

**EDGE** COMPETITIVE  
COMPARISON**2017 TOYOTA HIGHLANDER  
VS 2017 SUBARU OUTBACK**FEB  
2017Let's  
Go  
Places**HIGHLANDER**XLE AWD (6953)  
\$39,980 MSRP<sup>1</sup>

VS

**OUTBACK**2.5i TOURING  
\$35,995 MSRP**KEY ADVANTAGES**

With 295 hp and 263 lb.-ft. of torque, **Highlander XLE has more power** than Outback 2.5i Touring, which offers 175 hp and 174 lb.-ft. of torque



**Highlander XLE AWD has nearly double the towing capacity<sup>2</sup>** of Outback 2.5i Touring: 5,000 pounds versus 2,700 pounds



**Highlander XLE offers greater passenger capacity by way of third-row seating;** Outback 2.5i Touring seats five passengers



With 83.2 cubic feet of cargo volume<sup>3</sup> behind the first row, **Highlander XLE offers more storage** than Outback 2.5i Touring, which has 73.3 cubic feet



**Highlander comes with the two-year ToyotaCare No Cost Maintenance Plan<sup>4</sup>;** Subaru does not offer any similar maintenance service



Outback 2.5i Touring offers **EPA estimates of 25/32/28 mpg** (city/hwy/comb), while Highlander XLE AWD is rated at 20/26/22 mpg<sup>5</sup>



Although it boasts a similar list of features, **Outback 2.5i Touring has a lower MSRP** (\$35,995) than Highlander XLE AWD (\$39,980)<sup>1</sup>



At 3,684 pounds, **Outback 2.5i Touring tips the scales nearly eight hundred pounds less** than Highlander XLE, which weighs 4,464 pounds



Outback 2.5i Touring comes standard with comfort features like **heated rear seats and heated steering wheel** — neither of which is offered on Highlander XLE

● = Advantage

<b>QUICK SPECS</b>	<b>2017 HIGHLANDER XLE AWD</b>	<b>2017 OUTBACK 2.5i TOURING</b>
<b>Engine</b>	3.5-liter V6 DOHC 24-valve with D-4S injection, dual VVT-iW and VVT-i, Stop & Start Engine System	2.5-liter Flat-4 DOHC 16-valve with AVCS
<b>Transmission</b>	Direct Shift - 8AT, 8-speed ECT-i automatic	Lineartronic CVT
<b>Horsepower</b>	● 295 @ 6660 rpm	175 @ 5800 rpm
<b>Torque (lb.-ft.)</b>	● 263 @ 4700 rpm	174 @ 4000 rpm
<b>Towing</b>	● 5,000 lbs. <sup>2</sup>	2,700 lbs.
<b>Est. Fuel Economy (mpg)</b>	20/26/22 (city/hwy/combined) <sup>5</sup>	● 25/32/28 (city/hwy/combined)
<b>Passenger Volume (cu. ft.)</b>	● 142.2	104.5
<b>Cargo Volume (cu. ft.)</b>	● 83.2/42.3/13.8 (behind first/second/third row) <sup>3</sup>	73.3/35.5 (behind first/second row)
<b>Airbags</b>	8 <sup>6</sup>	8



2016 KBB.com Best Buy Award Finalist - among midsize SUVs<sup>7</sup>



2016 Toyota Highlander was named an Edmunds.com Best Retained Value<sup>8</sup> vehicle winner<sup>8</sup>



2016 Highlander was named a Best Overall Value of the year for the last 5 years in a row<sup>9</sup>



The 2017 Toyota Highlander is an IHS TSP+<sup>27</sup>



2016 Toyota Highlander Hybrid was named Best Hybrid SUV for Families<sup>10</sup>



2017 Toyota Highlander received the NHTSA 5-Star Overall Safety Rating<sup>11</sup>

## VALUE STORY

While Subaru's Outback is an excellent vehicle in its own right, it's no match for Highlander when it comes to value per dollar. Equipped with a **3.5-liter V6 engine**, Highlander XLE makes **120 more horsepower** than Outback 2.5i Touring and has **nearly double the towing capacity**<sup>2</sup>. There are **three rows to seat seven people** in Highlander XLE, or **83.2 cu. ft. of cargo volume**<sup>3</sup> with two rows folded. With **eight airbags**<sup>6</sup>, **Entune™ Premium Audio with Integrated Navigation**<sup>12</sup> and **three-zone automatic climate control**, Highlander XLE is feature rich. **Toyota Safety Sense™ P**<sup>13</sup> and the **ToyotaCare maintenance plan**<sup>4</sup> seal Highlander XLE's advantage over Outback 2.5i Touring.



### 10 TOP TEN FEATURES

#### 2017 HIGHLANDER XLE AWD

- Toyota Safety Sense™ P<sup>13</sup>:
- Pre-Collision System<sup>14</sup> with Pedestrian Detection function<sup>15</sup>
  - Lane Departure Alert with Steering Assist function<sup>16</sup>
  - Automatic High Beams<sup>17</sup>
  - Dynamic Radar Cruise Control<sup>18</sup>

Blind Spot Monitor<sup>19</sup> with Rear Cross-Traffic Alert<sup>20</sup>

Entune™ Premium JBL® Audio with Integrated Navigation<sup>12</sup> and Entune® App Suite<sup>21</sup>

Rear-seat Blu-ray® DVD entertainment system with 9-inch display (MSRP \$1,810)

Driver Easy Speak

Heated front seats

8-way power-adjustable driver seat with power thigh and lumbar support; 4-way power adjustable front passenger seat

Three-zone automatic climate control with separate second-row control panel

Smart Key System<sup>22</sup> on front doors and liftgate with Push Button Start

Second-row 120V auxiliary AC power outlet

#### 2017 OUTBACK 2.5i TOURING

EyeSight® Driver Assist Technology:

- Adaptive cruise control
- Pre-collision braking
- Lane departure and sway warning
- Lane keep assist

Blind Spot Detection with Lane Change Assist and Rear Cross Traffic Alert

High Beam Assist

STARLINK™ Safety and Security connected services:

- Automatic Collision Notification
- Enhanced Roadside Assistance
- Maintenance Notifications
- SOS Emergency Assistance (1-year free trial, MSRP \$99/year after)

Reverse Automatic Braking

X-Mode traction system

STARLINK™ Multimedia Navigation with 7.0-inch touchscreen

Harman Kardon® audio system with 12 speakers and 576-watt amplifier

Heated steering wheel, front and rear seats

Keyless Access with push-button start and PIN-code access

*Red Text = Extra Cost*

### ★ THIRD PARTY REVIEWS

“It has a powerful, available V6 engine that gets nearly the same fuel economy as the base four-cylinder engine, and the Highlander's ride is smooth. It also has above-average projected reliability for the class.”

– **U.S. News & World Report** | [Read Article](#)

“Regardless of trim level, the Highlander stands out by virtue of its spacious and comfortable cabin.”

– **Edmunds** | [Read Article](#)

“The Highlander is quiet, rides smoothly, and has an interior thoughtfully designed for its role as mobile family room.”

– **Car and Driver** | [Read Article](#)

### i ADDITIONAL RESOURCES

▶ [Full Highlander Specs](#)

Red Text = Extra Cost

SPECIFICATIONS	2017 HIGHLANDER AWD			2017 OUTBACK		
	LE	XLE	LIMITED	2.5i PREMIUM	2.5i TOURING	3.6R TOURING
<b>MSRP</b>	\$34,140 <sup>1</sup>	\$39,980 <sup>1</sup>	\$43,140 <sup>1</sup>	\$27,695	\$35,995	\$38,195
<b>Powertrain</b>	3.5-liter V6 DOHC 24-valve with D-4S injection, dual VVT-iW and VVT-i, 295 hp, 263 lb.-ft. torque; ECT-i 8AT; Dynamic Torque Control AWD			2.5L Flat-4 DOHC 16-valve with AVCS, 175 hp, 174 lb.-ft. torque; CVT; AWD		3.6L Flat-6 DOHC 24-valve with DAVCS, 256 hp, 247 lb.-ft. torque; CVT; AWD
<b>EPA-Est. MPG (city/hwy/combined)</b>	19/26/22 <sup>5</sup>	20/26/22 <sup>5</sup>		25/32/28		20/27/22
<b>Suspension</b>	Independent (MacPherson® strut) front; independent (double wishbone) rear			Independent (strut) front; independent (double wishbone) rear		
<b>Turning Circle</b>	38.7 ft.			36.1 ft.		
<b>Curb Weight</b>	4,398 lbs.	4,464 lbs.	4,508 lbs.	3,600 lbs.	3,684 lbs.	3,856 lbs.
<b>Entertainment System*</b>	Entune™ Audio with 6.1-inch touchscreen and 6 speakers	Entune™ Premium Audio with 8.0-inch touchscreen and 6 speakers; <b>Rear-seat Blu-ray® entertainment system (MSRP \$1,810)</b>	Entune™ Premium JBL® Audio with 8.0-inch touchscreen and 12 speakers; <b>Rear-seat Blu-ray® entertainment system (MSRP \$1,810)</b>	STARLINK™ Multimedia Plus with 7.0-inch touchscreen and 6 speakers	STARLINK™ Multimedia Navigation with 7.0-inch touchscreen and 12 Harman Kardon speakers	
<b>Navigation System*</b>	N/A	Integrated <sup>12</sup> (Entune™ Premium Audio)		<b>N/A; Integrated (STARLINK™ Multimedia Navigation, Package MSRP \$3,590)</b>	Integrated (STARLINK™ Multimedia Navigation)	
<b>Climate Control</b>	Air conditioning	Three-zone automatic climate control		Dual-zone automatic climate control		
<b>Cargo Volume (Behind First/Second/Third Row)</b>	83.7/42.3/13.8 cu. ft. <sup>3</sup>	83.2/42.3/13.8 cu. ft. <sup>3</sup>		73.3/35.5 cu. ft.		
<b>Passenger Volume</b>	144.9 cu. ft.	142.2 cu. ft.		108.1 cu. ft.	104.5 cu. ft.	
<b>Airbags</b>	8 <sup>6</sup>			8		
<b>Safety Systems</b>	Star Safety System™; Toyota Safety Sense™ P <sup>13</sup> ; Hill Start Assist Control <sup>23</sup>	Star Safety System™; Toyota Safety Sense™ P <sup>13</sup> ; Blind Spot Monitor <sup>19</sup> with Rear Cross-Traffic Alert <sup>20</sup> ; Hill Start Assist Control <sup>23</sup> ; Downhill Assist Control <sup>24</sup>	Star Safety System™; Toyota Safety Sense™ P <sup>13</sup> ; Blind Spot Monitor <sup>19</sup> with Rear Cross-Traffic Alert <sup>20</sup> ; Hill Start Assist Control <sup>23</sup> ; Downhill Assist Control <sup>24</sup> ; Rear Parking Assist Sonar <sup>25</sup>	Vehicle Dynamics Control (VDC); Traction Control System (TCS); STARLINK™ Connected Services; <b>EyeSight® Driver Assist Technology, Blind Spot Detection with Lane Change Assist and Rear Cross Traffic Alert, High Beam Assist (Package MSRP \$1,995)</b>	Vehicle Dynamics Control (VDC); Traction Control System (TCS); STARLINK™ Connected Services; EyeSight® Driver Assist Technology, Blind Spot Detection with Lane Change Assist and Rear Cross Traffic Alert, High Beam Assist; Reverse Automatic Braking	
<b>Warranty</b>	Basic: 3 years or 36,000 miles; Powertrain: 5 years or 60,000 miles			Basic: 3 years or 36,000 miles; Powertrain: 5 years or 60,000 miles		
<b>No Cost Maintenance Plan</b>	2 years or 25,000 miles <sup>4</sup>			Not available		
<b>Roadside Assistance</b>	2 years (unlimited miles) <sup>26</sup>			3 years or 36,000 miles		

\* Please see Entune™ articles and documentation on eShowroom for Entune™ system details and features.

## DISCLOSURES

**1.** Manufacturer's Suggested Retail Price, excludes the Delivery, Processing and Handling Fee of \$885 for Cars, \$960 for Small/Light Trucks (RAV4, RAV4 HV, Highlander, Highlander HV, 4Runner, Sienna, Tacoma), \$1,195 for Large Trucks (Tundra), and \$1,195 for Large SUVs (Sequoia and Land Cruiser). (Historically, vehicle manufacturers and distributors have charged a separate fee for processing handling and delivering vehicles to dealerships. Toyota's charge for these services is called the "Delivery, Processing and Handling Fee" and is based on the value of the processing, handling and delivery services Toyota provides as well as Toyota's overall pricing structure. Toyota may make a profit on the Delivery, Processing and Handling Fee.) Excludes taxes, license, title and available or regionally required equipment. The Delivery, Processing and Handling Fee in AL, AR, FL, GA, LA, MS, NC, OK, SC and TX will be higher. Actual dealer price will vary. **2.** Before towing, confirm your vehicle and trailer are compatible, hooked up and loaded properly and that you have any necessary additional equipment. Do not exceed any Weight Ratings and follow all instructions in the Owner's Manual. The maximum you can tow depends on the total weight of any cargo, occupants and available equipment. Calculated with the new SAE J2807 method. **3.** Cargo and load capacity limited by weight and distribution. Based on manufacturers' data, cargo area behind 2nd row, for non-luxury plug-in hybrids, as of August 2016. **4.** Covers normal factory scheduled service for 2 years or 25K miles, whichever comes first. See Toyota dealer for details and exclusions. Valid only in the continental U.S. and Alaska. **5.** 2017 EPA-estimated mileage. Actual mileage will vary. **6.** All the airbag systems are Supplemental Restraint Systems. All airbags (if installed) are designed to inflate only under certain conditions and in certain types of severe collisions. To decrease the risk of injury from an inflating airbag, always wear seatbelts and sit upright in the middle of the seat as far back as possible. Do not put objects in front of an airbag or around the seatback. Do not use a rearward-facing child seat in any front passenger seat. See Owner's Manual for further information/warnings. **7.** For more information, visit Kelley Blue Book's KBB.com. Kelley Blue Book is a registered trademark of Kelley Blue Book Co., Inc. **8.** For more information, please see - <http://www.edmunds.com/car-news/toyota-and-acura-win-brand-honors-in-2016-best-retained-value-awards.html> **9.** 2016 IntelliChoice, [www.IntelliChoice.com](http://www.IntelliChoice.com); Full-Size Utility, 4-cyl. models only. Based on 2016 model year study. **10.** For more information, please see - [http://usnews.rankingandreviews.com/car-trucks/toyota\\_Highlander-Hybrid](http://usnews.rankingandreviews.com/car-trucks/toyota_Highlander-Hybrid) **11.** Government 5-Star Safety Ratings are part of the National Highway Traffic Safety Administration's (NHTSA's) New Car Assessment Program ([www.safercar.gov](http://www.safercar.gov)) **12.** Availability & accuracy of the information provided by the navigation system is dependent upon many factors. Use common sense when relying on information provided. Services & programming subject to change. Services not available in every city or roadway. Updates may be available from your dealer at an additional cost. See Owner's Manual for details. **13.** Drivers are responsible for their own safe driving. Always pay attention to your surroundings and drive safely. Depending on the conditions of roads, weather and the vehicle, the system(s) may not work as intended. See Owner's Manual for additional limitations and details. **14.** The TSS Pre-Collision System is designed to help avoid or reduce the crash speed and damage in certain frontal collisions only. It is not a substitute for safe and attentive driving. System effectiveness is dependent on road, weather and vehicle conditions. See Owner's Manual for additional limitations and details. **15.** The Pedestrian Detection System is designed to detect a pedestrian ahead of the vehicle, determine if impact is imminent and help reduce impact speed. It is not a substitute for safe and attentive driving. System effectiveness depends on many factors, such as speed, size and position of pedestrians and weather, light and road conditions. See Owner's Manual for additional limitations and details. **16.** Lane Departure Alert with Steering Assist is designed to read lane markers under certain conditions. It provides a visual and audible alert and slight steering force when lane departure is detected. It is not a collision-avoidance system or a substitute for safe and attentive driving. Effectiveness is dependent on road, weather and vehicle conditions. See Owner's Manual for additional limitations and details. **17.** Automatic high beams operate at speeds above 25 mph. Factors such as a dirty windshield, weather, lighting and terrain limit effectiveness requiring driver to manually operate the high beams. See Owner's Manual for additional limitations and details. **18.** Dynamic Radar Cruise Control is designed to assist the driver and is not a substitute for safe and attentive driving practices. System effectiveness is dependent on road, weather and traffic conditions. See Owner's Manual for additional limitations and details. **19.** Do not rely exclusively on the blind-spot monitor. Always look over your shoulder and use your turn signal. There are limitations to the function, detection and range of the monitor. See Owner's Manual for additional limitations and details. **20.** Do not rely exclusively on the Rear Cross-Traffic Alert system. Always look over your shoulder and use your mirrors to confirm rear clearance. There are limitations to the function, detection and range of the system. See Owner's Manual for additional limitations and details. **21.** Apps/services vary by phone/carrier; functionality depends on many factors. Select apps use large amounts of data; you are responsible for charges. Apps & services subject to change. See [toyota.com/entune](http://toyota.com/entune) for details. **22.** The Smart Key system may interfere with some pacemakers or cardiac defibrillators. If you have one of these medical devices, please talk to your doctor to see if you should deactivate this system. **23.** Hill-Start Assist Control is designed to help minimize backward rolling on steep ascents. It is not a substitute for safe driving judgment and practices. Factors including speed, grade, surface conditions and driver input can all affect whether HAC will be effective in preventing a loss of control. See Owner's Manual for additional limitations and details. **24.** Downhill Assist Control is designed to help the driver maintain vehicle control and speed on steep, downhill descents. It is not a substitute for safe driving judgment and practices. Factors including speed, grade, surface conditions and driver input can all affect whether DAC will be effective in preventing a loss of control. See Owner's Manual for additional limitations and details. **25.** Do not exclusively rely on the Parking Assist Sonar system. Always look over your shoulder and use your mirrors to confirm clearance. Certain vehicle and environmental conditions may affect the ability of the sensors to detect an object. Even the shape and composition of the object can be a factor. See Owner's Manual for additional limitations and details. **26.** Roadside assistance does not include parts and fluids, except emergency fuel delivery. See Toyota dealer for details and exclusions. Valid only in the continental U.S. and Alaska. **27.** Insurance Institute for Highway Safety rating for 2017 Highlander, vehicle class Midsize SUV. For more details on 2017 Top Safety Pick Plus Awards, see [www.iihs.org](http://www.iihs.org).

THIS SECTION IS INTENTIONALLY LEFT BLANK