

TOYOTA U.S. SALES SUMMARY								
December 2023								
	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2023	2022	DSR %	VOL %	2023	2022	DSR %	VOL %
<b>TOTAL TMNA</b>	226,116	180,147	30.3	25.5	2,248,477	2,108,458	7.0	6.6
TOTAL TOYOTA DIV.	188,338	160,039	22.2	17.7	1,928,228	1,849,754	4.6	4.2
TOTAL LEXUS DIV.	37,778	20,108	95.1	87.9	320,249	258,704	24.2	23.8
COROLLA	23,400	17,982	35.1	30.1	232,370	222,216	4.9	4.6
SUPRA	245	258	-1.4	-5.0	2,652	4,952	-46.3	-46.4
GR86 (INCL FR-S)	790	860	-4.6	-8.1	11,078	11,996	-7.4	-7.7
MIRAI	23	303	-92.1	-92.4	2,737	2,094	31.1	30.7
CROWN	2,271	0	0	0	19,063	0	0	0
AVALON	0	12	-100.0	-100.0	55	12,215	-99.5	-99.5
PRIUS	5,178	4,907	9.6	5.5	38,052	36,919	3.4	3.1
CAMRY	25,405	25,906	1.8	-1.9	290,649	295,201	-1.2	-1.5
<b>TOTAL TOYOTA DIV. CAR</b>	57,312	50,228	18.5	14.1	596,656	585,593	2.2	1.9
IS	2,090	1,922	12.9	8.7	22,521	21,386	5.7	5.3
RC	169	207	-15.2	-18.4	1,752	2,648	-33.6	-33.8
ES	3,873	3,395	18.5	14.1	39,117	41,735	-6.0	-6.3
LS	181	223	-15.7	-18.8	2,234	2,679	-16.3	-16.6
LC	154	178	-10.2	-13.5	1,761	1,387	27.4	27.0
<b>TOTAL LEXUS DIV. CAR</b>	6,468	5,925	13.4	9.2	67,388	69,837	-3.2	-3.5
<b>TOTAL TMNA CAR</b>	63,780	56,153	18.0	13.6	664,044	655,430	1.6	1.3
C-HR	1	604	-99.8	-99.8	777	12,141	-93.6	-93.6
BZ4X	669	634	9.6	5.5	9,329	1,220	667.2	664.7
RAV4	47,044	33,489	45.9	40.5	434,943	399,941	9.1	8.8
COROLLA CROSS	7,484	5,609	38.6	33.4	71,110	56,666	25.9	25.5
VENZA	2,555	2,924	-9.3	-12.6	29,907	33,683	-10.9	-11.2
HIGHLANDER	12,330	20,247	-36.8	-39.1	169,543	222,805	-23.7	-23.9
GRAND HIGHLANDER	8,354	0	0	0	48,036	0	0	0
4RUNNER	12,275	7,291	74.8	68.4	119,238	121,023	-1.2	-1.5
SEQUOIA	2,468	2,073	23.6	19.1	22,182	5,314	318.8	317.4
LAND CRUISER	1	3	-65.4	-66.7	7	48	-85.4	-85.4
<b>TOTAL TOYOTA DIV. SUV</b>	93,181	72,874	32.8	27.9	905,072	852,841	6.5	6.1
SIENNA	5,857	6,107	-0.4	-4.1	66,547	69,751	-4.3	-4.6
TACOMA	19,475	20,855	-3.0	-6.6	234,768	237,323	-0.8	-1.1
TUNDRA	12,513	9,975	30.3	25.4	125,185	104,246	20.5	20.1
<b>TOTAL TOYOTA DIV. PICKUP</b>	31,988	30,830	7.7	3.8	359,953	341,569	5.7	5.4
<b>TOTAL TOYOTA DIV. TRUCK</b>	131,026	109,811	23.9	19.3	1,331,572	1,264,161	5.7	5.3
UX	883	1,060	-13.5	-16.7	11,846	10,237	16.1	15.7
NX	8,579	6,088	46.3	40.9	74,526	49,002	52.6	52.1
RZ	1,025	0	0	0	5,386	0	0	0
RX	12,248	3,769	237.5	225.0	114,033	96,041	19.1	18.7
TX	3,734	0	0	0	8,201	0	0	0
GX	4,256	2,828	56.3	50.5	31,910	29,945	6.9	6.6
LX	585	438	38.7	33.6	6,959	3,642	91.7	91.1
<b>TOTAL LEXUS DIV. TRUCK</b>	31,310	14,183	129.2	120.8	252,861	188,867	34.3	33.9
<b>TOTAL TMNA TRUCK</b>	162,336	123,994	36.0	30.9	1,584,433	1,453,028	9.4	9.0
<b>Selling Days</b>	26	27			306	307		

DSR = Daily Selling Rate

**TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY**

December 2023

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2023	2022	DSR %	VOL%	2023	2022	DSR %	VOL%
TOYOTA PRIUS HYBRID	4,080	2,964	42.9	37.7	30,495	25,062	22.1	21.7
TOYOTA PRIUS PRIME	1,098	1,943	-41.3	-43.5	7,557	11,857	-36.1	-36.3
TOYOTA COROLLA HYBRID	4,905	3,254	56.5	50.7	47,990	27,799	73.2	72.6
TOYOTA CAMRY HYBRID	4,860	1,411	257.7	244.4	35,445	41,830	-15.0	-15.3
TOYOTA AVALON HYBRID	0	5	-100.0	-100.0	9	3,565	-99.7	-99.7
TOYOTA MIRAI	23	303	-92.1	-92.4	2,737	2,094	31.1	30.7
TOYOTA CROWN	2,271	0	0	0	19,063	0	0	0
TOYOTA SIENNA HYBRID	5,857	6,107	-0.4	-4.1	66,539	69,720	-4.3	-4.6
TOYOTA HIGHLANDER HYBRID	3,427	6,565	-45.8	-47.8	49,654	43,711	14.0	13.6
TOYOTA GRAND HIGHLANDER HYBRID	2,077	0	0	0	11,986	0	0	0
TOYOTA SEQUOIA HYBRID	2,467	2,070	23.8	19.2	22,151	4,797	363.3	361.8
TOYOTA BZ4X BEV	669	634	9.6	5.5	9,329	1,220	667.2	664.7
TOYOTA RAV4 HYBRID	19,357	8,086	148.6	139.4	161,125	149,938	7.8	7.5
TOYOTA RAV4 PRIME	2,605	1,018	165.7	155.9	26,073	18,567	40.9	40.4
TOYOTA COROLLA CROSS HYBRID	2,737	0	0	0	15,437	0	0	0
TOYOTA VENZA HYBRID	2,555	2,924	-9.3	-12.6	29,907	33,683	-10.9	-11.2
TOYOTA TUNDRA HYBRID	4,035	2,261	85.3	78.5	30,303	15,011	102.5	101.9
LEXUS ES HYBRID	1,179	1,140	7.4	3.4	12,677	13,607	-6.5	-6.8
LEXUS UX HYBRID	883	1,060	-13.5	-16.7	11,844	6,884	72.6	72.1
LEXUS NX HYBRID	3,157	2,005	63.5	57.5	21,435	13,873	55.0	54.5
LEXUS NX PLUG-IN HYBRID	554	258	123.0	114.7	5,265	3,507	50.6	50.1
LEXUS RZ BEV	1,025	0	0	0	5,386	0	0	0
LEXUS RX HYBRID	3,204	1,003	231.7	219.4	32,965	17,194	92.4	91.7
LEXUS RX PLUG-IN HYBRID	282	0	0	0	656	0	0	0
LEXUS TX HYBRID	489	0	0	0	1,155	0	0	0
LEXUS LS HYBRID	8	8	3.8	0	107	78	37.6	37.2
LEXUS LC HYBRID	4	1	315.4	300.0	37	19	95.4	94.7
<b>TOTAL TMNA Electrified Vehicles</b>	<b>73,808</b>	<b>45,020</b>	<b>70.3</b>	<b>63.9</b>	<b>657,327</b>	<b>504,016</b>	<b>30.8</b>	<b>30.4</b>
<b>TOTAL TOYOTA Electrified Vehicles</b>	<b>63,023</b>	<b>39,545</b>	<b>65.5</b>	<b>59.4</b>	<b>565,800</b>	<b>448,854</b>	<b>26.5</b>	<b>26.1</b>
<b>TOTAL LEXUS Electrified Vehicles</b>	<b>10,785</b>	<b>5,475</b>	<b>104.6</b>	<b>97.0</b>	<b>91,527</b>	<b>55,162</b>	<b>66.5</b>	<b>65.9</b>
<b>TOTAL TMNA SALES RATIO</b>	<b>32.6%</b>	<b>25.0%</b>			<b>29.2%</b>	<b>23.9%</b>		
<b>Selling Days</b>	<b>26</b>	<b>27</b>			<b>306</b>	<b>307</b>		

<b>NISSAN DIVISION</b>	<b>Qtr: Oct-23 to Dec-23</b>	<b>Qtr: Oct-22 to Dec-22</b>
	<b>CY2023</b>	<b>CY2022</b>
<b>Nissan Division Total</b>	<b>185,878</b>	<b>177,439</b>
Versa	6,958	4,061
Sentra	20,128	14,183
Altima	35,519	33,833
Maxima	981	2,075
LEAF	1,348	3,127
Z	462	177
GT-R	78	1
<b>Total Car</b>	<b>65,474</b>	<b>57,457</b>
Kicks	16,685	9,759
Frontier	12,240	19,830
Titan	3,782	2,576
Pathfinder	15,268	20,280
Armada	3,466	3,294
Rogue	60,367	56,345
Ariya	3,765	201
Murano	4,831	7,697
NV	0	0
NV200	0	0
<b>Total Truck</b>	<b>120,404</b>	<b>119,982</b>
North American produced	157,432	150,443
Car	64,934	57,279
Truck	92,498	93,164
Import	28,446	26,996
Car	540	178
Truck	27,906	26,818
<b>INFINITI</b>	<b>Qtr: Oct-23 to Dec-23</b>	<b>Qtr: Oct-22 to Dec-22</b>
	<b>CY2023</b>	<b>CY2022</b>
<b>Infiniti Division Total</b>	<b>15,869</b>	<b>13,573</b>
Infiniti Q50	1,179	551
Infiniti Q60	124	206
Infiniti Q70	0	0
Infiniti QX50	2,788	2,557
Infiniti QX55	1,348	1,463
Infiniti QX60	6,959	6,243
Infiniti QX80	3,471	2,553
<b>Total Car</b>	<b>1,303</b>	<b>757</b>
<b>Total Truck</b>	<b>14,566</b>	<b>12,816</b>
<b>NISSAN GROUP</b>	<b>Qtr: Oct-23 to Dec-23</b>	<b>Qtr: Oct-22 to Dec-22</b>
	<b>CY2023</b>	<b>CY2022</b>
<b>TOTAL VEHICLE</b>	<b>201,747</b>	<b>191,012</b>
<b>Total Car</b>	<b>66,777</b>	<b>58,214</b>
<b>Total Truck</b>	<b>134,970</b>	<b>132,798</b>
Selling days	76	78

Quarterly % chg (units)	Quarterly % chg (DSR)	CY 2023	CY 2022	CY % chg
<b>4.8</b>	<b>7.5</b>	<b>834,097</b>	<b>682,731</b>	<b>22.2</b>
71.3	75.8	24,807	13,396	85.2
41.9	45.7	109,195	77,123	41.6
5.0	7.7	128,030	139,955	-8.5
-52.7	-51.5	9,651	7,110	35.7
-56.9	-55.8	7,152	12,025	-40.5
161.0	167.9	1,771	263	573.4
7700.0	7905.3	390	57	584.2
<b>14.0</b>	<b>17.0</b>	<b>280,996</b>	<b>249,929</b>	<b>12.4</b>
71.0	75.5	66,823	54,879	21.8
-38.3	-36.7	58,135	76,183	-23.7
46.8	50.7	19,189	15,063	27.4
-24.7	-22.7	71,710	57,862	23.9
5.2	8.0	21,185	11,923	77.7
7.1	10.0	271,458	186,480	45.6
1773.1	1822.4	13,464	201	6598.5
-37.2	-35.6	31,137	30,074	3.5
N.A.	N.A.	0	3	-100.0
N.A.	N.A.	0	134	-100.0
<b>0.4</b>	<b>3.0</b>	<b>553,101</b>	<b>432,802</b>	<b>27.8</b>
4.6	7.4	691,417	584,425	18.3
13.4	16.3	278,835	249,609	11.7
-0.7	1.9	412,582	334,816	23.2
5.4	8.1	142,680	98,306	45.1
203.4	211.4	2,161	320	575.3
4.1	6.8	140,519	97,986	43.4

Quarterly % chg (units)	Quarterly % chg (DSR)	CY 2023	CY 2022	CY % chg
<b>16.9</b>	<b>20.0</b>	<b>64,699</b>	<b>46,619</b>	<b>38.8</b>
114.0	119.6	6,201	4,781	29.7
-39.8	-38.2	1,060	1,847	-42.6
N.A.	N.A.	0	1	-100.0
9.0	11.9	9,941	11,105	-10.5
-7.9	-5.4	5,418	5,106	6.1
11.5	14.4	29,383	16,573	77.3
36.0	39.5	12,696	7,206	76.2
<b>72.1</b>	<b>76.7</b>	<b>7,261</b>	<b>6,629</b>	<b>9.5</b>
<b>13.7</b>	<b>16.6</b>	<b>57,438</b>	<b>39,990</b>	<b>43.6</b>

Quarterly % chg (units)	Quarterly % chg (DSR)	CY 2023	CY 2022	CY % chg
<b>5.6</b>	<b>8.4</b>	<b>898,796</b>	<b>729,350</b>	<b>23.2</b>
14.7	17.7	288,257	256,558	12.4
1.6	4.3	610,539	472,792	29.1
		306	307	

# BMW Group



## Vehicle Sales BMW of North America, LLC Q4 2023

	Q4 2023	Q4 2022	%	YTD 2023	YTD 2022	%
i3	0	0	0.0%	0	9	-100.0%
i8	0	0	0.0%	0	5	-100.0%
2 Series	4,297	2,370	81.3%	11,620	11,548	0.6%
3 Series	10,729	10,733	0.0%	33,997	30,400	11.8%
4 Series	11,347	13,552	-16.3%	50,777	36,954	37.4%
5 Series	5,829	6,471	-9.9%	22,401	20,859	7.4%
6 Series	0	0	0.0%	0	0	0.0%
7 Series	3,238	2,071	56.3%	10,811	5,976	80.9%
8 Series	1,370	1,761	-22.2%	5,751	7,311	-21.3%
Z4	430	364	18.1%	1,883	1,567	20.2%
X1	8,140	2,744	196.6%	21,042	7,103	196.2%
X2	15	330	-95.5%	191	2,641	-92.8%
<b>BMW passenger cars</b>	<b>45,395</b>	<b>40,396</b>	<b>12.4%</b>	<b>158,473</b>	<b>124,373</b>	<b>27.4%</b>
X3	20,758	14,695	41.3%	63,172	65,799	-4.0%
X4	3,189	3,167	0.7%	9,536	9,797	-2.7%
X5	20,697	25,769	-19.7%	72,573	82,372	-11.9%
X6	3,016	4,466	-32.5%	10,077	13,676	-26.3%
X7	8,851	10,735	-17.6%	28,797	30,706	-6.2%
XM	701	0	0.0%	2,315	0	0.0%
iX	5,274	2,510	110.1%	17,301	5,665	205.4%
<b>BMW light trucks</b>	<b>62,486</b>	<b>61,342</b>	<b>1.9%</b>	<b>203,771</b>	<b>208,015</b>	<b>-2.0%</b>
<b>BMW brand</b>	<b>107,881</b>	<b>101,738</b>	<b>6.0%</b>	<b>362,244</b>	<b>332,388</b>	<b>9.0%</b>
Cooper /S Hardtop 2 Door	2,708	3,436	-21.2%	8,766	10,197	-14.0%
Cooper /S Hardtop 4 Door	998	1,266	-21.2%	4,143	4,115	0.7%
Cooper /S Convertible	2,053	1,195	71.8%	5,331	3,234	64.8%
Cooper /S Clubman	670	669	0.1%	2,735	2,469	10.8%
Countryman	4,299	3,753	14.5%	12,522	9,489	32.0%
<b>MINI brand</b>	<b>10,728</b>	<b>10,319</b>	<b>4.0%</b>	<b>33,497</b>	<b>29,504</b>	<b>13.5%</b>
<b>TOTAL BMW of North America, LLC</b>	<b>118,609</b>	<b>112,057</b>	<b>5.8%</b>	<b>395,741</b>	<b>361,892</b>	<b>9.4%</b>