



## Model Price Schedule - Pocket Summary

2012 Model Year

Date Issued: Nov 1, 2011      Revised: Nov 1, 2011

| SUGGESTED RETAIL PRICE |            |     |   |                                  |
|------------------------|------------|-----|---|----------------------------------|
| <b>CT</b>              |            |     |   |                                  |
| KD5BHC                 | CT 200h    | CVT | A | CT 200h                          |
|                        |            |     | B | TOURING PACKAGE                  |
|                        |            |     | C | PREMIUM PACKAGE                  |
|                        |            |     | D | F-SPORT PACKAGE                  |
|                        |            |     | E | TECHNOLOGY PACKAGE               |
| <b>IS</b>              |            |     |   |                                  |
| BF5C2M                 | IS 250     | 6M  | A | IS 250                           |
|                        |            |     | B | SPORT PACKAGE                    |
| BF5C2T                 | IS 250     | 6A  | A | IS 250                           |
|                        |            |     | C | LEATHER W/ MOONROOF              |
|                        |            |     | D | F-SPORT PACKAGE                  |
| CF5C2T                 | IS 250 AWD | 6A  | A | IS 250 AWD                       |
|                        |            |     | B | LEATHER W/ MOONROOF              |
|                        |            |     | S | TOURING EDITION 1                |
|                        |            |     | C | LEATHER W/ MOONROOF & NAVIGATION |
|                        |            |     | D | LUXURY W/ NAVIGATION             |
| BE5C2T                 | IS 350 RWD | 6A  | B | F-SPORT PACKAGE                  |
| CE5C2T                 | IS 350 AWD | 6A  | A | IS 350 AWD                       |
|                        |            |     | B | MOONROOF & NAVIGATION            |
|                        |            |     | C | LUXURY WITH NAVIGATION           |
| <b>IS C</b>            |            |     |   |                                  |
| FF2C2M                 | IS 250 C   | 6M  | B | IS 250 C                         |
|                        |            |     | C | NAVIGATION PACKAGE               |
|                        |            |     | D | SPECIAL EDITION PACKAGE          |
| FF2C2T                 | IS 250 C   | 6A  | B | IS 250 C                         |
|                        |            |     | C | NAVIGATION PACKAGE               |
|                        |            |     | D | SPECIAL EDITION PACKAGE          |
| FE2C2T                 | IS 350 C   | 6A  | B | IS 350 C                         |
|                        |            |     | C | NAVIGATION PACKAGE               |
|                        |            |     | D | SPECIAL EDITION PACKAGE          |
| <b>IS F</b>            |            |     |   |                                  |
| BP5C2V                 | IS F       | 8A  | A | SERIES 1                         |
|                        |            |     | B | SERIES 2                         |

| SUGGESTED RETAIL PRICE |        |    |   |                               |
|------------------------|--------|----|---|-------------------------------|
| <b>HS</b>              |        |    |   |                               |
| <b>ES</b>              |        |    |   |                               |
| BK1EGT                 | ES 350 | 6A | A | ES 350                        |
|                        |        |    | S | TOURING EDITION               |
|                        |        |    | N | EXECUTIVE EDITION             |
|                        |        |    | B | NAVIGATION PACKAGE            |
|                        |        |    | C | PREMIUM PACKAGE W/ NAVIGATION |
|                        |        |    | D | ULTRA PREMIUM W/ NAVIGATION   |
| <b>GS</b>              |        |    |   |                               |
| <b>GS HYBRID</b>       |        |    |   |                               |

| SUGGESTED RETAIL PRICE |              |     |   |                           |
|------------------------|--------------|-----|---|---------------------------|
| <b>LS</b>              |              |     |   |                           |
| BL5EFV                 | LS 460       | 8A  | A | LS 460 RWD                |
|                        |              |     | B | SPORT PACKAGE             |
| CL5EFV                 | LS 460 AWD   | 8A  | A | LS 460 AWD                |
|                        |              |     | B | TECHNOLOGY PACKAGE        |
|                        |              |     | C | SPORTECH PACKAGE          |
| DL5EFV                 | LS 460 L AWD | 8A  | B | LS 460 L AWD              |
|                        |              |     | C | EXECUTIVE PACKAGE AWD     |
| <b>LS HYBRID</b>       |              |     |   |                           |
| DU5EFC                 | LS 600h L    | CVT | A | LS 600h L                 |
|                        |              |     | B | PREMIUM EXECUTIVE PACKAGE |
| <b>RX</b>              |              |     |   |                           |
| BK1BAT                 | RX 350       | 6A  | K | SATINY EDITION            |
|                        |              |     | L | PREMIUM PACKAGE 1         |
|                        |              |     | B | PREMIUM PACKAGE 2         |
|                        |              |     | C | TOURING PACKAGE           |
|                        |              |     | S | SPORT PACKAGE             |
|                        |              |     | D | ULTRA PREMIUM PACKAGE 1   |
|                        |              |     | E | ULTRA PREMIUM PACKAGE 2   |
| <b>RX HYBRID</b>       |              |     |   |                           |
| BC1BAC                 | RX 450h      | CVT | A | RX 450h                   |
|                        |              |     | B | TOURING PACKAGE           |
|                        |              |     | C | ULTRA PREMIUM PACKAGE 1   |
|                        |              |     | D | ULTRA PREMIUM PACKAGE 2   |
| <b>GX</b>              |              |     |   |                           |
| BM7FXT                 | GX 460       | 6A  | A | GX 460                    |
|                        |              |     | B | PREMIUM PACKAGE           |
| JM7FXT                 | GX 460       | 6A  | A | ULTRA PREMIUM             |
| <b>LX</b>              |              |     |   |                           |