



## TCI Month End Sales Results for May 2016

| Models              | MTD          |              |               | YTD          |              |               |
|---------------------|--------------|--------------|---------------|--------------|--------------|---------------|
|                     | 2016         | 2015         | % Change      | 2016         | 2015         | % Change      |
| <b>TOYOTA</b>       |              |              |               |              |              |               |
| YARIS               | 890          | 1069         | -16.7%        | 3538         | 3409         | 3.8%          |
| PRIUS C             | 305          | 336          | -9.2%         | 1030         | 1399         | -26.4%        |
| PRIUS               | 290          | 167          | 73.7%         | 969          | 688          | 40.8%         |
| PRIUS V             | 276          | 188          | 46.8%         | 887          | 923          | -3.9%         |
| COROLLA             | 5385         | 5938         | -9.3%         | 19377        | 20421        | -5.1%         |
| MATRIX              | 0            | 0            | #DIV/0!       | 0            | 295          | -100.0%       |
| CAMRY               | 1618         | 2003         | -19.2%        | 7388         | 7522         | -1.8%         |
| AVALON              | 49           | 67           | -26.9%        | 224          | 363          | -38.3%        |
| IQ                  | 0            | 29           | -100.0%       | 2            | 101          | -98.0%        |
| XD                  | 0            | 0            | #DIV/0!       | 0            | 27           | -100.0%       |
| XB                  | 0            | 129          | -100.0%       | 47           | 495          | -90.5%        |
| TC                  | 121          | 127          | -4.7%         | 436          | 463          | -5.8%         |
| FR-S                | 145          | 185          | -21.6%        | 505          | 534          | -5.4%         |
| IM                  | 493          | 0            | #DIV/0!       | 2164         | 0            | #DIV/0!       |
| <b>CAR TOTAL</b>    | <b>9572</b>  | <b>10238</b> | <b>-6.5%</b>  | <b>36567</b> | <b>36640</b> | <b>-0.2%</b>  |
| TACOMA              | 1345         | 921          | 46.0%         | 5644         | 3798         | 48.6%         |
| TUNDRA              | 974          | 1039         | -6.3%         | 4583         | 4229         | 8.4%          |
| RAV4                | 4870         | 4235         | 15.0%         | 19444        | 16632        | 16.9%         |
| VENZA               | 512          | 630          | -18.7%        | 2570         | 2604         | -1.3%         |
| FJ CRUISER          | 0            | 0            | #DIV/0!       | 0            | 8            | -100.0%       |
| HIGHLANDER          | 1085         | 1099         | -1.3%         | 5223         | 4078         | 28.1%         |
| 4RUNNER             | 572          | 452          | 26.5%         | 2631         | 1943         | 35.4%         |
| SEQUOIA             | 46           | 49           | -6.1%         | 322          | 262          | 22.9%         |
| SIENNA              | 1078         | 1615         | -33.3%        | 5664         | 5652         | 0.2%          |
| LANDCRUISER         | 65           | 13           | 400.0%        | 71           | 56           | 26.8%         |
| <b>TRUCK TOTAL</b>  | <b>10547</b> | <b>10053</b> | <b>4.9%</b>   | <b>46152</b> | <b>39262</b> | <b>17.5%</b>  |
| <b>TOYOTA TOTAL</b> | <b>20119</b> | <b>20291</b> | <b>-0.8%</b>  | <b>82719</b> | <b>75902</b> | <b>9.0%</b>   |
| <b>LEXUS</b>        |              |              |               |              |              |               |
| CT                  | 55           | 101          | -45.5%        | 224          | 360          | -37.8%        |
| IS                  | 271          | 400          | -32.3%        | 1225         | 1421         | -13.8%        |
| RC                  | 66           | 85           | -22.4%        | 199          | 324          | -38.6%        |
| ES                  | 205          | 261          | -21.5%        | 814          | 936          | -13.0%        |
| GS                  | 42           | 43           | -2.3%         | 184          | 172          | 7.0%          |
| LS                  | 9            | 18           | -50.0%        | 49           | 67           | -26.9%        |
| <b>CAR TOTAL</b>    | <b>648</b>   | <b>908</b>   | <b>-28.6%</b> | <b>2695</b>  | <b>3280</b>  | <b>-17.8%</b> |
| NX                  | 623          | 422          | 47.6%         | 2411         | 2050         | 17.6%         |
| RX                  | 672          | 610          | 10.2%         | 3124         | 2606         | 19.9%         |
| GX                  | 47           | 57           | -17.5%        | 226          | 300          | -24.7%        |
| LX                  | 49           | 29           | 69.0%         | 231          | 150          | 54.0%         |
| <b>TRUCK TOTAL</b>  | <b>1391</b>  | <b>1118</b>  | <b>24.4%</b>  | <b>5992</b>  | <b>5106</b>  | <b>17.4%</b>  |
| <b>LEXUS TOTAL</b>  | <b>2039</b>  | <b>2026</b>  | <b>0.6%</b>   | <b>8687</b>  | <b>8386</b>  | <b>3.6%</b>   |
| <b>TCI TOTAL</b>    | <b>22158</b> | <b>22317</b> | <b>-0.7%</b>  | <b>91406</b> | <b>84288</b> | <b>8.4%</b>   |
| TCI Car Total       | 10220        | 11146        | -8.3%         | 39262        | 39920        | -1.6%         |
| TCI Truck Total     | 11938        | 11171        | 6.9%          | 52144        | 44368        | 17.5%         |