

# PRICE LIST



## MODEL

|                           | Transmission | Basic price £ | VAT £    | List price £ | On the road £* |
|---------------------------|--------------|---------------|----------|--------------|----------------|
| IS 300h Executive Edition | E-CVT        | 26,649.17     | 5,329.83 | 32,705       | 32,895         |
| IS 300h Sport             | E-CVT        | 27,565.83     | 5,513.17 | 33,805       | 33,995         |
| IS 300h Advance           | E-CVT        | 28,315.83     | 5,663.17 | 34,705       | 34,895         |
| IS 300h F SPORT           | E-CVT        | 30,065.83     | 6,013.17 | 36,805       | 36,995         |
| IS 300h Premier           | E-CVT        | 33,090.83     | 6,618.17 | 40,435       | 40,625         |

\* On the road price includes: Delivery at £700, Number Plates at £26 and First Registration Fee at £55.

## PERFORMANCE AND OWNERSHIP

| Fuel consumption mpg / l/100km                 | Urban    | Extra Urban | Combined | VED Band 18/19 | VED Cost 18/19 Yr 1 £ | VED Ongoing £ | BIK rate 18/19 | CO <sub>2</sub> g/km emissions |
|--|----------|-------------|----------|----------------|-----------------------|---------------|----------------|--------------------------------|
| IS 300h Executive Edition & Advance            | 62.8/4.5 | 62.8/4.5    | 65.7/4.3 | F              | 135                   | 130           | 21%            | 101                            |
| IS 300h Sport, F SPORT and Premier (18" wheel) | 60.1/4.7 | 58.9/4.8    | 61.4/4.6 | F              | 135                   | 130           | 22%            | 107                            |

Vehicles with a list price including any additional options over £40,000 pay an additional £310 supplement for the first five years after the end of the first licence.

## PERSONAL CONTRACT PURCHASE

Representative example\*

|  | 300h Executive Edition | 300h F SPORT |
|--|------------------------|--------------|
| Monthly Payments                                 | £299                   | £329         |
| Customer Deposit                                 | £7,902                 | £9,590       |
| Total Deposit                                    | £9,902                 | £11,590      |
| Term   | 42 months              | 42 months    |
| Cash Price                                       | £33,520                | £37,620      |
| Hybrid Deposit Allowance                         | £500                   | £500         |
| Hybrid Centre Contribution                       | £1,500                 | £1,500       |
| Representative APR                               | 19%*                   | 19%*         |
| Amount of Credit                                 | £23,619                | £26,030      |
| Guaranteed Future Value / Optional Final Payment | £12,555                | £13,860      |
| Total Amount Payable                             | £34,716                | £38,939      |
| Fixed Rate of Interest (per annum)               | 1.45%                  | 1.45%        |
| Excess miles (over 8,000 per annum)              | 12p                    | 12p          |

## PERSONAL CONTRACT HIRE

# IS 300h F SPORT

£329<sup>†</sup>  
per month

Initial rental £9,589.25

## OPTIONAL FEATURES

|                             | Basic price £ | VAT £  | List price £ | IS 300h Executive Edition | IS 300h Sport | IS 300h Advance | IS 300h F SPORT | IS 300h Premier |
|-----------------------------|---------------|--------|--------------|---------------------------|---------------|-----------------|-----------------|-----------------|
| Sunroof                     | 833.33        | 166.67 | 1,000        | -                         | -             | -               | o <sup>1</sup>  | o               |
| Lexus Premium Navigation    | 833.33        | 166.67 | 1,000        | -                         | -             | o               | -               | ●               |
| Protection Pack             | 375.00        | 75.00  | 450          | o                         | o             | o               | o               | o               |
| Premier Pack <sup>2</sup>   | 4,500.00      | 900.00 | 5,400        | -                         | -             | -               | o               | -               |
| Plus Pack <sup>3</sup>      | 1,833.33      | 366.67 | 2,200        | -                         | -             | -               | o               | -               |
| Metallic Paint <sup>4</sup> | 520.83        | 104.17 | 625          | o                         | o             | o               | o               | o               |

<sup>1</sup>Available only in combination with Premier Pack. <sup>2</sup>Consisting of: F SPORT leather seats, Power Steering Column, Auto folding mirrors, Lexus Premium Navigation, Mark Levinson, BSM with RCTA, AVS, Naguri-style aluminium inlays. <sup>3</sup>Consisting of: F SPORT leather seats, Power Steering Column, Auto folding mirrors & Lexus Premium Navigation. <sup>4</sup>Consisting of: Horizontal Cargo Net, Rubber Mats, Black plastic bumper protection plate, Front & rear mud flaps, Boot Liner.

\*Applies to the following colours. Azure Blue (8X1), Deep Blue (8X5), F SPORT White (083), Graphite Black (223), Mercury Grey (1H9), Mesa Red (3R1), Satin Silver (1S4), Sonic Titanium (1S7) and Sonic White (085)

KEY ○ Optional - Not Applicable ● Standard

## TERMS & CONDITIONS

<sup>1</sup>19% APR Representative, £500 Hybrid Deposit Allowance and £1,500 Centre Contribution only available on new retail orders of IS between 3rd April 2018 and 1st July 2018 and registered and financed through Lexus Financial Services by 30th September 2018 on a 42 month Lexus Connect (PCP) plan with 0%-35% deposit. Lexus Financial Services is a trading name of Toyota Financial Services (UK) PLC; registered office Great Burgh, Burgh Heath, Epsom, Surrey, KT18 5UZ. Authorised and regulated by the Financial Conduct Authority. Indemnities may be required. Finance subject to status to over 18s. Other finance offers are available but cannot be used in conjunction with this offer. Offer may be varied or withdrawn at any time. 8,000 miles per annum, excess miles over contracted charged at 12p per mile. Lexus Centres are independent of Lexus Financial Services. Participating Lexus Centres. Affordable finance through Lexus Connect (PCP). Terms and conditions apply.

<sup>†</sup>Available on new leases of IS 300h F-SPORT. Ordered and proposed for finance between 3rd April 2018 and 1st July 2018, registered and financed by 30th September 2018 through Lexus Financial Services on Lexus Personal Contract Hire. Advertised rental based on a 42 month customer maintained contract, 8,000 miles per annum. Initial rental of £9,589.25 applies. Excess mileage charges apply. You will not own the vehicle. Other finance offers available but cannot be used in conjunction with this offer. Offer may be varied or withdrawn at any time. Participating Lexus Centres. Lexus Centres are independent of Lexus Financial Services. Indemnities may be required. Finance subject to status to over 18s. Lexus Financial Services is a trading name of Toyota Financial Services (UK) PLC. Registered Office: Great Burgh, Burgh Heath, Epsom, KT18 5UZ. Authorised and regulated by the Financial Conduct Authority. Terms and conditions apply.

## ENTERTAINMENT SYSTEMS

| Pack name  | Docks | Master | Slave | iPad holder | Wireless Headphones | RRP £ |
|--|-------|--------|-------|-------------|---------------------|-------|
| Entertainment Systems - single iPad* holder            | 2     | 0      | 0     | 1           | 0                   | 400   |
| Entertainment Systems - twin iPad* holders             | 2     | 0      | 0     | 2           | 0                   | 500   |
| Entertainment Systems - single DVD (master)            | 2     | 1      | 0     | 0           | 1                   | 795   |
| Entertainment Systems - iPad* holder plus DVD (master) | 2     | 1      | 0     | 1           | 1                   | 950   |
| Entertainment Systems - twin DVD (master + slave)      | 2     | 1      | 1     | 0           | 2                   | 1,095 |
| Entertainment Systems - twin DVD (master + master)     | 2     | 2      | 0     | 0           | 2                   | 1,350 |

A fully integrated rear seat entertainment system featuring a multi-purpose docking station that is compatible with a 7" DVD player and iPad® holder. The DVD can be configured to allow the same content to be viewed on both screens, or display different movies on different screens (depending on the selected master/slave solution). The dock provides all the power to the attachments, with no visible wires, and does not affect anti-whiplash head restraints for those sat in the front seats.

\* Applicable with iPad version 2, 3 and 4 only, and includes iPad Air adapter  
(Note: Docks - Integrated mount for DVD players or iPad holders.  
Master - DVD players.  
Slave - Replicates content on Master display only)

Prices shown include fitting and VAT. These products are only available when ordered with a new vehicle. For CT and RX models only.

## TERMS & CONDITIONS

Vehicles in the Lexus range come with high specifications as standard. As a result, the 'on the road' price\* includes not only all those items generally offered as extras, but also many advanced features exclusive to Lexus.

Details of the extensive technical specifications and interior appointments of each model are described fully in the main brochures. Whichever model you choose, you can look forward to a standard of After Sales service that's second to none, provided by a network of Lexus Centres individually selected for their exemplary record in customer care.

Some Lexus vehicles (including certain specifications and colour/trim combinations) are built to order and could take approximately 2 to 3 months from time of purchase to delivery. For detailed information on lead times, please consult your local Lexus Centre.

### WARRANTIES

#### THREE-YEAR COMPREHENSIVE WARRANTY

Any defect that is attributable to a manufacturing or an assembly defect under normal use is covered by your warranty. This provision applies for a period of three years or 60,000 miles, whichever comes first, with no mileage limit for the first year. In the event of a breakdown immobilising your Lexus, the cost of recovering it to the nearest Lexus Centre is also covered if that breakdown is the result of a warrantable defect.

#### FIVE-YEAR HYBRID COMPONENT WARRANTY

For hybrid models, certain components within the hybrid drivetrain system have a five-year or 60,000 miles warranty, whichever comes first. For more information please contact your local Lexus Centre.

#### THREE-YEAR SURFACE RUST AND PAINTWORK WARRANTY

The warranty offers three years of cover for surface rust and paint defects appearing on any of the painted body panels due to a fault in material or workmanship. There is no mileage restriction on this.

#### 12-YEAR CORROSION PERFORMANCE WARRANTY

A 12-year unlimited mileage warranty covers the vehicle against rust perforation through any sheet metal body panel (subject to certain exclusions specified in the warranty booklet) occurring as a result of a manufacturing or assembly defect in the vehicle. The warranty booklet supplied with each new vehicle gives full details. This warranty is also transferable to subsequent owners.

### SERVICE PLANS

Service plans are a flexible way of managing the cost of servicing your Lexus. With a service plan you can ensure that your vehicle is maintained to the standards you would expect from Lexus-trained technicians fitting the highest quality Lexus parts\*\*. The Approved Pre-Owned service package can be tailored to your needs. Please contact your local Lexus Centre for a quote.

### QUOTED MPG FIGURES

All mpg and CO<sub>2</sub> figures quoted in this brochure are sourced from official EU-regulated tests. These are provided for comparability purposes and may not reflect your actual driving experience. Fuel consumption and CO<sub>2</sub> emissions vary significantly depending on driving style, conditions, vehicle weight and speed. In order to allow consumers to compare and make an informed choice between one vehicle and another, there is a European Commission standard (93/116/EC and 692/2008) to measure fuel consumption. This common standard must be adhered to by all manufacturers selling motor vehicles in the EU, and is the basis for the fuel consumption figures published by each manufacturer. For information on how the test is performed please visit: [www.dft.gov.uk/vca/fcb/faqs-fuel-consumption.asp](http://www.dft.gov.uk/vca/fcb/faqs-fuel-consumption.asp)

### LEXUS FINANCIAL SERVICES

Lexus Financial Services offers an extensive range of finance products, including Lexus Connect - Contract Purchase, Lexus Connect Personal Contract Purchase and Lexus Connect - Contract Hire. Products that offer a combination of benefits designed to make acquiring a Lexus as easy as driving one. Whether you are a private motorist looking for the most flexible, affordable options or a business wishing to boost cash flow and tax-efficiency, our finance products provide attractive, refined solutions.

Your Lexus Centre will be happy to discuss the full range of financing options available and create a finance quotation that is right for you. When you choose to go ahead your Lexus Centre will arrange your application.

Delivering complete customer satisfaction underpins everything we do at Lexus, so once you commence an agreement with us, you can rest assured that our team of UK-based customer service representatives are only a phone call away if you have any queries.

Finance subject to status to over 18s. Terms and conditions apply. Indemnities may be required.

\*On the road' price comprises list price, £700 delivery charge, £26 number plate allowance (all inclusive of VAT) plus 12 months Vehicle Excise Duty (variable, depending on model) and £55 Vehicle First Registration Fee.

\*\*The service plans exclude cambelt/timing chain changes.