



Revitalised Models Drive Continued Sales Growth for Lexus UK

10 July 2018

- Lexus UK sold 6,908 vehicles in the first half of 2018, an increase of more than seven per cent versus last year
- Sales increase led by renewed NX crossover and ever-popular CT
- Self-charging hybrid vehicles represent 95 per cent of sales in Western Europe
- Lexus on target to achieve its goal of 100,000 sales in Europe by 2020

Lexus is enjoying continued growth in the UK with 6,908 new vehicle sales in the first half of 2018, a rise of 7.23 per cent on last year's figure.

The result further demonstrates the power of Lexus's self-charging hybrid models - the widest hybrid range in the premium sector - to extend the brand's market reach and appeal. This positive sales trend comes against the background of a -3.66 per cent sales drop in the wider premium car market.

The mid-size NX crossover retains its position as the UK's most popular Lexus, with 2,660 sales since January. If the current sales trajectory continues, 2018 will be the model's most successful year in the UK since its launch, eclipsing the previous peak in 2016 by almost 25 per cent.

Now in its eighth year on sale, the revitalised and ever-popular CT hatchback continues to provide the appealing entry point into Lexus ownership. Like NX, its half-year sales of 1,678 units is already well ahead of last year's figure and looks set to deliver the best end-of-year result since 2015.

Response to our two flagship models has also been strong, confirming the brand's passion for bold design, imaginative technologies, exhilarating performance and *takumi* craftsmanship. The LC coupe has seduced 85 customers since January 2018, while the new fifth-generation LS has already achieved 63 sales.

Lexus Europe sales

Achievements in the UK helped Lexus record impressive half-year sales in Europe*, totalling 38,543 vehicles since the start of the year. This represents a seven per cent average increase compared to last year, a positive result against the backdrop of a premium market that is underperforming throughout Europe.

Self-charging hybrid models accounted for 95 per cent of the sales in Western and Central

Europe, while total hybrid sales of 24,029 across the entire continent serves to reinforce Lexus's position as a leading player in vehicle electrification.

As in the UK, the renewed NX was the best-selling model in Europe. A total of 15,365 units of our mid-size crossover were sold - a 15 per cent increase over the same time period last year - while the full-size RX SUV came second with 8,995 sales, already benefitting from the recent launch of the seven-seat RX L. The city-friendly CT continues to delight, recording a sales increase of ten per cent to reach 4,831 units.

With the imminent arrival of the new UX compact crossover and sleek ES executive saloon, Lexus looks set to achieve its ambition of 100,000 sales in Europe by 2020.

**Lexus Europe sales include the European Union countries, Norway, Iceland and Switzerland, as well as the Eastern markets of Russia, Ukraine, Kazakhstan, Caucasus region, Turkey and Israel.*

ENDS