

| SSC 7LC | PART NAME | Part number | UIO | % UIO | Completed | % Completed | Non-Completed |
|---------|------------|----------------|-----|---------|-----------|-------------|---------------|
| ES 350 | AWFM Black | PT908-3307F-02 | 0 | #DIV/0! | 0 | #DIV/0! | 0 |
| ES 350 | AWFM Gray | PT908-3307F-11 | 0 | #DIV/0! | 0 | #DIV/0! | 0 |
| ES 350 | AWFM Brown | PT908-3307F-14 | 0 | 0.0% | 0 | #DIV/0! | 0 |
| TOTAL | | | 0 | #REF! | #REF! | #REF! | #REF! |

ES 350 AWFM Black (P/N PT908-3307F-02)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed | APS |
|-----------|------------------|-----|---------|-----------|-------------|---------------|-----|
| -- | Guam | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 00 | Hawaii | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 40 | Puerto Rico | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| -- | Not in Mail File | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 31 | Western | | #DIV/0! | 0 | #DIV/0! | 0 | 240 |
| 32 | Central | | #DIV/0! | 0 | #DIV/0! | 0 | 480 |
| 33 | Eastern | | #DIV/0! | 0 | #DIV/0! | 0 | 660 |
| 34 | Southern | | #DIV/0! | 0 | #DIV/0! | 0 | 240 |
| 39 | TMS | | #DIV/0! | 0 | #DIV/0! | 0 | |

| | | | | | | |
|------------|---|---------|---|---------|---|------|
| Totals | 0 | #DIV/0! | 0 | #DIV/0! | 0 | 1620 |
| TMS Totals | 0 | #DIV/0! | 0 | #DIV/0! | 0 | |

ES 350 AWFM Gray (P/N PT908-3307F-11)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed | APS |
|-----------|------------------|-----|---------|-----------|-------------|---------------|-----|
| -- | Guam | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 00 | Hawaii | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 40 | Puerto Rico | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| -- | Not in Mail File | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 31 | Western | | #DIV/0! | 0 | #DIV/0! | 0 | 60 |
| 32 | Central | | #DIV/0! | 0 | #DIV/0! | 0 | 360 |
| 33 | Eastern | | #DIV/0! | 0 | #DIV/0! | 0 | 480 |
| 34 | Southern | | #DIV/0! | 0 | #DIV/0! | 0 | 180 |
| 39 | TMS | | #DIV/0! | 0 | #DIV/0! | 0 | |

| | | | | | | |
|------------|---|---------|---|---------|---|------|
| Totals | 0 | #DIV/0! | 0 | #DIV/0! | 0 | 1080 |
| TMS Totals | 0 | #DIV/0! | 0 | #DIV/0! | 0 | |

| Current Stock | Completion (PORF) | APS | NAPO | Dealer | Avg/Dealer |
|---------------|-------------------|------|------|--------|------------|
| 5100 | #DIV/0! | 1620 | 3480 | 0 | 0.0 |
| 3900 | #DIV/0! | 1080 | 2820 | | |
| 5130 | #DIV/0! | 1590 | 3540 | | |

PPO ES 350 AWFM Black (P/N PT908-3307F-02)

| %parts/NC | Proj. completion |
|-----------|------------------|
| -- | -- |
| -- | -- |
| -- | -- |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |

| Area Code | Area | UIO | % UIO | Completed |
|-----------|------------------|------|-------|-----------|
| -- | Guam | 0 | 0.0% | 0 |
| 00 | Hawaii | 0 | 0.0% | 0 |
| 40 | Puerto Rico | 0 | 0.0% | 0 |
| -- | Not in Mail File | 0 | 0.0% | 0 |
| 31 | Western | 96 | 1.9% | 0 |
| 32 | Central | 3269 | 64.7% | 0 |
| 33 | Eastern | 1608 | 31.8% | 0 |
| 34 | Southern | 81 | 1.6% | 0 |
| 39 | TMS | 0 | 0.0% | 0 |

| | |
|---------|---------|
| #DIV/0! | #DIV/0! |
|---------|---------|

| | | | |
|------------|------|--------|---|
| Totals | 5054 | 100.0% | 0 |
| TMS Totals | 5054 | 100.0% | 0 |

PPO ES 350 AWFM Gray (P/N PT908-3307F-11)

| %parts/NC | Proj. completion |
|-----------|------------------|
| -- | -- |
| -- | -- |
| -- | -- |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |

| Area Code | Area | UIO | % UIO | Completed |
|-----------|------------------|------|-------|-----------|
| -- | Guam | 0 | 0.0% | 0 |
| 00 | Hawaii | 0 | 0.0% | 0 |
| 40 | Puerto Rico | 0 | 0.0% | 0 |
| -- | Not in Mail File | 0 | 0.0% | 0 |
| 31 | Western | 128 | 3.3% | 0 |
| 32 | Central | 2589 | 66.6% | 0 |
| 33 | Eastern | 1084 | 27.9% | 0 |
| 34 | Southern | 88 | 2.3% | 0 |
| 39 | TMS | 0 | 0.0% | 0 |

| | |
|---------|---------|
| #DIV/0! | #DIV/0! |
|---------|---------|

| | | | |
|------------|------|--------|---|
| Totals | 3889 | 100.0% | 0 |
| TMS Totals | 3889 | 100.0% | 0 |

| % Completed | Non-completed | APS | %parts/NC | Proj. completion |
|-------------|---------------|-----|-----------|------------------|
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| 0.0% | 96 | 240 | 250.0% | 250.0% |
| 0.0% | 3269 | 480 | 14.7% | 14.7% |
| 0.0% | 1608 | 660 | 41.0% | 41.0% |
| 0.0% | 81 | 240 | 296.3% | 296.3% |
| #DIV/0! | 0 | -- | -- | -- |

| | | | | |
|------|------|------|-------|-------|
| 0.0% | 5054 | 1620 | 32.1% | 32.1% |
| 0.0% | 5054 | | | |

1920
480
420
2820

| % Completed | Non-completed | APS | %parts/NC | Proj. completion |
|-------------|---------------|-----|-----------|------------------|
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| 0.0% | 128 | 60 | 46.9% | 46.9% |
| 0.0% | 2589 | 360 | 13.9% | 13.9% |
| 0.0% | 1084 | 480 | 44.3% | 44.3% |
| 0.0% | 88 | 180 | 204.5% | 204.5% |
| #DIV/0! | 0 | -- | -- | -- |

| | | | | |
|------|------|------|-------|-------|
| 0.0% | 3889 | 1080 | 27.8% | 27.8% |
| 0.0% | 3889 | | | |

ES 350 AWFM Brown (P/N PT908-3307F-14)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed | APS |
|------------|------------------|-----|---------|-----------|-------------|---------------|-----|
| -- | Guam | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 00 | Hawaii | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| 40 | Puerto Rico | | #DIV/0! | 0 | #DIV/0! | 0 | -- |
| -- | Not in Mail File | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 31 | Western | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 32 | Central | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 33 | Eastern | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 34 | Southern | | #DIV/0! | 0 | #DIV/0! | 0 | |
| 39 | TMS | | #DIV/0! | 0 | #DIV/0! | 0 | |
| Totals | | 0 | #DIV/0! | 0 | #DIV/0! | 0 | 0 |
| TMS Totals | | 0 | #DIV/0! | 0 | #DIV/0! | 0 | |

PPO ES 350 AWFM Brown (P/N PT908-3307F-14)

| %parts/NC | Proj. completion |
|-----------|------------------|
| -- | -- |
| -- | -- |
| -- | -- |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |

| | |
|---------|---------|
| #DIV/0! | #DIV/0! |
|---------|---------|

| Area Code | Area | UIO | % UIO | Completed |
|-----------|------------------|------|-------|-----------|
| -- | Guam | 0 | 0.0% | 0 |
| 00 | Hawaii | 0 | 0.0% | 0 |
| 40 | Puerto Rico | 0 | 0.0% | 0 |
| -- | Not in Mail File | 0 | 0.0% | 0 |
| 31 | Western | 178 | 3.0% | 0 |
| 32 | Central | 3735 | 63.9% | 0 |
| 33 | Eastern | 1762 | 30.2% | 0 |
| 34 | Southern | 166 | 2.8% | 0 |
| 39 | TMS | 0 | 0.0% | 0 |

| | | | |
|------------|------|--------|---|
| Totals | 5841 | 100.0% | 0 |
| TMS Totals | 5841 | 100.0% | 0 |

| % Completed | Non-completed | APS | %parts/NC | Proj. completion |
|-------------|---------------|-----|-----------|------------------|
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| #DIV/0! | 0 | -- | -- | -- |
| 0.0% | 178 | 240 | 134.8% | 134.8% |
| 0.0% | 3735 | 510 | 13.7% | 13.7% |
| 0.0% | 1762 | 720 | 40.9% | 40.9% |
| 0.0% | 166 | 120 | 72.3% | 72.3% |
| #DIV/0! | 0 | -- | -- | -- |

| | | | | |
|------|------|------|-------|-------|
| 0.0% | 5841 | 1590 | 27.2% | 27.2% |
| 0.0% | 5841 | | | |

For all vehicles:

| MODEL | WMI | MY | VDS | START | FINISH | UIO |
|--------|-----|------|-------|-------|--------|--------|
| ES 350 | JTH | 2007 | BJ46G | 2 | 2 | 121607 |
| | | 2008 | BJ46G | 2 | 2 | 11074 |
| TOTAL | | | | | | 132681 |

For US vehicles:

| MODEL | WMI | MY | VDS | START | FINISH | UIO |
|--------|-----|------|-------|-------|--------|--------|
| ES 350 | JTH | 2007 | BJ46G | 2 | 2 | 120458 |
| | | 2008 | BJ46G | 2 | 2 | 10979 |
| TOTAL | | | | | | 131437 |

For Hawaii vehicles:

| MODEL | WMI | MY | VDS | START | FINISH | UIO |
|--------|-----|------|-------|-------|--------|-----|
| ES 350 | JTH | 2007 | BJ46G | 2 | 2 | 719 |
| | | 2008 | BJ46G | 2 | 2 | 44 |
| TOTAL | | | | | | 763 |

For Puerto Rico vehicles:

| MODEL | WMI | MY | VDS | START | FINISH | UIO |
|--------|-----|------|-------|-------|--------|-----|
| ES 350 | JTH | 2007 | BJ46G | 2 | 2 | 330 |
| | | 2008 | BJ46G | 2 | 2 | 49 |
| TOTAL | | | | | | 379 |

For Guam vehicles:

| MODEL | WMI | MY | VDS | START | FINISH | UIO |
|--------|-----|------|-------|-------|--------|-----|
| ES 350 | JTH | 2007 | BJ46G | 2 | 2 | 100 |
| | | 2008 | BJ46G | 2 | 2 | 2 |
| TOTAL | | | | | | 102 |

| Model | Interior Color | Part number | First Shipment | UIO | Inventory | Second Shipment | |
|--------|----------------|----------------|----------------|-------|-----------|-----------------|-------|
| ES 350 | Black | PT908-3307F-02 | 5040 | | 4870 | 4215 | |
| ES 350 | Gray | PT908-3307F-11 | 3720 | | 2940 | 3210 | |
| ES 350 | Brown | PT908-3307F-14 | 5460 | | 4380 | 4740 | |
| | | Total | 14220 | 30500 | 12190 | 12165 | 86.5% |
| | | | | 46.6% | 40.0% | | |

7LB

| | Current stock | OPC | On Order | In Transit | |
|----------------------------------|---------------|------|----------|------------|------|
| PT908-3307F-02 ES 350 AWFM Black | 1500 | 3372 | 420 | 60 | 4872 |
| PT908-3307F-11 ES 350 AWFM Gray | 1020 | 1920 | 480 | 0 | 2940 |
| PT908-3307F-14 ES 350 AWFM Brown | 960 | 3420 | 510 | 60 | 4380 |

Old Part Numbers

| |
|----------------|
| PT908-33070-02 |
| PT908-33070-11 |
| PT908-33070-14 |
| PT908-33071-02 |
| PT908-33071-11 |
| PT908-33071-14 |

70F

| | Current stock | OPC | On Order | In Transit | Old Part Number |
|---------------------------------|---------------|------|----------|------------|-----------------|
| PT908-0307F-02 Camry AWFM Black | 1800 | 3372 | 420 | 60 | PT908-32070-02 |
| PT908-0307F-14 Camry AWFM Brown | 900 | 1540 | 0 | 0 | PT908-32070-14 |

| |
|----------------|
| PT908-32070-02 |
| PT908-32070-14 |

ES 350 Black
ES 350 Gray
ES 350 Brown
ES 350 Black
ES 350 Gray
ES 350 Brown
CAMRY Black
CAMRY Brown

| SSC 7LC | PART NAME | Part number | UIO | % UIO | Completed | % Completed |
|---------|------------|----------------|------|--------|-----------|-------------|
| ES 350 | AWFM Black | PT908-3307X-02 | 2683 | 100.0% | 0 | 0.0% |
| ES 350 | AWFM Gray | PT908-3307X-11 | 2025 | 100.0% | 0 | 0.0% |
| ES 350 | AWFM Brown | PT908-33070-14 | 3536 | 0.0% | 0 | 0.0% |
| TOTAL | | | 8244 | #REF! | #REF! | #REF! |

ES 350 AWFM Black (P/N PT908-3307X-02)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed |
|-----------|----------|------|-------|-----------|-------------|---------------|
| 31 | Western | 450 | 16.8% | 0 | #REF! | #REF! |
| 32 | Central | 461 | 17.2% | 0 | #REF! | #REF! |
| 33 | Eastern | 1461 | 54.5% | 0 | #REF! | #REF! |
| 34 | Southern | 311 | 11.6% | 0 | #REF! | #REF! |

| | | | | | |
|------------|------|--------|---|------|-------|
| Totals | 2683 | 100.0% | 0 | 0.0% | #REF! |
| TMS Totals | 2683 | 100.0% | 0 | 0.0% | #REF! |

ES 350 AWFM Gray (P/N PT908-3307X-11)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed |
|-----------|----------|-----|-------|-----------|-------------|---------------|
| 31 | Western | 442 | 16.8% | 0 | 0.0% | 450 |
| 32 | Central | 281 | 17.2% | 0 | 0.0% | 461 |
| 33 | Eastern | 942 | 54.5% | 0 | 0.0% | 1461 |
| 34 | Southern | 360 | 11.6% | 0 | 0.0% | 311 |

| | | | | | |
|------------|------|--------|---|------|------|
| Totals | 2025 | 100.0% | 0 | 0.0% | 2683 |
| TMS Totals | 2025 | 100.0% | 0 | 0.0% | 2683 |

ES 350 AWFM Brown (P/N PT908-33070-14)

| Area Code | Area | UIO | % UIO | Completed | % Completed | Non-completed |
|-----------|----------|------|-------|-----------|-------------|---------------|
| 31 | Western | 709 | 26.4% | 0 | 0.0% | 709 |
| 32 | Central | 450 | 16.8% | 0 | 0.0% | 450 |
| 33 | Eastern | 1752 | 65.3% | 0 | 0.0% | 1752 |
| 34 | Southern | 625 | 23.3% | 0 | 0.0% | 625 |

| | | | | | |
|------------|------|--------|---|------|------|
| Totals | 3536 | 131.8% | 0 | 0.0% | 3536 |
| TMS Totals | 3536 | 131.8% | 0 | 0.0% | 3536 |

| Non-Completed | APS | NAPO | Dealer | Avg/Dealer |
|---------------|-------|------|--------|------------|
| 2683 | 1620 | 3480 | #REF! | #REF! |
| 2025 | #REF! | 2820 | | |
| 3536 | #REF! | 3540 | | |
| #REF! | | | | |

| APS (PT908-3307F-02) | % APS/UIO | Proj. completion |
|----------------------|-----------|------------------|
| 240 | #REF! | #REF! |
| 480 | #REF! | #REF! |
| 660 | #REF! | #REF! |
| 240 | #REF! | #REF! |

| | | |
|------|-------|-------|
| 1620 | #REF! | 60.4% |
|------|-------|-------|

| APS (PT908-3307F-11) | % APS/UIO | Proj. completion |
|----------------------|-----------|------------------|
| 60 | 13.3% | 13.3% |
| 360 | 78.1% | 78.1% |
| 480 | 32.9% | 32.9% |
| 180 | 57.9% | 57.9% |

| | | |
|------|-------|-------|
| 1080 | 40.3% | 53.3% |
|------|-------|-------|

| APS (PT908-3307F-14) | % APS/UIO | Proj. completion |
|----------------------|-----------|------------------|
| | 0.0% | 0.0% |
| | 0.0% | 0.0% |
| | 0.0% | 0.0% |
| | 0.0% | 0.0% |

| | | |
|---|------|------|
| 0 | 0.0% | 0.0% |
|---|------|------|

NAPO Data Analysis

| | PART NO | SHIPPED QTY |
|-------------------|----------------|-------------|
| ES 350 AWFM BLACK | PT908-33070-02 | 3557 |
| ES 350 AWFM GRAY | PT908-33070-11 | 2516 |
| ES 350 AWFM BROWN | PT908-33070-14 | 3847 |
| ES 350 AWFM BLACK | PT908-33071-02 | 628 |
| ES 350 AWFM GRAY | PT908-33071-11 | 455 |
| ES 350 AWFM BROWN | PT908-33071-14 | 735 |
| | DIO | 11738 |
| | PPO | 14910 |
| | TOTAL | 26648 |

Not on Dealer List

| PART NO | SHIPPED QTY |
|----------------|-------------|
| PT908-33070-02 | 1498 |
| PT908-33070-11 | 945 |
| PT908-33070-14 | 1045 |
| PT908-33071-02 | 4 |
| PT908-33071-11 | 1 |
| PT908-33071-14 | 1 |
| | 3494 |

On Current Dealer List

| PART NO | SHIPPED QTY |
|----------------|-------------|
| PT908-33070-02 | 2059 |
| PT908-33070-11 | 1571 |
| PT908-33070-14 | 2802 |
| PT908-33071-02 | 624 |
| PT908-33071-11 | 454 |
| PT908-33071-14 | 734 |
| | 8244 |

11738

BY AREA:

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307002 | 31 | 344 |
| PT9083307002 | 32 | 270 |
| PT9083307002 | 33 | 1204 |
| PT9083307002 | 34 | 241 |
| | | 2059 |

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307102 | 31 | 106 |
| PT9083307102 | 32 | 191 |
| PT9083307102 | 33 | 257 |
| PT9083307102 | 34 | 70 |
| | | 624 |

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307011 | 31 | 360 |
| PT9083307011 | 32 | 161 |
| PT9083307011 | 33 | 766 |

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307111 | 31 | 82 |
| PT9083307111 | 32 | 120 |
| PT9083307111 | 33 | 176 |

| | | |
|--------------|----|------|
| PT9083307011 | 34 | 284 |
| | | 1571 |

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307014 | 31 | 562 |
| PT9083307014 | 32 | 258 |
| PT9083307014 | 33 | 1481 |
| PT9083307014 | 34 | 501 |
| | | 2802 |

| | | |
|--------------|----|-----|
| PT9083307111 | 34 | 76 |
| | | 454 |

| PART NO | REGION | SHIPPED QTY |
|--------------|--------|-------------|
| PT9083307114 | 31 | 147 |
| PT9083307114 | 32 | 192 |
| PT9083307114 | 33 | 271 |
| PT9083307114 | 34 | 124 |
| | | 734 |

QSI Analysis
Received 10225
Removed one duplicate VIN 1
10224

Match 9638
No match 586
10224

Phase I 108
Phase II 9530 Non completed 9528
Completed 2

| PART NUMBER | Area | CountOfArea |
|----------------|------|-------------|
| PT908-3307F-02 | 31 | 97 |
| PT908-3307F-02 | 32 | 3269 |
| PT908-3307F-02 | 33 | 1610 |
| PT908-3307F-02 | 34 | 81 |
| PT908-3307F-11 | 31 | 127 |
| PT908-3307F-11 | 32 | 2589 |
| PT908-3307F-11 | 33 | 1082 |
| PT908-3307F-11 | 34 | 88 |
| PT908-3307F-14 | 31 | 178 |
| PT908-3307F-14 | 32 | 3735 |
| PT908-3307F-14 | 33 | 1762 |
| PT908-3307F-14 | 34 | 166 |
| | | 14784 |