

2026 GOVERNMENTAL SALES PROGRAM FOR LARGE AG EQUIPMENT

TO	All Kubota Large Ag Equipment Dealers	ELIGIBLE PRODUCTS • M4N Specialty • M5 Series (includes Specialty) • M6 Series (includes Specialty) • M7 Series (MH contract) • M8 Series (MR contract) • BV Series Balers • Select DM Series (see models) • DMC Series Disc Mower Conditioners
FROM	Mike Jacobson, Sr. Director of Product Marketing- Ag Large Equipment	
SUBJECT	2026 Governmental Sales Program for Large Ag Equipment	
EFFECTIVE DATE	January 1, 2026 through December 31, 2026	

PROGRAM FINANCING

- This program may be used with DSA Standard financing, and standard lease.

PRICING

Governmental Sales quotes will be estimates only, not final pricing. Price will be determined at the time of product delivery to the governmental customer.

M4N/M5N M5L/M6L M6H (All Specialty)	21%
M5 (All)	16%
M6S (All)	15%
M6 (All)	18%
M7 (All)	27%
M8 (All)	27%
BV Series Balers (all models)	15%
DMC Series Disc Mower Conditioners (all models)	15%
DM2000 Series Disc Mowers (all models)	8%
DM3000, DM4000, & DM5000 Series Disc Mowers (all models)	15%

PROGRAM TERMS & CONDITIONS

- To qualify for this program, R&I and settlement documentation must be submitted via KOARS within 60 days of the retail delivery date or the incentives will not be issued.
- Any missed incentives at the time of remittance must be submitted on the Incentive Correction Request (ICR) Form within 30 days of the Retail Delivery Date (R&I Date) or incentive is forfeited.
- Incentive Correction Request (ICR) Form must be submitted for any incentives reversed for incorrect submission on or before the date listed in the comments provided with the reversal or incentive is forfeited.
- Attachments/implements invoiced through Kubota Parts DO NOT qualify for the incentive. Eligibility for this program requires the implement to be sold in conjunction with an eligible Kubota Tractor model.
- Customer programs will be established "at time of delivery to the customer" based on the prevailing program.

PROGRAM COMPATIBILITY

- Gov Bid
 - Is eligible with DSI, Target Marketing Funds, and DSA Standard Rate Financing.
 - **No other discounts apply**
- **NATIONAL ACCOUNTS DO NOT QUALIFY**

PROGRAM INCENTIVES

- Qualified Agencies –
 - Federal, State, County and Local Municipality/Government Agencies
 - Cemeteries (profit and non-profit)
 - Public & Private Utilities
 - Railroads
 - Accredited Public & Private Schools
 - Non-profit Organizations (Status Certificate Required)
 - Churches
 - Private Contractors(1) – per the following criteria:
(1) Private Contractors only (sub-contractors are not eligible) who contract directly with qualified agencies listed above are eligible under this Governmental Sales Program. Discounts are qualified and issued under the following conditions:
 - The contract must be for a minimum of 12 months and the equipment purchased must be exclusively used in the performance of this Private Contract.
 - A copy of the contract showing the beginning and ending dates, as well as the signatures of both parties must be submitted with the Bid Discount Request Form for the credit to be issued.
- All sales under this program must be within the Dealers' LMA, and exceptions to this must be approved by District (DSTM) or Division Manager (DM).
- Sales under this program are **not** eligible for DSA, CIR, promotional rate financing, multi unit discounts (see DSB-2026-017), and promotional leasing. Sales under this program are eligible for Standard leasing.
- Attachments must be invoiced as Wholegoods and sold with the base unit in order to receive discounts. Stand-alone sales of attachments do not qualify for discounts
- Attachments (non-serialized items) invoiced by Wholegoods but separately from the corresponding tractor or implement are eligible to receive the discount. List attachments with dealer net cost and discount amount on Discount Request Form.

DEALER PROCEDURES

- Select the eligible models in KOARS as listed above to create a remittance.
- Create the R&I.
- Based on the “BID” customer type selected, the government bid discount will be automatically calculated.
- The government bid discount will be displayed on the Kubota Incentive Builder screen below the invoice on the Incentives/Deductions section
 - To take discounts for Kubota (Wholegoods) Invoiced non-serialized implements/attachments, please select **NON-SERIALIZED GOV BID** on the TRACTOR invoice (non-serialized items or implements MUST be mounted on and sold with the base unit), type “**NON-SERIALIZED GOV BID**” in the comments section, and manually enter the discount. Please upload the completed Discount Request Form in its entirety.
 - For Marketing Assessment Fee (MAF - \$ amount on invoice), also select **NON-SERIALIZED GOV BID**, type “MAF” in the comments section, and type the discount manually.
- Copy of the customer P.O. must be uploaded to the remittance. (Other documents w/ verification qualified agencies must have purchase details and agency information, logo, letterhead – accepted on exception basis if no P.O. available).
- For more detailed information go to KubotaLink: Kubota University Learning Portal.

Standard Sales Allowance Program terms & conditions apply (DSB-2026-001 current revision) except as noted above. KTC reserves the right to cancel this program entirely or modify or otherwise amend any aspect of it at any time without prior notice. Please contact your Division Sales Department if you have any questions about this program.