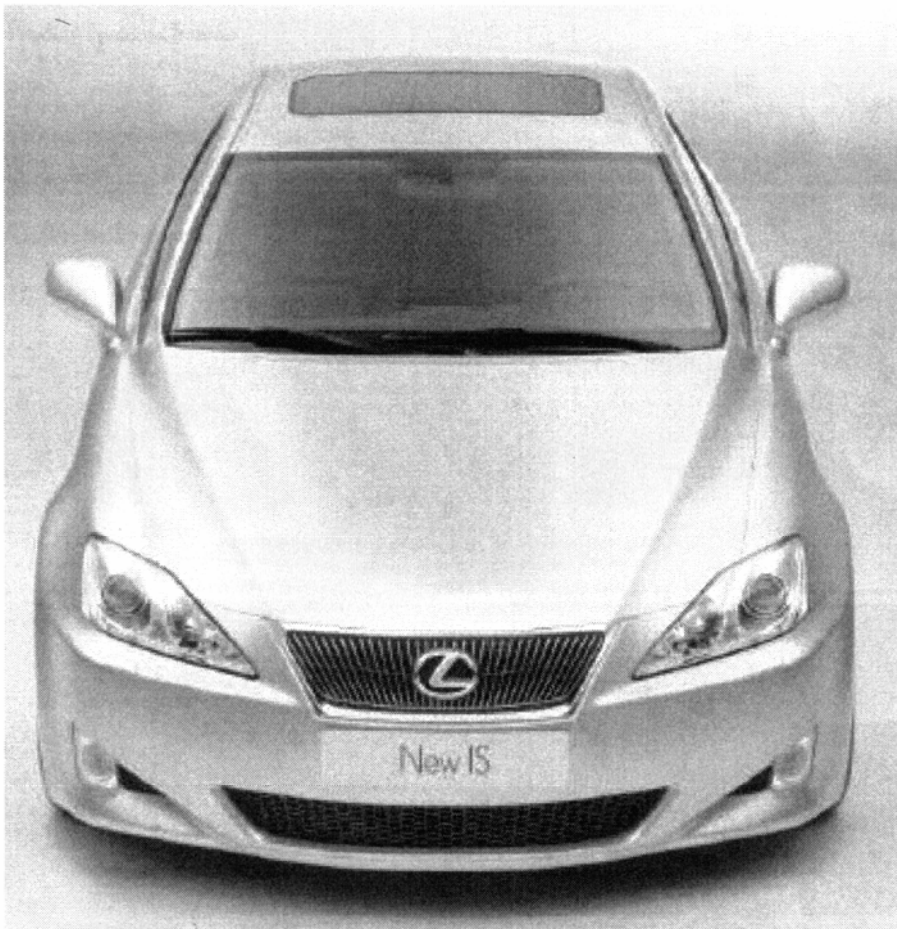


July, 2004

## IS Series Preliminary Bulletin



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## 1. Introduction

September 2005 sees the start of production of the New IS. The petrol engined IS 250 will be launched on November 19<sup>th</sup> 2005 with the IS 220d, Lexus' first diesel powered vehicle, following in March 2006.

This represents an important event for Lexus:

- The diesel powertrains represent an opportunity to re-enter fleet market
- Evolution of the L-finesse styling cues first seen on GS

## 2. Product Overview

### 2.1. Product Highlights

#### 2.1.1. L-finesse design evolution

- Aerodynamic and dynamic exterior design
- L-finesse styling: long cabin; slingshot window; shadow surfacing
- Aerodynamic: 0.27 Cd

#### 2.1.2. Distinctive Interior Design

- Leading build quality and perceived quality
- Choice of 3 interior colours in three finishes (fabric, sport trim and leather)
- Advanced interior illumination with LED technology
- Ergonomic, intuitive easy to use controls

#### 2.1.3. Sophisticated

- Advanced Direct Injection V6 petrol engine with
  - 6 speed manual transmission
  - Optional 6 speed automatic transmission with paddle shift override.
- Clean, powerful common rail diesel engine fitted with a Diesel Particulate NO<sub>x</sub> Reduction (DPNR) filter.
- Smart entry with push start
- LED interior lighting and sequencing
- New '05 Satellite Navigation System featuring VGA screen for higher definition display, Bluetooth ® connectivity, Electronic Traffic Avoidance and rear Park Assist Monitor
- Optitron Electrochromatic display

#### 2.1.4. Engaging

- Advanced double wishbone (front) and multilink (rear) suspension with monotube shock absorber giving excellent dynamics and comfort.
- Advanced VSC, with VDIM available on IS 220d

#### 2.1.5. Intelligent

- VSC, TRC, ABD, EBS
- Optional Adaptive Cruise Control and Pre-Crash System
- HID with AFS (on SE-L and Sport grades)
- 10 airbags
- Advanced braking systems

## 2.2. Range Overview IS 250

	IS250 Nov-05	IS 250 SE Nov-05	IS 250 SE-L Nov-05	IS 250 Sport Apr-06
Intrusion Sensor and Alarm	✓	✓	✓	✓
Smart, keyless entry (front and boot) and push start	✓	✓	✓	✓
Central locking with deadlocks	✓	✓	✓	✓
Two step double locking	✓	✓	✓	✓
Cruise Control	✓	✓	✓	✓
ABS, Brake Assist (BAS), Electronic Brakeforce Distribution (EBD)	✓	✓	✓	✓
VSC	✓	✓	✓	✓
TRC	✓	✓	✓	✓
LED rear lamp and stop lamp	✓	✓	✓	✓
D + P Front airbags and Side Airbags	✓	✓	✓	✓
D + P Knee airbags	✓	✓	✓	✓
Passenger airbag cut-off switch	✓	✓	✓	✓
Curtain airbags	✓	✓	✓	✓
Electrical Power Steering (EPS)	✓	✓	✓	✓
Electrical foldable, heated exterior mirrors	✓	✓	✓	✓
Front and Rear Electric windows	✓	✓	✓	✓
Climate Control with clean air filter	✓	✓	✓	✓
LED interior illumination	✓	✓	✓	✓
6 CD player, 13 speakers, MP3 compatible with AUX socket	✓	✓	✓	✓
Leather steering wheel and gearknob	✓	✓	✓	✓
Front and rear armrest	✓	✓	✓	✓
Tinted (green) rr side and rr glass	✓	✓	✓	✓
Windshield de-icer	✓	✓	✓	✓
In dash Multi Information Display	✓	✓	✓	✓
Temporary spare wheel	✓	✓	✓	✓
Fabric seats	✓			
Leather seating pack (includes: heated and ventilated front seats; 8 way electrically adjustable front seats; memory settings)		✓	✓	
Ecsaine seating pack (includes: heated front seats; 8 way electrically adjustable front seats; memory settings)				✓
Rain Sensing wipers			✓	✓
Front and Rear Parking Sensors			✓	✓
HID Headlamps with AFS			✓	✓
Rear armrest with storage and trunk through			✓	✓
Electrically adjustable steering column			✓	✓
Electrochromic internal and external rear view mirrors			✓	✓
Power sunshade (rear window)			✓	
Illuminated scuff plates (front)			✓	
Scuff plates (front and rear)				✓
Wood trim			✓	
Metal effect trim				✓
Sports pedals				✓
Sports suspension (ride height and springs)				✓
Multimedia Pack (05 DVD based Sat Nav; 7" VGA screen; Mark Levinson Audio [14 speakers; 5.1 sound surround; 6 DVD changer]; Bluetooth connectivity; Rear Park Assist Monitor)	Optional	Optional	Optional	Optional
Sunroof		Optional	Optional	Optional
16" alloy wheels (205/55R16)	✓			
17" Alloy Wheel (Fr 225/45R17 + Rr 245/45R17)		✓	✓	
18" Alloy Wheel (Fr 225/40R18 + Rr 255/40R18)				✓
Adaptive Cruise Control and Pre - Crash System			Optional on Auto	
Automatic Transmission	Optional	Optional	Optional	

## 2.3. Range Overview IS 220d

	IS 220d	IS 220d SE	IS 220d SE-L	IS 220d Sport
Availability	2006	2006	2006	2006
Intrusion Sensor and Alarm	✓	✓	✓	✓
Smart, keyless entry (front and boot) and push start	✓	✓	✓	✓
Central locking with deadlocks	✓	✓	✓	✓
Two step double locking	✓	✓	✓	✓
Cruise Control	✓	✓	✓	✓
ABS, Brake Assist (BAS), Electronic Brakeforce Distribution (EBD)	✓	✓	✓	✓
VSC	✓	✓	✓	
Vehicle Dynamics Integrated Management				✓
TRC	✓	✓	✓	✓
LED rear lamp and stop lamp	✓	✓	✓	✓
D + P Front airbags and Side Airbags	✓	✓	✓	✓
D + P Knee airbags	✓	✓	✓	✓
Passenger airbag cut-off switch	✓	✓	✓	✓
Curtain airbags	✓	✓	✓	✓
Electrical Power Steering (EPS)	✓	✓	✓	✓
Electrical foldable, heated exterior mirrors	✓	✓	✓	✓
Front and Rear Electric windows	✓	✓	✓	✓
Climate Control with clean air filter	✓	✓	✓	✓
LED interior illumination	✓	✓	✓	✓
6 CD player, 13 speakers, MP3 compatible with AUX socket	✓	✓	✓	✓
Leather steering wheel and gearknob	✓	✓	✓	✓
Front and rear armrest	✓	✓	✓	✓
Tinted (green) rr side and rr glass	✓	✓	✓	✓
Windshield de-icer	✓	✓	✓	✓
In dash Multi Information Display	✓	✓	✓	✓
Temporary spare wheel	✓	✓	✓	✓
Fabric seats	✓			
Leather seating pack (includes: heated and ventilated front seats; 8 way electrically adjustable front seats; memory settings)		✓	✓	
Ecsaine seating pack (includes: heated front seats; 8 way electrically adjustable front seats; memory settings)				✓
Rain Sensing wipers			✓	✓
Front and Rear Parking Sensors			✓	✓
HID Headlamps with AFS			✓	✓
Rear armrest with storage and trunk through			✓	✓
Electrically adjustable steering column			✓	✓
Electrochromic internal and external rear view mirrors			✓	✓
Power sunshade (rear window)			✓	
Illuminated scuff plates (front)			✓	
Scuff plates (front and rear)				✓
Wood trim			✓	
Metal effect trim				✓
Sports pedals				✓
Sports suspension (ride height and springs)				✓
Multimedia Pack (05 DVD based Sat Nav; 7" VGA screen; Mark Levinson Audio [14 speakers; 5.1 sound surround; 6 DVD changer]; Bluetooth connectivity; Rear Park Assist Monitor)	Optional	Optional	Optional	Optional
Sunroof		Optional	Optional	Optional
16" alloy wheels (205/55R16)	✓			
17" Alloy Wheel (Fr 225/45R17 + Rr 245/45R17)		✓	✓	
18" Alloy Wheel (Fr 225/40R18 + Rr 255/40R18)				✓
Final drive ratio	2.47	2.47	2.47	3.20

## 2.4. Colours and Trims

			062 St. Lucia Pearl	074 Caspian Sky	1G0 Cadoxton Slate	1G1 Argento Ice	4P7 Amberley Gold	202 Astral Black	3R1 Mesa Red	6U3 Sargasso Green	8R6 Brechin Slate	8P8 Canterbury Blue
Currently on			LS	GS	SC	NEW	LS	GS, LS, RX	GS	NEW	RX	GS, LS
Approximate shading												
Standard	Fabric	Lichfield (Beige)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Ripon (Grey)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Worcester (Black)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SE / SE-L	Leather	Oakham (Beige)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Sussex (Grey)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Pembroke (Black)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sport	Ecsaine	Lipari (Beige)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Ischia (Grey)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
		Stromboli (Black)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

## 2.5. Indicative Pricing

Please be aware that pricing is not yet final.

Indicative On the Road pricing is:

IS 250	£22,400
IS 250 SE	£25,400 ✓
IS 250 SE-L	£28,000
IS 250 Sport	£26,500
IS 220d	£22,200
IS 220d SE	£25,200
IS 220d SE-L	£27,800
IS 220d Sport	£26,900

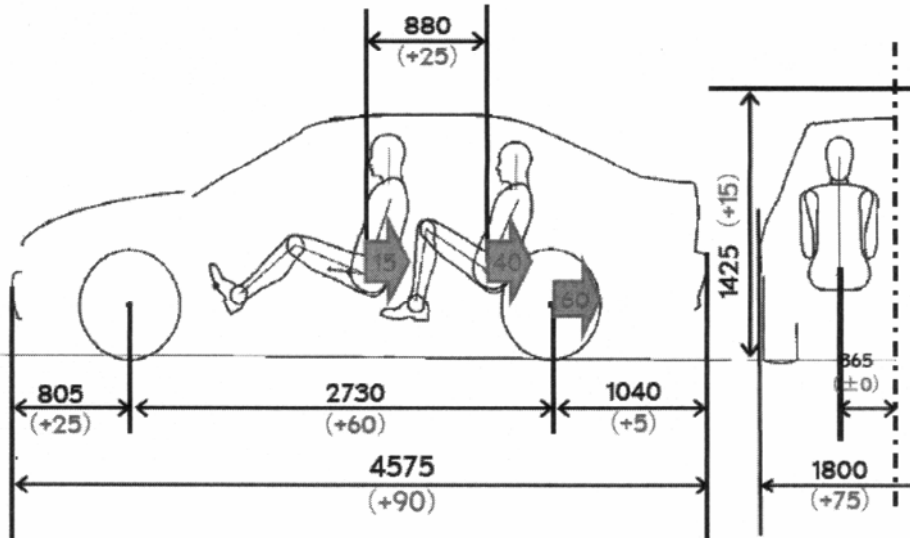
Option pricing:

Metallic / Mica Paint (all except Astral Black)	£510 ✓
Electrical sunroof	£800
Multimedia Package (includes Sat Nav and Mark Levinson)	£2710 ✓
Adaptive Cruise Control & Pre-Crash System	£2150
6-speed Automatic transmission (IS 250 only)	£1000

- 'On the Road' price comprises List Price, £557 delivery charge, £25 number plate allowance (all inclusive of VAT) plus £165 for 12 months' Vehicle Excise Duty and £38 First Registration Fee.

### 3. 3. Product Features: Exterior

#### 3.1. Dimensions

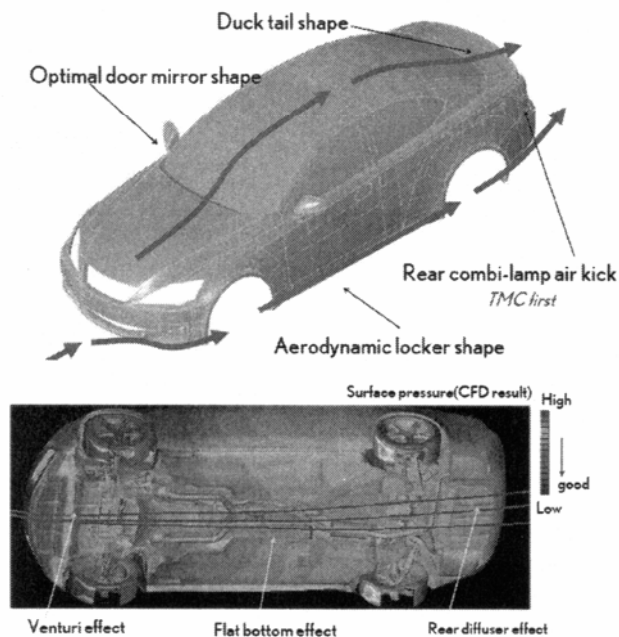


(All measurements in mm) (+25) Comparison to current IS

- The new IS is longer, taller and wider than its predecessor
- Key benefits are greater front and rear legroom and greater shoulder room

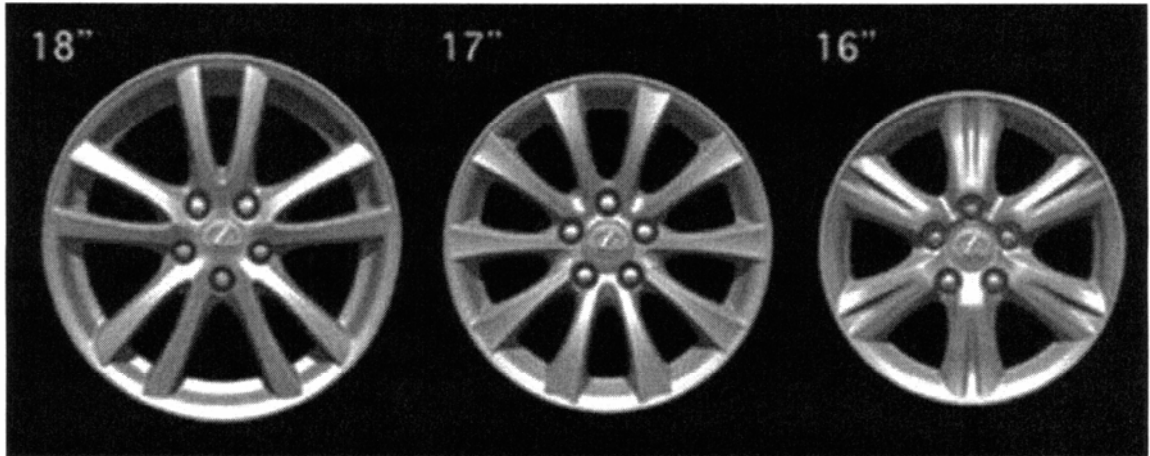
#### 3.2. Airflow Management

- Airflow management and under body aerodynamics contribute to a Cd of 0.27 together with low lift.



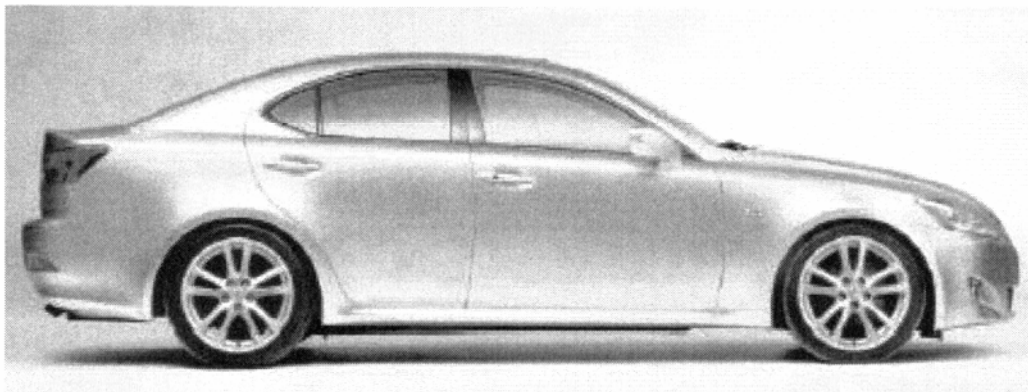
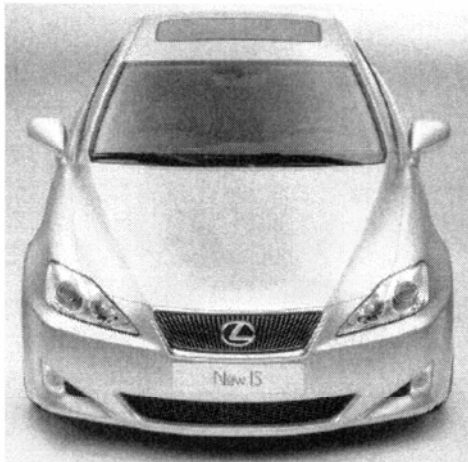


### 3.3. Wheels



- Three designs of alloy wheel:
  - 16" Front and Rear 205/55R16 On entry grade
  - 17" Front 225/45R17; Rear 245/45R17 SE and SE-L
  - 18" Front 225/40/R18; Rear 255/40R18 Sport grade

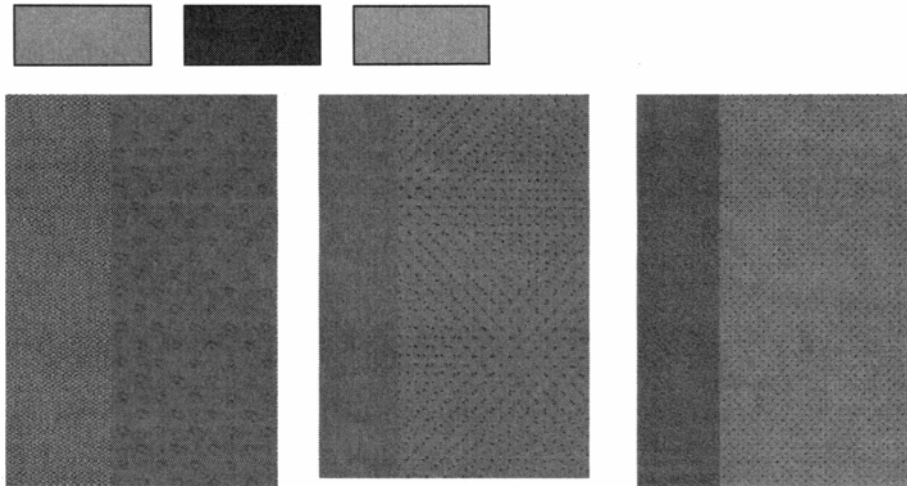
### 3.4. Front, Side, Rear Views



## 4. Product Features: Interior

### 4.1. Interiors

- 3 interior materials in three colours:



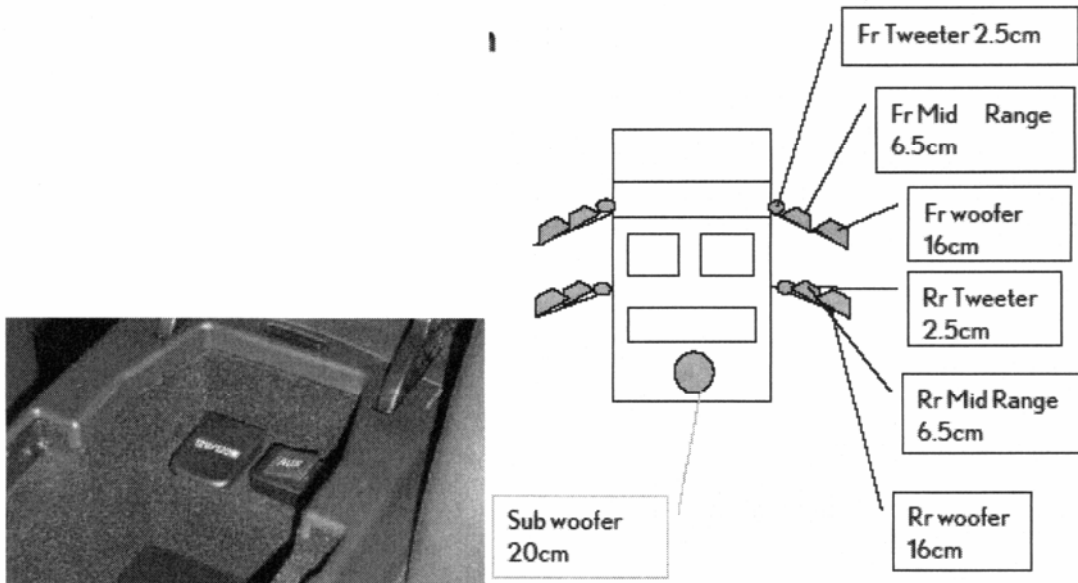
Material	Fabric	Sport trim (Ecsaine® like)	Leather
Grade	Entry	Sport	SE and SE-L
Grey	Ripon	Ischia	Sussex
Black	Worcester	Pembroke	Stromboli
Ivory	Lichfield	Oakham	Lipari

- Wood Trim on SE-L; Aluminium effect on Entry; SE and Sport



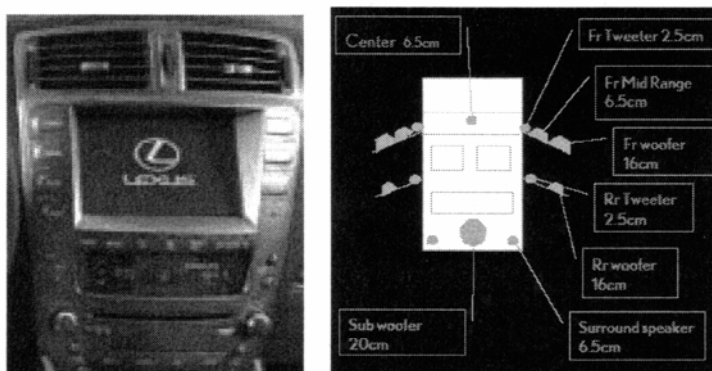
#### 4.2. Standard Audio

- The new IS is equipped with a best in class standard audio system featuring:
  - In-dash 6 CD auto-changer
  - 13 speakers
  - MP3 and WMA compatibility
  - Audio jack for auxiliary input from a portable player
  - Steering wheel controls



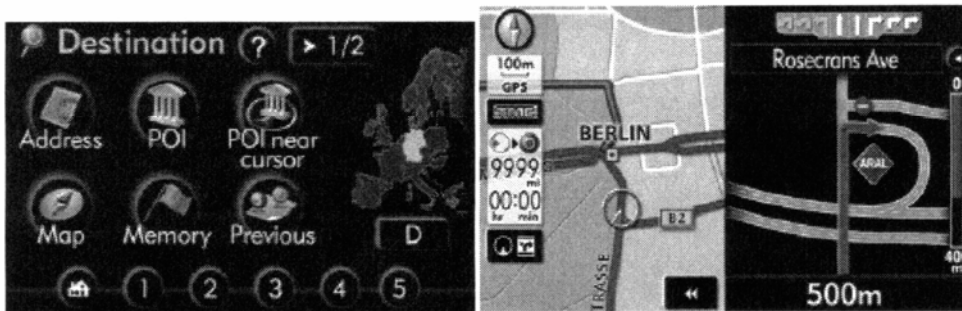
#### 4.3. Multimedia Package

- The new IS is also available with an optional multimedia package featuring:
  - 7" VGA screen
  - Mark Levinson Premium audio system
  - 14 speakers
  - 5.1 channel digital surround sound giving auditorium-like acoustics
  - 6 DVD autochanger capable of playing both audio and video (when stationary)
  - '05 Navigation System
  - Bluetooth® connectivity
  - Rear Park Assist Monitor
  - Voice activation



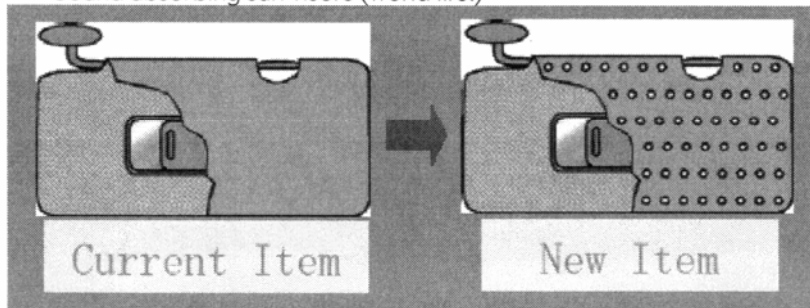
#### 4.4. '05 Satellite Navigation System

- Available as part of the optional multimedia pack.
- The latest generation of the Lexus Satellite Navigation System is launched on the New IS.
- Key Enhancements over '03 system currently fitted to LS, GS, RX and SC are
  - Enhanced , higher definition display. Now VGA standard
  - Greater range of colours: 32000 v 256
  - New map design (Michelin style)



#### 4.5. Focus on Refinement

- A key engineering challenge has been to give the New IS the best NVH characteristics in its class. This has been achieved through numerous innovations, including:
  - Sound absorbing sun visors (world first)



- Acoustic glass
- Multi-layered carpet mats on IS 220d
- Exceptionally close panel fit

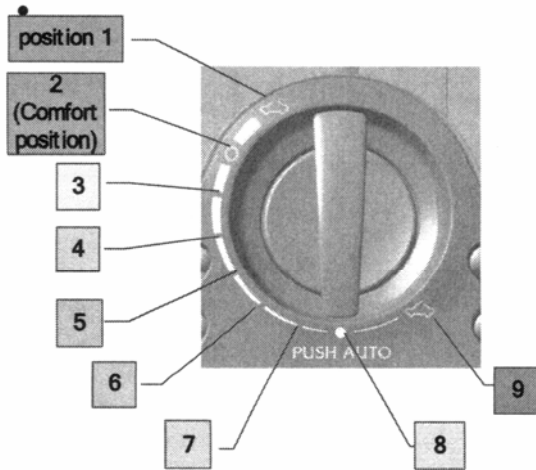
#### 4.6. Illumination Features

- LED interior spot lighting
- Illuminated door sills (on SE-L)
- Puddle lights in exterior mirrors



#### 4.7. Multi-position Sunroof

- The tilt and slide of the electrical sunroof is controlled through a nine position dial allowing the sunroof to be opened to a predetermined position.

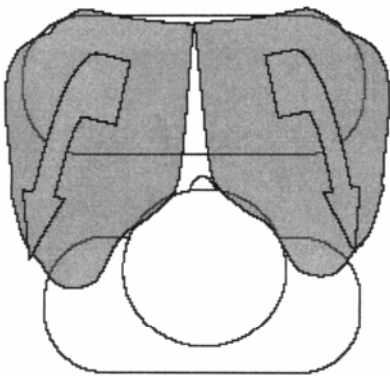


#### 4.8. Next Generation Optitron Instrumentation



## 5. Safety Features

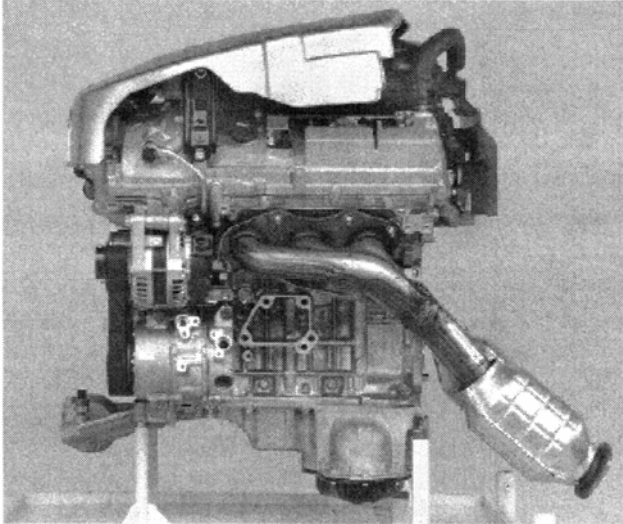
- 10 airbags, including knee airbags for driver and front passenger and world first use of Twin Chamber Passenger Airbag
  - The twin chamber airbag disperses the impact forces across both the head and shoulders as opposed to only on the face with a traditional airbag



- Full range of electronic control systems as standard
  - ABS
  - Brake Assist System (BAS)
  - Vehicle Stability Control (VSC)
  - Traction Control (TRC)
  - Electronic Brake-force distribution (EBD)
- Vehicle Dynamics Integrated Management system available on IS 220d
- Whiplash Injury Lessening front seats
- Front and rear seatbelt pre-tensioners
- Superior pedestrian protection with deformable structures and careful shaping of the front body
- Adaptive Cruise Control and Pre-Crash System available as an option on automatic models

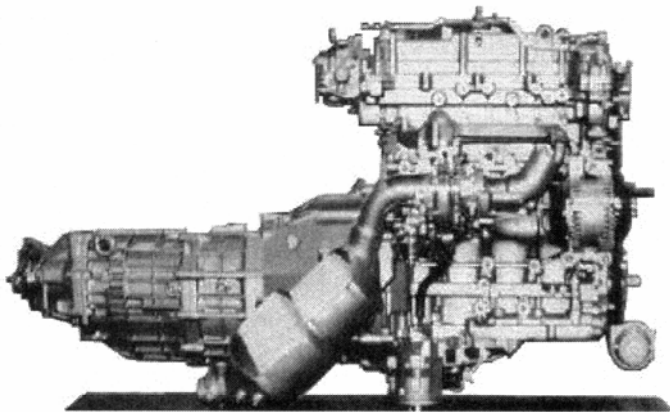
## 6. Driving Dynamics

### 6.1. 4GR-FSE Engine: 2.5 Litre V6 Petrol



- 150 kW (200 bhp)
- 250 Nm
- Dual VVT-i
- D4 Direct Injection
- Aluminium block to reduce weight
- 6-speed manual or 6-speed Auto

### 6.2. 2AD-FHV Engine: 2.2 Litre I4 Diesel



- 2231cc common rail direct injection
- The high injection pressure (1800 bar) results in smaller fuel droplets, contributing to improved fuel economy.
- 130 kW (177 bhp)
- 400 Nm
- Fitted with a Variable Nozzle (VN) turbocharger to support efficient turbocharging even at low speeds, thereby improving low speed torque.
- Fitted with Diesel Particulate and NO<sub>x</sub> Reduction (DPNR) technology and a 4-way catalytic converter

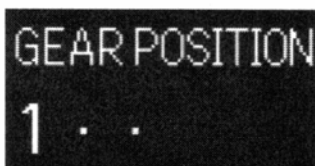
- Use of an aluminium alloy cylinder block has resulted in low weight
- 6-speed manual transmission
- Available with two final drives ratios
  - 2.4 for reduced emissions: On IS 220d, IS 220d SE and IS 220d SE-L
  - 3.2 for enhanced performance: On IS 220d Sport
- Measures taken to reduce the NVH sometimes associated with diesel drivetrains include:
  - Adoption of a piezo injector contributing to lower combustion noise
  - Urethane engine cover, strategically placed urethane spacers and superior heat insulation help reduce engine noise
  - A ball joint is adopted at the connection point of the exhaust pipe and body, helping to block vibration and reduce cabin noise.
  - Engine vibration is reduced through the use of a very rigid powerplant

### 6.3. 6-Speed Automatic Transmission (IS 250 Only)

- The IS 250 features an optional, newly developed 6 speed ECTi transmission with sequential manual override.
- Key benefits from the new transmission include:
  - Class leading lightness and compactness
  - Superior fuel economy, particularly from low 6<sup>th</sup> gear
  - Smooth gear shifts
  - Excellent drivability, due to wide range of close ratio gears
  - Quiet operation
- High first gear contributes to improved starting acceleration; lower sixth gear contributes to high speed and cruising fuel economy.
- The gear range can be managed in sequential mode either through the gear level or by use of steering wheel mounted paddle switches.



- The actual gear and possible range are displayed in the Multi Information Display between the Optitron dials. The dots show the range; the number the actual gear being used.



Indicates in first gear, with a range to 3<sup>rd</sup> gear.

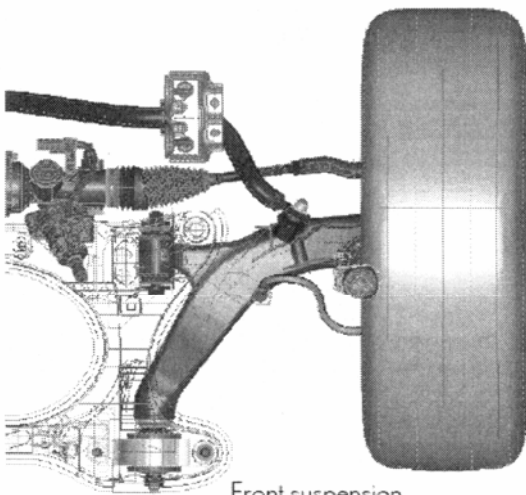




Indicates in third gear with a range to 6<sup>th</sup> gear.

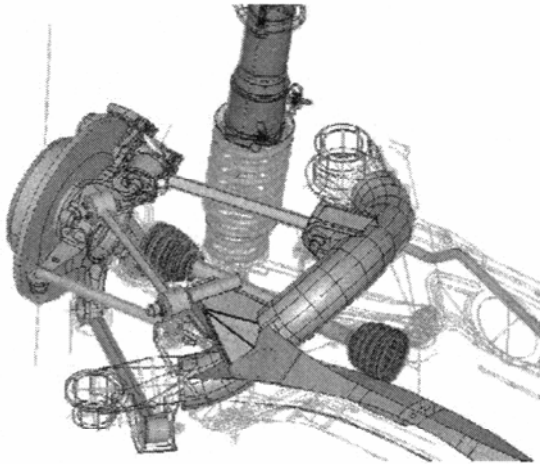
#### 6.4. Suspension

- Based on the same platform as GS Series.
- Front suspension is double wishbone offering improved body control on all surfaces and precise steering.



Front suspension

- Rear suspension is multi-link



Rear suspension

- Monotube shock absorbers are used for improved response

## 7. Model Codes and Ordering

Description	LGB Code
IS 250 Manual	IS3 1AA
IS 250 Manual Sat Nav	IS3 1AK
IS 250 Auto	IS3 1BA
IS 250 Auto Sat Nav	IS3 1BK
IS 250 SE Manual	IS3 1CA
IS 250 SE Manual Sunroof	IS3 1CM
IS 250 SE Manual Sat Nav	IS3 1DA
IS 250 SE Manual Sunroof Sat Nav	IS3 1DM
IS 250 SE Auto	IS3 1EA
IS 250 SE Auto Sunroof	IS3 1EM
IS 250 SE Auto Sat Nav	IS3 1FA
IS 250 SE Auto Sunroof Sat Nav	IS3 1FM
IS 250 SE-L Manual	IS3 1KA
IS 250 SE-L Manual Sunroof	IS3 1KM
IS 250 SE-L Manual Sat Nav	IS3 1LA
IS 250 SE-L Manual Sunroof Sat Nav	IS3 1LM
IS 250 SE-L Auto	IS3 1MA
IS 250 SE-L Auto Sunroof	IS3 1MM
IS 250 SE-L Auto Sat Nav	IS3 1NA
IS 250 SE-L Auto Sunroof Sat Nav	IS3 1NM
IS 250 SE-L Auto ACC/PCS	IS3 1OA
IS 250 SE-L Auto Sunroof ACC/PCS	IS3 1OM
IS 250 SE-L Auto Sat Nav ACC/PCS	IS3 1PA
IS 250 SE-L Auto Sunroof Sat Nav ACC/PCS	IS3 1PM
IS 250 Sport Manual	IS3 1GA
IS 250 Sport Manual Sunroof	IS3 1GM
IS 250 Sport Manual Sat Nav	IS3 1HA
IS 250 Sport Manual Sunroof Sat Nav	IS3 1HM
IS 220d Manual	IS3 1QA
IS 220d Manual Sat Nav	IS3 1QK
IS 220d SE Manual	IS3 1RA
IS 220d SE Manual Sunroof	IS3 1RM
IS 220d SE Manual Sat Nav	IS3 1SA
IS 220d SE Manual Sunroof Sat Nav	IS3 1SM
IS 220d SE-L Manual	IS3 1VA
IS 220d SE-L Manual Sunroof	IS3 1VM
IS 220d SE-L Manual Sat Nav	IS3 1WA
IS 220d SE-L Manual Sunroof Sat Nav	IS3 1WM
IS 220d Sport Manual	IS3 1TA
IS 220d Sport Manual Sunroof	IS3 1TM
IS 220d Sport Manual Sat Nav	IS3 1UA
IS 220d Sport Manual Sunroof Sat Nav	IS3 1UM

The model codes will be available for Sold Order Requests from 28<sup>th</sup> July, 2005.

## 8. Outline Performance Data

Please be aware that the following is indicative performance data. Final performance data is to be confirmed.

Model	IS 250 Man (Auto)	IS 220d (both final drive ratios)
Power (kW / HP)	150 kW / 200 bhp	130 kW / 177 bhp
Torque (Nm)	250 Nm	400 Nm
0 - 100 kph (0 - 62 mph)	8.5 sec (8.5 sec)	< 9.5 secs
Top Speed (mph)	135 mph (135 mph)	> 130 mph