

# Toyota Motor North America Reports U.S. September and Third Quarter 2021 Sales Results

October 01, 2021



**PLANO, Texas (October 1, 2021)** – Toyota Motor North America (TMNA) today reported U.S. September 2021 sales of 152,916 vehicles, a decrease of 22.4 percent on a volume and daily selling rate (DSR) basis versus September 2020. U.S. September 2021 sales of alternative powered vehicles (APVs), including hybrids, plug-in hybrids and fuel cells totaled 42,945 vehicles, up 36 percent on a volume and DSR basis, representing 28.1 percent of total monthly sales.

For the third quarter of 2021, TMNA reported U.S. sales of 566,005 vehicles, an increase of 1.4 percent on a volume and DSR basis. Third quarter APV sales totaled 150,311 vehicles, up 62.5 percent on a volume and DSR basis, representing 26.6 percent of total year-to-date sales.

TMNA year-to-date U.S. sales totaled 1,857,884 vehicles, an increase of 29.1 percent on a volume basis and an increase of 27.9 percent on a DSR basis. Year-to-date APV sales totaled 450,122 vehicles, up 113.7 percent on a volume basis and up 111.9 percent on a DSR basis, representing 24.2 percent of total sales.

APV sales for September, the third quarter and year-to-date are the best-ever for TMNA.

“As we continue to navigate through supply chain challenges, we thank our loyal Toyota and Lexus customers for their patience and confidence in our vehicles,” said Jack Hollis, senior vice president of automotive operations, TMNA. “Our teams are working diligently to deliver vehicles to our dealers, who continue to find innovative solutions to take care of our customers.”

### **September, third quarter and year-to-date 2021 highlights**

#### TMNA:

- Best-ever September, third quarter and year-to-date sales of APVs
- September APV sales totaled 42,945 vehicles, up 36.0 percent on a volume basis and DSR basis, representing 28.1 percent of total sales
- Third quarter APV sales totaled 150,311 vehicles, up 62.5 percent on a volume basis and DSR basis, representing 26.6 percent of total sales
- Year-to-date APV sales totaled 450,122 vehicles, up 113.7 percent on a volume basis and up 111.9 percent on a DSR basis, representing 24.2 percent of total sales
- Third quarter passenger car sales were up 2.9 percent on a volume and DSR basis
- Total year-to-date sales were up 29.1 percent on a volume basis and up 27.4 percent on a DSR basis
- Year-to-date passenger car sales were up 30.4 percent on a volume basis and up 29.2 percent on a DSR basis
- Year-to-date truck sales were up 28.4 percent on a volume basis and up 27.3 percent on a DSR basis

#### Toyota Division:

- Best-ever September: total APVs, Mirai, RAV4 Prime, Sienna
- Best-ever third quarter: total sales, total APVs, Camry Hybrid, Corolla Hybrid, Mirai, Highlander Hybrid, RAV4 Prime, Sienna
- Best-ever YTD: total APVs, total light trucks, Corolla Hybrid, Prius Prime, total Highlander, Highlander Hybrid, RAV4 Prime, Venza, 4Runner, Tacoma
- September APV sales totaled 38,204 vehicles, up 40.8 percent on a volume basis and DSR basis, representing 29.3 percent of total division sales
- Third quarter APV sales totaled 134,160 vehicles, up 68.5 percent on a volume basis and DSR basis, representing 27.7 percent of total division sales
- Year-to-date APV sales totaled 407,283 vehicles, up 124.9 percent on a volume basis and up 122.9 percent on a DSR basis, representing 25.1 percent of total division sales

#### Lexus Division:

- Best-ever September: total APVs, NXh and RXhL
- Best-ever third quarter: total APVs, total LUV, total LC, total NX, GX, RXhL, UXh, NX, NXh
- Best-ever YTD: total APVs, total LUV, total LC, total NX, total UX, total RX, UXh, NX, NXh, RXhL
- September APV sales totaled 4,741 vehicles, up 7.0 percent on a volume basis and DSR basis, representing 20.9 percent of total division sales
- Third quarter APV sales totaled 16,151 vehicles, up 25.2 percent on a volume basis and DSR basis, representing 19.9 percent of total division sales
- Year-to-date APV sales totaled 42,839 vehicles, up 45.3 percent on a volume basis and up 44.1 percent on a DSR basis, representing 17.9 percent of total division sales

TOYOTA U.S. SALES SUMMARY								
September 2021								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2021	2020	DSR %	VOL %	2021	2020	DSR %	VOL %
<b>TOTAL TMNA</b>	152,916	197,124	-22.4	-22.4	1,857,884	1,452,226	29.1	27.9
TOTAL TOYOTA DIV.	130,219	172,370	-24.5	-24.5	1,619,078	1,270,139	28.6	27.5
TOTAL LEXUS DIV.	22,697	24,754	-8.3	-8.3	238,806	182,087	32.3	31.1
YARIS	0	691	-100	-100	205	5,655	-96.3	-96.4
COROLLA	14,275	19,894	-28.2	-28.2	217,727	166,213	32.1	31.0
SUPRA	436	489	-10.8	-10.8	5,825	3,798	54.7	53.4
86 (INCL FR-S)	2	152	-98.7	-98.7	1,044	1,968	-46.5	-47.0
MIRAI	406	41	890.2	890.2	2,268	341	570.9	565.1
AVALON	1,311	1,833	-28.5	-28.5	15,967	12,971	24.2	23.1
PRIUS	2,217	3,787	-41.5	-41.5	51,038	32,566	58.1	56.7
CAMRY	19,106	28,362	-32.6	-32.6	256,769	204,945	26.4	25.3
<b>TOTAL TOYOTA DIV. CAR</b>	37,753	55,249	-31.7	-31.7	550,843	428,457	29.7	28.6
IS	1,536	1,531	0.3	0.3	20,160	8,721	133.2	131.2
RC	234	389	-39.8	-39.8	2,720	2,639	4.0	3.1
ES	2,765	4,541	-39.1	-39.1	34,053	29,784	15.3	14.3
GS	0	262	-100	-100	75	2,164	-96.5	-96.5
LS	314	303	3.6	3.6	3,312	2,283	46.3	45.1
LC	240	131	83.2	83.2	2,372	743	222.0	219.2
<b>TOTAL LEXUS DIV. CAR</b>	5,089	7,158	-28.9	-28.9	62,693	46,337	36.5	35.3
<b>TOTAL TMNA CAR</b>	42,842	62,407	-31.4	-31.4	613,536	474,794	30.4	29.2
C-HR	1,873	4,606	-59.3	-59.3	32,388	33,604	-2.8	-3.6
RAV4	21,426	43,652	-50.9	-50.9	313,447	302,574	4.5	3.6
FJ CRUISER	0	0	0	0	1	0	0	0
VENZA	4,224	1,625	159.9	159.9	50,493	1,668	2,953.7	2,927.2
HIGHLANDER	19,101	22,307	-14.4	-14.4	207,564	141,301	48.2	46.9
4RUNNER	10,673	10,229	4.3	4.3	105,475	86,827	22.5	21.5
SEQUOIA	508	770	-34.0	-34.0	6,111	4,733	30.2	29.1
LAND CRUISER	23	141	-83.7	-83.7	3,665	1,761	109.9	108.1
<b>TOTAL TOYOTA DIV. SUV</b>	57,828	83,330	-30.6	-30.6	719,144	572,468	26.7	25.6
SIENNA	7,724	4,124	87.3	87.3	83,447	28,781	192.5	189.9
TACOMA	18,086	20,929	-13.6	-13.6	200,631	163,619	23.7	22.6
TUNDRA	8,828	8,738	1.0	1.0	65,013	76,814	-14.6	-15.4
<b>TOTAL TOYOTA DIV. PICKUP</b>	26,914	29,667	-9.3	-9.3	265,644	240,433	11.5	10.5
<b>TOTAL TOYOTA DIV. TRUCK</b>	92,466	117,121	-21.1	-21.1	1,068,235	841,682	28.0	26.9
UX	1,210	1,525	-20.7	-20.7	14,277	12,117	18.9	17.8
NX	4,773	3,694	29.2	29.2	50,544	35,929	41.9	40.7
RX	8,572	9,666	-11.3	-11.3	84,625	66,251	28.9	27.7
GX	2,830	2,388	18.5	18.5	23,859	18,577	29.6	28.4
LX	223	323	-31.0	-31.0	2,808	2,876	-1.5	-2.4
<b>TOTAL LEXUS DIV. TRUCK</b>	17,608	17,596	0.1	0.1	176,113	135,750	30.9	29.7
<b>TOTAL TMNA TRUCK</b>	110,074	134,717	-18.3	-18.3	1,244,348	977,432	28.4	27.3
<b>Selling Days</b>	25	25			228	230		

DSR = Daily Selling Rate

TOYOTA U.S. ALTERNATIVE POWERED SALES SUMMARY								
September 2021								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2021	2020	DSR %	VOL%	2021	2020	DSR %	VOL%
TOYOTA PRIUS HYBRID	1,342	2,515	-46.6	-46.6	28,631	21,568	33.9	32.7
TOYOTA PRIUS PRIME	875	1,272	-31.2	-31.2	22,407	10,998	105.5	103.7
TOYOTA COROLLA HYBRID	1,523	1,729	-11.9	-11.9	23,258	11,255	108.5	106.6
TOYOTA CAMRY HYBRID	3,905	3,513	11.2	11.2	36,694	20,819	77.8	76.3
TOYOTA AVALON HYBRID	760	715	6.3	6.3	7,914	4,696	70.0	68.5
TOYOTA MIRAI	406	41	890.2	890.2	2,268	341	570.9	565.1
TOYOTA SIENNA HYBRID	7,722	0	0	0	82,597	0	0	0
TOYOTA HIGHLANDER HYBRID	5,159	5,684	-9.2	-9.2	50,464	24,539	107.5	105.6
TOYOTA RAV4 HYBRID	9,188	9,658	-4.9	-4.9	82,591	85,842	-2.9	-3.8
TOYOTA RAV4 PRIME	3,100	388	699.0	699.0	19,966	992	1,930.0	1,913.0
TOYOTA VENZA HYBRID	4,224	1,625	159.9	159.9	50,493	1,668	2,954.0	2,927.0
LEXUS ES HYBRID	978	996	-1.8	-1.8	9,667	5,453	78.8	77.3
LEXUS GS HYBRID	0	0	0	0	1	1	0.9	0
LEXUS UX HYBRID	978	1,089	-10.2	-10.2	10,208	8,033	28.2	27.1
LEXUS NX HYBRID	911	698	30.5	30.5	9,405	6,024	57.5	56.1
LEXUS RX HYBRID	1,871	1,644	13.8	13.8	13,485	10,154	34.0	32.8
LEXUS LS HYBRID	3	3	0	0	61	62	-0.7	-1.6
LEXUS LC HYBRID	0	1	-100	-100	12	9	34.5	33.3
<b>TOTAL TMNA APV</b>	<b>42,945</b>	<b>31,571</b>	<b>36.0</b>	<b>36.0</b>	<b>450,122</b>	<b>212,454</b>	<b>113.7</b>	<b>111.9</b>
<b>TOTOL TOYOTA APV</b>	<b>38,204</b>	<b>27,140</b>	<b>40.8</b>	<b>40.8</b>	<b>407,283</b>	<b>182,718</b>	<b>124.9</b>	<b>122.9</b>
<b>TOTAL LEXUS APV</b>	<b>4,741</b>	<b>4,431</b>	<b>7.0</b>	<b>7.0</b>	<b>42,839</b>	<b>29,736</b>	<b>45.3</b>	<b>44.1</b>
<b>TOTAL TMNA APV SALES RATIO</b>	<b>28.1%</b>	<b>16.0%</b>			<b>24.2%</b>	<b>14.6%</b>		
<b>Selling Days</b>	<b>25</b>	<b>25</b>			<b>228</b>	<b>230</b>		