

## Toyota and Lexus Hybrid Sales 2000-2016 YTD August

06/09/2016

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Grand Total
Toyota Auris Hybrid (incl TS)	0	0	0	0	0	0	0	0	0	0	2,645	4,632	4,035	6,195	9,627	10,772	6,681	44,587
Toyota Prius	184	622	291	370	1,595	3,751	5,019	8,786	9,019	8,032	10,537	6,513	4,718	2,807	2,445	3,361	3,205	71,255
Toyota Prius Plug-in	0	0	0	0	0	0	0	0	0	0	21	3	470	509	379	270	80	1,732
Toyota Prius+	0	0	0	0	0	0	0	0	0	0	0	0	826	1,110	818	1,144	818	4,716
Toyota RAV4 Hybrid	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	2,286	2,293
Toyota Yaris Hybrid	0	0	0	0	0	0	0	0	0	0	0	0	2,819	5,716	8,403	10,914	7,038	34,890
Lexus CT	0	0	0	0	0	0	0	0	0	0	0	4,224	4,711	4,182	4,236	3,861	2,003	23,217
Lexus GS	0	0	0	0	0	0	626	780	536	296	207	80	376	262	648	436	360	4,607
Lexus LS	0	0	0	0	0	0	0	120	231	109	60	41	17	31	20	20	7	656
Lexus NX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	950	3,569	2,432	6,951
Lexus RC	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	47	335	382
Lexus RX	0	0	0	0	0	1,528	2,698	3,509	3,023	2,753	2,962	2,052	1,951	2,087	1,817	1,341	1,520	27,241
Lexus IS	0	0	0	0	0	0	0	0	0	0	0	0	0	1,752	3,625	3,472	1,515	10,364
	184	622	291	370	1,595	5,279	8,343	13,195	12,809	11,190	16,432	17,545	19,923	24,651	32,968	39,214	28,280	232,891

Hybrid Totals:	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Grand Total
Toyota	184	622	291	370	1,595	3,751	5,019	8,786	9,019	8,032	13,203	11,148	12,868	16,337	21,672	26,468	20,108	159,473
Lexus	0	0	0	0	0	1,528	3,324	4,409	3,790	3,158	3,229	6,397	7,055	8,314	11,296	12,746	8,172	73,418

### Total Sales YTD (from latest Sales Plan YMM-1):

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Toyota PC	83,621	98,154	104,498	117,531	121,081	122,534	117,811	118,373	106,435	103,941	87,921	74,529	85,614	89,492	95,033	100,208	62,094
LCV	6,316	5,774	7,277	6,638	6,968	5,454	6,532	9,920	8,901	6,110	6,717	8,451	7,821	8,102	9,767	10,257	3,969
Lexus	8,934	11,335	9,452	9,527	10,047	10,548	14,691	15,112	10,147	7,293	6,185	8,272	8,414	9,023	11,576	13,281	8,425
<b>Total TGB</b>	<b>98,871</b>	<b>115,263</b>	<b>121,227</b>	<b>133,696</b>	<b>138,096</b>	<b>138,536</b>	<b>139,034</b>	<b>143,405</b>	<b>125,483</b>	<b>117,344</b>	<b>100,823</b>	<b>91,252</b>	<b>101,849</b>	<b>106,617</b>	<b>116,376</b>	<b>123,746</b>	<b>74,488</b>

### Hybrid Mix:

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Toyota Hybrid % of Toyota PC sales	0.2%	0.6%	0.3%	0.3%	1.3%	3.1%	4.3%	7.4%	8.5%	7.7%	15.0%	15.0%	15.0%	18.3%	22.8%	26.4%	32.4%
Toyota Hybrid % of all Toyota sales	0.2%	0.6%	0.3%	0.3%	1.2%	2.9%	4.0%	6.8%	7.8%	7.3%	14.0%	13.4%	13.8%	16.7%	20.7%	24.0%	30.4%
Lexus Hybrid % of Lexus sales	0.0%	0.0%	0.0%	0.0%	0.0%	14.5%	22.6%	29.2%	37.4%	43.3%	52.2%	77.3%	83.8%	92.1%	97.6%	96.0%	97.0%
<b>All Hybrid % of ALL sales (incl LCVs)</b>	<b>0.2%</b>	<b>0.5%</b>	<b>0.2%</b>	<b>0.3%</b>	<b>1.2%</b>	<b>3.8%</b>	<b>6.0%</b>	<b>9.2%</b>	<b>10.2%</b>	<b>9.5%</b>	<b>16.3%</b>	<b>19.2%</b>	<b>19.6%</b>	<b>23.1%</b>	<b>28.3%</b>	<b>31.7%</b>	<b>38.0%</b>

\*Sales Figures include Malta and Cherished Plates