

# Brilliant for business



+ Desirability + Reliability + Sustainability + Serviceability + Rangeability + Affordability

Summer  
Autumn 2015  
EDITION



**Neil Broad**  
General Manager  
Toyota & Lexus Fleet Services

## Join our Quit Club!



See why UK businesses are quitting conventional fleets, and join our campaign, by becoming a member of 'Quit Club' – and enjoy benefits including:

- Recognition of your achievements
- Exclusive model previews and fleet events
- Access to extended test drives
- Welcome pack
- Cost-saving tools and programmes
- Best practice case studies
- Access to our risk assessment programme

For further details, visit [www.quitclub.org.uk](http://www.quitclub.org.uk)

**I**n the wake of the general election, politicians of all parties will no doubt be monitoring the public mood closely across the UK. Continued economic recovery, job creation and business growth are sure to remain high on many wish lists. So, too, will be reducing car exhaust pollution and the environmental impact it causes.

Both by manufacturing cars in Britain – creating jobs locally and in the supply chain – and by offering organisations environmentally cleaner, fuel and tax-efficient petrol hybrid vehicles, Toyota and Lexus are playing their part.

In preparation for the 2015 launch, Toyota's plant in Burnaston, Derbyshire, has been busy building the latest saloon, hatch and estate incarnations of the Toyota Auris and Toyota Avensis.

The multiple engine platforms available include two all-new Euro 6 diesels. Page 4 has full details.

Also new to the UK this September is the Mirai, Toyota's new hydrogen fuel cell car. As page 15 explains, harmless, clean water vapour is the vehicle's only emission when driven. The pioneering fuel cell technology achieves a 300-mile range and a 3-minute refuel.



Once again, Toyota and Lexus reliability speaks volumes to drivers. This year's Driver Power survey saw the Toyota IQ voted the top-rated car for reliability, with the Lexus NX and IS in second and third place respectively. Overall, Toyota and Lexus won six further awards in the survey. To learn more, see page 12.

In addition to even lower emissions, this year's 24-car range (pages 22-27) from Toyota & Lexus Fleet Services heralds the progressive introduction of Toyota Safety Sense. Pages 8 and 9 take a look at this cutting-edge package of technologies that, where possible, help to prevent serious accidents happening – protecting drivers and other road users.

In line with the latest budget (see our summary on page 29), our hugely popular business car tax liability and car cost comparison tools have been fully updated. To find out how we can help you to plan a more cost-effective, tax-efficient fleet, turn to page 30.

Finally, this year Toyota was also proud to be the exclusive retailer for Comic Relief's 2015 red noses for cars. I would like to personally thank all fleet customers who supported this hugely worthwhile cause.

*Neil Broad*

Neil Broad



Find out more about our brilliant for business abilities

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# Fleet favourites reveal the next generation

**T**he next-generation Toyota Auris and Avensis are now on sale. Once again they are built in our UK plant at Burnaston in Derbyshire.

## New Toyota Avensis

Building on its fleet reputation for reliability, prestige style and driving satisfaction, the launch of the new Avensis also marks the introduction of Toyota Safety Sense, taking standard safety to a new level. The new models boast refined new interiors and an exciting, dynamic exterior design with LED lamp technology.

Clear model grades simplify choice lists. The generously specified business edition includes an enhanced version of the Toyota Safety Sense system and the Toyota Touch 2 multimedia system with rear-view camera.

Four engine options include two modified petrol units plus two all-new Euro 6 diesel engines, offering enhanced economy and performance. The 1.6 D-4D achieves CO<sub>2</sub> emissions of just 108g/km. Longer service intervals (now 12,500 miles) and a 20% reduction in the 60,000 mile/three-year servicing costs means diesel running costs are even lower.

## NEW TOYOTA AVENSIS

MPG <sup>†</sup>	from 67.3
CO <sub>2</sub>	from 108g/km
BIK	from 19%

<sup>†</sup> Combined up to

## New Toyota Auris

In 2010, the Auris became the first compact hatchback to offer a diesel, petrol and hybrid platform choice. New and revised engines, dynamic exterior profiles, updated interiors and equipment, and new safety systems are just some of the enhancements for 2015.

Smooth and stress-free driving means Toyota's petrol full hybrid technology is now the most popular Auris powertrain. Fleets and drivers will continue to benefit from substantial operating savings. CO<sub>2</sub> emissions from 79g/km and combined cycle fuel economy from 80.7mpg attract significant tax incentives and, coupled with established reliability and durability, result in exceptionally low running costs.

An all-new 1.2-litre direct injection turbocharged engine joins the existing petrol line-up. Every engine in the range now meets Euro 6 emissions regulations. Suspension and steering revisions improve ride comfort and handling.

Inside, cabins boast a redesigned dashboard and premium trims, with a new 4.2-inch colour TFT multi-information screen on all hybrids and higher grade models.

### NEW TOYOTA AURIS

MPG <sup>†</sup>	from 80.7
CO <sub>2</sub>	from 79g/km
BIK	from 13%

<sup>†</sup> Combined up to



## One car every 66 seconds: Burnaston, UK

Toyota manufactures over 172,000 Auris and Avensis cars a year at the Burnaston plant in Derbyshire, plus approximately 225,000 engines at Deeside, North Wales.

In a single shift, Burnaston will use up to 5,000 metres of steel, building up to 750 vehicles a day. That's one car every 66 seconds...

## + Desirability

- › Bold, futuristic design
- › Innovative engineering
- › Excitement and surprise
- › Models to suit every business

# From sketch to showroom: shaping dynamic, inspiring cars



In 1973, a small group of elite Toyota designers started work in secrecy in California. 'Calty' (an amalgam of California and Toyota) was to envision the future for Toyota and Lexus. More than 40 years on, 75% of the team's concepts now evolve into mass-produced products.

### Investigating inspiration

Calty's first commercial output broke cover in 1978, when the Celica Liftback became the team's first design to go into production. As this was the first studio to be operated by a major manufacturer in the state, the team had to work quietly – keeping its ideas under the radar.

As Toyota's global status grew, Calty gained prominence, earning greater design responsibility and influence. In the late 1980s, its designers focused on coupe studies, leading to the development of the original Lexus SC – a model that made a strong visual statement about what the young luxury brand stood for.

### Touching technology

In 2004 Calty opened a subsidiary design centre in Ann Arbor, Michigan, allowing collaboration with the nearby Toyota Technical Centre. To track advances in global technology, Calty added the Toyota Innovation Hub in San Francisco where the team works closely with new technology, social media and design enterprises.

Now headquartered in Newport Beach, Calty employs 65 people in an 8,000m<sup>2</sup> design space. Designs are still created and developed using a full range of skills and tools, from sketching and clay modelling to CAD programmes and fabrication.



## Scotland names Lexus IS as best executive car

The Lexus IS luxury sports saloon has been named the Executive Car of the Year in the Scottish Car of the Year Awards. The hybrid-powered IS was praised for offering "something fresh and different" in a market that is otherwise dominated by conservatively styled diesels.

**“At its most desirable in hybrid form, this is a car that’s subtle and respectable. The hybrid drivetrain works well and offers a refined alternative to the usual diesel choices, while the low CO<sub>2</sub> is good news for company car drivers.”**

### Alasdair Suttie

President, Association of Scottish Motoring Writers

# It pays to look after your valued employees

**W**hen employees feel valued, they work better and harder. You want company car choices your staff will find attractive and exciting. But you also want vehicles you know will be reliable and safe.

Choosing one of our vehicles lets organisations exceed employee expectations and, with the introduction of further safety technologies and even lower emissions, show just how much they care.



## Toyota Safety Sense

Toyota Safety Sense is designed to help prevent accidents, or mitigate their consequences, and brings together pre-collision and warning systems that make driving safer for the driver and other road users. Because vehicles fitted with Toyota Safety Sense are less at risk of being involved in a traffic accident, they are expected to attract lower insurance premiums.

### Avoid collisions

The Pre-Collision System detects objects on the road ahead and can reduce the risk of hitting the car in front. It issues driver warnings to brake, boosts braking force applied and, sensing a critical collision situation, even automatically slows or stops the car.

### See clearly

Automatic High Beam helps ensure excellent forward visibility at night. It detects both the headlights of oncoming vehicles and the tail lights of vehicles ahead, automatically switching between high and low beams to avoid dazzling other drivers.





### Keep your distance

Adaptive Cruise Control helps the driver keep a safe distance from the car in front. Radar technology coupled with a forward-facing camera detect the vehicle ahead, determine its speed and then adjust driving speed (within a set range) to maintain a safe distance.

### Stay in lane

The Lane Departure Alert system monitors lane markings on the road. If the vehicle starts to deviate from its lane without using indicators, LDA issues visual and audible warnings. On some models it also provides power steering assistance to put the car back on course.

### Be aware

Road Sign Assist helps keep drivers informed, even if they pass a road sign without noticing it. RSA identifies signs on roads and displays the information. If the driver exceeds the speed limit, the system can activate a warning light and buzzer.



### Five-star rating for Lexus NX 300h safety

The Lexus NX 300h luxury hybrid crossover has won a five-star safety rating following independent crash testing by Euro NCAP. The car scored well for both adult and child occupant protection, as well as for pedestrian protection and safety assist – systems that help avoid or mitigate injuries in a collision.



## + Reliability

- > World Endurance Champions
- > Award-winning reliability
- > 5-year/100,000-mile transferable Toyota warranty
- > 10-year hybrid battery warranty with our servicing

# Hybrid technology seals winning endurance performance



Toyota's petrol hybrid powertrains are widely acclaimed for transforming the efficiency and reliability of production vehicles the world over. But the advanced energy recovery and management concepts have also revolutionised the power and engine endurance available for competitive motorsport.

Racing the innovative TS040 Hybrid, Toyota Racing dominated the 2014 FIA World Endurance Championship, winning both the drivers' and manufacturers' titles. The team's performance at the Six Hours of São Paulo secured the manufacturers' title win, adding to the drivers' championship clinched earlier by Anthony Davidson and Sébastien Buemi.

Featuring seven events across the world, including the 24 Hours of Le Mans, all World Endurance Championship races are at least six hours in duration. It's a racing landmark for Toyota: the first time a Japanese manufacturer has won the World Endurance Championship since its inception in 1953.

First developed for motorsport in 2006, the result demonstrates the advances made by Toyota's racing hybrid system. The remarkable 1,000hp, all-wheel drive TS040 Hybrid illustrates the team's constant quest to reduce weight, increase power and improve efficiency.



## Toyota and Lexus in Motorsport

Toyota Motor Corporation confirmed its commitment to motorsport when it revealed its return to the FIA World Rally Championship in 2017 with a Yaris-based car developed and tested by Toyota Motorsport (TMG).

Toyota Racing will continue to compete in the FIA World Endurance Championship, defending the titles it won in 2014. It will also play a supporting role for teams taking part in NASCAR in the USA, the Japanese Super Formula and the Dakar cross-country race.

Lexus Racing will compete in Japan's top-level Super GT series and make the RC F GT3 coupe available for grass-roots GT racing worldwide.

# UK drivers place Toyota and Lexus top

Time and again Toyota and Lexus vehicles win acclaim for their reliability. This year is no exception. The Auto Express Driver Power 2015 survey sees the Toyota IQ voted the top-rated car for reliability, with the Lexus NX and IS in second and third place respectively.

Following a record 61,113 driver responses across all models and manufacturers, Lexus receives an



impressive six awards, including those for best manufacturer and – for the IS saloon – best car. The IS also takes top spot in the category for best compact executive car and is the highest-rated model for ease of driving. Just six months after its UK launch, the Lexus NX compact SUV wins best car for build quality.

In last year's Which? Car survey, the Toyota Auris and Auris Hybrid, both built in Britain, ranked first and second for reliability in the medium car category, with the 7-seat Verso top-ranked among MPVs.



## Driver Power 2015 Awards: Lexus

- **Best Manufacturer**
- **Best Car**  
Lexus IS
- **Best Compact Executive Car**  
Lexus IS
- **Best for Ease of Driving**  
Lexus IS
- **Best for Seat Comfort**  
Lexus RX
- **Best for Build Quality**  
Lexus NX

## Business welcomes its 100th “faultlessly reliable” Hilux

Cornish family firm W.H. Bond & Sons definitely knows the vehicles that work for them. It’s recently taken delivery of its one hundredth Hilux to the fleet in 21 years – and it plans to keep ordering three a month to keep the fleet up to date.

Most are used as company vehicles for members of staff, whilst the remainder

form part of a £10 million hire fleet alongside heavy duty plant hire.

Now in its 6th generation, Hilux bridges the gap between being a reliable workhorse and a comfortable, versatile vehicle for everyday driving needs. Drivers like its blend of tough durability coupled with comfort, safety and fuel efficiency.



“Since our first Hilux, there has been no reason not to continue with this model. It’s faultlessly reliable, has excellent re-sale values and is well specified. Toyota continues to do exactly what we require.”

**Andy Pearce**  
Business Development Manager,  
W.H. Bond & Sons



## + Sustainability

- › World's first dedicated mass-production fuel cell vehicle
- › Global leader in hybrid and emissions reduction
- › 14 petrol full hybrids with hundreds of derivatives
- › Low CO<sub>2</sub>, near-zero NO<sub>x</sub> and particulates

Rewriting the rules  
with hydrogen fuel



**M**irai, Toyota's new hydrogen fuel cell car, is also the world's first dedicated mass-production fuel cell car – and a turning point in motoring.

The car is powered by taking in air and combining it with hydrogen stored on board, and its only emissions are water. Pioneering cleaner air and fuel efficiency for decades, Toyota has achieved the ultimate goal for sustainable transport: zero harmful pollutants.

#### Hybrid drive technology

The new model is only possible due to Hybrid Synergy Drive technology – the proven power system used by Prius and Toyota's other full hybrid production models – but the petrol engine is replaced with a fuel cell and the conventional fuel tank becomes high-pressure hydrogen tanks. It features the same electrical components as a full hybrid powertrain,

with a 21kW battery to store energy recovered by its regenerative braking system.



Achieving the highest fuel cell power density yet – 3.1kW per litre – has been a major breakthrough, effectively halving the size (and weight) of hydrogen fuel cell stacks needed.

Converting pure hydrogen to generate power for an electric motor, Mirai signals the start of a new age of vehicles. The 4-door saloon promises a cruising range of more than 300 miles thanks to a revolutionary Toyota fuel cell stack, and can be fuelled in around 3 minutes.

The Mirai drives just like a conventional vehicle, but produces no CO<sub>2</sub>, NO<sub>x</sub> or particulate emissions. It comes to the UK later this year, look out for more information.



## Harvesting the hydrogen

Hydrogen is the most abundant element in the universe, and is inexhaustible. Hydrogen for fuel can be generated from a wide range of fully renewable natural resources and man-made by-products, such as sewage sludge.

It can also be derived from water using natural, renewable energy sources such as solar and wind power. When compressed, it has a higher energy density than batteries and it is relatively easy to store and transport.

# Take business on a cleaner, leaner journey

With no fewer than 14 petrol full hybrid models to choose from, and hundreds of derivatives, there's no excuse for holding your fleet back. From a city car to a sporty estate, a luxurious executive saloon to a 7-seat MPV, we've got the package with low CO<sub>2</sub> and near-zero NO<sub>x</sub> and particulates to keep employee spirits high and running costs low.



## Yaris

BIK from 9%  
CO<sub>2</sub> from 75g/km  
NO<sub>x</sub><sup>†</sup> from 6mg/km



## NEW Auris

BIK from 13%  
CO<sub>2</sub> from 79g/km  
NO<sub>x</sub><sup>†</sup> from 6mg/km



## NEW Auris Touring Sports

BIK from 13%  
CO<sub>2</sub> from 81g/km  
NO<sub>x</sub><sup>†</sup> from 6mg/km



## Prius

BIK from 13%  
CO<sub>2</sub> from 89g/km  
NO<sub>x</sub><sup>†</sup> from 6mg/km



## CT 200h

BIK from 13%  
CO<sub>2</sub> from 82g/km  
NO<sub>x</sub><sup>†</sup> from 3mg/km



## IS 300h

BIK from 14%  
CO<sub>2</sub> from 97g/km  
NO<sub>x</sub><sup>†</sup> from 2mg/km



## NX 300h

BIK from 18%  
CO<sub>2</sub> from 116g/km  
NO<sub>x</sub><sup>†</sup> from 6.6mg/km



## GS 300h

BIK from 16%  
CO<sub>2</sub> from 109g/km  
NO<sub>x</sub><sup>†</sup> from 11.5mg/km





See how much you can save with a Toyota or Lexus hybrid.

[brilliantforbusiness.co.uk/cost-calculator](http://brilliantforbusiness.co.uk/cost-calculator)



**Prius Plug-in**

**BIK** from 5%  
**CO2** from 49g/km  
**NOx†** from 1mg/km



**Prius+**

**BIK** from 14%  
**CO2** from 96g/km  
**NOx†** from 6mg/km



**NEW RAV4 Hybrid**

Available late 2015  
**BIK\*** from 18%  
**CO2\*** from 115g/km  
**NOx†** from TBA



**GS 450h**

**BIK** from 23%  
**CO2** from 141g/km  
**NOx†** from 11.5mg/km



**RX 450h**

**BIK** from 24%  
**CO2** from 145g/km  
**NOx†** from 7mg/km



**LS 600h**

**BIK** from 34%  
**CO2** from 199g/km  
**NOx†** from 15mg/km

## Sharing fuel cell patents to grow hydrogen-based society

More than 5,600 Toyota fuel cell and related patents, including the ground-breaking fuel cell technology used in the new Toyota Mirai, have been released for global use and development – royalty free.

Toyota has a long history of opening its intellectual properties and encouraging widespread adoption of hybrid vehicles by licensing patents. The decision to share fuel cell IP free of charge demonstrates the company's passion to support and develop a hydrogen-based society.



\* Subject to final homologation

## + Serviceability

- > Fixed price fleet servicing
- > Free corporate risk assessment
- > Specialist fleet insurance
- > Business daily hire
- > Toyota & Lexus Fleet Financial Services
- > Dedicated B2B Business Centre Network
- > Whole-life cost modelling

# Better business driving starts with **BusinessPlus**



Company car drivers are ambassadors for your organisation. Both the vehicles they drive and their behaviour at the wheel will be fundamental concerns. **BusinessPlus** delivers value-added services to make monitoring and safeguarding your fleet easy, effective and hassle free.

#### Understand risk with Driver Intelligence

To help our fleet customers better understand their operations, comply with legislation and minimise risk for company car drivers, we've partnered with risk management expert Driver Intelligence.

Understanding drivers' attitudes and behaviours, for example, reveals where training or other action may be needed, reducing the likelihood of costly accidents and potentially saving lives. Similarly, encouraging fuel-efficient motoring habits reduces emissions and cuts fuel costs.

As part of our partnership programme, we can offer a free corporate risk assessment

to qualifying Toyota & Lexus Fleet Services customers. See how your organisation can save money, improve driver performance and – most importantly – prevent fatalities.

#### Business daily hire

Drive away in a hired Toyota or Lexus from one of our specialist rental centres located throughout the UK. Boasting high-end specifications across our range, including hybrid and commercial models, it's the perfect opportunity to take the wheel of something different from just £9.99 a day.

To find out more about this service, visit [www.brilliantforbusiness.co.uk/rental](http://www.brilliantforbusiness.co.uk/rental)



## Wanted: pre-loved hybrid batteries

Since 2000, some 850,000 Toyota and Lexus petrol full hybrid vehicles have been sold in Europe. When cars reach their end of life, Toyota is committed to recovering and recycling every hybrid battery.

On average, 91% of all batteries are recovered. Through its own network and extended agreements with end-of-life vehicle treatment operators, Toyota Motor Europe aims to increase this to 100%.

Toyota is also researching ways to remanufacture nickel metal hydride (NiMH) batteries, giving them a second life as a vehicle or stationary energy source. Static batteries could store surplus renewable energy, offering emergency back-up, or cut fuel costs by storing cheaper, off-peak electricity.

# Put **BusinessPlus** services to work today

**P**lanning vehicle purchases, arranging finance, controlling costs, streamlining servicing – managing a fleet is demanding. **BusinessPlus**, exclusive to Toyota & Lexus Fleet Services, gives you fast, professional support.

## Informed decisions

Good business is based on informed decisions. That's why all Toyota & Lexus Fleet Services Business Centres promise you same-day access to a business manager or specialist sales executive. With access to powerful interactive modelling tools using the latest emissions, fuel economy, servicing, insurance and residual value data, our advisers can accurately compare tax and whole-life costs against any competitor.





### Transparent costs

Should a service visit hold hidden surprises? We think not. All our business customers enjoy capped labour rates and oil prices, and guaranteed parts discounts. For example, if wiper blades or screen wash need replacing during a service, there's no labour charge. If tyres need changing, we'll advise a competitive price first and you'll never see extra charges for environmental disposal.

### Fast, flexible finance solutions

Whether you prefer to lease or own your vehicles, Toyota & Lexus Fleet Financial Services offer competitive, flexible solutions. You'll find business financial solutions, such as leasing, contract hire and finance lease and ownership products, including hire purchase, personal contract hire and lease purchase – all available with a pre-approved credit line.

### 3-day extended test drives

We want all drivers to choose their perfect car. That's why our models are available for extended 3-day test drives. To book, simply talk to your nearest Business Centre, or visit [www.brilliantforbusiness.co.uk](http://www.brilliantforbusiness.co.uk)



## + Rangeability

- › Incredible choice of 24 models
- › 14 petrol full hybrids
- › Proven quality, reliability and financial savings
- › Hybrid Synergy and Lexus Hybrid Drive

# Clean up on costs

Smart and lean is good for business. So choose Toyota and Lexus company cars to look after staff and your bottom line. Our current line-up features 24 models to choose from – including 14 frugal petrol hybrids keeping expectations high and emissions and running costs low.



## NEW Auris



Compact yet spacious, lavishly equipped yet exceptional value



**MPG<sup>†</sup>** Petrol 61.4  
Diesel 80.7  
Hybrid 80.7  
**CO<sub>2</sub>** from 79g/km  
**BIK** from 13%

Toyota's designers and engineers are always looking for better ways – and in their development of the next-generation Auris, they have found them.

## Aygo



The bold, agile and connected small car with a fun personality



**MPG<sup>†</sup>** Petrol 68.9  
**CO<sub>2</sub>** from 95g/km  
**BIK** from 14%

## Yaris



Congestion charge free with exceptional whole-life costs



**MPG<sup>†</sup>** Petrol 60.1  
Diesel 80.7  
Hybrid 85.6  
**CO<sub>2</sub>** from 75g/km  
**BIK** from 9%

To book a test drive scan here



## NEW Auris Touring Sports



Versatile estate with the lowest tax in its class, exceptional space and equipment



**MPG<sup>†</sup>** Petrol 58.9  
Diesel 68.9  
Hybrid 80.7  
**CO<sub>2</sub>** from 81g/km  
**BIK** from 13%

## Verso

5-seat or 7-seat MPV designed with maximum versatility



**MPG<sup>†</sup>** Petrol 43.4  
Diesel 62.8  
**CO<sub>2</sub>** from 119g/km  
**BIK** from 18%

<sup>†</sup> Combined up to

## NEW Avensis British Built

Refined looks meet engineering excellence for a rewarding drive

**MPG†** Petrol 47.9  
Diesel 67.3  
**CO<sub>2</sub>** from 108g/km  
**BIK** from 16%



“I’m incredibly proud of this car. It’s been the result of three years’ hard work, and it’s far, far more than just a facelift.”

**Ahmet Karaman**  
Toyota’s Director for European Projects

## Prius

The world’s favourite hybrid, offering refinement and economy

**MPG†** Hybrid 72.4  
**CO<sub>2</sub>** from 89g/km  
**BIK** from 13%



## Prius Plug-in

EV benefits with the back-up of a petrol hybrid

**MPG†** Hybrid 134.5  
**CO<sub>2</sub>** from 49g/km  
**BIK** from 5%



## Prius+

Class-leading CO<sub>2</sub> for 7-seat MPV

**MPG†** Hybrid 68.9  
**CO<sub>2</sub>** from 96g/km  
**BIK** from 14%



## GT86

Control, grip and stability that puts the driver back in touch with the road

**MPG†** Petrol 39.8  
**CO<sub>2</sub>** 164g/km  
**BIK** from 27%



† Combined up to



## NEW RAV4



NEW RAV4 Hybrid  
available late 2015

**MPG<sup>†</sup>** Petrol 39.2  
Diesel 57.6  
Hybrid TBA  
**CO<sub>2</sub><sup>\*</sup>** from 115g/km  
**BIK<sup>\*</sup>** from 18%



“The RAV4 boasts reasonable pricing, impressive fuel economy, high resale value, a roomy interior and a strong reliability record.”

Autotrader

## Land Cruiser

Best RV in the industry

**MPG<sup>†</sup>** Diesel 34.9  
**CO<sub>2</sub>** 213g/km  
**BIK** from 37%



## Land Cruiser V8

The ultimate 4WD

**MPG<sup>†</sup>** Diesel 29.7  
**CO<sub>2</sub>** 250g/km  
**BIK** from 37%



To book a  
test drive  
scan here



## Hilux

UK's bestselling pick-up

**MPG<sup>†</sup>** Diesel 38.7  
**CO<sub>2</sub>** from 194g/km



## PROACE

Available in SWB, LWB,  
Highroof and Crew Cab

**MPG<sup>†</sup>** Diesel 44.1  
**CO<sub>2</sub>** from 168g/km



\* Subject to final homologation

## CT 200h

LEXUS  
HYBRID  
DRIVE

Sub  
100g/km

The world's only full hybrid luxury compact car

MPG<sup>†</sup> Hybrid 78.5  
CO<sub>2</sub> from 82g/km  
BIK from 13%



“The Lexus CT 200h is one seriously hushed car.”

Matt Prior  
Autocar

## IS 300h

LEXUS  
HYBRID  
DRIVE

Sub  
100g/km

Dramatic styling,  
dynamic drive

MPG<sup>†</sup> Hybrid 67.3  
CO<sub>2</sub> from 97g/km  
BIK from 14%



## NX 300h

LEXUS  
HYBRID  
DRIVE

Striking design delivering incredible  
business performance

MPG<sup>†</sup> Hybrid 56.5  
CO<sub>2</sub> from 116g/km  
BIK from 18%



## GS 300h

LEXUS  
HYBRID  
DRIVE

Nothing in the segment can match its  
performance and efficiency

MPG<sup>†</sup> Hybrid 60.1  
CO<sub>2</sub> from 109g/km  
BIK from 16%



## GS 450h

LEXUS  
HYBRID  
DRIVE

Full hybrid performance saloon

MPG<sup>†</sup> Hybrid 46.3  
CO<sub>2</sub> from 141g/km  
BIK from 23%



<sup>†</sup> Combined up to

## RC F

The most powerful V8 performance car ever developed by Lexus

**MPG†** Petrol 26.2  
**CO<sub>2</sub>** from 251g/km  
**BIK** from 37%



“The RC F coupe is all about the thrill of driving.”

**Chris Knapman**  
Telegraph Cars

## RX 450h

LEXUS  
HYBRID  
DRIVE

Lowest CO<sub>2</sub> and tax in class

**MPG†** Hybrid 44.8  
**CO<sub>2</sub>** from 145g/km  
**BIK** from 24%



## LS 460 & LS 600h

LEXUS  
HYBRID  
DRIVE

New LS 460 petrol and LS 600h long wheelbase V8 hybrid

**MPG†** Petrol 26.4  
Hybrid 32.8  
**CO<sub>2</sub>** from 199g/km  
**BIK** from 34%



To book a test drive scan here



“Lexus is setting the standards other car makers need to aim for.”

**Steve Fowler**  
Auto Express Editor-in-Chief



## + Affordability

- > Class-leading company and driver tax benefits
- > Compare whole-life ownership savings
- > Claim 100% write-down allowances
- > Get more miles with less fuel

# 2015 budget insights for fleets



**F**rom reducing tax to cutting whole-life costs, Toyota and Lexus fleets continue to make every pound go further.

## Cars and the 2015 budget

### Capital allowances

As announced last year, from 1st April 2015 the 100% first year allowance is now only available for cars with CO<sub>2</sub> emissions of 75g/km and below. An annual writing-down allowance of 18% applies to cars between 76g/km and 130g/km, and 8% for vehicles emitting over 130g/km.

### Company car tax (BIK)

As expected, between 2015 and 2019 the appropriate percentage rise of 2% per annum for cars with emissions over 75g/km remains. However, to encourage choosing ultra-low emissions cars, the tax bands for 2019/20 will be 0-50g/km (16% BIK) and 51-75g/km (19% BIK).

### Income tax

Progressive annual rises in annual personal allowances will see employees earning more before tax becomes payable – currently

£10,600, rising to £10,800 in 2016/17 and £11,000 in 2017/18. The current threshold for higher rate (40%) of £42,385 rises to £42,700 in 2016/17 and £43,300 in 2017/18. Automatic data collection and digital assessment is expected to replace income tax returns by 2020.

### Fuel and the fuel benefit charge

Fuel duty will remain frozen for another year. The car fuel benefit charge for employees receiving company-funded fuel will increase to £22,100 for 2015/16.

### Vehicle Excise Duty (VED)

From 1st April 2015 VED rates increased in line with inflation.

## Vans and the 2015 budget

For 2015/16 the van benefit charge increases to £3,150 for all vans emitting CO<sub>2</sub>. From 6th April 2015 zero-emission vans now attract a proportion of the van benefit charge, increasing gradually until 2020 when all vans will attract the full van benefit charge regardless of emissions. For 2015/16 the proportion charged for zero-emission vans will be 20%.



## Save a whole lot more by factoring in whole-life costs.

There are many factors that make up whole-life car costs, and equivalent models from different marques are not all equal. Depreciation, for instance, can account for 60% of the whole-life cost, so it's essential to use accurate projections to understand model residuals.

Low CO<sub>2</sub> emission models reduce taxation and improve write-down allowances. Companies pay lower Class 1A National Insurance and drivers pay less Benefit-in-Kind.

To make informed model choices, use our free, accurate resources explained on pages 30 and 31.

# Tools to make your choices clear

As we've already seen, to compare whole-life costs accurately, several factors must be taken into account. That's why Toyota & Lexus Fleet Services has developed clear, accurate and free resources to help.

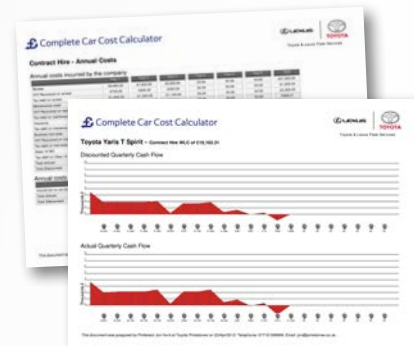
Available to both employers and company car drivers, let our tools take the guesswork out of pricing the true cost of vehicle ownership of any current UK marque, model and specification – including accurate tax liabilities for Benefit-in-Kind and National Insurance.



## Complete Car Cost Calculator Personalised Report

Get a complete, personalised, whole-life cost comparison at Toyota & Lexus Business Centres. Calculate and compare the real cost of ownership, based on your circumstances, of any current UK vehicle.

- › Compare models across all major manufacturers
- › Compare contract hire, company purchase and options for the company owner
- › Adjust mileage and fuel price instantly
- › All calculations based on latest tax legislation



To see how much you can save with a Toyota or Lexus scan here

Alternatively visit [brilliantforbusiness.co.uk/cost-calculator](http://brilliantforbusiness.co.uk/cost-calculator) or call 0344 701 6186



## MyCompanyCar App (Apple iOS)

Calculate and compare annual and 3-year BIK and NI costs for your company car on your Apple iPhone or iPad. Take a picture of the registration plate and see the potential savings in seconds.

- › Designed for iPhone/iPad
- › Photo recognition and manual registration look-up
- › Easy navigation and modification of results by tax year or income
- › Get contract hire offers



To download MyCompanyCar app scan here

Alternatively visit the Apple App store: [itunes.apple.com/gb/app/mycompanycar](https://itunes.apple.com/gb/app/mycompanycar)

## MyCarTax Guide App (Apple iOS/Android/web)

Cut through the business car tax and finance maze quickly with our new interactive guide. Tax information and data tables are updated for every change throughout the year.

- › Latest tax and finance literature and tables
- › Quick considerations guide
- › Dynamic updates for the latest information
- › Full digital guide to tax, finance and company cars based on 2015 budget

For your free MyCarTax app download, visit the Apple App Store or Google Play.



To download MyCarTax Guide app scan here

Alternatively view online at [taxability.toyota.co.uk/home.html](http://taxability.toyota.co.uk/home.html) or visit the Apple App Store or Google Play.

# Useful company car tax references

## Tax thresholds for Company Car Taxation and National Insurance

CO <sub>2</sub> emissions	2015/16 BIK <sup>1</sup> Petrol	2016/17 BIK <sup>2</sup> Petrol & Diesel	2017/18 BIK Petrol & Diesel
g/km	%	%	%
0 (EV)	5	7	9
1-50	5	7	9
51-75	9	11	13
76-94	13	15	17
95-99	14	16	18
100-104	15	17	19
105-109	16	18	20
110-114	17	19	21
115-119	18	20	22
120-124	19	21	23
125-129	20	22	24
130-134	21	23	25
135-139	22	24	26
140-144	23	25	27
145-149	24	26	28
150-154	25	27	29
155-159	26	28	30
160-164	27	29	31
165-169	28	30	32
170-174	29	31	33
175-179	30	32	34
180-184	31	33	35
185-189	32	34	36
190-194	33	35	37
195-199	34	36	37
200-204	35	37	37
205-209	36	37	37
210-214	37	37	37
215-219	37	37	37
220 and above	37	37	37

<sup>1</sup> All cars propelled solely by diesel are subject to a 3% supplement, up to a maximum of 37%.

<sup>2</sup> From April 2016 petrol and diesel cars will be treated equally for company car tax purposes.

## Vehicle Excise Duty Tables (Cars registered on or after 1 March 2001)

Band	CO <sub>2</sub> emissions	Standard rate*	First year rate*
	g/km	£	£
A	Up to 100	0	0
B	101 - 110	20	0
C	111 - 120	30	0
D	121 - 130	110	0
E	131 - 140	130	130
F	141 - 150	145	145
G	151 - 165	180	180
H	166 - 175	205	290
I	176 - 185	225	345
J	186 - 200	265	485
K <sup>1</sup>	201 - 225	285	635
L	226 - 255	485	860
M	Over 255	500	1090

\* An alternative fuel discount of £10 is available for alternatively powered cars, including hybrids.

<sup>1</sup> Band K includes cars that have CO<sub>2</sub> emissions over 225g/km but were registered before 23 March 2006.

To calculate P11D price: deduct VED and first registration fee from the on-the-road price including accessories and options fitted before delivery.





Contact our team directly or to find out more and locate your nearest Business Centre visit [toyotalexusfleet.co.uk](http://toyotalexusfleet.co.uk) or call **0344 701 6186**



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GBTLFS-0715-V1

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