

TOYOTA U.S. SALES SUMMARY								
November 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
TOTAL TOYOTA	190,423	191,617	-0.6	-0.6	2,205,762	2,211,532	-0.6	-0.3
TOTAL TOYOTA DIV	163,977	164,499	-0.3	-0.3	1,942,976	1,941,861	-0.3	0.1
TOTAL LEXUS	26,446	27,118	-2.5	-2.5	262,786	269,671	-2.9	-2.6
YARIS SD (INCL YAR IA)	1296	2549	-49.2	-49.2	24,115	33,819	-28.9	-28.7
YARIS LIFTBACK	140	202	-30.7	-30.7	1,842	8,450	-78.3	-78.2
TOTAL YARIS	1,436	2,751	-47.8	-47.8	25,957	42,269	-38.8	-38.6
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	2	-100	-100.0
xB	0	0	0	0	1	0	0	0.0
tC	0	0	0.0	0.0	2	197	-99.0	-99.0
COROLLA HB (INCL COR IM)	1,729	1,423	21.5	21.5	21,200	19,064	10.8	11.2
COROLLA SEDAN	19,376	17,864	8.5	8.5	257,093	290,163	-11.7	-11.4
TOTAL COROLLA	21,105	19,287	9.4	9.4	278,293	309,227	-10.3	-10.0
86 (INCL FR-S)	293	456	-35.7	-35.7	3,851	6,421	-40.2	-40.0
MIRAI	194	249	-22.1	-22.1	1,468	1,542	-5.1	-4.8
AVALON	2,225	2,453	-9.3	-9.3	31,042	30,156	2.6	2.9
PRIUS	6,008	8,149	-26.3	-26.3	81,239	99,181	-18.4	-18.1
CAMRY	24,545	34,991	-29.9	-29.9	314,346	343,750	-8.9	-8.6
TOTAL TOYOTA DIV. CAR	55,806	68,336	-18.3	-18.3	736,199	832,745	-11.9	-11.6
CT	0	8	-100	-100	4	4,681	-99.9	-99.9
IS	1,830	2,458	-25.5	-25.5	20,734	23,705	-12.8	-12.5
RC	213	826	-74.2	-74.2	3,017	6,677	-55.0	-54.8
ES	4,222	3,911	8.0	8.0	43,099	46,351	-7.3	-7.0
GS	472	739	-36.1	-36.1	6,017	6,857	-12.6	-12.3
LS	902	358	152.0	152.0	8,409	3,788	121.2	122.0
LC	139	280	-50	-50	1,827	2197	-17	-17
LFA	0	0	0	0	2	3	-34	-33
TOTAL LEXUS CAR	7,778	8,580	-9.3	-9.3	83,109	94,259	-12.1	-11.8
TOTAL TOYOTA CAR	63,584	76,916	-17.3	-17.3	819,308	927,004	-11.9	-11.6
SIENNA	6,726	7,670	-12.3	-12.3	80,953	102,548	-21.3	-21.1
C-HR	3,732	3391	10	10	45,345	21889	106.4	107.2
RAV4	35,350	28,736	23.0	23.0	388,501	375,052	3.2	3.6
FJ CRUISER	0	0	0	0	3	4	-25.3	-25
VENZA	1	0	0	0	1	14	-93	-93
HIGHLANDER	20,139	19,077	5.6	5.6	221,386	194,734	13.3	13.7
4RUNNER	11,494	10,103	13.8	13.8	126,385	116,342	8.2	8.6
SEQUOIA	993	1,009	-1.6	-1.6	9,990	11,004	-9.5	-9.2
LAND CRUISER	362	282	28.4	28.4	3,043	2,710	11.9	12.3
TOTAL TOYOTA DIV. SUV	72,071	62,598	15.1	15.1	794,654	721,749	9.7	10.1
TACOMA	19,685	16,195	21.5	21.5	224,128	179,420	24.5	24.9
TUNDRA	9,689	9,700	-0.1	-0.1	107,042	105,399	1.2	1.6
TOTAL TOYOTA DIV. PICKUP	29,374	25,895	13.4	13.4	331,170	284,819	15.9	16.3
TOTAL TOYOTA DIV. TRUCK	108,171	96,163	12.5	12.5	1,206,777	1,109,116	8.4	8.8
NX	5,622	5,404	4.0	4.0	53,315	51,931	2.3	2.7
RX	10,248	10,102	1.4	1.4	98,419	94,356	3.9	4.3

GX	2,369	2432	-2.6	-2.6	23,402	23,865	-2.3	-1.9
LX	429	600	-28.5	-28.5	4,541	5,260	-14.0	-13.7
TOTAL LEXUS TRUCK	18,668	18,538	0.7	0.7	179,677	175,412	2.1	2.4
TOTAL TOYOTA TRUCK	126,839	114,701	10.6	10.6	1,386,454	1,284,528	7.6	7.9
Selling Days	25	25			281	280		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	November, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	19,376	17,864	8.5	8.5	257,093	290,163	-11.7	-11.4
CAMRY	24,366	27,630	-11.8	-11.8	298,991	311,720	-4.4	-4.1
AVALON	2,225	2,453	-9.3	-9.3	31,042	30,156	2.6	2.9
YARIS IA (INCL SCI IA)	1,296	2,549	-49.2	-49.2	24,115	33,819	-28.9	-28.7
RAV4	14,704	11,982	22.7	22.7	159,189	175,594	-9.7	-9.3
VENZA	1	0	0.0	0.0	1	14	-92.9	-92.9
HIGHLANDER	20,139	19,077	5.6	5.6	221,386	194,734	13.3	13.7
SIENNA	6,726	7,670	-12.3	-12.3	80,953	102,548	-21.3	-21.1
SEQUOIA	993	1,009	-1.6	-1.6	9,990	11,004	-9.5	-9.2
TACOMA	19,685	16,195	21.5	21.5	224,128	179,420	24.5	24.9
TUNDRA	9,689	9,700	-0.1	-0.1	107,042	105,399	1.2	1.6
ES	3,282	3,316	-1.0	-1.0	36,975	37,212	-1.0	-0.6
RX	7,189	9,729	-26.1	-26.1	73,369	89,021	-17.9	-17.6
TOTAL	129,671	129,174	0.4	0.4	1,524,274	1,560,804	-2.7	-2.3
N.A VEHICLES % OF TOTAL	68.1%	67.4%			69.1%	70.6%		
TOYOTA DIV. IMPORT CAR	8,543	17,840	-52.1	-52.1	124,958	166,887	-25.4	-25.1
LEXUS IMPORT CAR	4,496	5,264	-14.6	-14.6	46,134	57,047	-19.4	-19.1
TOYOTA DIV NA BUILT CARS	47,263	50,496	-6.4	-6.4	611,241	665,858	-8.5	-8.2
LEXUS NA BUILT CARS	3,282	3,316	-1.0	-1.0	36,975	37,212	-1.0	-0.6
TOTAL TOYOTA CARS	63,584	76,916	-17.3	-17.3	819,308	927,004	-11.9	-11.6
TOYOTA DIV. IMPORT TRUCK	36,234	30,530	18.7	18.7	404,088	340,403	18.3	18.7
LEXUS IMPORT TRUCK	11,479	8,809	30.3	30.3	106,308	86,391	22.6	23.1
TOYOTA DIV NA BUILT TRUCK	71,937	65,633	9.6	9.6	802,689	768,713	4.0	4.4
LEXUS NA BUILT TRUCK	7,189	9,729	-26.1	-26.1	73,369	89,021	-17.9	-17.6
TOTAL TOYOTA TRUCK	126,839	114,701	10.6	10.6	1,386,454	1,284,528	7.6	7.9
Selling Days	25	25			281	280		

	TOYOTA U.S. HYBRID SALES SUMMARY						
	November, 2018						
	-- Current Month --			-- Calendar Year To Date --			
	2018	2017	DSR %	2018	2017	DSR %	
Toyota Prius Sedan	3,180	4,787	-33.6%	46,423	60,230	-23.2%	
Toyota Prius V(only)	3	674	-99.6%	2,061	8,973	-77.1%	
Toyota Prius C(only)	513	854	-39.9%	7,919	11,461	-31.1%	
Toyota Prius PRIME(only)	2,312	1,834	26.1%	24,836	18,517	33.7%	
Toyota RAV4 Hybrid	3,907	4,349	-10.2%	44,888	45,713	-2.2%	
Lexus NX Hybrid	813	431	88.6%	7,695	2,562	199.3%	
Lexus RX Hybrid	1,627	753	116.1%	13,477	7,601	76.7%	