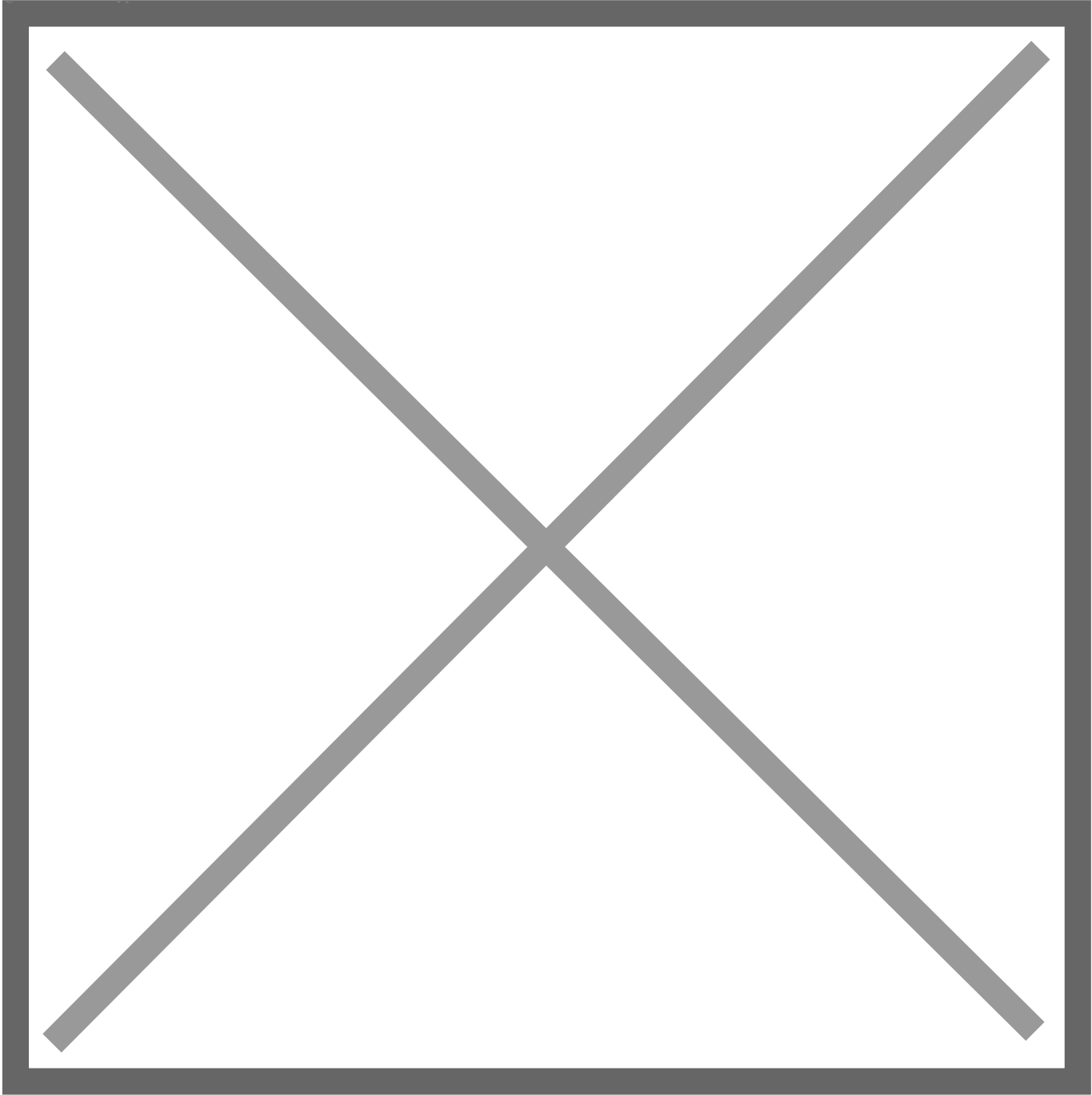


Toyota Motor North America Reports U.S. Sales for November 2018

December 03, 2018

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November 2018 Sales Chart

PLANO, Texas (December 3, 2018) – Toyota Motor North America (TMNA) today reported November 2018 sales of 190,423 units. With the same number of selling days in November 2018 compared to November 2017, sales were down 0.6 percent on a volume basis and a daily selling rate (DSR) basis.

Toyota division posted November 2018 sales of 163,977 units, down 0.3 percent on a volume basis and a DSR basis.

Lexus posted November sales of 26,446 units, down 2.5 percent on a volume basis and a DSR basis.

November 2018 Highlights:

- TMNA, Toyota and Lexus divisions posted best-ever November for light truck sales
- Camry recorded sales of 24,545 units
- Corolla posted sales of 21,105 units
- RAV4 sales increased by 23 percent, a best-ever November
- C-HR sales increased by 10 percent, a best-ever November
- Highlander sales increased by 5.6 percent
- 4Runner sales increased by 13.8 percent, a best-ever November
- Tacoma sales increased by 21.5 percent, a best-ever November
- Tundra posted sales of 9,689 units
- Lexus LUVs sales increased 0.7 percent, a best-ever November
- NXh sales were up 88.6 percent, a best-ever November
- RXh sales were up 116.1 percent, a best-ever November in 11 years
- LS sales increased by 152 percent
- ES sales increased by 8 percent

*Note: Unless otherwise stated, all figures reflect unadjusted raw sales volume.