

**TOYOTA U.S. SALES SUMMARY**  
**July, 2013**

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2013	2012	DSR %	VOL %	2013	2012	DSR %	VOL %
			CHG	CHG			CHG	CHG
<b>TOTAL TOYOTA</b>	<b>193,394</b>	<b>164,898</b>	<b>12.6</b>	<b>17.3</b>	<b>1,302,185</b>	<b>1,210,994</b>	<b>7.5</b>	<b>7.5</b>
TOTAL TOYOTA DIV.	170,363	146,663	11.5	16.2	1,160,739	1,084,627	7.0	7.0
TOTAL LEXUS	23,031	18,235	21.2	26.3	141,446	126,367	11.9	11.9
YARIS	1,759	1,271	32.9	38.4	13,685	21,242	-35.6	-35.6
COROLLA	24,463	23,640	-0.7	3.5	183,435	175,366	4.6	4.6
PRIUS	23,294	16,643	34.4	40.0	143,508	143,297	0.1	0.1
CAMRY	34,780	29,913	11.6	16.3	242,406	243,816	-0.6	-0.6
AVALON	5,569	1,690	216.3	229.5	43,040	18,341	134.7	134.7
SCION FR-S	1,614	1,649	-6.0	-2.1	11,635	4,419	163.3	163.3
SCION iQ	336	557	-42.1	-39.7	2,645	5,641	-53.1	-53.1
SCION xD	809	977	-20.5	-17.2	5,133	6,479	-20.8	-20.8
SCION xB	1,528	1,708	-14.1	-10.5	11,047	11,914	-7.3	-7.3
SCION tC	1,974	2,013	-5.9	-1.9	10,801	13,572	-20.4	-20.4
<i>TOTAL SCION</i>	<i>6,261</i>	<i>6,904</i>	<i>-12.9</i>	<i>-9.3</i>	<i>41,261</i>	<i>42,025</i>	<i>-1.8</i>	<i>-1.8</i>
<b>TOTAL TOYOTA DIV. CAR</b>	<b>96,126</b>	<b>80,061</b>	<b>15.3</b>	<b>20.1</b>	<b>667,335</b>	<b>644,087</b>	<b>3.6</b>	<b>3.6</b>
CT	1,306	1,499	-16.4	-12.9	8,858	10,945	-19.1	-19.1
HS	2	4	-52.0	-50.0	5	626	-99.2	-99.2
IS	3,641	2,296	52.2	58.6	14,427	16,490	-12.5	-12.5
ES	6,089	3,759	55.5	62.0	39,582	22,024	79.7	79.7
GS	1,722	1,662	-0.5	3.6	10,790	12,732	-15.3	-15.3
LS	661	536	18.4	23.3	5,908	3,572	65.4	65.4
SC	0	0	N/A	N/A	0	2	-100.0	-100.0
LFA	0	3	-100.0	-100.0	17	27	-37.0	-37.0
<b>TOTAL LEXUS CAR</b>	<b>13,421</b>	<b>9,759</b>	<b>32.0</b>	<b>37.5</b>	<b>79,587</b>	<b>66,418</b>	<b>19.8</b>	<b>19.8</b>
<b>TOTAL TOYOTA CAR</b>	<b>109,547</b>	<b>89,820</b>	<b>17.1</b>	<b>22.0</b>	<b>746,922</b>	<b>710,505</b>	<b>5.1</b>	<b>5.1</b>
RAV4	19,538	15,248	23.0	28.1	120,812	104,686	15.4	15.4
FJ CRUISER	1,260	1,037	16.6	21.5	7,854	7,415	5.9	5.9
VENZA	2,886	3,995	-30.6	-27.8	23,498	23,498	0.0	0.0
HIGHLANDER	10,908	10,669	-1.8	2.2	72,679	68,113	6.7	6.7
4RUNNER	4,049	4,212	-7.7	-3.9	29,476	26,700	10.4	10.4
SIENNA	10,608	9,636	5.7	10.1	73,167	68,621	6.6	6.6
SEQUOIA	1,072	1,020	0.9	5.1	7,765	7,269	6.8	6.8
LAND CRUISER	214	259	-20.7	-17.4	1,698	1,448	17.3	17.3
<i>TOTAL TOYOTA DIV. SUV</i>	<i>39,927</i>	<i>36,440</i>	<i>5.2</i>	<i>9.6</i>	<i>263,782</i>	<i>239,129</i>	<i>10.3</i>	<i>10.3</i>
TACOMA	13,882	11,350	17.4	22.3	95,070	78,503	21.1	21.1
TUNDRA	9,820	9,176	2.7	7.0	61,385	54,287	13.1	13.1
<i>TOTAL TOYOTA DIV. PICKUP</i>	<i>23,702</i>	<i>20,526</i>	<i>10.9</i>	<i>15.5</i>	<i>156,455</i>	<i>132,790</i>	<i>17.8</i>	<i>17.8</i>
<b>TOTAL TOYOTA DIV. TRUCK</b>	<b>74,237</b>	<b>66,602</b>	<b>7.0</b>	<b>11.5</b>	<b>493,404</b>	<b>440,540</b>	<b>12.0</b>	<b>12.0</b>
RX	8,437	7,357	10.1	14.7	54,255	51,374	5.6	5.6
GX	881	813	4.0	8.4	5,296	5,701	-7.1	-7.1
LX	292	306	-8.4	-4.6	2,308	2,874	-19.7	-19.7
<b>TOTAL LEXUS TRUCK</b>	<b>9,610</b>	<b>8,476</b>	<b>8.8</b>	<b>13.4</b>	<b>61,859</b>	<b>59,949</b>	<b>3.2</b>	<b>3.2</b>
<b>TOTAL TOYOTA TRUCK</b>	<b>83,847</b>	<b>75,078</b>	<b>7.2</b>	<b>11.7</b>	<b>555,263</b>	<b>500,489</b>	<b>10.9</b>	<b>10.9</b>
SELLING DAYS	25	24			178	178		

DSR = DAILY SELLING RATE

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	2013	2012	DSR % CHG	VOL % CHG	2013	2012	DSR % CHG	VOL % CHG
<b>* NORTH AMERICAN BUILT VEHICLES</b>								
COROLLA	23,357	23,172	-3.2	0.8	181,982	164,010	11.0	11.0
CAMRY	34,762	29,898	11.6	16.3	242,244	243,707	-0.6	-0.6
AVALON	5,569	1,690	216.3	229.5	43,040	18,341	134.7	134.7
RAV4	11,497	13,160	-16.1	-12.6	79,422	85,908	-7.5	-7.5
VENZA	2,886	3,995	-30.6	-27.8	23,498	23,498	0.0	0.0
HIGHLANDER	10,463	10,162	-1.2	3.0	69,086	64,342	7.4	7.4
SIENNA	10,608	9,636	5.7	10.1	73,167	68,621	6.6	6.6
SEQUOIA	1,072	1,020	0.9	5.1	7,765	7,269	6.8	6.8
TACOMA	13,882	11,350	17.4	22.3	95,070	78,503	21.1	21.1
TUNDRA	9,820	9,176	2.7	7.0	61,385	54,287	13.1	13.1
RX	7,004	5,290	27.1	32.4	46,600	40,344	15.5	15.5
<b>TOTAL</b>	<b>130,920</b>	<b>118,549</b>	<b>6.0</b>	<b>10.4</b>	<b>923,259</b>	<b>848,830</b>	<b>8.8</b>	<b>8.8</b>
<b>N.A. VEHICLES % OF TOTAL</b>	<b>67.7%</b>	<b>71.9%</b>			<b>70.9%</b>	<b>70.1%</b>		
TOYOTA DIV. IMPORT CAR	32,438	25,301	23.1	28.2	200,069	218,029	-8.2	-8.2
LEXUS IMPORT CAR	13,421	9,759	32.0	37.5	79,587	66,418	19.8	19.8
TOYOTA DIV NA BUILT CARS	63,688	54,760	11.7	16.3	467,266	426,058	9.7	9.7
<b>TOTAL TOYOTA CARS</b>	<b>109,547</b>	<b>89,820</b>	<b>17.1</b>	<b>22.0</b>	<b>746,922</b>	<b>710,505</b>	<b>5.1</b>	<b>5.1</b>
TOYOTA DIV. IMPORT TRUCK	14,009	8,103	66.0	72.9	84,011	58,112	44.6	44.6
LEXUS IMPORT TRUCK	2,606	3,186	-21.5	-18.2	15,259	19,605	-22.2	-22.2
TOYOTA DIV NA BUILT TRUCK	60,228	58,499	-1.2	3.0	409,393	382,428	7.1	7.1
LEXUS NA BUILT TRUCK	7,004	5,290	27.1	32.4	46,600	40,344	15.5	15.5
<b>TOTAL TOYOTA TRUCK</b>	<b>83,847</b>	<b>75,078</b>	<b>7.2</b>	<b>11.7</b>	<b>555,263</b>	<b>500,489</b>	<b>10.9</b>	<b>10.9</b>
SELLING DAYS	25	24			178	178		

DSR = DAILY SELLING RATE

Memo:	--CURRENT MONTH--			--CALENDAR YEAR TO DATE--		
	2013	2012	DSR %	2013	2012	DSR %
Toyota Prius Sedan	15,252	9,936	47.4%	92,061	93,141	-1.2%
Toyota Prius V (only)	3,428	2,954	11.4%	22,044	25,805	-14.6%
Toyota Prius C (only)	3,797	3,065	18.9%	24,372	19,316	26.2%
Toyota Prius Phv (only)	817	688	14.0%	5,031	5,035	-0.1%