

TOYOTA U.S. SALES SUMMARY								
DECEMBER 2016								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2016	2015	DSR %	VOL %	2016	2015	DSR %	VOL %
<b>TOTAL TOYOTA</b>	<b>243,229</b>	<b>238,352</b>	<b>5.8</b>	<b>2</b>	<b>2,449,630</b>	<b>2,499,319</b>	<b>-1.7</b>	<b>-2</b>
TOTAL TOYOTA DIV	202,047	196,972	6.4	2.6	2,118,402	2,154,718	-1.4	-1.7
TOTAL LEXUS	41,182	41,380	3.2	-0.5	331,228	344,601	-3.6	-3.9
YARIS IA (INCL SCI IA)	1,997	1,808	14.5	10.5	27,983	7,605	269.2	268
YARIS LIFTBACK	760	377	109.1	101.6	10,872	16,779	-35	-35.2
TOTAL YARIS	2,757	2,185	30.9	26.2	38,855	24,384	59.9	59.3
iQ	0	2	-100	-100	6	482	-98.8	-98.8
xD	0	8	-100	-100	9	794	-98.9	-98.9
xB	0	886	-100	-100	2,677	15,223	-82.4	-82.4
tC	102	976	-89.2	-89.5	9,336	16,459	-43.1	-43.3
COROLLA IM (INCL SCI IM)	1,807	1,245	50.5	45.1	17,727	5,097	248.9	247.8
COROLLA SEDAN	29,402	32,447	-6	-9.4	360,483	363,332	-0.5	-0.8
TOTAL COROLLA	31,209	33,692	-3.9	-7.4	378,210	368,431	3	2.7
86 (INCL FR-S)	557	588	-1.8	-5.3	7,457	10,507	-28.8	-29
MIRAI	116	15	702	673.3	1034	72	1340.8	1336.1
AVALON	5,051	5,816	-9.9	-13.2	48,080	60,065	-19.7	-20
PRIUS	12,444	15,076	-14.4	-17.5	136,632	184,794	-25.8	-26.1
CAMRY	33,412	37,299	-7.1	-10.4	388,618	429,355	-9.2	-9.5
<b>TOTAL TOYOTA DIV. CAR</b>	<b>85,648</b>	<b>96,543</b>	<b>-8</b>	<b>-11.3</b>	<b>1,010,914</b>	<b>1,110,566</b>	<b>-8.7</b>	<b>-9</b>
CT	968	1,464	-31.4	-33.9	8,903	14,657	-39.1	-39.3
IS	4,432	5,028	-8.6	-11.9	37,289	46,430	-19.4	-19.7
RC	1,042	1,711	-36.8	-39.1	11,165	14,784	-24.2	-24.5
ES	6,239	7,856	-17.6	-20.6	58,299	64,969	-10	-10.3
GS	1,325	3,423	-59.9	-61.3	14,878	23,117	-35.4	-35.6
LS	609	854	-26	-28.7	5,514	7,165	-22.8	-23
LFA	0	1	-100	-100	6	9	-33.1	-33.3
<b>TOTAL LEXUS CAR</b>	<b>14,615</b>	<b>20,337</b>	<b>-25.5</b>	<b>-28.1</b>	<b>136,054</b>	<b>171,131</b>	<b>-20.2</b>	<b>-20.5</b>
<b>TOTAL TOYOTA CAR</b>	<b>100,263</b>	<b>116,880</b>	<b>-11</b>	<b>-14.2</b>	<b>1,146,968</b>	<b>1,281,697</b>	<b>-10.2</b>	<b>-10.5</b>
SIENNA	11,169	12,407	-6.6	-10	127,791	137,497	-6.8	-7.1
RAV4	37,214	31,866	21.1	16.8	352,154	315,412	12	11.6
FJ CRUISER	0	3	-100	-100	9	229	-96.1	-96.1
VENZA	1	401	-99.7	-99.8	589	21,351	-97.2	-97.2
HIGHLANDER	25,425	16,100	63.8	57.9	191,379	158,917	20.8	20.4
4RUNNER	11,489	9,953	19.7	15.4	111,970	97,034	15.8	15.4
SEQUOIA	1575	1,007	62.2	56.4	12,771	12,583	1.8	1.5
LAND CRUISER	456	350	35.1	30.3	3,705	2,687	38.3	37.9
<b>TOTAL TOYOTA DIV. SUV</b>	<b>76,160</b>	<b>59,680</b>	<b>32.3</b>	<b>27.6</b>	<b>672,577</b>	<b>608,213</b>	<b>10.9</b>	<b>10.6</b>
TACOMA	17,514	17,192	5.6	1.9	191,631	179,562	7.1	6.7
TUNDRA	11,556	11,150	7.5	3.6	115,489	118,880	-2.5	-2.9
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>29,070</b>	<b>28,342</b>	<b>6.4</b>	<b>2.6</b>	<b>307,120</b>	<b>298,442</b>	<b>3.2</b>	<b>2.9</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>116,399</b>	<b>100,429</b>	<b>20.2</b>	<b>15.9</b>	<b>1,107,488</b>	<b>1,044,152</b>	<b>6.4</b>	<b>6.1</b>

NX	7,375	5,134	49	43.7	54,884	43,764	25.8	25.4
RX	14,882	11,899	29.7	25.1	109,435	100,610	9.1	8.8
GX	3,474	3,118	15.5	11.4	25,148	25,212	0.1	-0.3
LX	836	892	-2.8	-6.3	5,707	3,884	47.4	46.9
<b>TOTAL LEXUS TRUCK</b>	<b>26,567</b>	<b>21,043</b>	<b>30.9</b>	<b>26.3</b>	<b>195,174</b>	<b>173,470</b>	<b>12.9</b>	<b>12.5</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>142,966</b>	<b>121,472</b>	<b>22.1</b>	<b>17.7</b>	<b>1,302,662</b>	<b>1,217,622</b>	<b>7.3</b>	<b>7</b>
Selling Days	27	28			307	308		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	DECEMBER, 2016							
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2016	2015	DSR %	VOL %	2016	2015	DSR %	VOL %
COROLLA	29,402	32,447	-6	-9.4	360,483	363,334	-0.5	-0.8
CAMRY	33,412	37,299	-7.1	-10.4	388,618	429,355	-9.2	-9.5
AVALON	5,051	5,816	-9.9	-13.2	48,080	60,065	-19.7	-20
YARIS IA (INCL SCI IA)	1,997	1,808	14.5	10.5	27,983	7,605	269.2	268
RAV4	17,841	16,593	11.5	7.5	187,222	186,154	0.9	0.6
VENZA	1	394	-99.7	-99.7	586	21,265	-97.2	-97.2
HIGHLANDER	25,425	16,099	63.8	57.9	191,379	158,913	20.8	20.4
SIENNA	11,169	12,407	-6.6	-10	127,791	137,497	-6.8	-7.1
SEQUOIA	1575	1,007	62.2	56.4	12,771	12,583	1.8	1.5
TACOMA	17,514	17,192	5.6	1.9	191,631	179,562	7.1	6.7
TUNDRA	11,556	11,150	7.5	3.6	115,489	118,880	-2.5	-2.9
ES	4,464	1486	211.5	200.4	38,526	1762	2094	2087
RX	14,220	10,460	41	35.9	104,446	93,671	11.9	11.5
<b>TOTAL</b>	<b>173,627</b>	<b>164,158</b>	<b>9.7</b>	<b>5.8</b>	<b>1,795,005</b>	<b>1,770,646</b>	<b>1.7</b>	<b>1.4</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>71.40%</b>	<b>68.90%</b>			<b>73.30%</b>	<b>70.80%</b>		
TOYOTA DIV. IMPORT CAR	15,786	19,173	-14.6	-17.7	185,750	250,207	-25.5	-25.8
LEXUS IMPORT CAR	10,151	18,851	-44.2	-46.2	97,528	169,369	-42.2	-42.4
TOYOTA DIV NA BUILT CARS	69,862	77,370	-6.4	-9.7	825,164	860,359	-3.8	-4.1
LEXUS NA BUILT CARS	4,464	1486	211.5	200.4	38,526	1762	2094	2087
<b>TOTAL TOYOTA CARS</b>	<b>100,263</b>	<b>116,880</b>	<b>-11</b>	<b>-14.2</b>	<b>1,146,968</b>	<b>1,281,697</b>	<b>-10.2</b>	<b>-10.5</b>
TOYOTA DIV. IMPORT TRUCK	31,318	25,587	26.9	22.4	280,619	229,298	22.8	22.4
LEXUS IMPORT TRUCK	12,347	10,583	21	16.7	90,728	79,799	14.1	13.7
TOYOTA DIV NA BUILT TRUCK	85,081	74,842	17.9	13.7	826,869	814,854	1.8	1.5
LEXUS NA BUILT TRUCK	14,220	10,460	41	35.9	104,446	93,671	11.9	11.5
<b>TOTAL TOYOTA TRUCK</b>	<b>142,966</b>	<b>121,472</b>	<b>22.1</b>	<b>17.7</b>	<b>1,302,662</b>	<b>1,217,622</b>	<b>7.3</b>	<b>7</b>
SELLING DAYS	27	28			307	308		

DSR = DAILY SELLING RATE

	-- Current Month --			-- Calendar Year To Date --		
	2016	2015	DSR %	2016	2015	DSR %
Toyota Prius Sedan	7,786	10,153	-20.5	98,866	113,829	-12.9
Toyota Prius V(only)	1,373	2,040	-30.2	14,840	28,290	-47.4
Toyota Prius C(only)	1,644	2,861	-40.4	20,452	38,484	-46.7
Toyota Prius Phv(only)	1641	22	7635	2,474	4,191	-40.8
Toyota RAV4 Hybrid	4,773	1443	243	45,099	1507	2902