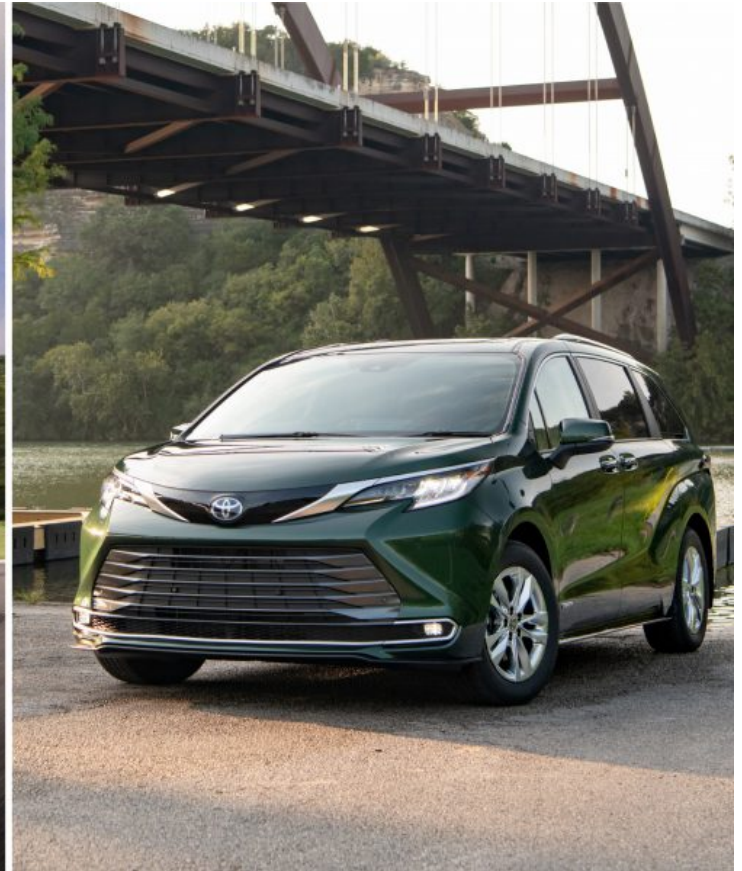


Toyota Motor North America Reports U.S. June and First Half 2021 Sales

July 01, 2021



PLANO, Texas (July 1, 2021) – Toyota Motor North America (TMNA) today reported U.S. June 2021 sales of 207,331 vehicles, an increase of 39.8 percent on a volume and daily selling rate (DSR) basis versus June 2020. June 2021 sales of alternative powered vehicles (APVs), including hybrids, EVs and fuel cells totaled 46,074 vehicles, representing 22.2 percent of total monthly sales.

For the first half of 2021, TMNA reported U.S. sales of 1,291,879 vehicles, an increase of 44.5 percent on a volume basis and an increase of 46.5 percent on a DSR basis. First half APV sales totaled 299,811 vehicles, representing 23.2 percent of total year-to-date sales. This was the best-ever first half sales of APVs for TMNA.

Toyota division posted June sales of 180,623 vehicles, up 41.6 percent on a volume and DSR basis. For the first half of 2021, Toyota division reported sales of 1,134,166 vehicles, up 44.1 percent on a volume basis and up 46 percent on a DSR basis.

Lexus division posted June sales of 26,708 vehicles, up 29.1 percent on a volume and DSR basis. For the first half of 2021, Lexus division reported sales of 157,713 vehicles, up 47.7 percent on a volume basis and up 49.6 on a DSR basis.

“We are grateful to our loyal customers for their trust in the Toyota and Lexus brands,” said Bob Carter, executive vice president of sales, TMNA. “Our manufacturing team has been working tirelessly to deliver ever-better, safer vehicles to our 1,500 dealers across the country, and we appreciate their partnership to surpass our customers’ expectations.”

June and First Half 2021 Highlights

TMNA:

- APV sales: best-ever June, best-ever quarter and best-ever first half
- June APV sales totaled 46,074 vehicles, up 43.2 percent on a volume and DSR basis
- First half APV sales totaled 299,811 vehicles, up 149.9 percent on a volume basis and up 153.3 percent on a DSR basis
- Best-ever first half light truck sales
- Passenger car sales totaled 68,771 vehicles in June, up 56.8 percent on a volume and DSR basis
- First half passenger car sales totaled 431,457 vehicles, up 44.8 percent on a volume basis and up 46.7 percent on a DSR basis
- Truck sales totaled 138,560 vehicles in June, up 32.7 percent on a volume and DSR basis
- First half truck sales totaled 860,422 vehicles, up 44.4 percent on a volume basis and up 46.3 percent on a DSR basis

Toyota Division:

- June APV sales totaled 41,727 vehicles, up 46 percent on a volume and DSR basis
- First half APV sales totaled 273,123 vehicles, up 164.9 percent on a volume basis and up 168.4 percent on a DSR basis
- Passenger car sales totaled 61,310 vehicles in June, up 58.3 percent on a volume and DSR basis
- First half passenger car sales totaled 389,673 vehicles, up 43.7 percent on a volume basis and up 45.6 percent on a DSR basis
- Truck sales totaled 119,313 vehicles in June, up 34.3 percent on a volume and DSR basis
- First half truck sales totaled 744,493 vehicles, up 44.3 percent on a volume basis and up 46.2 percent on a DSR basis
- All-time best-ever monthly sales: RAV4 Prime
- Best-ever June sales: total APV, total light truck, Corolla Hybrid, total Highlander, Highlander Hybrid, Prius Prime, Tacoma, Venza

Lexus Division:

- June APV sales totaled 4,347 vehicles, up 20.7 percent on a volume and DSR basis
- First half APV sales totaled 26,688 vehicles, up 58.5 percent on a volume basis and up 60.6 percent on a DSR basis.
- Passenger car sales totaled 7,461 vehicles in June, up 45.2 percent on a volume and DSR basis
- First half passenger car sales totaled 41,784 vehicles, up 56 percent on a volume basis and up 58.1 percent on a DSR basis
- June luxury utility vehicles (LUV) sales totaled 19,247 vehicles, up 23.8 percent on a volume and DSR

basis

- First half LUV sales totaled 115,929 vehicles, up 44.9 percent on a volume basis and up 46.8 percent on a DSR basis
- Best-ever June sales: total APV, total LUV, total NX
- Best-ever first half sales: total APV, total LUV, total LC, total NX, total RX and total UX

TOYOTA U.S. SALES SUMMARY								
June 2021								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2021	2020	DSR %	VOL %	2021	2020	DSR %	VOL %
TOTAL TMNA	207,331	148,280	39.8	39.8	1,291,879	893,776	46.5	44.5
TOTAL TOYOTA DIV.	180,623	127,590	41.6	41.6	1,134,166	786,975	46.0	44.1
TOTAL LEXUS DIV.	26,708	20,690	29.1	29.1	157,713	106,801	49.6	47.7
YARIS	9	479	-98.1	-98.1	201	3,729	-94.5	-94.6
COROLLA	21,356	15,079	41.6	41.6	155,531	109,601	43.8	41.9
SUPRA	787	579	35.9	35.9	4,548	2,294	100.9	98.3
86 (INCL FR-S)	27	230	-88.3	-88.3	1,034	1,349	-22.3	-23.4
MIRAI	109	24	354.2	354.2	1,597	209	674.2	664.1
AVALON	1,289	1,647	-21.7	-21.7	10,328	7,563	38.4	36.6
PRIUS	5,828	4,188	39.2	39.2	38,763	20,483	91.8	89.2
CAMRY	31,905	16,509	93.3	93.3	177,671	125,899	43.0	41.1
TOTAL TOYOTA DIV. CAR	61,310	38,735	58.3	58.3	389,673	271,127	45.6	43.7
IS	2,177	779	179.5	179.5	13,393	5,092	166.5	163
RC	311	317	-1.9	-1.9	1,702	1,537	12.2	10.7
ES	4,353	3,415	27.5	27.5	22,792	17,009	35.8	34.0
GS	1	286	-99.7	-99.7	70	1,303	-94.6	-94.6
LS	338	278	21.6	21.6	2,251	1,426	59.9	57.9
LC	280	63	344.4	344.4	1,575	415	284.5	279.5
TOTAL LEXUS DIV. CAR	7,461	5,138	45.2	45.2	41,784	26,784	58.1	56.0
TOTAL TMNA CAR	68,771	43,873	56.8	56.8	431,457	297,911	46.7	44.8
C-HR	2,796	4,460	-37.3	-37.3	24,443	21,424	15.6	14.1
RAV4	36,027	34,093	5.7	5.7	221,195	183,360	22.2	20.6
FJ CRUISER	1	0	0	0	1	0	0	0
VENZA	4,781	0	0	0	35,834	0	0	0
HIGHLANDER	24,036	14,084	70.7	70.7	144,380	79,071	85.0	82.6
4RUNNER	9,327	12,295	-24.1	-24.1	69,949	57,428	23.4	21.8
SEQUOIA	736	466	57.9	57.9	4,338	2,528	73.9	71.6
LAND CRUISER	240	289	-17.0	-17.0	3,550	1,250	187.8	184.0
TOTAL TOYOTA DIV. SUV	77,944	65,687	18.7	18.7	503,690	345,061	47.9	46.0
SIENNA	8,834	2,596	240.3	240.3	57,642	17,208	239.4	235.0
TACOMA	24,911	12,023	107.2	107.2	139,296	104,699	34.8	33.0
TUNDRA	7,624	8,549	-10.8	-10.8	43,865	48,880	-9.1	-10.3
TOTAL TOYOTA DIV. PICKUP	32,535	20,572	58.2	58.2	183,161	153,579	20.8	19.3
TOTAL TOYOTA DIV. TRUCK	119,313	88,855	34.3	34.3	744,493	515,848	46.2	44.3
UX	1,552	1,634	-5.0	-5.0	9,524	7,349	31.3	29.6
NX	5,747	4,642	23.8	23.8	32,066	22,725	43.0	41.1
RX	9,604	6,341	51.5	51.5	56,644	36,813	55.9	53.9
GX	2,150	2,495	-13.8	-13.8	15,406	11,316	37.9	36.1
LX	194	440	-55.9	-55.9	2,289	1,814	27.9	26.2
TOTAL LEXUS DIV. TRUCK	19,247	15,552	23.8	23.8	115,929	80,017	46.8	44.9
TOTAL TMNA TRUCK	138,560	104,407	32.7	32.7	860,422	595,865	46.3	44.4
Selling Days	25	25			151	153		

DSR = Daily Selling Rate

TOYOTA U.S. ALTERNATIVE POWERED SALES SUMMARY

June 2021

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2021	2020	DSR %	VOL%	2021	2020	DSR %	VOL%
TOYOTA PRIUS HYBRID	2,741	2,919	-6.1	-6.1	19,901	13,470	49.7	47.7
TOYOTA PRIUS PRIME	3,087	1,269	143.3	143.3	18,862	7,013	172.5	169.0
TOYOTA COROLLA HYBRID	2,545	1,287	97.7	97.7	16,675	6,560	157.6	154.2
TOYOTA CAMRY HYBRID	4,227	2,278	85.6	85.6	22,107	11,177	100.4	97.8
TOYOTA AVALON HYBRID	657	650	1.1	1.1	4,702	2,566	85.7	83.2
TOYOTA MIRAI	109	24	354.2	354.2	1,597	209	674.2	664.1
TOYOTA SIENNA HYBRID	8,674	0	0	0	56,804	0	0	0
TOYOTA HIGHLANDER HYBRID	4,877	3,093	57.7	57.7	34,528	9,991	250.2	245.6
TOYOTA RAV4 HYBRID	7,054	17,051	-58.6	-58.6	52,446	52,123	2.0	0.6
TOYOTA RAV4 PRIME	2,975	7	42,400.0	42,400.0	9,667	7	140,000.0	138,000.0
TOYOTA VENZA HYBRID	4,781	0	0	0	35,834	0	0	0
LEXUS ES HYBRID	1,207	555	117.5	117.5	5,679	3,006	91.4	88.9
LEXUS GS HYBRID	0	1	-100	-100	1	1	1.3	0
LEXUS UX HYBRID	952	1,185	-19.7	-19.7	6,501	4,549	44.8	42.9
LEXUS NX HYBRID	1,100	907	21.3	21.3	6,103	3,589	72.3	70.0
LEXUS RX HYBRID	1,072	949	13.0	13.0	8,368	5,631	50.6	48.6
LEXUS LS HYBRID	13	5	160.0	160.0	29	54	-45.6	-46.3
LEXUS LC HYBRID	3	0	0	0	7	6	18.2	16.7
TOTAL TMNA APV	46,074	32,180	43.2	43.2	299,811	119,952	153.3	149.9
TOTOL TOYOTA APV	41,727	28,578	46.0	46.0	273,123	103,116	168.4	164.9
TOTAL LEXUS APV	4,347	3,602	20.7	20.7	26,688	16,836	60.6	58.5
TOTAL TMNA APV SALES RATIO	22.2%	21.7%			23.2%	13.4%		
Selling Days	25	25			151	153		