

TMC Announces Results for November 2014

Toyota City, Japan, December 24, 2014—Toyota Motor Corporation announces its production, domestic sales, and export results for November 2014, including those for subsidiaries Daihatsu Motor Co., Ltd., and Hino Motors, Ltd.

November 2014 Results

Unit = vehicles; figures in () show year-on-year percentage change

	Toyota	Daihatsu	Hino	Total
Production in Japan^{*1}				
Passenger cars	229,220 (-5.4)	42,984 (-23.1)	— —	272,204 (-8.7)
Trucks & buses	29,594 (20.6)	14,707 (-1.7)	14,814 (7.5)	59,115 (11.0)
Total	258,814 (-3.0)	57,691 (-18.6)	14,814 (7.5)	331,319 (-5.7)
Sales in Japan^{*2}				
Passenger cars	104,673 (-10.4)	42,739 (-5.5)	— —	147,412 (-9.0)
Trucks & buses	14,315 (7.9)	13,783 (2.6)	5,213 (8.5)	33,311 (5.7)
Total	118,988 (-8.5)	56,522 (-3.6)	5,213 (8.5)	180,723 (-6.6)
Exports				
Passenger cars	132,818 (-3.0)	744 (16.1)	— —	133,562 (-2.9)
Trucks & buses	17,240 (18.6)	— —	8,248 (0.9)	25,488 (12.2)
Total	150,058 (-0.9)	744 (16.1)	8,248 (0.9)	159,050 (-0.7)
Production outside Japan^{*3}	473,011 (-6.7)	24,313 (-17.1)	1,463 (-14.4)	498,787 (-7.2)
Worldwide production	731,825 (-5.4)	82,004 (-18.2)	16,277 (5.1)	830,106 (-6.6)

^{*1}Includes kits for overseas assembly; ^{*2}includes overseas production; ^{*3}excludes kits from Japan

November 2014 Highlights (year-on-year)

Production in Japan

Toyota

- Decreased

Daihatsu

- Decreased

Hino

- Sixth consecutive month of increase

Toyota + Daihatsu + Hino

- Decreased

Sales in Japan

Toyota

- Decreased
- Lexus vehicle sales totaled 3,718 units (6.9 percent decrease)
- Minivehicle sales totaled 2,699 units (30.4 percent decrease)
- 48.6 percent share of market excluding minivehicles (3.0 percentage point increase)
- 28.6 percent share of market including minivehicles (0.2 percentage point increase)

Daihatsu

- First decrease in two months
- Minivehicle sales totaled approximately 56,000 units (3.5 percent decrease); first decrease in two months
- 31.9 percent share of minivehicle market (0.4 percentage point decrease)

Hino

- Seventh consecutive month of increase
- Standard truck sales totaled approximately 2,800 units (6.7 percent increase); seventh consecutive month of increase
- 37.5 percent share of the truck* market (1.5 percentage point decrease)

Toyota + Daihatsu + Hino

- Decreased
- 43.4 percent share of market including minivehicles (1.1 percentage point increase); second consecutive month of increase

Exports

Toyota

- Decreased due to decreased exports to North America, Latin America, Asia, Oceania and Africa

Daihatsu

- Increased due to increased exports to Latin America, Asia and Africa; first increase in three months

Hino

- Increased due to increased exports to North America, Latin America, Europe and Oceania; second consecutive month of increase

Toyota + Daihatsu + Hino

- Decreased

Production outside Japan

Toyota

- Decreased due to decreased production in Asia, Australia and Africa; first decrease in six months

Daihatsu

- Decreased due to decreased production in Indonesia

Hino

- Decreased due to decreased production in Asia; first decrease in four months

Toyota + Daihatsu + Hino

- Decreased; first decrease in six months.

Year to Date (January 1 to November 30, 2014)

Unit = vehicles; figures in () show year-on-year percentage change

	Toyota	Daihatsu	Hino	Total
Production in Japan^{*1}	3,032,279 (-2.9)	713,374 (0.4)	149,114 (2.1)	3,894,767 (-2.1)
Sales in Japan^{*2}	1,455,623 (-1.3)	633,772 (4.0)	51,619 (19.0)	2,141,014 (0.6)
Exports	1,637,519 (-6.6)	7,158 (0.4)	82,946 (-6.1)	1,727,623 (-6.6)
Production outside Japan^{*3}	5,261,576 (3.3)	293,951 (20.0)	18,638 (1.5)	5,574,165 (4.0)
Worldwide production	8,293,855 (0.9)	1,007,325 (5.4)	167,752 (2.0)	9,468,932 (1.4)

^{*1} Includes kits for overseas assembly; ^{*2} includes overseas production; ^{*3} excludes kits from Japan

^{*}Maximum loading capacity of four tons or more; excludes imported trucks