

TOYOTA SOUTH AFRICA MOTORS (PTY) LTD

PO Box 481 Bergvlei 2012, Gauteng, South Africa

Tel +27 (0) 11 809 9111

Fax +27 (0) 11 809 2940

Date: November 2025

Confidential

Subject: Southern African Tourism Services Association (SATSA) Member & Employees – Toyota South Africa Vehicle Purchase Discount

Dear SATSA Member and Employee

At Toyota South Africa Motors (TSAM), we recognise that the tourism industry is a key driver of economic growth and job creation in South Africa. SATSA members are crucial in delivering world-class tourism experiences, and reliable mobility is at the heart of their success. That is why Toyota has partnered with SATSA, to support both SATSA member companies and their direct employees with dependable and cost-effective vehicles that enhance operational efficiency and business sustainability.

This partnership ensures cost savings, operational efficiency, and ongoing support, helping you focus on delivering exceptional experiences while benefiting from Toyota's legendary quality, reliability, and extensive dealer network.

The program comprises:

1. New vehicles purchase discount
2. Vehicle maintenance

1. New Vehicles purchase discount

Toyota South Africa Motors offers exclusive **Special Discount (SD) benefits** to:

- **SATSA Member Companies** (for vehicles purchased in the company's name)
- **Direct Employees of SATSA Member Companies** (for personal vehicle purchases)

The below Special Discounts apply to vehicles purchased by and registered in the name of **SATSA member company or their wholly owned subsidiaries** valid for the latest Retail Selling Price Excluding VAT, on the following models:

Model Range	Special Volume Discount
Quantum Bus, Quantum Panel Van, Hiace Bus (excl. Ses'fikile), Coaster, Rumion	2.5%
Hilux, Fortuner, Rav4, Corolla Cross	2%
Urban Cruiser, Starlet, Vitz, LC Pick Up, LC Station Wagon	1%
All Lexus Models	1%

- The below Special Discounts apply to vehicles purchased by and registered in the name of **Direct Employees of SATSA Member Companies** (for personal vehicle purchases) valid for the latest Retail Selling Price Excluding VAT, on the following models:

Model Range	Special Volume Discount
Hilux, Fortuner, Corolla Cross	2%
Vitz, Starlet, Urban Cruiser, Rumion, Rav4	1%
All Lexus Models	1%

How to Apply for the Discount

- Members and employees must present this letter to the dealership at the quotation stage to ensure that the transaction includes the discount.
- Existing Toyota fleet owners who already receive company-specific Special Discount (SD) support will continue to benefit from their current SD structure.
- The SATSA Special Discount (SD) is over and above the dealer-negotiated discount.
- All SATSA company purchases must be invoiced, licensed, and registered in the name of the SATSA member company or employee.

Direct Employees

- One (1) vehicle purchase per direct employee of SATSA member Company per annum is eligible.
- Purchases must be registered in the name of the employee.
- A company HR employment letter or latest salary advice from the SATSA member company, along with a copy of the employee's ID, must be provided.

Terms & Conditions

- The discounts are in addition to any dealer-negotiated discount, but please note that dealerships are not obligated to participate, so members should engage with willing dealers.
- This offer supersedes all other agreements and cannot be used in conjunction with another Toyota South Africa discount structure.
- The offer is valid from March 2025 to March 2026, after which it will be reviewed. Either party may give one month's notice for review, renewal, or cancellation.
- Vehicles purchased under this offer cannot be resold within the first six months or 10,000 kilometres.
- Once a New Generation (NG) model is launched, the discount structure will be reviewed.

1. Vehicle Maintenance

To assist in making essential purchases and replacement decisions and to ensure downtime is kept to a minimum, the partnership with Toyota extends as follows:

Key Benefits

- Total Cost of Ownership Analysis: This Provides SATSA members with a detailed overview of operating costs and ultimately the Total Cost of Ownership of Toyota vehicles to assist in budgeting and planning.
- Extended Warranty & Service Plans: Members can extend warranties or service plans at the time of purchase or before the lapse of the standard warranty or complimentary service plan.
- Upgrade to a Maintenance Plan: The option to upgrade the complimentary service plan to a maintenance plan.
- Dedicated Fleet Technical Advisor: Access to expert assistance for any after-sales queries or concerns.
- Complimentary 3-Year AA Roadside Assistance: All new Toyota vehicles are included for added peace of mind..

Yours Sincerely,

Basetsana Msimanga

Senior Manager: Strategic Fleet

Email: bmsimanga@toyota.co.za

Cell: 082 222 7339