



TCI Month End Sales Results for December 2012

MODELS	MTD			YTD		
	2012	2011	% CHANGE	2012	2011	% CHANGE
TOYOTA						
YARIS	157	134	17.2%	2515	3183	-21.0%
YARIS HB	413	661	-37.5%	8440	4785	76.4%
PRIUS C	179	0		2530	0	
PRIUS	175	57	207.0%	3371	1581	113.2%
PRIUS V	242	262	-7.6%	4077	553	637.3%
PRIUS PLUG-IN	18	0		63	0	
COROLLA	2371	2688	-11.8%	40906	36663	11.6%
MATRIX	574	900	-36.2%	12982	14895	-12.8%
CAMRY	710	1187	-40.2%	14765	11136	32.6%
CAMRY HYBRID	191	202	-5.4%	3438	1198	187.0%
AVALON	101	46	119.6%	427	496	-13.9%
CAR TOTAL	5131	6137	-16.4%	93514	74490	25.5%
TACOMA 4X2	25	35	-28.6%	381	581	-34.4%
TACOMA 4X4	803	651	23.3%	9523	7130	33.6%
TUNDRA 4X2	7	16	-56.3%	216	284	-23.9%
TUNDRA 4X4	520	516	0.8%	7025	6463	8.7%
RAV4	1487	2285	-34.9%	25942	21550	20.4%
VENZA	789	1098	-28.1%	11294	13159	-14.2%
FJ CRUISER	100	63	58.7%	726	639	13.6%
HIGHLANDER	487	417	16.8%	5735	4736	21.1%
HIGHLANDER HYBRID	123	88	39.8%	1116	838	33.2%
4RUNNER	250	241	3.7%	2878	2580	11.6%
SEQUOIA	52	75	-30.7%	744	733	1.5%
SIENNA	779	642	21.3%	11858	10835	9.4%
LANDCRUISER	25	27	-7.4%	222	158	40.5%
TRUCK TOTAL	5447	6154	-11.5%	77660	69686	11.4%
TOYOTA TOTALS	10578	12291	-13.9%	171174	144176	18.7%

SCION						
IQ	78	8	875.0%	1045	8	12962.5%
XD	49	65	-24.6%	674	1138	-40.8%
XB	74	106	-30.2%	1086	1529	-29.0%
TC	83	132	-37.1%	1508	2045	-26.3%
FRS	177	0		1470	0	
CAR TOTAL	461	311	48.2%	5783	4720	22.5%
SCION TOTALS	461	311	48.2%	5783	4720	22.5%

LEXUS						
CT	92	136	-32.4%	1640	1350	21.5%
IS	151	136	11.0%	1621	1893	-14.4%
ISC	9	5	80.0%	293	279	5.0%
ISF	7	2	250.0%	61	63	-3.2%
HS	0	12	-100.0%	108	308	-64.9%
ES	160	152	5.3%	2206	1892	16.6%
ESH	58	0		329	0	
GS3	48	7	585.7%	869	114	662.3%



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GS4	0	0		0	2	-100.0%
GSH	4	1	300.0%	55	12	358.3%
SC	0	0		0	3	-100.0%
LFA	0	0		4	4	0.0%
LS	34	16	112.5%	145	146	-0.7%
LSH	0	1	-100.0%	5	10	-50.0%
CAR TOTAL	563	468	20.3%	7336	6076	20.7%
RX	478	523	-8.6%	6388	6071	5.2%
RXH	62	70	-11.4%	742	689	7.7%
GX	48	33	45.5%	376	414	-9.2%
LX	14	10	40.0%	259	114	127.2%
TRUCK TOTAL	602	636	-5.3%	7765	7288	6.5%
LEXUS TOTALS	1165	1104	5.5%	15101	13364	13.0%
TCI TOTAL	12204	13706	-11.0%	192058	162260	18.4%
TCI CAR TOTAL	6155	6916	-11.0%	106633	85286	25.0%
TCI TRUCK TOTAL	6049	6790	-10.9%	85425	76974	11.0%