

2026 RENTAL DEVELOPMENT PROGRAM (RDP)

POLICIES & PROCEDURES

In addition to the General Rules located in the TMH Discount/Incentives Policies, the following will apply:

Rules

- Program period is from 2/4/2026 – 12/31/2026.
- All units must be retail ordered to your dealership (main or branch dealer #) to qualify.
- Stock units are **not** allowed for this program.
- Retail order cancellations will cause all RDP discounts to be reversed accordingly.
- Production dates will be slotted **first available** and are subject to change based on factory availability.
- TICF financing terms must be selected at factory order processing. Standard TICF terms are available for all eligible RDP models.
- T360 is eligible on RDP units.
- All usage program trucks and long-term rentals, defined as trucks that stay on rent for a minimum of 12 months, **must follow 2B2C guidelines**.
- 3% additional discount will be applied when SEnS+ is added to rental unit specs.
- Six-month interest free floor plan is available when SEnS+ is added to rental unit specs.
- Rental units equipped with SEnS+ must remain in the rental fleet for six months.
- 9FBZ models are now available at 42% discount and six-month interest free floor plan.

Raymond dealers are eligible to participate in the 2026 Rental Development Program.

- Eligible Models: 3,000 – 6,500 lbs. core internal combustion trucks.
- Raymond dealers can purchase RDP trucks from any Toyota Dealer located within their APR.
- All RDP units must be retail ordered to the Toyota dealership, except for RDP units transacted to a Raymond dealer. RDP units transacted to a Raymond dealer should use the Raymond dealer as the retail order customer.
- All other standard rules apply.

Audit Procedures

- Dealer participation in the RDP obligates the dealer to provide Toyota with the authority to audit dealer records to verify RDP transactions at any time.
- Failure to provide the required documentation with any audit will disallow the approved discount(s) on the audited transaction.

Discounts

- To obtain applicable discounts, the below incentive codes must be used when placing retail orders.
 - Q5 (US): 230700
 - Q6 (CAN): 230701

- **Now** through 10/31/2026 or while production slots last, receive **45% off** on core B800 series 4-wheel electric 3,000 - 6,500 lb. 8FBC models. Unless otherwise notified, discounts will revert back to the table below on November 1st.

*additional 3% discount added with SEnS+

Class	Series	Model	Discount %
1	B700	7FBC	42.0%
	PNELEC	8FB	42.0%
	B800	8FBC	42.0%
	E800	8FBE	42.0%
	STANDUP	SR1-BE	37.0%
	STANDUP	SR1-HP	37.0%
	P80V	8FBM & 9FBM	42.0%
	Z900	9FBZ	42.0%
2	DBLREA	RF1-BE	37.0%
	DBLREA	RF1-BH	37.0%
	DBLREA	RF1-HC	37.0%
	DBLREA	RF1-SD/HP	37.0%
	REACH	RF1-HC	37.0%
	REACH	RF1-SD/HP	37.0%
	REACH	RF1-BE	37.0%
	REACH	RF1-BH	37.0%
	REACH	RF1-MD	22.0%
	REACHMM	RRE	42.0%
	ORDPICK	BPU	37.0%
	WLKENCL	ER1-ES	37.0%
3	WALKIE	8HBC	37.0%
	WALKIE	8HBE	37.0%
	WALKIE	8HBW30	37.0%
	WALKIE	8HBW40	37.0%
	WLKSTRD	6BWS	37.0%
	WLKSTRD	8BWS	37.0%
	WLKREAC	6BWR	37.0%
	WLKCNTR	6BWC	37.0%
	ORDPICK	CR1-LP60/80	37.0%
4	X800	8FGCS	42.0%
	X800	8FGCU	42.0%
	D800	8FGC	42.0%
5	X800	8FGU/DU	42.0%
	D800	8FG/D	42.0%