

## TMC Announces Results for December 2015 and CY2015

Toyota City, Japan, January 27, 2016—Toyota Motor Corporation announces its production, domestic sales, and export results for December 2015 and for CY2015, including those for subsidiaries Daihatsu Motor Co., Ltd., and Hino Motors, Ltd.

### December 2015 Results

Unit = vehicles; figures in ( ) show year-on-year percentage change

	Toyota	Daihatsu	Hino	Total
<b>Production in Japan<sup>*1</sup></b>				
Passenger cars	232,461 (11.5)	39,186 (-28.5)	— —	271,647 (3.2)
Trucks & buses	26,518 (1.7)	12,814 (-8.4)	11,440 (-14.5)	50,772 (-5.0)
<b>Total</b>	258,979 (10.4)	52,000 (-24.4)	11,440 (-14.5)	322,419 (1.8)
<b>Sales in Japan<sup>*2</sup></b>				
Passenger cars	103,499 (18.0)	36,626 (-38.0)	— —	140,125 (-4.5)
Trucks & buses	12,869 (17.0)	10,046 (-34.5)	5,488 (-5.4)	28,403 (-11.6)
<b>Total</b>	116,368 (17.9)	46,672 (-37.3)	5,488 (-5.4)	168,528 (-5.8)
<b>Exports</b>				
Passenger cars	135,630 (1.7)	23 (-96.7)	— —	135,653 (1.2)
Trucks & buses	15,605 (-15.4)	— —	6,901 (-16.1)	22,506 (-15.6)
<b>Total</b>	151,235 (-0.4)	23 (-96.7)	6,901 (-16.1)	158,159 (-1.6)
<b>Production outside Japan<sup>*3</sup></b>	451,019 (-4.0)	22,436 (1.4)	2,121 (60.7)	475,576 (-3.6)
<b>Worldwide production</b>	709,998 (0.8)	74,436 (-18.2)	13,561 (-7.7)	797,995 (-1.5)

<sup>\*1</sup>Includes kits for overseas assembly; <sup>\*2</sup>includes overseas production; <sup>\*3</sup>excludes kits from Japan

## December 2015 Key Points (year-on-year)

### Production in Japan

#### Toyota

- Fifth consecutive month of increase

#### Daihatsu

- First decrease in three months

#### Hino

- Decreased

#### Toyota + Daihatsu + Hino

- Third consecutive month of increase

### Sales in Japan

#### Toyota

- Third consecutive month of increase
- Lexus vehicle sales totaled 4,111 units (43.1 percent increase)
- Minivehicle sales totaled 1,999 units (2.8 percent increase)
- 47.8 percent share of market excluding minivehicles (6.1 percentage point increase)
- 31.5 percent share of market including minivehicles (8.6 percentage point increase)

#### Daihatsu

- Decreased
- Minivehicle sales totaled approximately 46,600 units (37.3 percent decrease)
- 35.7 percent share of minivehicle market (1.5 percentage point decrease)

#### Hino

- First decrease in nine months
- Standard truck sales totaled approximately 2,900 units (7.1 percent decrease); first decrease in three months
- 37.9 percent share of the truck\* market (2.2 percentage point increase)

#### Toyota + Daihatsu + Hino

- Decreased
- 45.6 percent share of market including minivehicles (4.2 percentage point increase)

\*Maximum loading capacity of four tons or more; excluding imported trucks

## Exports

### Toyota

- First decrease in three months; due to decreased exports to North America, Oceania, the Middle East, and Africa

### Daihatsu

- First decrease in eleven months; due to decreased exports to Latin America, Oceania, Africa, and the Middle East

### Hino

- Decreased; due to decreased exports to Latin America, Europe, Asia, Oceania, the Middle East, and Africa

### Toyota + Daihatsu + Hino

- First decrease in three months

## Production Outside Japan

### Toyota

- First decrease in four months; due to decreased production in North America, Europe, Asia, Australia, and Africa

### Daihatsu

- Second consecutive month of increase; due to increased production in Indonesia

### Hino

- Tenth consecutive month of increase; due to increased production in Asia

### Toyota + Daihatsu + Hino

- First decrease in two months

## CY2015 Results

Unit = one vehicle; figures in ( ) show year-on-year percentage change

	Toyota	Daihatsu	Hino	Total
<b>Production in Japan<sup>*1</sup></b>				
Passenger cars	2,827,349 (-3.0)	530,784 (-11.1)	— —	3,358,133 (-4.4)
Trucks & buses	361,095 (2.7)	166,556 (-10.0)	149,650 (-7.9)	677,301 (-3.1)
<b>Total</b>	3,188,444 (-2.4)	697,340 (-10.8)	149,650 (-7.9)	4,035,434 (-4.2)
<b>Sales in Japan<sup>*2</sup></b>				
Passenger cars	1,325,577 (-4.6)	468,171 (-14.5)	— —	1,793,748 (-7.4)
Trucks & buses	172,292 (4.3)	142,255 (-11.3)	61,174 (6.5)	375,721 (-1.9)
<b>Total</b>	1,497,869 (-3.6)	610,426 (-13.8)	61,174 (6.5)	2,169,469 (-6.5)
<b>Exports</b>				
Passenger cars	1,568,638 (-0.9)	8,743 (11.3)	— —	1,577,381 (-0.8)
Trucks & buses	199,981 (-3.1)	— —	79,385 (-12.9)	279,366 (-6.1)
<b>Total</b>	1,768,619 (-1.2)	8,743 (11.3)	79,385 (-12.9)	1,856,747 (-1.7)
<b>Production outside Japan<sup>*3</sup></b>	5,740,631 (0.05)	282,385 (-10.7)	25,333 (26.9)	6,048,349 (-0.4)
<b>Worldwide production</b>	8,929,075 (-0.8)	979,725 (-10.8)	174,983 (-4.1)	10,083,783 (-2.0)

<sup>\*1</sup>Includes kits for overseas assembly; <sup>\*2</sup>includes overseas production; <sup>\*3</sup>excludes kits from Japan

## REFERENCE: CY2015 Outside-Japan and Worldwide Sales Results

Unit = one vehicle; figures rounded; ( ) show year-on-year percentage change

<b>Sales outside Japan</b>	7,691,000 (1.3)	183,000 (-11.4)	107,000 (-3.4)	7,981,000 (0.9)
<b>Worldwide sales</b>	9,189,000 (0.5)	794,000 (-13.3)	168,000 (0.006)	10,151,000 (-0.8)

## CY2015 Key Points (year-on-year)

### Production in Japan

#### Toyota

- Decreased

#### Daihatsu

- First decrease in four years

#### Hino

- First decrease in six years

#### Toyota + Daihatsu + Hino

- Decreased

### Sales in Japan

#### Toyota

- Decreased
- Lexus vehicle sales totaled 48,231 units (9.0 percent increase)
- Minivehicle sales totaled 26,817 units (18.9 percent decrease)
- 46.7 percent share of market excluding minivehicles (0.5 percentage point increase); first increase in three years
- 29.7 percent share of market including minivehicles (1.7 percentage point increase)

#### Daihatsu

- First decrease in two years
- Minivehicle sales totaled approximately 609,000 (13.8 percent decrease); first decrease in two years
- 32.1 percent share of minivehicle market (1.0 percentage point increase)

#### Hino

- Sixth consecutive year of increase
- Standard truck sales totaled approximately 33,000 (4.0 percent increase); sixth consecutive year of increase
- 37.3 percent share of the truck<sup>\*</sup> market (1.0 percentage point increase)

#### Toyota + Daihatsu + Hino

- First decrease in two years
- 43.0 percent share of market including minivehicles (1.3 percentage point increase); first increase in three years

<sup>\*</sup>Maximum loading capacity of four tons or more; excluding imported trucks

## Exports

### Toyota

- Decreased, due to decreased exports to Latin America, Europe, Oceania, the Middle East, and Africa

### Daihatsu

- Second consecutive year of increase, due to increased exports to Latin America, Asia, and the Middle East

### Hino

- Decreased, due to decreased exports to Latin America, Europe, Asia, and Africa

### Toyota + Daihatsu + Hino

- Decreased

## Production outside Japan

### Toyota

- Fourth consecutive year of increase and a record high, due to increased production in North America, Latin America, Europe, and Australia

### Daihatsu

- First decrease in six years, due to decreased production in Indonesia

### Hino

- First increase in three years, due to increased production in Asia

### Toyota + Daihatsu + Hino

- First decrease in four years