

TOYOTA U.S. SALES SUMMARY								
SEPTEMBER 2017								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
TOTAL TOYOTA	226,632	197,264	10.5	14.9	1,831,479	1,822,461	0.1	0.5
TOTAL TOYOTA DIV	200,436	171,463	12.4	16.9	1,611,820	1,586,268	1.2	1.6
TOTAL LEXUS	26,196	25,801	-2.4	1.5	219,659	236,193	-7.4	-7
YARIS IA (INCL SCI IA)	3,122	1,193	151.6	161.7	28,594	23,142	23	23.6
YARIS LIFTBACK	200	339	-43.3	-41	8,046	8,157	-1.8	-1.4
TOTAL YARIS	3,322	1,532	108.5	116.8	36,640	31,299	16.6	17.1
iQ	0	0	0	0	0	6	-100	-100
xD	2	0	0	0	2	9	-77.9	-77.8
xB	0	2	-100	-100	0	2,674	-100	-100
tC	6	739	-99.2	-99.2	195	8,691	-97.8	-97.8
COROLLA IM (INCL SCI IM)	1,838	1,107	59.6	66	16,151	13,186	22	22.5
COROLLA SEDAN	30,931	31,167	-4.6	-0.8	249,122	275,818	-10.1	-9.7
TOTAL COROLLA	32,769	32,274	-2.4	1.5	265,273	289,004	-8.6	-8.2
86 (INCL FR-S)	530	651	-21.7	-18.6	5,507	5,754	-4.7	-4.3
MIRAI	184	69	156.4	166.7	1044	710	46.4	47
AVALON	2,590	3,844	-35.2	-32.6	25,055	35,029	-28.8	-28.5
PRIUS	9,286	12,475	-28.4	-25.6	83,321	105,561	-21.4	-21.1
CAMRY	34,732	30,707	8.8	13.1	282,507	297,455	-5.4	-5
TOTAL TOYOTA DIV. CAR	83,421	82,293	-2.5	1.4	699,544	776,192	-10.3	-9.9
CT	91	638	-86.3	-85.7	4,663	6,821	-31.9	-31.6
IS	2,059	2,678	-26.1	-23.1	19,275	26,763	-28.3	-28
RC	737	827	-14.3	-10.9	5,023	8,161	-38.7	-38.5
ES	4,230	4,543	-10.5	-6.9	39,075	43,773	-11.1	-10.7
GS	666	1,066	-39.9	-37.5	5,560	10,964	-49.5	-49.3
LS	432	345	20.4	25.2	3,102	4,113	-24.9	-24.6
LC	249	0	0	0	1,698	0	0	0
LFA	1	0	0	0	2	6	-66.8	-66.7
TOTAL LEXUS CAR	8,465	10,097	-19.4	-16.2	78,398	100,601	-22.4	-22.1
TOTAL TOYOTA CAR	91,886	92,390	-4.4	-0.5	777,942	876,793	-11.7	-11.3
SIENNA	9,512	9,269	-1.3	2.6	87,623	99,510	-12.3	-11.9
C-HR	3,017	0	0	0	14,860	0	0	0
RAV4	42,395	29,438	38.5	44	312,230	260,395	19.4	19.9
FJ CRUISER	0	0	0	0	3	8	-62.7	-62.5
VENZA	1	6	-84	-83.3	14	580	-97.6	-97.6
HIGHLANDER	20,359	14,937	31.1	36.3	158,196	127,045	24	24.5
4RUNNER	11,333	9,058	20.3	25.1	95,086	83,316	13.6	14.1
SEQUOIA	961	907	1.9	6	8,999	9,134	-1.9	-1.5
LAND CRUISER	220	325	-34.9	-32.3	2,168	2,555	-15.5	-15.1
TOTAL TOYOTA DIV. SUV	78,286	54,671	37.7	43.2	591,556	483,033	21.9	22.5
TACOMA	18,058	15,723	10.4	14.9	147,420	142,711	2.9	3.3
TUNDRA	11,159	9,507	12.9	17.4	85,677	84,822	0.6	1
TOTAL TOYOTA DIV. PICKUP	29,217	25,230	11.3	15.8	233,097	227,533	2	2.4
TOTAL TOYOTA DIV. TRUCK	117,015	89,170	26.2	31.2	912,276	810,076	12.1	12.6

NX	5,041	4,729	2.5	6.6	41,987	38,115	9.7	10.2
RX	9,120	8,605	1.9	6	75,880	76,240	-0.9	-0.5
GX	3,035	1,984	47.1	53	19,343	17,545	9.8	10.2
LX	535	386	33.3	38.6	4,051	3,692	9.2	9.7
TOTAL LEXUS TRUCK	17,731	15,704	8.6	12.9	141,261	135,592	3.7	4.2
TOTAL TOYOTA TRUCK	134,746	104,874	23.5	28.5	1,053,537	945,668	10.9	11.4
Selling Days	26	25			230	229		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	SEPTEMBER, 2017							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2017	2016	DSR %	VOL %	2017	2016	DSR %	VOL %
COROLLA	30,931	31,167	-4.6	-0.8	249,122	275,818	-10.1	-9.7
CAMRY	26,086	30,707	-18.3	-15	264,459	297,455	-11.5	-11.1
AVALON	2,590	3,844	-35.2	-32.6	25,055	35,029	-28.8	-28.5
YARIS IA (INCL SCI IA)	3,122	1,193	151.6	161.7	28,594	23,142	23	23.6
RAV4	20,717	16,410	21.4	26.2	146,252	141,513	2.9	3.3
VENZA	1	6	-84	-83.3	14	578	-97.6	-97.6
HIGHLANDER	20,359	14,937	31.1	36.3	158,196	127,045	24	24.5
SIENNA	9,512	9,269	-1.3	2.6	87,623	99,510	-12.3	-11.9
SEQUOIA	961	907	1.9	6	8,999	9,134	-1.9	-1.5
TACOMA	18,058	15,723	10.4	14.9	147,420	142,711	2.9	3.3
TUNDRA	11,159	9,507	12.9	17.4	85,677	84,822	0.6	1
ES	3,602	3,589	-3.5	0.4	31,006	27,473	12.4	12.9
RX	8,770	8,357	0.9	4.9	71,250	72,432	-2.1	-1.6
TOTAL	155,868	145,616	2.9	7	1,303,667	1,336,662	-2.9	-2.5
N.A VEHICLES % OF TOTAL	68.8%	73.8%			71.2%	73.3%		
TOYOTA DIV. IMPORT CAR	20,692	15,382	29.3	34.5	132,314	144,748	-9	-8.6
LEXUS IMPORT CAR	4,863	6,508	-28.2	-25.3	47,392	73,128	-35.5	-35.2
TOYOTA DIV NA BUILT CARS	62,729	66,911	-9.9	-6.3	567,230	631,444	-10.6	-10.2
LEXUS NA BUILT CARS	3,602	3,589	-3.5	0.4	31,006	27,473	12.4	12.9
TOTAL TOYOTA CARS	91,886	92,390	-4.4	-0.5	777,942	876,793	-11.7	-11.3
TOYOTA DIV. IMPORT TRUCK	36,248	22,411	55.5	61.7	278,095	204,763	35.2	35.8
LEXUS IMPORT TRUCK	8,961	7,347	17.3	22	70,011	63,160	10.4	10.8
TOYOTA DIV NA BUILT TRUCK	80,767	66,759	16.3	21	634,181	605,313	4.3	4.8
LEXUS NA BUILT TRUCK	8,770	8,357	0.9	4.9	71,250	72,432	-2.1	-1.6
TOTAL TOYOTA TRUCK	134,746	104,874	23.5	28.5	1,053,537	945,668	10.9	11.4
SELLING DAYS	26	25			230	229		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2017	2016	DSR %	2017	2016	DSR %
Toyota Prius Sedan	5,722	9,790	-43.8	50,911	78,375	-35.3
Toyota Prius V(only)	728	1,222	-42.7	7,647	11,241	-32.3
Toyota Prius C(only)	937	1,459	-38.3	9,707	15,893	-39.2
Toyota Prius PRIME(only)	1,899	4	45549	15,056	52	28728
Toyota RAV4 Hybrid	5,759	4,127	34.2	36,352	33,018	9.6