## ES



### ES 300h | ES 350



### CONTENTS

- 10 Brand Heritag
- 12 Introducing The Range
- 14 Style and Design
- 18 Space and Comfo
- 20 Mark Levinson
- 22 Safet
- 24 ES 300
- 24 ES 35
- 26 Exterior Colou
- 28 Interior Trin
- 30 Specification
- 32 Lexus Ownership Solutions
- 34 Encore Privileges





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### HERE'S TO A DREAM

Lexus was born of a dream shared by a few passionate and uniquely talented individuals. It began not in a design studio nor on a drawing board. This dream began somewhere on the coast of California, where Lexus designers first immersed themselves in the finest waterfront homes to gain a richer experience of what true luxury actually meant. So began the journey of a most remarkable vehicle that was to ultimately reshape the future of luxury motoring.



### LUXURY IS AN ATTITUDE

It isn't something you can easily put into words. Luxury isn't about boasting or brash expressions of elitism. It's not a tradition or a trade-up. True luxury is an attitude. You see it in the finest brands, feel it in the work of the most talented artisans. It's about style as well as substance. Of not accepting second best. Of doing anything in your power to achieve something rather special. Welcome to Lexus.

### DISCOVER MORE ABOUT THE ES

ES 350



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# THE LUXURY OF SPACE

Like the finest hotel suites, ES evokes a richer sense of space. Like the uppermost classes of air travel, it offers an abundance of headroom, legroom and a generous baggage allowance. Like the most elegant designer homes, it provides a commanding perspective of the world ahead and alongside you, while pampering you with a host of luxury appointments and advanced technologies. This is the privileged world of ES.

### **PURSUING A NEW DEFINITION OF LUXURY**

- Personal

result was the Lexus LS 400, a vehicle so extraordinary, it ultimately redirected the course of luxury vehicle design, elegance and performance.

The emergence of the ES began soon after, while the first model reached Australia in 1992. This very first ES 300 instilled the Lexus ideals into a lighter, yet almost as spacious luxury vehicle. Displaying levels of refinement and comfort synonymous with Lexus, it also emulated some of the LS 400's award-winning ways. It claimed NRMA's 'Best Luxury Car over \$46K' in 1992, then The Sydney Morning Herald's wittily titled 'Best Luxury Car Within the Bounds of Sanity' in 1996. Two further models proceeded to win even more hearts in Australia, before ES took a sabbatical from our shores from 2005-2013. Now the dynamic L-finesse styled ES 350 and hybrid-powered 300h are reinforcing the ES legacy.

Meanwhile, the Lexus commitment to ground-breaking design and forward thinking is forging ahead into bold new territory. One of the more recent reminders has been the unveiling of the LF-CC coupe concept at the Paris Motor Show. The LF-CC serves as a glimpse into the Lexus vehicle of tomorrow, exposing the vibrant new personality of Lexus through its breathtaking, aerodynamic design. Its new generation hybrid power plant unleashes performance worthy of a true sports coupe, while setting new benchmarks for higher efficiency and lower emissions.

### **FREEDOM OF CHOICE** MAY BE THE GREATEST LUXURY OF ALL

Your ES experience begins with the ES 350 Luxury. Powered by an advanced technology 3.5 litre double overhead cam V6, made even more refined by a 6-speed transmission that shifts seamlessly, whilst offering you the freedom to shift manually and satisfy your urge for greater control. ES 350 and ES 300h Luxury models are equipped with a portfolio of appointments to keep your mind inspired and your body pampered, including Step up to the ES 350 Sports Luxury and slip into a cabin heated front seats, an electric rear window sunshade and a accented with woodgrain-look trims and immerse yourself in the climate control system with Nanoe™ technology that creates a sensory stimulation of a premium 15-speaker Mark Levinson® gentler cabin atmosphere for all occupants. Equally comforting audio system. Comforts extend all the way to thoughtful touches is the plethora of safety inclusions which extend to systems like side rear window sunshades, ventilated and heated front that monitor what lies ahead, alongside and behind you, while embracing you with a package of 10 Supplemental Restraint System (SRS) airbags.

further, courtesy of an ingenious communications system known as 'Lexus Enform'.<sup>(1)</sup> You are presented with a suite of user-friendly apps which are accessed through the multimedia

**DISCOVER MORE ABOUT THE ES** 

Luxury is also about having choices and ES willingly obliges. system. Lexus Enform lets you search for fuel, book a table at a nearby restaurant, summon 24-hour roadside assistance and much more, without ever leaving the driver's seat. When fitted with Enhancement Pack 1, the ES 350 Sports Luxury also features a Panoramic Glass Roof with tilt and slide functions.

seats and conveniences such as a power rear boot lid.

Little compares with the ES 300h, powered by the Lexus Hybrid Drive with its blissfully quiet and buttery-smooth driving Your affinity with the outside world has been taken so much sensation, making it eminently suited to an ultra luxury vehicle. Such an experience can be enjoyed in the ES 300h Luxury, complete with its sublime portfolio of luxuries as standard.





### **A DESIGN** LANGUAGE **THAT SPEAKS** TO THE HEART

Lexus believes that design should touch you on an emotional level, inspiring the mind as would an object of art or fashion. In designing the ES, the objective was to create a luxury vehicle that combines elegant styling with a longer cabin profile displaying undeniably sporty proportions. What emerged, is a vehicle which embodies the latest refinement of the uniquely Lexus design language known as L-finesse.

The striking signature spindle grille serves as the exclamation mark of this avant-garde design language. Its geometric apexes intersect with character lines which sweep vigorously across the bonnet. LED Daytime Running Lights (DRL) have been sculpted in a sleek arrowhead design and fused with the dynamic headlamp units. Refined yet refreshing, confident and composed, this is one definitive Lexus designed to step out and make a statement.

While its stunning design emanates from the distinctly Lexus frontal treatment, the seductive appeal of the ES embraces every panel and each flowing contour of the body. Longer cabin proportions and a slingshot rear window impart a flowing elegance to the side profile. Concluding the chemistry of curves, the sweeping L-shaped graphics of the LED tail lights integrate cleanly with the rear bootlid, imposing a broader and more dignified posture to the rear treatment.

Even the lustre of high-technology paint finishes complements that sense of movement, offset by the gleam of highly polished alloy wheels in three distinctive designs.

What you cannot readily see are aerodynamic underbody embellishments, with stabilising fins which contribute to the ES's sleek 0.27 drag coefficient (CD). It's also reassuring to know that a body design so stimulating to the eye, is also calming to the mind, knowing that such aerodynamic elegance contributes to fuel efficiency.<sup>(2)</sup> Even the smallest touches, like exterior mirrors styled inward, contribute to the vehicles levels of refinement and whisper-guiet cabin ambience.

Perhaps most intriguing is the way such a spirited design also displays a sensual and calming demeanour. Elegant yet confident. Striking yet soothing. Such are the mixed emotional responses of L-finesse.

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# A SENSE OF CONNECTION, THE SENSATION OF CONTROL

**STYLE AND DESIGN** 

Lexus interior designers have sculpted a cabin layout that radiates around the needs of the driver. Visual displays are located close to your eyeline and touch controls are placed lower down within easy reach. Clever.

designers have positioned the 8" multimedia display off the road. comfortably away from the main instruments. This complements the sense of space, while providing A Drive Mode Select dial positioned just forward of the gear information without distraction. This high resolution display shifter allows you to tailor the vehicle's driving dynamics and serves as your window into a world of entertainment, personality to suit your mood. Feeling relaxed? Select 'ECO' navigation<sup>(3)</sup>, control and comfort.

Display (MID) has been neatly integrated within the are optimised for everyday driving and refined comfort. instrument display, providing a snapshot look into a range of When you seek added stimulation, turn to 'SPORT' and the systems. This allows you to monitor outside temperatures, the throttle and steering response become more immediate, status of the Active Cruise Control (ACC)<sup>(4)</sup> the drive mode and more, allowing you to keep your mind informed, but

your eyes on the road. An instrument panel with bold ES Luxury models assert their individuality with exclusive stitching asserts a feeling of confidence and craftsmanship, while woodgrain-look embellishments in the Sports Luxury interior impart an aura of refined elegance.

As your journey unfolds, you'll appreciate how Lexus Bluetooth lets you communicate without taking your eyes

mode and the air conditioning is optimised for reduced energy use, while the vivid Optitron instrumentation is Just below your line of sight, a 4.2" colour Multi Information displayed in a soothing blue. 'NORMAL' ensures responses whilst instrumentation is displayed in a vibrant red colour.

appointments, like an audio system with a digital amplifier, Digital Radio (DAB+)<sup>(6)</sup>, DVD player and 8 speakers, including titanium high-frequency tweeters for impeccable vocal clarity. In the Sports Luxury, rear seat passengers are indulged by a panel of controls incorporated in the centre armrest. Passengers can tailor comfort levels of the tri-zone climate control, operate the Mark Levinson<sup>®</sup> audio system and operate the rear window sunshade.

As exquisite as this interior may be, there'll be times when you may need to step out and load the voluminous boot. Fortunately the power operated boot lid in the ES Sports Luxury makes this an effortless affair.

#### **DISCOVER MORE ABOUT THE ES**





### TAKE A VIRTUAL TOUR

### SLIP SEAMLESSLY **INTO YOUR COMFORT ZONE**

### **STYLE AND DESIGN**

Whatever the occasion, ES offers sumptuous comforts, together with a wealth of ideas designed to intrigue, inform and inspire, while ushering you efficiently to your destination.

As you slip inside, generous door openings make for easy entry and exit. The long cabin proportions ensure ample legroom, allowing you to stretch out; further evidence of the Lexus commitment to creating a cabin layout that radiates around the whims and wishes of the driver.

A high resolution 8" multimedia display positioned comfortably away from the main instruments complements the sense of space, while presenting essential information without distraction. Such information can be accessed with a deft twist of the wrist via the Lexus Remote Touch Controller at your side. From audio settings to navigation<sup>(3)</sup> maps, a wealth of data may be selected with the simplicity of a computer mouse, then brought to life on the multimedia display.

Lexus engineers are highly sensitive to the many facets of your personality and driving ambitions, so the Drive Mode Select dial on the centre console lets you tailor the driving performance and cabin ambience to your unique preference.

A portfolio of switches on the steering wheel provides fingertip access to a plethora of functions, so you need never take your hands off the steering wheel. You can operate a range of Bluetooth<sup>®(5)</sup> functions, adjust audio controls and customise the Multi Information Display. Spoken commands allow you to place a call or plan your route home on the Satellite Navigation System.<sup>(3)</sup>

ES Luxury models are offered with a premium steering wheel for enhanced grip. In the ES 350 Sports Luxury, the rim features the dark woodgrain-look of Shimamoku Brown, while in the hybrid powered ES 300h Sports Luxury your choices extend to bamboo, a sustainable resource.

The steering wheel has been angled low enough for comfort and optimum control. Manual tilt and telescopic adjustment allows the steering column to be adjusted vertically and longitudinally for a more intuitive driving experience.

Since no two bodies are alike, 10-way power front seats help you easily achieve your bespoke seating position. Even the headrests may be adjusted to achieve the ideal distance from your head, for enhanced comfort and restraint.

To recall your preferred power seat and mirror settings, simply touch the driver's seat memory button. Sports Luxury models also offer front passenger seat memory switches for added convenience.





### **BE ENTERTAINED, FEEL INFORMED**

Inside the Lexus ES, your mind will feel the exhilaration of escapism as you become immersed in a musical journey. Yet at the same time, you can be well grounded by an unparalleled sense of connection, acutely aware of what lies around the next corner. How could such a dichotomy exist?

It begins with an extraordinary relationship between Lexus and Mark Levinson<sup>®(6)</sup>. As one of the world's pre-eminent developers of audiophile-quality home theatre systems Mark Levinson<sup>®(6)</sup> is renowned for acoustic excellence. He has previously shunned approaches by vehicle manufacturers, deeming moving vehicles too impure a platform on which to create an acoustically pristine listening experience. That was until Mark Levinson discovered Lexus.

Acknowledging the special role of audio entertainment, Lexus has allowed Mark Levinson® free rein to achieve impeccable acoustic performance. Within a cabin lavishly insulated from outside distractions, he has included a 5.1-channel surround sound system with peerless credentials for the ES Sports Luxury.

A digitally-enhanced 12-channel 'Class D' amplifier delivers pristine, purified sound. The Digital Radio (DAB+)<sup>(6)</sup> and DVD player deliver sound to a symphony of 15 speakers, each carefully located in the instrument facia, door trims, pillars, rear doors and parcel shelf. Speakers employ a remarkable system known as GreenEdge<sup>™</sup> technology, bringing you increased audio clarity whilst consuming half the energy. In addition, the mid to high-range speakers utilise the latest 'Unity'<sup>™</sup> design, noted for achieving increased response and audio precision. The result is concert hall definition brought to life within your vehicle's interior.

While music affords release, Lexus Enform<sup>(1)</sup> reinstates a sense of connection with the destination ahead and the world around you. Lexus Enform is a suite of apps programmed into the multimedia system which utilises the capabilities of your Bluetooth<sup>®(5)</sup> compatible mobile phone. At your fingertips, you can search for the nearest petrol station, make a reservation at a nearby restaurant or book a faraway hotel. Even before you begin your journey, Enform lets you upload maps to your vehicle then download them as you drive. You can also contact your preferred Lexus dealer and even summon Lexus DriveCare for roadside assistance 24 hours a day. In the Lexus ES, Enform means feeling empowered.

Few motor vehicles today offer such audio clarity and communications capability, helping transform the cabins of ES Sports Luxury models into something quite extraordinary.

### DISCOVER MORE ABOUT THE ES

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Prototype ES Sports Luxury model shown













### STYLE AND DESIGN

You feel a soothing sense of calm cocooned in the ES, knowing you're surrounded by some of today's most advanced safety systems. It begins with a package of 10 SRS airbags, including dual-stage front airbags, twin knee airbags, side airbags for the front and rear side seats, and side curtain shield airbags. The seating not only provides physical comfort, the rigid construction of the front seat frames offer greater emergency support. Even the front headrests can be adjusted to help minimise whiplash injuries during rear end collisions.

As you pull out or overtake, a Blind Spot Monitor (BSM)<sup>(4)</sup> illuminates an indicator in the appropriate exterior mirror if it detects a vehicle in the blind spot alongside you. All ES models come standard with Rear Cross Traffic Alert (RCTA)<sup>(4)</sup> which, when reversing, can sound a buzzer to warn you of traffic behind that may be outside your normal field of vision.

All ES models feature Lane Departure Warning+ (LDW+)<sup>(4)</sup> as standard. This detects the vehicle's deviation from its current lane and illuminates an indicator in the Multi Information Display (MID), as well as emitting a vibration warning through the steering wheel to notify the driver of a potential lane departure.

You'll feel more relaxed knowing a Pre-Collision Safety System (PCS)<sup>(4)</sup> with Pedestrian Detection will move quickly into action should a collision ahead be detected which is deemed unavoidable. At the first indication of imminent danger when you're travelling faster than 30km/hr with the Pre-Collision system switched on, an audible alarm will sound and the Pre-Collision Safety System<sup>(8)</sup> lamp will flash in the Multi-Information Display (MID) alerting you to take evasive action. Pre-Collision Brake Assist<sup>(4)</sup> is then armed to enhance your braking effort. If you fail to apply the brakes and can't avoid the collision, Pre-Collision Seatbelts retract and Pre-Collision Brakes<sup>(4)</sup> apply braking pressure to help minimise collision impact.

During highway cruising, Active Cruise Control (ACC)<sup>(4)</sup> helps maintain a safe distance from traffic ahead, even as the vehicle's speed fluctuates. Should another vehicle cross your path, it reduces the throttle and applies the brakes if necessary, helping maintain a safe following distance. When the vehicle moves away, your preferred cruising speed is resumed. The Automatic High Beam (AHB)<sup>(4)</sup> system enables safe use of the high beam headlamps. The system automatically turns off the high beams in the event that another oncoming vehicle is detected, once the vehicle is no longer detected high beams are illuminated again.

#### DISCOVER MORE ABOUT THE ES

### **PRE-EMPTING** WHAT LIES **AROUND THE NEXT CORNER**

Clearance and Reversing Sonars<sup>(4)</sup> help make the tightest parking spots considerably less challenging. When reversing, a Rear View Camera (RVC)<sup>(4)</sup> shows what's behind you on the 8" multimedia display, while exterior mirrors tilt downwards to help you see the road and the kerb.

### THE ELECTRICITY OF **A PASSIONATE MIND**

### ES 300h

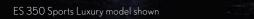
Inspired thinking comes when the enguiring mind casts aside accepted ideas and discards the tried and true. It is only when you open your heart to new ideas by closing the door to the past that you can create something that is truly unique.

As you open the bonnet of the ES 300h, you're opening the door to the future of refined, luxury motoring. What lies before you is the Lexus Hybrid Drive, which integrates the power of two energy sources, electrical energy and a 2.5 litre petrol engine, working in unison.

The seamless shifting of a Continuously Variable Transmission (CVT) dispenses with the gear changes of a typical transmission. In its place, silky smooth acceleration is all you'll feel. Such an experience is complemented by a portfolio of inclusions in your choice of Luxury and Sports Luxury. The ES 300h. Discover how indulged, uplifted and inspired you can feel in a luxury vehicle as the Lexus Hybrid Drive works its magic.

ES 350

### **DISCOVER MORE ABOUT THE ES**



24





Choose the ES 350 and you'll discover the refinement of a highly developed V6 petrol engine. As your journey begins, you're quickly reminded in no uncertain terms that here is an ultra-refined, high technology engine befitting a true luxury sedan.

Dual Variable Valve Timing with intelligence, constantly retunes the intake and exhaust valve timing according to engine speed, to optimise engine efficiency and deliver enhanced performance. Friction reducing components provide further efficiencies, while other technologies are at work reducing noise levels. While it achieves high power output, it is also highly efficient in meeting International Euro emissions standards.

Its spirited reflexes are delivered through a blissfully smooth, 6-speed super intelligent automatic transmission that intuitively thinks ahead. The ES 350 is offered in your choice of Luxury or Sports Luxury, each with a compelling portfolio of luxury appointments which pander to your need for comfort.

ES 300h model shown

### **REFINED POWER IS THE HEART'S** WAKE UP CALL

### AN OPPORTUNITY TO DREAM IN TECHNICOLOR

### EXTERIOR COLOURS

intriguing contours of the ES, each of the 10 contemporary colour finishes assumes its own unique effect as a result of some remarkable formulations and paint techniques. The paintwork on the ES has had a Shine finish which displays a deep red lustre. self-restoring coat<sup>(7)</sup> adopted to help improve scratch-resistance.

A rich, vibrant effect is created by tiny mica metallic particles embedded within Deep Metallic Bronze which refract light in a myriad of colours. Premium Silver reflects today's colour trends as smoothly aligned metallic particles capture the sun's rays, accentuating the three dimensional contours of the latest L-finesse design. Titanium Silver displays a cool clean silver hue reminiscent of machined titanium, reflecting a rich glow in direct sunlight.

particles of mica capture the light. Metallic Silk creates a luxurious embrace with a sheen akin to flowing silk fabric, while Sonic Quartz shimmers with a soft sheen in the noonday sun.

Colour has an extraordinary power. As you run your eyes over the The delicate lustre of Mercury Grey is created by mica components immersed below the paint surface which create ripples of light that sweep across the ES body's flowing contours. Vermillion is a Crystal

> Glass flakes below the surface of Graphite Black give this aristocratic colour an added sense of dimension, while Onyx is a black finish displaying a rich sheen. Step inside and the tactile experience continues. The opulent interior treatment of Luxury models is presented in your choice of Ivory, Topaz Brown, Moonstone or Black, offset with Piano Black gloss trims.

Sports Luxury models assume a look of refinement with a premium interior complemented by Shimamoku Brown woodgrain-look trims. Notice too, the soothing lustre of Deep Blue, which comes to life as You also have the option of the ES 300h Sports Luxury embellished with the warmth of Bamboo, a renewable plantation timber with a soothing look and pronounced grain.



Metallic Silk^ <4U7>



Sonic Quartz^ <085>



Mercury Grey^ <1H9>







Onyx <212>



Titanium^ <1J7>



Vermillion^ <3R1>

Lexus Australia reserves the right to vary and discontinue the current interior and exterior colours, trims and colour/trim/model combinations. Colours and trims displayed here are a guide only and may vary from actual colours due to printing/display process. See your Lexus dealer to confirm colour/trim/model availability when ordering your vehicle.

^Metallic/mica pearlescent paint is optional and subject to additional charges on most models.







Deep Metallic Bronze^ <4X2>



Graphite Black^ <223>



Deep Blue^ <8X5>

### **BUILD AND PRICE YOUR LEXUS**

### THE TACTILE **SENSATION OF SPACE**

### **INTERIOR TRIMS**

Cocooning yourself inside ES Luxury models evokes For a more soothing ambience, an electrically a myriad of warm, tactile sensations, beginning with the unfettered indulgence of an embossed leather accented interior. Feel the warmth of heated front seats complemented by dual zone climate control which incorporates Nanoe<sup>™</sup> technology. There's a look of confidence and craftsmanship imposed by the position once you're moving forward again. instrument panel and bold stitching, not to mention the reassuring grip of a premium steering wheel.

Unlike certain luxury vehicles which place rear seat occupants in compromised postures, ES is a true 5-seater; a quality which is brought sharply into focus the moment you step inside. Door openings generous headroom and a low centre seat position preferred comfort levels. A humidity sensor in the the front seats contribute to rear legroom through monitoring cabin air quality for greater comfort. careful sculpting of the seatbacks.

operated rear window sunshade reduces harsh UV rays and keeps the cabin cooler. A considerate reverse-link function means that the moment you select reverse, the sunshade retracts automatically for unhindered rear visibility, then assumes its former

Sports Luxury models place your utmost comfort in even higher regard. Ventilated front seats keep you refreshed, whatever the weather conditions, while a passenger seat memory switch ensures instant recall of optimum posture settings. Tri-zone climate control allows the driver, front passenger and rear seat have been shaped for easy entry, while the long cabin, passengers to each independently select their means it amply accommodates three adults. Even ES 300h hybrid Sports Luxury goes even further, by

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Bamboo (ES 300h Sports Luxury models only).



Shimamoku Brown

#### BUILD AND PRICE YOUR LEXUS





|                           | GENERAL SPECIFICATIONS                          | ES 300h   | ES 350   |  |
|---------------------------|---|---|--|--|
| DIMENSIONS                | Length (mm)                                     | 4915  | 4915   |  |
|                           | Width (mm) – mirrors folded in                  | 1820  | 1820   |  |
|                           | Height (mm) – without moonroof                  | 1450  | 1450   |  |
|                           | Wheelbase (mm)                                  | 2820  | 2820   |  |
|                           | Front Track (mm)                                | 1590  | 1590   |  |
|                           | Rear Track (mm)                                 | 1575  | 1575   |  |
|                           | Turning Circle at Kerb (m)                      | 11.4  | 11.4   |  |
|                           | Coefficient of drag (CD)                        | 0.27  | 0.27   |  |
| VEIGHTS AND<br>CAPACITIES | Kerb Weight (kg) <sup>(9)</sup>                 | 1705  | 1665   |  |
| Approximate)              | Gross Vehicle Mass (kg) <sup>(10)</sup>         | 2150  | 2130   |  |
|                           | Seating Capacity                                | 5   | 5  |  |
|                           | Luggage Capacity (L)                            | 425   | 490  |  |
|                           | Fuel Tank Capacity (L)                          | 65  | 65   |  |
| BODY                      | Body Construction                               | Monocoque   | Monocoque  |  |
|                           | Body Type                                       | 4-door Sedan  | 4-door Sedan   |  |
| PETROL ENGINE             | Туре  | Petrol/Hybrid   | Petrol   |  |
|                           | Capacity (cc)                                   | 2494  | 3456   |  |
|                           | Designation                                     | 2AR-FXE   | 2GR-FE   |  |
|                           | Description                                     | 4-Cylinder In-Line Type 16-Valve DOHC<br>Chain Drive with VVT-i | 6-Cylinder V Type 24-Valve DOHC<br>Chain Drive with Dual VVT-i |  |
| ELECTRIC MOTOR            | Туре  | Permanent Magnet Synchronous Motor                              | N/A  |  |
|                           | Maximum System Battery Voltage (V)              | 650   | N/A  |  |
| OWER AND<br>ORQUE         | Maximum Power (Combined) (kW)                   | 151   | N/A  |  |
|                           | Maximum Power (Petrol)^                         | 118kW @ 5700rpm   | 204kW @ 6200rpm  |  |
|                           | Maximum Torque (Petrol)^                        | 213Nm @ 4500rpm   | 346Nm @ 4700rpm  |  |
|                           | Fuel Economy (Combined, L/100km) <sup>(2)</sup> | 5.5   | 9.5  |  |
|                           | Carbon Dioxide (combined g/km) <sup>(11)</sup>  | 130   | 224  |  |
| DRIVETRAIN                | Layout  | Front Wheel Drive   | Front Wheel Drive  |  |
|                           | Transmission                                    | E-CVT   | 6-speed ECT Automatic  |  |
| STEERING                  | Туре  | Rack and Pinion   | Rack and Pinion  |  |
|                           | Power Assistance                                | Electric  | Electric   |  |
| BRAKES                    | Front   | Ventilated Disc   | Ventilated Disc  |  |
|                           | Rear  | Solid Disc  | Solid Disc   |  |
| USPENSION                 | Front   | Macpherson Strut  | Macpherson Strut   |  |
|                           | Rear  | Macpherson Strut  | Macpherson Strut   |  |
| YRES AND RIMS             | Front Tyre Size                                 | 215/55R17 93V   | 215/55R17 93V  |  |
|                           | Rear Tyre Size                                  | 215/55R17 93V   | 215/55R17 93V  |  |
|                           | Front/Rear Rim Size                             | 17x7/17x7   | 17x7/17x7  |  |
|                           | Rim Type  | Aluminium   | Aluminium  |  |
|                           | Spare Tyre                                      | Full Size Spare   | Full Size Spare  |  |

### ES 350 ADVANCED FEATURES

|  | ES 350 Luxury | ES 350 Sports Luxury |
|--|---------------|----------------------|
| Anti-lock Braking System (ABS) with Brake Assist (BA), Electronic Brakeforce Distribution (EBD),<br>Fraction Control (TRC) and Vehicle Stability Control (VSC) | •             | •                    |
| Pre-Collision Safety System (PCS) <sup>(4)</sup> with Pre-Collision Brake  | •             | •                    |
| Lane Departure Warning System (LDW+) <sup>(4)</sup>  | •             | •                    |
| Reversing Camera (RVC) <sup>(4)</sup> with Rear Guide Assist (RGA) <sup>(4)</sup>  | •             | •                    |
| 8-head Clearance and Reversing Sonars <sup>(4)</sup>   | •             | •                    |
| Emergency Flashing Brake Lights  | •             | •                    |
| Anti-theft Alarm   | •             | •                    |
| Lexus Remote Touch Controller (LRT)  | •             | •                    |
| Drive Mode Select (Eco, Normal, Sport)   | •             | •                    |
| 15-speaker Mark Levinson® Audio System with Single CD/DVD  | _             | •                    |
| 8-speaker Audio System with Single CD/DVD  | •             | _                    |
| AUX and USB Inputs <sup>(8)</sup>  | •             | •                    |
| Digital Radio (DAB+) <sup>(6)</sup>  | •             | •                    |
| 17" Alloy Wheels & Full Size Spare   | •             | •                    |
| Smart Entry 4-door/Push Button Start   | •             | •                    |
| LED Headlamps with Automatic High Beam (AHB) <sup>(4)</sup>  | •             | _                    |
| Full LED Headlamps with Automatic High Beam (AHB) and Automatic Headlamp Levelling   | _             | •                    |
| LED Daytime Running Lights (DRL)   | •             | •                    |
| LED Front Fog Lights   | •             | •                    |
| Electric Rear Sunshade   | •             | •                    |
| Manual Rear Side Window Sunshade   | _             | •                    |
| Automatic Folding, Self-dimming Exterior Mirrors with Memory   | •             | •                    |
| lilt and Slide Electric Glass Moonroof with Sun Shade  | •             | •                    |
| Panoramic Glass Roof with Electric Moonroof  | _             | EP1                  |
| Power Boot Lid   |               | •                    |
| Nance <sup>™</sup> Technology  |               | •                    |
| Dual-zone Climate Control with Air Conditioning  |               |                      |
| Iri-zone Climate Control with Air Conditioning   |               | -                    |
| Leather Accented Seats   | -             |                      |
|  | •             | •<br>_               |
| Rear Armrest with Cupholders   | •             | •                    |
| IO Supplemental Restraint System (SRS) Airbags   | •             | •                    |
| 4.2" TFT LCD Multi Information Display (MID)   | •             | •                    |
| 8° Multimedia LCD Screen   | •             | •                    |
| Satellite Navigation System <sup>(3)</sup>   | •             | •                    |
| Voice Control  | •             | •                    |
| Rain Sensing Wipers  | •             | •                    |
| Heated Front Driver and Front Passenger Seats  | •             | -                    |
| Ventilated and Heated Front Driver and Front Passenger Seats   | -             | •                    |
| Rear Outer Seat Heating  | -             | •                    |
| Rear Armrest with Air Conditioning and Audio Controls  | -             | •                    |
| 10-way power Adjustable Driver's Seat with Memory  | •             | •                    |
| 10-way power Adjustable Front Passenger's Seat with Memory   | _             | •                    |
| Rear Seatbelt Monitor  | •             | •                    |
| Tyre Pressure Warning System   | •             | •                    |
| Bluetooth® Connectivity <sup>(5)</sup>   | •             | •                    |
| LED Analogue Clock   | •             | •                    |
| Active Cruise Control (ACC) <sup>(4)</sup>   | •             | •                    |
| Blind Spot Monitor (BSM) <sup>(4)</sup> with Rear Cross Traffic Alert (RCTA) <sup>(4)</sup>  | •             | •                    |

30 ^Power and torque test standards differ. Ensure comparisons use same test standard.



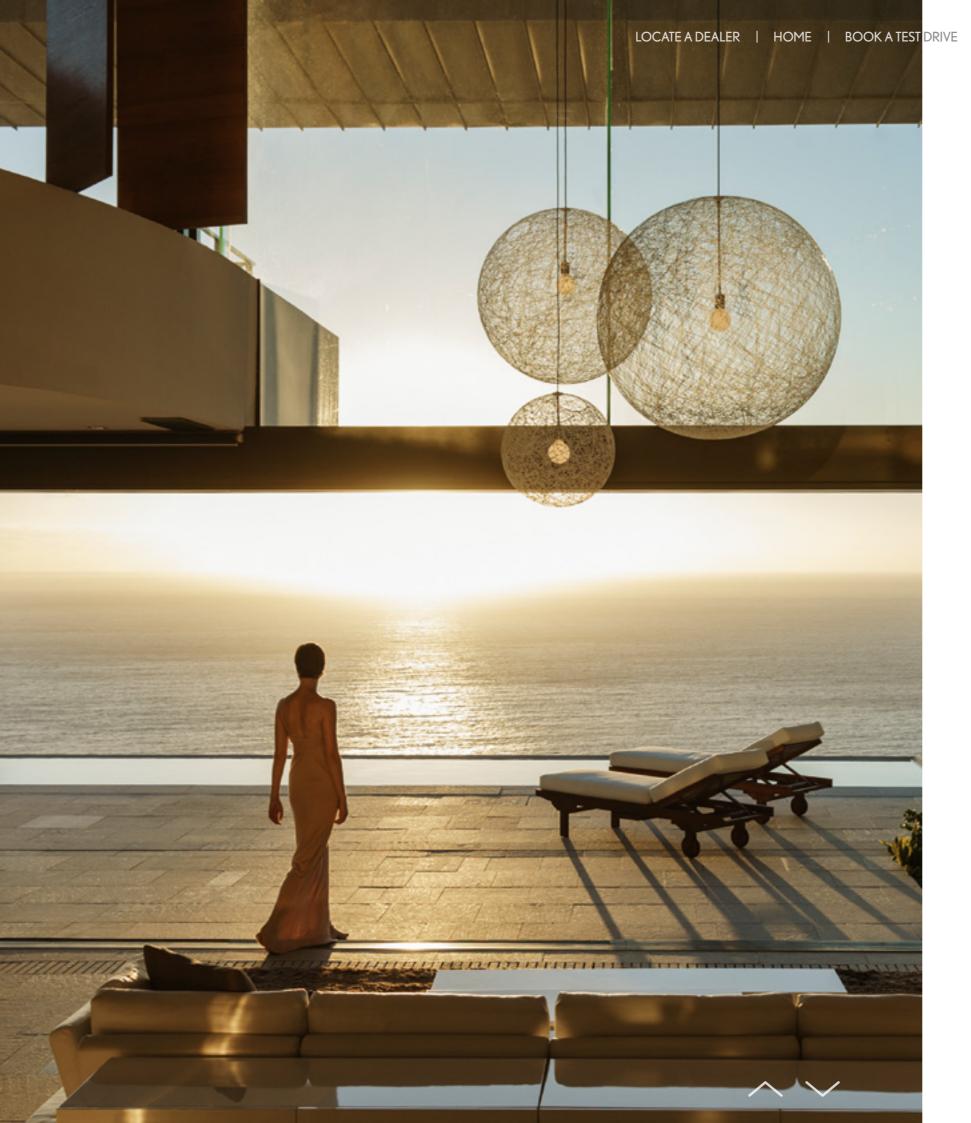
### **BUILD AND PRICE YOUR LEXUS**

| LOCATE A DEALER |  | HOME |  | BOOK | A TEST | DRIVE |
|-----------------|--|------|--|------|--------|-------|
|-----------------|--|------|--|------|--------|-------|

| ES 300h ADVANCED FEATURES   | ES 300 Luxury | ES 300h Sports Luxury |
|---|---------------|-----------------------|
| Anti-lock Braking System (ABS) with Brake Assist (BA), Electronic Brakeforce Distribution (EBD),<br>raction Control (TRC) and Vehicle Stability Control (VSC) | •             | •                     |
| ${\sf Pre-Collision Safety System (PCS)^{(7)} with Pedestrian Detection and {\sf Pre-Collision Brake}$  | •             | •                     |
| ane Departure Warning System (LDW+) <sup>(4)</sup>  | •             | •                     |
| Reversing Camera (RVC) <sup>(4)</sup> with Rear Guide Assist (RGA) <sup>(4)</sup>   | •             | •                     |
| 8-head Clearance and Reversing Sonars <sup>(6)</sup>  | •             | •                     |
| Emergency Flashing Brake Lights   | •             | •                     |
| Anti-theft Alarm  | •             | •                     |
| .exus Remote Touch Controller (LRT)   | •             | •                     |
| Drive Mode Select (Eco, Normal, Sport)  | •             | •                     |
| 5-speaker Mark Levinson® Audio System with Single CD/DVD  | _             | •                     |
| 3-speaker Single CD/DVD Audio   | •             | _                     |
| AUX and USB Inputs <sup>(8)</sup>   | •             | •                     |
| Digital Radio (DAB+) <sup>(6)</sup>   | •             | •                     |
| 7" Alloy Wheels & Full Size Spare   | •             | •                     |
| imart Entry 4-door/Push Button Start  | •             | •                     |
| ED Headlamps with Automatic High Beam (AHB) <sup>(4)</sup>  | •             |                       |
| Full LED Headlamps with Automatic High Beam (AHB) and Automatic Headlamp Levelling  |               | •                     |
|   | -             |                       |
|   | •             |                       |
| ED Daytime Running Lights (DRL)   | •             | •                     |
| ED Front Fog Lights   | •             | •                     |
| Electric Rear Sunshade  | •             | •                     |
| Manual Rear Side Window Sunshade  | -             | •                     |
| Automatic Folding, Self-dimming Exterior Mirrors with Memory  | •             | •                     |
| ilt and Slide Electric Glass Moonroof with Sun Shade  | •             | •                     |
| Panoramic Glass Roof with Electric Moonroof   | -             | -                     |
| Power Boot Lid  | -             | •                     |
| Nanoe <sup>™</sup> Technology   | •             | •                     |
| Dual-zone Climate Control with Air Conditioning   | •             | -                     |
| ri-zone Climate Control with Air Conditioning and Humidity Sensor   | -             | •                     |
| Leather Accented Seats  | •             | •                     |
| Rear Armrest with Cupholders  | •             | •                     |
| O Supplemental Restraint System (SRS) Airbags   | •             | •                     |
| .2" TFT LCD Multi Information Display (MID)   | •             | •                     |
| 3" Multimedia LCD Screen  | •             | •                     |
| Satellite Navigation System <sup>(3)</sup>  | •             | •                     |
| /oice Control   | •             | •                     |
| Rain Sensing Wipers   | •             | •                     |
| Heated Front Driver and Front Passenger Seats   | •             | -                     |
| /entilated and Heated Front Driver and Front Passenger Seats  | -             | •                     |
| Rear Outer Seat Heating   | -             | •                     |
| Rear Armrest with Air Conditioning and Audio Controls   | -             | •                     |
| D-way power Adjustable Driver's Seat with Memory  | •             | •                     |
| 0-way power Adjustable Front Passenger's Seat with Memory   | -             | •                     |
| Rear Seatbelt Monitor   | •             | •                     |
| yre Pressure Warning System   | •             | •                     |
| Bluetooth® Connectivity <sup>(5)</sup>  | •             | •                     |
| .ED Analogue Clock  | •             | •                     |
| Active Cruise Control (ACC) <sup>(4)</sup>  | •             | •                     |
| Blind Spot Monitor (BSM) <sup>(4)</sup> with Rear Cross Traffic Alert (RCTA) <sup>(4)</sup>   |               | -                     |







### **OWNERSHIP SOLUTIONS**

### OWNERSHIP SOLUTIONS ALLOWS YOU TO DETERMINE YOUR FINANCE COSTS AND KNOW THE GUARANTEED FUTURE VALUE (GFV)<sup>+</sup> OF YOUR VEHICLE FROM THE OUTSET. IT OFFERS YOU CHOICE, CONTROL AND CERTAINTY. IN SHORT, EVERYTHING YOU'D EXPECT FROM LEXUS.

#### How does Ownership Solutions work?

- You choose the deposit that best fits your needs.
- You choose your term.++
- You decide on the estimated kilometres you think the vehicle will have travelled at the end of the term (the End Odometer). The End Odometer will also include any kilometres already on the vehicle.
- Lexus Financial Services (LFS) then determines the GFV of your vehicle. The GFV is the minimum value of your Lexus at the end of your finance contract. Your monthly repayments are then calculated based on the above information with a final payment equal to your GFV. Then, if you return your Lexus at the end of the term and satisfy the agreed terms and conditions, LFS will pay you the GFV which will be put against the final payment.

### The end of the term? Simply replace, retain or return.

- At the end of your term you can choose to:
- Replace or sell your Lexus using the trade-in value or sale price to pay the remaining balance of your account. - Retain your Lexus and simply pay the remaining balance of
- your account (including final payment).
- Alternatively, return your Lexus and, subject to fair wear and tear conditions and the agreed kilometres being met, we'll put the GFV towards the final payment on your account.

### Choosing your deposit – what is best for you?

With the flexibility of Ownership Solutions, you can choose the deposit that best fits your current needs.

- If, for example, you have funds tied up in other investments, you can choose to finance your new Lexus with a zero deposit.+† - Alternatively, by using a larger deposit you can lower your
- monthly repayments.
- Better still, compared to other finance options over a similar term, Ownership Solutions can provide more affordable monthly repayments.+++
- ++ Up to four years.
- will be higher if a GFV or balloon final payment is selected. Terms and Conditions apply.

#### Want more certainty?

With Ownership Solutions, you've got the reassurance that at the end of the term (subject to fair wear and tear and agreed kilometres being met) you'll never owe more than your vehicle's worth to LFS. In other words, you don't have to worry about what your vehicle will be worth in the future because you know its minimum value from the outset.

What happens in the case of the unexpected?

If your vehicle incurs damage and does not meet the Fair Wear and Tear guidelines, LFS will give you the opportunity to have your vehicle repaired. Otherwise, LFS can organise the repairs and deduct the cost from your GFV. This adjusted GFV will then be the price that LFS will offer you if you return the vehicle at the end of your term. Of course, if you retain the vehicle, the condition doesn't matter, however, if you replace it or sell it privately, the condition will obviously impact your sale price.

#### So what does your accountant think?

Naturally, we think Ownership Solutions is an excellent, innovative way to put you in control of buying a new Lexus. That said, we suggest you seek independent advice to ensure Ownership Solutions is right for you.

#### Wouldn't it be great if Ownership Solutions was just the beginning?

Lexus' innovations and commitment to customer service extend well beyond Ownership Solutions. Once you purchase a new Lexus, you'll become a member of the Lexus Encore Privileges programme and enjoy a host of exclusive benefits.<sup>†</sup>

For further details, simply visit your nearest Lexus dealer or see lexus.com.au/services/benefits/

Guaranteed Future Value (GFV) is the minimum value of your new or approved demonstrator Lexus at the end of your finance contract, as determined by Lexus Financial Services (LFS). If you decide to return your car to Lexus at the end of your term, (LFS) will pay you the agreed GFV amount which will be put against your final payment, subject to fair wear and tear conditions and agreed kilometres being met. The information provided is general in nature. You should seek your own financial advice to determine whether Lexus Ownership Solutions is appropriate for your individual circumstances. Terms and conditions, fees and charges apply. Lexus Ownership Solutions GFV products are available to approved customers of Lexus Financial Services, a division of Toyota Finance Australia Limited ABN 48 002 435 181, Australian Credit Licence 392536.

<sup>+++</sup> Lower monthly repayments compared to similar term with no Guaranteed Future Value (GFV) or equivalent balloon final payment. Total interest charges



### THE BENEFITS **OF ENCORE**

THE BENEFITS OF BEING A LEXUS OWNER GO FAR BEYOND THE INTRINSIC PLEASURE OF DRIVING THE VEHICLE. FROM THE MOMENT YOU'RE HANDED THE KEYS, YOU'LL ALSO BE WELCOMED TO THE LEXUS ENCORE PRIVILEGES PROGRAMME<sup>†</sup> - OFFERING A RANGE OF EXCLUSIVE INITIATIVES THAT REAFFIRM OUR ONGOING PURSUIT OF PERFECTION.

It all means you'll enter a world of benefits that extends to every corner of life. A world where everything's just that much easier and works that much more seamlessly. And a world where, should trouble ever find you, you can always find a helping hand.

Take our After Sales Service as an example. Both our technology and our technicians are at the forefront of automotive innovation. And our profound understanding of every single component of your Lexus means we can do more to ensure it's a pleasure to drive today, and in the long run. It's a world you've always belonged in. A privilege unique to Lexus drivers.

#### Silver service

Every aspect of your Lexus is built around your comfort and convenience, so it's fitting that when it's ready for a service, we'll come and pick it up from you and provide you with a complimentary loan car while we're inspecting. Plus, when we return your Lexus, it will have received a complimentary wash and interior vacuum.

#### Experience Lexus outside your vehicle

We're constantly striving to enhance the Lexus ownership experience. It's what we're known for. Our luxury events will be the perfect way to experience the Lexus lifestyle and network with other owners. Tickets may be limited, so be quick to secure your place.

### Peace of mind

Wherever you are and whatever you're doing, you can relax, because with our Encore Privileges Programme, you have the 24-hour support of Lexus DriveCare.\* We'll look after your car and, just as importantly, we'll look after you and your passengers.

### Well read

You can stay abreast of all things Lexus from the comfort of your own home, with our Lexus Magazine delivered right to your door. It'll keep you updated on all aspects of luxury living and covers everything you need to know about the cars that are leading the world.

See lexus.com.au/services/benefits for details.

Terms and Conditions apply.

Full DriveCare details and conditions are available in your Lexus DriveCare wallet or you can phone 1800 253 987. Lexus Australia reserves the right to change, without notice, any benefits specified. Benefits should be confirmed at the time of ordering with your authorised Lexus dealer. To the extent permitted by law, Lexus Australia will not be liable for any damage, loss or expense incurred in relation to the benefits specified above (whether by way of negligence or otherwise). Lexus Australia, a division of Toyota Motor Corporation Australia Limited ABN 64 009 686 097, 155 Bertie St, Port Melbourne Vic 3207.



#### DISCLAIMER INFORMATION

New Vehicle Warranty expires four years from date of first delivery or 100,000kms, whichever occurs first. Refer to the Warranty conditions. The New Vehicle Warranty does not limit and may not necessarily exceed your rights under the Competition and Consumer Act 2010.

The HV (Hybrid) Battery Warranty expires eight years from date of first delivery or 160,000kms, whichever occurs first. The Warranty is comprised of the four-year Lexus New Vehicle Warranty and an additional four-year Lexus Australia Hybrid (HV) Battery Warranty. Refer to the Warranty conditions. The Warranty does not limit and may not necessarily exceed your rights under the Competition and Consumer Act 2010.

- (1) Enform is available on certain vehicle models and grades only. Enform services rely on data from the driver's compatible mobile phone and information provided by third parties. Availability is dependent on a number of factors, including the availability of third party information, mobile service, sufficient mobile data allowance and GPS satellite signal reception. Mobile usage is at the user's cost. Lexus Australia reserves the right to add, remove or modify applications. Further information is provided at lexus.com.au/enform
- (2) Fuel consumption varies depending on driving conditions/style, vehicle conditions and options/accessories. Source of fuel consumption data: ADR81/02 combined/urban/extra urban (L/100km) auto models.
- (3) Current navigation mapping database encompasses major capital and primary national road networks and offers some coverage in regional areas. Available on current model ES 350 Luxury and ES 350 Sports Luxury.
- (4) Active Cruise Control (ACC), Rear Cross Traffic Alert (RCTA), Blind Spot Monitor (BSM), Lane Departure Warning (LDW+), Pre-Collision Brake (PCS) with Pedestrian Detection and Pre-Collision Brakes and Automatic High Beam (AHB) and reversing sonars are driver assist technologies and should not be used as a substitute for safe driving practices. Driver should continue to monitor the road.
- (5) The Bluetooth® word mark is owned by Bluetooth SIG, Inc. Not all devices will be compatible and functionality varies depending on the device. Driver remains responsible at all times for safe driving.
- (6) Digital radio station coverage dependent on vehicle location.
- (7) Self-restoring paint contains an outer coating with elastic qualities capable of restoring superficial scratches only.
- (8) Not all devices will be compatible. Functionality varies depending on device.
- (9) Kerb, tare and payload weights are approximate and subject to individual vehicle variances. Vehicles should be individually weighed and measured before fitting any accessories, or otherwise using the vehicle in any way that depends on this value.
- (10) Gross Vehicle Mass (GVM) is the total permissible combined weight of the vehicle, including occupants, fuel and cargo. Vehicle weights/mass and dimensions are approximate and subject to individual vehicle variances. Vehicles should be individually weighed and measured before fitting any accessories, towing or designing any compatible trailer/caravan or otherwise using the vehicle in any way that depends on this value.
- (11) Emissions vary depending on driving conditions/style, vehicle conditions and options/accessories.

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