

TOYOTA U.S. SALES SUMMARY
November, 2014

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2014	2013	DSR % CHG	VOL % CHG	2014	2013	DSR % CHG	VOL % CHG
TOTAL TOYOTA	183,346	178,044	7.1	3.0	2,158,714	2,045,199	5.9	5.6
TOTAL TOYOTA DIV.	155,874	152,433	6.3	2.3	1,887,204	1,806,109	4.9	4.5
TOTAL LEXUS	27,472	25,611	11.6	7.3	271,510	239,090	14.0	13.6
YARIS	634	712	-7.4	-11.0	11,669	20,741	-43.5	-43.7
COROLLA	25,609	22,434	18.7	14.2	309,373	279,618	11.0	10.6
PRIUS	13,957	16,129	-10.0	-13.5	192,958	218,508	-11.4	-11.7
CAMRY	28,846	30,386	-1.3	-5.1	396,988	378,520	5.3	4.9
AVALON	5,378	5,835	-4.1	-7.8	60,682	64,778	-6.0	-6.3
SCION FR-S	935	1,298	-25.1	-28.0	13,228	17,298	-23.3	-23.5
SCION iQ	82	234	-63.6	-65.0	1,953	3,845	-49.0	-49.2
SCION xD	352	667	-45.1	-47.2	7,089	8,343	-14.7	-15.0
SCION xB	1,414	1,323	11.2	6.9	15,103	16,561	-8.5	-8.8
SCION tC	1,124	1,446	-19.2	-22.3	16,819	17,951	-6.0	-6.3
<i>TOTAL SCION</i>	<i>3,907</i>	<i>4,968</i>	<i>-18.2</i>	<i>-21.4</i>	<i>54,192</i>	<i>63,998</i>	<i>-15.0</i>	<i>-15.3</i>
TOTAL TOYOTA DIV. CAR	78,331	80,464	1.2	-2.7	1,025,862	1,026,163	0.3	0.0
CT	1,322	1,002	37.2	31.9	16,065	13,284	21.4	20.9
HS	0	0	N/A	N/A	0	5	-100.0	-100.0
IS	4,610	3,973	20.7	16.0	45,419	29,603	54.0	53.4
RC	880	0	N/A	N/A	880	0	N/A	N/A
ES	5,884	6,295	-2.8	-6.5	64,726	64,368	0.9	0.6
GS	1,836	1,590	20.1	15.5	19,453	17,138	13.9	13.5
LS	857	1,039	-14.2	-17.5	7,539	9,663	-21.7	-22.0
LFA	1	2	-48.0	-50.0	16	22	-27.0	-27.3
TOTAL LEXUS CAR	15,390	13,901	15.1	10.7	154,098	134,083	15.3	14.9
TOTAL TOYOTA CAR	93,721	94,365	3.3	-0.7	1,179,960	1,160,246	2.1	1.7
RAV4	21,108	19,447	12.9	8.5	244,701	197,279	24.5	24.0
FJ CRUISER	714	1,150	-35.4	-37.9	14,316	11,826	21.5	21.1
VENZA	2,231	2,239	3.6	-0.4	27,572	33,698	-17.9	-18.2
HIGHLANDER	13,476	11,544	21.4	16.7	131,108	115,228	14.2	13.8
4RUNNER	7,180	4,681	59.5	53.4	68,762	46,525	48.3	47.8
SIENNA	8,946	8,820	5.5	1.4	112,814	111,737	1.3	1.0
SEQUOIA	970	1,201	-16.0	-19.2	10,545	12,429	-14.9	-15.2
LAND CRUISER	320	276	20.6	15.9	2,793	2,756	1.7	1.3
<i>TOTAL TOYOTA DIV. SUV</i>	<i>45,999</i>	<i>40,538</i>	<i>18.0</i>	<i>13.5</i>	<i>499,797</i>	<i>419,741</i>	<i>19.5</i>	<i>19.1</i>
TACOMA	13,018	12,601	7.4	3.3	140,757	146,724	-3.7	-4.1
TUNDRA	9,580	10,010	-0.5	-4.3	107,974	101,744	6.5	6.1
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>22,598</i>	<i>22,611</i>	<i>3.9</i>	<i>-0.1</i>	<i>248,731</i>	<i>248,468</i>	<i>0.5</i>	<i>0.1</i>
TOTAL TOYOTA DIV. TRUCK	77,543	71,969	12.1	7.7	861,342	779,946	10.8	10.4
NX	22	0	N/A	N/A	22	0	N/A	N/A
RX	9,592	9,493	5.1	1.0	93,865	90,751	3.8	3.4
GX	2,043	1,703	24.8	20.0	19,978	10,306	94.5	93.8
LX	425	514	-14.0	-17.3	3,547	3,950	-9.9	-10.2
TOTAL LEXUS TRUCK	12,082	11,710	7.3	3.2	117,412	105,007	12.2	11.8
TOTAL TOYOTA TRUCK	89,625	83,679	11.4	7.1	978,754	884,953	11.0	10.6
SELLING DAYS	25	26			281	282		

DSR = DAILY SELLING RATE

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	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2014	2013	DSR % CHG	VOL % CHG	2014	2013	DSR % CHG	VOL % CHG
* NORTH AMERICAN BUILT VEHICLES								
COROLLA	25,608	22,319	19.3	14.7	309,306	270,667	14.7	14.3
CAMRY	28,842	30,376	-1.3	-5.1	396,848	378,315	5.3	4.9
AVALON	5,378	5,835	-4.1	-7.8	60,682	64,778	-6.0	-6.3
RAV4	16,096	14,343	16.7	12.2	164,513	131,630	25.4	25.0
VENZA	2,231	2,239	3.6	-0.4	27,572	33,698	-17.9	-18.2
HIGHLANDER	13,017	11,191	21.0	16.3	127,465	110,100	16.2	15.8
SIENNA	8,946	8,820	5.5	1.4	112,814	111,737	1.3	1.0
SEQUOIA	970	1,201	-16.0	-19.2	10,545	12,429	-14.9	-15.2
TACOMA	13,018	12,601	7.4	3.3	140,757	146,724	-3.7	-4.1
TUNDRA	9,580	10,010	-0.5	-4.3	107,974	101,744	6.5	6.1
RX	8,837	6,562	40.1	34.7	76,736	72,413	6.3	6.0
TOTAL	132,523	125,497	9.8	5.6	1,535,212	1,434,235	7.4	7.0
N.A. VEHICLES % OF TOTAL	72.3%	70.5%			71.1%	70.1%		
TOYOTA DIV. IMPORT CAR	18,503	21,934	-12.3	-15.6	259,026	312,403	-16.8	-17.1
LEXUS IMPORT CAR	15,390	13,901	15.1	10.7	154,098	134,083	15.3	14.9
TOYOTA DIV NA BUILT CARS	59,828	58,530	6.3	2.2	766,836	713,760	7.8	7.4
TOTAL TOYOTA CARS	93,721	94,365	3.3	-0.7	1,179,960	1,160,246	2.1	1.7
TOYOTA DIV. IMPORT TRUCK	13,685	11,564	23.1	18.3	169,702	131,884	29.1	28.7
LEXUS IMPORT TRUCK	3,245	5,148	-34.4	-37.0	40,676	32,594	25.2	24.8
TOYOTA DIV NA BUILT TRUCK	63,858	60,405	9.9	5.7	691,640	648,062	7.1	6.7
LEXUS NA BUILT TRUCK	8,837	6,562	40.1	34.7	76,736	72,413	6.3	6.0
TOTAL TOYOTA TRUCK	89,625	83,679	11.4	7.1	978,754	884,953	11.0	10.6
SELLING DAYS	25	26			281	282		

DSR = DAILY SELLING RATE

Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2014	2013	DSR %	2014	2013	DSR %
Toyota Prius Sedan	8,038	9,801	-14.7%	113,977	135,291	-15.5%
Toyota Prius V (only)	2,493	2,227	16.4%	28,478	32,879	-13.1%
Toyota Prius C (only)	2,975	3,001	3.1%	37,731	39,169	-3.3%
Toyota Prius Phv (only)	451	1,100	-57.4%	12,772	11,169	14.8%