

Yamaha Outboards'

READY *for* RELIABILITY

Sales Event

Offer valid from 1/5/26-3/31/26



FOR A LIMITED TIME, PURCHASE AN ELIGIBLE NEW YAMAHA OUTBOARD AND GET:

5 YEARS OF COVERAGE PROTECTION

On the purchase of select, eligible **30–350 HP** outboards.

Three years of Yamaha Limited Warranty Coverage plus a two-year Yamaha Extended Service (Y.E.S.) plan.**

5 YEARS OF TOTAL COVERAGE PROTECTION

Eligible Outboards Only	3-Year Ltd. Warranty + 2-Year Y.E.S.
350 HP	Free! \$3,630 value
250-300 HP	Free! \$2,660 value
200-225 HP	Free! \$2,080 value
150-175 HP	Free! \$1,305 value
115 HP	Free! \$925 value
60-90 HP	Free! \$840 value
30-50 HP	Free! \$520 value

7 YEARS OF COVERAGE PROTECTION

On the purchase of select, eligible **425–450 HP** outboards.

Five years of Yamaha Limited Warranty Coverage plus a two-year Yamaha Extended Service (Y.E.S.) plan.**

7 YEARS OF TOTAL COVERAGE PROTECTION

Eligible Outboards Only	5-Year Ltd. Warranty + 2-Year Y.E.S.
425-450 HP	Free! \$8,470 value

\$^{UP TO} **200** IN DEALER CREDIT*

On the purchase of select, eligible **2.5–25 HP** outboards.

Up to \$200 in dealer credit toward the purchase of additional goods/services from your authorized participating Yamaha Outboard Dealer.

DEALER CREDIT TOWARD PURCHASE OF GOODS/SERVICES

Eligible Outboards Only	Dealership Credit
25 HP	\$200 based on MSRP
15-20 HP	\$150 based on MSRP
2.5-9.9 HP	\$125 based on MSRP

Promotion Instruction Manual

Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual

Promotion Highlights

WHAT:

- Retail Consumer Benefit model eligibility is for new (unused, and not previously warranty registered) select, eligible 2.5 - 450 hp four-stroke Yamaha outboards as contained in Chart on page 6 only ("Eligible Models"). New Outboard Models introduced after January 1, 2026 are not eligible. Eligible Models must also have been manufactured since January 2019. Any outboards manufactured prior to January 2019 are not eligible.
- Consumer Benefit offered for eligible outboards is a choice of ONLY ONE of the following two Promotion benefit options:
 - **Promotion Y.E.S. Benefit Option One:** 30 - 450 hp models is a 24-month Yamaha Extended Service (Y.E.S.) contract at no extra cost to the purchasing consumer for eligible new outboards. (Choice offered by Florida dealers is a 24-month Yamaha Extended Limited Warranty). NO BENEFIT SUBSTITUTIONS.

-OR-

- **Promotion Consumer Credit Benefit Option Two:** 2.5 - 25 hp models is a consumer credit based on MSRP toward the purchase of goods and/or services available at the authorized participating Yamaha Outboard Dealer that sold the outboard at no extra cost to the purchasing consumer. NO BENEFIT SUBSTITUTIONS. Value of Consumer Credit Benefit is based on outboard horsepower of select eligible models.

Dealers are responsible for a portion of Promotion Y.E.S. Benefit Option One and Promotion Consumer Credit Benefit Option Two costs based on outboard horsepower and method of registration. Refer to MSRP and Dealership Cost Charts on page 7 of this manual.

WHEN: Consumer Benefit Option One or Two are available for new, select eligible outboards sold between January 5, 2026 to March 31, 2026*.

- *Dealer may utilize the Consumer Benefit Option One, or Promotion Consumer Credit Benefit Option Two of this Promotion, when the eligible outboard is sold from January 5, 2026 - March 31, 2026 and the PDI (Pre Delivery Inspection) is completed and the outboard is delivered and warranty registered by the dealer on Yamaha Marine Business System (YMBS), in accordance with applicable registration option chosen by dealer:
 - (i) Dealer may utilize the **Standard Registration Option** of this Promotion when the eligible outboard is sold from January 5, 2026 to March 31, 2026; the PDI is completed; and the outboard is delivered to consumer and warranty registered by the dealer on YMBS from January 5, 2026 to March 31, 2026.
 - (ii) Dealer may utilize the **Extended Registration Option** of this Promotion when the eligible outboard is sold from January 5, 2026 - March 31, 2026; the dealer completes an Extended Registration Application in the Promotion Extended Registration section of YMBS between the dates of January 5, 2026 - March 31, 2026; the PDI is completed; and the outboard is delivered to consumer and warranty registered by dealer on YMBS from January 5, 2026 - May 31, 2026.
- Any outboard sold before or after these dates is not eligible.

WHERE:

- Only applicable from authorized participating Yamaha Outboard Dealers in the U.S.A. sold to purchasing consumer residing in the U.S.A.

HOW:

- To be authorized to participate and offer this Promotion, an authorized dealer principal must verify acceptance on behalf of the dealership to all terms, conditions and procedures defined in this Promotion Instruction Manual. Complete details explaining how to become an authorized participating dealer, explained on page 9 of this manual.
- This Promotion is limited to available eligible stock in dealer inventory that is sold, delivered, PDI (Pre-Delivery Inspection) completed and warranty registered by dealer on YMBS during the applicable dates in accordance with Yamaha's Promotion and warranty registration requirements. The PDI must be completed by dealer prior to warranty registration and delivery to customer. No model substitutions, benefit substitutions, rain checks or extensions will be allowed. NO EXCEPTIONS.
- Authorized participating dealers will be required to answer unique Promotion questions to verify a dealer principal has approved the outboard to be submitted for Promotion consideration and agrees to all Promotion terms, conditions and procedures as they warranty register each eligible outboard on YMBS.

(continued on next page)

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.



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Promotion Highlights (cont'd.)

HOW:

- Any outboards that are warranty registered to any dealer and/or distributor, including but not limited to an authorized Yamaha dealer, are not eligible for this Promotion. Any outboards that are warranty registered to employees of authorized Yamaha dealers are not eligible for this Promotion, unless the dealer employee sale is first reviewed and approved in writing by Yamaha.
- Commercial, rental, camp, resort, guide, Promotional/demo and government agency use units are not eligible. Units sold or provided by Yamaha for competition, tournament, Promotion or sponsorship use are not eligible.

This Promotion features Standard Registration and Extended Registration Options dealers can choose to utilize:

The **Standard Registration Option** of this Promotion is available for eligible outboards the dealer has sold and completed the PDI, delivered and warranty registered during the dates of January 5, 2026 - March 31, 2026. The PDI must be completed by dealer prior to warranty registration and delivery to consumer. To utilize this Standard Registration Option, authorized participating dealers will be required to answer unique Promotion questions to verify a dealer principal has approved the outboard to be submitted for Promotion consideration and agrees to all Yamaha Outboards' "Ready for Reliability" Sales Event Promotion terms, conditions and procedures as they warranty register each eligible outboard on YMBS.

The **Extended Registration Option** of this Promotion is available for this Promotion eligible outboards the dealer has sold during the dates January 5, 2026 - March 31, 2026. In order to apply for the Extended Registration Option from January 5, 2026 - March 31, 2026, dealer must access the Promotion Extended Registration Application screen on YMBS and complete the online Promotion extension application section for each eligible outboard requesting an extension to warranty register and deliver the eligible outboard to the retail consumer. The dealer must have completed the PDI, delivered and warranty registered the eligible outboard no later than May 31, 2026, in accordance with all Promotion and warranty registration terms, conditions and procedures. Promotion eligibility also requires the outboard warranty registered must match the model sold and the purchasing consumer's name and address submitted on the Promotion Extended Registration Application. Incomplete applications will not be eligible.

- All Promotion benefits must be provided to the purchasing consumer at no additional cost.
- Dealers are also required to identify either the Promotion Y.E.S. Benefit or the full Promotion Consumer Credit Benefit as a line item on the consumer Bill of Sale.
- Yamaha reserves the right to request a copy of the Bill of Sale and/or any other documents for any transaction submitted for Promotion consideration.
- This Promotion cannot be used in conjunction with any other offer made by Yamaha. Some exceptions may apply.
- This offer is not transferable. Yamaha reserves the right to change or cancel this Promotion at any time.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.



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Procedures for utilizing the Standard Registration

- The last day a sale of an eligible outboard for Consumer Benefit will be considered for this Promotion is March 31, 2026.
- To be authorized to participate and offer this Promotion, an authorized dealer principal must verify acceptance on behalf of the dealership to all terms, conditions and procedures defined in this Dealer Instruction Manual. Complete details explaining how to become an authorized participating dealer are explained on page 9 of this manual.
- All eligible outboards warranty registered will be considered for Promotion eligibility as soon as your dealer number is listed in YMBS as an authorized participating dealer that has completed the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Dealer Participation Agreement defined on page 9 of this manual.
- To register an outboard for this Promotion, dealer must access YMBS and enter the Warranty Registration section for New Yamaha Outboards.
- Upon entering the Warranty Registration section, dealer will be asked to enter the outboard Primary Identification Number. The system will then ask you to confirm agreement to the Pre-Delivery Inspection (PDI) notice. Next, the system will automatically verify if your dealer number has been authorized to participate in this Promotion during the standard registration period. **NO EXCEPTIONS.**
- If your dealer number IS LISTED in the system as a participating dealer, the system will automatically skip to the next step of registration. If your dealer number is NOT LISTED on the authorized dealer list for this Promotion, then access to the Promotion registration section will be denied to your dealership until you have completed one of the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Dealer Participation Agreement defined on page 9 of this manual.
- Next, the system will define the Consumer Benefit Options available including the retail value of the Consumer Benefits, along with the required dealer portion of the Promotion benefits cost based on date Eligible Model is warranty registered per chart on Page 7. You will be required to select which Consumer Benefit you choose to offer your customer, or to confirm if your decision is to decline offering a Consumer Benefit for this specific outboard.
- Next, the system will ask you to verify that a dealer principal has reviewed and approved to submit this eligible outboard for this Promotion and agreed to all Promotion terms, conditions and procedures as identified on the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual and Participation Agreement. If you answer NO to the question "has a dealer principal reviewed and approved to submit this eligible outboard for this Promotion," then the system will inform you that this Promotion registration request has been denied based on dealer decline of Promotion terms, conditions and procedures. If you answer YES, the system will then continue with the warranty registration process.
- If the Dealer requests the Promotion Consumer Y.E.S. Benefit to be issued for an eligible new 30 - 450 hp four-stroke model; Yamaha will deliver a Y.E.S. Certificate to the registered owner upon final verification by Yamaha that the outboard registered has met all terms, conditions and procedures. Please allow 6-8 weeks for delivery of certificate to the registered owner. Florida customers will not receive a Y.E.S. contract in the mail. Please contact the Y.E.S. Department with any questions regarding the delivery of Y.E.S. Certificates, 1-800-559-0325. Once the Promotion benefit has been issued, the dealer portion for the Promotion Y.E.S. Benefit cost as defined on the appropriate Registration Option Chart listed on page 7 will be reduced from the dealer's co-op accrual account for any outboard approved for this Promotion based on Eligible Model warranty registration date. If dealer does not have sufficient co-op accrual funds available, the dealer's cost portion of the Y.E.S. Benefit will be charged to the dealer's parts account.
- Do NOT order a Yamaha Extended Service (Y.E.S.) contract on YMBS for any outboard you warranty register that is eligible for this Promotion if you have selected the Y.E.S. Benefit as the Retail Consumer Benefit choice. The Promotion Y.E.S. contract will be processed directly by Yamaha upon validation that the sale has met all Promotion terms, conditions and procedures. Any Y.E.S. contracts ordered by the dealer will be billed directly to the dealer's parts account at published dealer cost.
- If the Dealer requests the Promotion Consumer Credit Benefit to be issued for an eligible new 2.5 - 25 hp four-stroke model; Yamaha will issue a credit for Yamaha's portion of the Consumer Credit Benefit as defined on the appropriate Registration Option Chart listed on page 7, to the dealer's parts account, upon final verification that the outboard registered has met all Promotion terms, conditions and procedures. **NO EXCEPTIONS.**
- When finalizing the warranty registration, be certain you have chosen the correct Benefit Option for your consumer. A \$100 processing fee will be charged to the dealer's parts account if corrections must be made after the benefit has been processed.
- A status report of outboards submitted for Promotion consideration will be posted online via YMBS in the Sales tab > Retail Promotions sub-tab. The status report provides information regarding the sale, specifically whether or not the serial number has been validated and the Consumer Benefit has been processed. This status report will be accessible 24/7 during the Promotion dates.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.



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Procedures for utilizing the Extended Registration Option

The last day a sale of an eligible outboard for Consumer Benefit will be considered for this Promotion is March 31, 2026. If an authorized participating dealer has completed a sale on or before March 31, 2026, but is not able to complete the PDI, delivery and warranty registration of the outboard on or before March 31, 2026, then the dealer must follow these additional steps to submit an outboard for Promotion Extended Registration consideration:

- To register an eligible outboard for the Extended Registration Option of this Promotion, a dealer must have already completed and delivered the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual Dealer Participation Agreement as defined on page 9 of this manual.
- To submit an Extended Registration Application for consideration, access the Promotion Extended Registration Application section located within YMBS in the Sales tab > Retail Promotions sub-tab. This Extended Registration Application section will be accessible to authorized participating dealers from January 5, 2026 - March 31, 2026.
- Once you have accessed the Promotion Extended Registration Application section, you will be asked to enter specific information regarding the sale of the eligible outboard, including Yamaha outboard model type, purchasing consumer's name and address, and other important information regarding the sale.
- To be considered, all information must be entered completely and accurately by dealer into the Promotion Registration Application section no later than March 31, 2026. This Promotion Extended Registration Application section will be removed from YMBS on April 1, 2026.
- Any eligible outboard model submitted for Extended Registration consideration that is warranty registered after May 31, 2026 will not be eligible for the Extended Registration Option of this Promotion and thus will not receive any of the benefits of this Promotion.
- Should dealer fail to complete the Extended Registration Application, the outboard will not qualify for the Promotion and dealer shall be responsible for any representations made to consumer. Any outboard warranty registered that does not match the model or purchasing consumer's name and address information as listed on the Promotion Extended Registration Application will not be eligible for this Promotion.
- After completing the Extended Registration Application, you will receive a reference number for every eligible outboard submitted. Later, when you warranty register the eligible outboard on YMBS, a pop-up screen will appear listing all Extended Registration Applications you submitted. Please select the reference number that corresponds to the consumer name and the system will automatically populate most of the information required to complete the registration.
- If the Dealer requests the Promotion Consumer Benefit to be issued for an eligible new 2.5 - 25 hp four-stroke model; Yamaha will issue a credit for Yamaha's portion of the Consumer Credit Benefit as defined on the appropriate Registration Option Chart listed on page 7, to the dealer's parts account, upon final verification that the outboard registered has met all Promotion terms, conditions and procedures.
- If the Dealer requests the Promotion Consumer Y.E.S. Benefit to be issued for an eligible new 30 - 450 hp four-stroke model; Yamaha will deliver a Y.E.S. Certificate to the registered owner upon final verification by Yamaha that the outboard registered has met all terms, conditions and procedures for the Promotion. Please allow 6-8 weeks for delivery of certificate to the registered owner. Florida customers will not receive a Y.E.S. contract in the mail. Please contact the Y.E.S. Department with any questions regarding the delivery of Y.E.S. Certificates, 1-800-559-0325. Once the Promotion Y.E.S. Benefit has been issued, the dealer portion for the Promotion Y.E.S. Benefit cost, as defined on the Extended Registration Option chart on page 7, will be reduced from the dealer's co-op accrual account for any outboard registered for consideration and approved for this Promotion. If dealer does not have sufficient co-op accrual funds available, the dealer's cost portion of the Y.E.S. Benefit will be charged to the dealer's parts account.
- Do NOT order a Yamaha Extended Service (Y.E.S.) contract on YMBS for any outboard you warranty register that is eligible for this Promotion. The Promotion Y.E.S. contract will be processed directly by Yamaha upon validation that the sale has met all Promotion terms, conditions and procedures. Any Y.E.S. contracts ordered by dealer will be billed directly to the dealer's parts account at published dealer cost.
- During the dates of January 5, 2026 - March 31, 2026, authorized participating dealers will be able to access an online report that will list all outboards they have submitted for Promotion Extended Registration Application. This online Extended Registration Application Report will be located on YMBS in the Sales tab > Retail Promotions sub-tab. Additionally, status of all outboards, including those submitted for Promotion Extended Registration consideration, can be found on the Promotion tracking system on YMBS > Sales > Retail Promotions > Promo Tracking.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.

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Additional Recommendations

Review all information for accuracy

- To avoid problems and delays, please carefully review all information submitted for this Promotion to be sure it is complete and accurate.
- If an outboard is incorrectly registered to the wrong owner and/or a Promotion benefit is either issued or registered in error and a correction must take place, the dealer will be charged a \$100 administrative fee per outboard to your dealer's parts account. In addition, the total amount of any Promotion benefits previously issued toward an outboard in question may be charged back to the dealer's parts account if it is determined that the sale of the outboard in question did not comply with all Promotion terms, conditions and procedures.
- Any costs, expenses or fees incurred by Yamaha will be charged to the dealer's parts account if Yamaha has to settle a dispute with a consumer who was not eligible for this Promotion because the dealer failed to comply with the Promotion terms, conditions and procedures as defined in the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual and Participation Agreement.
- For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual and Participation Agreement.

Register all units properly (failure to do so may also result in loss of Promotion benefits and/or fraud investigation)

- Do not submit any outboard for Promotion consideration sold and warranty registered to either a dealership or dealership employee, unless the dealership or dealership employee sale is submitted to Yamaha by the dealer for Yamaha's prior written approval.
- Do not order or request a Y.E.S. contract for any outboard submitted for Promotion consideration if you have chosen the Y.E.S. Benefit Option One. Yamaha will issue the Promotional Y.E.S. contract for any outboard submitted for Promotion consideration once eligibility has been verified, and all terms, conditions, and procedures have been met.
- Dealers must not warranty register any outboard until a true sale has been recorded and an outboard formally delivered to the retail buyer. Any outboard warranty registered by a dealer before a sale and delivery has been properly completed, as a way to qualify an outboard for this Promotion, will be grounds for fraud investigation.
- Any outboard warranty registered by a participating dealer to a fictitious name, or for a sale that did not truly transpire, will be grounds for fraud investigation.
- Fraudulent claims will be prosecuted to the fullest extent of the law.
- Yamaha reserves the right to audit dealer's records, including but not limited to, requesting a copy of the Bill of Sale, a properly and accurately completed PDI (Pre-Delivery Inspection) form or any other documents, as applicable to this Promotion.

The Status Report

A status report of outboards submitted for Promotion consideration will be posted online via YMBS in the Sales tab > Retail Promotions > "Ready for Reliability" Sales Event Promo Tracking. The status tracking report provides information regarding the sale, specifically whether or not the serial number has been validated and the Consumer Benefit has been processed. Consumer Benefits cannot be processed until the outboard is successfully registered in accordance with all Promotion terms, conditions and procedures. This status report will be accessible 24/7 online via YMBS during the Promotion dates. To make corrections, please contact the Yamaha Promotions Processing Center.

Who to contact if you have questions:

If you have any questions regarding this Yamaha Outboards Promotion, please contact either your Yamaha District Marketing Manager, or the Yamaha Promotions Processing Center at:

YAMAHA PROMOTIONS PROCESSING CENTER
YamahaOutboardPromos@Yamaha-Motor.com

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.



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Eligible Yamaha Outboard Models

The Yamaha Outboards listed on the Model Eligibility Chart below are the ONLY outboards eligible for this Yamaha Outboards Promotion subject to meeting the complete terms, conditions and procedures of this Promotion.

ELIGIBLE OUTBOARDS FOR "Ready for Reliability" SALES EVENT PROMOTION

FOUR-STROKE MODELS

HP	Eligible Models
450	XF450NSA
450	XF450NSA2
450	XF450NSA4
425	XF425NSA
425	XF425NSA2
425	XF425NSB
425	XF425NSB2
425	XF425NSB7
350	F350NSA
350	F350NSA2
350	F350NSA4
350	F350USA
350	F350USA2
350	F350USA4
350	F350XSA
350	F350XSA2
350	F350XSA4
350	LF350USA
350	LF350USA2
350	LF350USA4
350	LF350XSA
350	LF350XSA2
350	LF350XSA4
300	F300UCA
300	LF300UCA
300	F300NCA
300	F300XA
300	LF300XA
300	F300XCA
300	LF300XCA
300	F300XCB
300	LF300XCB
300	F300XCB2
300	LF300XCB2
300	F300NCA2
300	F300NCB
300	F300NCB2
300	F300XSB
300	LF300XSB
300	LF300XSB2
300	F300NSB
300	F300NSB2
300	F300NSB7
300	F300NSU
300	F300UCB
300	LF300UCB
300	F300XSB4
300	F300USB2
300	LF300XSB4
300	LF300USB
300	LF300USB2
300	F300NSB4
250	F250XB

HP	Eligible Models
250	LF250XB
250	VF250XA
250	VF250LA
250	VF250LB
200	VF200XB
200	F200XSA4
200	LF200XSA4
200	F200XHA
175	F175LA
175	F175XA
175	F175XCA
175	VF175LA
175	VF175XA
175	VF175LB
175	VF175XB
175	F175LCA
175	LF175XCA
150	F150XCB
150	F150XC2
150	LF150XCB
150	F150LC2
150	LF150XC2
150	F150XB
150	LF150XB
150	F150LA
150	VF150XA
150	VF150LB
150	F150JB
150	VF150LA
150	VF150XA
150	VF150LB
150	VF150XB
150	F150LCA
150	F150XCA
150	LF150XCA
150	F150XD
150	LF150XD
150	F150XC2
150	LF150XC2
150	F150XSA2
150	LF150XSA2
150	F150XD2
150	LF150XD2
150	F150LC
150	F150XC
150	F150XD
150	LF150XD2
150	F150XC2
150	LF150XC2
150	F150JC
150	F150XSA4
200	VF200XA

HP	Eligible Models
200	F200LCA
200	LF200LCA
200	VF200LB
200	F200XHA
150	F150XHA
115	F115LB3
115	F115LB2
115	F115XB2
115	LF115XB2
115	F115XB
115	F115XB2
115	LF115XB
115	F115LA
115	VF115XA
115	F115LB
115	F115LB2
115	F115JB
115	VF115LA
115	VF115XA
115	VF115LB
115	VF115XB
90	F90LB3
90	F90LB2
90	VF90LA
90	VF90XA
90	VF90LB
90	VF90XB
90	F90LB
90	F90LB2
90	F90XB
90	F90XB2
90	F90JB
75	F75LB
70	F70LA2
70	F70LA
70	F70LB
70	F70LB2
70	F70LC
70	F70LB2
70	F70LB3
60	T60LB
60	T60LC
60	F60LB
60	F60LC
60	F60LC3
60	F60JB
50	F50LB2
50	T50LB
50	T50LC
50	F50LB
50	F50LC
50	F50LC2
50	F50LC3
40	F40JEA
40	F40JEHA
40	F40LA
40	F40LEHA
30	F30LA
30	F30LEHA
25	F25SMHC
25	F25LMHC

HP	Eligible Models
150	F150XHA
115	F115LB3
115	F115LB2
115	F115XB2
115	LF115XB2
115	F115XB
115	F115XB2
115	LF115XB
115	F115LA
115	VF115XA
115	F115LB
115	F115LB2
115	F115JB
115	VF115LA
115	VF115XA
115	VF115LB
115	VF115XB
90	F90LB3
90	F90LB2
90	VF90LA
90	VF90XA
90	VF90LB
90	VF90XB
90	F90LB
90	F90LB2
90	F90XB
90	F90XB2
90	F90JB
75	F75LB
70	F70LA2
70	F70LA
70	F70LB
70	F70LB2
70	F70LB3
60	T60LB
60	T60LC
60	F60LB
60	F60LC
60	F60LC3
60	F60JB
50	F50LB2
50	T50LB
50	F50LC
50	F50LC2
50	F50LC3
40	F40JEA
40	F40JEHA
40	F40LA
40	F40LEHA
30	F30LA
30	F30LEHA
25	F25SMHC
25	F25LMHC

HP	Eligible Models
25	F25SWHC
25	F25LWHC
25	F25SWC
25	F25LWC
25	F25LC
25	F25LWTC
25	T25LWTC
25	F25SWTC
25	F25LWTHC
25	F25SC
25	F25SWTC
25	F25LWCHC3
25	F25LWHC3
25	F25SWTHC2
25	F25LWTHC2
25	T25XWTC2
20	F20LEHA
20	F20LPHA
20	F20SWHB
20	F20LWHB
20	F20SWPB
20	F20LWPB
20	F20LWPHB
20	F20SMHB
20	F20LMHB
20	F20SWB
20	F20LWB
15	F15SMHA
15	F15LMHA
15	F15SEHA
15	F15LEHA
15	F15LPHA
9.9	F9.9SMHB
9.9	F9.9LMHB
9.9	F9.9LEB
9.9	T9.9LPB
9.9	T9.9XPB
9.9	T9.9XPHB
9.9	T9.9LPHB
9.9	T9.9LWHB
9.9	T9.9XWHB
9.9	F9.9SMHB2
9.9	T9.9XPB2
8 F	F8SMHB
8 F	F8LMHB
6 F	F6LMHA
6 F	F6SMHA
4 F	F4LMHA
4 F	F4SMHA
2.5	F2.5LMHB
2.5	F2.5SMHB

Ineligible Outboards for this Promotion

Any Outboard NOT listed in the Eligibility Chart above is not eligible. Some of the outboards that are NOT eligible for this Promotion include but are not limited to:

- All two-stroke outboards.
- Any new outboard models introduced to the public after January 1, 2026.
- All outboards manufactured prior to January 2019.
- Commercial, rental, camp, resort, guide, Promotional/demo and government agency use outboards are not eligible.
- Outboards sold or provided by Yamaha for competition, tournament, Promotion or sponsorship use.
- Any outboard submitted for an offer other than the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion offer.
- Any outboard sale that does not comply with all of the Promotion terms, conditions and procedures as defined on the Yamaha Outboards "Ready for Reliability" Sales Event Promotion Instruction Manual and Participation Agreement.



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M.S.R.P. and Dealership Cost Charts for Promotion Consumer Benefits

The charts below identify the consumer value (based on MSRP) for each Promotion Y.E.S. Benefit or Promotion Consumer Credit Benefit offered. In addition, the charts also identify the portion of the Promotion benefits paid by Yamaha and the portion of each Promotion benefit to be paid by the authorized participating dealer.

STANDARD OPTION

Charts below reflect dealer participation cost when the Eligible Model is warranty registered from 1/5/26 to 1/31/26, 2/1/26 to 2/28/26, and 3/1/26 to 3/31/26.

STANDARD OPTION 2 Year Y.E.S. Promotion Benefit MSRP Value and Dealer Cost						
Eligible Outboard Type	HP	Two-Year Y.E.S. MSRP	Two-Year Y.E.S. Published Dealer Cost	Two Year Y.E.S. Promo Benefit Option Dealer Participation Cost (January 5 - January 31, 2026)	Two Year Y.E.S. Promo Benefit Option Dealer Participation Cost (February 1 - February 28, 2026)	Two Year Y.E.S. Promo Benefit Option Dealer Participation Cost (March 1 - March 28, 2026)
Four-Stroke V8	450	\$8,470	\$4,495	\$899	\$1,225	\$1,349
Four-Stroke V8	425	\$8,470	\$4,495	\$899	\$1,226	\$1,349
Four-Stroke V6	350	\$3,630	\$2,360	\$472	\$644	\$708
Four-Stroke V6	300	\$2,660	\$1,620	\$324	\$462	\$486
Four-Stroke V6	250	\$2,660	\$1,620	\$324	\$462	\$486
Four-Stroke I4 or V6	200 - 225	\$2,080	\$1,275	\$255	\$363	\$383
Four-Stroke I4	150 - 175	\$1,305	\$770	\$154	\$221	\$231
Four-Stroke I4	115	\$925	\$510	\$102	\$145	\$153
Four-Stroke mid-range	60 - 90	\$840	\$440	\$88	\$124	\$132
Four-Stroke mid-range	30 - 50	\$520	\$265	\$53	\$74	\$80

STANDARD OPTION Consumer Credit Promotion Benefit MSRP Value & Dealer Cost								
Eligible Outboard Type	HP	Consumer Credit Promo Benefit Option MSRP	Portion of Consumer Credit Promo Benefit Option Paid by Yamaha (January 5 - January 31, 2026)	Portion of Consumer Credit Promo Benefit Option Paid by Dealer (January 5 - January 31, 2026)	Portion of Consumer Credit Promo Benefit Option Paid by Yamaha (February 1 - February 28, 2026)	Portion of Consumer Credit Promo Benefit Option Paid by Dealer (February 1 - February 28, 2026)	Portion of Consumer Credit Promo Benefit Option Paid by Yamaha (March 1 - March 31, 2026)	Portion of Consumer Credit Promo Benefit Option Paid by Dealer (March 1 - March 31, 2026)
Four-Stroke portable	2.5-9.9	\$125	\$100	\$25	\$94	\$31	\$88	\$38
Four-Stroke portable	15-20	\$150	\$120	\$30	\$113	\$38	\$105	\$45
Four-Stroke portable	25	\$200	\$160	\$40	\$150	\$50	\$140	\$60

EXTENDED REGISTRATION

Units that are sold between January 5, 2026 - March 31, 2026 and PDI completed, delivered and warranty registered by May 31, 2026.

EXTENDED REGISTRATION 2 Year Y.E.S. Promotion Benefit MSRP Value and Dealer Cost				
Eligible Outboard Type	HP	Two-Year Y.E.S. MSRP	Two-Year Y.E.S. Published Dealer Cost	Two-Year Y.E.S. Promo Benefit Option Dealer Participation Cost
Four-Stroke V8	450	\$8,470	\$4,495	\$1,573
Four-Stroke V8	425	\$8,470	\$4,495	\$1,573
Four-Stroke V6	350	\$3,630	\$2,360	\$826
Four-Stroke V6	300	\$2,660	\$1,620	\$567
Four-Stroke V6	250	\$2,660	\$1,620	\$567
Four-Stroke V6	200 - 225	\$2,080	\$1,275	\$446
Four-Stroke I4 or V6	150 - 175	\$1,305	\$770	\$270
Four-Stroke I4	115	\$925	\$510	\$179
Four-Stroke I4	60 - 90	\$840	\$440	\$154
Four-Stroke I4	30 - 50	\$520	\$265	\$93

EXTENDED REGISTRATION Consumer Credit Promotion Benefit MSRP Value & Dealer Cost				
Eligible Outboard Type	HP	Consumer Credit Promo Benefit Option MSRP	Portion of Consumer Credit Promo Benefit Option Paid by Yamaha	Portion of Consumer Credit Promo Benefit Option Paid by Dealer
Four-Stroke portable	2.5 - 9	\$125	\$81	\$44
Four-Stroke portable	15 - 20	\$150	\$98	\$53
Four-Stroke portable	25	\$200	\$130	\$70

Yamaha Outboard's "Ready for Reliability" Sales Event Promotion Instruction Manual

3rd Year Y.E.S. Upgrade Available for 30 to 350 hp outboard models only

As an additional optional profit opportunity, authorized Yamaha Outboard Dealers participating in the "Ready for Reliability" Sales Event Promotion can offer an additional one year of Y.E.S. coverage for eligible new 30-300 hp outboard models only to their customers (who chose the two-year Promotion Y.E.S. Benefit for the Promotion) during applicable dates providing consumer with a three-year Y.E.S.. Dealers can purchase this extra third year of Y.E.S. coverage during the warranty registration process.

Below is a price list that includes Dealer cost and MSRP of the third year Y.E.S. promo upgrade. Please follow the prompts during the warranty registration process to buy the additional year of Y.E.S. coverage. If you have any questions, please contact your District Marketing Manager or call the Yamaha Y.E.S. Department at 1-800-559-0325.

Use the Online Dealer Participation Agreement located on YMBS to sign up for the "Ready for Reliability" Sales Event Retail Promotion if you have not done so already.

3rd Year Y.E.S. Promotion Benefit Option Upgrade turns the Two-Year Promotional Y.E.S. Benefit option into a Three-Year Y.E.S.

Eligible Models	Upgrade MSRP	Upgrade Dealer Cost*
350 HP V8	\$2,915	\$1,880
300 HP V6	\$1,735	\$1,085
250 HP V6	\$1,735	\$1,085
200 - 225 HP	\$1,445	\$855
150 - 175 HP	\$925	\$485
115 HP	\$780	\$390
60 - 90 HP	\$605	\$305
30 - 50 HP	\$350	\$175

*Dealers are responsible for Y.E.S. Upgrade Dealer costs. Dealer cost to upgrade the two-year promo Y.E.S. to a three-year Y.E.S. is in addition to the Yamaha Outboard's "Ready for Reliability" Sales Event Promotion two-year Y.E.S. dealer participation cost and will be charged to your dealer's parts account. By offering this additional Upgrade Promotion, dealer agrees to be bound by all terms, conditions and procedures as defined in the Yamaha Outboard's "Ready for Reliability" Sales Event Promotion Participation Agreement and complete Promotion Instruction Manual.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.

Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual

Dealer Participation Agreement

To be authorized to participate and offer this Yamaha Outboards' "Ready for Reliability" Sales Event Promotion, an authorized dealer principal must verify acceptance on behalf of the dealership to all Promotion terms, conditions and procedures.

Complete the Program Year 2026 Yamaha Outboards Annual Promotion Dealer Participation Agreement

To be authorized to participate and offer Program Year 2026 (July 1, 2025 - June 30, 2026) Yamaha Outboard Promotion(s), an authorized dealer principal must verify acceptance on behalf of the dealer and agree to adhere to all terms, conditions and procedures defined on the Program Year 2026 Yamaha Outboards Annual Promotion Dealer Participation Agreement and on each Program Year 2026 Yamaha Outboard Promotion Dealership Instruction Manual.

Dealer principal can complete the **Program Year 2026 Yamaha Outboards Annual Promotion Dealer Participation Agreement** via YMBS. The Form section is located within **YMBS in the Sales Tab >Retail Promotions >Annual Promotion Signup**.

If a dealer principal for your dealership has already completed the Program Year 2026 Yamaha Outboards Annual Promotion Dealer Participation Agreement, then your dealership is ready to submit and process sales for Program Year 2026 Promotion consideration!

Important note: To participate and offer the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion, dealer principal must complete the Promotion Dealer participation instructions listed above.

Additional terms, conditions and procedures apply. For a complete definition of the terms, conditions and procedures of this Promotion, please refer to the Yamaha Outboards' "Ready for Reliability" Sales Event Promotion Instruction Manual.



Yamaha Outboards'

READY *for* RELIABILITY

Sales Event

Offer valid from 1/5/26-3/31/26



FOR A LIMITED TIME, PURCHASE AN ELIGIBLE NEW YAMAHA OUTBOARD AND GET:

5 YEARS OF COVERAGE PROTECTION

On the purchase of select, eligible **30–350 HP** outboards.

Three years of Yamaha Limited Warranty Coverage plus a two-year Yamaha Extended Service (Y.E.S.) plan.**

7 YEARS OF COVERAGE PROTECTION

On the purchase of select, eligible **425–450 HP** outboards.

Five years of Yamaha Limited Warranty Coverage plus a two-year Yamaha Extended Service (Y.E.S.) plan.**

\$^{UP TO} **200** IN DEALER CREDIT*

On the purchase of select, eligible **2.5–25 HP** outboards.

Up to \$200 in dealer credit toward the purchase of additional goods/services from your authorized participating Yamaha Outboard Dealer.

5 YEARS OF TOTAL COVERAGE PROTECTION

Eligible Outboards Only	3-Year Ltd. Warranty + 2-Year Y.E.S.
350 HP	Free! \$3,630 value
250-300 HP	Free! \$2,660 value
200-225 HP	Free! \$2,080 value
150-175 HP	Free! \$1,305 value
115 HP	Free! \$925 value
60-90 HP	Free! \$840 value
30-50 HP	Free! \$520 value

7 YEARS OF TOTAL COVERAGE PROTECTION

Eligible Outboards Only	5-Year Ltd. Warranty + 2-Year Y.E.S.
425-450 HP	Free! \$8,470 value

DEALER CREDIT TOWARD PURCHASE OF GOODS/SERVICES

Eligible Outboards Only	Dealership Credit
25 HP	\$200 based on MSRP
15-20 HP	\$150 based on MSRP
2.5-9.9 HP	\$125 based on MSRP

See your authorized participating Yamaha Outboard Dealer today for details! Other restrictions and conditions may apply.

***PROGRAM TERMS AND CONDITIONS:** Consumer benefit for purchasing a new (unused, not previously warranty registered) select eligible Yamaha four stroke outboard is based on horsepower as follows: 30-450 hp is a 24-month Yamaha Extended Service ("Y.E.S.") contract (choice offered by Florida dealers is a 24-month Yamaha Extended Limited Warranty in lieu of Y.E.S. contract) 2.5 hp to 25 hp four stroke outboard is a dealer credit of up to \$200, based on hp, toward the MSRP value of additional goods and/or services purchased, at the authorized participating dealer that sold the outboard, at no extra cost to consumer. To be eligible, outboards must also have been manufactured since January 2019. Promotion is only applicable from authorized participating Yamaha Outboard dealers in the U.S.A. sold to purchasing consumers residing in the U.S.A. Promotion is limited to available stock in dealer inventory that is sold January 5, 2026 – March 31, 2026, and PDI completed, delivered and warranty registered on YMBs by the dealer in accordance with Yamaha's promotion and warranty registration requirements. No model substitutions, benefit substitutions, extensions or rain checks will be allowed. Outboards sold or provided for commercial, camp, resort, guide, rental, promotional/demo, government agency, competition, tournament or sponsorship use are not eligible. This promotion cannot be used in conjunction with any other Yamaha offer. Some exceptions may apply. Some exclusions may apply in the Yamaha Extended Limited Warranty offered by Florida dealers (as compared to the Y.E.S. contract), such as TRIP coverage. In Florida, Yamaha Extended Service is administered by Automotive Warranty Services of Florida, Inc. 175 W. Jackson Blvd, Chicago, IL 60604 (866) 937-3983. License # 60023. See authorized participating Yamaha dealer for complete details. Yamaha reserves the right to change or cancel this promotion at any time. Yamaha Motor Finance Corporation, U.S.A., dba Yamaha Financial Services, is an affiliate of Yamaha Motor Corporation, U.S.A. offering financing solutions to support Yamaha Dealers and loyal Yamaha Customers nationwide.

**Or Yamaha Extended Limited Warranty offered by Florida dealers, as applicable.

REMEMBER to always observe all applicable boating laws. Never drink and drive. Dress properly with a USCG-approved personal floatation device and protective gear. © 2026 Yamaha Motor Corporation, U.S.A. All rights reserved.

Reliability Starts Here.®

 **YAMAHA**