

**TOYOTA U.S. SALES SUMMARY**  
**December, 2014**

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2014	2013	DSR % CHG	VOL % CHG	2014	2013	DSR % CHG	VOL % CHG
<b>TOTAL TOYOTA</b>	<b>215,057</b>	<b>190,843</b>	<b>8.4</b>	<b>12.7</b>	<b>2,373,771</b>	<b>2,236,042</b>	<b>6.2</b>	<b>6.2</b>
TOTAL TOYOTA DIV.	175,178	156,086	7.9	12.2	2,062,382	1,962,195	5.1	5.1
TOTAL LEXUS	39,879	34,757	10.3	14.7	311,389	273,847	13.7	13.7
YARIS	1,605	601	156.8	167.1	13,274	21,342	-37.8	-37.8
COROLLA	30,125	22,562	28.4	33.5	339,498	302,180	12.3	12.3
PRIUS	14,414	15,720	-11.8	-8.3	207,372	234,228	-11.5	-11.5
CAMRY	31,618	29,964	1.5	5.5	428,606	408,484	4.9	4.9
AVALON	6,501	6,212	0.6	4.7	67,183	70,990	-5.4	-5.4
SCION FR-S	834	1,029	-22.1	-19.0	14,062	18,327	-23.3	-23.3
SCION iQ	87	201	-58.4	-56.7	2,040	4,046	-49.6	-49.6
SCION xD	288	662	-58.2	-56.5	7,377	9,005	-18.1	-18.1
SCION xB	1,480	1,288	10.5	14.9	16,583	17,849	-7.1	-7.1
SCION tC	1,128	1,143	-5.1	-1.3	17,947	19,094	-6.0	-6.0
<i>TOTAL SCION</i>	<i>3,817</i>	<i>4,323</i>	<i>-15.1</i>	<i>-11.7</i>	<i>58,009</i>	<i>68,321</i>	<i>-15.1</i>	<i>-15.1</i>
<b>TOTAL TOYOTA DIV. CAR</b>	<b>88,080</b>	<b>79,382</b>	<b>6.7</b>	<b>11.0</b>	<b>1,113,942</b>	<b>1,105,545</b>	<b>0.8</b>	<b>0.8</b>
CT	1,608	1,787	-13.5	-10.0	17,673	15,071	17.3	17.3
HS	0	0	N/A	N/A	0	5	-100.0	-100.0
IS	5,939	5,414	5.5	9.7	51,358	35,017	46.7	46.7
RC	1,042	0	N/A	N/A	1,922	0	N/A	N/A
ES	7,782	8,213	-8.9	-5.2	72,508	72,581	-0.1	-0.1
GS	2,745	2,604	1.4	5.4	22,198	19,742	12.4	12.4
LS	1,020	1,064	-7.8	-4.1	8,559	10,727	-20.2	-20.2
LFA	1	1	-3.8	0.0	17	23	-26.1	-26.1
<b>TOTAL LEXUS CAR</b>	<b>20,137</b>	<b>19,083</b>	<b>1.5</b>	<b>5.5</b>	<b>174,235</b>	<b>153,166</b>	<b>13.8</b>	<b>13.8</b>
<b>TOTAL TOYOTA CAR</b>	<b>108,217</b>	<b>98,465</b>	<b>5.7</b>	<b>9.9</b>	<b>1,288,177</b>	<b>1,258,711</b>	<b>2.3</b>	<b>2.3</b>
RAV4	22,997	20,970	5.4	9.7	267,698	218,249	22.7	22.7
FJ CRUISER	402	1,305	-70.4	-69.2	14,718	13,131	12.1	12.1
VENZA	2,419	2,148	8.3	12.6	29,991	35,846	-16.3	-16.3
HIGHLANDER	15,019	12,344	17.0	21.7	146,127	127,572	14.5	14.5
4RUNNER	8,144	5,100	53.5	59.7	76,906	51,625	49.0	49.0
SIENNA	11,688	9,380	19.8	24.6	124,502	121,117	2.8	2.8
SEQUOIA	1,261	1,382	-12.3	-8.8	11,806	13,811	-14.5	-14.5
LAND CRUISER	365	326	7.7	12.0	3,158	3,082	2.5	2.5
<i>TOTAL TOYOTA DIV. SUV</i>	<i>50,607</i>	<i>43,575</i>	<i>11.7</i>	<i>16.1</i>	<i>550,404</i>	<i>463,316</i>	<i>18.8</i>	<i>18.8</i>
TACOMA	14,284	12,761	7.6	11.9	155,041	159,485	-2.8	-2.8
TUNDRA	10,519	10,988	-8.0	-4.3	118,493	112,732	5.1	5.1
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>24,803</i>	<i>23,749</i>	<i>0.4</i>	<i>4.4</i>	<i>273,534</i>	<i>272,217</i>	<i>0.5</i>	<i>0.5</i>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>87,098</b>	<b>76,704</b>	<b>9.2</b>	<b>13.6</b>	<b>948,440</b>	<b>856,650</b>	<b>10.7</b>	<b>10.7</b>
NX	2,905	0	N/A	N/A	2,927	0	N/A	N/A
RX	13,625	13,169	-0.5	3.5	107,490	103,920	3.4	3.4
GX	2,707	1,830	42.2	47.9	22,685	12,136	86.9	86.9
LX	505	675	-28.1	-25.2	4,052	4,625	-12.4	-12.4
<b>TOTAL LEXUS TRUCK</b>	<b>19,742</b>	<b>15,674</b>	<b>21.1</b>	<b>26.0</b>	<b>137,154</b>	<b>120,681</b>	<b>13.7</b>	<b>13.7</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>106,840</b>	<b>92,378</b>	<b>11.2</b>	<b>15.7</b>	<b>1,085,594</b>	<b>977,331</b>	<b>11.1</b>	<b>11.1</b>
SELLING DAYS	26	25			307	307		

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
<b>* NORTH AMERICAN BUILT VEHICLES</b>								
COROLLA	30,125	22,510	28.7	33.8	339,431	293,177	15.8	15.8
CAMRY	31,607	29,946	1.5	5.5	428,455	408,261	4.9	4.9
AVALON	6,501	6,212	0.6	4.7	67,183	70,990	-5.4	-5.4
RAV4	18,144	15,689	11.2	15.6	182,657	147,319	24.0	24.0
VENZA	2,419	2,148	8.3	12.6	29,991	35,846	-16.3	-16.3
HIGHLANDER	14,555	12,044	16.2	20.8	142,020	122,144	16.3	16.3
SIENNA	11,688	9,380	19.8	24.6	124,502	121,117	2.8	2.8
SEQUOIA	1,261	1,382	-12.3	-8.8	11,806	13,811	-14.5	-14.5
TACOMA	14,284	12,761	7.6	11.9	155,041	159,485	-2.8	-2.8
TUNDRA	10,519	10,988	-8.0	-4.3	118,493	112,732	5.1	5.1
RX	12,733	8,315	47.2	53.1	89,469	80,728	10.8	10.8
<b>TOTAL</b>	<b>153,836</b>	<b>131,375</b>	<b>12.6</b>	<b>17.1</b>	<b>1,689,048</b>	<b>1,565,610</b>	<b>7.9</b>	<b>7.9</b>
<b>N.A. VEHICLES % OF TOTAL</b>	<b>71.5%</b>	<b>68.8%</b>			<b>71.2%</b>	<b>70.0%</b>		
TOYOTA DIV. IMPORT CAR	19,847	20,714	-7.9	-4.2	278,873	333,117	-16.3	-16.3
LEXUS IMPORT CAR	20,137	19,083	1.5	5.5	174,235	153,166	13.8	13.8
TOYOTA DIV NA BUILT CARS	68,233	58,668	11.8	16.3	835,069	772,428	8.1	8.1
<b>TOTAL TOYOTA CARS</b>	<b>108,217</b>	<b>98,465</b>	<b>5.7</b>	<b>9.9</b>	<b>1,288,177</b>	<b>1,258,711</b>	<b>2.3</b>	<b>2.3</b>
TOYOTA DIV. IMPORT TRUCK	14,228	12,312	11.1	15.6	183,930	144,196	27.6	27.6
LEXUS IMPORT TRUCK	7,009	7,359	-8.4	-4.8	47,685	39,953	19.4	19.4
TOYOTA DIV NA BUILT TRUCK	72,870	64,392	8.8	13.2	764,510	712,454	7.3	7.3
LEXUS NA BUILT TRUCK	12,733	8,315	47.2	53.1	89,469	80,728	10.8	10.8
<b>TOTAL TOYOTA TRUCK</b>	<b>106,840</b>	<b>92,378</b>	<b>11.2</b>	<b>15.7</b>	<b>1,085,594</b>	<b>977,331</b>	<b>11.1</b>	<b>11.1</b>
SELLING DAYS	26	25			307	307		

DSR = DAILY SELLING RATE

Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2014	2013	DSR % CHG	2014	2013	DSR % CHG
Toyota Prius Sedan	8,799	9,881	-14.4%	122,776	145,172	-15.4%
Toyota Prius V (only)	2,284	2,110	4.1%	30,762	34,989	-12.1%
Toyota Prius C (only)	2,839	2,810	-2.9%	40,570	41,979	-3.4%
Toyota Prius Phv (only)	492	919	-48.5%	13,264	12,088	9.7%