



EXPERIENCE AMAZING STANDARD EQUIPMENT & INSTALLED OPTIONS

DESCRIPTION 2020 / 9000C ES350 4-DR SEDAN
 COLOR MOONBEAM BEIGE MET.
 VIN
 FINAL ASSEMBLY POINT GEORGETOWN, KENTUCKY, U.S.A.

Delivered by Truck to
 NEWPORT LEXUS
 3901 MACARTHUR BLVD.
 NEWPORT BEACH CA 92860

- STANDARD FEATURES**
- 3.5 Liter V8 With 302 HP
 - 8-Speed Automatic Transmission
 - Front Wheel Drive
 - Drive Mode Select (Eco, Normal, Sport)
 - Steering Wheel Mounted Paddle Shifters
 - 17" Split-5-Spoke Alloy Wheels
 - Lexus Safety System + 2.0, Pre-Collision System with Pedestrian Detection, All Speed-
 - Dynamic Radar Cruise Control, Lane Tracing Assist, Lane Departure Alert w/ Steering Assist, Intelligent High Beam Headlamps & Road Sign Assist
 - 10 Airbags / Brake Assist w/Smart Stop Technology
 - SmartAccess with Push-Button Start/Stop
 - Backup Camera w/Dynamic Gridlines
 - Bi-LED Headlamps / Daytime Running Lights
 - Lexus Enform Safety Connect (3-Year Trial Incld)
 - Lexus Enform Service Connect (Included for the First 10 Years of Ownership)
 - Lexus Multimedia System with 8.0 In Color Display, 10-Speaker Lexus Premium Sound System, and Voice Command
 - Apple CarPlay and Android Auto Compatibility
 - Lexus Enform Wi-Fi, 4GB (3-Month Trial Included)

- MANUFACTURER'S SUGGESTED RETAIL PRICE**
- Lexus Enform Remote (3-Year Trial Included) Compatible w/ Smartphone, Smart Watch, Device Enabled with Google Assistant, or Amazon Alexa \$1,065.00
 - SiriusXM Satellite Radio (3-Month Trial Included) \$770.00
 - 10-Way Driver's & Front Passenger's Power Seats \$1,820.00
 - Electrochromic Heated Outside Mirror
 - Dual-Zone Automatic Climate Control
 - One-Touch Open/Close Pwr Tilt-and-Slide Moonroof \$39,900.00
 - Carpet Floor Mats \$1,375.00
 - Blind Spot Monitor w/Rear Cross Traffic Alert and Intuitive Parking Assist w/Auto Braking \$1,065.00
 - 18-In Split 10-Spoke Alloy Wheels \$770.00
 - Navigation Package: Navigation System with 12.3-In Color Multimedia Display, Lexus Enform Dynamic Navigation (3-Year Trial Included), Dynamic Voice Command (Included for the First 10-Years of Ownership), and Lexus Enform Destination Assist (3-Year Trial Included) \$1,375.00
 - Premium Package: Lexus Memory System for Driver's Seat, Outside Mirrors and Steering Wheel, Power Tilt and Telescopic Steering Wheel, Power Folding Outside Mirrors, Rain Sensing Wipers, and Heated and Ventilated Front Seats \$500.00
 - Panorama Glass Roof \$360.00
 - Wood Trim \$285.00
 - Trunk Mat, Cargo Net, Wheel Locks, Key Gloves

EPA Fuel Economy and Environment DOT Gasoline Vehicle

Fuel Economy

26 MPG **22** city **32** highway

Midsize Car range from 12 to 198 MPG. The best vehicle rate: 198 MPG.

You spend \$250 more in fuel costs over 5 years compared to the average new vehicle.

Annual fuel cost \$1,550

3.8 gallons per 100 miles

Fuel Economy & Greenhouse Gas Rating (tailpipe only)

5 Smog Rating (tailpipe only)

Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 27 MPG and costs \$7,500 to use gasoline gallon equivalent. Vehicle based on 15,000 miles per year at \$2.20 per gallon. MPG is miles per gasoline gallon equivalent. Vehicle emissions are a significant cause of climate change and smog.

fueleconomy.gov

Calculate personalized estimates and compare vehicles



DELIVERY, PROCESSING AND HANDLING FEE

SUB-TOTAL \$ 46,075.00

TOTAL \$ 47,100.00

APPLICABLE FEDERAL TAXES NOT INCLUDED

Manufacturer's suggested retail price includes manufacturer's recommended pre-delivery service, license and title fees, state, local and applicable federal taxes, and dealer-installed options and accessories are not included in the manufacturer's suggested retail price.

LEXUS NEW VEHICLE LIMITED WARRANTY

- 4-YR / 50,000 mile powertrain warranty
- 3-YR / 50,000 mile bumper-to-bumper warranty
- 3-YR / Unlimited mile corrosion performance warranty

See Your Warranty and Services Guide for details.

LEXUS IS PLEASED TO OFFER THE FOLLOWING OWNER SUPPORT PACKAGE WITH EACH NEW LEXUS

- 24-hour, 249 day/yr. roadside assistance plan
- Complimentary 1st and 2nd scheduled maintenance services
- Leading for emergency breakdown toll miles from home
- An extended service contract may be available for this vehicle. Ask dealer for details.

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★★★★★

Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

Frontal	Driver ★★★★★	Passenger ★★★★★
Crash	Front seat ★★★★★	Rear seat ★★★★★
Side	Front seat ★★★★★	Rear seat ★★★★★
Crash	Front seat ★★★★★	Rear seat ★★★★★
Rollover	★★★★★	

Star ratings range from 1 to 5 stars (★ ★ ★ ★ ★) with 5 being the highest.

Source: National Highway Traffic Safety Administration (NHTSA)

www.safercar.gov or 1-888-327-4236



CLOSED-END MOTOR VEHICLE LEASE AGREEMENT CALIFORNIA



Gross Capitalized Cost Itemization and Other Items

13. Itemization of Gross Capitalized Cost

You will pay for the following items over the Lease Term, as part of your Monthly Payment:

a.1. Agreed Upon Value of the Vehicle as equipped at time of signing this Lease	\$	44,832.28
a.2. Agreed Upon Value of each accessory and item of optional equipment the Lessor (Dealer) agrees to add to the Vehicle after signing this Lease:		
i. N/A	+\$	N/A
ii. N/A	+\$	N/A
iii. N/A	+\$	N/A
iv. N/A	+\$	N/A
a.3. Total Agreed Upon Value of the Vehicle	=\$	44,832.28
b. Taxes	+\$	N/A
c. Initial Title, License, and Registration Fees	+\$	N/A
d. Outstanding Prior Credit or Lease Balance	+\$	N/A
e. Acquisition Fee	+\$	N/A
f. Document Processing Fee (Not a Government Fee)	+\$	N/A
g. DMV Electronic Filing Fee (Not a Government Fee)	+\$	N/A
h. California Tire Fee	+\$	N/A
i. SOUTHWEST - Theft	+\$	1,295.00
j. N/A	+\$	N/A
k. N/A	+\$	N/A
l. N/A	+\$	N/A
m. N/A	+\$	N/A
n. N/A	+\$	N/A
o. N/A	+\$	N/A
p. N/A	+\$	N/A
q. N/A	+\$	N/A
r. Gross Capitalized Cost	=\$	46,127.28

14. Lease Term and Scheduled Maturity Date

The Lease Term of this Lease is 36 months, and the Scheduled Maturity Date of this Lease is 02/07/2023.

15. Required Insurance

You must provide the following insurance during the Lease Term, with the Lessee and/or Co-Lessee as an insured driver. No other types of insurance are required and no Required Insurance is provided by us in this Lease:

- a) primary automobile liability insurance with minimum limits for bodily injury or death of
 - i) \$ 15,000.00 for any one person, and
 - ii) \$ 30,000.00 for any one accident, and
 - iii) \$ 5,000.00 for property damage; and
- b) physical damage insurance for the full value of the Vehicle, with a maximum deductible of \$1,000.

See Section 24 for more information.

You have provided us today with the following insurance information:

STATE FARM
Insurance Provider
DIRECT
Agent's Name
N/A
Agent's Address

283 0514-E14-55B
Policy No.
(877) 627-5757
Agent's Phone No.

Insurance Coverage Verification by Dealer Employee

B

16. Charges for Late/Returned Payments

If we do not receive a full Monthly Payment within 10 days after it is due, you must pay a late payment charge of 5% of the unpaid amount or \$10, whichever is greater.

If any payment (including an electronic funds transfer) you make to us is not honored or returned to us for any reason, in addition to any late charges, you may be charged a fee of \$25, as permitted by law.

True and Accurate Completed Copy - UCC Non-Authoritative Copy

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CLOSED-END MOTOR VEHICLE LEASE AGREEMENT CALIFORNIA



Your Monthly Payment is determined as shown below

9. Payment Determination

a. Gross Capitalized Cost. The agreed upon value of the Vehicle (\$ 44,832.28) and any items you pay over the Lease Term (such as service contracts, insurance, and any outstanding prior credit or lease balance). For an itemization of this amount, see Section 13.	\$ 46,127.28
b. Capitalized Cost Reduction. The amount of any net trade-in allowance, rebate, noncash credit, or cash you pay that reduces the Gross Capitalized Cost.	- \$ 3,124.32
c. Adjusted Capitalized Cost. The amount used in calculating your Base Monthly Payment.	= \$ 43,002.96
d. Residual Value. The value of the Vehicle at the end of the Lease used in calculating your Base Monthly Payment.	- \$ 24,492.00
e. Depreciation and any Amortized Amounts. The amount charged for the Vehicle's decline in value through normal use and for other items paid over the Lease Term.	= \$ 18,510.96
f. Rent Charge. The amount charged in addition to the Depreciation and any Amortized Amounts.	+ \$ 486.00
g. Total of Base Monthly Payments. The Depreciation and any Amortized Amounts plus the Rent Charge.	= \$ 18,996.96
h. Lease Payments. The number of payments in your Lease.	+ 36
i. Base Monthly Payment.	= \$ 527.69
j. Monthly Sales/Use Tax.	+ \$ 40.90
k. N/A	+ \$ N/A
l. Total Monthly Payment ("Monthly Payment")	= \$ 568.59

Early Termination. You may have to pay a substantial charge if you end this Lease early. The charge may be up to several thousand dollars. The actual charge will depend on when the Lease is terminated. The earlier you end the Lease, the greater this charge is likely to be.

10. Excessive Wear and Use

You may be charged for excessive wear based on our standards for normal use and for mileage in excess of 30000 miles over the odometer mileage disclosed on page one, at the rate of \$ 0.25 per mile.

11. Purchase Option at the End of Lease Term

You have an option to purchase the Vehicle at the end of the Lease Term for \$ 24,492.00. That amount does not include other charges you may be required to pay pursuant to Section 32.

12. Other Important Terms

Review this Lease for additional information on early termination, purchase options and maintenance responsibilities, warranties, late and default charges, insurance, and any security interest, if applicable.

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