

TOYOTA U.S. SALES SUMMARY								
April 2019								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
TOTAL TOYOTA	183,866	192,348	-8.2	-4.4	727,582	764,389	-4.8	-4.8
TOTAL TOYOTA DIV	162,506	170,706	-8.6	-4.8	639,431	678,530	-5.8	-5.8
TOTAL LEXUS	21,360	21,642	-5.3	-1.3	88,151	85,859	2.7	2.7
YARIS SD (INCL YAR IA)	3,817	3,063	19.6	24.6	11,527	10,569	9.1	9.1
YARIS LIFTBACK	68	131	-50.2	-48.1	252	585	-56.9	-56.9
TOTAL YARIS	3,885	3,194	16.8	21.6	11,779	11,154	5.6	5.6
tC	0	0	0.0	0.0	0	1	-100.0	-100.0
COROLLA HB (INCL COR IM)	2,148	1,881	9.6	14.2	7,411	6,910	7.3	7.3
COROLLA HYBRID	1,403	0	0	0	2,158	0	0	0
COROLLA SEDAN	16,128	24,015	-35.5	-32.8	88,718	96,806	-8.4	-8.4
TOTAL COROLLA	19,679	25,896	-27.0	-24.0	98,287	103,716	-5.2	-5.2
86 (INCL FR-S)	268	337	-23.7	-20.5	1,075	1,519	-29.2	-29.2
MIRAI	202	76	155.2	165.8	549	538	2.0	2.0
AVALON	2,372	3,254	-30.0	-27.1	8,991	13,830	-35.0	-35.0
PRIUS	4,799	7,420	-37.9	-35.3	16,857	29,655	-43.2	-43.2
CAMRY	29,227	29,848	-6.0	-2.1	110,911	120,615	-8.0	-8.0
TOTAL TOYOTA DIV. CAR	60,432	70,025	-17.2	-13.7	248,449	281,028	-11.6	-11.6
CT	0	0	0	0	0	4	-100.0	-100.0
IS	1,385	1,816	-26.8	-23.7	5,269	7,099	-25.8	-25.8
RC	353	369	-8.2	-4.3	1,316	987	33.3	33.3
ES	3,499	3,218	4.4	8.7	14,889	12,481	19.3	19.3
GS	301	651	-55.6	-53.8	1,256	2,414	-48.0	-48.0
LS	474	999	-54.5	-52.6	1,878	2,672	-29.7	-29.7
LC	122	179	-34.6	-31.8	442	701	-36.9	-36.9
LFA	0	0	0	0	3	1	200	200
TOTAL LEXUS CAR	6,134	7,232	-18.6	-15.2	25,053	26,359	-5.0	-5.0
TOTAL TOYOTA CAR	66,566	77,257	-17.3	-13.8	273,502	307,387	-11.0	-11.0
SIENNA	6,951	7,938	-15.9	-12.4	25,567	31,557	-19.0	-19.0
C-HR	3,656	3,923	-10.5	-6.8	18,177	17,542	3.6	3.6
RAV4	34,139	31,007	5.7	10.1	117,959	122,468	-3.7	-3.7
FJ CRUISER	0	0	0	0	0	1	-100	-100
VENZA	1	0	0	0	2	0	0	0
HIGHLANDER	17,190	18,456	-10.6	-6.9	69,811	71,338	-2.1	-2.1
4RUNNER	10,055	9,970	-3.2	0.9	42,884	41,520	3.3	3.3
SEQUOIA	592	860	-33.9	-31.2	3,002	3,688	-18.6	-18.6
LAND CRUISER	253	259	-6.2	-2.3	1,060	1,023	3.6	3.6
TOTAL TOYOTA DIV. SUV	72,837	64,475	-1.9	2.2	252,895	257,580	-1.8	-1.8
TACOMA	20,375	18,811	4.0	8.3	78,558	72,590	8.2	8.2
TUNDRA	8,862	9,457	-10.0	-6.3	33,962	35,775	-5.1	-5.1
TOTAL TOYOTA DIV. PICKUP	29,237	28,268	-0.7	3.4	112,520	108,365	3.8	3.8
TOTAL TOYOTA DIV. TRUCK	102,074	100,681	-2.7	1.4	390,982	397,502	-1.6	-1.6
UX	1,273	0	0.0	0.0	5,198	0	0.0	0.0
NX	4,241	4,508	-9.7	-5.9	18,016	18,835	-4.3	-4.3
RX	7,522	7,705	-6.3	-2.4	31,051	31,500	-1.4	-1.4

GX	1,786	1,812	-5.4	-1.4	7,215	7,503	-3.8	-3.8
LX	404	385	0.7	4.9	1,618	1,662	-2.6	-2.6
TOTAL LEXUS TRUCK	15,226	14,410	1.4	5.7	63,098	59,500	6.0	6.0
TOTAL TOYOTA TRUCK	117,300	115,091	-2.2	1.9	454,080	457,002	-0.6	-0.6
Selling Days	25	24			101	101		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	April 2019							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	9,588	24,015	-61.7	-60.1	80,971	96,806	-16.4	-16.4
CAMRY	29,175	28,641	-2.2	1.9	110,458	110,805	-0.3	-0.3
AVALON	2,372	3,254	-30.0	-27.1	8,991	13,830	-35.0	-35.0
YARIS SD (INCL YARIS IA)	3,817	3,063	19.6	24.6	11,527	10,569	9.1	9.1
RAV4	13,391	12,459	3.2	7.5	42,863	53,643	-20.1	-20.1
VENZA	1	0	0.0	0.0	2	0	0.0	0.0
HIGHLANDER	17,190	18,456	-10.6	-6.9	69,810	71,338	-2.1	-2.1
SIENNA	6,951	7,938	-15.9	-12.4	25,567	31,557	-19.0	-19.0
SEQUOIA	592	860	-33.9	-31.2	3,002	3,688	-18.6	-18.6
TACOMA	20,375	18,811	4.0	8.3	78,558	72,590	8.2	8.2
TUNDRA	8,862	9,457	-10.0	-6.3	33,962	35,775	-5.1	-5.1
ES	2,809	2,862	-5.8	-1.9	11,653	11,144	4.6	4.6
RX	6,465	5,548	11.9	16.5	25,478	26,557	-4.1	-4.1
TOTAL	121,588	135,364	-13.8	-10.2	502,842	538,302	-6.6	-6.6
N.A VEHICLES % OF TOTAL	66.1%	70.4%			69.1%	70.4%		
TOYOTA DIV. IMPORT CAR	15,480	11,052	34.5	40.1	36,502	49,018	-25.5	-25.5
LEXUS IMPORT CAR	3,325	4,370	-27.0	-23.9	13,400	15,215	-11.9	-11.9
TOYOTA DIV NA BUILT CARS	44,952	58,973	-26.8	-23.8	211,947	232,010	-8.6	-8.6
LEXUS NA BUILT CARS	2,809	2,862	-5.8	-1.9	11,653	11,144	4.6	4.6
TOTAL TOYOTA CARS	66,566	77,257	-17.3	-13.8	273,502	307,387	-11.0	-11.0
TOYOTA DIV. IMPORT TRUCK	34,712	32,700	1.9	6.2	137,218	128,911	6.4	6.4
LEXUS IMPORT TRUCK	8,761	8,862	-5.1	-1.1	37,620	32,943	14.2	14.2
TOYOTA DIV NA BUILT TRUCK	67,362	67,981	-4.9	-0.9	253,764	268,591	-5.5	-5.5
LEXUS NA BUILT TRUCK	6,465	5,548	11.9	16.5	25,478	26,557	-4.1	-4.1
TOTAL TOYOTA TRUCK	117,300	115,091	-2.2	1.9	454,080	457,002	-0.6	-0.6
Selling Days	25	24			101	101		

TOYOTA U.S. HYBRID SALES SUMMARY

April 2019

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2019	2018	DSR %	2019	2018	DSR %
TOYOTA PRIUS HYBRID	4,799	7,420	-37.9%	16,857	29,655	-43.2%
TOYOTA COROLLA HYBRID	1,403	0	0.0%	2,158	0	0.0%
TOYOTA CAMRY HYBRID	2,128	1,809	12.9%	8,494	7,112	19.4%
TOYOTA AVALON HYBRID	556	677	-21.2%	2,349	2,495	-5.9%
TOYOTA MIRAI	202	76	155.2%	549	538	2.0%
TOYOTA HIGHLANDER HYBRID	1,104	1,373	-22.8%	4,508	4,844	-6.9%
TOYOTA RAV4 HYBRID	6,556	3,790	66.1%	9,385	15,079	-37.8%
LEXUS ES HYBRID	606	334	74.2%	2,496	1,199	108.2%
LEXUS GS HYBRID	1	3	-68.0%	5	13	-62%
LEXUS UX HYBRID	583	0	0.0%	2,566	0	0
LEXUS NX HYBRID	711	604	13.00%	3,012	2,315	30.10%
LEXUS RX HYBRID	1,130	832	30.40%	4,571	3,048	50.00%
LEXUS LS HYBRID	20	40	-52.00%	53	108	-50.90%
LEXUS LC HYBRID	5	10	-52%	12	40	-70.00%
LEXUS CT HYBRID	0	0	0%	0	4	-100.0%
TOTAL TMNA HYBRID	19,804	16,969	12.00%	57,015	66,451	-14.20%
TOTAL TOYOTA HYBRID	16,748	15,146	6.20%	44,300	59,724	-25.80%
TOTAL LEXUS HYBRID	3,056	1,823	60.90%	12,715	6,727	89.00%