

SALES BULLETIN NO.: 2024 / 105C (CUSTOMERS) DATE: NOVEMBER 21, 2024

TO : ALL FRANCHISE DEALERS
 FROM : FIRST VICE PRESIDENT
 VSO - MARKETING DIVISION
 SUBJECT : **NOVEMBER 2024 REGULAR SALES REBATE (CUSTOMERS)**

☒ For your information
☒ Provide copies from your end

(This supersedes SB 2024-105B)

Toyota Motor Philippines is pleased to announce Regular Sales Rebate for NOVEMBER 2024. Please refer to the summary below for the details.

| Marketing Activity | NOVEMBER 2024 REGULAR SALES REBATE |
|--------------------|--|
| Promo Period | NOVEMBER 1-30, 2024 <i>All releases must be made on or before November 30, 2024</i> |

1. VIOS (IMP 2024) – EXTENDED

| Variant | Type | For DLR's Account | TFS Rebate | TMP Rebate | Total |
|---------------------|------|-------------------|------------|------------|--------|
| XLE CVT (EKE-38) | NTFS | 30,000 | - | 30,000 | 60,000 |
| | TFS | 32,000 | 5,000 | 33,000 | 70,000 |
| XE CVT (EGX-36) | NTFS | 8,500 | - | - | 8,500 |
| | TFS | 8,500 | - | - | 8,500 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

2. WIGO (FMC) - EXTENDED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|----------------------------|------|-------------------|------------|--------|
| G CVT (All Colors) | NTFS | 10,000 | 20,000 | 30,000 |
| | TFS | 10,000 | 20,000 | 30,000 |
| E CVT (Yellow Metallic) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

3. COROLLA ALTIS (IMP 2023) – EXTENDED (until supplies last)

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|----------------------|------|-------------------|------------|--------|
| G GR-S CVT (2J-1) | NTFS | 25,000 | 25,000 | 50,000 |
| | TFS | 25,000 | 25,000 | 50,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

4. CAMRY - EXTENDED (until supplies last)

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|----------------------------|------|-------------------|------------|---------|
| 2.5 V HEV (2G-2 / 1G-1) | NTFS | - | - | - |
| | TFS | 60,000 | 60,000 | 120,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

5. AVANZA (FMC) – REVISED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|-----------------|------|-------------------|------------|--------|
| E CVT (3T-3) | NTFS | 20,000 | 40,000 | 60,000 |
| | TFS | 20,000 | 40,000 | 60,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

6. VELOZ (N '22 & IMP '24) – EXTENDED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|-----------------------------------|------|-------------------|------------|--------|
| V CVT (6T-4, 6T-5, 9T-6, 9T-7) | NTFS | 17,500 | 17,500 | 35,000 |
| | TFS | 17,500 | 17,500 | 35,000 |
| G CVT (5T-2, 5T-3, 8T-8, 8T-9) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

7. RAIZE – REVISED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|-----------------|------|-------------------|------------|--------|
| G CVT (S2-3) | NTFS | 20,000 | 15,000 | 35,000 |
| | TFS | 20,000 | 15,000 | 35,000 |
| E CVT (S1-2) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

8. RUSH (IMP) – EXTENDED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|------------------|------|-------------------|------------|--------|
| G GR-S (CR-3) | NTFS | 10,000 | - | 10,000 |
| | TFS | 15,000 | - | 15,000 |
| E AT (Y3-4) | NTFS | 15,000 | 10,000 | 25,000 |
| | TFS | 20,000 | 15,000 | 35,000 |
| E MT (WR-3) | NTFS | 15,000 | 10,000 | 25,000 |
| | TFS | 20,000 | 15,000 | 35,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

9. INNOVA (IMP 2024) – REVISED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|----------------------|------|-------------------|------------|--------|
| XE Dsl AT (AR-20) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

10. COROLLA CROSS (PRE-MC) – EXTENDED (Until supplies last)

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|------------------------|------|-------------------|------------|--------|
| GR-S HEV (5C-10) | NTFS | 40,000 | 40,000 | 80,000 |
| | TFS | 40,000 | 40,000 | 80,000 |
| V HEV (3C-9 / 3C-8) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |
| G CVT (1C-7 / 1C-6) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |

(MC '24) – REVISED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|-----------------------------|------|-------------------|------------|--------|
| V HEV CVT (7C-15, 7C-16) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |
| G HEV CVT (6C-3 , 6C-4) | NTFS | 15,000 | 15,000 | 30,000 |
| | TFS | 15,000 | 15,000 | 30,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

11. YARIS CROSS – EXTENDED (For 2024 & 2025 year model)

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|----------------------|------|-------------------|------------|---------|
| S HEV CVT (BC-2) | NTFS | 50,000 | 50,000 | 100,000 |
| | TFS | 50,000 | 50,000 | 100,000 |
| V CVT (BB- 2,3,4) | NTFS | 10,000 | 10,000 | 20,000 |
| | TFS | 10,000 | 10,000 | 20,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

12. FORTUNER (IMP '24 & IMP '25) – REVISED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|---|------|-------------------|------------|--------|
| 4x2 Q Dsl AT (F4-19, 20 / 4F-23, 24) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |
| 4x2 V Dsl AT (F3-34, 35 / 3F-36, 37) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |
| 4x2 G Dsl AT (F2-9 / 2F-10) | NTFS | 25,000 | 25,000 | 50,000 |
| | TFS | 25,000 | 25,000 | 50,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

13. HILUX (MC '24 & IMP '25) – REVISED

Duration: Nov. 1 - 20, 2024

MC '24

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|---|------|-------------------|------------|---------|
| 4x4 GR-S / GR Sport (9M-21, 9M-22, 9M-23 / MJ-24, MJ-25, MJ-26) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |
| 4x4 Conquest AT (8M-19,20) 2023 and 2024 Model Year only | NTFS | 50,000 | 50,000 | 100,000 |
| | TFS | 50,000 | 50,000 | 100,000 |
| 4x2 G AT (5M-21) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |
| 4x2 Conquest AT (6M-15 & 16) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |

IMP '25

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|--|------|-------------------|------------|--------|
| 4x4 GR-S / GR Sport (MJ-29, MJ-30, MJ-31) | NTFS | 20,000 | 20,000 | 40,000 |
| | TFS | 20,000 | 20,000 | 40,000 |
| 4x2 G AT (MF-23) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |
| 4x2 Conquest AT (MG-17 & 18) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |

Duration: Nov. 21 – 30, 2024

MC ‘24

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|--|------|-------------------|------------|---------|
| 4x4 GR-S / GR Sport (9M-21, 9M-22, 9M-23 / MJ-24, MJ-25, MJ-26) | NTFS | 25,000 | 25,000 | 50,000 |
| | TFS | 25,000 | 25,000 | 50,000 |
| 4x4 Conquest AT (8M-19,20) 2023 and 2024 Model Year only | NTFS | 50,000 | 50,000 | 100,000 |
| | TFS | 50,000 | 50,000 | 100,000 |
| 4x2 G AT (5M-21) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |
| 4x2 Conquest AT (6M-15 & 16) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |

IMP ‘25

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|--|------|-------------------|------------|--------|
| 4x4 GR-S / GR Sport (MJ-29, MJ-30, MJ-31) | NTFS | 25,000 | 25,000 | 50,000 |
| | TFS | 25,000 | 25,000 | 50,000 |
| 4x2 G AT (MF-23) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |
| 4x2 Conquest AT (MG-17 & 18) | NTFS | 25,000 | 35,000 | 60,000 |
| | TFS | 25,000 | 35,000 | 60,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transactions

14.LITE ACE – EXTENDED

| Variant | Type | For DLR's Account | TMP Rebate | Total |
|-----------|------|-------------------|------------|--------|
| Pick Up | NTFS | - | 20,000 | 20,000 |
| | TFS | - | 20,000 | 25,000 |
| Panel Van | NTFS | - | 20,000 | 20,000 |
| | TFS | - | 20,000 | 25,000 |
| FX | NTFS | - | 20,000 | 20,000 |
| | TFS | - | 20,000 | 25,000 |
| Cargo | NTFS | - | 20,000 | 20,000 |
| | TFS | - | 20,000 | 25,000 |

(For 2024 Year Model and below only)

| | | | | |
|---------------------------|------|--------|--------|--------|
| Patient Transport Vehicle | NTFS | 10,000 | 40,000 | 50,000 |
| | TFS | 10,000 | 40,000 | 60,000 |
| Patrol Vehicle | NTFS | 10,000 | 40,000 | 50,000 |
| | TFS | 10,000 | 40,000 | 60,000 |

Note: NTFS is applicable for Cash & Other Bank/ Financing Transaction

We encourage your team to maximize this promo scheme to achieve our sales target. Should you have further clarifications, please feel free to contact your respective field officers.

Thank you.



DANILO C. CRUZ

ANNEX I CLAIMING GUIDELINES

| PROMO | VALIDATION AND REQUIREMENTS |
|--------------|--|
| Sales Rebate | For Promo Claims, please refer to SB 2019/184 - New Dealer External Sales Rebate Claim Process Bulletin. |

| COPIES TO: | | | | | | | | |
|------------|---|----------------------|---|------------------|---|----------------|---|--------------------|
| DEALER | X | President | X | VSD Mgr. | X | SD Mgr. | X | CRO Mgr. |
| | X | EVP-GM/ GM | X | PD Mgr. | X | F & A Mgr. | | EDP / ISD |
| TMP | | President | | Treas. Div. Mgr. | | Mfg. Div. Mgr. | | Compt. Div. Mgr. |
| | | CAG Head | | GAD Div. Mgr. | | PCL Div. Mgr. | | VLD Div. Mgr. |
| | | AOSA Head | | | | | | |
| TMP-Mktg. | X | Exec. VP | X | VSO Mgrs. | | PD Mgr. | X | VSO Field Officers |
| | X | Div. Mgr. / SVP | | CSO Mgrs. | | SD Mgr. | | CSO Field Officers |
| | X | FVP | | | | CRD Mgr. | | |
| Others | X | Dealer Mktg. Support | | | | | | |