

TOYOTA U.S. SALES SUMMARY								
November 2019								
-- CURRENT MONTH --					-- CALENDAR YEAR TO DATE --			
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
<b>TOTAL TMNA</b>	<b>207,857</b>	<b>190,423</b>	<b>5.0</b>	<b>9.2</b>	<b>2,175,976</b>	<b>2,205,761</b>	<b>-1.7</b>	<b>-1.4</b>
TOTAL TOYOTA DIV	177,764	163,977	4.2	8.4	1,913,187	1,942,975	-1.9	-1.5
TOTAL LEXUS	30,093	26,446	9.4	13.8	262,789	262,786	-0.4	0.0
YARIS	910	1,436	-39.1	-36.6	20,984	25,957	-19.4	-19.2
tC	0	0	0.0	0.0	0	2	-100.0	-100.0
COROLLA	24,752	21,105	12.8	17.3	281,108	278,293	0.7	1.0
SUPRA	487	0	0	0	2480	0	0	0.0
86 (INCL FR-S)	307	293	0.7	4.8	3,122	3,851	-19.2	-18.9
MIRAI	98	194	-51.4	-49.5	1,436	1,468	-2.5	-2.2
AVALON	1,715	2,225	-25.9	-22.9	25,923	31,042	-16.8	-16.5
PRIUS	6,723	6,008	7.6	11.9	63,660	81,239	-21.9	-21.6
CAMRY	25,611	24,545	0.3	4.3	310,669	314,346	-1.5	-1.2
<b>TOTAL TOYOTA DIV. CAR</b>	<b>60,603</b>	<b>55,806</b>	<b>4.4</b>	<b>8.6</b>	<b>709,382</b>	<b>736,199</b>	<b>-4.0</b>	<b>-3.6</b>
CT	0	0	0	0	0	4	-100.0	-100.0
IS	1,006	1,830	-47.1	-45.0	13,749	20,734	-33.9	-33.7
RC	450	213	103.1	111.3	4,163	3,017	37.5	38.0
ES	4,545	4,222	3.5	7.7	46,311	43,099	7.1	7.5
GS	321	472	-34.6	-32.0	3,113	6,017	-48.4	-48.3
LS	529	902	-43.6	-41.4	4,945	8,409	-41.4	-41.2
LC	86	139	-40.5	-38.1	1,105	1,827	-39.7	-39.5
LFA	0	0	0	0	3	2	50	50
<b>TOTAL LEXUS CAR</b>	<b>6,937</b>	<b>7,778</b>	<b>-14.2</b>	<b>-10.8</b>	<b>73,389</b>	<b>83,109</b>	<b>-12.0</b>	<b>-11.7</b>
<b>TOTAL TMNA CAR</b>	<b>67,540</b>	<b>63,584</b>	<b>2.1</b>	<b>6.2</b>	<b>782,771</b>	<b>819,308</b>	<b>-4.8</b>	<b>-4.5</b>
SIENNA	5,363	6,726	-23.3	-20.3	68,409	80,952	-15.8	-15.5
C-HR	3,950	3,732	1.8	5.8	45,627	45,345	0.3	0.6
RAV4	44,665	35,350	21.5	26.4	406,789	388,501	4.3	4.7
FJ CRUISER	0	0	0	0	1	3	-66.8	-66.7
VENZA	0	1	-100	-100	9	1	797	800
HIGHLANDER	19,962	20,139	-4.7	-0.9	218,989	221,386	-1.4	-1.1
4RUNNER	12,391	11,494	3.7	7.8	120,359	126,385	-5.1	-4.8
SEQUOIA	915	993	-11.4	-7.9	9,413	9,990	-6.1	-5.8
LAND CRUISER	372	362	-1.2	2.8	3,176	3,043	4.0	4.4
<b>TOTAL TOYOTA DIV. SUV</b>	<b>82,255</b>	<b>72,071</b>	<b>9.7</b>	<b>14.1</b>	<b>804,363</b>	<b>794,654</b>	<b>0.9</b>	<b>1.2</b>
TACOMA	20,727	19,685	1.2	5.3	228,074	224,128	1.4	1.8
TUNDRA	8,816	9,689	-12.5	-9.0	102,959	107,042	-4.2	-3.8
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>29,543</b>	<b>29,374</b>	<b>-3.3</b>	<b>0.6</b>	<b>331,033</b>	<b>331,170</b>	<b>-0.4</b>	<b>0.0</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>117,161</b>	<b>108,171</b>	<b>4.1</b>	<b>8.3</b>	<b>1,203,805</b>	<b>1,206,776</b>	<b>-0.6</b>	<b>-0.2</b>
UX	1,590	0	0.0	0.0	14,792	0	0.0	0.0
NX	6,420	5,622	9.8	14.2	50,760	53,315	-5.1	-4.8
RX	11,526	10,248	8.1	12.5	96,967	98,419	-1.8	-1.5
GX	3,188	2,369	29.4	34.6	22,725	23,402	-3.2	-2.9
LX	432	429	-3.2	0.7	4,156	4,541	-8.8	-8.5
<b>TOTAL LEXUS TRUCK</b>	<b>23,156</b>	<b>18,668</b>	<b>19.3</b>	<b>24.0</b>	<b>189,400</b>	<b>179,677</b>	<b>5.0</b>	<b>5.4</b>
<b>TOTAL TMNA TRUCK</b>	<b>140,317</b>	<b>126,839</b>	<b>6.4</b>	<b>10.6</b>	<b>1,393,205</b>	<b>1,386,453</b>	<b>0.1</b>	<b>0.5</b>
<b>Selling Days</b>	<b>26</b>	<b>25</b>			<b>282</b>	<b>281</b>		

DSR = Daily Selling Rate

*NA Built Vehicles	TOYOTA U.S. SALES SUMMARY							
	November 2019							
	2019	2018	DSR %	VOL %	2019	2018	DSR %	VOL %
COROLLA	13,300	19,376	-34.0	-31.4	140,904	257,093	-45.4	-45.2
CAMRY	25,608	24,366	1.1	5.1	310,084	298,991	3.3	3.7
AVALON	1,715	2,225	-25.9	-22.9	25,923	31,042	-16.8	-16.5
YARIS SD (INCL YARIS IA)	218	1,296	-83.8	-83.2	19,489	24,115	-19.5	-19.2
YARIS HB	687	0	0.0	0.0	1,132	0	0.0	0.0
RAV4	30,153	14,704	97.2	105.1	226,310	159,189	41.7	42.2
VENZA	0	1	-100.0	-100.0	9	1	796.8	800.0
HIGHLANDER	19,962	20,139	-4.7	-0.9	218,988	221,386	-1.4	-1.1
SIENNA	5,363	6,726	-23.3	-20.3	68,409	80,952	-15.8	-15.5
SEQUOIA	915	993	-11.4	-7.9	9,413	9,990	-6.1	-5.8
TACOMA	20,727	19,685	1.2	5.3	228,074	224,128	1.4	1.8
TUNDRA	8,816	9,689	-12.5	-9.0	102,959	107,042	-4.2	-3.8
ES	4,321	3,282	26.6	31.7	40,275	36,975	8.5	8.9
RX	9,970	7,176	33.6	38.9	81,950	73,289	11.4	11.8
<b>TOTAL</b>	<b>141,755</b>	<b>129,658</b>	<b>5.1</b>	<b>9.3</b>	<b>1,473,919</b>	<b>1,524,193</b>	<b>-3.6</b>	<b>-3.3</b>
<b>N.A VEHICLES % OF TOTAL</b>	<b>68.2%</b>	<b>68.1%</b>			<b>67.7%</b>	<b>69.1%</b>		
TOYOTA DIV. IMPORT CAR	19,075	8,543	114.7	123.3	211,850	124,958	68.9	69.5
LEXUS IMPORT CAR	2,616	4,496	-44.1	-41.8	33,114	46,134	-28.5	-28.2
TOYOTA DIV NA BUILT CARS	41,528	47,263	-15.5	-12.1	497,532	611,241	-18.9	-18.6
LEXUS NA BUILT CARS	4,321	3,282	26.6	31.7	40,275	36,975	8.5	8.9
<b>TOTAL TMNA CARS</b>	<b>67,540</b>	<b>63,584</b>	<b>2.1</b>	<b>6.2</b>	<b>782,771</b>	<b>819,308</b>	<b>-4.8</b>	<b>-4.5</b>
TOYOTA DIV. IMPORT TRUCK	31,225	36,234	-17.1	-13.8	349,643	404,088	-13.8	-13.5
LEXUS IMPORT TRUCK	13,186	11,492	10.3	14.7	107,450	106,388	0.6	1.0
TOYOTA DIV NA BUILT TRUCK	85,936	71,937	14.9	19.5	854,162	802,688	6.0	6.4
LEXUS NA BUILT TRUCK	9,970	7,176	33.6	38.9	81,950	73,289	11.4	11.8
<b>TOTAL TMNA TRUCK</b>	<b>140,317</b>	<b>126,839</b>	<b>6.4</b>	<b>10.6</b>	<b>1,393,205</b>	<b>1,386,453</b>	<b>0.1</b>	<b>0.5</b>
<b>Selling Days</b>	26	25			282	281		

**TOYOTA U.S. HYBRID SALES SUMMARY**

**November 2019**

**-- CURRENT MONTH --**

**-- CALENDAR YEAR TO DATE --**

	<b>2019</b>	<b>2018</b>	<b>DSR %</b>	<b>VOL%</b>	<b>2019</b>	<b>2018</b>	<b>DSR %</b>	<b>VOL%</b>
TOYOTA PRIUS HYBRID	6,723	6,008	7.6%	11.9%	63,660	81,239	-21.9%	-21.6%
TOYOTA COROLLA HYBRID	1,833	0	0.0%	0.0%	14,756	0	0.0%	0.0%
TOYOTA CAMRY HYBRID	1,735	1,701	-1.9%	2.0%	23,796	20,661	14.8%	15.2%
TOYOTA AVALON HYBRID	529	589	-13.6%	-10.2%	5,981	7,264	-18.0%	-17.7%
TOYOTA MIRAI	98	194	-51.4%	-49.5%	1,436	1,468	-2.5%	-2.2%
TOYOTA HIGHLANDER HYBRID	1,819	1,136	54.0%	60.1%	16,452	13,026	25.8%	26.3%
TOYOTA RAV4 HYBRID	10,057	3,907	147.5%	157.4%	82,398	44,888	82.9%	83.6%
LEXUS ES HYBRID	898	488	76.9%	84.0%	8,019	4,805	66.3%	66.9%
LEXUS GS HYBRID	0	2	-100.0%	-100.0%	7	37	-81.2%	-81.1%
LEXUS UX HYBRID	869	0	0.0%	0.0%	7,514	0	0.0%	0.0%
LEXUS NX HYBRID	1,051	813	24.3%	29.3%	8,408	7,695	8.9%	9.3%
LEXUS RX HYBRID	1,641	1,627	-3.0%	0.9%	14,209	13,477	5.1%	5.4%
LEXUS LS HYBRID	19	22	-17.0%	-13.6%	167	299	-44.4%	-44.2%
LEXUS LC HYBRID	2	8	-76.0%	-75.0%	34	94	-64.0%	-63.8%
LEXUS CT HYBRID	0	0	0.0%	0.0%	0	4	-100.0%	-100.0%
<b>TOTAL TMNA HYBRID</b>	<b>27,274</b>	<b>16,495</b>	<b>59.0%</b>	<b>65.4%</b>	<b>246,837</b>	<b>194,958</b>	<b>26.2%</b>	<b>26.6%</b>
<b>TOTAL TOYOTA HYBRID</b>	<b>22,794</b>	<b>13,535</b>	<b>61.9%</b>	<b>68.4%</b>	<b>208,479</b>	<b>168,547</b>	<b>23.2%</b>	<b>23.7%</b>
<b>TOTAL LEXUS HYBRID</b>	<b>4,480</b>	<b>2,960</b>	<b>45.5%</b>	<b>51.4%</b>	<b>38,358</b>	<b>26,411</b>	<b>44.7%</b>	<b>45.2%</b>