



TOYOTA

ALWAYS A
BETTER WAY

Toyota Hybrid Test Drive

e-Guide



START



Contents



**Get the most out of
Toyota Hybrid**



FeelGood driving



**Toyota Hybrid
Test Drive**

Get the most out of Hybrid

Get feedback from the system



Hybrid driving



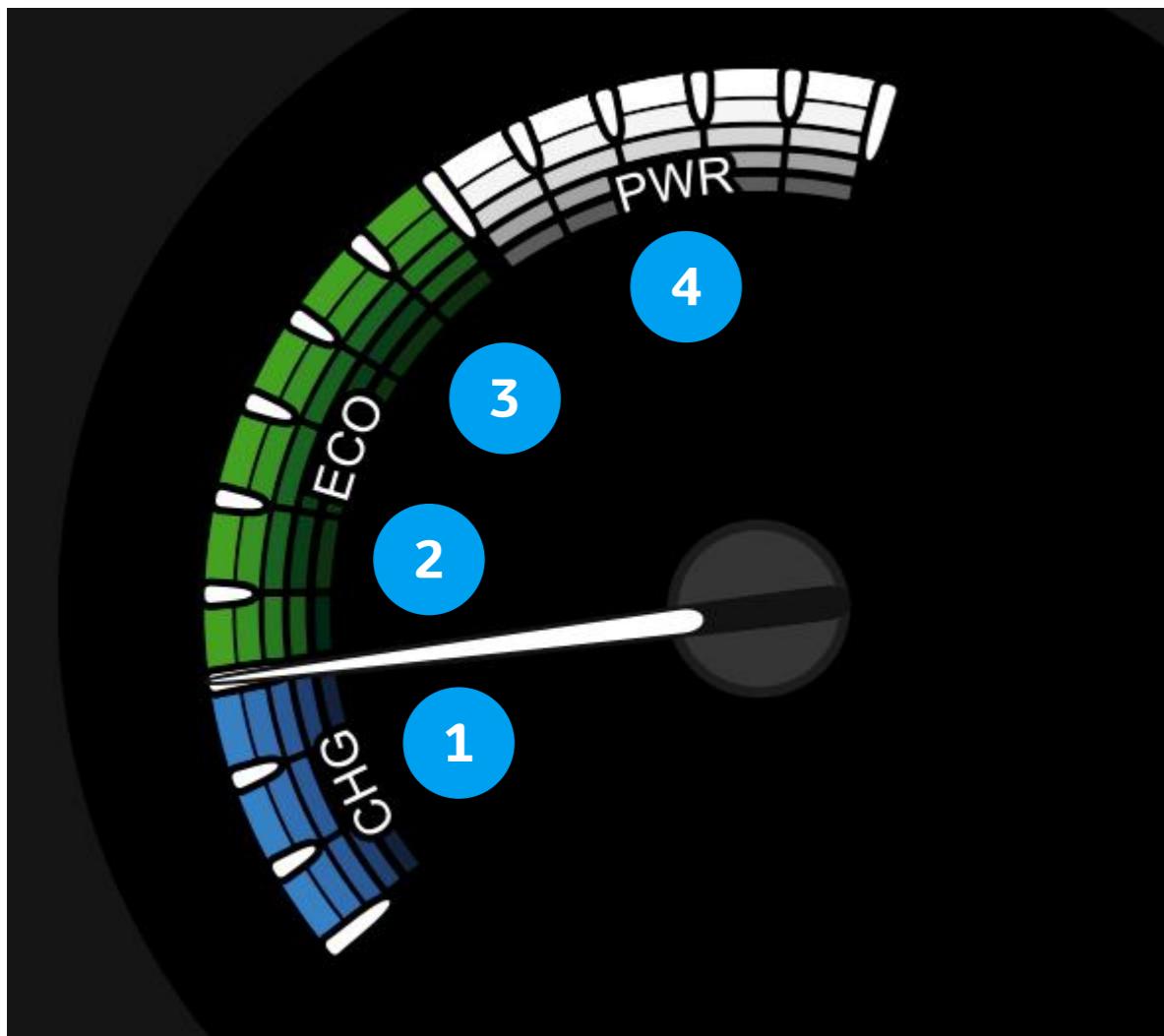
Use the modes



Top 5 Hybrid driving tips

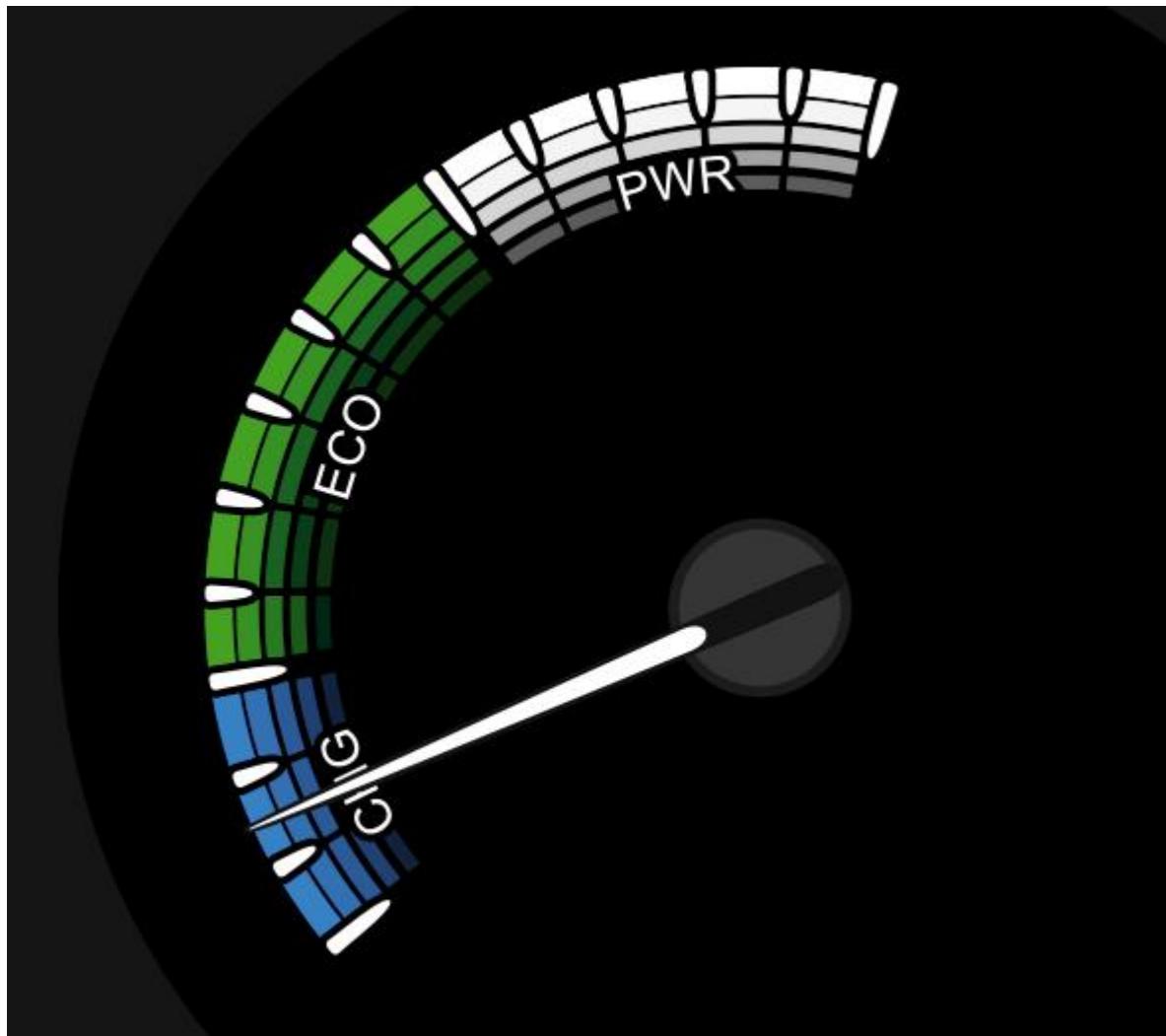


Get feedback from the system



- 1 Battery charged from braking
- 2 Electric motor running
- 3 Engine and electric motor in optimal combination
- 4 Engine and electric motor for maximum power

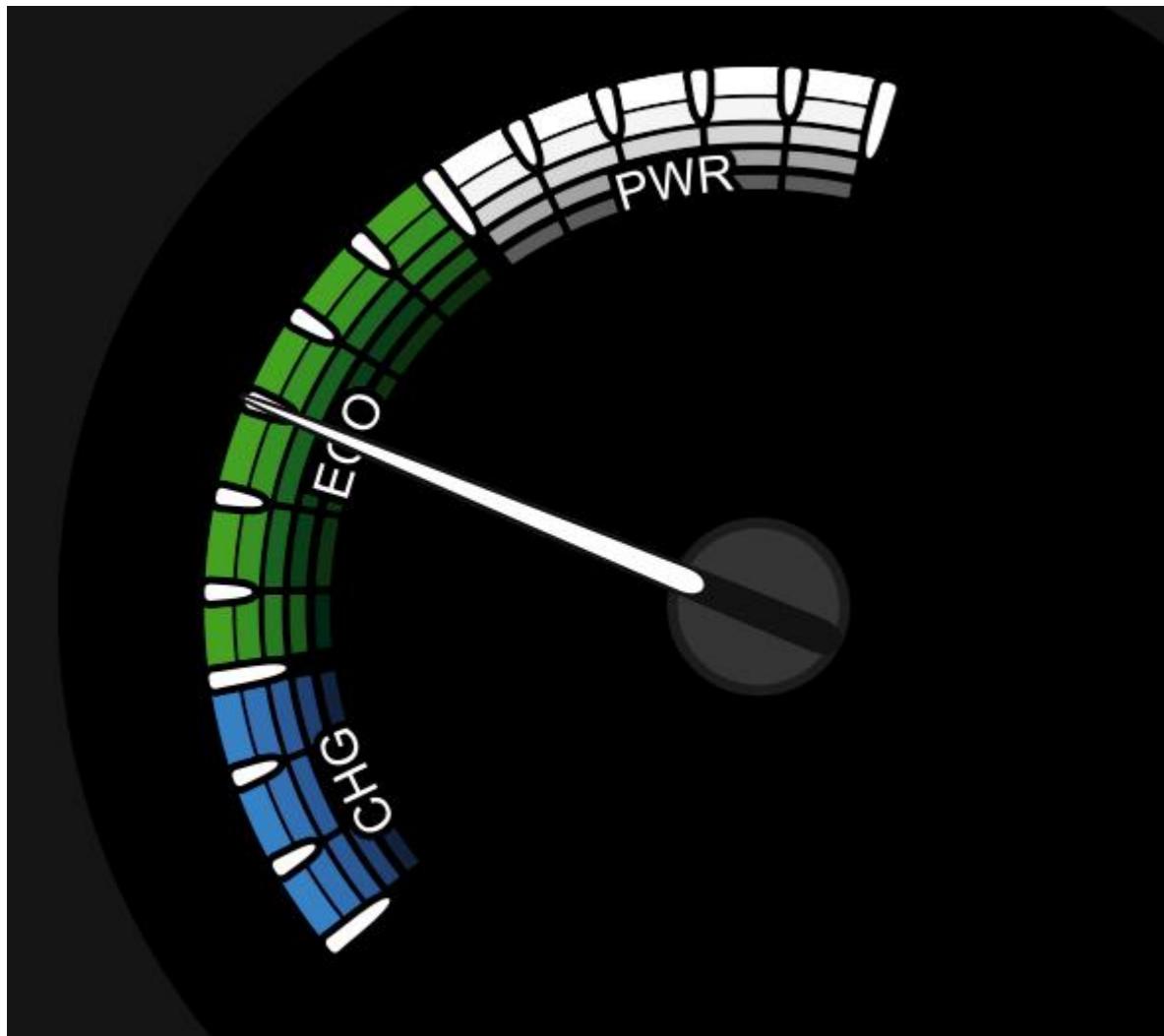
Brake efficiently



- Start braking soon enough and stay within the CHG zone
- Brake smoothly, at a constant rate, and for as long as possible
- You are charging your battery!

NOTE: Braking harder than the maximum reach of the meter will not regenerate more energy

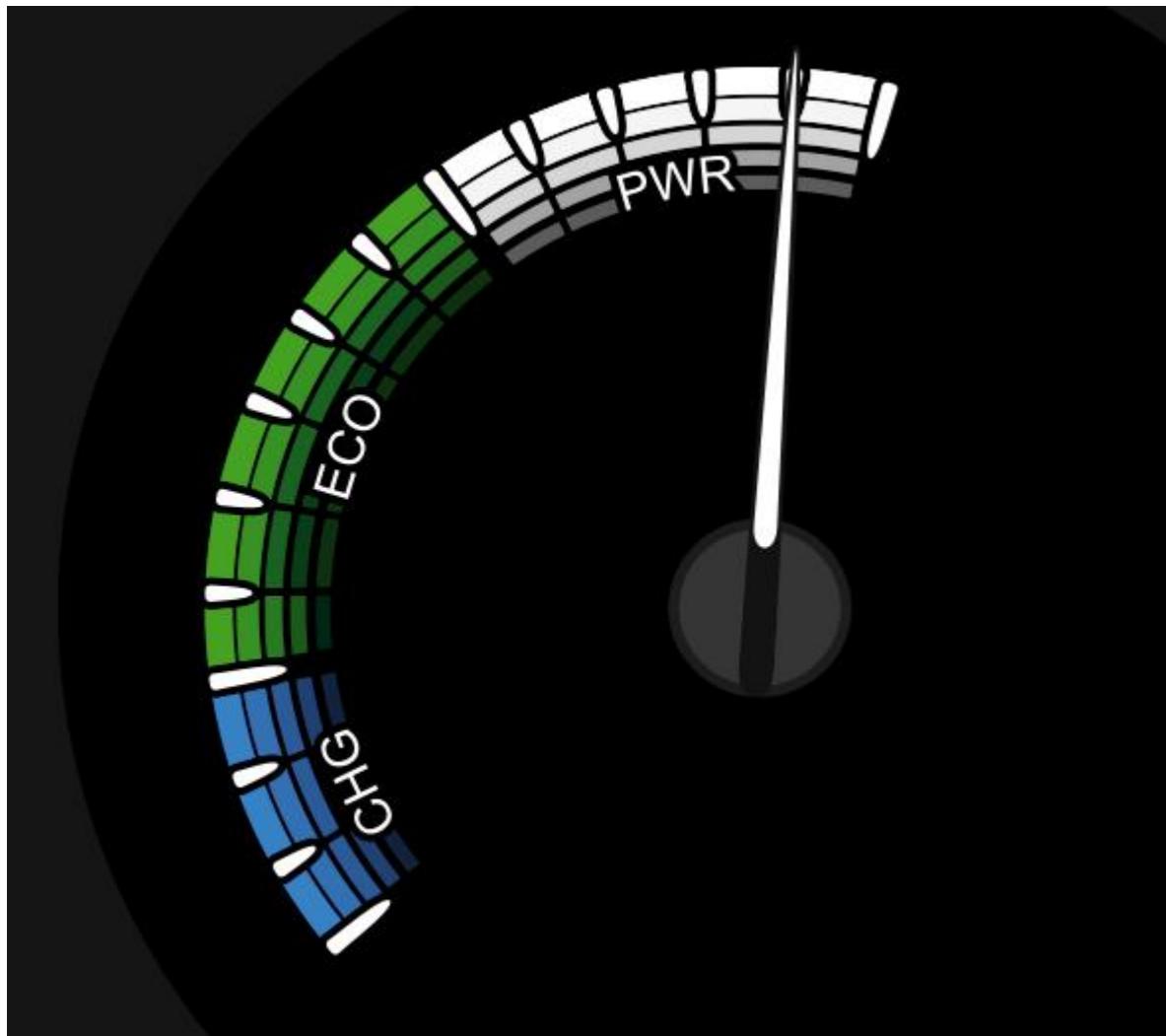
Accelerate efficiently (off the line)



- Starting off the line, drive off in electric
- Use the throttle carefully to keep the engine off
- Once the car picks up speed, between 15 and 30km/h, accelerate to engage the engine

NOTE: Combustion engines consume the most fuel when starting off

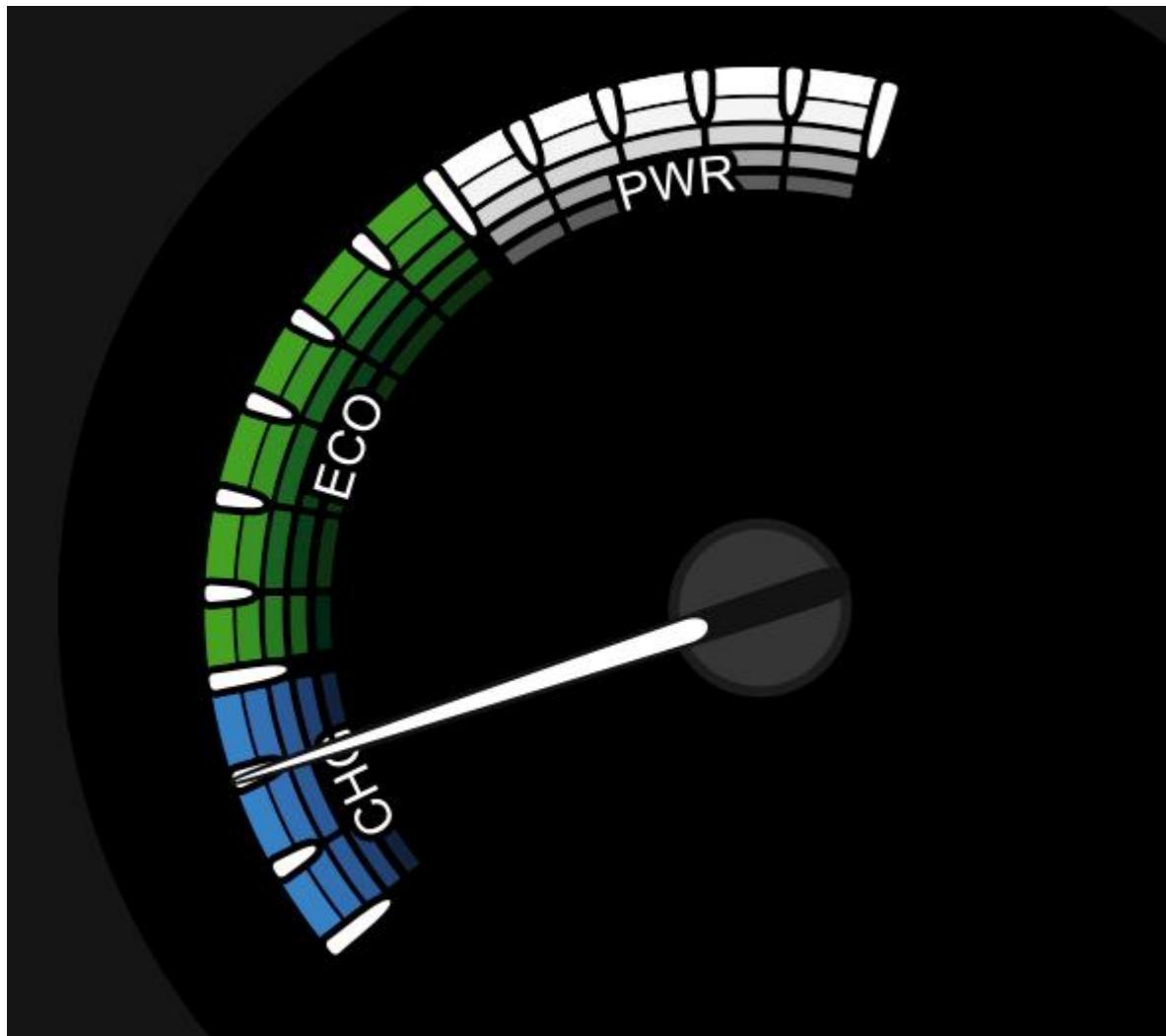
Accelerate efficiently (rolling)



- Aim to drive in ECO zone as much as possible
- When needed, short burst of throttle to reach your desired speed... Then lift off!
- Immediately, gentle throttle to maintain your target speed

NOTE: Accelerating for a long time in the lower part of POWER is the least efficient use of the powertrain

Try coasting



- Anticipate traffic conditions; release throttle early
- Allow the car to roll
- You gain free mileage and regenerate some energy

Select drive mode



EV Mode

Electric driving

Silent drive and zero emissions

ECO Mode

50% throttle = 25% acceleration

Excellent fuel efficiency

PWR Mode*

50% throttle = 75% acceleration

Exciting driving dynamics

Normal Mode

50% throttle = 50% acceleration

Conventional linear throttle response

*Except Yaris Hybrid

Understand EV driving

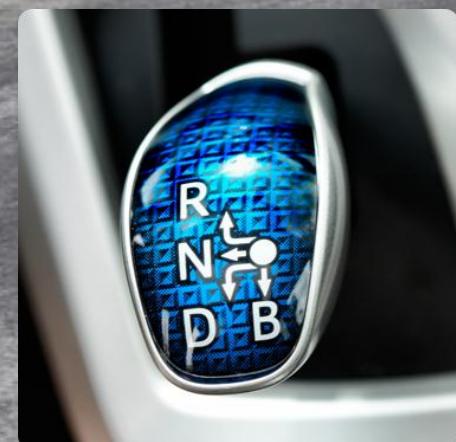


Electric driving can average 1/3 of total driving time

...and you don't need to press the EV button for that!

The system automatically switches to electric when conditions allow

B mode



Use only for long and steep descents:

- adds real engine braking by the petrol engine
- prevents brake pads and electric system from overheating

NOTE: B mode does not regenerate energy as well as regular braking

Top 5 Hybrid Drive tips

1

GET FEEDBACK
FROM THE
SYSTEM

2

USE THE
HYBRID DRIVING
MODES

3

STAY IN ECO ZONE
AS LONG AS
POSSIBLE

4

ACCELERATE
EFFICIENTLY AND
ENSURE OPTIMAL
THROTTLE
CONTROL

5

BRAKE
SMOOTHLY

FeelGood driving

Unique benefits of Toyota Hybrid



What is FeelGood driving?



The roundabout test



Driving in urban traffic



Unique benefits of Toyota Hybrid



What is FeelGood driving?



Responsive



Intuitive



Quiet



Responsive



- Fastest transmission response
- Less driver load in roundabouts and intersections: just foot on accelerator and turn the wheel
- Easiest to change lane thanks to instant acceleration
- No delay, no gear hunting, no torque gaps

Intuitive



- Easy to drive: just press the pedal, the car moves effortlessly
- Smoothest engine (re)start
- Seamless transmission; no gears
- No risk of stalling or jolting forward in traffic



Quiet

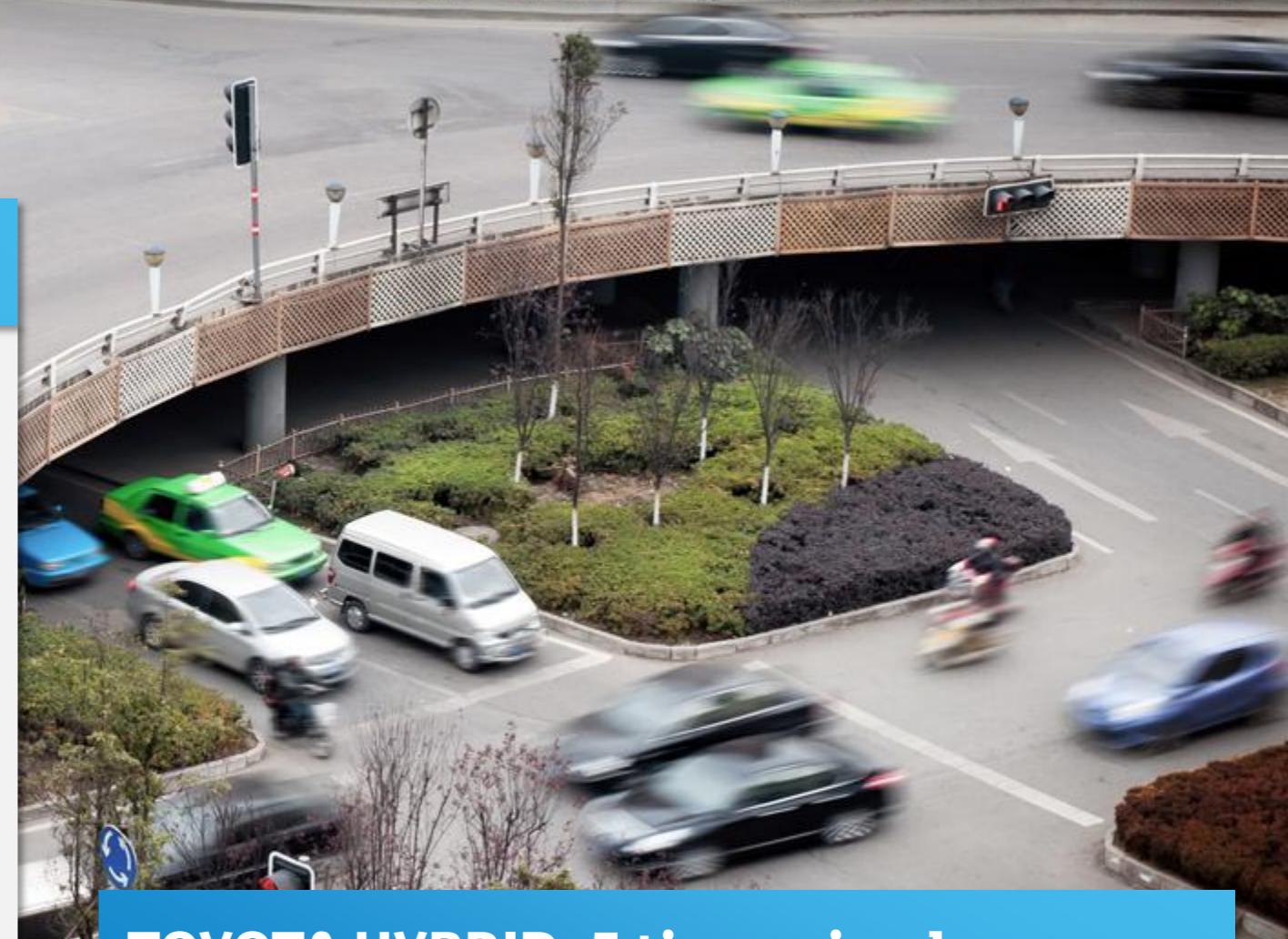


- Quietest at idle and in stop/start traffic thanks to running on EV
- Quietest when cruising on low throttle input
- No vibrations whatsoever in EV

The Roundabout test

ON A MANUAL : 10 steps

1. Press clutch
2. Hand off the wheel
3. Gear to neutral
4. Release clutch
5. Hand on wheel + turn
6. Press clutch
7. Gear to 1st
8. Hand to wheel
9. Release clutch
10. Foot to throttle



TOYOTA HYBRID: 5 times simpler

VS

1. Hand on wheel + turn
2. Foot to throttle

Driving in stop/start traffic

In a conventional vehicle: Fatigue and discomfort

- Stop/start driving
- Fear of stalling
- Jolting forward
- Leg aching from clutch/brake
- Noise of revving/over revving

VS



In a Toyota Hybrid: FeelGood driving

Responsive

The car sets off as soon as you press the accelerator

Intuitive

Beautiful smooth engine restart, gliding into movement without the driver thinking of the gearbox

Quiet

The cabin is peaceful in electric driving, leaving you feeling calm and cocooned from the urban noise

Reacting to urban traffic conditions

In a conventional vehicle: Frustration and stress

- Evasive action
- Braking
- Changing down gears
- Changing lanes quickly
- Need to quickly accelerate
- Increasing engine revs and noise

VS

In a Toyota Hybrid: FeelGood driving



Responsive

Fast acceleration and deceleration thanks to the smooth transmission



Intuitive

You only have to press the pedal, and the car moves effortlessly



Quiet

Silent at constant cruising speed

Toyota Hybrid Test Drive

Plan your test drive



Hybrid model specifics



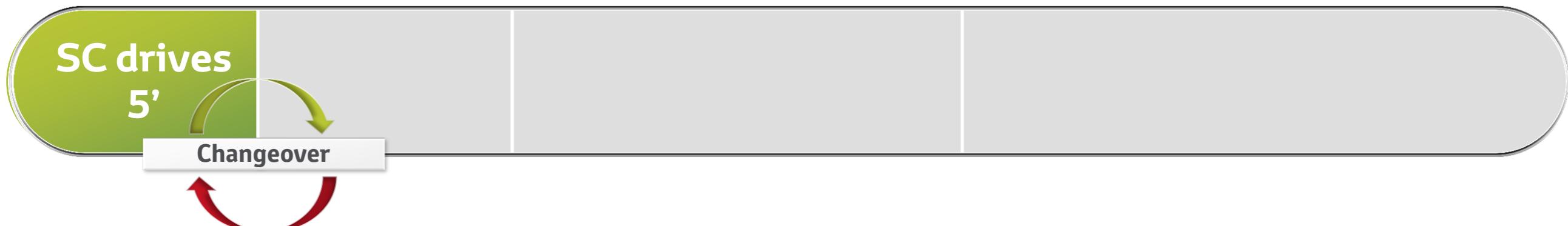
Customer qualification



Plan your test drive



Sales Consultant Drives First: 5 minutes



- Demonstrate smooth & quiet drive
- Make customer feel at ease
- Show correct driving position to optimise throttle control



- Explain the power sources and energy flow using the Toyota Touch® 2 screen
- Show the Hybrid Indicator



- Battery is charged and engine warm
- Let the customer experience Hybrid

Highway drive: 5 minutes



Tailor your drive to the model:

- Yaris cruises at 100 km/h for 1-2 km
- 1.8 models, at 120 km/h for 3-5 km

When you exit the motorway, the system seamlessly switches to electric – no stress!

The customer may floor the throttle, resulting in engine noise – reassure them it's normal at first and just takes a little practice.

Sustain the speed and the car cruises quietly.

Suburban/country road: 10 minutes



Combined, the engine and electric motor provide ample power and dynamics when exiting a bend.



Anticipating a bend ahead, use the brake smoothly to regenerate maximum energy.



In a 500m straight, cruise at 60-90km/h with very low NVH for a relaxing drive.

Urban drive 50km/h: 15 minutes



Responsive

Drive through at least 1 flowing roundabout and 1 intersection and remind of responsive operation vs MT models.

Intuitive

Choose areas with traffic, to show the smoothness of transmission.
But don't be stuck in a jam all the time!

Quiet

Drive off on electric, anticipating traffic.
Below 70 km/h lift off & engine will cut fully.

AVOID



Long hills or mountains

Sustained motorway

Frequent full acceleration

But don't exclude it completely!

1.5 and 1.8 Hybrid driving differences



1.5 Hybrid Synergy Drive

Limited highway above 100km/h

Performs weaker with 4 adults/loaded

No PWR mode and smaller battery is more sensitive to state of charge



1.8 Hybrid Synergy Drive

Relaxed motorway cruising with low NVH

Copes well with higher loads/passengers

Larger battery capacity and electric motor will ensure higher EV driving

Test Drive Specifics per model



Yaris Hybrid

Tight turning circle

Solid feel



Auris/Auris Touring Sports

Handling with double wishbone rear suspension

Refined NVH

Test Drive Specifics per model



Prius

High-tech environment



Prius +

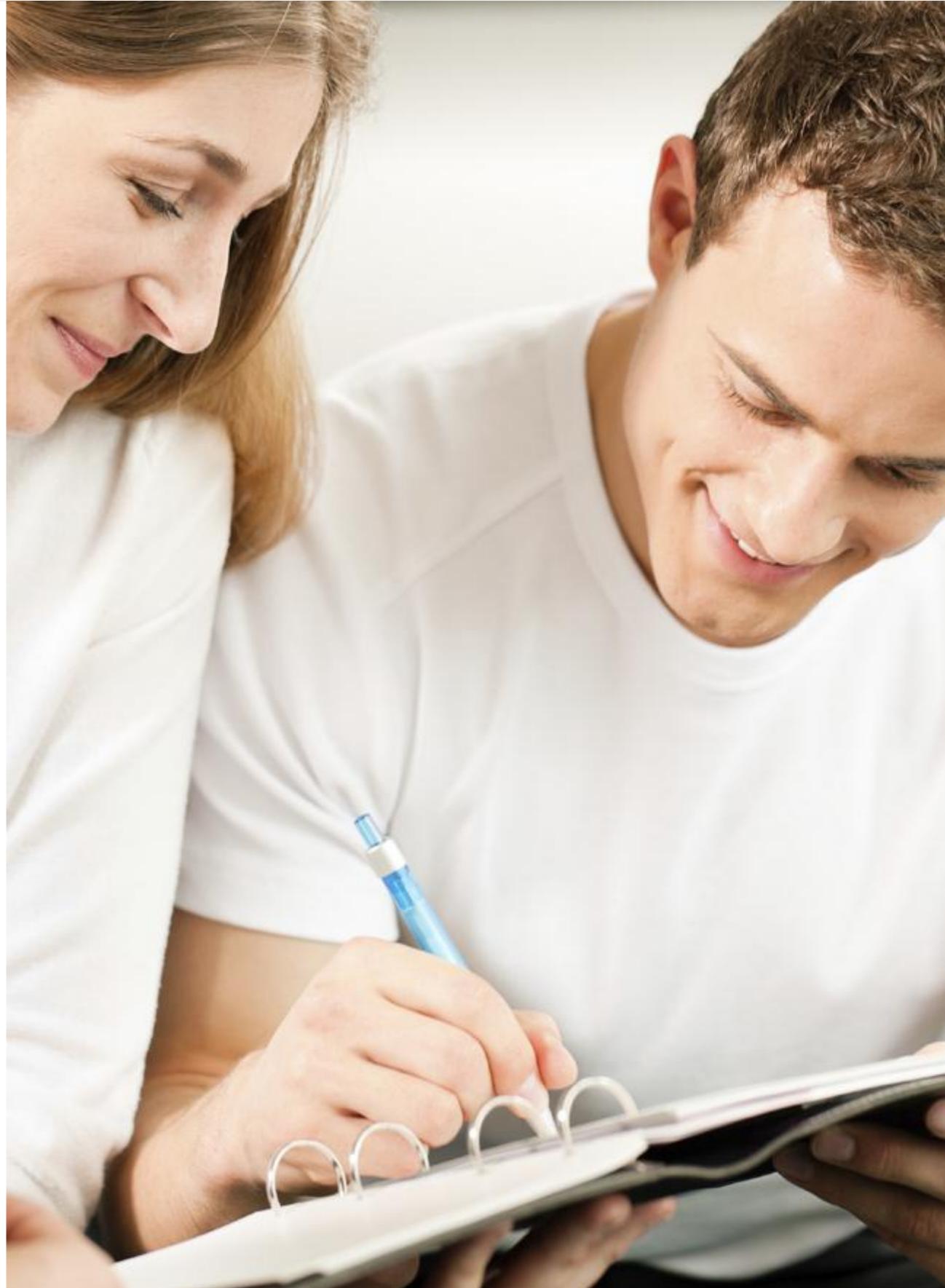
Space for 7

Urban manoeuvrability

Motorway NVH and high speed stability

Customer qualification

- ✓ What type of driving do you do?
- ✓ What kind of transmission do you currently have?
- ✓ Is your current car petrol or diesel?
- ✓ How do you feel about driving in the city?
- ✓ What do you use your car for?
- ✓ What do you know about Hybrid?
- ✓ Have you driven a Hybrid before?



©2014 by Toyota Motor Europe (TME)

Toyota Retail Academy

No part of this publication may in any way be reproduced without prior permission of Toyota Motor Europe (TME)

To the best of our knowledge, all information in this document is correct at time of going to print • Details of specification and equipment provided in this document are subject to local conditions and requirements and may, therefore, vary from models available in your area. Local retailers have information of local specifications and equipment • Vehicle body colours may differ slightly from the printed images in this document • Toyota Motor Europe (TME) reserves the right to alter any details of specifications and equipment without prior notice. E&OE