Q3 PCR/LTR PAYOUTS



| LEVEL 1 (PCR/LTR) | LEVEL 2 (PCR/LTR) | LEVEL 3 (PCR/LTR) | LEVEL 4 (PCR/LTR) | LEVEL 5 (PCR/LTR) |
|--|---|---|---|----------------------------------|
| UP TO \$3.00 PER TIRE | UP TO \$9.00 PER TIRE | UP TO \$12.00 PER TIRE | UP TO \$13.00 PER T | RE UP TO \$14.00 PER TIRE |
| 60 MIN. – 124 MAX. Units Per Quarter | 125 MIN. – 249 MAX. Units Per Quarter | 250 MIN. – 399 MAX. Units Per Quarter | 400 MIN. – 749 MA Units Per Quarter | 750+ UNITS PER QUARTER |
| | <image/> | EARN UP TO \$14.00 PER TIRE | | |

2025 Q3 (JUL 1ST – SEP 30TH)

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

PRIMARY PURCHASE COMPLIANCE (PPC)

- Purchase <u>at least 60 PCR/LTR units</u> (or 50 TBR units) per quarter.
- <u>At least 75%</u> 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.













Eligible products and payouts may vary by quarter. Toyo Tire U.S.A. Corp. reserves the right to modify or cancel all or part of this program and guidelines at any time. ©2025 Toyo Tire U.S.A. Corp. NOTE: Adherence to the "Do Not Sell List" is management of the second se

Q3 TBR PAYOUTS



| LEVEL 1 (TBR) | LEVEL 2 (TBR) | LEVEL 3 (TBR) | LEVEL 4 (TBR) | |
|---|---|---|----------------------------------|--|
| UP TO \$12.00 PER TIRE | UP TO \$16.00 PER TIRE | UP TO \$20.00 PER TIRE | UP TO \$25.00 PER TIRE | |
| 50 MIN. – 99 MAX. Units Per Quarter | 100 MIN. – 149 MAX. Units Per Quarter | 150 MIN. – 199 MAX. Units Per Quarter | 200+ Units Per Quarter | |
| | EARN \$25 PER | .00 | | |

2025 Q3 (JUL 1ST – SEP 30TH)

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

PRIMARY PURCHASE COMPLIANCE (PPC)

- Purchase <u>at least 50 TBR units</u> (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.











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Q3 PCR/LTR/TBR PAYOUTS

DRIVEN ASSOCIATE DEALER PROGRAM

UNITS PER QUARTER

| LEVEL 1 (MIN. – MAX) | LEVEL 2 (MIN. – MAX) | LEVEL 3 (MIN. – MAX) | LEVEL 4 (MIN. – MAX) | LEVEL 5 (MIN.) |
|---|--|--|---|---|
| PCR/LTR: 60 – 124 TBR: 50 – 99 | PCR/LTR: 125 – 249 TBR: 100 – 149 | PCR/LTR: 250 – 399 TBR: 150 – 199 | PCR/LTR: 400 – 749 TBR: 200+ | PCR/LTR: 750+ TBR: N/A |

Q3 PAYOUTS PER LEVEL

| Pattern | Level 1 | Level 2 | Level 3 | Level 4 | Level 5 | Pattern | Level 1 | Level 2 | Level 3 | Level 4 | Level 5 | Pattern | Level 1 | Level 2 | Level 3 | Level 4 | Level 5 |
|-------------------|---------|---------|---------|---------|---------|------------------|---------|---------|---------|---------|---------|-------------------------|---------|---------|---------|---------|---------|
| Extensa A/S II | \$2.00 | \$7.00 | \$8.00 | \$10.00 | \$12.00 | Celsius II | \$2.00 | \$7.00 | \$8.00 | \$10.00 | \$12.00 | Open Country H/T II | \$3.00 | \$8.00 | \$9.00 | \$10.00 | \$12.00 |
| Extensa HP II | \$2.00 | \$7.00 | \$8.00 | \$10.00 | \$12.00 | Celsius Sport | \$2.00 | \$7.00 | \$8.00 | \$10.00 | \$12.00 | Open Country H/T | \$3.00 | \$8.00 | \$9.00 | \$10.00 | \$12.00 |
| Proxes Sport A/S+ | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | Celsius Cargo | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | Open Country C/T | \$3.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 |
| Proxes Sport A/S | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | H08+ | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | Open Country A/T III | \$3.00 | \$9.00 | \$12.00 | \$13.00 | \$14.00 |
| Proxes Sport | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | M-55 | \$1.00 | \$2.00 | \$3.00 | \$4.00 | \$5.00 | Open Country A/T III EV | \$3.00 | \$5.00 | \$8.00 | \$9.00 | \$10.00 |
| Proxes Sport 2 | \$2.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | M655 light truck | \$1.00 | \$2.00 | \$3.00 | \$4.00 | \$5.00 | Open Country M/T | \$3.00 | \$9.00 | \$12.00 | \$13.00 | \$14.00 |
| Proxes ST III | \$2.00 | \$3.00 | \$4.00 | \$5.00 | \$6.00 | Open Country SxS | \$1.00 | \$2.00 | \$3.00 | \$4.00 | \$5.00 | Open Country R/T | \$3.00 | \$9.00 | \$12.00 | \$13.00 | \$14.00 |
| All Winter | \$2.00 | \$3.00 | \$4.00 | \$5.00 | \$6.00 | Open Country Q/T | \$3.00 | \$8.00 | \$9.00 | \$10.00 | \$12.00 | Open Country R/T Trail | \$3.00 | \$9.00 | \$12.00 | \$13.00 | \$14.00 |
| All Orig. Equip. | \$1.00 | \$2.00 | \$3.00 | \$4.00 | \$5.00 | All Commercial | \$12.00 | \$16.00 | \$20.00 | \$25.00 | N/A | Open Country R/T Pro | \$3.00 | \$9.00 | \$12.00 | \$13.00 | \$14.00 |
| | | | | | | | | | | | | | | | | | |

2025 Q3 (JUL 1ST – SEP 30TH)

Eligible

- Claim submission deadline is October 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.
- <u>At least 75%</u> of units per quarter must be purchased through your Primary dealer, excludes TBR unit purchases. Visit <u>dealerportal.toyotires.com</u> for more details.

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.

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











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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



2025 (JAN 1ST – DEC 31ST)

- Only units purchased from Q1 2025 Q4 2025 are eligible.
- All PCR/LTR units will be combined for the Annual Volume Bonus.
- Payment will be made in February 2026 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)

- Must be compliant with 75%/25% allocation in each quarter of 2025.
- <u>At least 75%</u> of units per quarter must be purchased through your Primary dealer.
- <u>No more than 25%</u> of units per quarter should be purchased through your Secondary dealer.





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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



2025 (JAN 1ST – DEC 31ST)

- Only units purchased from Q1 2025 Q4 2025 are eligible.
- All TBR units will be combined for the Annual Volume Bonus.
- Payment will be made in February 2026 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.



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