

TOYOTA U.S. SALES SUMMARY								
March 2021								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2021	2020	DSR %	VOL %	2021	2020	DSR %	VOL %
<b>TOTAL TMNA</b>	253,783	135,730	79.8	87.0	603,066	495,747	24.9	21.6
TOTAL TOYOTA DIV.	220,597	120,145	76.5	83.6	528,813	439,402	23.6	20.3
TOTAL LEXUS DIV.	33,186	15,585	104.7	112.9	74,253	56,345	35.3	31.8
YARIS	45	591	-92.7	-92.4	131	2,416	-94.4	-94.6
COROLLA	30,908	19,147	55.2	61.4	72,520	69,214	7.6	4.8
SUPRA	828	273	191.6	203.3	1,725	1,013	74.9	70.3
86 (INCL FR-S)	333	202	58.5	64.9	764	704	11.5	8.5
MIRAI	715	31	2118.0	2207.0	869	147	507.1	491.2
AVALON	2,125	1,020	100.3	108.3	5,136	4,080	29.3	25.9
PRIUS	6,889	2,862	131.4	140.7	14,050	11,483	25.7	22.4
CAMRY	32,541	23,119	35.3	40.8	78,151	77,188	4.0	1.2
<b>TOTAL TOYOTA DIV. CAR</b>	<b>74,384</b>	<b>47,245</b>	<b>51.4</b>	<b>57.4</b>	<b>173,346</b>	<b>166,245</b>	<b>7.1</b>	<b>4.3</b>
IS	2,514	913	164.8	175.4	6,028	2,712	128.3	122.3
RC	357	169	103.1	111.2	777	757	5.4	2.6
ES	4,664	2,854	57.1	63.4	10,192	9,247	13.2	10.2
GS	7	173	-96.1	-96.0	52	624	-91.4	-91.7
LS	403	162	139.2	148.8	1,137	801	45.8	41.9
LC	238	56	308.7	325.0	654	240	179.9	172.5
<b>TOTAL LEXUS DIV. CAR</b>	<b>8,183</b>	<b>4,327</b>	<b>81.8</b>	<b>89.1</b>	<b>18,840</b>	<b>14,383</b>	<b>34.5</b>	<b>31.0</b>
<b>TOTAL TMNA CAR</b>	<b>82,567</b>	<b>51,572</b>	<b>53.9</b>	<b>60.1</b>	<b>192,186</b>	<b>180,628</b>	<b>9.3</b>	<b>6.4</b>
C-HR	4,513	2,972	46.0	51.9	10,401	10,372	3.0	0.3
RAV4	47,078	24,875	82.0	89.3	114,255	97,631	20.2	17.0
VENZA	6,512	0	0	0	13,623	0	0	0
HIGHLANDER	27,993	10,707	151.4	161.4	63,831	47,890	36.9	33.3
4RUNNER	12,955	7,818	59.3	65.7	37,263	28,072	36.3	32.7
SEQUOIA	752	332	117.8	126.5	2,037	1,408	48.6	44.7
LAND CRUISER	640	173	255.7	269.9	1,896	614	217.1	208.8
<b>TOTAL TOYOTA DIV. SUV</b>	<b>100,443</b>	<b>46,877</b>	<b>106.0</b>	<b>114.3</b>	<b>243,306</b>	<b>185,987</b>	<b>34.4</b>	<b>30.8</b>
SIENNA	11,796	3,164	258.5	272.8	26,578	11,876	129.8	123.8
TACOMA	26,993	15,915	63.1	69.6	66,449	53,636	27.2	23.9
TUNDRA	6,981	6,944	-3.3	0.5	19,134	21,658	-9.3	-11.7
<b>TOTAL TOYOTA DIV. PICKUP</b>	<b>33,974</b>	<b>22,859</b>	<b>42.9</b>	<b>48.6</b>	<b>85,583</b>	<b>75,294</b>	<b>16.7</b>	<b>13.7</b>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>146,213</b>	<b>72,900</b>	<b>92.9</b>	<b>100.6</b>	<b>355,467</b>	<b>273,157</b>	<b>33.6</b>	<b>30.1</b>
UX	1,826	984	78.4	85.6	3,993	3,838	6.9	4.0
NX	6,466	3,175	95.8	103.7	14,462	11,309	31.3	27.9
RX	12,950	5,534	125.0	134.0	27,941	20,847	37.7	34.0
GX	3,337	1,350	137.7	147.2	7,677	5,122	53.9	49.9
LX	424	215	89.6	97.2	1,340	846	62.7	58.4
<b>TOTAL LEXUS DIV. TRUCK</b>	<b>25,003</b>	<b>11,258</b>	<b>113.5</b>	<b>122.1</b>	<b>55,413</b>	<b>41,962</b>	<b>35.6</b>	<b>32.1</b>
<b>TOTAL TMNA TRUCK</b>	<b>171,216</b>	<b>84,158</b>	<b>95.6</b>	<b>103.4</b>	<b>410,880</b>	<b>315,119</b>	<b>33.9</b>	<b>30.4</b>
<b>Selling Days</b>	<b>26</b>	<b>25</b>			<b>74</b>	<b>76</b>		

DSR = Daily Selling Rate

**TOYOTA U.S. ALTERNATIVE POWERED SALES SUMMARY**

March 2021

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2021	2020	DSR %	VOL%	2021	2020	DSR %	VOL%
TOYOTA PRIUS HYBRID	3,279	1,942	62.4	68.8	7,051	7,270	-0.4	-3.0
TOYOTA PRIUS PRIME	3,610	920	277.3	292.4	6,999	4,213	70.6	66.1
TOYOTA COROLLA HYBRID	3,275	951	231.1	244.4	7,301	3,529	112.5	106.9
TOYOTA CAMRY HYBRID	4,171	1,506	166.3	177.0	10,264	5,874	79.5	74.7
TOYOTA AVALON HYBRID	909	348	151.2	161.2	2,088	1,256	70.7	66.2
TOYOTA MIRAI	715	31	2118.0	2207.0	869	147	507.1	491.2
TOYOTA SIENNA HYBRID	11,634	0	0	0	26,044	0	0	0
TOYOTA HIGHLANDER HYBRID	7,557	1,344	440.7	462.3	18,816	3,698	422.6	408.8
TOYOTA RAV4 HYBRID	11,692	5,840	92.5	100.2	29,471	23,736	27.5	24.2
TOYOTA RAV4 PRIME	1,114	0	0	0	2,792	0	0	0
TOYOTA VENZA HYBRID	6,512	0	0	0	13,623	0	0	0
LEXUS ES HYBRID	1,090	514	103.9	112.1	2,500	1,823	40.8	37.1
LEXUS GS HYBRID	0	0	0	0	1	0	0	0
LEXUS UX HYBRID	1,323	620	105.2	113.4	2,898	2,101	41.7	37.9
LEXUS NX HYBRID	1,205	494	134.5	143.9	2,872	1,746	68.9	64.5
LEXUS RX HYBRID	2,046	873	125.4	134.4	4,730	3,381	43.7	39.9
LEXUS LS HYBRID	1	5	-80.8	-80.0	4	36	-88.6	-88.9
LEXUS LC HYBRID	0	2	-100	-100	3	4	-23.0	-25.0
<b>TOTAL TMNA HYBRID</b>	<b>60,133</b>	<b>15,390</b>	<b>275.7</b>	<b>290.7</b>	<b>138,326</b>	<b>58,814</b>	<b>141.5</b>	<b>135.2</b>
<b>TOTOL TOYOTA HYBRID</b>	<b>54,468</b>	<b>12,882</b>	<b>306.6</b>	<b>322.8</b>	<b>125,318</b>	<b>49,723</b>	<b>158.8</b>	<b>152.0</b>
<b>TOTAL LEXUS HYBRID</b>	<b>5,665</b>	<b>2,508</b>	<b>117.2</b>	<b>125.9</b>	<b>13,008</b>	<b>9,091</b>	<b>47.0</b>	<b>43.1</b>
<b>Selling Days</b>	<b>26</b>	<b>25</b>			<b>74</b>	<b>76</b>		