

TOYOTA U.S. SALES SUMMARY								
January 2019								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
TOTAL TOYOTA	156,021	167,056	-6.6	-6.6	156,021	167,056	-6.6	-6.6
TOTAL TOYOTA DIV	138,601	149,142	-7.1	-7.1	138,601	149,142	-7.1	-7.1
TOTAL LEXUS	17,420	17,914	-2.8	-2.8	17,420	17,914	-2.8	-2.8
YARIS SD (INCL YAR IA)	1,246	2,132	-41.6	-41.6	1,246	2,132	-41.6	-41.6
YARIS LIFTBACK	77	174	-55.7	-55.7	77	174	-55.7	-55.7
TOTAL YARIS	1,323	2,306	-42.6	-42.6	1,323	2,306	-42.6	-42.6
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	0	0.0	0.0	0	0	0.0	0.0
COROLLA HB (INCL COR IM)	1,483	1,396	6.2	6.2	1,483	1,396	6.2	6.2
COROLLA SEDAN	23,630	20,011	18.1	18.1	23,630	20,011	18.1	18.1
TOTAL COROLLA	25,113	21,407	17.3	17.3	25,113	21,407	17.3	17.3
86 (INCL FR-S)	256	317	-19.2	-19.2	256	317	-19.2	-19.2
MIRAI	77	213	-63.8	-63.8	77	213	-63.8	-63.8
AVALON	1,858	3,481	-46.6	-46.6	1,858	3,481	-46.6	-46.6
PRIUS	2,987	6,943	-57.0	-57.0	2,987	6,943	-57.0	-57.0
CAMRY	23,802	24,638	-3.4	-3.4	23,802	24,638	-3.4	-3.4
TOTAL TOYOTA DIV. CAR	55,416	59,305	-6.6	-6.6	55,416	59,305	-6.6	-6.6
CT	0	3	-100	-100	0	3	-100.0	-100.0
IS	1,075	1,447	-25.7	-25.7	1,075	1,447	-25.7	-25.7
RC	262	161	62.7	62.7	262	161	62.7	62.7
ES	3,144	2,640	19.1	19.1	3,144	2,640	19.1	19.1
GS	298	475	-37.3	-37.3	298	475	-37.3	-37.3
LS	508	116	337.9	337.9	508	116	337.9	337.9
LC	90	176	-48.9	-48.9	90	176	-48.9	-48.9
LFA	3	0	0	0	3	0	0	0
TOTAL LEXUS CAR	5,380	5,018	7.2	7.2	5,380	5,018	7.2	7.2
TOTAL TOYOTA CAR	60,796	64,323	-5.5	-5.5	60,796	64,323	-5.5	-5.5
SIENNA	4,979	8,548	-41.8	-41.8	4,979	8,548	-41.8	-41.8
C-HR	4,102	3946	4.0	4.0	4,102	3946	4.0	4.0
RAV4	24,505	26,655	-8.1	-8.1	24,505	26,655	-8.1	-8.1
FJ CRUISER	0	1	-100	-100	0	1	-100	-100
VENZA	0	0	0	0	0	0	0	0
HIGHLANDER	14,413	15,484	-6.9	-6.9	14,413	15,484	-6.9	-6.9
4RUNNER	10,335	9,669	6.9	6.9	10,335	9,669	6.9	6.9
SEQUOIA	726	923	-21.3	-21.3	726	923	-21.3	-21.3
LAND CRUISER	114	255	-55.3	-55.3	114	255	-55.3	-55.3
TOTAL TOYOTA DIV. SUV	54,195	56,933	-4.8	-4.8	54,195	56,933	-4.8	-4.8
TACOMA	16,852	16,712	0.8	0.8	16,852	16,712	0.8	0.8
TUNDRA	7,159	7,644	-6.3	-6.3	7,159	7,644	-6.3	-6.3
TOTAL TOYOTA DIV. PICKUP	24,011	24,356	-1.4	-1.4	24,011	24,356	-1.4	-1.4
TOTAL TOYOTA DIV. TRUCK	83,185	89,837	-7.4	-7.4	83,185	89,837	-7.4	-7.4
UX	791	0	0.0	0.0	791	0	0.0	0.0

NX	3,982	4,205	-5.3	-5.3	3,982	4,205	-5.3	-5.3
RX	5,508	6,738	-18.3	-18.3	5,508	6,738	-18.3	-18.3
GX	1,508	1,589	-5.1	-5.1	1,508	1,589	-5.1	-5.1
LX	251	364	-31.0	-31.0	251	364	-31.0	-31.0
TOTAL LEXUS TRUCK	12,040	12,896	-6.6	-6.6	12,040	12,896	-6.6	-6.6
TOTAL TOYOTA TRUCK	95,225	102,733	-7.3	-7.3	95,225	102,733	-7.3	-7.3
Selling Days	25	25			25	25		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	January 2019							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	23,630	20,011	18.1	18.1	23,630	20,011	18.1	18.1
CAMRY	23,624	20,496	15.3	15.3	23,624	20,496	15.3	15.3
AVALON	1,858	3,481	-46.6	-46.6	1,858	3,481	-46.6	-46.6
YARIS IA (INCL SCI IA)	1,246	2,132	-41.6	-41.6	1,246	2,132	-41.6	-41.6
RAV4	8,047	11,907	-32.4	-32.4	8,047	11,907	-32.4	-32.4
VENZA	0	0	0.0	0.0	0	0	0.0	0.0
HIGHLANDER	14,412	15,484	-6.9	-6.9	14,412	15,484	-6.9	-6.9
SIENNA	4,979	8,548	-41.8	-41.8	4,979	8,548	-41.8	-41.8
SEQUOIA	726	923	-21.3	-21.3	726	923	-21.3	-21.3
TACOMA	16,852	16,712	0.8	0.8	16,852	16,712	0.8	0.8
TUNDRA	7,159	7,644	-6.3	-6.3	7,159	7,644	-6.3	-6.3
ES	2,392	2,335	2.4	2.4	2,392	2,335	2.4	2.4
RX	4,188	6,496	-35.5	-35.5	4,188	6,496	-35.5	-35.5
TOTAL	109,113	116,169	-6.1	-6.1	109,113	116,169	-6.1	-6.1
N.A VEHICLES % OF TOTAL	69.9%	69.5%			69.9%	69.5%		
TOYOTA DIV. IMPORT CAR	5,058	13,185	-61.6	-61.6	5,058	13,185	-61.6	-61.6
LEXUS IMPORT CAR	2,988	2,683	11.4	11.4	2,988	2,683	11.4	11.4
TOYOTA DIV NA BUILT CARS	50,358	46,120	9.2	9.2	50,358	46,120	9.2	9.2
LEXUS NA BUILT CARS	2,392	2,335	2.4	2.4	2,392	2,335	2.4	2.4
TOTAL TOYOTA CARS	60,796	64,323	-5.5	-5.5	60,796	64,323	-5.5	-5.5
TOYOTA DIV. IMPORT TRUCK	31,010	28,619	8.4	8.4	31,010	28,619	8.4	8.4
LEXUS IMPORT TRUCK	7,852	6,400	22.7	22.7	7,852	6,400	22.7	22.7
TOYOTA DIV NA BUILT TRUCK	52,175	61,218	-14.8	-14.8	52,175	61,218	-14.8	-14.8
LEXUS NA BUILT TRUCK	4,188	6,496	-35.5	-35.5	4,188	6,496	-35.5	-35.5
TOTAL TOYOTA TRUCK	95,225	102,733	-7.3	-7.3	95,225	102,733	-7.3	-7.3
Selling Days	25	25			25	25		

	TOYOTA U.S. HYBRID SALES SUMMARY					
	January 2019					
	-- Current Month --			-- Calendar Year To Date --		
	2019	2018	DSR %	2019	2018	DSR %
Toyota Prius Sedan	1,540	4,011	-61.6%	1,540	4,011	-61.6%
Toyota Prius V(only)	1	625	-99.8%	1	625	-99.8%
Toyota Prius C(only)	323	811	-60.2%	323	811	-60.2%
Toyota Prius PRIME(only)	1,123	1,496	-24.9%	1,123	1,496	-24.9%
Toyota RAV4 Hybrid	1,282	3,502	-63.4%	1,282	3,502	-63.4%

Lexus NX Hybrid	686	458	49.8%	686	458	49.8%
Lexus RX Hybrid	900	583	54.4%	900	583	54.4%