

Toyota Announces Best-Ever Third Quarter and September Sales

October 3, 2005 - Torrance, CA. - Toyota Motor Sales (TMS), U.S.A., Inc., today reported best-ever September sales of 178,417 vehicles, an increase of 10.3 percent over last September, and best-ever third quarter sales of 600,196. Calendar-year-to-date (CYTD) sales total 1,714,266, up 11.3 percent over the same period last year.

"The market is better than the industry results reflect. This month's declines are partly the aftereffect of the robust incentive-driven summer sales and low inventories," said Jim Press, TMS president and COO. "Toyota's record sales reflect increased interest in fuel-efficient vehicles and hybrids."

The Toyota Division posted best-ever September sales of 156,381, up 10.4 percent. The Lexus Division reported best-ever September sales with 22,036 units sold, an increase of 9.2 percent.

Toyota Division passenger cars recorded best-ever September sales of 96,780, up 22.9 percent over the same period last year. The Avalon full-size sedan recorded September sales of 8,707, up 270.8 percent. The Prius gas-electric hybrid mid-size sedan enjoyed best-ever September sales of 8,193, an increase of 90.1 percent. Corolla sales rose 12.2 percent with 29,446 units sold, while Camry sales were at 36,842 units, up 6.4 percent.

Toyota Division light truck sales totaled 59,601 units for the month. Light truck sales were led by the Tacoma pickup truck with sales of 14,632, up 21.5 percent over the same period last year. Sienna van sales rose 7.5 percent for a best-ever September, with 12,579 units sold, while RAV4 compact SUV sales were at 5,743, up 1.5 percent. The Highlander Hybrid gas-electric mid-size SUV, which launched in early June, reported sales of 2,715 units in September. The Highlander and Highlander Hybrid posted combined September sales of 9,684 units.

Scion reported best-ever September sales with 13,495 units sold. The tC sports coupe, which debuted last summer, led the way with best-ever September sales of 6,236 units, an increase of 47.0 percent over last September. The xA recorded best-ever September sales of

2,800 units for the month, up 28.3 percent, while xB sales rose 12.8 percent with a total of 4,459 units for a best-ever September.

Lexus passenger cars posted best-ever September sales with 10,771 units, an increase of 15.7 percent. Sales momentum remained strong with September sales of the GS 300, which posted sales of 2,357 units and an increase of 351.5 percent, while the GS 430 posted sales of 382 units, an increase of 360.2 percent. The ES 330 luxury sedan enjoyed sales of 5,060 units, an increase of 2.7 percent over the same period last year.

Lexus Division light truck best-ever September sales totaled 11,265 units for the month, an increase of 3.6 percent over last year. The 2006 RX 400h, launched in April as the

world's first luxury hybrid vehicle, reported sales of 2,113 units for the month. The RX 330 and RX 400h posted combined September sales of 8,212 units, an increase of 9.1 percent.

Sales of North American-built vehicles accounted for 63.2 percent of total September sales. There were 25 selling days this sales month, the same as last September.