

## Model Price Schedule - Pocket Summary

## 2016 Model Year

Date Issued: 09/01/2015

Updated: - 02/02/2016

| MSRP   S31,800   B TOURING PACKAGE   \$35,000   B TOURING PACKAGE   \$35,000   B TOURING PACKAGE   \$40,050   C EXECUTIVE PACKAGE   \$40,050   C EXECUTIVE PACKAGE   \$40,800   C EXECUTIVE PACKA |           | ED RETAIL PRICE           | EST | SUGO |             |                | SUGGESTED RETAIL PRICE |                     |          |             |             |        |
|---|-----------|---------------------------|-----|------|-------------|----------------|------------------------|---------------------|----------|-------------|-------------|--------|
| RECORD   CT 200h   CT 200h   S31,800   S31,800   B   TOURING PACKAGE   S35,000   B   TOURING PACKAGE   S35,000   C   EXECUTIVE PACKAGE   S40,050   C   EXECUTIVE PACKAGE   S40,800   ES HYBRID   S   SPECIAL EDITION   S38,100   B   TOURING PACKAGE   S40,800   ES HYBRID   S   SPECIAL EDITION   S38,100   B   TOURING PACKAGE   S40,800   B   TOURING PACKAGE   S40,800   B   TOURING PACKAGE   S40,800   B   TOURING PACKAGE   S40,800   CT   A   ES 300h   CT   A   ES 300h   CT   A   ES 300h   S41,900   C   EXECUTIVE PACKAGE   S44,300   CEIBLT   GS 350   GA   A   ES 350   GA   A   ES 350   C   EXECUTIVE PACKAGE   S44,300   C   EXECUTIVE PACKAGE   S44,300   C   EXECUTIVE PACKAGE   S44,900   C   EXECUTIVE PACKAGE   S44,900   G   F SPORT Series 2   S45,950   C   F SPORT Series 2   S45,950   C   S75,900   | MSRP      |                           |     |      |             | ES             | MSRP                   |                     |          |             |             | СТ     |
| B TOURING PACKAGE   \$35,000   B TOURING PACKAGE  | \$41,600  | ES 350                    | Α   | 6A   | ES 350      |                |                        | CT 200h             | A (      | CVT A       | CT 200h     |        |
| D   EXECUTIVE PACKAGE   \$40,050     C   EXECUTIVE PACKAGE   \$38,000     C   F   F   F   F   F   F   F   F   | \$46,300  |                           |     |      |             |                |                        |                     |          |             |             |        |
| F FSPORT Series 1   | \$52,600  |                           | С   |      |             |                |                        |                     |          |             |             |        |
| S   F   S   S   S   S   S   S   S   S   |           |                           |     |      |             |                | ·                      |                     |          | F           |             |        |
| S   SPECIAL EDITION   \$38,100   BWIGGC   ES 300h   CVT   A   ES 300h   | MSRP      |                           |     |      | ID          | <b>ES HYBR</b> | ·                      | SPORT Series 2      | G F      |             |             |        |
| S   | \$44,700  | ES 300h                   | Α   | CVT  | ES 300h     | BW1GGC         | \$38,100               | SPECIAL EDITION     | S S      | Ş           |             |        |
| BA1D2V   IS 200t RWD   8A   A   IS200t RWD   \$39,450   F   F SPORT Series 1  | \$49,350  | TOURING PACKAGE           | В   |      |             |                |                        |                     |          |             |             |        |
| F         F SPORT Series 1         \$43,450           CM1D2T         IS300 AWD         6A         A         IS300 AWD         \$41,900           B         PREMIUM PACKAGE         \$44,300         E         EXECUTIVE PACKAGE           C         LUXURY PACKAGE         \$48,900         G         F SPORT Series 2           F         F SPORT Series 1         \$45,950         F         F SPORT Series 2   | \$54,350  | EXECUTIVE PACKAGE         | С   |      |             |                | MSRP                   |                     |          |             |             | IS     |
| CM1D2T         IS300 AWD         6A         A         IS300 AWD         \$41,900         C         PREMIUM PACKAGE           B         PREMIUM PACKAGE         \$44,300         E         EXECUTIVE PACKAGE           C         LUXURY PACKAGE         \$48,900         G         F SPORT Series 2           F         F SPORT Series 1         \$45,950         SPORT Series 2   |           |                           |     |      |             |                | \$39,450               | S200t RWD           | A I      | 8A <i>A</i> | IS 200t RWD | BA1D2V |
| CM1D2T         IS300 AWD         6A         A         IS300 AWD         \$41,900         C         PREMIUM PACKAGE           B         PREMIUM PACKAGE         \$44,300         E         EXECUTIVE PACKAGE           C         LUXURY PACKAGE         \$48,900         G         F SPORT Series 2           F         F SPORT Series 1         \$45,950  | MSRP      |                           |     |      |             | GS             | \$43,450               | SPORT Series 1      | F F      | F           |             |        |
| B PREMIUM PACKAGE \$44,300 E EXECUTIVE PACKAGE C LUXURY PACKAGE \$48,900 G F SPORT Series 2 F F SPORT Series 1 \$45,950   | \$56,550  | GS 350                    | Α   | 6 A  | GS 350      | CE1BLT         |                        |                     |          |             |             |        |
| C         LUXURY PACKAGE         \$48,900         G         F SPORT Series 2           F         F SPORT Series 1         \$45,950  | \$61,000  | PREMIUM PACKAGE           | С   |      |             |                | \$41,900               | S300 AWD            | A 19     | 6A <i>A</i> | IS300 AWD   | CM1D2T |
| F F SPORT Series 1 \$45,950   | \$69,950  | EXECUTIVE PACKAGE         | Ε   |      |             |                | \$44,300               |                     |          | E           |             |        |
|   | \$69,250  | F SPORT Series 2          | G   |      |             |                | \$48,900               | .UXURY PACKAGE      | C L      |             |             |        |
| C COODIC : 0 \$40.750 CCHAPDID  |           |                           |     |      |             |                | \$45,950               | SPORT Series 1      | F F      | F           |             |        |
|   | MSRP      |                           |     |      | RID         | <b>GS HYBR</b> | \$48,750               | SPORT Series 2      | G F      |             |             |        |
| H F SPORT Series 3 \$50,500 BS1BLC GS 450h CVT A GS 450h  | \$75,500  | GS 450h                   | Α   | CVT  | GS 450h     | BS1BLC         | \$50,500               | SPORT Series 3      | <u> </u> | <u> </u>    |             |        |
| CE1D2T IS350 AWD 6A C LUXURY PACKAGE \$52,100 <b>GS F</b>   | MSRP      |                           |     |      |             | GS F           | \$52,100               | .UXURY PACKAGE      | C L      | 6A C        | IS350 AWD   | CE1D2T |
| D EXECUTIVE PACKAGE \$54,400 BP1BLV GS F 8 A A GS F   | \$95,000  | GSF                       | Α   | 8 A  | GSF         | BP1BLV         | \$54,400               | XECUTIVE PACKAGE    | ) E      |             |             |        |
| G F SPORT Series 2 \$52,800   |           |                           |     |      |             |                | \$52,800               | SPORT Series 2      | G F      |             |             |        |
| H F SPORT Series 3 \$54,500 <b>LS</b>   | MSRP      |                           |     |      |             | LS             | \$54,500               | SPORT Series 3      | - F      | F           |             |        |
| CL1EFV LS 460 AWD 8A A LS 460 AWD   | \$93,050  |                           |     | 88   | LS 460 AWD  | CL1EFV         |                        |                     |          |             |             |        |
| RC MSRP B TECHNOLOGY PACKAGE  | \$101,550 | TECHNOLOGY PACKAGE        | В   |      |             |                | MSRP                   |                     |          |             |             | RC     |
| SM5BCT RC 300 AWD 6A B PREMIUM PACKAGE \$48,350 F F SPORT PACKAGE   | \$101,550 | F SPORT PACKAGE           | F   |      |             |                | \$48,350               | PREMIUM PACKAGE     | B P      | 6A E        | RC 300 AWD  | SM5BCT |
| G F SPORT Series 1 \$53,700   |           |                           |     |      |             |                | \$53,700               | SPORT Series 1      | G F      |             |             |        |
| DL1EFV LS 460L AWD 8A B EXECUTIVE PACKAGE   | \$128,850 | EXECUTIVE PACKAGE         | В   | 8A   | LS 460L AWD | DL1EFV         |                        |                     |          |             |             |        |
| SE5BCT RC 350 AWD 6A F F SPORT Series 1 \$58,550  |           |                           |     |      |             |                | \$58,550               | SPORT Series 1      | F F      | 6A F        | RC 350 AWD  | SE5BCT |
| G F SPORT Series 2 \$61,850 <b>LS HYBRID</b>  | MSRP      |                           |     |      | ID          | LS HYBR        | \$61,850               | SPORT Series 2      | G F      |             |             |        |
| DU1EFC LS 600h L CVT B PREMIUM EXECUTIVE PACKAGE  | \$147,900 | PREMIUM EXECUTIVE PACKAGE | В   | CVT  | LS 600h L   | DU1EFC         |                        |                     |          |             |             |        |
| RC F MSRP   |           |                           |     |      |             |                | MSRP                   |                     |          |             |             | RC F   |
| HP5BCV RC F 8A A RC F \$83,150  |           |                           |     |      |             |                | \$83,150               | RCF                 | A R      | 8A <i>A</i> | RC F        | HP5BCV |
| B PERFORMANCE PACKAGE \$90,550  |           |                           |     |      |             |                | \$90,550               | PERFORMANCE PACKAGE | B F      | E           |             |        |
|   |           |                           |     |      |             |                |                        |                     |          |             |             |        |

|               |                   | SUG   | GES1     | TED RETAIL PRICE        |           |
|---------------|-------------------|-------|----------|-------------------------|-----------|
|               |                   |       |          |                         |           |
| NX            |                   |       |          |                         | MSRP      |
| BARBZT        | NX 200t           | 6A    | A        | NX 200t                 | \$42,150  |
|               |                   |       | В        | PREMIUM                 | \$45,600  |
|               |                   |       | С        | LUXURY                  | \$51,150  |
|               |                   |       | D        | EXECUTIVE               | \$53,950  |
|               |                   |       |          | F SPORT Series 1        | \$48,700  |
|               |                   |       | G        | F SPORT Series 2        | \$51,550  |
|               |                   |       | H        | F SPORT Series 3        | \$54,400  |
| 111/111/11    | -                 |       |          |                         | 11055     |
| NX HYBR       |                   | O) (T |          | NIV 000I                | MSRP      |
| BJRBZC        | NX 300h           | CVT   | <u>B</u> | NX 300h                 | \$53,550  |
|               |                   |       | D        | EXECUTIVE               | \$60,200  |
| RX            |                   |       |          |                         | MSRP      |
| BZMCAV        | RX 350            | 8A    | Α        | RX 350                  | \$54,350  |
|               |                   |       | В        | LUXURY PACKAGE          | \$61,950  |
|               |                   |       | C        | EXECUTIVE PACKAGE       | \$68,400  |
|               |                   |       |          |                         |           |
| BZMCAV        | RX 350 F SPORT    | 88    | G        | RX 350 F SPORT Series 2 | \$63,100  |
|               |                   |       | Н        | RX 350 F SPORT Series 3 | \$68,400  |
|               |                   |       |          |                         | 14600     |
| RX HYBRI      |                   | C) /T |          | DV 4501                 | MSRP      |
| BGMCAC        | RX 450h           | CVT   | <u>A</u> | RX 450h                 | \$68,950  |
|               |                   |       | <u>B</u> | EXECUTIVE PACKAGE       | \$75,400  |
| D C L L C L C | DV 4501 5 CD 0 DT | OV /T | <u>C</u> | EXECUTIVE PLUS PACKAGE  | \$77,950  |
| <u>BGMCAC</u> | RX 450h F SPORT   | CVT   | <u> </u> | RX 350 F SPORT Series 3 | \$76,200  |
| GX            |                   |       |          |                         | MSRP      |
| JM7FXT        | GX 460            | 6A    | Α        | GX 460                  | \$69,850  |
|               |                   |       | В        | TECHNOLOGY PACKAGE      | \$73,000  |
|               |                   |       | С        | EXECUTIVE PACKAGE       | \$77,900  |
| LV            |                   |       |          |                         | 1400      |
| LX            | 17.520            | 0.4   |          | EVECTITIVE DA CIVA CE   | MSRP      |
| <u>HY7AXV</u> | LX 570            | 8A    | В        | EXECUTIVE PACKAGE       | \$105,000 |