

**TOYOTA U.S. SALES SUMMARY**

June 2024

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

|                                 | 2024    | 2023    | DSR %     | VOL %     | 2024      | 2023      | DSR %    | VOL %    |
|---------------------------------|---------|---------|-----------|-----------|-----------|-----------|----------|----------|
| <b>TOTAL TMNA</b>               | 193,120 | 195,448 | -1.2      | -1.2      | 1,186,647 | 1,038,520 | 12.8     | 14.3     |
| TOTAL TOYOTA DIV.               | 164,777 | 168,680 | -2.3      | -2.3      | 1,019,436 | 889,108   | 13.2     | 14.7     |
| TOTAL LEXUS DIV.                | 28,343  | 26,768  | 5.9       | 5.9       | 167,211   | 149,412   | 10.5     | 11.9     |
| COROLLA                         | 18,259  | 20,485  | -10.9     | -10.9     | 121,991   | 97,498    | 23.5     | 25.1     |
| SUPRA                           | 272     | 246     | 10.6      | 10.6      | 1,495     | 1,621     | -9.0     | -7.8     |
| GR86 (INCL FR-S)                | 1,500   | 1,178   | 27.3      | 27.3      | 7,467     | 5,263     | 40.0     | 41.9     |
| MIRAI                           | 20      | 445     | -95.5     | -95.5     | 245       | 1,722     | -86.0    | -85.8    |
| CROWN                           | 1,493   | 1,232   | 21.2      | 21.2      | 14,032    | 6,155     | 125.0    | 128.0    |
| PRIUS                           | 13      | 2,466   | -99.5     | -99.5     | 15,373    | 14,941    | 1.6      | 2.9      |
| CAMRY                           | 24,552  | 28,706  | -14.5     | -14.5     | 155,242   | 150,742   | 1.6      | 3.0      |
| <b>TOTAL TOYOTA DIV. CAR</b>    | 46,109  | 54,760  | -15.8     | -15.8     | 315,850   | 277,985   | 12.1     | 13.6     |
| IS                              | 1,561   | 1,854   | -15.8     | -15.8     | 10,149    | 11,114    | -9.9     | -8.7     |
| RC                              | 145     | 165     | -12.1     | -12.1     | 941       | 842       | 10.3     | 11.8     |
| ES                              | 3,546   | 3,475   | 2.0       | 2.0       | 19,558    | 19,319    | -0.1     | 1.2      |
| LS                              | 144     | 174     | -17.2     | -17.2     | 1,214     | 1,211     | -1.1     | 0.2      |
| LC                              | 135     | 132     | 2.3       | 2.3       | 966       | 825       | 15.6     | 17.1     |
| <b>TOTAL LEXUS DIV. CAR</b>     | 5,531   | 5,800   | -4.6      | -4.6      | 32,828    | 33,313    | -2.7     | -1.5     |
| <b>TOTAL TMNA CAR</b>           | 51,640  | 60,560  | -14.7     | -14.7     | 348,678   | 311,298   | 10.6     | 12.0     |
| BZ4X                            | 1,353   | 616     | 119.6     | 119.6     | 9,468     | 3,659     | 155.4    | 158.8    |
| RAV4                            | 41,736  | 38,250  | 9.1       | 9.1       | 248,295   | 187,017   | 31.0     | 32.8     |
| COROLLA CROSS                   | 8,705   | 5,629   | 54.6      | 54.6      | 45,167    | 28,336    | 57.3     | 59.4     |
| VENZA                           | 4,133   | 2,292   | 80.3      | 80.3      | 21,527    | 13,077    | 62.5     | 64.6     |
| HIGHLANDER                      | 8,910   | 18,542  | -51.9     | -51.9     | 60,108    | 113,264   | -47.6    | -46.9    |
| GRAND HIGHLANDER                | 6,542   | 159     | 4,015.0   | 4,015.0   | 55,382    | 159       | 34,279.1 | 34,731.4 |
| 4RUNNER                         | 9,530   | 9,287   | 2.6       | 2.6       | 66,550    | 50,736    | 29.5     | 31.2     |
| SEQUOIA                         | 2,344   | 1,625   | 44.2      | 44.2      | 12,868    | 9,577     | 32.6     | 34.4     |
| LAND CRUISER                    | 2,064   | 1       | 206,300.0 | 206,300.0 | 3,461     | 4         | 85,301.3 | 86,425.0 |
| <b>TOTAL TOYOTA DIV. SUV</b>    | 85,317  | 76,406  | 11.7      | 11.7      | 522,827   | 406,603   | 26.9     | 28.6     |
| SIENNA                          | 5,419   | 6,418   | -15.6     | -15.6     | 32,868    | 27,940    | 16.1     | 17.6     |
| TACOMA                          | 14,929  | 21,321  | -30.0     | -30.0     | 69,437    | 116,845   | -41.3    | -40.6    |
| TUNDRA                          | 13,003  | 9,775   | 33.0      | 33.0      | 78,454    | 59,735    | 29.6     | 31.3     |
| <b>TOTAL TOYOTA DIV. PICKUP</b> | 27,932  | 31,096  | -10.2     | -10.2     | 147,891   | 176,580   | -17.3    | -16.2    |
| <b>TOTAL TOYOTA DIV. TRUCK</b>  | 118,668 | 113,920 | 4.2       | 4.2       | 703,586   | 611,123   | 13.6     | 15.1     |
| UX                              | 718     | 1,012   | -29.1     | -29.1     | 5,372     | 6,802     | -22.0    | -21.0    |
| NX                              | 6,784   | 6,925   | -2.0      | -2.0      | 34,639    | 34,038    | 0.4      | 1.8      |
| RZ                              | 1,190   | 281     | 323.5     | 323.5     | 5,639     | 1,117     | 398.3    | 404.8    |
| RX                              | 9,576   | 9,819   | -2.5      | -2.5      | 54,955    | 57,372    | -5.5     | -4.2     |
| TX                              | 2,357   | 0       | 0.0       | 0.0       | 21,322    | 0         | 0.0      | 0.0      |
| GX                              | 1,668   | 2,438   | -31.6     | -31.6     | 9,141     | 13,324    | -32.3    | -31.4    |
| LX                              | 519     | 493     | 5.3       | 5.3       | 3,315     | 3,446     | -5.1     | -3.8     |
| <b>TOTAL LEXUS DIV. TRUCK</b>   | 22,812  | 20,968  | 8.8       | 8.8       | 134,383   | 116,099   | 14.2     | 15.7     |
| <b>TOTAL TMNA TRUCK</b>         | 141,480 | 134,888 | 4.9       | 4.9       | 837,969   | 727,222   | 13.7     | 15.2     |
| <b>Selling Days</b>             | 26      | 26      |           |           | 154       | 152       |          |          |

DSR = Daily Selling Rate

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

June 2024

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

|  | 2024          | 2023          | DSR %       | VOL%        | 2024           | 2023           | DSR %       | VOL%        |
|--|---------------|---------------|-------------|-------------|----------------|----------------|-------------|-------------|
| TOYOTA PRIUS HYBRID                      | 6             | 1,698         | -99.6       | -99.6       | 10,755         | 12,275         | -13.5       | -12.4       |
| TOYOTA PRIUS PRIME                       | 7             | 768           | -99.1       | -99.1       | 4,618          | 2,666          | 71.0        | 73.2        |
| TOYOTA COROLLA HYBRID                    | 3,712         | 2,808         | 32.2        | 32.2        | 27,907         | 23,101         | 19.2        | 20.8        |
| TOYOTA CAMRY HYBRID                      | 23,693        | 4,386         | 440.2       | 440.2       | 51,074         | 12,207         | 313.0       | 318.4       |
| TOYOTA MIRAI                             | 20            | 445           | -95.5       | -95.5       | 245            | 1,722          | -86.0       | -85.8       |
| TOYOTA CROWN                             | 1,493         | 1,232         | 21.2        | 21.2        | 14,032         | 6,155          | 125.0       | 128.0       |
| TOYOTA SIENNA HYBRID                     | 5,417         | 6,418         | -15.6       | -15.6       | 32,858         | 27,937         | 16.1        | 17.6        |
| TOYOTA HIGHLANDER HYBRID                 | 1,426         | 2,650         | -46.2       | -46.2       | 10,992         | 33,422         | -67.5       | -67.1       |
| TOYOTA GRAND HIGHLANDER HYBRID           | 2,149         | 54            | 3,880.0     | 3,880.0     | 20,569         | 54             | 37,496.0    | 37,991.0    |
| TOYOTA SEQUOIA HYBRID                    | 2,344         | 1,622         | 44.5        | 44.5        | 12,867         | 9,555          | 32.9        | 34.7        |
| TOYOTA LAND CRUISER HYBRID               | 2,064         | 1             | 206,300.0   | 206,300.0   | 3,461          | 4              | 85,301.0    | 86,425.0    |
| TOYOTA BZ4X BEV                          | 1,353         | 616           | 119.6       | 119.6       | 9,468          | 3,659          | 155.4       | 158.8       |
| TOYOTA RAV4 HYBRID                       | 16,445        | 14,919        | 10.2        | 10.2        | 111,526        | 57,208         | 92.4        | 94.9        |
| TOYOTA RAV4 PRIME                        | 2,883         | 1,139         | 153.1       | 153.1       | 17,074         | 10,970         | 53.6        | 55.6        |
| TOYOTA COROLLA CROSS HYBRID              | 3,105         | 530           | 485.8       | 485.8       | 17,129         | 530            | 3,090.0     | 3,132.0     |
| TOYOTA VENZA HYBRID                      | 4,133         | 2,292         | 80.3        | 80.3        | 21,527         | 13,077         | 62.5        | 64.6        |
| TOYOTA TACOMA HYBRID                     | 212           | 0             | 0.0         | 0.0         | 217            | 0              | 0.0         | 0.0         |
| TOYOTA TUNDRA HYBRID                     | 4,147         | 2,349         | 76.5        | 76.5        | 26,867         | 14,280         | 85.7        | 88.1        |
| LEXUS ES HYBRID                          | 1,465         | 1,192         | 22.9        | 22.9        | 7,629          | 5,766          | 30.6        | 32.3        |
| LEXUS UX HYBRID                          | 718           | 1,012         | -29.1       | -29.1       | 5,372          | 6,800          | -22.0       | -21.0       |
| LEXUS NX HYBRID                          | 2,317         | 1,650         | 40.4        | 40.4        | 13,172         | 7,277          | 78.7        | 81.0        |
| LEXUS NX PLUG-IN HYBRID                  | 660           | 447           | 47.7        | 47.7        | 3,135          | 2,298          | 34.7        | 36.4        |
| LEXUS RZ BEV                             | 1,190         | 281           | 323.5       | 323.5       | 5,639          | 1,117          | 398.3       | 404.8       |
| LEXUS RX HYBRID                          | 3,213         | 3,018         | 6.5         | 6.5         | 20,287         | 18,319         | 9.3         | 10.7        |
| LEXUS RX PLUG-IN HYBRID                  | 132           | 0             | 0.0         | 0.0         | 1,784          | 0              | 0.0         | 0.0         |
| LEXUS TX HYBRID                          | 431           | 0             | 0.0         | 0.0         | 3,546          | 0              | 0.0         | 0.0         |
| LEXUS TX PLUG-IN HYBRID                  | 42            | 0             | 0.0         | 0.0         | 380            | 0              | 0.0         | 0.0         |
| LEXUS LS HYBRID                          | 3             | 8             | -62.5       | -62.5       | 57             | 61             | -7.8        | -6.6        |
| LEXUS LC HYBRID                          | 1             | 0             | 0.0         | 0.0         | 8              | 14             | -43.6       | -42.9       |
| <b>TOTAL TMNA Electrified Vehicles</b>   | <b>84,781</b> | <b>51,536</b> | <b>64.5</b> | <b>64.5</b> | <b>454,197</b> | <b>270,480</b> | <b>65.7</b> | <b>67.9</b> |
| <b>TOTAL TOYOTA Electrified Vehicles</b> | <b>74,609</b> | <b>43,928</b> | <b>69.8</b> | <b>69.8</b> | <b>393,188</b> | <b>228,828</b> | <b>69.6</b> | <b>71.8</b> |
| <b>TOTAL LEXUS Electrified Vehicles</b>  | <b>10,172</b> | <b>7,608</b>  | <b>33.7</b> | <b>33.7</b> | <b>61,009</b>  | <b>41,652</b>  | <b>44.6</b> | <b>46.5</b> |
| <b>TOTAL TMNA SALES RATIO</b>            | <b>43.9%</b>  | <b>26.4%</b>  |             |             | <b>38.3%</b>   | <b>26.0%</b>   |             |             |
| <b>Selling Days</b>                      | <b>26</b>     | <b>26</b>     |             |             | <b>154</b>     | <b>152</b>     |             |             |