TOYOTA U.S. SALES SUMMARY
October, 2012

	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2012	2011	DSR % CHG	VOL % CHG	2012	2011	DSR % CHG	VOL % CHG
TOTAL TOYOTA	**155,242**	**134,046**	**15.8**	**15.8**	**1,726,666**	**1,328,570**	**29.5**	**30.0**
TOTAL TOYOTA DIV.	135,392	115,954	16.8	16.8	1,535,826	1,174,831	30.2	30.7
TOTAL LEXUS	19,850	18,092	9.7	9.7	190,840	153,739	23.6	24.1
YARIS	2,579	6,792	-62.0	-62.0	26,397	22,586	16.4	16.9
COROLLA	20,949	16,244	29.0	29.0	243,652	203,135	19.5	19.9
PRIUS	16,774	11,008	52.4	52.4	200,114	104,251	91.2	92.0
CAMRY	29,926	22,043	35.8	35.8	344,714	251,564	36.5	37.0
AVALON	1,405	2,502	-43.8	-43.8	23,078	23,507	-2.2	-1.8
SCION FR-S	1,107	0	N/A	N/A	8,572	0	N/A	N/A
SCION iQ	808	0	N/A	N/A	7,680	0	N/A	N/A
SCION xD	855	628	36.1	36.1	9,280	7,920	16.7	17.2
SCION xB	1,463	1,397	4.7	4.7	17,055	14,371	18.2	18.7
SCION tC	1,654	1,927	-14.2	-14.2	19,790	19,268	2.3	2.7
TOTAL SCION	*5,887*	*3,952*	49.0	49.0	*62,377*	*41,559*	49.5	50.1
TOTAL TOYOTA DIV. CAR	**77,520**	**62,541**	**24.0**	**24.0**	**900,332**	**646,603**	**38.7**	**39.2**
CT	1,199	1,511	-20.6	-20.6	14,811	10,363	42.4	42.9
HS	3	205	-98.5	-98.5	644	2,383	-73.1	-73.0
IS	2,116	2,640	-19.8	-19.8	23,223	23,364	-1.0	-0.6
ES	5,971	4,300	38.9	38.9	42,105	31,260	34.2	34.7
GS	1,521	266	471.8	471.8	17,538	3,346	422.1	424.1
LS	834	1,186	-29.7	-29.7	5,750	7,558	-24.2	-23.9
SC	0	0	N/A	N/A	2	18	-88.9	-88.9
LFA	3	4	-25.0	-25.0	36	48	-25.3	-25.0
TOTAL LEXUS CAR	**11,647**	**10,112**	**15.2**	**15.2**	**104,109**	**78,340**	**32.4**	**32.9**
TOTAL TOYOTA CAR	**89,167**	**72,653**	**22.7**	**22.7**	**1,004,441**	**724,943**	**38.0**	**38.6**
RAV4	10,936	10,680	2.4	2.4	145,103	106,800	35.3	35.9
FJ CRUISER	1,061	1,033	2.7	2.7	10,981	11,452	-4.5	-4.1
VENZA	3,598	3,326	8.2	8.2	35,012	33,157	5.2	5.6
HIGHLANDER	8,909	8,026	11.0	11.0	99,390	81,106	22.1	22.5
4RUNNER	4,014	3,688	8.8	8.8	39,313	36,220	8.1	8.5
SIENNA	7,799	8,767	-11.0	-11.0	94,986	91,955	2.9	3.3
SEQUOIA	1,019	1,088	-6.3	-6.3	10,255	9,796	4.3	4.7
LAND CRUISER	259	137	89.1	89.1	2,333	1,363	70.5	71.2
TOTAL TOYOTA DIV. SUV	*29,796*	*27,978*	*6.5*	*6.5*	*342,387*	*279,894*	*21.8*	*22.3*
TACOMA	12,191	10,172	19.8	19.8	115,063	88,826	29.0	29.5
TUNDRA	8,086	6,496	24.5	24.5	83,058	67,553	22.5	23.0
TOTAL TOYOTA DIV. PICKUP	*20,277*	*16,668*	*21.7*	*21.7*	*198,121*	*156,379*	*26.2*	*26.7*
TOTAL TOYOTA DIV. TRUCK	**57,872**	**53,413**	**8.3**	**8.3**	**635,494**	**528,228**	**19.8**	**20.3**
RX	6,928	6,691	3.5	3.5	73,976	63,507	16.0	16.5
GX	909	1,023	-11.1	-11.1	8,629	9,314	-7.7	-7.4
LX	366	266	37.6	37.6	4,126	2,578	59.4	60.0
TOTAL LEXUS TRUCK	**8,203**	**7,980**	**2.8**	**2.8**	**86,731**	**75,399**	**14.6**	**15.0**
TOTAL TOYOTA TRUCK	**66,075**	**61,393**	**7.6**	**7.6**	**722,225**	**603,627**	**19.2**	**19.6**
SELLING DAYS	26	26			256	255		

DSR = DAILY SELLING RATE

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	-- CURRENT MONTH --				-- CALENDAR YEAR TO DATE --			
	2012	2011	DSR % CHG	VOL % CHG	2012	2011	DSR % CHG	VOL % CHG
*** NORTH AMERICAN BUILT VEHICLES**								
COROLLA	20,908	12,490	67.4	67.4	231,832	145,169	59.1	59.7
CAMRY	29,911	21,985	36.1	36.1	340,873	250,511	35.5	36.1
AVALON	1,405	2,502	-43.8	-43.8	23,078	23,507	-2.2	-1.8
RAV4	10,164	9,534	6.6	6.6	122,843	87,550	39.8	40.3
VENZA	3,598	3,326	8.2	8.2	35,012	33,157	5.2	5.6
HIGHLANDER	8,415	7,747	8.6	8.6	94,202	76,712	22.3	22.8
SIENNA	7,799	8,767	-11.0	-11.0	94,986	91,955	2.9	3.3
SEQUOIA	1,019	1,088	-6.3	-6.3	10,255	9,796	4.3	4.7
TACOMA	12,191	10,172	19.8	19.8	115,063	88,826	29.0	29.5
TUNDRA	8,086	6,496	24.5	24.5	83,058	67,553	22.5	23.0
RX	5,698	5,462	4.3	4.3	58,211	50,350	15.2	15.6
TOTAL	**109,194**	**89,569**	**21.9**	**21.9**	**1,209,413**	**925,086**	**30.2**	**30.7**
N.A. VEHICLES % OF TOTAL	**70.3%**	**66.8%**			**70.0%**	**69.6%**		
TOYOTA DIV. IMPORT CAR	25,296	25,564	-1.0	-1.0	304,549	227,416	33.4	33.9
LEXUS IMPORT CAR	11,647	10,112	15.2	15.2	104,109	78,340	32.4	32.9
TOYOTA DIV NA BUILT CARS	52,224	36,977	41.2	41.2	595,783	419,187	41.6	42.1
TOTAL TOYOTA CARS	**89,167**	**72,653**	**22.7**	**22.7**	**1,004,441**	**724,943**	**38.0**	**38.6**
TOYOTA DIV. IMPORT TRUCK	6,600	6,283	5.0	5.0	80,075	72,679	9.7	10.2
LEXUS IMPORT TRUCK	2,505	2,518	-0.5	-0.5	28,520	25,049	13.4	13.9
TOYOTA DIV NA BUILT TRUCK	51,272	47,130	8.8	8.8	555,419	455,549	21.4	21.9
LEXUS NA BUILT TRUCK	5,698	5,462	4.3	4.3	58,211	50,350	15.2	15.6
TOTAL TOYOTA TRUCK	**66,075**	**61,393**	**7.6**	**7.6**	**722,225**	**603,627**	**19.2**	**19.6**
SELLING DAYS	26	26			256	255		

DSR = DAILY SELLING RATE