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RECORD SALES FOR LEXUS EUROPE IN THE FIRST HALF OF 2016

* Lexus Europe sold more than 36,000 vehicles in the first half of 2016; best-ever half-year result, marking a 16% increase vs. H1 2015
* Sales strongly supported by new generation RX (+123% vs H1 2015) as well as other newly launched models: LX, ES and RC
* Balanced growth across the region, with significant sales increase in several markets such as France, Germany, Italy, Spain, Belgium, Ireland, Poland, and Ukraine
* Outstanding performance in Russia, with substantial increase of market share: +2.8ppt to reach 14.4% during H1 2016

Lexus Europe sold 36,405 vehicles in the first six months of 2016, an increase of 16% compared to the first half of 2015, in a premium market which increased at a slower pace (+12%).

Alain Uyttenhoven, Head of Lexus Europe, commented: “Over the last couple of years, Lexus has completely renewed its line-up, and expanded its range with new models such as the NX and the RC. We also remain by far the leading manufacturer of luxury hybrid vehicles, globally and in Europe. This provides a solid foundation for continued sales growth in the future.”

Following enthusiast market response for its all-new, fourth generation model, sales of RX more than doubled in the first half of 2016 (+123%) to reach 8,815 units. Overall, NX was the best seller in the Lexus range, with 12,689 units sold, keeping the pace with 2015 when the new model was in full launch.

The RC coupe, launched at the start of 2016, also gained a strong foothold with already 972 units sold in the first half of the year.

Sales in Eastern markets were boosted by the new LX (3,067 units, +143% vs. H1 2015) and the revised ES (986 units, +19%).

Hybrid vehicles represent 98% of Lexus sales in Western Europe. Including Eastern markets, about two-thirds of total Lexus Europe sales are hybrids, reaching 23,021 units (+12%). The most popular hybrid models are NX 300h (8,788 units), RX 450h (4,715 units), CT 200h (4,452 units), and IS 300h (3,182 units).

There was substantial sales growth in all parts of the region managed by Lexus Europe, with increases in excess of 20% in France, Germany, Italy, Spain, Poland, Central Europe (Hungary, Czech Republic and Slovakia), Balkans, Belgium, Ireland and Iceland.

In Russia, Lexus sales increased by 17% in a premium market down by 6%. With 11,089 units sold in the first half of 2016, Lexus has now a premium market share of 14.4% in Russia (+2.8ppt).

Ukraine is currently the fastest growing market for Lexus Europe (+256%; market share increasing by 3.2ppt to reach 8.9%).

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