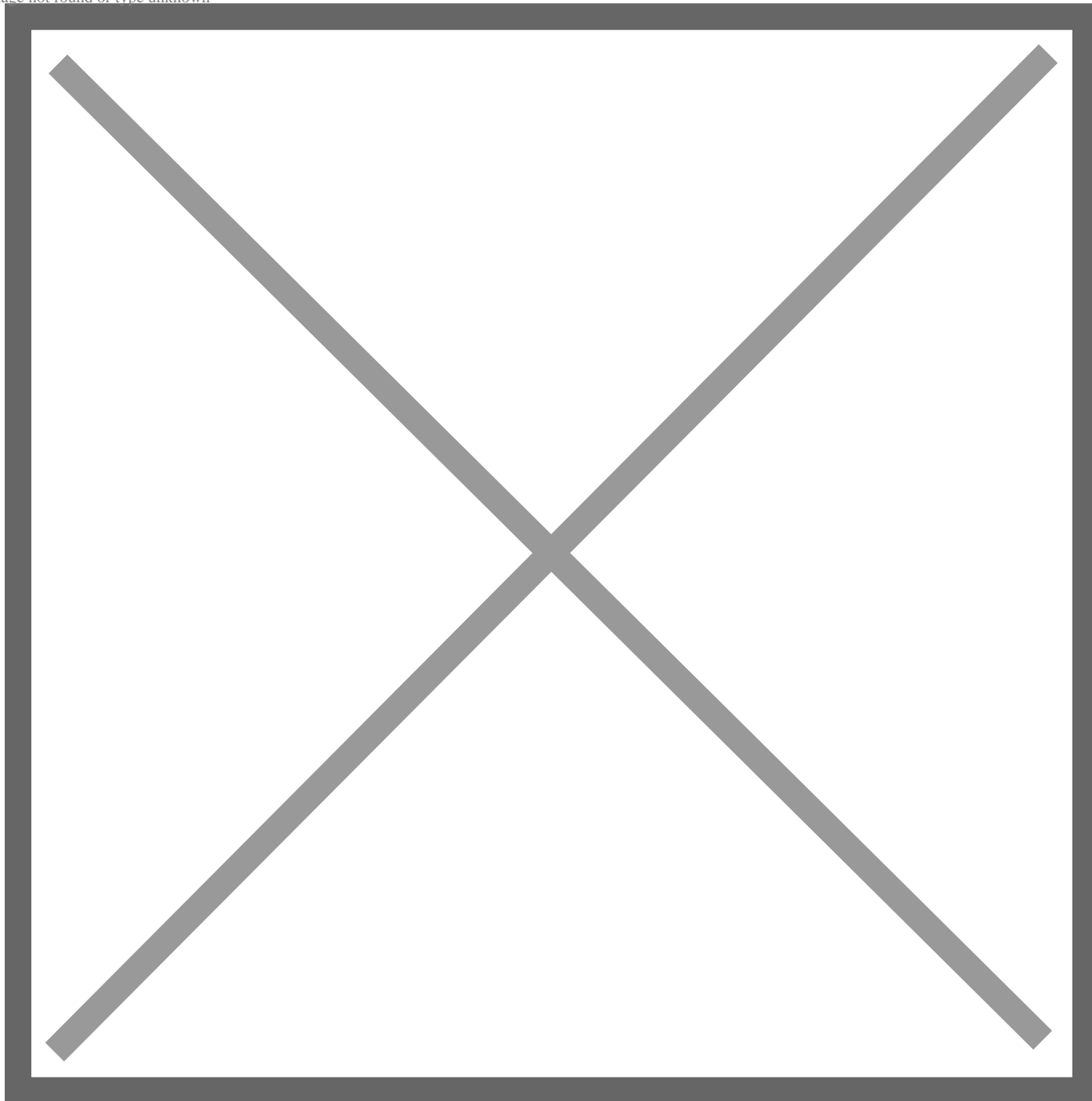


Pricing and EPA Mileage Figures Announced for All-New Seventh Generation Lexus ES Sedan

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PLANO, TX – July 27, 2018 – Entering its seventh generation, the all-new 2019 Lexus ES will go on sale in September with a base price of \$39,500, a modest \$550 increase over the outgoing model. The latest ES sedan delivers enhanced comfort, craftsmanship and luxury in one of the most competitive segments in the industry.

In addition to the ES 350, the ultra-efficient ES 300h will go on sale with a base price of \$41,310, a notable \$510 decrease compared to its predecessor. The new ES 300h not only costs less, it's EPA mileage estimates of 43 mpg city, 45 mpg highway and 44 mpg combined make it the most fuel-efficient luxury vehicle without a plug.

A new addition to the lineup in 2019, the ES 350 F SPORT arrives with a base price of \$44,035. It includes numerous upgrades like a retuned suspension, 19-inch wheels and tires and unique aluminum interior trim that gives the F SPORT a more dynamic look and feel.

All prices exclude a \$1,025 fee for delivery, processing and handling.

The New Dimension of ES Design

Built on the all-new Global Architecture – K (GA-K) platform, the new ES pushes the limits of design in the luxury sedan class. Its stance and proportions reflect its newfound performance capabilities and give the ES the kind of eye-catching appearance that will make owners take a second look as they walk away.

In a break with ES models of the past, the seventh-generation design uses a fast roofline that emphasizes its lower stance and slippery aerodynamics. F SPORT models add a rear spoiler, additional rear badging and a dark lower valance to further refine the look.

The Future of Lexus Interiors

In the ES, the driver's focus is kept on the road ahead by placing the center display screen, instrument panel and available head up display in a tight cluster in the driver's field of view. Front passengers, on the other hand, get a more open and spacious environment that promotes relaxation. Rear seat passenger comfort has long been a hallmark of the ES and the seventh-generation model still prioritizes rear package capability despite the sleeker exterior roofline.

To create an entirely different appearance for the inside of the new F SPORT model, an all-new kind of metallic cabin trim was developed that is unlike anything else Lexus has done before. Inspired by the making of a traditional Japanese sword, Hadori aluminum trim features fluctuating wave patterns that give it a three-dimensional appearance that varies depending on the viewing angle.

A New Era of Performance

When it came to reengineer the ES, the starting point was the newly developed GA-K chassis, an exceptionally rigid front-wheel drive chassis. Various grades of high-tensile steel reduce weight versus previous platforms while additional enhancements like an all-new multi-link rear suspension design, rack-mounted electric power steering and a V-brace mounted behind the rear seat gave the engineers the flexibility to tune the ES with a newfound level of precision.

For an enhanced level of dynamic performance, F SPORT models offer an optional Adaptive Variable Suspension (AVS), a system borrowed from the LC coupe and LS sedan. AVS adds adjustable dampers at each corner that feature 650 levels of damping force for the ultimate in control over any surface.

Standard V6 Power and a New 8-Speed Direct-Shift Automatic Transmission

All ES 350s are powered by a 3.5-liter V6 that is designed to deliver commanding acceleration along with an invigorating sound. With an update to D-4S fuel injection, the impressively smooth engine now develops 302

horsepower and 267 pound-feet of torque.

In addition to the boost in power, the ES 350 also benefits from a new eight-speed Direct Shift automatic transmission. With a wider spread of ratios, the new eight-speed transmission is able to utilize high torque gears on the low end for quick starts and tall gearing on the high end for optimum efficiency.

Despite the significant boost in both power and torque, the new ES also delivers better fuel efficiency than before with EPA mileage numbers of 22 mpg city, 33 mpg highway and 26 mpg combined. Compared to the previous ES 350, that's a two mile-per-gallon improvement in combined driving in addition to an extra 34 horsepower and 19 extra pound feet of torque. For the new 2019 ES 350 F SPORT, the official EPA numbers are 22 mpg city, 31 mpg highway and 25 mpg in combined driving.

The Most Fuel-Efficient Luxury Vehicle Without a Plug

Not to be outdone by its gasoline siblings, the ES 300h is capable of delivering exceptional fuel efficiency, responsive performance and minimal emissions for an entry-level executive sedan. A new, fourth-generation Hybrid Drive System couples an ultra-efficient, Atkinson cycle 2.5-liter, four-cylinder gas engine with a lighter, more compact, more power dense electric motor and self-charging hybrid system. Together they deliver a combined 215 total system horsepower and class-leading EPA mileage numbers of 43 mpg city, 45 mpg highway and 44 mpg combined. Those numbers make the ES 300h the most fuel-efficient luxury vehicle without a plug.

Unparalleled Safety Comes Standard

One element of the ES that hasn't been radically transformed is its dedication to safety. All versions of the seventh-generation ES feature the new Lexus Safety System+ 2.0 as standard equipment. Already one of the most sophisticated systems of its kind, LSS+ 2.0 adds new features that further expand its capabilities such as daytime bicyclist detection and low light pedestrian detection.

Technology That Connects and Simplifies

There are now multiple ways to engage with everyday technology in a safe and convenient manner. For example, the seventh-generation ES is the first Lexus product to offer Apple CarPlay™ phone functionality, enabling drivers to control their iPhones® through the dashboard display screen or with Siri Eyes Free® voice control.

The ES is also Amazon Alexa®-enabled, so drivers can use natural language commands to control a variety of functions. That functionality includes car-to-home and home-to-car commands, so owners who have Alexa enabled devices in their home can interact with their ES before they ever get behind the wheel.