



# SMART SAVINGS: ADVANTAGES OF QUALITY USED EQUIPMENT



# UNLOCK SAVINGS AND ADDITIONAL REVENUE OPPORTUNITIES WITH USED TOYOTA FORKLIFT EQUIPMENT

At Toyota Industries Commercial Finance (TICF), we are committed to finding new ways we can help you grow your business. Used equipment provides the ability for multiple revenue streams for your dealership.

Offering a robust inventory of used equipment allows customers reliable and durable equipment at a reduced price. Coupling used equipment with TICF's flexible leasing options offers customers even more benefits like preserving their cash and taking advantage of potential tax savings.

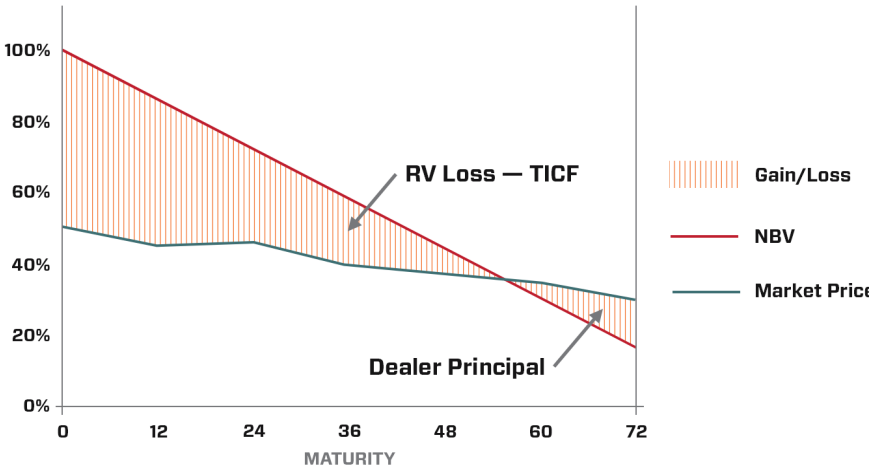


# BENEFITS OF PURCHASING EQUIPMENT OFF-LEASE

As leased equipment matures, dealers have the option to purchase the returned assets.

Our off-lease purchase program enables dealers to acquire equipment at its net book value (NBV). This creates a win-win scenario for dealers: you can capture the equity when market value exceeds NBV and avoid losses when market value falls below NBV, as TICF absorbs the difference through auction outcomes.

While most banks offer Fair Market Value (FMV) leasing —requiring purchases at market value — TICF provides dealers with a distinct advantage by offering off-lease equipment at NBV. The accompanying chart demonstrates how dealers benefit from this approach: gaining equity when market values rise above NBV, while TICF mitigates the downside when market values fall below NBV.



## ADDITIONAL REVENUE OPPORTUNITIES FOR DEALERS

By acquiring and refurbishing equipment at lease maturity, dealerships can expand their offerings to cater to budget-conscious customers seeking affordable alternatives to new equipment. Additionally, selling used forklifts can provide dealerships with a higher profit margin compared to new sales while also fostering customer loyalty by offering flexible purchasing and leasing options. This approach helps dealerships maximize the lifecycle value of their inventory.

When managing your dealership, having the right equipment to offer customers is essential. Used Toyota forklift equipment offers multiple potential revenue opportunities to help grow your business and provide reliable and trusted equipment to customers simultaneously. Customers can enjoy all the benefits of reliable equipment at a fraction of the cost.

## BENEFITS OF USED TOYOTA EQUIPMENT FOR CUSTOMERS: COST SAVINGS WITHOUT COMPROMISING QUALITY

- ▲ **Lower Upfront Investment:** Used forklifts typically offer significant savings compared to new models, freeing up a customer's capital for other essential business needs.
- ▲ **Proven Performance:** Toyota's reputation for reliability means that even pre-owned models deliver exceptional performance over time.
- ▲ **Reduced Depreciation:** Unlike new equipment, used forklifts experience slower depreciation, helping you maintain better resale value.
- ▲ **Leasing Makes Sense:** TICF offers flexible leasing options that allow customers to preserve their cash, and potentially take advantage of tax savings benefits for their business.
- ▲ **Access to Genuine Toyota Parts & Service:** The Toyota dealer network ensures that parts, maintenance, and support are always within reach, even for used equipment. This guarantees uninterrupted operations and long-term value.



## LEASE END GUIDE

You can work with current customers who have equipment scheduled for maturity 3-6 months prior to lease-end to offer free pre-inspections on equipment to highlight any potential excess wear and tear charges due at maturity. Knowing what is considered “excess” versus “normal” can help customer’s lease-end process go smoother, minimize surprises after equipment is returned, and help to inform a dealer if they are interested in purchasing the equipment after it is returned. You can use our helpful guide with customers. Access it by scanning the QR code below.



<https://www.toyotacf.com/customertools/leaseendguide/>

## TAKE THE NEXT STEP

Discover how used Toyota forklifts can elevate your operations and grow your dealership. Contact your local TICF Regional Sales Manager today to explore your options and learn more.





## Contact Information

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