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**TMS -- 042 -- 2011**

**TOYOTA ANNOUNCES 2012 PRICES FOR  
HIGHLANDER AND FJ CRUISER MODELS**

- *Price Increase For 2011 Land Cruiser*

TORRANCE, Calif., August 1, 2011 - - Toyota Motor Sales (TMS), U.S.A., Inc. today announced manufacturer's suggested retail prices (MSRP) for the 2012 Toyota FJ Cruiser sport utility vehicle (SUV), and the Highlander and Highlander Hybrid SUV. Also announced was a price increase for the Land Cruiser full-size SUV and an increase in the delivery, processing and handling (DPH) fee for Scion models.

The Highlander and Highlander Hybrid carry over with no new features for 2012 yet retain their excellent value as the MSRP for all models remain unchanged. The base MSRP for the gas Highlander ranges from \$28,090 for the Base 2WD four-cylinder with a six-speed automatic transmission to \$37,045 for the Limited grade V6 with a five-speed automatic. Highlander Hybrid prices range from \$38,140 for the Base 4WD to \$43,795 for the Limited 4WD.

The FJ Cruiser carries over virtually unchanged for 2012. It will have an MSRP ranging from \$25,990 for the 4x2 equipped with a five-speed automatic transmission to \$27,580 for the 4x4 V6 automatic reflecting an increase of \$200, or 0.7 percent.

The MSRP for the 2011 Land Cruiser has increased to \$69,120 reflecting an increase of \$200, or 0.3 percent.

The MSRPs for the gas and hybrid Highlanders, FJ Cruiser and 2011 Land Cruiser do not include a delivery, processing and handling (DPH) fee of \$810. The DPH fee for vehicles distributed by Southeast Toyota (SET) and Gulf States Toyota (GST) may vary.

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## 2012 TOYOTA PRICING 2-2-2-2

Prices for 2012 gas Highlander, FJ Cruiser and the 2011 Land Cruiser will begin with the start of August production. The prices for the 2012 Highlander Hybrid began with July 20 start of production.

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NOTE TO EDITORS: Photos to accompany this story are available and can be retrieved in digital form by media without charge at <http://www.toyotanewsroom.com>.

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TOYOTA 2012 MY	MODEL CODE	SERIES	DESCRIPTION	MSRP	MSRP INCREASE (\$)	MSRP INCREASE (%)	NEW MSRP
2012	4702	FJ CRUISER	4x2 5-DOOR WAGON V6 5AT	\$25,790	200	0.8	\$25,990
2012	4703	FJ CRUISER	4x4 5-DOOR WAGON V6 6MT	\$26,970	200	0.7	\$27,170
2012	4704	FJ CRUISER	4x4 5-DOOR WAGON V6 5AT	\$27,380	200	0.7	\$27,580
2012	6942	HIGHLANDER	2WD BASE L4 6AT	\$28,090	0	0	\$28,090
2012	6943	HIGHLANDER	2WD SE L4 6AT	\$32,695	0	0	\$32,695
2012	6946	HIGHLANDER	2WD BASE V6 5AT	\$29,245	0	0	\$29,245
2012	6948	HIGHLANDER	4WD BASE V6 5AT	\$30,695	0	0	\$30,695
2012	6951	HIGHLANDER	2WD SE V6 5AT	\$33,850	0	0	\$33,850
2012	6953	HIGHLANDER	4WD SE V6 5AT	\$35,300	0	0	\$35,300
2012	6954	HIGHLANDER	2WD LIMITED V6 5AT	\$35,595	0	0	\$35,595
2012	6956	HIGHLANDER	4WD LIMITED V6 5AT	\$37,045	0	0	\$37,045
2012	6964	HIGHLANDER HYBRID	4WD BASE E-CVT	\$38,140	0	0	\$38,140
2012	6966	HIGHLANDER HYBRID	4WD LIMITED E-CVT	\$43,795	0	0	\$43,795

TOYOTA 2011 MY	MODEL CODE	SERIES	DESCRIPTION	MSRP	MSRP INCREASE (\$)	MSRP INCREASE (%)	NEW MSRP
2011	6156	LAND CRUISER	4X4 V8 6AT	\$68,920	200	0.3	\$69,120