	132,276	7.5	8.4
CAMRY	49,557	39,144	21.9	26.6	181,807	171,632	5.1	5.9
AVALON	7,324	7,099	-0.7	3.2	26,426	30,945	-15.3	-14.6
RAV4	15,121	14,479	0.6	4.4	68,141	54,840	23.3	24.3
VENZA	3,324	3,359	-4.7	-1.0	13,932	17,737	-22.1	-21.5
HIGHLANDER	11,928	10,794	6.4	10.5	59,041	48,112	21.8	22.7
SIENNA	13,330	11,837	8.4	12.6	50,551	50,837	-1.3	-0.6
SEQUOIA	1,068	1,202	-14.4	-11.1	4,957	5,548	-11.4	-10.7
TACOMA	13,876	14,727	-9.3	-5.8	62,976	67,165	-7.0	-6.2
TUNDRA	11,391	9,950	10.2	14.5	49,010	41,806	16.3	17.2
RX	7,669	7,693	-4.0	-0.3	29,468	31,989	-8.6	-7.9
TOTAL	171,195	148,236	11.2	15.5	689,654	652,887	4.8	5.6
N.A. VEHICLES % OF TOTAL	70.4%	71.3%			71.5%	71.5%		
TOYOTA DIV. IMPORT CAR	34,621	32,003	4.2	8.2	121,819	139,336	-13.3	-12.6
LEXUS IMPORT CAR	15,135	12,422	17.3	21.8	66,112	54,633	20.1	21.0
TOYOTA DIV NA BUILT CARS	93,488	74,195	21.3	26.0	351,578	334,853	4.2	5.0
TOTAL TOYOTA CARS	143,244	118,620	16.3	20.8	539,509	528,822	1.2	2.0
TOYOTA DIV. IMPORT TRUCK	18,168	13,177	32.8	37.9	66,717	56,262	17.7	18.6
LEXUS IMPORT TRUCK	4,117	2,114	87.5	94.7	19,591	10,438	86.2	87.7
TOYOTA DIV NA BUILT TRUCK	70,038	66,348	1.7	5.6	308,608	286,045	7.0	7.9
LEXUS NA BUILT TRUCK	7,669	7,693	-4.0	-0.3	29,468	31,989	-8.6	-7.9
TOTAL TOYOTA TRUCK	99,992	89,332	7.8	11.9	424,384	384,734	9.4	10.3
SELLING DAYS	27	26			128	127		

DSR = DAILY SELLING RATE

	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
Memo:	2014	2013	DSR %	2014	2013	DSR %
Toyota Prius Sedan	15,944	15,330	0.2%	51,760	62,743	-18.1%
Toyota Prius V (only)	3,567	3,732	-8.0%	11,971	15,629	-24.0%
Toyota Prius C (only)	4,590	3,782	16.9%	16,992	17,133	-1.6%
Toyota Prius Phv (only)	2,692	678	282.3%	7,729	3,630	111.3%