Q1 PCR/LTR PAYOUTS



LEVEL 1 (PCR/LTR)

UP TO \$3.00 PER TIRE

60 MIN. – 124 MAX.

UNITS PER QUARTER

LEVEL 2 (PCR/LTR)

UP TO \$5.00 PER TIRE

125 MIN. – 249 MAX.

UNITS PER QUARTER

LEVEL 3 (PCR/LTR)

UP TO \$8.00 PER TIRE

250 MIN. – 399 MAX.
UNITS PER QUARTER

LEVEL 4 (PCR/LTR)

UP TO \$10.00 PER TIRE

400 MIN. – 749 MAX.

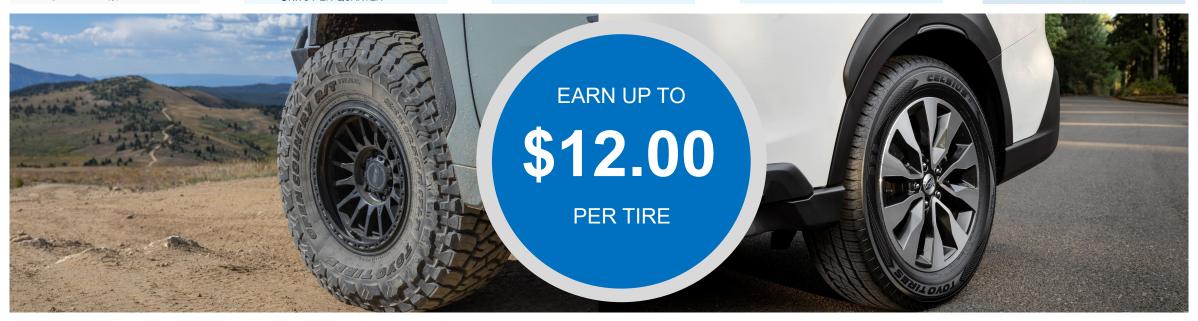
UNITS PER QUARTER

LEVEL 5 (PCR/LTR)

UP TO \$12.00 PER TIRE

750+

UNITS PER QUARTER



2024 Q1 (JAN 1ST - MAR 31ST)

- Claim submission deadline is <u>April 15th</u>.
- Payment via prepaid Mastercard® or direct deposit ACH.

PRIMARY PURCHASE COMPLIANCE (PPC)

- Purchase at least 60 PCR/LTR units (or 50 TBR units) per quarter.
- At least 75% of units per quarter must be purchased through your Primary dealer. Visit <u>dealerportal.toyotires.com</u> for more details.

PCR/LTR ANNUAL VOLUME BONUS (AVB)

- You may be eligible for up to \$4.00 add'l. per tire.
- For more info, visit <u>dealerportal.toyotires.com</u> or contact your Toyo Tires Regional Sales Manager.

















Q1 TBR PAYOUTS



LEVEL 1 (TBR)

UP TO \$9.00 PER TIRE

50 MIN. – 99 MAX. Units Per Quarter LEVEL 2 (TBR)

UP TO \$12.00 PER TIRE

100 MIN. - 149 MAX.

Units Per Quarter

LEVEL 3 (TBR)

UP TO \$16.00 PER TIRE 150 MIN. – 199 MAX.

Units Per Quarter

LEVEL 4 (TBR)

UP TO \$20.00 PER TIRE

200+

UNITS PER QUARTER



2024 Q1 (JAN 1ST - MAR 31ST)

- Claim submission deadline is <u>April 15th</u>.
- Payment via prepaid Mastercard® or direct deposit ACH.

PRIMARY PURCHASE COMPLIANCE (PPC)

- Purchase at least 50 TBR units (or 60 PCR/LTR units) per quarter.
- TBR unit purchases are not subject to the PPC. Visit dealerportal.toyotires.com for more details.

TBR ANNUAL VOLUME BONUS (AVB)

- You may be eligible for up to \$5.00 add'l. per tire.
- For more info, visit <u>dealerportal.toyotires.com</u> or contact your Toyo Tires Regional Sales Manager.





Q1 PCR/LTR/TBR PAYOUTS



UNITS PER QUARTER

LEVEL 1 (MIN. – MAX)

• PCR/LTR: 60 - 124

• TBR: 50 - 99

LEVEL 2 (MIN. – MAX)

PCR/LTR: 125 – 249

• TBR: 100 – 149

LEVEL 3 (MIN. – MAX)

• PCR/LTR: 250 - 399

• TBR: 150 - 199

LEVEL 4 (MIN. – MAX)

• PCR/LTR: 400 - 749

• TBR: 200+

LEVEL 5 (MIN.)

PCR/LTR: 750+

TBR: N/A

Q1 PAYOUTS PER LEVEL

Pattern	Level 1	Level 2	Level 3	Level 4	Level 5
Extensa A/S II	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Extensa HP II	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Proxes Sport	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Proxes Sport A/S	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Proxes ST III	\$2.00	\$3.00	\$4.00	\$5.00	\$6.00
All Winter	\$2.00	\$3.00	\$4.00	\$5.00	\$6.00
All Orig. Equip.	\$1.00	\$2.00	\$3.00	\$4.00	\$5.00
All Commercial	\$9.00	\$12.00	\$15.00	\$20.00	N/A

Pattern	Level 1	Level 2	Level 3	Level 4	Level 5
Celsius Sport	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Celsius	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Celsius CUV	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Celsius Cargo	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
Celsius II	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
H08+	\$2.00	\$5.00	\$6.00	\$7.00	\$8.00
M-55	\$1.00	\$2.00	\$3.00	\$4.00	\$5.00
Open Country SxS	\$1.00	\$2.00	\$3.00	\$4.00	\$5.00

Pattern	Level 1	Level 2	Level 3	Level 4	Level 5
Open Country Q/T	\$3.00	\$5.00	\$6.00	\$7.00	\$8.00
Open Country H/T II	\$3.00	\$5.00	\$6.00	\$7.00	\$8.00
Open Country H/T	\$3.00	\$5.00	\$6.00	\$7.00	\$8.00
Open Country C/T	\$3.00	\$5.00	\$6.00	\$7.00	\$8.00
Open Country A/T III	\$3.00	\$5.00	\$8.00	\$9.00	\$10.00
Open Country M/T	\$3.00	\$5.00	\$8.00	\$10.00	\$12.00
Open Country R/T	\$3.00	\$5.00	\$8.00	\$10.00	\$12.00
Open Country R/T Trail	\$3.00	\$5.00	\$8.00	\$10.00	\$12.00

2024 Q1 (JAN 1ST - MAR 31ST)

- Claim submission deadline is April 15th.
- · Payment via prepaid Mastercard® or direct deposit ACH.

PRIMARY PURCHASE COMPLIANCE (PPC)

- Purchase at least 50 TBR units or 60 PCR/LTR units per quarter.
- At least 75% of units per quarter must be purchased through your Primary dealer, excludes TBR unit purchases. Visit dealerportal.toyotires.com for more details.

ANNUAL VOLUME BONUS (AVB)

- You may be eligible for up to \$5.00 add'l. per tire.
- For more info, visit dealerportal.toyotires.com or contact your Toyo Tires Regional Sales Manager.

QUARTERLY BONUS AWARD (400+ UNITS): 150 IN DRIVEN DOUGH TO PURCHASE MERCHANDISE AND POP ON THE DEALER PORTAL.

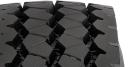


















PCR/LTR ANNUAL VOLUME BONUS



LEVEL 1 (PCR/LTR)

\$1.00 BONUS PER TIRE

3,000 MIN. - 5,999 MAX

UNITS PER YEAR

LEVEL 2 (PCR/LTR)

\$2.00 BONUS PER TIRE

6,000 MIN. - 8,999 MAX

UNITS PER YEAR

LEVEL 3 (PCR/LTR)

\$3.00 BONUS PER TIRE

9,000 MIN. - 11,999 MAX

UNITS PER YEAR

LEVEL 4 (PCR/LTR)

\$4.00 BONUS PER TIRE

12,000 PLUS

UNITS PER YEAR



2024 (JAN 1ST - DEC 31ST)

- Only units purchased from Q1 2024 Q4 2024 are eligible.
- All PCR/LTR units will be combined for the Annual Volume Bonus.
- Payment will be made in February 2025 via prepaid Mastercard® or direct deposit ACH.
- For more info, visit dealerportal.toyotires.com or contact your Toyo Tires Regional Sales Manager.

PRIMARY PURCHASE COMPLIANCE (PPC)

- Must be compliant with 75%/25% allocation in each guarter of 2024.
- At least 75% of units per quarter must be purchased through your Primary dealer.
- No more than 25% of units per quarter should be purchased through your Secondary dealer.







TBR ANNUAL VOLUME BONUS



LEVEL 1 (TBR)

\$2.50 BONUS PER TIRE

800 MIN. - 1,199 MAX

UNITS PER YEAR

LEVEL 2 (TBR)

\$5.00 BONUS PER TIRE

1,200 PLUS

UNITS PER YEAR



2024 (JAN 1ST - DEC 31ST)

- Only units purchased from Q1 2024 Q4 2024 are eligible.
- All TBR units will be combined for the Annual Volume Bonus.
- Payment will be made in February 2025 via prepaid Mastercard® or direct deposit ACH.
- For more info, visit <u>dealerportal.toyotires.com</u> or contact your Toyo Tires Regional Sales Manager.

PRIMARY PURCHASE COMPLIANCE (PPC)

 TBR unit purchases are not subject to the PPC. Visit <u>dealerportal.toyotires.com</u> for more details.





