



TCI Month End Sales Results for December 2013

MODELS	MTD			YTD		
	2013	2012	% CHANGE	2013	2012	% CHANGE
TOYOTA						
YARIS	0	157	-100.0%	1	2515	-100.0%
YARIS HB	317	413	-23.2%	7632	8440	-9.6%
PRIUS C	101	179	-43.6%	2816	2530	11.3%
PRIUS	82	175	-53.1%	2140	3371	-36.5%
PRIUS V	128	242	-47.1%	2640	4077	-35.2%
PRIUS PLUG-IN	5	18	-72.2%	212	63	236.5%
COROLLA	2442	2371	3.0%	44449	40906	8.7%
MATRIX	377	574	-34.3%	10689	12982	-17.7%
CAMRY	1096	710	54.4%	15113	14765	2.4%
CAMRY HYBRID	278	191	45.5%	3132	3438	-8.9%
AVALON	71	101	-29.7%	1264	427	196.0%
CAR TOTAL	4897	5131	-4.6%	90088	93514	-3.7%
TACOMA 4X2	38	25	52.0%	531	381	39.4%
TACOMA 4X4	595	803	-25.9%	9869	9523	3.6%
TUNDRA 4X2	14	7	100.0%	221	216	2.3%
TUNDRA 4X4	625	520	20.2%	7314	7025	4.1%
RAV4	2303	1487	54.9%	33156	25942	27.8%
VENZA	716	789	-9.3%	9167	11294	-18.8%
FJ CRUISER	49	100	-51.0%	656	726	-9.6%
HIGHLANDER	525	487	7.8%	6649	5735	15.9%
HIGHLANDER HYBRID	66	123	-46.3%	999	1116	-10.5%
4RUNNER	282	250	12.8%	3110	2878	8.1%
SEQUOIA	63	52	21.2%	744	744	0.0%
SIENNA	771	779	-1.0%	11756	11858	-0.9%
LANDCRUISER	16	25	-36.0%	173	222	-22.1%
TRUCK TOTAL	6063	5447	11.3%	84345	77660	8.6%
TOYOTA TOTALS	10960	10578	3.6%	174433	171174	1.9%

SCION						
IQ	20	78	-74.4%	493	1045	-52.8%
XD	17	49	-65.3%	367	674	-45.5%
XB	31	74	-58.1%	808	1086	-25.6%
TC	79	83	-4.8%	1485	1508	-1.5%
FRS	52	177	-70.6%	1825	1470	24.1%
CAR TOTAL	199	461	-56.8%	4978	5783	-13.9%
SCION TOTALS	199	461	-56.8%	4978	5783	-13.9%

LEXUS						
CT	32	92	-65.2%	979	1640	-40.3%
IS	244	151	61.6%	2327	1621	43.6%
IS C	10	9	11.1%	214	293	-27.0%
IS F	2	7	-71.4%	38	61	-37.7%
HS	0	0		0	108	-100.0%
ES	134	160	-16.3%	2365	2206	7.2%
ESH	46	58	-20.7%	731	329	122.2%
GS	43	48	-10.4%	549	869	-36.8%



TCI Month End Sales Results for December 2013

MODELS	MTD			YTD		
	2013	2012	% CHANGE	2013	2012	% CHANGE
GS 450	0	0		0	0	
GSH	1	4	-75.0%	93	55	69.1%
SC	0	0		0	0	
LFA	0	0		1	4	-75.0%
LS	15	34	-55.9%	202	145	39.3%
LSH	1	0		14	5	180.0%
CAR TOTAL	528	563	-6.2%	7513	7336	2.4%
RX	508	478	6.3%	7165	6388	12.2%
RXH	64	62	3.2%	624	742	-15.9%
GX	60	48	25.0%	351	376	-6.6%
LX	29	14	107.1%	296	259	14.3%
TRUCK TOTAL	661	602	9.8%	8436	7765	8.6%
LEXUS TOTALS	1189	1165	2.1%	15949	15101	5.6%
TCI TOTAL	12348	12204	1.2%	195360	192058	1.7%
TCI CAR TOTAL	5624	6155	-8.6%	102579	106633	-3.8%
TCI TRUCK TOTAL	6724	6049	11.2%	92781	85425	8.6%