

TOYOTA U.S. SALES SUMMARY								
December 2021								
-- CURRENT MONTH --					-- CALENDAR YEAR TO DATE --			
	2021	2020	DSR %	VOL %	2021	2020	DSR %	VOL %
<b>TOTAL TMNA</b>	174,115	249,601	-27.7	-30.2	2,332,262	2,112,941	11.5	10.4
TOTAL TOYOTA DIV.	150,072	211,378	-26.4	-29.0	2,027,786	1,837,900	11.4	10.3
TOTAL LEXUS DIV.	24,043	38,223	-34.8	-37.1	304,476	275,041	11.8	10.7
YARIS	0	141	-100	-100	205	6,437	-96.8	-96.8
COROLLA	13,940	25,409	-43.1	-45.1	248,993	237,178	6.0	5.0
SUPRA	483	704	-28.9	-31.4	6,830	5,887	17.2	16.0
GR86 (INCL FR-S)	107	205	-45.9	-47.8	1,152	2,476	-53.0	-53.5
MIRAI	28	20	45.2	40.0	2,629	499	432.0	426.9
AVALON	1,122	1,913	-39.2	-41.3	19,460	18,421	6.7	5.6
PRIUS	3,946	4,078	0.3	-3.2	59,010	43,525	36.9	35.6
CAMRY	20,074	30,364	-31.4	-33.9	313,795	294,348	7.7	6.6
<b>TOTAL TOYOTA DIV. CAR</b>	39,700	62,834	-34.5	-36.8	652,074	608,771	8.2	7.1
IS	1,393	2,289	-36.9	-39.1	21,998	13,600	63.3	61.8
RC	94	416	-76.6	-77.4	2,987	3,808	-20.8	-21.6
ES	4,028	5,101	-18.1	-21.0	45,406	43,292	5.9	4.9
GS	1	85	-98.8	-98.8	76	2,560	-97.0	-97.0
LS	178	524	-64.8	-66.0	3,739	3,617	4.4	3.4
LC	145	230	-34.6	-37.0	2,782	1,325	112.0	110.0
<b>TOTAL LEXUS DIV. CAR</b>	5,839	8,645	-30.0	-32.5	76,989	68,205	14.0	12.9
<b>TOTAL TMNA CAR</b>	45,539	71,479	-33.9	-36.3	729,063	676,976	8.7	7.7
C-HR	941	3,308	-70.5	-71.6	35,707	42,936	-16.0	-16.8
RAV4	34,609	46,846	-23.4	-26.1	407,739	430,387	-4.3	-5.3
COROLLA CROSS	3,500	0	0	0	7,203	0	0	0
FJ CRUISER	0	0	0	0	1	0	0	0
VENZA	5,128	4,495	18.3	14.1	61,988	13,073	378.8	374.2
HIGHLANDER	19,270	26,778	-25.4	-28.0	264,128	212,276	25.6	24.4
4RUNNER	14,851	16,869	-8.7	-12.0	144,696	129,052	13.2	12.1
SEQUOIA	805	1,048	-20.3	-23.2	8,070	7,364	10.7	9.6
LAND CRUISER	13	606	-97.8	-97.9	3,711	3,147	19.1	17.9
<b>TOTAL TOYOTA DIV. SUV</b>	79,117	99,950	-17.9	-20.8	933,243	838,235	12.4	11.3
SIENNA	8,082	7,513	11.6	7.6	107,990	42,885	154.3	151.8
TACOMA	19,423	28,957	-30.4	-32.9	252,520	238,806	6.8	5.7
TUNDRA	3,750	12,124	-67.9	-69.1	81,959	109,203	-24.2	-24.9
<b>TOTAL TOYOTA DIV. PICKUP</b>	23,173	41,081	-41.5	-43.6	334,479	348,009	-2.9	-3.9
<b>TOTAL TOYOTA DIV. TRUCK</b>	110,372	148,544	-22.9	-25.7	1,375,712	1,229,129	13.0	11.9
UX	1,577	1,848	-11.5	-14.7	17,581	16,962	4.7	3.6
NX	1,516	8,256	-81.0	-81.6	58,514	55,784	5.9	4.9
RX	11,594	14,514	-17.2	-20.1	115,320	101,059	15.2	14.1
GX	3,007	4,139	-24.7	-27.3	32,509	28,519	15.1	14.0
LX	510	821	-35.6	-37.9	3,563	4,512	-20.3	-21.0
<b>TOTAL LEXUS DIV. TRUCK</b>	18,204	29,578	-36.2	-38.5	227,487	206,836	11.1	10.0
<b>TOTAL TMNA TRUCK</b>	128,576	178,122	-25.1	-27.8	1,603,199	1,435,965	12.7	11.6
<b>Selling Days</b>	27	28			306	309		

DSR = Daily Selling Rate

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

December 2021

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2021	2020	DSR %	VOL%	2021	2020	DSR %	VOL%
TOYOTA PRIUS HYBRID	2,792	2,471	17.2	13.0	33,968	28,827	19.0	17.8
TOYOTA PRIUS PRIME	1,154	1,607	-25.5	-28.2	25,042	14,698	72.0	70.4
TOYOTA COROLLA HYBRID	2,819	2,436	20.0	15.7	27,576	17,628	58.0	56.4
TOYOTA CAMRY HYBRID	2,446	4,600	-44.9	-46.8	46,399	33,826	38.5	37.2
TOYOTA AVALON HYBRID	559	753	-23.0	-25.8	9,734	6,714	46.4	45.0
TOYOTA MIRAI	28	20	45.2	40.0	2,629	499	432.0	426.9
TOYOTA SIENNA HYBRID	8,080	6,909	21.3	16.9	107,130	9,690	1,016.0	1,006.0
TOYOTA HIGHLANDER HYBRID	5,263	9,454	-42.3	-44.3	65,167	48,455	35.8	34.5
TOYOTA RAV4 HYBRID	13,214	11,104	23.4	19.0	120,983	115,974	5.3	4.3
TOYOTA RAV4 PRIME	2,185	1,070	111.8	104.2	27,707	3,200	774.3	765.8
TOYOTA VENZA HYBRID	5,128	4,495	18.3	14.1	61,988	13,073	378.8	374.2
LEXUS ES HYBRID	1,024	1,138	-6.7	-10.0	12,990	8,784	49.3	47.9
LEXUS UX HYBRID	1,142	1,370	-13.6	-16.6	12,672	11,818	8.3	7.2
LEXUS NX HYBRID	473	1,434	-65.8	-67.0	10,614	9,358	14.5	13.4
LEXUS NX PLUG-IN HYBRID	18	0	0	0	18	0	0	0
LEXUS RX HYBRID	1,812	1,786	5.2	1.5	18,981	14,411	33.0	31.7
LEXUS LS HYBRID	7	0	0	0	84	66	28.5	27.3
LEXUS LC HYBRID	1	2	-48.1	-50.0	14	14	1.0	0
<b>TOTAL TMNA EPV</b>	<b>48,145</b>	<b>50,649</b>	<b>-1.4</b>	<b>-4.9</b>	<b>583,697</b>	<b>337,036</b>	<b>74.9</b>	<b>73.2</b>
<b>TOTAL TOYOTA EPV</b>	<b>43,668</b>	<b>44,919</b>	<b>0.8</b>	<b>-2.8</b>	<b>528,323</b>	<b>292,584</b>	<b>82.3</b>	<b>80.6</b>
<b>TOTAL LEXUS EPV</b>	<b>4,477</b>	<b>5,730</b>	<b>-19.0</b>	<b>-21.9</b>	<b>55,374</b>	<b>44,452</b>	<b>25.8</b>	<b>24.6</b>
<b>TOTAL TMNA EPV SALES RATIO</b>	<b>27.7%</b>	<b>20.3%</b>			<b>25.0%</b>	<b>16.0%</b>		
<b>Selling Days</b>	<b>27</b>	<b>28</b>			<b>306</b>	<b>309</b>		