

| TOYOTA U.S. SALES SUMMARY       |                     |                |              |              |                             |                |              |              |
|---------------------------------|---------------------|----------------|--------------|--------------|-----------------------------|----------------|--------------|--------------|
| FEBRUARY 2017                   |                     |                |              |              |                             |                |              |              |
|                                 | -- CURRENT MONTH -- |                |              |              | -- CALENDAR YEAR TO DATE -- |                |              |              |
|                                 | 2017                | 2016           | DSR %        | VOL %        | 2017                        | 2016           | DSR %        | VOL %        |
| <b>TOTAL TOYOTA</b>             | <b>174,339</b>      | <b>187,954</b> | <b>-7.2</b>  | <b>-7.2</b>  | <b>317,387</b>              | <b>349,237</b> | <b>-9.1</b>  | <b>-9.1</b>  |
| TOTAL TOYOTA DIV                | 156,001             | 164,864        | -5.4         | -5.4         | 283,477                     | 305,214        | -7.1         | -7.1         |
| TOTAL LEXUS                     | 18,338              | 23,090         | -20.6        | -20.6        | 33,910                      | 44,023         | -23          | -23          |
| YARIS IA (INCL SCI IA)          | 2,801               | 2,305          | 21.5         | 21.5         | 4,752                       | 4,145          | 14.6         | 14.6         |
| YARIS LIFTBACK                  | 1,057               | 908            | 16.4         | 16.4         | 2,387                       | 1,456          | 63.9         | 63.9         |
| TOTAL YARIS                     | 3,858               | 3,213          | 20.1         | 20.1         | 7,139                       | 5,601          | 27.5         | 27.5         |
| iQ                              | 0                   | 1              | -100         | -100         | 0                           | 3              | -100         | -100         |
| xD                              | 0                   | 1              | -100         | -100         | 0                           | 4              | -100         | -100         |
| xB                              | 0                   | 787            | -100         | -100         | 0                           | 1,569          | -100         | -100         |
| tC                              | 39                  | 917            | -95.7        | -95.7        | 111                         | 1,632          | -93.2        | -93.2        |
| COROLLA IM (INCL SCI IM)        | 1,766               | 1,317          | 34.1         | 34.1         | 3,226                       | 2,567          | 25.7         | 25.7         |
| COROLLA SEDAN                   | 25,395              | 29,342         | -13.5        | -13.5        | 45,502                      | 51,704         | -12          | -12          |
| TOTAL COROLLA                   | 27,161              | 30,659         | -11.4        | -11.4        | 48,728                      | 54,271         | -10.2        | -10.2        |
| 86 (INCL FR-S)                  | 603                 | 554            | 8.8          | 8.8          | 1,077                       | 1,061          | 1.5          | 1.5          |
| MIRAI                           | 110                 | 30             | 266.7        | 266.7        | 193                         | 56             | 244.6        | 244.6        |
| AVALON                          | 2,610               | 3,961          | -34.1        | -34.1        | 5,113                       | 7,558          | -32.3        | -32.3        |
| PRIUS                           | 9,044               | 10,550         | -14.3        | -14.3        | 16,873                      | 19,861         | -15          | -15          |
| CAMRY                           | 27,498              | 32,405         | -15.1        | -15.1        | 47,811                      | 59,253         | -19.3        | -19.3        |
| <b>TOTAL TOYOTA DIV. CAR</b>    | <b>70,923</b>       | <b>83,078</b>  | <b>-14.6</b> | <b>-14.6</b> | <b>127,045</b>              | <b>150,869</b> | <b>-15.8</b> | <b>-15.8</b> |
| CT                              | 458                 | 762            | -39.9        | -39.9        | 851                         | 1,384          | -38.5        | -38.5        |
| IS                              | 1,684               | 2,961          | -43.1        | -43.1        | 3,107                       | 5,139          | -39.5        | -39.5        |
| RC                              | 495                 | 920            | -46.2        | -46.2        | 942                         | 1,675          | -43.8        | -43.8        |
| ES                              | 2,709               | 3,826          | -29.2        | -29.2        | 4,880                       | 7,226          | -32.5        | -32.5        |
| GS                              | 536                 | 1,167          | -54.1        | -54.1        | 958                         | 2,465          | -61.1        | -61.1        |
| LS                              | 294                 | 374            | -21.4        | -21.4        | 574                         | 771            | -25.6        | -25.6        |
| LFA                             | 0                   | 2              | -100         | -100         | 0                           | 3              | -100         | -100         |
| <b>TOTAL LEXUS CAR</b>          | <b>6,176</b>        | <b>10,012</b>  | <b>-38.3</b> | <b>-38.3</b> | <b>11,312</b>               | <b>18,663</b>  | <b>-39.4</b> | <b>-39.4</b> |
| <b>TOTAL TOYOTA CAR</b>         | <b>77,099</b>       | <b>93,090</b>  | <b>-17.2</b> | <b>-17.2</b> | <b>138,357</b>              | <b>169,532</b> | <b>-18.4</b> | <b>-18.4</b> |
| SIENNA                          | 8,965               | 11,541         | -22.3        | -22.3        | 16,250                      | 22,533         | -27.9        | -27.9        |
| RAV4                            | 26,351              | 25,523         | 3.2          | 3.2          | 48,506                      | 47,077         | 3            | 3            |
| FJ CRUISER                      | 0                   | 0              | 0            | 0            | 0                           | 1              | -100         | -100         |
| VENZA                           | 1                   | 124            | -99.2        | -99.2        | 5                           | 308            | -98.4        | -98.4        |
| HIGHLANDER                      | 15,928              | 12,466         | 27.8         | 27.8         | 28,584                      | 23,724         | 20.5         | 20.5         |
| 4RUNNER                         | 10,912              | 8,476          | 28.7         | 28.7         | 19,611                      | 15,972         | 22.8         | 22.8         |
| SEQUOIA                         | 1,179               | 954            | 23.6         | 23.6         | 2,325                       | 1,806          | 28.7         | 28.7         |
| LAND CRUISER                    | 252                 | 229            | 10           | 10           | 524                         | 502            | 4.4          | 4.4          |
| <b>TOTAL TOYOTA DIV. SUV</b>    | <b>54,623</b>       | <b>47,772</b>  | <b>14.3</b>  | <b>14.3</b>  | <b>99,555</b>               | <b>89,390</b>  | <b>11.4</b>  | <b>11.4</b>  |
| TACOMA                          | 14,256              | 14,172         | 0.6          | 0.6          | 26,765                      | 26,889         | -0.5         | -0.5         |
| TUNDRA                          | 7,234               | 8,301          | -12.9        | -12.9        | 13,862                      | 15,533         | -10.8        | -10.8        |
| <b>TOTAL TOYOTA DIV. PICKUP</b> | <b>21,490</b>       | <b>22,473</b>  | <b>-4.4</b>  | <b>-4.4</b>  | <b>40,627</b>               | <b>42,422</b>  | <b>-4.2</b>  | <b>-4.2</b>  |
| <b>TOTAL TOYOTA DIV. TRUCK</b>  | <b>85,078</b>       | <b>81,786</b>  | <b>4</b>     | <b>4</b>     | <b>156,432</b>              | <b>154,345</b> | <b>1.4</b>   | <b>1.4</b>   |

|                           |               |               |            |            |                |                |              |              |
|---------------------------|---------------|---------------|------------|------------|----------------|----------------|--------------|--------------|
| NX                        | 3,514         | 3,709         | -5.3       | -5.3       | 6,478          | 6,842          | -5.3         | -5.3         |
| RX                        | 6,676         | 7,192         | -7.2       | -7.2       | 12,196         | 14,148         | -13.8        | -13.8        |
| GX                        | 1,527         | 1,650         | -7.5       | -7.5       | 2,945          | 3,258          | -9.6         | -9.6         |
| LX                        | 445           | 527           | -15.6      | -15.6      | 979            | 1,112          | -12          | -12          |
| <b>TOTAL LEXUS TRUCK</b>  | <b>12,162</b> | <b>13,078</b> | <b>-7</b>  | <b>-7</b>  | <b>22,598</b>  | <b>25,360</b>  | <b>-10.9</b> | <b>-10.9</b> |
| <b>TOTAL TOYOTA TRUCK</b> | <b>97,240</b> | <b>94,864</b> | <b>2.5</b> | <b>2.5</b> | <b>179,030</b> | <b>179,705</b> | <b>-0.4</b>  | <b>-0.4</b>  |
| Selling Days              | 24            | 24            |            |            | 48             | 48             |              |              |

DSR = Daily Selling Rate

| *NA Built Vehicles             | TOYOTA U.S. SALES SUMMARY |                |              |              |                             |                |              |              |
|--------------------------------|---------------------------|----------------|--------------|--------------|-----------------------------|----------------|--------------|--------------|
|                                | FEBRUARY, 2017            |                |              |              |                             |                |              |              |
|                                | -- CURRENT MONTH --       |                |              |              | -- CALENDAR YEAR TO DATE -- |                |              |              |
|                                | 2017                      | 2016           | DSR %        | VOL %        | 2017                        | 2016           | DSR %        | VOL %        |
| COROLLA                        | 25,395                    | 29,342         | -13.5        | -13.5        | 45,502                      | 51,704         | -12          | -12          |
| CAMRY                          | 27,498                    | 32,396         | -15.1        | -15.1        | 47,811                      | 59,236         | -19.3        | -19.3        |
| AVALON                         | 2,610                     | 3,961          | -34.1        | -34.1        | 5,113                       | 7,558          | -32.3        | -32.3        |
| YARIS IA (INCL SCI IA)         | 2,801                     | 2,305          | 21.5         | 21.5         | 4,752                       | 4,145          | 14.6         | 14.6         |
| RAV4                           | 12,882                    | 15,011         | -14.2        | -14.2        | 23,087                      | 27,474         | -16          | -16          |
| VENZA                          | 1                         | 124            | -99.2        | -99.2        | 5                           | 308            | -98.4        | -98.4        |
| HIGHLANDER                     | 15,928                    | 12,070         | 32           | 32           | 28,584                      | 22,953         | 24.5         | 24.5         |
| SIENNA                         | 8,965                     | 11,541         | -22.3        | -22.3        | 16,250                      | 22,533         | -27.9        | -27.9        |
| SEQUOIA                        | 1,179                     | 954            | 23.6         | 23.6         | 2,325                       | 1,806          | 28.7         | 28.7         |
| TACOMA                         | 14,256                    | 14,172         | 0.6          | 0.6          | 26,765                      | 26,889         | -0.5         | -0.5         |
| TUNDRA                         | 7,234                     | 8,301          | -12.9        | -12.9        | 13,862                      | 15,533         | -10.8        | -10.8        |
| ES                             | 1,909                     | 1,590          | 20.1         | 20.1         | 3,393                       | 2,594          | 30.8         | 30.8         |
| RX                             | 6,157                     | 6,544          | -5.9         | -5.9         | 11,238                      | 12,448         | -9.7         | -9.7         |
| <b>TOTAL</b>                   | <b>126,815</b>            | <b>138,311</b> | <b>-8.3</b>  | <b>-8.3</b>  | <b>228,687</b>              | <b>255,181</b> | <b>-10.4</b> | <b>-10.4</b> |
| <b>N.A VEHICLES % OF TOTAL</b> | <b>72.7%</b>              | <b>73.6%</b>   |              |              | <b>72.1%</b>                | <b>73.1%</b>   |              |              |
| TOYOTA DIV. IMPORT CAR         | 12,619                    | 15,074         | -16.3        | -16.3        | 23,867                      | 28,226         | -15.4        | -15.4        |
| LEXUS IMPORT CAR               | 4,267                     | 8,442          | -49.3        | -49.3        | 7,919                       | 16,069         | -50.7        | -50.7        |
| TOYOTA DIV NA BUILT CARS       | 58,304                    | 68,004         | -14.3        | -14.3        | 103,178                     | 122,643        | -15.9        | -15.9        |
| LEXUS NA BUILT CARS            | 1,909                     | 1,590          | 20.1         | 20.1         | 3,393                       | 2,594          | 30.8         | 30.8         |
| <b>TOTAL TOYOTA CARS</b>       | <b>77,099</b>             | <b>93,090</b>  | <b>-17.2</b> | <b>-17.2</b> | <b>138,357</b>              | <b>169,532</b> | <b>-18.4</b> | <b>-18.4</b> |
| TOYOTA DIV. IMPORT TRUCK       | 24,633                    | 19,613         | 25.6         | 25.6         | 45,554                      | 36,849         | 23.6         | 23.6         |
| LEXUS IMPORT TRUCK             | 6,005                     | 6,534          | -8.1         | -8.1         | 11,360                      | 12,912         | -12          | -12          |
| TOYOTA DIV NA BUILT TRUCK      | 60,445                    | 62,173         | -2.8         | -2.8         | 110,878                     | 117,496        | -5.6         | -5.6         |
| LEXUS NA BUILT TRUCK           | 6,157                     | 6,544          | -5.9         | -5.9         | 11,238                      | 12,448         | -9.7         | -9.7         |
| <b>TOTAL TOYOTA TRUCK</b>      | <b>97,240</b>             | <b>94,864</b>  | <b>2.5</b>   | <b>2.5</b>   | <b>179,030</b>              | <b>179,705</b> | <b>-0.4</b>  | <b>-0.4</b>  |
| SELLING DAYS                   | 24                        | 24             |              |              | 48                          | 48             |              |              |

DSR = DAILY SELLING RATE

|                        | -- Current Month -- |       |       | -- Calendar Year To Date -- |        |       |
|------------------------|---------------------|-------|-------|-----------------------------|--------|-------|
|                        | 2017                | 2016  | DSR % | 2017                        | 2016   | DSR % |
| Toyota Prius Sedan     | 5,418               | 7,169 | -24.4 | 9,971                       | 13,502 | -26.2 |
| Toyota Prius V(only)   | 892                 | 1,112 | -19.8 | 1,659                       | 2,317  | -28.4 |
| Toyota Prius C(only)   | 1,372               | 2,263 | -39.4 | 2,515                       | 4,026  | -37.5 |
| Toyota Prius Phv(only) | 1,362               | 6     | 22233 | 2,728                       | 16     | 16950 |
| Toyota RAV4 Hybrid     | 3,080               | 2,462 | 25.1  | 5,978                       | 4,462  | 34    |