



## TCI Month End Sales Results for December 2016

| Models              | MTD          |              |              | YTD           |               |               |
|---------------------|--------------|--------------|--------------|---------------|---------------|---------------|
|                     | 2016         | 2015         | % Change     | 2016          | 2015          | % Change      |
| <b>TOYOTA</b>       |              |              |              |               |               |               |
| YARIS               | 397          | 428          | -7.2%        | 7779          | 8196          | -5.1%         |
| PRIUS C             | 139          | 78           | 78.2%        | 3135          | 3029          | 3.5%          |
| PRIUS               | 282          | 98           | 187.8%       | 2855          | 1624          | 75.8%         |
| PRIUS V             | 133          | 185          | -28.1%       | 2105          | 2497          | -15.7%        |
| COROLLA             | 2215         | 2280         | -2.9%        | 45626         | 47198         | -3.3%         |
| MATRIX              | 0            | 0            |              | 0             | 295           | -100.0%       |
| 86                  | 26           | 0            |              | 152           | 0             |               |
| CAMRY               | 835          | 672          | 24.3%        | 15683         | 16805         | -6.7%         |
| AVALON              | 21           | 38           | -44.7%       | 586           | 765           | -23.4%        |
| IQ                  | 0            | 24           | -100.0%      | 2             | 277           | -99.3%        |
| XD                  | 0            | 0            | #DIV/0!      | 0             | 27            | -100.0%       |
| XB                  | 0            | 27           | -100.0%      | 47            | 948           | -95.0%        |
| TC                  | 11           | 54           | -79.6%       | 868           | 1135          | -23.5%        |
| FR-S                | 12           | 51           | -76.5%       | 945           | 1329          | -28.9%        |
| IM                  | 8            | 179          | -95.5%       | 2569          | 943           | 172.4%        |
| <b>CAR TOTAL</b>    | <b>4079</b>  | <b>4114</b>  | <b>-0.9%</b> | <b>82352</b>  | <b>85068</b>  | <b>-3.2%</b>  |
| TACOMA              | 950          | 959          | -0.9%        | 12618         | 11772         | 7.2%          |
| TUNDRA              | 973          | 834          | 16.7%        | 11364         | 10829         | 4.9%          |
| RAV4                | 3000         | 2949         | 1.7%         | 49103         | 42246         | 16.2%         |
| VENZA               | 364          | 358          | 1.7%         | 5971          | 6129          | -2.6%         |
| FJ CRUISER          | 0            | 0            |              | 0             | 8             | -100.0%       |
| HIGHLANDER          | 1105         | 769          | 43.7%        | 12964         | 10412         | 24.5%         |
| 4RUNNER             | 458          | 484          | -5.4%        | 6677          | 5736          | 16.4%         |
| SEQUOIA             | 51           | 67           | -23.9%       | 697           | 663           | 5.1%          |
| SIENNA              | 945          | 889          | 6.3%         | 13404         | 13981         | -4.1%         |
| LANDCRUISER         | 18           | 7            | 157.1%       | 133           | 180           | -26.1%        |
| <b>TRUCK TOTAL</b>  | <b>7864</b>  | <b>7316</b>  | <b>7.5%</b>  | <b>112931</b> | <b>101956</b> | <b>10.8%</b>  |
| <b>TOYOTA TOTAL</b> | <b>11943</b> | <b>11430</b> | <b>4.5%</b>  | <b>195283</b> | <b>187024</b> | <b>4.4%</b>   |
| <b>LEXUS</b>        |              |              |              |               |               |               |
| CT                  | 29           | 35           | -17.1%       | 546           | 814           | -32.9%        |
| IS                  | 147          | 214          | -31.3%       | 3033          | 3401          | -10.8%        |
| RC                  | 26           | 27           | -3.7%        | 526           | 792           | -33.6%        |
| ES                  | 215          | 166          | 29.5%        | 2153          | 2305          | -6.6%         |
| GS                  | 27           | 28           | -3.6%        | 415           | 390           | 6.4%          |
| LS                  | 9            | 6            | 50.0%        | 95            | 123           | -22.8%        |
| <b>CAR TOTAL</b>    | <b>453</b>   | <b>476</b>   | <b>-4.8%</b> | <b>6768</b>   | <b>7825</b>   | <b>-13.5%</b> |
| NX                  | 501          | 383          | 30.8%        | 6295          | 6127          | 2.7%          |
| RX                  | 697          | 711          | -2.0%        | 8147          | 7063          | 15.3%         |
| GX                  | 48           | 51           | -5.9%        | 551           | 662           | -16.8%        |
| LX                  | 46           | 45           | 2.2%         | 748           | 348           | 114.9%        |
| <b>TRUCK TOTAL</b>  | <b>1292</b>  | <b>1190</b>  | <b>8.6%</b>  | <b>15741</b>  | <b>14200</b>  | <b>10.9%</b>  |
| <b>LEXUS TOTAL</b>  | <b>1745</b>  | <b>1666</b>  | <b>4.7%</b>  | <b>22509</b>  | <b>22025</b>  | <b>2.2%</b>   |
| <b>TCI TOTAL</b>    | <b>13688</b> | <b>13096</b> | <b>4.5%</b>  | <b>217792</b> | <b>209049</b> | <b>4.2%</b>   |
| TCI Car Total       | 4532         | 4590         | -1.3%        | 89120         | 92893         | -4.1%         |
| TCI Truck Total     | 9156         | 8506         | 7.6%         | 128672        | 116156        | 10.8%         |