

TOYOTA U.S. SALES SUMMARY								
MAY 2018								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>215,321</b>	<b>218,252</b>	<b>-5.1</b>	<b>-1.3</b>	<b>979,710</b>	<b>952,791</b>	<b>2.0</b>	<b>2.8</b>
TOTAL TOYOTA DIV	189,930	192,848	-5.3	-1.5	868,460	843,426	2.2	3.0
TOTAL LEXUS	25,391	25,404	-3.9	-0.1	111,250	109,365	0.9	1.7
YARIS IA (INCL SCI IA)	2,861	3,444	-20.1	-16.9	13,430	15,758	-15.4	-14.8
YARIS LIFTBACK	139	852	-84.3	-83.7	724	6,138	-88.3	-88.2
TOTAL YARIS	3,000	4,296	-32.9	-30.2	14,154	21,896	-35.9	-35.4
iQ	0	0	0	0	0	0	0	0.0
xD	0	0	0	0	0	0	0	0.0
xB	0	0	0	0	0	0	0	0.0
tC	0	10	-100.0	-100.0	1	166	-99.4	-99.4
COROLLA IM (INCL SCI IM)	2,526	1,995	21.7	26.6	9,436	9,312	0.5	1.3
COROLLA SEDAN	27,052	30,942	-15.9	-12.6	123,858	136,164	-9.8	-9.0
TOTAL COROLLA	29,578	32,937	-13.7	-10.2	133,294	145,476	-9.1	-8.4
86 (INCL FR-S)	401	680	-43.3	-41.0	1,920	3,101	-38.6	-38.1
MIRAI	102	162	-39.5	-37.0	640	579	9.7	10.5
AVALON	2,669	2,872	-10.6	-7.1	16,499	14,215	15.2	16.1
PRIUS	8,672	10,023	-16.8	-13.5	38,327	46,366	-18.0	-17.3
CAMRY	29,965	32,547	-11.5	-7.9	150,580	147,434	1.3	2.1
<b>TOTAL TOYOTA DIV. CAR</b>	<b>74,387</b>	<b>83,527</b>	<b>-14.4</b>	<b>-10.9</b>	<b>355,415</b>	<b>379,233</b>	<b>-7.0</b>	<b>-6.3</b>
CT	0	825	-100	-100	4	3,311	-99.9	-99.9
IS	2,180	2,367	-11.4	-7.9	9,279	10,225	-10.0	-9.3
RC	434	517	-19.3	-16.1	1,421	2,600	-45.8	-45.3
ES	3,828	4,228	-12.9	-9.5	16,309	17,134	-5.6	-4.8
GS	672	615	5.1	9.3	3,086	2,907	5.3	6.2
LS	908	317	175.4	186.4	3,580	1,555	128.4	130.2
LC	154	422	-65	-64	855	422	101	103
LFA	1	0	0	0	2	0	0	0
<b>TOTAL LEXUS CAR</b>	<b>8,177</b>	<b>9,291</b>	<b>-15.4</b>	<b>-12.0</b>	<b>34,536</b>	<b>38,154</b>	<b>-10.2</b>	<b>-9.5</b>
<b>TOTAL TOYOTA CAR</b>	<b>82,564</b>	<b>92,818</b>	<b>-14.5</b>	<b>-11.0</b>	<b>389,951</b>	<b>417,387</b>	<b>-7.3</b>	<b>-6.6</b>
SIENNA	7,346	10,434	-32.3	-29.6	38,903	46,696	-17.3	-16.7
C-HR	4,366	1848	127	136	21,908	2398	806.4	813.6
RAV4	38,202	38,356	-4.2	-0.4	160,670	150,646	5.8	6.7
FJ CRUISER	0	0	0	0	1	2	-50.4	-50
VENZA	0	0	0	0	0	11	-100	-100
HIGHLANDER	21,312	18,115	13.1	17.6	92,650	82,738	11.1	12.0
4RUNNER	11,739	11,014	2.5	6.6	53,259	53,098	-0.5	0.3
SEQUOIA	868	964	-13.4	-10.0	4,556	5,349	-15.5	-14.8
LAND CRUISER	268	259	-0.5	3.5	1,291	1,292	-0.9	-0.1
<b>TOTAL TOYOTA DIV. SUV</b>	<b>76,755</b>	<b>70,556</b>	<b>4.6</b>	<b>8.8</b>	<b>334,335</b>	<b>295,534</b>	<b>12.2</b>	<b>13.1</b>
TACOMA	21,380	17,654	16.4	21.1	93,970	78,154	19.3	20.2
TUNDRA	10,062	10,677	-9.4	-5.8	45,837	43,809	3.8	4.6
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>31,442</b>	<b>28,331</b>	<b>6.7</b>	<b>11.0</b>	<b>139,807</b>	<b>121,963</b>	<b>13.7</b>	<b>14.6</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>115,543</b>	<b>109,321</b>	<b>1.6</b>	<b>5.7</b>	<b>513,045</b>	<b>464,193</b>	<b>9.7</b>	<b>10.5</b>
NX	4,975	5,009	-4.5	-0.7	23,810	21,426	10.3	11.1
RX	9,697	8,849	5.4	9.6	41,197	38,329	6.6	7.5

GX	2018	1851	4.8	9.0	9,521	9,157	3.2	4.0
LX	524	404	24.7	29.7	2,186	2,299	-5.7	-4.9
<b>TOTAL LEXUS TRUCK</b>	<b>17,214</b>	<b>16,113</b>	<b>2.7</b>	<b>6.8</b>	<b>76,714</b>	<b>71,211</b>	<b>6.9</b>	<b>7.7</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>132,757</b>	<b>125,434</b>	<b>1.8</b>	<b>5.8</b>	<b>589,759</b>	<b>535,404</b>	<b>9.3</b>	<b>10.2</b>
Selling Days	26	25			127	126		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	MAY, 2018							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2018	2017	DSR %	VOL %	2018	2017	DSR %	VOL %
COROLLA	27,052	30,942	-15.9	-12.6	123,858	136,164	-9.8	-9.0
CAMRY	28,875	32,547	-14.7	-11.3	139,680	147,434	-6.0	-5.3
AVALON	2,669	2,872	-10.6	-7.1	16,499	14,215	15.2	16.1
YARIS IA (INCL SCI IA)	2,861	3,444	-20.1	-16.9	13,430	15,758	-15.4	-14.8
RAV4	16,769	17,580	-8.3	-4.6	70,412	70,483	-0.9	-0.1
VENZA	0	0	0.0	0.0	0	11	-100.0	-100.0
HIGHLANDER	21,312	18,115	13.1	17.6	92,650	82,738	11.1	12.0
SIENNA	7,346	10,434	-32.3	-29.6	38,903	46,696	-17.3	-16.7
SEQUOIA	868	964	-13.4	-10.0	4,556	5,349	-15.5	-14.8
TACOMA	21,380	17,654	16.4	21.1	93,970	78,154	19.3	20.2
TUNDRA	10,062	10,677	-9.4	-5.8	45,837	43,809	3.8	4.6
ES	3,400	3,335	-2.0	1.9	14,544	12,864	12.2	13.1
RX	5,834	8,301	-32.4	-29.7	32,391	35,626	-9.8	-9.1
<b>TOTAL</b>	<b>148,428</b>	<b>156,865</b>	<b>-9.0</b>	<b>-5.4</b>	<b>686,730</b>	<b>689,301</b>	<b>-1.2</b>	<b>-0.4</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>68.9%</b>	<b>71.9%</b>			<b>70.1%</b>	<b>72.3%</b>		
TOYOTA DIV. IMPORT CAR	12,930	13,722	-9.4	-5.8	61,948	65,662	-6.4	-5.7
LEXUS IMPORT CAR	4,777	5,956	-22.9	-19.8	19,992	25,290	-21.6	-20.9
TOYOTA DIV NA BUILT CARS	61,457	69,805	-15.3	-12.0	293,467	313,571	-7.1	-6.4
LEXUS NA BUILT CARS	3,400	3,335	-2.0	1.9	14,544	12,864	12.2	13.1
<b>TOTAL TOYOTA CARS</b>	<b>82,564</b>	<b>92,818</b>	<b>-14.5</b>	<b>-11.0</b>	<b>389,951</b>	<b>417,387</b>	<b>-7.3</b>	<b>-6.6</b>
TOYOTA DIV. IMPORT TRUCK	37,806	33,897	7.2	11.5	166,717	136,953	20.8	21.7
LEXUS IMPORT TRUCK	11,380	7,812	40.1	45.7	44,323	35,585	23.6	24.6
TOYOTA DIV NA BUILT TRUCK	77,737	75,424	-0.9	3.1	346,328	327,240	5.0	5.8
LEXUS NA BUILT TRUCK	5,834	8,301	-32.4	-29.7	32,391	35,626	-9.8	-9.1
<b>TOTAL TOYOTA TRUCK</b>	<b>132,757</b>	<b>125,434</b>	<b>1.8</b>	<b>5.8</b>	<b>589,759</b>	<b>535,404</b>	<b>9.3</b>	<b>10.2</b>
Selling Days	26	25			127	126		

	TOYOTA U.S. HYBRID SALES SUMMARY						
	APRIL, 2018						
	-- Current Month --			-- Calendar Year To Date --			
	2018	2017	DSR %	2018	2017	DSR %	
Toyota Prius Sedan	4,760	6,065	-24.5%	20,554	27,636	-26.2%	
Toyota Prius V(only)	170	929	-82.4%	1,882	4,474	-58.3%	
Toyota Prius C(only)	818	1,121	-29.8%	3,873	6,182	-37.8%	
Toyota Prius PRIME(only)	2,924	1,908	47.4%	12,018	8,074	47.7%	
Toyota RAV4 Hybrid	4,268	4,070	0.8%	19,347	17,061	12.5%	
Lexus NX Hybrid	762	228	221.4%	3,077	1,048	191.3%	
Lexus RX Hybrid	1,359	747	74.9%	4,407	3,025	44.5%	