



TCI Month End Sales Results for December 2015

| Models | MTD | | | YTD | | |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
| | 2015 | 2014 | % Change | 2015 | 2014 | % Change |
| TOYOTA | | | | | | |
| YARIS | 428 | 361 | 18.6% | 8196 | 8530 | -3.9% |
| PRIUS C | 78 | 160 | -51.3% | 3029 | 2776 | 9.1% |
| PRIUS | 98 | 90 | 8.9% | 1624 | 1895 | -14.3% |
| PRIUS V | 185 | 79 | 134.2% | 2497 | 2292 | 8.9% |
| COROLLA | 2280 | 2409 | -5.4% | 47199 | 48881 | -3.4% |
| MATRIX | 0 | 215 | -100.0% | 295 | 7130 | -95.9% |
| CAMRY | 672 | 1159 | -42.0% | 16805 | 16029 | 4.8% |
| AVALON | 38 | 65 | -41.5% | 765 | 996 | -23.2% |
| IQ | 24 | 9 | 166.7% | 277 | 315 | -12.1% |
| XD | 0 | 5 | -100.0% | 27 | 258 | -89.5% |
| XB | 27 | 35 | -22.9% | 948 | 651 | 45.6% |
| TC | 54 | 48 | 12.5% | 1135 | 1179 | -3.7% |
| FRS | 51 | 41 | 24.4% | 1329 | 1559 | -14.8% |
| IM | 179 | 0 | #DIV/0! | 943 | 0 | #DIV/0! |
| CAR TOTAL | 4114 | 4676 | -12.0% | 85069 | 92491 | -8.0% |
| TACOMA | 959 | 612 | 56.7% | 11772 | 9973 | 18.0% |
| TUNDRA | 834 | 586 | 42.3% | 10829 | 9769 | 10.9% |
| RAV4 | 2949 | 2624 | 12.4% | 42246 | 36639 | 15.3% |
| VENZA | 358 | 346 | 3.5% | 6129 | 7610 | -19.5% |
| FJ CRUISER | 0 | 5 | -100.0% | 8 | 618 | -98.7% |
| HIGHLANDER | 769 | 775 | -0.8% | 10412 | 9749 | 6.8% |
| 4RUNNER | 484 | 297 | 63.0% | 5736 | 4022 | 42.6% |
| SEQUOIA | 67 | 67 | 0.0% | 663 | 713 | -7.0% |
| SIENNA | 889 | 912 | -2.5% | 13981 | 11596 | 20.6% |
| LANDCRUISER | 7 | 6 | 16.7% | 180 | 106 | 69.8% |
| TRUCK TOTAL | 7316 | 6230 | 17.4% | 101956 | 90795 | 12.3% |
| TOYOTA TOTAL | 11430 | 10906 | 4.8% | 187025 | 183286 | 2.0% |
| LEXUS | | | | | | |
| CT | 35 | 60 | -41.7% | 814 | 1035 | -21.4% |
| IS | 214 | 234 | -8.5% | 3401 | 3945 | -13.8% |
| RC | 27 | 22 | 22.7% | 792 | 78 | 915.4% |
| ES | 166 | 175 | -5.1% | 2305 | 2726 | -15.4% |
| GS | 28 | 37 | -24.3% | 390 | 480 | -18.8% |
| LS | 6 | 18 | -66.7% | 123 | 167 | -26.3% |
| LFA | | 0 | | | 1 | |
| CAR TOTAL | 476 | 546 | -12.8% | 7825 | 8432 | -7.2% |
| NX | 383 | 296 | 29.4% | 6127 | 296 | 1969.9% |
| RX | 711 | 570 | 24.7% | 7063 | 7913 | -10.7% |
| GX | 51 | 58 | -12.1% | 662 | 582 | 13.7% |
| LX | 45 | 39 | 15.4% | 348 | 342 | 1.8% |
| TRUCK TOTAL | 1190 | 963 | 23.6% | 14200 | 9133 | 55.5% |
| LEXUS TOTAL | 1666 | 1509 | 10.4% | 22025 | 17565 | 25.4% |
| TCI TOTAL | 13096 | 12415 | 5.5% | 209050 | 200851 | 4.1% |
| TCI Car Total | 4590 | 5222 | -12.1% | 92894 | 100923 | -8.0% |
| TCI Truck Total | 8506 | 7193 | 18.3% | 116156 | 99928 | 16.2% |