



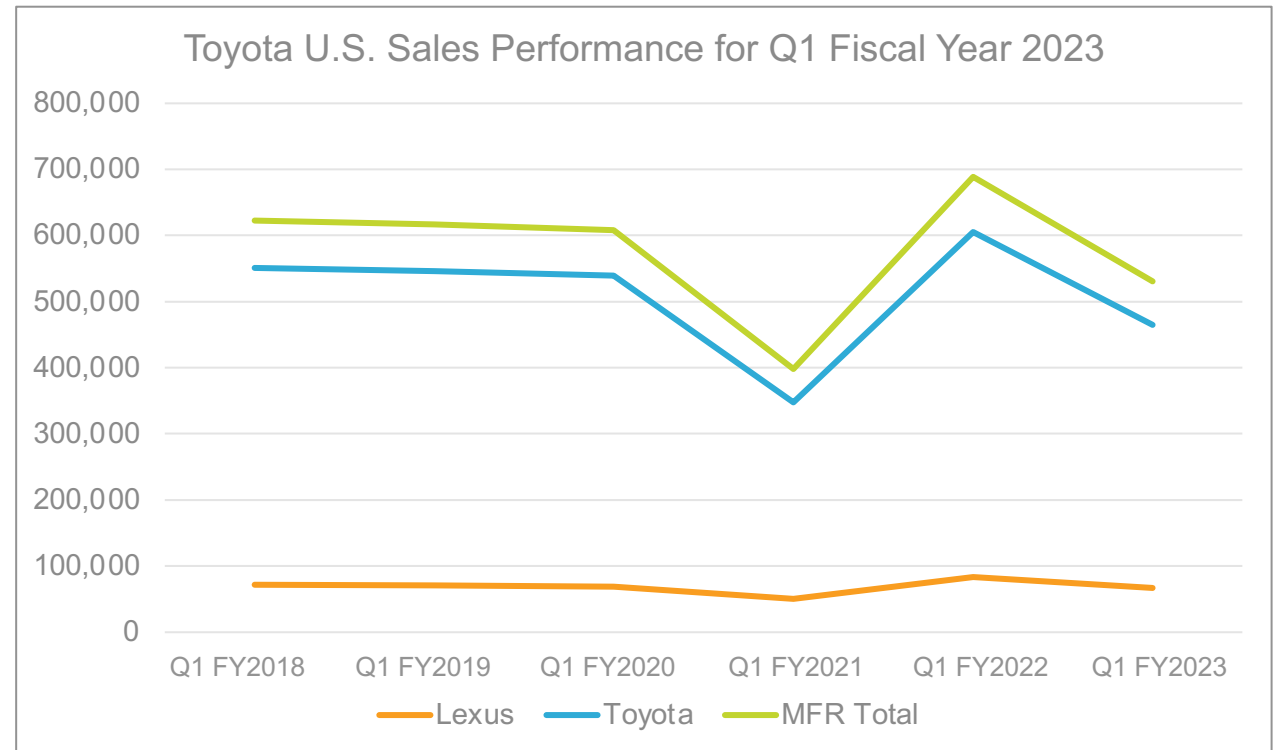
Toyota Motor North America: U.S. Market Performance for First Quarter Fiscal Year 2023

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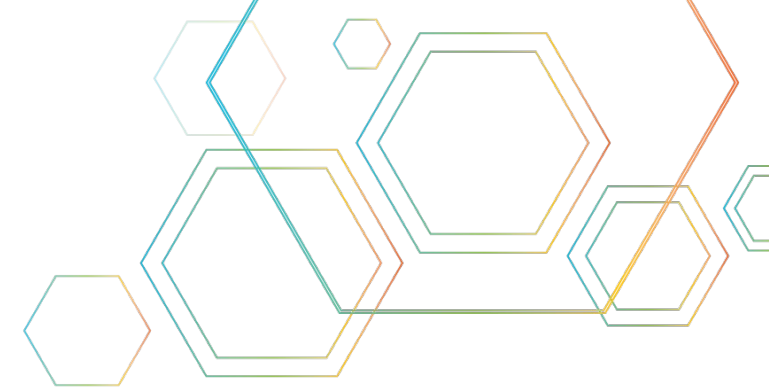
Toyota U.S. Sales Performance for First Quarter FY2023



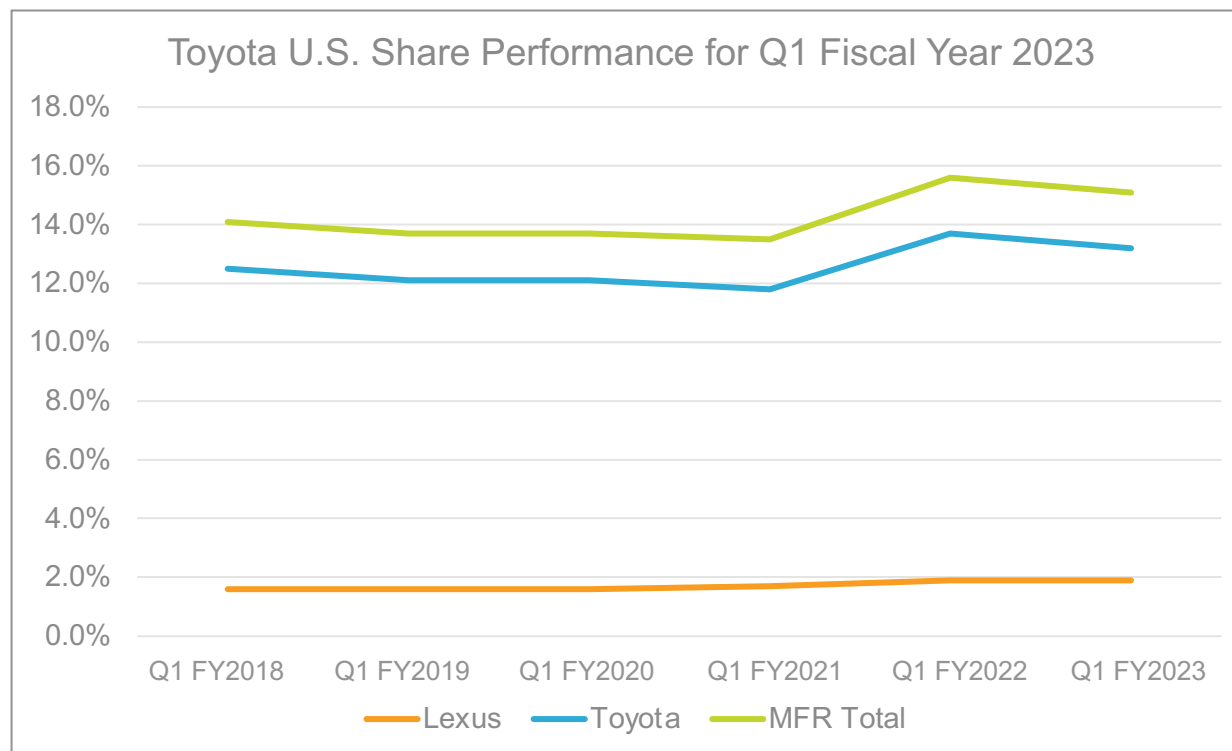
	Lexus	Toyota	MFR Total
Q1 FY2018	71,912	550,606	622,550
Q1 FY2019	70,788	546,487	617,276
Q1 FY2020	68,944	539,448	608,392
Q1 FY2021	50,456	347,573	398,029
Q1 FY2022	83,460	605,353	688,815
Q1 FY2023	66,723	464,382	531,105
Year-over-Year Change	-20.1%	-23.3%	-22.9%



Toyota U.S. Share Performance for First Quarter FY2023



	Lexus	Toyota	MFR Total
Q1 FY2018	1.6%	12.5%	14.1%
Q1 FY2019	1.6%	12.1%	13.7%
Q1 FY2020	1.6%	12.1%	13.7%
Q1 FY2021	1.7%	11.8%	13.5%
Q1 FY2022	1.9%	13.7%	15.6%
Q1 FY2023	1.9%	13.2%	15.1%
Point Change	0.0%	-0.5%	-0.5%



Highlights of Toyota and Lexus' U.S. Sales by Model for First Quarter FY2023



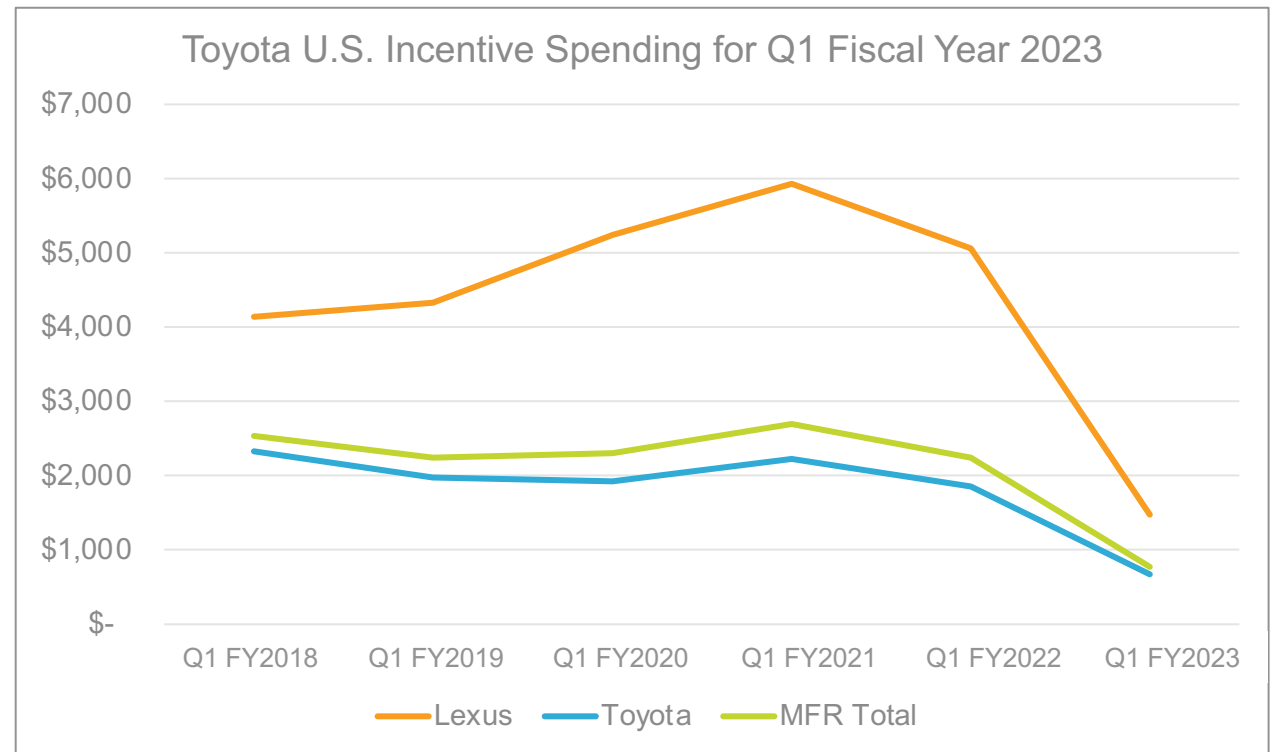
	Q1 FY2023 Average Transaction Price	Year-over-Year Change
Toyota RAV4	99,693	-6.8%
Toyota Camry	74,420	-25.2%
Toyota Corolla	62,811	-17.7%
Toyota Tacoma	55,466	-23.9%
Toyota Highlander	51,377	-36.2%
Toyota Tundra	21,673	-12.4%

	Q1 FY2023 Average Transaction Price	Year-over-Year Change
Acura RX	26,974	-6.0%
Acura ES	11,827	-6.1%
Acura NX	9,506	-46.0%

Toyota U.S. Incentive Spending for First Quarter FY2023



	Lexus	Toyota	MFR Total
Q1 FY2018	\$4,143	\$2,329	\$2,539
Q1 FY2019	\$4,327	\$1,975	\$2,245
Q1 FY2020	\$5,243	\$1,928	\$2,303
Q1 FY2021	\$5,931	\$2,228	\$2,697
Q1 FY2022	\$5,061	\$1,852	\$2,241
Q1 FY2023	\$1,474	\$672	\$772
Year-over-Year Change	-70.9%	-63.7%	-65.5%



Toyota Brand U.S. Average Transaction Prices for First Quarter FY2023



	Q1 FY2023 Average Transaction Price	Year-over-Year Change
RAV4	\$ 35,991	8.4%
Camry	\$ 31,939	8.0%
Corolla	\$ 24,871	11.2%
Tacoma	\$ 38,975	0.6%
Highlander	\$ 47,276	6.0%
Tundra	\$ 58,748	17.4%

Lexus Brand U.S. Average Transaction Prices for First Quarter FY2023



	Q1 FY2023 Average Transaction Price	Year-over-Year Change
RX	\$56,964	4.5%
ES	\$49,922	6.0%
NX	\$51,125	16.8%