

Toyota Reports June, Second-Quarter And First-Half Sales

07/01/2008

July 1, 2008 - Torrance, CA - Toyota Motor Sales (TMS), U.S.A., Inc., today reported half-year sales of 1,240,086 vehicles. For the month of June, TMS recorded sales of 193,234 units, a decrease of 11.5 percent from last June, on a daily selling rate basis.

The Toyota Division posted June sales of 172,981, down 10.3 percent from last June. The Lexus Division reported June sales of 20,253 units, a decrease of 21.1 percent from the year-ago month.

Toyota Division

Toyota Division passenger cars recorded June sales of 119,024 units, up 4.4 percent over the same period last year. Passenger car sales were led by Corolla, which posted best-ever June sales of 42,180 units, up 30 percent over June 2007. Camry and Camry Hybrid reported combined sales of 41,572 units in June, up 0.3 percent over the year-ago month. Camry Hybrid recorded June sales of 3,054 units. With limited availability, the Prius hybrid gas-electric mid-size sedan posted June sales of 11,765 units. Yaris recorded monthly sales of 8,472 units, up 4.1 percent over last June.

"As the pendulum swings towards smaller, higher-mileage vehicles, we're well-poised to offer the right products at the right time," said TMS President Jim Lentz. "A five-door liftback will soon join the Yaris line-up, widening the choice for value-conscious consumers in challenging economic times."

Toyota Division light trucks reported June sales of 53,957 units, down 31.5 percent from the year-ago month. Light truck sales were led by the Tacoma mid-size pickup with sales of 11,364 units. The Tundra full-size pickup recorded sales of 10,238 units for the month. Highlander and Highlander Hybrid posted combined monthly sales of 6,872 units. The Highlander Hybrid gas-electric mid-size SUV reported sales of 1,511 units for the month. Sequoia reported sales of 2,444 units in June, up 40.8 percent over the year-ago month.

Scion posted June sales of 11,870 units for the month. The xB urban utility vehicle led the way with June sales of 4,685 units, up 0.3 percent over the year-ago month. The tC sports coupe, in its fifth model year, reported June sales of 4,155 units. The xD posted best-ever June sales of 3,026 units for the month.

Lexus Division

Lexus passenger cars reported June sales of 12,942 units, a decrease of 16.6 percent from June 2007. Passenger car sales were led by the ES 350 luxury sedan, with June sales of 5,726 units. The IS entry luxury sport sedan reported combined sales of 4,324 units. The LS flagship luxury sedan posted combined sales of 1,525 units for the month. The GS luxury sport sedan recorded combined June sales of 1,213 units.

Lexus Division light trucks reported June sales of 7,311 units, down 27.9 percent versus the year-ago month. Lexus sales were led by the RX luxury utility vehicle, posting combined June sales of 5,820 units. The RX 400h hybrid luxury utility vehicle reported sales of 1,330 units for the month. The all-new LX 570 luxury utility vehicle posted monthly sales of 631 units, an increase of 230.2 percent over the same period last year.

TMS Hybrids

TMS first-half hybrid sales totaled 145,159 units. In June, TMS posted sales of 17,806 hybrid vehicles. Toyota Division posted sales of 16,330 hybrids for the month. Lexus Division posted sales of 1,476 hybrids in June.

There were 24 selling days this month, compared to 27 selling days last June.

TOYOTA RETAIL SALES
(INCLUDES FLEET & HAWAII)
June, 2008

	----- CURRENT MONTH --			-- CALENDAR YEAR TO DATE --		
	2008	2007	DSR % CHG	2008	2007	DSR % CHG
YARIS	8,472	9,155	4.1	64,680	46,522	39.9
COROLLA	42,180	36,499	30.0	194,488	202,221	-3.2
CAMRY	41,572	46,630	0.3	239,881	240,530	0.4
AVALON	3,165	5,661	-37.1	24,438	37,522	-34.4
PRIUS	11,765	17,756	-25.5	91,440	94,503	-2.6
SCION xA	4	770	-99.4	39	8,866	-99.6
SCION xB	4,685	5,257	0.3	25,926	18,588	40.4
SCION tC	4,155	6,509	-28.2	23,730	33,550	-28.8
SCION xD	3,026	0	-	16,179	0	-
TOTAL TOYOTA DIV.						
PASS. CAR	119,024	128,239	4.4	680,802	682,306	0.4
ES	5,726	7,232	-10.9	33,156	40,398	-17.4
LS	1,525	2,631	-34.8	11,554	17,572	-33.8
SC	154	391	-55.7	1,230	2,096	-40.9
GS	1,213	2,021	-32.5	9,059	11,168	-18.4
IS	4,324	5,182	-6.1	26,260	27,676	-4.5
TOTAL LEXUS						
PASS. CAR	12,942	17,457	-16.6	81,259	98,910	-17.3
TOTAL TOYOTA						
PASS. CAR	131,966	145,696	1.9	762,061	781,216	-1.8
SIENNA	8,578	12,780	-24.5	66,270	73,349	-9.1
RAV4	9,597	14,677	-26.4	71,516	87,124	-17.4

FJ CRUISER	1,701	4,483	-57.3	16,662	29,754	-43.6
4RUNNER	2,839	6,256	-48.9	27,121	44,194	-38.2
HIGHLANDER	6,872	11,253	-31.3	61,389	64,749	-4.6
LAND CRUISER	324	167	118.3	2,487	1,245	101.1
SEQUOIA	2,444	1,953	40.8	16,544	12,849	29.6
TOTAL SUV	23,777	38,789	-31.0	195,719	239,915	-17.9
4X2 TACOMA	6,690	9,212	-18.3	47,921	54,780	-11.9
4X4 TACOMA	4,674	6,123	-14.1	36,147	37,682	-3.4
TOTAL TACOMA	11,364	15,335	-16.6	84,068	92,462	-8.5
TUNDRA	10,238	21,727	-47.0	76,516	82,840	-7.0
TOTAL PICKUP	21,602	37,062	-34.4	160,584	175,302	-7.8
TOTAL TOYOTA DIV.						
LT TRUCK	53,957	88,631	-31.5	422,573	488,566	-12.9
LX	631	215	230.2	4,178	1,545	172.2
GX	860	1,848	-47.6	8,764	10,506	-16.0
RX	5,820	9,349	-30.0	42,510	49,241	-13.1
TOTAL LEXUS						
LIGHT TRUCK	7,311	11,412	-27.9	55,452	61,292	-8.9
TOTAL TOYOTA						
LIGHT TRUCK	61,268	100,043	-31.1	478,025	549,858	-12.5
TOTAL TOYOTA DIV.	172,981	216,870	-10.3	1,103,375	1,170,872	-5.1
TOTAL LEXUS	20,253	28,869	-21.1	136,711	160,202	-14.1
TOTAL TOYOTA	193,234	245,739	-11.5	1,240,086	1,331,074	-6.2
MEMO:						
DOM. COROLLA	33,632	33,862	11.7	165,067	181,662	-8.5
DOM. CAMRY	41,038	40,276	14.6	234,731	198,544	19.0
DOM. PICKUP	21,602	37,062	-34.4	160,584	175,302	-7.8
DOM. RX	4,277	6,866	-29.9	29,856	35,398	-15.1
SELLING DAYS	24	27		153	154	
TOYOTA DIV.						
IMPORT CAR	41,189	48,440	-4.3	256,566	264,578	-2.4
LEXUS IMPORT CAR	12,942	17,457	-16.6	81,259	98,910	-17.3
TOYOTA DIV						
NA BUILT CARS	77,835	79,799	9.7	424,236	417,728	2.2
TOTAL TOYOTA CARS	131,966	145,696	1.9	762,061	781,216	-1.8
TOYOTA DIV. IMPORT						
LT TRUCK	21,333	36,836	-34.8	179,175	227,066	-20.6
LEXUS IMPORT						
LT TRUCK	3,034	4,546	-24.9	25,596	25,894	-0.5
TOYOTA DIV NA BUILT						
LT TRUCK	32,624	51,795	-29.1	243,398	261,500	-6.3
LEXUS NA BUILT						
LT TRUCK	4,277	6,866	-29.9	29,856	35,398	-15.1
TOTAL TOYOTA						
LT TRUCK	61,268	100,043	-31.1	478,025	549,858	-12.5
SPORT UTILITY						
VEHICLES	29,387	45,718	-27.7	234,509	271,453	-13.0
Memo: Lexus ' Sport Utility	7,311	11,412	-27.9	55,452	61,292	-8.9
SMALL VANS	8,578	12,780	-24.5	66,270	73,349	-9.1
PICKUPS	21,602	37,062	-34.4	160,584	175,302	-7.8
* NORTH AMERICAN BUILT VEHICLES						
COROLLA	33,632	33,862	11.7	165,067	181,662	-8.5
CAMRY	41,038	40,276	14.6	234,731	198,544	19.0
AVALON	3,165	5,661	-37.1	24,438	37,522	-34.4
SIENNA	8,578	12,780	-24.5	66,270	73,349	-9.1
PICKUP	21,602	37,062	-34.4	160,584	175,302	-7.8
SEQUOIA	2,444	1,953	40.8	16,544	12,849	29.6
RX	4,277	6,866	-29.9	29,856	35,398	-15.1
TOTAL	114,736	138,460	-6.8	697,490	714,626	-1.8
N.A. VEHICLES %						
OF TOTAL	59.4%	56.3%		56.2%	53.7%	
SELLING DAYS	24	27		153	154	
DSR = DAILY SELLING RATE						

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