



# **TOYOTA MOTOR CORPORATION: U.S. MARKET PERFORMANCE FOR FOURTH QUARTER FY2022**

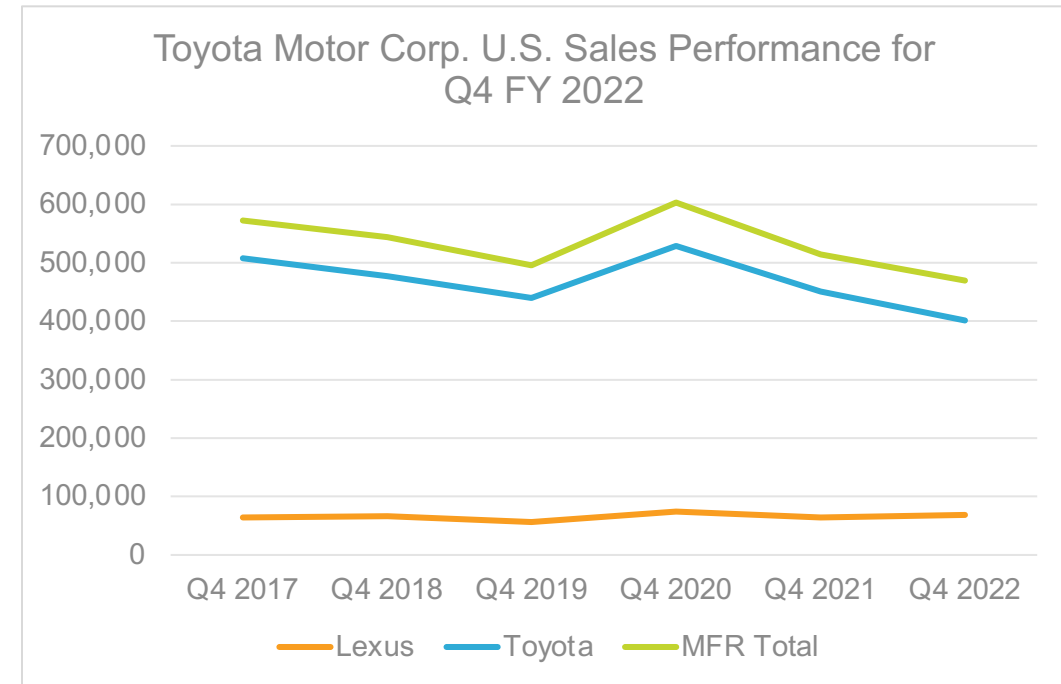


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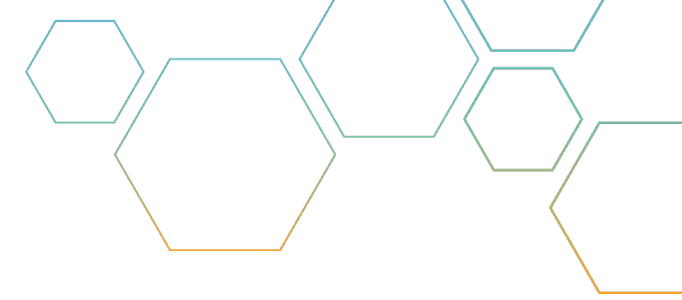
# TOYOTA MOTOR CORP. U.S. SALES PERFORMANCE FOR FOURTH QUARTER FY2022



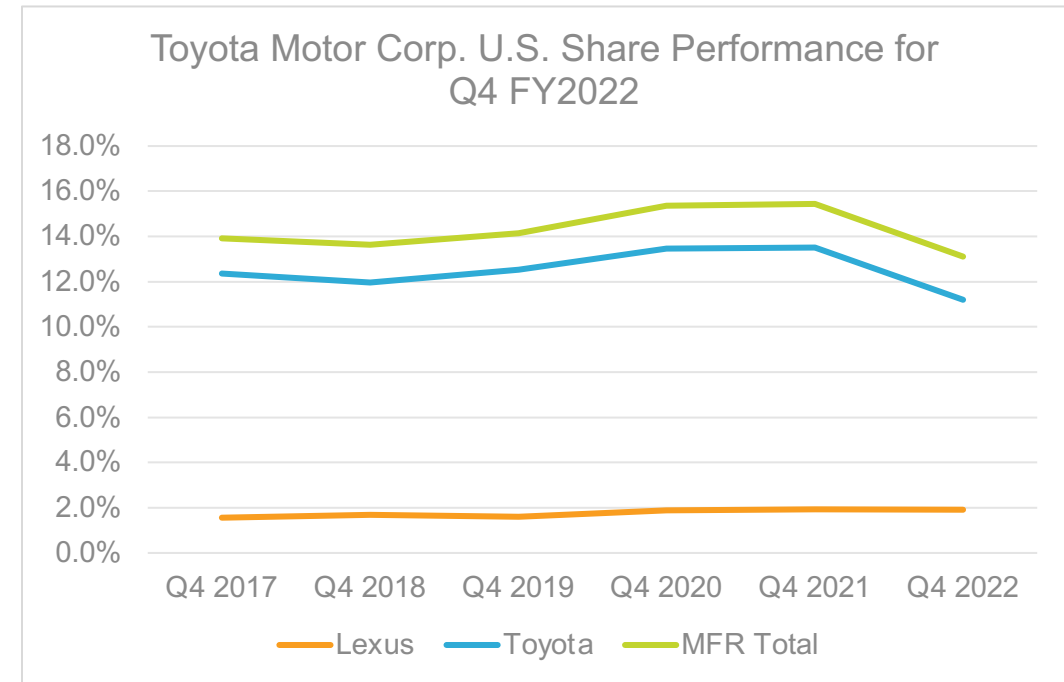
	Lexus	Toyota	MFR Total
<b>Q4 FY2017</b>	64,211	507,821	572,032
<b>Q4 FY2018</b>	66,791	476,925	543,716
<b>Q4 FY2019</b>	56,345	439,402	495,747
<b>Q4 FY2020</b>	74,253	528,813	603,066
<b>Q4 FY2022</b>	64,365	450,227	514,592
<b>Q4 FY2022</b>	68,252	401,306	469,558
<b>YOY Change</b>	6.0%	-10.9%	-8.8%



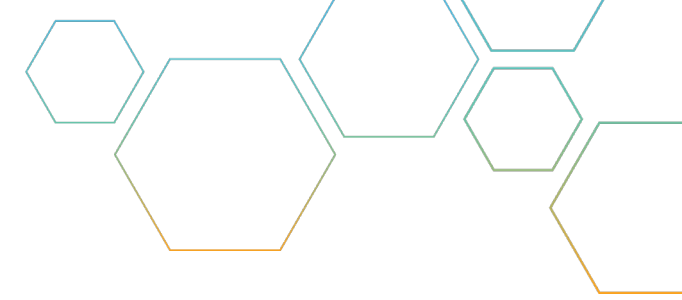
# TOYOTA MOTOR CORP. U.S. SHARE PERFORMANCE FOR FOURTH QUARTER FY2022



	Lexus	Toyota	MFR Total
<b>Q4 FY2017</b>	1.6%	12.4%	13.9%
<b>Q4 FY2018</b>	1.7%	12.0%	13.6%
<b>Q4 FY2019</b>	1.6%	12.5%	14.1%
<b>Q4 FY2020</b>	1.9%	13.5%	15.4%
<b>Q4 FY2022</b>	1.9%	13.5%	15.4%
<b>Q4 FY2022</b>	1.9%	11.2%	13.1%
<b>Point Change</b>	0.0%	-2.3%	-2.3%



# HIGHLIGHTS OF TOYOTA U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER FY2022



	Q4 Sales	YOY Change
<b>RAV4</b>	84,704	-16.3%
<b>Camry</b>	66,037	7.4%
<b>Corolla</b>	38,058	-13.2%
<b>Tacoma</b>	53,583	0.8%
<b>Highlander</b>	55,344	-16.2%
<b>Tundra</b>	27,651	22.1%
<b>BZ4X</b>	1,698	-

	Q4 ATP	YOY Change
<b>RAV4</b>	\$36,531	2.3%
<b>Camry</b>	\$31,479	-2.0%
<b>Corolla</b>	\$25,733	4.7%
<b>Tacoma</b>	\$41,539	5.0%
<b>Highlander</b>	\$47,517	0.3%
<b>Tundra</b>	\$63,349	9.0%
<b>BZ4X</b>	\$50,527	-



# HIGHLIGHTS OF LEXUS U.S. SALES AND PRICES BY MODEL FOR FOURTH QUARTER FY2022



	Q4 Sales	YOY Change
<b>RX</b>	25,947	-3.2%
<b>ES</b>	8,679	-13.7%
<b>NX</b>	15,556	53.9%
<b>RZ</b>	185	-

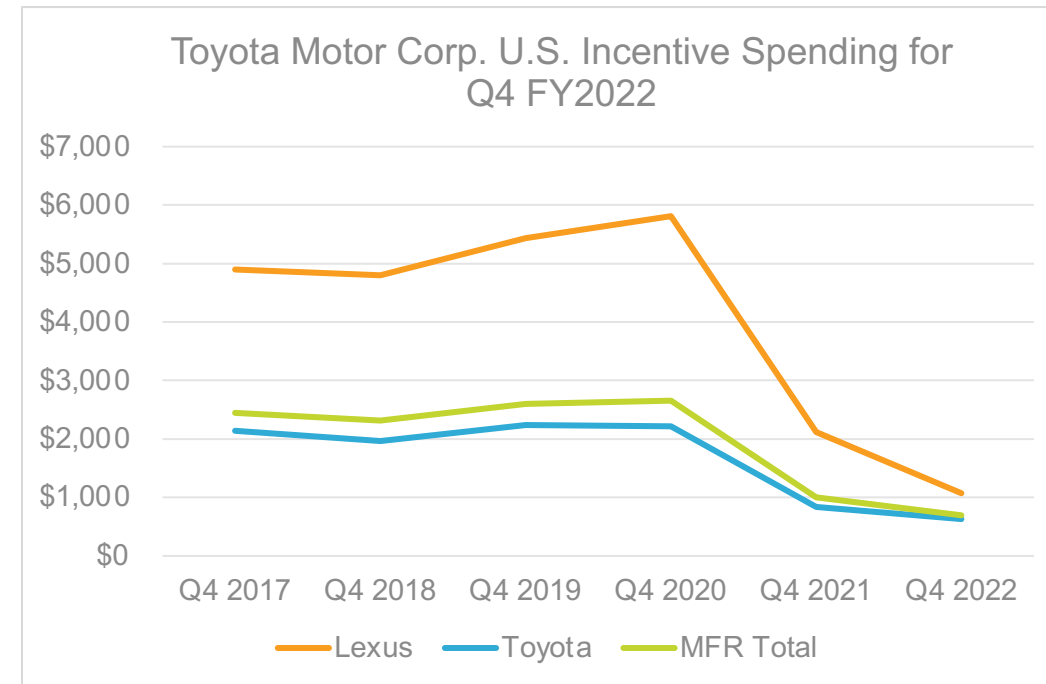
	Q4 ATP	YOY Change
<b>RX</b>	\$59,849	5.2%
<b>ES</b>	\$49,685	0.4%
<b>NX</b>	\$50,575	0.2%
<b>RZ</b>	\$67,448	-



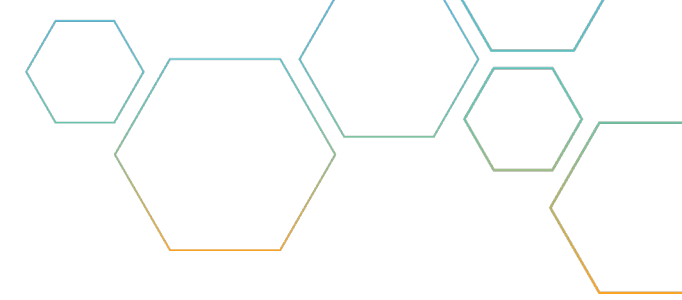
# TOYOTA MOTOR CORP. U.S. INCENTIVE SPENDING FOR FOURTH QUARTER FY2022



	Lexus	Toyota	MFR Total
<b>Q4 FY2017</b>	\$4,902	\$2,141	\$2,451
<b>Q4 FY2018</b>	\$4,799	\$1,965	\$2,313
<b>Q4 FY2019</b>	\$5,430	\$2,239	\$2,602
<b>Q4 FY2020</b>	\$5,811	\$2,213	\$2,656
<b>Q4 FY2022</b>	\$2,123	\$843	\$1,004
<b>Q4 FY2022</b>	\$1,073	\$631	\$695
<b>YOY Change</b>	-49.5%	-25.2%	-30.7%



# TOYOTA MOTOR CORP. OVERALL U.S. AVERAGE TRANSACTION PRICES FOR FOURTH QUARTER FY2022



	Lexus	Toyota	MFR Total
<b>Q4 FY2017</b>	\$50,431	\$30,548	\$32,779
<b>Q4 FY2018</b>	\$49,495	\$31,198	\$33,445
<b>Q4 FY2019</b>	\$49,305	\$32,136	\$34,088
<b>Q4 FY2020</b>	\$50,774	\$34,367	\$36,387
<b>Q4 FY2022</b>	\$55,094	\$38,648	\$40,705
<b>Q4 FY2022</b>	\$57,294	\$40,142	\$42,635
<b>YOY Change</b>	4.0%	3.9%	4.7%

