

This press pack accompanied the UK launch of the first generation Lexus IS 300 and SportCross in September 2001. Some changes were made to the model range during its time on sale, which can be tracked using the Timeline feature available on the Lexus IS300/SportCross archive web page. Additional assets and information relating to the IS300/SportCross may be obtained from the Lexus press office if required.

LEXUS IS300 AND SPORTCROSS – REDEFINING COMPACT LUXURY SALOONS

- Lexus IS300 SportCross introduces new 'crossover' styling, combining dynamic performance with five-door versatility, to create a new segment in the luxury car marketplace
- Attention to weight distribution and torsional rigidity ensures optimum handling for both Saloon and SportCross
- IS300 combines legendary IS attributes with boosted power and torque from three-litre, 211bhp, straight six VVT-i engine.
- 288Nm of torque available at 3,800rpm
- IS300 series adopts five-speed automatic transmission as standard, with E-shift, steering wheel-mounted, push button gearchange system and cruise control
- New radiator grille, rear light cluster colouring, side mouldings and dashboard materials enhance the latest IS200 and IS300 range
- High standard specification including full leather seat trim, five-speed automatic gearbox, High Intensity Discharge (HID) headlamps and curtain shield airbags
- On sale from 1 October, IS300 saloon priced at £26,700; SportCross at £28,450
- DVD based Lexus Navigator with new seven-inch screen available as an option for £2,340
- Maximum speed of 143mph (where permitted), 0-62mph in 8.2 seconds, 8.4 seconds for SportCross model
- Competitive insurance grouping of 15E for both models
- CO₂ figure of 256g/km for IS300 saloon and 265g/km for SportCross

From its launch at the beginning of 1999, the Lexus IS200 successfully challenged the best compact saloons in Europe, to create a new standard in one of the most competitive

marketplaces in the industry. This year over 12,000 customers across Europe are set to enjoy the unique and exciting driving experience that is delivered by the IS series.

The Lexus IS300 saloon and the radical Lexus IS300 SportCross build on the attributes that have made the Lexus IS200 one of the most popular compact luxury sports saloons in Europe. They build on the original philosophy behind the range which was created by Lexus engineer Mr Nobuaki Katayama, the Chief Engineer of the IS project. He identified that while most luxury saloons are easy to drive, few were fun – and set out to change that.

A former racing driver, who developed his design rationale during four years working for Toyota's successful motorsport division on World Rally Championship and Le Mans programmes, Mr. Katayama set out to make the driver feel more involved, more in control and to bring back the enjoyment of driving. Mr Katayama believes that the IS300 saloon and IS300 SportCross are logical, innovative extensions of the original IS200 concept.

"The IS range has a very strong identity," said Mr. Katayama. "The car is different – and expresses the personality of the confident, independent individuals who drive it. The identity and the handling are the strong points of the original IS200, and we knew that we couldn't dilute those for the sake of more space or extra power. All through the development, we were very hard on ourselves, making sure that none of the alterations interfered with the balance that we managed to strike with the original car over two years ago.

"The IS300 improves on the strong points of the IS200; bigger engine, driving dynamics, torsional rigidity. High levels of handling and ride comfort – and both models have an exciting front design and individual interiors. The cars have very good responses, drivers can enjoy – and feel the difference from their previous cars," said Mr. Katayama. "In addition, the 'crossover concept' of the SportCross introduces a new concept to the Lexus range, offering enhanced levels of versatility without compromising handling or dynamics, thanks to outstanding weight distribution and torsional rigidity."

IS300 SPORTCROSS HERALDS NEW 'CROSSOVER CONCEPT'

The new IS300 SportCross demonstrates Lexus' continued ability to create a spectacular new concept in luxury and performance car design. It introduces radical styling to combine the dynamic performance and handling of the IS300 saloon with five-door versatility and practicality.

While sharing the powertrain and front-end styling of the IS300 saloon, the SportCross pays careful attention to structural rigidity and weight distribution, including the use of an aluminium tailgate, to ensure that it handles as well as the best sports saloons.

Clever interior design ensures that while having a rear profile similar to a sleek coupé, the IS300 SportCross can accommodate over 340 litres of luggage under its parcel cover with rear seats upright. A further 36 litres of space is available in additional covered storage boxes, while with seats folded items over 2.6m long can be carried.

"The crossover concept behind the IS300 SportCross creates a brand new proportion to the vehicle," says Chief Engineer Katayama. "This is no boring estate car; the SportCross is a new generation vehicle; contemporary and individual.

"Our aim was to make the IS300 SportCross as good to drive as the IS300 Saloon," says Mr Katayama. "It has almost the same performance. Its handling, sharpness and stability is almost identical, its acceleration is similar, as is the way that it brakes. The SportCross has the advantage of five-door versatility, with folding seats and active space in the rear, compared with a saloon. SportCross has the sort of versatility that you might associate with a SUV, but SportCross isn't dull and heavy. It has the sort of refinement and comfort you would associate with a Lexus."

DISTINCTIVE, EYE-CATCHING AND EFFICIENT STYLING

The Lexus IS300 Sportcross shares the same platform as the IS200 and IS300 four-door saloons, but has a slightly increased length of 4505mm, while the wheelbase remains identical at 2670mm. Although both models share similar front-end styling, a reprofiled front bumper exclusive to the SportCross gives the model a more sporting and wider, more robust appearance.

The sharply wedged silhouette commences with a powerful bulging bonnet line dipping sharply down towards the grille, emphasising the dynamic overall shape and significantly improving air flow over the body. The familiar Lexus grille now features three horizontal bars. It is combined with angled headlamps, low slung spoiler and built-in yellow fog lamps to add to the sports effect.

Strong wheel arches, a low bodyline and the modern, clear glass lamps front and rear contain further Lexus styling cues. The 17-inch, alloy wheels give the car visual weight while the bulging bonnet, raked A-pillar and forward slant to the C-pillar create a sense of urgency.

The side mouldings on both the saloon and the SportCross have been enlarged, to give the cars a stronger stance, and to improve the level of protection they offer. Made out of polypropylene, they give a reduction in weight as well as improving recyclability.

While the main body panels are identical as far back as the rear doors, from the C-pillar back, the IS300 SportCross is all-new; with a unique coupe-like outline. This is further enhanced by an increase in rear tyre size from 215/45-17 to 225/45-17 and in common with all latest Lexus IS models, by the use of smoke-tinted covers over the rear combination lamps which carry the characteristic Lexus circular structural motif.

“We aimed to create a new, nimble silhouette, similar to a coupe, yet keeping the saloon’s characteristics,” explains Katayama. “From the side, it has quite a light silhouette, thanks to the wedged incisive lower part, as well as a compact cabin with an enhanced slant of the rear window. The compact and light cabin and surrounding rear bumper line give a very wide, stable and robust look.”

Two keys to achieving the distinctive coupe-like silhouette are the reversed-taper rear quarter pillar and the raised rear wing pressing line. These add to both the feeling of agility at

the rear of the car and create a feeling of unity with the IS saloon models. The SportCross rear bumper styling links smoothly with the alloy rear door that wraps around the side, while the rear door glass has been given a rounded shape expressing a feeling of solidity.

An interesting innovation is the rear tailgate handle, in which a switch unlocks the door electrically, allowing a traditional locking key cylinder to be removed. As soon as the switch is activated, either manually or using the remote control, the door can be opened. However it automatically remains locked if the central locking is applied or the vehicle is in motion.

Subtle aerodynamic aids allow the achievement of a low co-efficient of drag (C_d) of 0.30 (only 0.01 up from the Saloon's C_d 0.29) for improved fuel consumption at speed and also actively utilise the airflow to contribute both to the straight-line stability and during high-speed cornering.

A key to this is careful control both of underbody and underbonnet aerodynamics. Underfloor components are carefully shaped to allow the cleanest possible underbody airflow, assisted by tyre fairings fitted just ahead of the front and rear wheels, which control airflow around the tyres.

Further airflow enhancements include the rounding of the lower part of the front bumper and bonnet lip on the Sportcross, which result in both smoother airflow and reduced drag. The new grille design fitted to all new IS cars features a dramatically reduced aperture to further control underbonnet airflow. While the grille itself remains the same size, 80 per cent of its openings are now sealed to reduce turbulence and drag.

INTERIOR ARCHITECTURE COMBINES PASSION WITH PRACTICALITY

The Lexus IS300 and SportCross interior styling reflects the distinctive style of the exterior. It is sporty but spacious. The aim of the development concept, known as 'Heat in Cool' was to ensure the fun-to-drive feel, but driver and passengers alike will equally appreciate the seats' comfort and the light and roomy cabin.

Figure-hugging sports seats; a three-spoke, real leather steering wheel and an excellent driving position come as standard. The full leather seats are designed to offer maximum driver and passenger comfort for long distance touring yet also provide plenty of support during performance driving. Dual-hardness foam is used in the seat cushion with a softer base cushion, which is comfortable and flexible for easy entry and exit.

Dominating the instrument panel is the chronograph-style speedometer and tachometer cluster, which now features a redesign of both the face and the decorative plate colour, in order to accentuate the characteristic meter design.

Controls are grouped around the driver to create a 'cockpit' with all essential items easily to hand. The top surfaces of the dashboard now feature a new 'soft feel' finish which enhances the quality feeling of all the latest models in the IS range. This is complemented by a two-tone metallic effect finish of the dashboard, which is hi-tech and sporting in style. It is a theme carried over to ornamental portions of the door trim and a metallic-coloured portion of the steering wheel.

The fully-integrated on-board DVD-based navigation system, which is one of the options that can be specified on all IS models except the IS200 entry level model, now features a larger seven-inch pop-up display fitted to the top of the centre console. The larger screen is easier to see and read from any seat, so either driver or passenger can navigate. When the navigation system is not being used the display folds back into the console for neatness. The navigation controls are still positioned at the bottom of the centre-console, but their layout has been changed to improve ergonomics.

A full climate control air conditioning system is standard equipment on both models. This provides temperature regulated airflow to all areas of the cabin and also houses the display of outside temperature or digital clock. An additional Foot/Demist mode has been added compared to previous models.

Remote control central locking, electric windows all round, with one-touch control and jam-protection for the driver's side are fitted as standard equipment. So are heated, electrically folding and electrochromic exterior mirrors, front and rear fog lamps, illuminated vanity mirrors and a passenger seat belt warning. A folding armrest console box is standard equipment which further enhances relaxed driving, gives additional storage space and offers easily accessible cupholders for front and rear seat passengers.

The new eight-speaker audio system (nine-speaker on SportCross) is fully integrated into the sweeping centre console and includes an in-dash six-disc CD changer. As a safety and convenience measure, the audio equipment controls have been simplified for ease of operation, despite the technical sophistication of the system. Additionally providing an upmarket feel to the interior are chrome-plate bezel rings surrounding each of the front door-mounted speakers.

In the SportCross, although the instrument panel, console and trim are shared with the Saloon, careful use of the 'cool metal' materials as an accent in the rear have maintained a high performance feeling, while practical refinements add to functionality and top quality trim maintains the Lexus expectation of luxury.

With all seats in place, the SportCross can accommodate 340 litres of luggage under its load area cover. A further 36 litres of space is available in additional covered storage boxes. The 880mm-long load space in the rear is large enough to allow four golf bags or three suitcases to be carried without interrupting rear visibility.

The rear seats are designed to fold in a 60/40 per cent split to further enhance flexibility. This allows up to three people to be carried while extending the length of the available load space to 1670mm. The front passenger seat back can also be folded forward, allowing it to be used as a table when parked and extending the available load length to 2600mm.

A flat deck board that creates a level area across the rear load compartment, luggage box and rear deck area is available as standard equipment. The board, made of lightweight resin, can be aligned at two levels. At the upper level, the deck becomes fully flat; at the lower, larger luggage can be stowed. A DC 12V power outlet is provided on the inner right shoulder of the boot.

To allow three passengers to be safely carried in the back of the SportCross, full lap and diagonal seat belts are provided for all passengers, with the centre seat belt retractor built into the roof, for optimum convenience. When two rear seat passengers are being carried, a

central armrest, similar to the saloon, can be deployed. Both the left and right side rear seats, like the saloon, comply with ISO-FIX child seat requirements

Of course, inside as much as out, every model in the IS range reflects the quality and integrity that makes it a Lexus. The fully trimmed doors shut with a reassuring 'clunk' and high quality materials have been selected to complement the interior design.

The aluminium rear door of the SportCross, in addition to aiding optimum weight distribution, also enhances the 'feel' of a true luxury car. Weighing 5.6kg less than an equivalent steel hatch, the aluminium door contributes to significantly lower opening forces and a better feeling on closing.

WORLD-LEADING POWERTRAIN PERFORMANCE AND REFINEMENT

Despite the importance of styling and interior appointments, the truly dominant feature of any member of the IS series is the driving experience – and at its heart is the powertrain.

“The three-litre engine brings exceptional power to a car regarded as one of the best handling in its class,” says Chief Engineer Katayama. “The IS200 has been praised for its combination of engine response and refinement. The new models are an extension and a growth of that car’s success.”

Extending the capacity of its classic DOHC, straight six, Variable Valve Timing - intelligent (VVT-i) engine from two litres to three for the IS300, boosts power from 153bhp to 211bhp and maximum torque from 195 to 288Nm. Matched to the legendary IS chassis, the Lexus IS300 emphatically regains for enthusiastic drivers, the feeling that the driver is in control.

While the larger engine of the Lexus IS300 increases the car’s weight, its horsepower is translated into significant performance gains. 0-62 mph acceleration is achieved in around eight seconds, compared with 9.5 for the two-litre car, yet the combined fuel consumption remains at a highly reasonable 26.1mpg.

Equally important is the fact that thanks to the natural characteristics of the straight six and the VVT-i valve timing, the torque curve remains linear. More than 250Nm is available from 2,000 rpm to the rev limit of 6,000 rpm, giving smooth linear acceleration through the gears and rapid throttle response for safe overtaking and maximum driver enjoyment.

As with the two-litre engine, the IS300 is an intelligent engine which ensures that a high level of performance is balanced by low emissions and low noise. ACIS (Acoustic Control Induction System) has been adopted to improve the engine's performance in low to mid-speed ranges, while a 'long tail pipe construction', which effectively allows the exhaust to double back on itself inside the main silencer, reduces low frequency boom from the tailpipe.

Driver control on the Lexus IS300 is further enhanced by the use of a new five-speed automatic transmission with an 'E-shift' push-button gearchange system.

With the floor shift lever engaged in the 'M' position, buttons mounted on the steering wheel allow the driver to manually change gear, without moving their hands from the steering wheel, with a faster, smoother shift than a manual and greater control than a regular automatic. While the buttons are being operated, a dashboard display shows which gear is selected.

If the car is driven in fully automatic mode, the system has adopted the 5 SUPER ECT (Electronic Controlled Transmission) system to effect fully integrated control of the engine and transmission. Buttons on the front of the steering wheel control down-shifts, while up-shifting is performed by operating buttons on the back of the steering wheel. The system allows smoother, faster gearchange characteristics and better fuel economy.

The operation of the gearbox is further enhanced by the transfer of the transmission oil cooler from the radiator to a unit mounted directly on the engine. This allows the engine coolant to more rapidly heat the automatic transmission fluid (ATF) during engine warm-up, which in turn allows more rapid transmission lock-up control to be achieved, to attain greater fuel economy. In addition, because the ATF is more stable than conventional systems at high temperatures, frictional loss in the transmission has been reduced, allowing greater operating efficiency for both economy and performance.

OPTIMUM WEIGHT DISTRIBUTION ASSURES PRECISE HANDLING

Praised from the outset for turn-in responses and out-of-corner traction among the best in any class, the front engine, rear-wheel drive configuration of the IS range provides the best possible levels of control and driver enjoyment. Sophisticated multi-link double wishbone suspension is fitted front and rear to all IS models to enable the best possible balance between optimum steering response, ride comfort and precision handling.

This is enhanced by optimum front to rear weight distribution, achieved by reducing front and rear overhangs to a minimum and moving heavy items inside the car's wheelbase. Careful

design of the rear of the SportCross ensures that both the torsional rigidity and weight distribution remain the same as the Saloon – a unique attribute in any five-door car.

Large diameter front and rear brake discs, ventilated at the front, allow stopping distances, with either hot or cold discs to be among the best in the class, to emphasise the car's role as a performance leader in all aspects of high speed driving.

Performance is further enhanced by the use of a larger master cylinder diameter to further improve brake pedal feel and the adoption of ABS with EBD electronic brake force distribution and VSC (vehicle stability control). This innovative system monitors the vehicle's behaviour during cornering and maintains vehicle stability by using the car's ABS and traction control sensors to correct oversteer or understeer before it occurs.

A further significant safety enhancement is the use of Brake Assist, which interprets a quick push of the brake pedal as emergency braking and supplements the braking power applied to maximise braking performance in conjunction with ABS. This overcomes a known problem in emergencies of drivers, especially inexperienced ones in panic, not applying sufficient force to the brake pedal.

A key feature of Brake Assist is that the timing and degree of braking assistance is designed to ensure that the driver doesn't notice anything unusual about the braking operation. When the driver eases up on the brake pedal, the system reduces the amount of assistance it applies.

Active and passive safety has been a major priority in the design of the new Lexus IS series. Precise steering, positive suspension and powerful brakes are all integral parts of the safety package. Standard equipment also includes pre-tensioned front seatbelts with force limiters, along with driver and front passenger SRS airbags, plus side curtain shield SRS airbags. If sensors mounted in the bottom of the centre pillar detect an impact from the side, the side airbag and curtain shield airbag are employed at the same time. This enables passengers to avoid direct impact to the head from objects inside the car such as the door pillar and from objects outside the car such as posts or projecting parts of other vehicles.

And finally, visibility at night has been improved thanks to the adoption of HID (High Intensity Discharge) headlights and yellow front fog lamps fitted as standard on both the IS300 and SportCross models.

UK SPECIFICATION, PRICING AND COMPETITOR COMPARISONS

Specification of the new IS300 for the UK will be high including full leather upholstery, five-speed automatic gearbox, rear privacy glass, lowered rear suspension, aluminium drilled pedals, rear spoiler, yellow front fog lamps and electrochromic interior and exterior rear view mirrors.

The IS300 SportCross with its radical new 'crossover' styling will have the same specification with the addition of estate bodystyle, nine speaker audio system, split folding rear seats, load area cover and rear wiper.

The new IS300 and SportCross models are available in the following nine colours:

Astral Black	Standard Paint
Scarlatti Red	Standard Paint
St Lucia Pearl	Standard Paint
Chamonix White	Standard Paint
Platinum Ice	Optional Metallic
Granite Sky	Optional Metallic
Glenarvon Pine	Optional Metallic
Strathcaron Blue	Optional Metallic
Damietta Quartz	Optional Metallic

IS300 Pricing

On the Road

IS300	£26,700
IS300 SportCross	£28,450

The DVD Lexus Navigator system is available as an option on both IS300 and SportCross models for £2,340.

The IS300 saloon and IS300 SportCross are powered by a three-litre six cylinder in line engine with a maximum power output of 211bhp and are fitted with a five-speed automatic transmission with E-shift steering wheel controls, Vehicle Stability Control (VSC) and Torsen limited slip differential.

At £26,700 the IS300 saloon offers a high level of standard equipment including full leather seat trim, eight-way electrically adjustable and heated seats, electronic folding door mirrors and vehicle stability control.

In fact, the Mercedes C320 Elegance at £30,700 would require an increase of over £6,000 on the base price to meet the same levels of standard specification as the Lexus IS300 3.0

saloon. The Audi A4 3.0 Quattro SE at £25,295 would require an increase of over £8,100 in options to meet the impressive specification of the Lexus.

The IS300 SportCross demonstrates the ability of Lexus to create new concepts in luxury and performance car design offering dynamic performance and handling with five-door versatility. SportCross pays careful attention to structural rigidity and weight distribution to ensure that it handles as well as the best sports saloons. Like the IS300 saloon, the SportCross is fitted as standard with the five-speed automatic gearbox with E-shift.

IS300 SportCross enjoys similar price advantages over its main competitors. At £28,450 it is already £3,200 less expensive than the equivalent Mercedes and has an additional specification advantage of over £6,000. Equally, the equivalent BMW will need another £5,970 of optional upgrades to bring it up to the high specification level of the SportCross.

Full competitor comparison tables are listed on the following two pages.

LEXUS IS300 SALOON VERSUS COMPETITORS

	LEXUS IS300 SALOON (Auto)	JAGUAR X-TYPE 3.0 V6 SE	MERCEDES C320 ELEGANCE	NEW AUDI A4 3.0 QUATTRO SE	BMW 3 SERIES 330i SE	BMW 3 SERIES 330i Sport
Engine cylinders	6	6	6	6	6	6
BHP	211	231	218	217	231	231
Automatic transmission	✓	£1,250.00	✓	£1,400.00	£1,220.00	£1,220.00
Cruise control	✓	✓	✓	£400.00	✓	✓
CD Autochanger	✓	£350.00	£330.00	£320.00	£250.00	£250.00
Electrically adjustable front seats	✓	£300.00	£1,020.00	£1,000.00	£1,055.00	£1,055.00
Heated front seats	✓	£320.00	£310.00	£350.00	£615.00	£615.00
Torsen Limited Slip Differential	✓	×	×	£250.00	×	×
Leather upholstery	✓	✓	£1,220.00	£1,250.00	£1,200.00	£1,200.00
Rear spoiler	✓	✓	×	×	×	×
Speed Sensitive power steering	✓	✓	£200.00	×	×	×
Curtain shield airbags	✓	✓	✓	✓	✓	✓
Brake assist	✓	×	✓	✓	✓	✓
Electronic brake distribution	✓	✓	✓	✓	✓	✓
All round electric windows	✓	✓	✓	£300.00	✓	✓
Centre armrest	✓	✓	✓	£110.00	✓	✓
Folding door mirrors	✓	£125.00	×	£220.00	£190.00	£190.00
HID headlights	✓	£700.00	£397.00	£750.00	£545.00	£545.00
Headlight washers	✓	£250.00	✓	£215.00	×	×
Electric sunroof	✓	£895.00	£1,250.00	£800.00	£895.00	£895.00
Alloy wheels	17"	£960.00	£960.00	£750.00	✓	18"
Climate control air conditioning	✓	✓	£390.00	✓	✓	✓
OTR price	£26,700.00	£26,250.00	£30,700.00	£25,295.00	£26,740.00	£28,830.00
Specification adjusted price	£26,700.00	£31,400.00	£36,777.00	£33,410.00	£32,710.00	£34,800.00
Absolute specification adjustment vs Lexus IS300 Saloon	-	£5,150.00	£6,077.00	£8,115.00	£5,970.00	£5,970.00
Price position vs Lexus IS300 Saloon		+ 17.6%	+ 37.74%	+ 25.13%	+ 22.51%	+ 30.34%
CO ₂ Emissions (g/km)	256	249	252	262	230	230
Taxable P11D rate 2002/2003	33%	31%	32%	34%	28%	28%
CO ₂ based specification adjusted monthly tax charge 2002/2003*	£291.89	£322.76	£390.53	£376.78	£303.75	£323.26
Monthly tax burden variance vs Lexus IS300 Saloon	-	£30.88	£98.64	£84.89	£11.87	£31.38

*Monthly tax charge based on the assumption that the P11D value of competitor vehicles includes the relevant options costs required to bring each vehicle up to the equivalent specification of the Lexus. It also assumes a marginal rate of income tax of 40%.

Source: Jato Database April 2001, except Audi data which is derived from www.Audi.co.uk

LEXUS IS300 SPORTCROSS VERSUS COMPETITORS

	LEXUS IS300 SPORTCROSS (Auto)	MERCEDES C320 ESTATE ELEGANCE	AUDI A4 AVANT 2.8 QUATTRO	BMW 3 SERIES TOURING 330i SE	BMW 3 SERIES TOURING 330i SPORT
Engine cylinders	6	6	6	6	6
BHP	211	218	193	231	231
Automatic transmission	✓	✓	£1,627.38	£1,220.00	£1,220.00
Cruise control	✓	✓	£400.00	✓	✓
CD Autochanger	✓	£330.00	£400.00	£250.00	£250.00
Electrically adjustable front seats	✓	£1,020.00	£930.00	£1,055.00	£1,055.00
Heated front seats	✓	£310.00	£350.00	£615.00	£615.00
Torsen Limited Slip Differential	✓	×	£250.00	×	×
Leather upholstery	✓	£1,220.00	£1,250.00	£1,200.00	£1,200.00
Rear spoiler	✓	×	×	×	×
Speed Sensitive power steering	✓	£200.00	×	×	×
Curtain shield airbags	✓	✓	✓	✓	✓
Brake assist	✓	✓	✓	✓	✓
Electronic brake distribution	✓	✓	✓	✓	✓
All round electric windows	✓	✓	✓	✓	✓
Centre armrest	✓	✓	£110.00	✓	✓
Folding door mirrors	✓	×	×	£190.00	£190.00
HID Headlights	✓	£397.00	£940.00	£545.00	£545.00
Headlight washers	✓	✓	£215.00	×	×
Electric sunroof	✓	£1,250.00	£800.00	£895.00	£895.00
Alloy wheels	17"	£960.00	×	✓	✓
Climate Control Air Conditioning	✓	£390.00	✓	✓	✓
On the road price	£28,450.00	£31,650.00	£26,158.00	£27,540.00	£29,630.00
Specification adjusted price	£28,450.00	£37,727.00	£33,430.38	£33,510.00	£35,600.00
Absolute specification adjustment vs Lexus IS300 SportCross	-	£6,077.00	£7,272.38	£5,970.00	£5,970.00
Price position vs Lexus IS300 SportCross		+ 32.61%	+ 17.51%	+ 17.79%	+ 25.13%
CO ₂ Emissions (g/km)	265	252	262	230	230
Taxable P11D rate 2002/2003	35%	32%	34%	28%	28%
CO ₂ based specification adjusted monthly tax charge 2002/2003*	£329.99	£400.66	£377.01	£311.22	£330.73
Monthly tax burden variance vs Lexus IS300 SportCross	-	£70.67	£47.02	-£18.77	£0.74

*Monthly tax charge based on the assumption that the P11D value of competitor vehicles includes the relevant options costs required to bring each vehicle up to the equivalent specification of the Lexus. It also assumes a marginal rate of income tax of 40%.

Source: Jato Database April 2001, except Audi data which is derived from www.Audi.co.uk

THE IS MODEL RANGE IN EUROPE

“From its launch, the Lexus IS200 added a new dimension to the Lexus brand, it brought passion and emotion to the brand,” says Kirk Edmundson, Deputy General Manager of Lexus Division in Europe. “Also in terms of volume and acceptance, it has made many more people aware of Lexus. Across Europe over 12,000 people this year will buy an IS model and for the majority it will be their first taste of the Lexus ownership experience.”

Edmundson cites the IS300 SportCross as another example of the innovation which makes Lexus one of the most exciting brands in Europe. As with the original IS, the RX300, the GS before, the LS430 last year and the flagship SC430 this year, SportCross is redefining its area of the marketplace and adding another new dimension to the family of models which makes up Lexus.

The IS300 improves on the strong points of the IS200; bigger engine, even better driving dynamics, improved torsional rigidity. High levels of handling and ride comfort. New dashboard materials combine a better appearance with a feeling of improved tactile quality for the interior.

“Each year we are growing at Lexus,” says Edmundson. “Both in terms of volume and acceptance, many more people are now aware of Lexus. In 1999 we sold just over 15,000 Lexus models in Europe. In 2000, we sold over 18,000. This year we expect to sell over 22,000. The reason is that, in addition to our traditional values of world-leading refinement, performance and quality; we now have a range of dynamic vehicles which also bring passion, emotion and choice to the Lexus brand.

“Even though IS300 and SportCross will take us into more sections of the three-litre segment,” says Edmundson, “we are not seeking a big volume potential. IS200 will maintain its significant presence. It and the RX300 will remain our top selling models in most European markets.

“By its success, the IS has increased the number of sales per dealer, increasing their viability, their numbers and our development of an even better geographical dealer coverage,” says Edmundson. “In 2000 we had 206 dealers in total across Europe, 71 of which were exclusive Lexus dealers.

“By the end of 2001, we will have 271 dealerships and 137 will be Lexus exclusives. That allows Lexus to offer better than ever, the standards of accessibility and service that our customers expect.”

The numbers relating to the UK are equally impressive. From 1991, when just 671 Lexus cars were sold in the UK, the brand has grown substantially as by the end of 2001 Lexus expects to have sold over 11,000 vehicles.

Sales volume for these two new models for 2002 is expected to be around 1,400, 400 of which will be the IS300 SportCross.

In terms of network development Lexus now has a dedicated network of 48 centres of which 25 are operating from newly developed independent facilities. The remaining 23 are scheduled for conversion to Lexus independent operations by the end of 2002.

The IS300 and SportCross go on sale in the UK on 1 October and, as with other Lexus models, are fully backed by a three year/ 60,000 miles warranty, three year paint and 12 year anti-perforation warranty.

Both models only require servicing every 10,000 miles for a Health Check and every 20,000 miles for a major service.

IS300 AND SPORTCROSS EQUIPMENT LIST

SAFETY	IS300	SPORTCROSS
Driver & front passenger airbags	✓	✓
Driver & front passenger side airbags	✓	✓
Front Curtain Shield Airbags	✓	✓
Child proof locks on all rear doors	✓	✓
ISOFIX rear child seat mountings	✓	✓
Anti-lock braking system (4-channel independent)	✓	✓
Electronic Brakeforce Distribution with Brake Assist	✓	✓
Energy absorbing steering column	✓	✓
Side impact beams in all side doors	✓	✓
Energy absorbing crumple zones front and rear	✓	✓
Vehicle Stability Control	✓	✓
Speed sensitive power steering	✓	✓
Electronic sensing front seatbelt pre-tensioners with force limiters	✓	✓
Five 3-point seat-belts and headrests	✓	✓
Twin front & rear fog lamps with auto-cancel function	✓	✓
High Intensity Discharge (HID) headlamps	✓	✓
Yellow front fog lamps	✓	✓
All-round disc brakes (ventilated front, solid rear)	✓	✓
Upper interior head impact protection	✓	✓
Energy absorbing side door structure	✓	✓
INSTRUMENTS & CONTROLS		
Snow Mode gearbox setting	✓	✓
Outside temperature display	✓	✓
Chronograph-style instrument meters	✓	✓
Automatic headlamps on/off function	✓	✓
Door ajar warning	✓	✓
Automatic headlamp levelling	✓	✓
Digital odometer/trip meter	✓	✓
5-speed automatic gearbox with E-shift	✓	✓
Cruise control	✓	✓
DVD Lexus Navigator System	Opt	Opt
AUDIO		
Integrated unique fit audio	✓	✓
6 disc in-dash CD autochanger	✓	✓
8 speaker audio system	✓	x
9 speaker audio system	x	✓
COMFORT & CONVENIENCE		
Front window de-icer	✓	✓
Green tinted (ultraviolet-reducing) glass	✓	✓
Central locking with remote activation	✓	✓
Speed sensitive power assisted steering (PAS)	✓	✓
Electrically adjustable and retractable heated exterior mirrors	✓	✓
Electrochromic interior and exterior rear view mirrors	✓	✓
Tilt adjustable steering column	✓	✓
Remote fuel flap release	✓	✓
Driver and front passenger illuminated vanity mirrors	✓	✓
Boot release from interior and by remote key operation	✓	✓
COMFORT AND CONVENIENCE		
Electric front and rear windows	✓	✓

3 spoke leather trimmed steering wheel	✓	✓
4 cup holders	✓	✓
VENTILATION		
Climate control air conditioning	✓	✓
Driver's window electric one touch up and down with safety anti-trap	✓	✓
Electric tilt/slide glass sunroof with shade and anti-trap	✓	✓
SECURITY	IS300	SPORTCROSS
Vehicle parts marking traceable to VIN	✓	✓
Security window etching linked to 24hr helpline	✓	✓
Visible VIN	✓	✓
Double locking	✓	✓
Transponder key engine immobiliser	✓	✓
Remote control alarm	✓	✓
Locking wheelnuts	✓	✓
SEATING, UPHOLSTERY & TRIM		
Driver and front passenger seat recline and slide adjustment	✓	✓
Full leather seat trim	✓	✓
Driver's seat height adjustment	✓	✓
Electrically multi-adjustable front seats	✓	✓
Heated front seats	✓	✓
Fold flat backrest for front passenger seat	x	✓
Split folding rear seats	x	✓
Load area cover	x	✓
Aluminium drilled pedals	✓	✓
Body coloured bumpers, door handles & exterior mirrors	✓	✓
Underfloor aerodynamic shielding	✓	✓
Headlamp washers	✓	✓
Pearlescent paint	Opt	Opt
Rear privacy glass	✓	✓
Lowered rear suspension	✓	x
Rear wiper	x	✓
Rear spoiler with integral brake lamp	✓	✓

IS300 AND SPORTCROSS TECHNICAL SPECIFICATIONS

ENGINE	IS300	IS300 SPORTCROSS
Type	2JZ-GE	2JZ-GE
Valve mechanism	24 valve, DOHC, VVT-i	24 valve, DOHC, VVT-I
Cylinder configuration	Six cyl in-line	Six cyl in-line
Capacity (cc)	2,997	2,997
Bore & Stroke (mm)	86.0 x 86.0	86.0 x 86.0
Compression ratio	10.2 :1	10.2 :1
Max output (bhp/rpm)	211 @ 5,800	211 @ 5,800
Max torque (Nm/rpm)	288 @ 3,800	288 @ 3,800
PERFORMANCE		
0-62mph	8.2secs	8.4secs
Max speed	143mph	143mph
FUEL CONSUMPTION, EMISSIONS AND VED		
Urban cycle (mpg)	18.2	17.5
Extra Urban (mpg)	35.3	33.6
Combined (mpg)	26.1	25.2
CO ₂ Emissions (g/km)	256	265
VED Rating	D (£155)	D (£155)
WEIGHTS		
Kerb weight (kg)	1500-1580	1540-1615
Gross vehicle weight (kg)	1955	1990
Max towing weight (braked)	1200	1200
GEARBOX RATIOS		
1 st	3.357	3.357
2 nd	2.180	2.180
3 rd	1.424	1.424
4 th	1.000	1.000
5 th	0.753	0.753
Reverse	3.431	3.431
FINAL DRIVE		
Limited slip differential	3.583	3.583
DIMENSIONS		
Overall length	4400mm	4505mm
Overall width	1725mm	1725mm
Overall height	1405mm	1430mm
Wheelbase	2670mm	2670mm
Front track	1495mm	1495mm
Rear track	1485mm	1475mm
Front overhang	750mm	790mm
Rear overhang	980mm	1045mm
Coefficient of drag (Cd)	0.29	0.30
Fuel tank capacity (L)	70	70
Minimum turning radius (m)	5.4	5.5
Luggage capacity (L)	400	340 / 620* /1046**
INTERIOR DIMENSIONS	IS300	IS300 SPORTCROSS
Interior room length	1,890mm	1,890mm
Interior room width	1,440mm	1,440mm

Interior room height	1,165mm	1,165mm
Interior height (sunroof)	1,125mm	1,125mm
SUSPENSION	✓	
Front	Double wishbone	Double wishbone
Rear	Double wishbone	Double wishbone
BRAKES		
Front	Ventilated discs 296mm	Ventilated discs 296mm
Rear	Solid discs 307mm	Solid discs 307mm
Additional features	ABS with EBD and BA	ABS with EBD and BA
STEERING		
Type	Rack and pinion	Rack and pinion
Ratio	15.7:1	15.7:1
Turns (lock to lock)	3.0	3.0
TYRES AND WHEELS		
Wheel type	17" Aluminium	17" Aluminium
Tyre size – front	215/45 ZR17	215/45 ZR17
Tyre size – rear	215/45 ZR 17	225/45 ZR17

* With rear seats folded ** With rear seats folded, loaded to roof line