

TOYOTA U.S. SALES SUMMARY								
March 2019								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
TOTAL TOYOTA	214,947	222,787	0.1	-3.5	543,716	572,041	-3.7	-5.0
TOTAL TOYOTA DIV	185,698	195,750	-1.6	-5.1	476,925	507,824	-4.8	-6.1
TOTAL LEXUS	29,249	27,037	12.2	8.2	66,791	64,217	5.4	4.0
YARIS SD (INCL YAR IA)	3,947	2,918	40.3	35.3	7,710	7,506	4.1	2.7
YARIS LIFTBACK	52	144	-62.6	-63.9	184	454	-58.9	-59.5
TOTAL YARIS	3,999	3,062	35.4	30.6	7,894	7,960	0.5	-0.8
tC	0	0	0.0	0.0	0	1	-100.0	-100.0
COROLLA HB (INCL COR IM)	2,144	2,147	3.6	-0.1	5,263	5,029	6.0	4.7
COROLLA SEDAN	22,335	29,245	-23.4	-26.2	72,590	72,791	1.0	-0.3
TOTAL COROLLA	24,479	31,392	-19.1	-22.0	78,606	77,820	2.3	1.0
SUPRA	0	0	0.0	0.0	0	0	0.0	0.0
86 (INCL FR-S)	320	491	-32.4	-34.8	807	1,182	-30.8	-31.7
MIRAI	176	83	119.9	112.0	347	462	-23.9	-24.9
AVALON	2,855	4,068	-27.2	-29.8	6,619	10,576	-36.6	-37.4
PRIUS	5,410	8,222	-31.8	-34.2	12,058	22,235	-45.1	-45.8
CAMRY	33,615	35,264	-1.1	-4.7	81,684	90,767	-8.8	-10.0
TOTAL TOYOTA DIV. CAR	70,854	82,595	-11.0	-14.2	188,017	211,016	-9.7	-10.9
CT	0	1	-100	-100	0	4	-100.0	-100.0
IS	1,694	2,312	-24.0	-26.7	3,884	5,283	-25.5	-26.5
RC	422	271	61.5	55.7	963	618	57.9	55.8
ES	4,922	3,938	29.6	25.0	11,390	9,263	24.6	23.0
GS	394	754	-45.8	-47.7	955	1,763	-45.1	-45.8
LS	457	1,008	-53.0	-54.7	1,404	1,673	-15.0	-16.1
LC	141	218	-32.9	-35.3	320	522	-37.9	-38.7
LFA	0	0	0	0	3	1	204	200
TOTAL LEXUS CAR	8,030	8,502	-2.1	-5.6	18,919	19,127	0.2	-1.1
TOTAL TOYOTA CAR	78,884	91,097	-10.2	-13.4	206,936	230,130	-8.9	-10.1
SIENNA	8,351	7,559	14.6	10.5	18,616	23,619	-20.1	-21.2
C-HR	5,676	5,253	12.1	8.1	14,521	13,619	8.0	6.6
RAV4	33,166	34,937	-1.6	-5.1	83,820	91,461	-7.1	-8.4
FJ CRUISER	0	0	0	0	0	1	-100	-100
VENZA	1	0	0	0	1	0	0	0
HIGHLANDER	20,824	21,438	0.7	-2.9	52,621	52,882	0.8	-0.5
4RUNNER	12,510	11,761	10.3	6.4	32,829	31,550	5.4	4.1
SEQUOIA	843	1,006	-13.1	-16.2	2,410	2,828	-13.7	-14.8
LAND CRUISER	324	267	25.8	21.3	807	764	7.0	5.6
TOTAL TOYOTA DIV. SUV	73,344	74,662	1.9	-1.8	187,009	193,105	-1.9	-3.2
TACOMA	22,798	20,250	16.8	12.6	58,183	53,779	9.6	8.2
TUNDRA	10,351	10,697	0.3	-3.2	25,100	26,318	-3.4	-4.6
TOTAL TOYOTA DIV. PICKUP	33,149	30,947	11.1	7.1	83,283	80,097	5.3	4.0
TOTAL TOYOTA DIV. TRUCK	114,844	113,168	5.2	1.5	288,908	296,821	-1.4	-2.7
UX	1,776	0	0.0	0.0	3,925	0	0.0	0.0
NX	5,633	5,859	-0.3	-3.9	13,775	14,327	-2.6	-3.9
RX	10,967	9,819	15.8	11.7	23,529	23,795	0.2	-1.1

GX	2,291	2,329	2.0	-1.6	5,429	5,691	-3.3	-4.6
LX	552	528	8.4	4.5	1,214	1,277	-3.7	-4.9
TOTAL LEXUS TRUCK	21,219	18,535	18.7	14.5	47,872	45,090	7.6	6.2
TOTAL TOYOTA TRUCK	136,063	131,703	7.1	3.3	336,780	341,911	-0.2	-1.5
Selling Days	27	28			76	77		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	March 2019							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	20,388	29,245	-27.7	-30.3	71,381	72,791	-0.6	-1.9
CAMRY	33,519	33,235	4.6	0.9	81,283	82,164	0.2	-1.1
AVALON	2,855	4,068	-27.2	-29.8	6,619	10,576	-36.6	-37.4
YARIS SD (INCL YARIS IA)	3,947	2,918	40.3	35.3	7,710	7,506	4.1	2.7
RAV4	12,631	14,622	-10.4	-13.6	29,472	41,184	-27.5	-28.4
VENZA	1	0	0.0	0.0	1	0	0.0	0.0
HIGHLANDER	20,824	21,438	0.7	-2.9	52,620	52,882	0.8	-0.5
SIENNA	8,351	7,559	14.6	10.5	18,616	23,619	-20.1	-21.2
SEQUOIA	843	1,006	-13.1	-16.2	2,410	2,828	-13.7	-14.8
TACOMA	22,798	20,250	16.8	12.6	58,183	53,779	9.6	8.2
TUNDRA	10,351	10,697	0.3	-3.2	25,100	26,318	-3.4	-4.6
ES	3,882	3,507	14.8	10.7	8,844	8,282	8.2	6.8
RX	9,227	8,203	16.6	12.5	19,013	21,009	-8.3	-9.5
TOTAL	149,617	156,748	-1.0	-4.5	381,252	402,938	-4.1	-5.4
N.A VEHICLES % OF TOTAL	69.6%	70.4%			70.1%	70.4%		
TOYOTA DIV. IMPORT CAR	10,143	13,116	-19.8	-22.7	21,022	37,966	-43.9	-44.6
LEXUS IMPORT CAR	4,148	4,995	-13.9	-17.0	10,075	10,845	-5.9	-7.1
TOYOTA DIV NA BUILT CARS	60,709	69,466	-9.4	-12.6	166,993	173,037	-2.2	-3.5
LEXUS NA BUILT CARS	3,882	3,507	14.8	10.7	8,844	8,282	8.2	6.8
TOTAL TOYOTA CARS	78,882	91,084	-10.2	-13.4	206,934	230,130	-8.9	-10.1
TOYOTA DIV. IMPORT TRUCK	39,045	37,596	7.7	3.9	102,506	96,211	7.9	6.5
LEXUS IMPORT TRUCK	11,992	10,332	20.4	16.1	28,859	24,081	21.4	19.8
TOYOTA DIV NA BUILT TRUCK	75,799	75,572	4.0	0.3	186,402	200,610	-5.9	-7.1
LEXUS NA BUILT TRUCK	9,227	8,203	16.6	12.5	19,013	21,009	-8.3	-9.5
TOTAL TOYOTA TRUCK	136,063	131,703	7.1	3.3	336,780	341,911	-0.2	-1.5
Selling Days	27	28			76	77		

TOYOTA U.S. HYBRID SALES SUMMARY

March 2019

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2019	2018	DSR %	2019	2018	DSR %
--	-------------	-------------	--------------	-------------	-------------	--------------

TOYOTA PRIUS HYBRID	5,410	8,222	-31.8%	12,058	22,235	-45.1%
TOYOTA COROLLA HYBRID	745	0	0.0%	755	0	0.0%
TOYOTA CAMRY HYBRID	2,606	2,125	27.2%	6,366	5,303	21.6%
TOYOTA AVALON HYBRID	734	828	-8.1%	1,793	1,818	-0.1%
TOYOTA MIRAI	176	83	119.9%	347	462	-23.9%
TOYOTA HIGHLANDER HYBRID	1,252	1,401	-7.3%	3,404	3,471	-0.6%
TOYOTA RAV4 HYBRID	892	4,128	-77.6%	2,829	11,289	-74.6%
LEXUS ES HYBRID	844	388	125.6%	1,890	865	121.4%
LEXUS GS HYBRID	0	2	-100.0%	4	10	-60%
LEXUS UX HYBRID	889	0	0.0%	1,983	0	0
LEXUS NX HYBRID	891	735	25.70%	2,301	1711	36.30%
LEXUS RX HYBRID	1,522	965	63.60%	3,441	2216	57.30%
LEXUS LS HYBRID	15	41	-62.10%	33	68	-50.80%
LEXUS LC HYBRID	4	13	-68%	7	30	-76.40%
LEXUS CT HYBRID	0	1	-100%	0	4	-100.0%
TOTAL TMNA HYBRID	15,980	18,932	-12.50%	37,211	49,482	-23.80%
TOTAL TOYOTA HYBRID	11,815	16,787	-27.00%	27,550	44,578	-37.40%
TOTAL LEXUS HYBRID	4,165	2,145	101.40%	9,659	4,904	99.60%