

DATE
June 19, 2025

TO
All U.S. YANMAR Tractor Dealers

SUBJECT
Yanmar Tractor Retail Program

PROGRAM #
US-TV061925

PROGRAM PERIOD
06/19/2025 - 08/31/2025

PRODUCTS
All YANMAR Tractors
UTVs | Hay Equipment | Bed Shaper

VIBRANT PROGRAM RULES

- All rebate and DSI claims must be submitted to Yanmar within 30 days of retail delivery date.

100% of the amount financed on Yanmar branded tractors, attachments, freight, dealer prep, applicable taxes, installation charges are eligible for standard and low rate-financing.

- Non Yanmar equipment may not be included in amount financed. Financing of these items will require dealer participation or blended rate.
- Tractors must be warranty registered and delivery report completed and submitted to Yanmar//One along with copy of retail sales invoice.
- UTVs must be must be warranty registered and claim form completed and submitted to Yanmar//One along with a copy of the customer invoice.
- Yanmar reserves the right to terminate or modify this program at any time with written notice.
- Terms up to **120 months**.
- Cash rebate is eligible on any term of standard financing, but is not eligible on any of the low-rate subsidy programs.

Cash Rebates available with
Standard-Rate Financing up to 120 months



CASH REBATE + STANDARD FINANCING					
Model	Dealer Sales Incentive	Tractor Only	Rebate w/1st Attachment	Rebate w/2nd Additional Attachment	Rebate w/ Additional Yanmar-Branded Implement
SA221/SA223	\$350	\$500	\$1,200	\$300	\$200
SA325/425/324/424	\$350	\$500	\$1,900	\$300	\$200
YT235	\$600	\$500	\$2,400	\$300	\$200
YT235C	\$600	\$500	\$2,900	\$300	\$200
YT347/359	\$650	\$500	\$2,900	\$300	\$200
YT347C/YT359C	\$650	\$500	\$3,400	\$300	\$200
YM342/YM347/YM359	\$750	\$500	\$2,400	\$300	\$200
YM225/YM232/YM238	\$550	\$500	\$1,900	\$300	\$200
SM240/SM240H	\$250	N/A	\$1,400	\$300	\$200
SM475	\$350	N/A	\$1,900	\$300	\$200

¹Attachments include Yanmar front loader, backhoe or mid-mount mower.
²Qualified 2nd attachments include mid-mount mower, front loader, backhoe, SB60R or SB-60C (snowblower) with purchase of tractor and 1st attachment only.
³Qualified Yanmar-Branded implements eligible for rebate when purchasing tractor and 1st attachment include Tarter rotary cutter, rotary tiller and finishing mower and all Woods implements excluding post hole digger and quick hitch.

CASH REBATE + STANDARD FINANCING			
MODEL		DEALER SALES INCENTIVE	REBATE
UTV	Bull	\$300	\$2,000
	Longhorn	\$300	\$2,000
	Brahma	\$300	\$2,500
HAY TOOLS	Baler YMRB32	\$100	\$700
	Mower YMDM50	\$100	\$400
	Rake YMGR88	\$100	\$250
	Package of YMRB32, YMDM50, YMGR88	Additional \$150	Additional \$150
BED SHAPER	Bed Shaper*, Rotary Tiller* & Drip Tube Kit B620SK, RT620YJ, DTKIT-RBS	\$100	\$250

All Standard Rates are based on Term and Credit Category matrix.
Shorter terms and higher credit categories result in lower rates!

VIBRANT STANDARD-RATE				
Credit Category: A+			Credit Category: A	
Term	Rate	Factor	Rate	Factor
36	6.99%	0.030873	6.99%	0.030873
48	6.99%	0.023942	6.99%	0.023942
60	6.99%	0.019796	6.99%	0.019796
72	6.99%	0.017044	6.99%	0.017044
84	7.49%	0.015333	7.99%	0.015581
120	7.49%	0.011865	7.99%	0.012127

*Please see rates for Credit Category B or lower on page 5.

Low rate financing is available for well qualified buyers, not all customers will qualify.

0% for 60-84 Months Offer Eligible for 680+ credit borrowers only

Model	Terms	Rate	Payment Factor	Down Payment	OR	Dealer Participation
ALL TRACTOR MODELS	60	0.00%	0.016667	15%		2%
	72	0.00%	0.013889	30%		6%
	84	0.00%	0.011905	40%		10%
Model	Terms	Rate	Payment Factor	Down Payment	OR	Dealer Participation
UTV	60	0.00%	0.016667	15%		2%

Rebates are not available with low-rate financing.

Submit warranty registration & rebate/DSI claims on YANMAR//One.

120 Month Low Rate Option* No down payment and no dealer participation

Model	Terms	Credit	Rate	Payment Factor	Dealer Participation
ALL TRACTOR/ UTV MODELS	120	680+	3.99%	0.010120	0%

*Must finance minimum of \$15,000 to qualify for 120 month option

Customer Rate Table No down payment and no dealer participation

Model	Terms	Customer Rate Table		
		A+ 730+	A 680-729	B 640-679
ALL TRACTOR/ UTV MODELS	36	0%	0%	4.99%
	48	0%	0%	4.99%
	60	0.99%	0.99%	6.99%
	72	1.99%	1.99%	6.99%
	84	2.99%	2.99%	8.99%
	120	3.99%	3.99%	8.99%

Term	Rate	Payment Factor	Term	Rate	Payment Factor
36	0.00%	0.027777	72	1.99%	0.014746
36	4.99%	0.029966	72	6.99%	0.019796
48	0.00%	0.020833	84	2.99%	0.013209
48	4.99%	0.023025	84	8.99%	0.016084
60	0.99%	0.017089	120	3.99%	0.010120
60	6.99%	0.019796	120	8.99%	0.012662

NEW YANMAR POWER BUNDLE PROGRAM!

Receive special financing with the purchase of a Tractor AND a UTV!

Model	Terms	Rate	Dealer Participation
TRACTOR AND UTV	120	3.49%	0%

No down payment and no dealer participation

Financing provided through Yanmar Finance
Powered by Vibrant Credit Union (VCU)

E loanprogram@vibrantcu.org
T 800 479 6206

Monday-Friday 7:30 a.m. - 6:00 p.m. CST
Saturday: 8:30 a.m. - 2:00 p.m. CST

Dealer Finance Participation Options and Examples

Dealer Participation Low Rate Program - 680+ Credit						
Customer Rate	0%	0.99%	1.99%	2.99%	3.99%	4.99%
36	0%	0%	0%	0%	0%	0%
48	0%	0%	0%	0%	0%	0%
60	2%	0%	0%	0%	0%	0%
72	6%	3%	0%	0%	0%	0%
84	10%	7%	3%	0%	0%	0%
120	24%	18%	13%	8%	0%	0%

Dealer Participation + Yanmar Low-Rate Program			Dealer Participation Cost (total)*				
	Sale Price	0% 60 Months	0.99% 60 Months	1.99% 60 Months	2.99% 84 Months	3.99% 84 Months	4.99% 120 Months
SA223	\$17,500	\$350	FREE				
SA325	\$26,000	\$520					
SA425	\$23,500	\$470					

*Total dealer participation cost prior after Yanmar Low Rate Program has been applied

**Participation cost will vary depending on final amount financed

Dealer Participation + Rebate			Dealer Participation Cost (total)*			
	Sale Price	Rebate	2.99% 60 Months	3.99% 60 Months	4.99% 84 Months	5.99% 120 Months
SA223	\$17,500	\$1,200	FREE			
SA325	\$26,000	\$1,900				
SA425	\$23,500	\$1,900				
YT347C	\$57,000	\$3,400				
YM359	\$39,900	\$2,400				

Offers and Loan Calculator Screen

1. Select Term
2. Double Click on the “Configure Offer” to change the Offer Type

Offers and Loan Calculator

Credit Score Range
[REDACTED]

Loan Term: 120 Months
Standard Rate: [REDACTED]

Configure Offer (Offer 1)

Config. No.	Total Config. Price	Offer Type	Rebate	Down Payment	Config. Rate	Blended Car Rate
1	\$ 23,201.00	Standard Rate	\$ 0.00	\$ 0.00	14.99 %	14.99 %

3. Configure Offer Screen

- Change Offer Type to “Low Rate – Dealer Participation”
- Put in the dealer participation percentage from the corresponding offer
- Change the Config Rate to the corresponding offer rate
- This example is modeling the 4.99% for 120-month offer from the Dealer Participation + Yanmar Low-Rate Program offer

Config No.	Product	Model Series	Total Config. Price
1	Tractor	64425	\$ 23,201.00

Offer Type: Low Rate - Dealer Participation

Down Payment: \$ 0.00

Dealer Participation: \$ 1,175.00
Dealer Participation %: 5.06 %

Total Configuration DMP: \$ 27,415.33
Blended Config. Rate: 5.99 %

Config. Taxes and Fees: \$ 200.00
Config. Rate: 4.99 %

4. Finish submitting the application – Vibrant will review the offer to ensure it is correct prior to sending docs.

Any questions – please call Vibrant at 800-479-6206 or email loanprogram@vibrantcu.

YANMAR TRACTOR RETAIL PROGRAMS CLAIM FORM

06/19/2025 - 08/31/2025 (U.S.)



101 International Parkway, Adairsville, GA 30103

Claims should be submitted in YANMAR//One. [yanmarone.force.](https://yanmarone.force.com)

DEALER INFORMATION

DEALER NAME		
DEALER ADDRESS		
CITY	STATE/PROVINCE	ZIP/POSTAL CODE
SUBMITTED BY		MAIN PHONE
CONTACT EMAIL		

UNIT & SALESPERSON INFORMATION

MODEL	S/N	CUSTOMER NAME
SALESPERSON NAME		
SALESPERSON ADDRESS		
SALESPERSON CITY	SALESPERSON STATE/PROVINCE	SALESPERSON ZIP/POSTAL CODE
SALESPERSON SSN	DATE SOLD	

Please use one Claim Form for each unit sold. Check the boxes that pertain to this sale.

MODEL	Cash Rebate				LOW-RATE		DSI
	Tractor Only	Rebate w/1st Attachment	Rebate w/2nd Attachment	Rebate w/ Tarter/Woods Implement			
SA223/SA221	\$500	\$1,200	\$300	☐ \$200	OR	☐	\$350
SA325/SA425 SA324/SA424	\$500	\$1,900	\$300	☐ \$200	OR	☐	\$350
YT235	\$500	\$2,400	\$300	☐ \$200	OR	☐	\$600
YT235C	\$500	\$2,900	\$300	☐ \$200	OR	☐	\$600
YT347/YT359	\$500	\$2,900	\$300	☐ \$200	OR	☐	\$650
YT347C/YT359C	\$500	\$3,400	\$300	☐ \$200	OR	☐	\$650
YM342/347/359	\$500	\$2,400	\$300	☐ \$200	OR	☐	\$750
YM225/232/238	\$500	\$1,900	\$300	☐ \$200	OR	☐	\$550
SM240/SM240H	N/A	\$1,400	\$300	☐ \$200	OR	☐	\$250
SM475	☐ N/A	☐ \$1,900	☐ \$300	☐ \$200	OR	☐	\$350

(1) Cash rebates and/or incentives are valid on retails from June 19, 2025 through August 31, 2025. (2) Cash Rebates can be claimed based on program US-TV061925. (3) Outstanding floor plan balances on sold unit must be paid in-full. (4) All documentation must be submitted within 30 days of sale. (5) Rebates, incentives paid in USD

*See 2025 AG Eq and UTV Annual Dealer Program for documentation requirements to be submitted in YANMAR//One.

- Required documents (submit in YANMAR//One):
- Delivery report
 - Copy of retail sale invoice

YANMAR UTV/HAY TOOLS/BED SHAPER RETAIL PROGRAMS CLAIM FORM

06/19/2025 - 08/31/2025 (U.S.)

Claims should be submitted in YANMAR//One. yanmarone.force.



101 International Parkway, Adairsville, GA 30103

DEALER INFORMATION

DEALER NAME		
DEALER ADDRESS		
CITY	STATE/PROVINCE	ZIP/POSTAL CODE
SUBMITTED BY	MAIN PHONE	
CONTACT EMAIL		

UNIT & SALESPERSON INFORMATION

MODEL	S/N	CUSTOMER NAME
SALESPERSON NAME		
SALESPERSON ADDRESS		
SALESPERSON CITY	SALESPERSON STATE/PROVINCE	SALESPERSON ZIP/POSTAL CODE
SALESPERSON SSN	DATE SOLD	

MODEL	CASH REBATE	DSI
Bull / Longhorn	\$2,000	\$300
Brahma (Semi-Cab)	\$2,500	\$300

UTV Required documents (submit in YANMAR//One):

- Claim Form
- Copy of retail sale invoice

(1) Cash rebates and/or incentives are valid on retails from June 19, 2025 through August 31, 2025. (2) Cash Rebates can be claimed based on program US-TV061925. (3) Outstanding floor plan balances on sold unit must be paid in-full. (4) All documentation must be submitted within 30 days of sale. (5) Rebates, incentives paid in USD

*See 2025 AG Eq and UTV Annual Dealer Program for documentation requirements to be submitted in YANMAR//One.

*Rebate claims for below attachments should be submitted via email to DSA, including delivery report, claim form and copy of Retail Sales Invoice, or submitted in YANMAR//One.

MODEL	CASH REBATE	0% RATE FINANCING	DSI
Baler	\$700	\$0	\$100
Mower	\$400	\$0	\$100
Rake	\$250	\$0	\$100
Package	\$150	\$0	\$150
Bed Shaper, Rotary Tiller, & Drip Tube Kit	\$250	\$0	\$100

FOR OFFICIAL USE ONLY. DO NOT WRITE BELOW RED LINE.

Date Received: _____ Received By: _____ Approved By: _____

UTV Cash Rebate Amount (Account Code: 41190-1003--XC--100--XD410--A00--): _____

Attachment Cash Rebate Amount (Account Code: 41190-1029--XC--100--XC1411--A00--): _____

Attachment DSI Amount (Account Code: 41190-1017--XC--100--XC1411--A00--): _____

PAID _____ INVOICE _____ REGISTERED _____ FINANCING _____ DELIVERY _____ A/R CURRENT _____





Standard Rates | Yanmar Finance

June-August 2025

	A+ 730+	A 680-729	B 640-679	C 600-639	D 550-599	E <549
36 Months	6.99%	6.99%	11.99%	18.00%	18.00%	18.00%
48 Months	6.99%	6.99%	11.99%	18.00%	18.00%	18.00%
60 Months	6.99%	6.99%	11.99%	18.00%	18.00%	18.00%
72 Months	6.99%	6.99%	11.99%	18.00%	18.00%	18.00%
84 Months	7.49%	7.99%	12.99%	18.00%	18.00%	18.00%
120 Months	7.49%	7.99%	12.99%	18.00%	18.00%	18.00%

*7.49% standard-rate financing for 10 years (120 months) is applicable to well-qualified customers with approved credit. Not all buyers qualify.

Minimum Loan Amount of \$15,000 for 120 Term

**Financing provided through Yanmar Finance
Powered by Vibrant Credit Union (VCU)**

E loanprogram@vibrantcu.org
T 800 479 6206

Monday-Friday 7:30 a.m. - 6:00 p.m. CST
Saturday: 8:30 a.m. - 2:00 p.m. CST