# Toyota Motor North America Reports Year-End 2022 U.S. Sales Results 

January 04, 2023


PLANO, Texas (Jan. 4, 2023) - Toyota Motor North America (TMNA) today reported year-end 2022 U.S. sales of $2,108,458$ vehicles, a decrease of 9.6 percent on a volume basis and a decrease of 9.9 percent on a daily selling rate (DSR) basis compared to 2021.

The company reported U.S. fourth quarter 2022 sales of 536,740 vehicles, an increase of 13.1 percent on a volume basis and DSR basis compared to the fourth quarter of 2021. U.S. December 2022 sales totaled 180,147 vehicles, an increase of 3.5 percent on a volume basis and DSR basis compared to December 2021.
"In 2022, we further solidified our leadership position in electrified vehicles, and through our 20 electrified options, we're giving customers a choice that fits their lifestyle and needs," said Jack Hollis, executive vice president, Sales, TMNA. "Thanks to our manufacturing team and outstanding dealers, we are focused on delivering world-class service and products to customers, and preparing to introduce nearly two dozen all-new, refreshed or special edition vehicles in 2023, including sedans and even more electrified options."

## 2022 Highlights

TMNA:

- 20 total electrified vehicles currently available in dealerships between both the Toyota and Lexus brands, the most among any automaker
- 2022 electrified vehicle sales of 504,016 represent nearly $24 \%$ of total sales volume
- Projected to be the number one seller of passenger vehicles for the $11^{\text {th }}$ consecutive year, and 19 of the last 20
- December sales up 3.5\%
- December car division sales up 23.3\%
- Fourth quarter sales up $13.1 \%$
- Fourth quarter car division sales up $43.7 \%$
- Fourth quarter truck sales up $4.5 \%$
- Announced an additional $\$ 2.5$ billion investment, for a total of $\$ 3.8$ billion, at the company's North Carolina manufacturing plant to produce batteries for hybrids and electric vehicles. It's expected to start production in 2025 and provide 2,100 new jobs
- TMNA's digital retail sales of new vehicles through its SmartPath and Monogram platforms surged past 152,000 at more than 360 dealers; more than 100 dealers will go live on both platforms by summer 2023


## Toyota Division:

- 2022 electrified vehicles sales of 448,854 represent $24.3 \%$ of total sales volume
- Projected to be the number one retail brand for the $11^{\text {th }}$ consecutive year
- December sales up 6.6\%
- December car sales up 26.5\%
- Fourth quarter division sales up $16.6 \%$
- Fourth quarter car sales up $43.7 \%$
- Fourth quarter SUV sales up 2.7\%
- Fourth quarter pickup sales up 32.5\%
- Fourth quarter truck sales up $7.7 \%$
- Corolla number one compact car in America
- Camry number one passenger car in America for the $21^{\text {st }}$ consecutive year
- Tacoma number one small pickup in America for the $18^{\text {th }}$ consecutive year
- RAV4 best-selling SUV in the U.S. for $6^{\text {th }}$ consecutive year
- All-time best-ever year for:
- GR86
- Corolla Hybrid
- Corolla Cross
- RAV4 Hybrid
- Tundra Hybrid


## Lexus Division:

- 2022 electrified vehicles sales of 55,162 represent $21.3 \%$ of total sales volume, a division record
- December car division sales up $1.5 \%$
- December electrified vehicle sales up $22.3 \%$
- Fourth quarter car sales up 13.3\%
- Fourth quarter electrified vehicle sales up $20.1 \%$
- LUVs achieved top market share among luxury brands in 2022
- All-time best-ever year for:
- Electrified vehicle sales ratio of $21.4 \%$
- LC Hybrid
- IS 500
- NX Hybrid
- NX Plug-in Hybrid


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