

Sales

© shows a record high for a single month, and O shows a record high for the corresponding month

The second row of each section denotes year-on-year percentage change

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Dec.2023	Record high	2023 Cumulative Total	Cumulative Total Record high
<b>Toyota (incl. Lexus)</b>																
<b>Worldwide sales</b>	#####	#####	#####	9,147,342	9,188,559	9,223,727	9,383,780	9,541,748	9,714,253	8,692,168	9,615,157	9,567,184	940,674	O	10,307,395	©
11 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
First YoY increase in 2 years	-5.7	22.8	2.6	2.2	0.5	0.4	1.7	1.7	1.8	-10.5	10.6	-0.5	12.1		7.7	
<b>Sales inside of Japan</b>	#####	#####	#####	1,554,318	1,497,869	1,580,851	1,633,161	1,564,309	1,610,169	1,504,221	1,476,136	1,289,132	115,160		1,672,970	
12 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
First YoY increase in 4 years	-23.3	40.9	-6.4	-1.9	-3.6	5.5	3.3	-4.2	2.9	-6.6	-1.9	-12.7	16.3		29.8	
<b>Sales outside of Japan</b>	#####	#####	#####	7,593,024	7,690,690	7,642,876	7,750,619	7,977,439	8,104,084	7,187,947	8,139,021	8,278,052	825,514	©	8,634,425	©
9 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
3 consecutive years of YoY increase	-1.1	19.2	4.8	3.1	1.3	-0.6	1.4	2.9	1.6	-11.3	13.2	1.7	11.5		4.3	
<b>Daihatsu</b>																
<b>Worldwide sales</b>	730,498	875,662	869,875	915,239	793,760	780,384	816,997	848,182	837,990	693,977	725,180	766,091	58,135		790,441	
Year-on-year percentage change	-6.7	19.9	-0.7	5.2	-13.3	-1.7	4.7	3.8	-1.2	-17.2	4.5	5.6	-11.2		3.2	
<b>Sales inside of Japan</b>	548,301	677,200	662,718	708,207	610,426	587,042	630,902	646,874	658,935	592,461	572,739	576,185	42,970		595,322	
Year-on-year percentage change	-9.9	23.5	-2.1	6.9	-13.8	-3.8	7.5	2.5	1.9	-10.1	-3.3	0.6	-12.7		3.3	
<b>Sales outside of Japan</b>	182,197	198,462	207,157	207,032	183,334	193,342	186,095	201,308	179,055	101,516	152,441	189,906	15,165		195,119	
Year-on-year percentage change	4.3	8.9	4.4	-0.1	-11.4	5.5	-3.7	8.2	-11.1	-43.3	50.2	24.6	-6.9		2.7	
<b>Hino</b>																
<b>Worldwide sales</b>	121,606	154,795	162,460	168,348	168,764	170,469	185,125	203,768	189,879	142,293	155,212	149,972	12,830		135,203	
Year-on-year percentage change	13.5	27.3	5.0	3.6	0.2	1.0	8.6	10.1	-6.8	-25.1	9.1	-3.4	-1.0		-9.8	
<b>Sales inside of Japan</b>	34,244	42,462	48,188	57,422	61,174	63,309	67,776	70,808	69,789	60,056	59,935	41,141	2,731		36,517	
Year-on-year percentage change	17.4	24.0	13.5	19.2	6.5	3.5	7.1	4.5	-1.4	-13.9	-0.2	-31.4	17.6		-11.2	
<b>Sales outside of Japan</b>	87,362	112,333	114,272	110,926	107,590	107,160	117,349	132,960	120,090	82,237	95,277	108,831	10,099		98,686	
Year-on-year percentage change	12.1	28.6	1.7	-2.9	-3.0	-0.4	9.5	13.3	-9.7	-31.5	15.9	14.2	-5.0		-9.3	
<b>Total</b>																
<b>Worldwide sales</b>	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	9,528,438		10,495,549	
11 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
First YoY increase in 2 years	-5.6	22.6	2.4	2.5	-0.8	0.2	2.1	2.0	1.4	-11.3	10.1	-0.1	10.2		7.2	
<b>Sales inside of Japan</b>	#####	#####	#####	2,319,947	2,169,469	2,231,202	2,331,839	2,281,991	2,338,893	2,156,738	2,108,810	1,906,458	160,861		2,304,809	
12 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
First YoY increase in 4 years	-19.1	35.2	-4.8	1.1	-6.5	2.8	4.5	-2.1	2.5	-7.8	-2.2	-9.6	6.9		20.9	
<b>Sales outside of Japan</b>	#####	#####	#####	7,910,982	7,981,614	7,943,378	8,054,063	8,311,707	8,403,229	7,371,700	8,386,739	8,576,789	850,778	©	8,928,230	©
9 consecutive months of YoY increase	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
2023 results:	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####
3 consecutive years of YoY increase	-0.8	19.0	4.8	2.9	0.9	-0.5	1.4	3.2	1.1	-12.3	13.8	2.3	10.9		4.1	