

# ES



ES 350 | ES 300h



# CONTENTS

---

- 10 Brand Heritage
  - 12 Introducing The Range
  - 14 Style and Design
  - 18 Space and Comfort
  - 20 Mark Levinson
  - 22 Safety
  - 24 ES 300h
  - 24 ES 350
  - 26 Exterior Colours
  - 28 Interior Trim
  - 30 Specifications
  - 32 Lexus Ownership Solutions
  - 34 Encore Privileges
- 



# 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.

# 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

In the mid 1980s a team of passionate designers embarked on a remarkable journey. They travelled to America and integrated themselves into an exclusive neighbourhood to better understand the intricacies of privileged lifestyles.

Designers visited upscale boutiques and exclusive country clubs to discover the true essence of western style and to learn what luxury vehicle buyers really wanted. They observed how a new definition of luxury was permeating American society. Wealth had filtered down into younger hands, and with it came a more simplistic sense of style and sophistication. Fashion, design and architecture were being reshaped by these younger, more affluent professionals who were also turning their backs on conventional luxury vehicles, seeking a more rewarding driving experience.

At the same time, Lexus sent design teams to the French Riviera to gain a sense of European elegance, class and culture. Such a fact-finding mission was followed by one of the most extensive development programs ever undertaken by a motor vehicle company. The end 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

Luxury is also about having choices and ES willingly obliges. 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 heated front seats, an electric rear window sunshade and a climate control system with Nanoe™ technology that creates a gentler cabin atmosphere for all occupants. Equally comforting is the plethora of safety inclusions which extend to systems that monitor what lies ahead, alongside and behind you, while embracing you with a package of 10 Supplemental Restraint System (SRS) airbags.

Your affinity with the outside world has been taken so much further, courtesy of an ingenious communications system known as 'Lexus Enform'.<sup>(9)</sup> You are presented with a suite of user-friendly apps which are accessed through the multimedia 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.

Step up to the ES 350 Sports Luxury and slip into a cabin accented with woodgrain look trims and immerse yourself in the sensory stimulation of a premium 15-speaker Mark Levinson® audio system. Comforts extend all the way to thoughtful touches like side rear window sunshades, ventilated and heated front 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 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. The ES 300h Luxury model can be further optimised with an Enhancement Pack to personalise your definitive Lexus ES.

Even more compelling is the ES 300h Sports Luxury, with its wide range of inclusions that pamper and inspire you, wherever your journey leads.





# 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-quiet 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.

# 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.

As your journey unfolds, you'll appreciate how Lexus designers have positioned the 8" multimedia display comfortably away from the main instruments. This complements the sense of space, while providing information without distraction. This high resolution display serves as your window into a world of entertainment, navigation, control and comfort.

Just below your line of sight, a compact 3.5" Thin Film Transistor (TFT) Multi Information Display (MID) has been neatly integrated within the instrument display, providing a snapshot look into a range of systems. On selected ES models, this allows you to monitor outside temperatures, the status of the Active Cruise Control (ACC)<sup>(3)</sup> the drive mode and more, allowing you to keep your mind informed but your eyes on the road.

An instrument panel with bold stitching asserts a feeling of confidence and craftsmanship, while woodgrain-look embellishments in the Sports Luxury interior impart an aura of refined elegance.

The latest generation of Bluetooth<sup>®(4)</sup> lets you communicate without distraction.

A Drive Mode Select dial positioned just forward of the gear shifter allows you to tailor the vehicle's driving dynamics and personality to suit your mood. Feeling relaxed? Select 'ECO' mode and the air conditioning is optimised for reduced energy use, while the vivid Optitron instrumentation is displayed in a soothing blue. 'NORMAL' ensures responses are optimised for everyday driving and refined comfort. When you seek added stimulation, turn to 'SPORT' and the throttle and steering response become more immediate, whilst instrumentation is displayed in a vibrant red colour.

ES Luxury models assert their individuality with exclusive appointments like an audio system with a digital amplifier, Digital Radio (DAB+)<sup>(5)</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 console. 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.

# SLIP SEAMLESSLY INTO YOUR COMFORT ZONE

## STYLE AND DESIGN

Sometimes our journeys can be voyages of discovery, while others may simply be trips to the tennis club or dinner dates. 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 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®(4) functions, adjust audio controls and customise the Multi Information Display. Spoken commands allow you to place a call or plot your route on the Satellite Navigation System.(6)

ES Luxury models are offered with a premium steering wheel for enhanced grip. In the ES 350 Sports Luxury, the rim features the woodgrain-look of Birdseye Maple, 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 a passenger's seat memory switch 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. As one of the world's pre-eminent developers of audiophile-quality home theatre systems, Mark Levinson® 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+)® 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™ technology, bringing you increased audio clarity whilst consuming half the energy. In addition, the mid to high-range speakers utilise the latest 'Unity™' 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® 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® 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, even summon Lexus DriveCare for roadside assistance 24 hours a day. Which means 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.



# PRE-EMPTING WHAT LIES AROUND THE NEXT CORNER

## SAFETY

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 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.

Clearance and Reversing Sonars<sup>(7)</sup> help make the tightest parking spots considerably less challenging. When reversing, a Rear View Camera (RVC)<sup>(7)</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.

As you pull out or overtake, a Blind Spot Monitor (BSM)<sup>(7)</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>(7)</sup> which sounds a buzzer when reversing, to warn you of traffic behind that may be outside your normal field of vision.

As the weather deteriorates, a switch on the console activates the heated exterior mirrors, vaporising moisture for enhanced rear vision. The interior electrochromatic mirror is equally considerate, as it quells the annoyance of headlamp glare from following vehicles.

You'll feel more relaxed knowing a Pre-Collision safety System (PCS)<sup>(8)</sup> will move quickly into action should a collision ahead be detected which is deemed unavoidable. Such peace of mind is reserved for Sports Luxury models, ES 350 Luxury and the ES 300h Luxury with Enhancement Pack. 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 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 apply braking pressure to help minimise collision impact.

During highway cruising, Active Cruise Control (ACC)<sup>(9)</sup> in Sports Luxury models, the ES 350 Luxury and in the ES 300h Luxury with the Enhancement Pack, 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.

ES 350 Sports Luxury model shown



Blind Spot Monitor (BSM)



ES 350 Sports Luxury model shown

# THE ELECTRICITY OF A PASSIONATE MIND

---

## ES 300h

---

Inspired thinking comes when the enquiring 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, the addition of an Enhancement Pack 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 300h Luxury model shown



# REFINED POWER IS THE HEART'S WAKE UP CALL

---

## ES 350

---

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 V 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.

---

# AN OPPORTUNITY TO DREAM IN TECHNICOLOR

## EXTERIOR COLOURS

Colour has an extraordinary power. As you run your eyes over the 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.

A rich, vibrant effect is created by tiny mica metallic particles embedded within Volcanic 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.

Notice too the soothing lustre of Lapis Lazuli, a rich blue that comes to life as particles of mica capture the light. Metallic Silk creates a luxurious embrace with a sheen akin to flowing silk fabric, while White Pearl shimmers with a soft sheen in the noontday sun.

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 Shine finish which displays a deep red lustre.

Glass flakes below the surface of Starlight 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, light grey or black, offset with piano black gloss trims.

Sports Luxury models assume a look of refinement with a premium interior complemented by Birds Eye Maple woodgrain-look trims. 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.



White Pearl^ 077



Mercury Grey^ 1H9



Premium Silver^ 1J4



Onyx 2I2



Metallic Silk^ 4U7



Volcanic Bronze^ 4V3



Titanium Silver^ 1J7



Starlight Black^ 2I7



Vermillion^ 3R1



Lapis Lazuli^ 8V3

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.



# THE TACTILE SENSATION OF SPACE

## INTERIOR TRIMS

Cocooning yourself inside ES Luxury models evokes 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™ technology. There's a look of confidence and craftsmanship imposed by the instrument panel and bold stitching, not to mention the reassuring grip of a premium steering wheel.

For a more soothing ambience, an electrically 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 position once you're moving forward again.

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 have been shaped for easy entry, while the long cabin, generous headroom and a low centre seat position means it amply accommodates three adults. Even the front seats contribute to rear legroom through careful sculpting of the seatbacks.

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 passengers to each independently select their preferred comfort levels. A humidity sensor in the ES 300h hybrid Sports Luxury goes even further, by monitoring cabin air quality for greater comfort.

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.



Piano Black



Bamboo (ES 300h Sports Luxury models only).



Birds Eye Maple



Black Trim



## ES 300h ADVANCED FEATURES

ES 300h Luxury

ES 300h Sports Luxury

Anti-skid Braking System (ABS) with Brake Assist (BA), Electronic Brakeforce Distribution (EBD), Traction Control (TRC) and Vehicle Stability Control (VSC)		
Pre-Collision Safety System (PCS) <sup>7)</sup>	EP1	•
Rear View Camera (RVC) with Rear Guide Assist (RGA) <sup>6)</sup>	•	•
Emergency Flashing Brake Lights	•	•
Anti-theft Alarm	•	•
Lexus Remote Touch Controller (LRT)	•	•
Drive Mode Select	Eco, Normal, Sport	Eco, Normal, Sport
15-speaker Mark Levinson Audio System		•
8-speaker Single DVD Audio	•	
AUX and USB Inputs <sup>4)</sup>	•	•
Digital Radio (DAB+) <sup>3)</sup>	•	•
Alloy Wheels	17" Alloy Wheel & Full Size Spare	17" Alloy Wheel & Full Size Spare
4 Door Smart Entry and Smart Start	•	•
Halogen Headlights	•	
High Intensity Discharge (HID) Headlights		•
LED Daytime Running Lights (DRL)	•	•
Front Fog Lights	•	•
Electric Rear Sunshade	•	•
Manual Rear Side Window Sunshade		•
Automatic Folding, Self-dimming Exterior Mirrors with Memory	•	•
Tilt and Slide Electric Glass Moonroof with Sun Shade	•	•
Power Boot Lid		•
Nanoe™ Technology	•	•
Dual-zone Climate Control with Air Conditioning	•	
Tri-zone Climate Control with Air Conditioning		• With Humidity Sensor
Leather Accented Seats	•	•
Woodgrain-look Interior		•
Premium Steering Wheel	•	•
Rear Armrest with Cupholders	•	•
Heated Front Seats	•	
Ventilated and Heated Front Seats		•
Supplemental Restraint System (SRS) Airbags	10	10
3.5" TFT LCD Multi Information Display (MID)	•	•
8" Multimedia LCD Screen	•	•
Satellite Navigation System <sup>5)</sup>	•	•
Voice Control	•	•
Clearance and Reversing Sonar <sup>6)</sup>	•	•
Rear Outer Seat Heating		•
Rear Armrest with Air Conditioning and Audio Controls		•
Drivers Seat Memory	•	•
Passenger Seat Memory		•
Rear Seatbelt Monitor	•	•
Tyre Pressure Warning System	•	•
Bluetooth® Connectivity <sup>2)</sup>	•	•
LED Analogue Clock	•	•
Cruise Control <sup>1)</sup>	•	
Active Cruise Control (ACC) <sup>1)</sup>	EP1	•
Blind Spot Monitor (BSM) <sup>6)</sup> with Rear Cross Traffic Alert (RCTA)	•	•

EP = Enhancement Pack





# OWNERSHIP SOLUTIONS

OWNERSHIP SOLUTIONS ALLOWS YOU TO DETERMINE YOUR FINANCE COSTS AND KNOW THE GUARANTEED FUTURE VALUE (GFV)\* 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.\*\*
- We agree 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.\*\*\*

## 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.†

For further details simply visit your nearest Lexus dealer or see [lexus.com.au/services/benefits](https://lexus.com.au/services/benefits) for details

\* 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.

\*\* Up to four years.

\*\*\* Lower monthly repayments compared to similar term with no Guaranteed Future Value (GFV) or equivalent balloon final payment. Total interest charges will be higher if a GFV or balloon final payment is selected.

† Terms and Conditions apply.



# 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† - 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 Drive Care. 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](https://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.



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.

Lexus Australia provides HV (Hybrid) Battery Warranty of 8 years/ 160,000 kilometres (whichever occurs first), reinforcing the incredible reliability of the hybrid battery. Utilising advanced technology, the battery works seamlessly within the hybrid system, offering peace of mind to the driver of assured performance every time. The Warranty does not limit and may not necessarily exceed your rights under the Competition and Consumer Act 2010.

- (1) 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.
- (2) Fuel consumption varies depending on driving conditions/style, vehicle conditions and options/accessories.
- (3) Active Cruise Control (ACC) is a driver assist technology and should not be used as a substitute for safe driving practices. Driver should continue to monitor the road.
- (4) The Bluetooth® word mark is owned by The Bluetooth SIG, Inc. Not all devices will be compatible and functionality will vary depending on the device.
- (5) Station coverage dependent on vehicle location.
- (6) Current navigation mapping database encompasses major capital and primary national road networks as well as offering some coverage in regional areas.
- (7) Clearance and Reversing Sonars/Reversing Camera/Blind Spot Monitor (BSM)/Rear Guide Assist (RGA)/Rear Cross Traffic Alert (RCTA) is designed as a driver assist device only and should not be used as a substitute for skilled driving (and/or safe parking practices). The area into which the vehicle is to be driven must be visually monitored by the driver.
- (8) Pre-Collision Safety System (PCS) is a driver assist technology and should not be used in place of safe driving practices. Driver should continue to monitor road ahead.
- (9) Not all devices will be compatible. Functionality varies depending on device.

**IMPORTANT NOTICE – please read:** Lexus Australia uses its best endeavours to ensure this material is correct when published. You must check with your authorised Lexus dealer when ordering to ensure the vehicle with your chosen specifications, equipment and colour is available and that the vehicle can be delivered within the timeframe suitable to you. When ordering accessories, you must check with your authorised Lexus dealer to ensure the accessory's design, features and colours are available and will fit your vehicle. Please also consider the mass of your load to ensure you will not exceed the maximum allowable individual axle capacity, Gross Vehicle Mass and/or Gross Combined Mass of the vehicle. Refer to [lexus.com.au](http://lexus.com.au) for further details. Colours displayed here are a guide only and may vary from actual colours due to printing/display processes. Certain accessories when fitted will require the removal of standard equipment. Standard equipment may be retained by Lexus Australia. Lexus Australia reserves the right to change, without notice, at any time prices, colours, materials, equipment, specifications and discontinue colours/models. To the extent permitted by law, Lexus Australia will not be liable for any damage, loss or expense incurred as a result of reliance on this material in any way. Distributed nationally by Lexus Australia ABN 64 009 686 097, 155 Bertie St, Port Melbourne 3207. PART NUMBER: LXES1013. VALID: L3099 PRINTED: SEPTEMBER 2014 LEX0014



#### THIS BOOK IS PRINTED ON GREEN PAPER

The Lexus book you are reading has been produced using HannoArt Satin. A premium coated paper representing a level of craftsmanship that is without peer. This environmentally responsible paper is manufactured using low environmental impact FSC® certified pulp and is certified carbon neutral by The Carbon Reduction Institute. ^ Sappi, the manufacturers of HannoArt, place high importance on delivering an environmental and sustainable operation. They operate under world's best practice ISO 14001 EMS and EMAS certification and eliminate harmful by-products by using Totally Chlorine Free (TCF) pulp. HannoArt is archival, so like our vehicles it's made to stand the test of time.

As a company that strives to lessen its impact on the environment in every way possible, Lexus believes that choosing our paper wisely is one more step we can take in preserving our planet.

^Calculations encompass carbon emissions from seedling to printer. For full details please visit [www.kwdoggett.com.au](http://www.kwdoggett.com.au)

To learn more about the ES Line contact your Lexus Dealer on 1800 023 009 or visit [lexus.com.au](http://lexus.com.au)



