

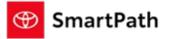
Build: Dec 11, 2023

The following enhancements will be implemented in the December 11th MST and Console Release:

Gross Profit Enhancement Managers will now be able to view Profitability in Management Console. Components to be used in Gross Profit Calculations can be set in the Gross Profit Tab in F&I Admin in Dealer Daily. F&I Admin OFFER MARKUP LEASE SETTINGS PAYMENT GRID DETAILS 3RD PARTY LENDER PROTECTION PRODUCTS GROSS PROFIT DEPLOYMENT JOB MANAGEMENT AUDIT Optional Gross Profit Configuration Select participation plan for Finance Select participation plan for Lease Standard Standard * Select values to include in Gross Profit Calculations FRONT-END VALUES BACK-END VALUES Yes Yes 1. Reserve (Holdback) 1. Finance/Lease Offer Yes Yes 2. Wholesale Finance Reserve (Holdback) 2. Vehicle Protection Products (VPP) Yes 3. PPO Reserve (Holdback) Yes 4. Vehicle And DIO Yes 5. Trade-In Yes 6. Accessory 7. Dealer Cash / Final Pay No 8. Doc Fee Yes 9. Discount Reset Save

Gross Profit values will be calculated and displayed based on the F&I Admin Settings along with the individual components included in each write-up.

December Releasenotes DecReleaseNotes@toyota.com			Send to Customer
Cash Down	\$4,000.00		
Trade-in Value	\$0.00	Write-up Worksheet Front-End Gross Back-End Gross Monthly Payment Z Taxes & Frees \$1,445.00 \$0.00 \$715.59	Total Amount Financed Total Down Payme \$37,857.33 \$4,000.0
Selling price	\$39,183.17		437,037.33 44,000.
Add-Ons	\$0.00	Payment Grid Selling Price Trade Add-Ons Protection Products Incentives Taxes and Fees O Chat	
Protection Products	\$0.00	Estimated Payment	
Accessory Discounts		Purchase Type	
Total Purchase Price	\$39,183.17	Finance	
Incentives & Rebates	\$0.00	Finance Calculator	🖸 Roll Payment
Taxes & Fees	\$2,674.16	FINANCE OPTIONS CASH DOWN	
* Trade 1	N/A	Terms Source Markup APR \$3,000.00 \$4,000.00	\$5,000.00
Total Amount Financed	\$37,857.33	48 Bass Pro Shop Financial ♥ 2.00 5.00 \$890.49 \$867.42	\$844.34
Total Down Payment	\$4,000.00		
Gross Profit	\$1,445.00	60 Special-Toyota Financial V 0.00 4.99 \$734.49 \$715.59	\$696.69
 Front-End Gross Profit 	\$1,445.00	72 R1 Independent Test eC FS ♥ 1.00 6.25 \$650.10 \$633.37	\$616.64
Reserve (Holdback)	\$922.00	ID: c4de15fb-5c79-497f-aeb2-d615213743b1	
PPO Reserve (Holdback)	\$127.00		
Wholesale Finance Reserve (\$396.00		
✓ Vehicle and DIO	\$0.00		
Trade-In	\$0.00		
Accessory	\$0.00		
Discount	\$0.00		
Back-End Gross Profit	\$0.00		
Vehicle Protection Products (\$0.00		
Finance Offer	N/A	+ Save as new	o Reset Calculate



Build: Dec 11, 2023

As adjustments are made to the write-up to change offers, add or remove products, etc. the slide out on the left hand side will show a side by side comparison of Gross Profit Amounts.

	DecReleaseNotes@toyota.com			Ø Ø Send to Customer	_
	Selling price	\$39,183.17	\$39,183.17	Write-up Worksheet	
	Add-Ons	\$0.00	\$120.00	Pront-End Gross Back-End Gross Monthly Payment Total Amount Financed Total L	\$4,000.0
	Protection Products	\$0.00	\$2,540.00		
	Accessory Discounts			Payment Grid Selling Price Trade Add-Ons Protection Products Incentives Taxes and Fees O Chat	
	Total Purchase Price	\$39,183.17	\$41,843.17	Estimated Payment	
	Incentives & Rebates	\$0.00	\$0.00	Purchase Type	
	Taxes & Fees	\$2,674.16	\$2,807.21	Finance 👻	
	* Trade 1	N/A	N/A	Finance Calculator C Roll Pay	ment
	Total Amount Financed	\$07,857.33	\$40,650.38	FINANCE OPTIONS CASH DOWN	
	Total Down Payment	\$4,000.00	\$4,000.00	Terms Source Markup APR \$3,000.00 \$4,000.00 \$5,000.00	
ľ	Gross Profit	\$1,445.00	\$4,543.06	48 Bass Pro Shop Financiat 2.00 5.00 \$935.44 \$912.36 \$889.29	
Ļ	Front-End Gross Profit	\$1,445.00	\$1,480.00	48 Bass Pro Shop Financial ¥ 2.00 5.00 \$935.44 \$912.36 \$889.29	
	Reserve (Holdback)	\$922.00	\$922.00	60 Standard-Toyota Financia♥ 1.40 8.29 \$852.98 \$832.50 \$812.02	
	PPO Reserve (Holdback)	\$127.00	\$127.00	72 R1 Independent Test eC F5 ♥ 1.00 6.25 \$682.70 \$665.97 \$649.24	
	Wholesale Finance Reserve (\$396.00	\$396.00	D: 3caa9942-34a5-40b3-88d4-8aet6eba829e	
	 Vehicle and DIO 	\$0.00	\$0.00	1D: 3caa9942-34ab-40b3-88d4-8aetbeba82/9e	
	Trade-In	\$0.00	\$0.00		
	✓ Accessory	\$0.00	\$35.00		
	Discount	\$0.00	\$0.00		
	Back-End Gross Profit	\$0.00	\$3,063.06		
1			\$1,600.00		
	* Vehicle Protection Products (\$0.00	\$1,000.00		

Accessory Discounts

A new Accessory Discount field is added to allow for discounts other than adjusting the vehicle price. The field will show at the bottom of the Add-Ons Worksheet in Mangement Console.

December Releasenotes				C Customer View	Send to Cust	Actions
2023 Camry XSE V6				Write-up Worksheet Root & End Grans Back & End Grans Monthly Provided It and B Fasis \$1,181:00 \$3,051:76 \$826.07	Total Amount Financed \$40,336.43	Total Down Paymer \$4,000.0
ANGELA PALLIN				Payment Grid Selling Price Trade Add-Ons Protection Products Incentives Taxes and Fees © Chat		
Status Online Credit Score Dealer Approved Ready to Sign 720+	DFI Status N/A			Owner's Portiono	1.0	\$0.00
Last Modified by Angela Pallin Today at 1:36:33 PM	Expires: 01/02/2024	NEW D		Rear Bumper Applique (Black)	1	\$69.00
FINANCE		NEW D	Finance	50 State Emissions	1	\$0.00
APR	8.29%	APR	8.29%	Door Sill Protectors	1	\$199.00
Term	60	Term	60	Navigation Upgrade Package	1	\$1,040.00
Monthly Payment	\$832.50	Meth	\$826.07	Special Color	1	\$425.00
Cash Down	\$4,000.00	Down	\$4,000.00			
Trade-in Value	\$0.00		\$0.00	Dual USB Power Port (Rear Only)	1	\$129.00
Selling price	\$39,183.17		\$39,183.17	Two-tone exterior color (color-keyed body with black roof)	1	\$500.00
Add-Ons	\$120.00		\$120.00	Interior Protection	1	\$695.00
Protection Products	\$2,540.00		\$2,540.00			dd Accessories
Accessory Discounts			\$299.00	Dealer Add-Ons ACCESSORY QUANTITY UNIT PRICE	TOTAL PRICE	dd Accessories
Total Purchase Price	\$41,843.17		\$41,544.17		\$120.00	
Incentives & Rebates	\$0.00		\$0.00	Carpet Trunk Mat - Black - 1 + \$120.00	\$120.00	
Taxes & Fees	\$2,807.21		\$2,792.26	Total Accessories	\$120.00	
 Trade 1 	N/A		N/A			
Total Amount Financed	\$40,650.38		40,336.43	Accessory Discounts		\$299.00
Total Down Payment	\$4,000.00		\$4,000.00			



Build: Dec 11, 2023

The Accessory Discount will display in MST once added in Management Console in the Pricing and Review pages.

CONTACT MANAGER	A DASHBOAR		🛱 VE •	Pricing Press NEXT buttor		PRICING
FINANCE				APR ²⁵ 8.29 %	Vehicle Service Agreements Platinum-6yr/100k mi	\$37.14/mo. \$1,695.00
OPTIONS			CASHDOWN 24		Guaranteed Auto Protection	\$17.30/mo. \$845.00
Term	Source	\$3,000	\$4,000	\$5,000	Debt Cancellation Agreement-60 mos.	417.00 me. 2005.00
48 MO. 🔻	Option A 🗸	\$928.19	\$905.12	\$882.05	TRADE-IN	ADD
60 MO. 👻	Standard 🔹	\$846.55	\$826.07	\$805.59	ESTIMATED PRICING SUMMARY	
72 MO. 🔻	Option C 🔹	\$677.44	\$660.71	\$643.98	✓ VEHICLE SELLING PRICE ²⁸	\$39,183.17
LEASE Regular	-		MILES/YE	EAR : 15000 🔻	ACCESSORY DISCOUNTS	- \$299.00
OPTIONS			CASHDOWN		✓ OTHER AMOUNTS FINANCED ¹⁸	\$5,452.26
Term	Source	\$2,000	\$3,000	\$4,000	V DOWN PAYMENT ¹³	\$4,000.00
24 MO. 🔻	Special 🔻	\$953.73	\$908.01	\$862.29	TOTAL AMOUNT FINANCED 21	\$40,336.43
36 MO. 🔻	Special 🔻	\$793.48	\$761.64	\$729.81		\$40,330.43
48 MO. 🔻					IMPORTANT INFORMATION ABOU	
	â dashbo/	ARD	e 1	VEHICLE	*	PRICING
			୍କ Iମ୍ୟଳ	VEHICLE	 This tool estimates finance or lease trans 	sartions for new vehicles only and is based
DECEMBER REI		ARD ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans TRADE-IN Protection	PRICING
DECEMBER REI	LEASENOTES	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans TRADE-IN Trade-IN Protection Protection Guaranteed Auto Protection Guaranteed Auto Protection	PRICING CONFIRM APPLY FOR CREDIT \$2,540.00
DECEMBER REI VIEW DETAILS 2023 Camry X: VIN:	LEASENOTES	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans TRADE-IN Trade-IN Protection Protection Cuaranteed Auto Protection Debt Cancellation Agreement-50 mos. Vehicle Service Agreements	PRICING CONFIRM APPLY FOR CREDIT S2,540.00 \$17.30/mo. \$845.00
DECEMBER REI VIEW DETAILS 2023 Camry X: VIN: Stock: Model Code:	LEASENOTES SE V6	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans This tool estimates finance or lease trans TRADE-IN Protection Protection Protection Cestranteed Auto Protection Debt Cancellation Agreement-60 mos. Vehicle Service Agreements Platinum-Gyr/100k mi	Sactions for new vehicles only and is based PRICING CONFIRM APPLY FOR CREDIT S2,540.00 S17.30/mo. \$845.00 S37.14/mo. \$1,695.00
DECEMBER REI VIEW DETAILS 2023 Camry X: VIN: Stock: Model Code: Ext. Color: Supp Midnight Black	LEASENOTES SE V6 ersonic Red with two-tone Metallic roof	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans TRADE-IN TradeContent of the second	sactions for new vehicles only and is based PRICING CONFIRM APPLY FOR CREDIT 52,540.00 \$17.30/mo. \$845.00 \$37.14/mo. \$1,695.00
DECEMBER REI VIEW DETAILS 2023 Camry X: VIN: Stock: Model Code: Ext. Color: Supp Midnight Black	LEASENOTES SE V6 ersonic Red with two-tone	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:		This tool estimates finance or lease trans TRADE-IN Protection Protection Review PROTECTION-PRODUCTS Userial ation Agreement +60 ms. Usehicle Service Agreements Platnum-Gyr/100k mi TRADE-IN ESTIMATED PRICING SUMMARY	APPLY FOR CREDIT CONFIRM APPLY FOR CREDIT 52,540.00 \$17.30/mo. \$845.00 \$37.14/mo. \$1,695.00 CREATE
DECEMBER REL VIEW DETAILS 2023 Camry XI VIN: Stock: Model Code: Ext. Color: Supp Midnight Black Int. Color: Black	LEASENOTES SE V6 ersonic Red with two-tone Metallic roof k Perforated Leather	ASSOCIATI	E:	Pricing	This tool estimates finance or lease trans TRADE-IN Protection Protection Cuaranteed Auto Protection Debt Cancellation Agreement-60 mos. Vehicle Service Agreements Platinum-Syr/100k mi TRADE-IN ESTIMATED PRICING SUMMARY VEHICLE SELLING PRICE ²⁹	Sactions for new vehicles only and is based
DECEMBER REI VIEW DETAILS 2023 Camry X: VIN: Stock: Model Code: Ext. Color: Supe Midnight Black Int. Color: Black Int. Color: Black	LEASENOTES SE V6 ersonic Red with two-tone Metallic roof k Perforated Leather	ASSOCIATI	ໍ ^I ຖູໂຫຼ E:	Pricing	This tool estimates finance or lease trans TRADE-IN Protection PROTECTION-PRODUCTS Cuaranteed Auto Protection Debt Cancellation Agreement =00 mos. Vehicle Service Agreements Platinum-Gyr/100k mi TRADE-IN ESTIMATED PRICING SUMMARY VEHICLE SELLING PRICE ²⁹ ACCESSORY DISCOUNTS	APPLY FOR CREDIT CONFIRM APPLY FOR CREDIT S2,540.00 S17.30/mo. \$845.00 S37.14/mo. \$1,695.00 X EXPAND ALL S39,183.17 - \$299.00

Note: Accessory Discounts will also display in Console Customer View and upon Print/Email of the Payment Grid or Payment Selections on write-ups where an Accessory Discount was added.

Build: Dec 11, 2023



Bug Fixes & Additional Enhancements

• Misc Bug Fixes have been addressed

Reminders

REMINDERS

To contact Premier Support

- By email: send a message to <a>PremierCare@toyota.com
- By phone: call 1-877-DLDAILY (1-877-353-2459), choose Option 2