

YOUR CHOICE SALES EVENT RULES



Program valid from August 26, 2026 through December 31, 2026.

The Your Choice Sales Event allows qualified customers purchasing an eligible new Toyota forklift to select ONE of the following promotional incentives:

- ▶ **Rebate Option:** Receive the applicable customer rebate with a qualified trade-in; OR
- ▶ **Special Financing Rate through TICF Option:** Finance the eligible new Toyota forklift (no trade-in required).

GENERAL PROGRAM RULES

- ▶ Qualifying new customer retail orders for qualified customers/ trade-ins must be transmitted between August 26, 2026, and December 31, 2026.
- ▶ The program applies to eligible ITA Class 1, 2, 3, 4 and 5 models.
- ▶ The program is applicable for retail orders placed from August 26, 2026. Trucks that were retail ordered before August 26, 2026, then cancelled & re-retailed after August 26, 2026, will not qualify.
- ▶ Each eligible new Toyota forklift using the Rebate Option requires one qualifying trade-in unit. Quantities are unlimited.
- ▶ Dealer stock inventory is eligible and must be funded within 30 days of delivery to the customer.
- ▶ If the retail order is canceled after December 31, 2026, this limited time offer will not be available, no exception.
- ▶ The dealer must enter the corresponding eligible incentive code in the CRM.
- ▶ The Your Choice Sales Event may not be combined with any other rebate, special financing rate, or promotional offer unless expressly permitted by TMH.
- ▶ The Your Choice Sales Event may be combined with any additional retail order discount except:
 - GSA
 - RDP
 - Lead Dealer National Accounts (LDNA)
 - National Accounts and NA2C Accounts
 - Units with a special TMH sales price (ZNET pricing)
 - Other promotional programs: Select Sales and Class 3 Sales Promotions

REBATE OPTION

- ▶ Factory Shipment must occur prior to June 30, 2027, for rebate payout eligibility.
- ▶ Retail Shipment must occur prior to September 30, 2027, for rebate payout eligibility.
- ▶ The rebate is applicable for a one eligible new truck purchase to a one qualifying trade-in. Quantities are unlimited.
- ▶ The Toyota online rebate submission must be completed AFTER the truck is delivered to the customer and must be submitted within 60 days of the retail shipment action.

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- ▶ Rebates are reviewed for payout within 8-12 weeks of the online rebate submission as long as the submission took place within 60 days from the delivery date of the customer's new Toyota unit.
 - The Toyota online rebate form submission must have all proper documentation uploaded in order to qualify for payout.
- ▶ Rebates will be paid in local currency pending location (i.e. \$2,000 USD in United States or \$2,000 CAN in Canada)
- ▶ **Rebate Incentive Codes:**
 - **US Code Class 1, 2, 3, 4 and 5: U5 - 235454**
 - **CAN Code Class 1, 2, 3, 4 and 5: U6 - 235455**
- ▶ **Qualifying Rebate Models and Amounts:**

CLASS 1		
SERIES	MODEL	REBATE AMOUNT
PNELEC	8FBH15/18	\$1,500
PNELEC	8FBH20/25	\$1,500
PNELEC	8FB30/J35	\$1,500
B800	8FBCHU	\$1,500
B800	8FBCU	\$1,500
E800	8FBE	\$1,500
E800	8FBEH	\$1,500
E800	8FBES	\$1,500
B700	7FBCU	\$1,500
PNELEC	7FBH	\$1,500
S800	8FBA	\$1,500

CLASS 2		
SERIES	MODEL	REBATE AMOUNT
REACH	RF1	\$1,500
DBLREA	RF1	\$1,500
ORDPICK	8BP	\$1,500
REACHMM	RRE	\$1,500
WLKENCL	ER1-ES	\$750

CLASS 3		
SERIES	MODEL	REBATE AMOUNT
WALKIE	8HBC30/40	\$750
WALKIE	8HBE30/40	\$750
WALKIE	8TB50	\$750
ORDPICK	CR1-LP60/80	\$750
WALKIE	CR1-RS25	\$750
WALKIE	TT1-HC150	\$750
WLKENCL	ER1-EF	\$750

CLASS 4		
SERIES	MODEL	REBATE AMOUNT
X800	8FGCS	\$2,000
X800	8FGCU	\$2,000
D800	8FGC	\$2,500

CLASS 5		
SERIES	MODEL	REBATE AMOUNT
X800	8FGU/DU	\$2,000
D800	8FG/D	\$2,500

TRADE-IN RULES

- ▶ **Qualifying trade-ins are limited to:**
 - Trade-In vehicle, Class 1, 2, 3, 4 and 5.
 - Raymond brand Trade-Ins are not eligible.
 - Trade-In must come from the same location as the new vehicle delivery, not outside the dealer's APR. Dealer National Accounts with the designation of LDNPP are exceptions to this rule and can accept Trade-In units from outside the dealer's APR.
 - Customer is responsible for any freight and or crating of trucks by the dealer for removal and delivery to named dealer location. These costs can be negotiated with the dealer.

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CUSTOMER RULES:

- ▶ Rebate forms will need to be submitted by the end-customers within 60 days of the truck delivery through the Rebate Site.
- ▶ All supporting documents must be uploaded through the Toyota Rebate site.
- ▶ Customers are to contact their dealership with follow-ups and/or corrections. Dealers are to contact TMH on behalf of the customer.

DOCUMENTS NEEDED TO COMPLETE YOUR REBATE FORM:

- ▶ **Trade-In Unit's Pick-Up BOL:**
 - The dealer is responsible for providing the customer with a copy of the Trade-In Unit's Pick-Up Bill of Lading (BOL). (The submitted BOL is to be that of the Trade-In Unit Pick-Up, NOT the delivery of the New Toyota Unit.)
 - The Pick-Up BOL submitted must show the Trade-In unit being transferred to the dealer location with a signature and date for confirmation.
- ▶ **Toyota Trade-In Verification Form:**
 - The dealer is responsible for providing the customer with the Toyota version of the Trade-in Verification Form. (A dealer's version of the Trade-In form is not acceptable for submission.)
 - The Toyota Trade-In Verification Form must include the model and serial number of the unit traded in.
 - The Toyota Trade-In Verification Form must include a photo of the Trade-In unit's data plate. (In the event the Trade-In data plate is unavailable (or illegible), a picture of the trade-in unit itself will be acceptable.)
- ▶ **New Toyota Forklift Data Tag Photo:**
 - The customer is responsible for providing a picture of the new Toyota Unit's data plate to include the serial number verifying that the truck has been delivered to the customer location.
- ▶ **Customer rebate website:** <https://rebate.toyotaforklift.com>

Trade-In-Units Pick-Up Bill of Lading (BOL) (from your dealer)

Straight Bill of Lading - Short Form		TOYOTA MATERIAL HANDLING	
Date: _____		Trade No: _____	
Carrier: _____		SEAL No: _____	
BY LETTER FROM: Toyota Material Handling U.S.A., Inc. 200 National Drive F.O. Box 3000 Cincinnati, OH 45201-3000		Code: _____ B/L No: _____	
Placed on: _____		Accepted: _____	
Commodity To: _____		Third party Bill To: _____	
Description of Articles and/or Goods Shipped: _____		Check: ☐ SMSC ☐ Weight	
Forklift Trade-In/Industrial Vehicle or Parts Return		Model: _____	
Special Comments: _____		EMERGENCY CONTACT: CHEMERE +1 (800) 424-8300 Within USA & Canada +1 (708) 427-2800 Outside USA & Canada CCN: 22229	

Toyota Version Trade-In Verification Form w/the Trade-In Data Plate Photo Attached (from your dealer)

TRADE-IN VERIFICATION FORM		TOYOTA MATERIAL HANDLING	
Customer: _____		Trade No: _____	
Contact: _____		SEAL No: _____	
Address: _____		Code: _____	
Trade-In Information		B/L No: _____	
Manufacturer: _____		Commodity To: _____	
Type: _____		Third party Bill To: _____	
Model Number: _____		Description of Articles and/or Goods Shipped: _____	
Serial Number: _____		Check: ☐ SMSC ☐ Weight	
Operational Year(s): _____		Forklift Trade-In/Industrial Vehicle or Parts Return	
Toyota Dealer Name: _____		Model: _____	
Toyota Dealer Salesperson Name: _____		Special Comments: _____	
* The undersigned Toyota Representative verifies the condition and operability of the vehicle being traded in. A Bill of Lading (pick up ticket) for the vehicle should accompany this form.		EMERGENCY CONTACT: CHEMERE +1 (800) 424-8300 Within USA & Canada +1 (708) 427-2800 Outside USA & Canada CCN: 22229	

NEW Toyota Forklift Forklift Data Plate Photo (from your new unit)

TOYOTA ELECTRIC TRUCK		
Model	Serial Number	Type
8HBW23	8HBW23-31494	E
Truck Capacity, kg	Truck Weight, kg	
4500 (2041)	658 (298)	
DC Voltage	Max. Amp Hours (Ah)	
24	330	
Min. Battery Weight, kg	Max. Battery Weight, kg	
200 (91)	660 (299)	
Drive Tire Size, in (mm)		
10.0 X 5.0 (254.0 X 127.0)		
Load Wheel Size, in (mm)		
3.25 X 4.5 (82.6 X 114.3)		
HORIZONTAL MOTION OF BATTERY MUST NOT EXCEED 0.5 IN (13MM) ATTACH RESTRAINT TO COMPARTMENT AS REQUIRED.		
THIS FORKLIFT MEETS OR EXCEEDS DESIGN SPECIFICATIONS OF ANSI/ISO B56.1 IN EFFECT ON THE DATE OF MANUFACTURE.		
1229630		

[CLICK HERE TO DOWNLOAD](#)

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SPECIAL FINANCING RATE OPTION

- ▶ Program retail orders with the Special Financing Rate must be funded by June 30, 2027.
- ▶ Special Financing Rate Incentive Codes:
 - **US Code Class 1, 2, 3, 4, 5: R1 - 235441**
 - 4.99% (24-to-64 month terms)
 - **CAN Code Class 1,2, 3, 4, 5: R2 - 235442**
 - 4.99% (24-to-64 month terms)
- ▶ All financing is subject to applicable credit approvals, financing requirements, and program eligibility.
- ▶ No Trade-In required to receive the special finance rate.
- ▶ **Qualifying Finance Rate and Amounts:**

CLASS 1	
SERIES	MODEL
PNELEC	8FBH15/18
PNELEC	8FBH20/25
PNELEC	8FB30/J35
B800	8FBCHU
B800	8FBCU
E800	8FBE
E800	8FBEH
E800	8FBES
B700	7FBCU
PNELEC	7FBH
S800	8FBA

CLASS 2	
SERIES	MODEL
REACH	RF1
DBLREA	RF1
ORDPICK	8BP
REACHMM	RRE
WLKENCL	ER1-ES

CLASS 3	
SERIES	MODEL
WALKIE	8HBC30/40
WALKIE	8HBE30/40
WALKIE	8TB50
ORDPICK	CR1-LP60/80
WALKIE	CR1-RS25
WALKIE	TT1-HC150
WLKENCL	ER1-EF

CLASS 4	
SERIES	MODEL
X800	8FGCS
X800	8FGCU
D800	8FGC

CLASS 5	
SERIES	MODEL
X800	8FGU/DU
D800	8FG/D

PROGRAM COMPLIANCE

- ▶ TMH reserves the right to modify, amend, or discontinue the rules and conditions of this program without prior notice.
- ▶ TMH reserves the right to audit any transaction submitted under the Your Choice Sales Event to verify compliance with all program requirements. Transactions that do not meet program requirements may be deemed ineligible and may be subject to chargeback and/or other applicable corrective action.
- ▶ Any gross negligence, intentional misuse, misrepresentation, or abuse of the program may result in appropriate action by TMH.