

Kubota Engine America 09 Series Distributor Sales Incentive Program

Frequently Asked Questions

1. Do I need to register for the program?

Yes, you must register for the program to be eligible for the incentive payment. You must complete the New Vendor Form and the W-9. You can find all of the required forms and details of the program on the following page:

<https://www.kubotaengine.com/09-series-incentive-program-us/>

2. Where do I send my New Vendor Form and W-9 Form?

The New Vendor Form and the W-9 should be filled out and signed electronically and emailed to KEA's accounting department at kea_g.ap@kubota.com. When the forms are received, you will be set up in the accounts payable system in order to receive ACH payments. All necessary documentation needs to be submitted and approved to receive payment.

3. Will my confidential personal information be securely protected?

Yes, your personal information will be securely protected. It will be entered by KEA accounting personnel into KEA's secure accounts payable system and cannot be viewed by anyone once it is entered.

4. How will I receive my payment?

You will be paid via ACH to the bank account you provided in your New Vendor Form. All payments will be made by ACH. No checks will be issued. You will receive your payment within 30 days of receipt of the required and approved documentation by KEA.

5. How do I submit my documentation for payment?

All required documents need to be emailed to your KEA Sales Manager for review and approval.

KEA Sales Managers contact information:

- Chris Mottla – chris.mottla@kubota.com
- Gary Odden – gary.odden@kubota.com

Required Documentation:

- Completed V5009 Incentive Claim Form
- Copy of the KEA-Distributor sales invoice(s) that includes the engine serial numbers
- Copy of the Distributor-OEM invoice(s) that includes the engine serial numbers

6. Will I have to pay taxes on the incentive payments?

Yes, you are responsible for all required Federal, State and Local taxes for any sales incentive payments you receive. KEA will send a 1099 form for each year this program is active, to the address you provide on the New Vendor Form. KEA will not withhold any taxes from your payments.

7. How much will I get paid?

You will be paid \$2,500 USD when you sell the fifth V5009 engine that is installed into a completed and approved machine application review of any Kubota Distributor OEM (DOEM). You will receive a second \$2,500 when you sell the forty-fifth V5009 engine into the same machine application.

8. Can I receive multiple incentive payments for the same DOEM?

Yes, you can receive additional payments for the same DOEM as long as it is not the same application. All additional applications are subject to a KEA completed and approved machine application review. If KEA deems that the machine application is too similar to the original approved machine application the payment may be denied, however; similar model variant applications can be totaled to reach the 50 unit sales incentive payment. KEA holds full discretion to make this determination.

9. Do KEA standard spec engines qualify for the program?

Yes, sales of all adopted KEA standard, distributor and OEM Spec engines qualify for the program as long as they are sold into the same approved machine application to the same DOEM.

10. Do engines that have previously been purchased from KEA and are in stock or in route to the distributor qualify for the program?

Yes, all engines that have been purchased by the distributor and are on order but not yet delivered up to this point qualify for the program as long as all other terms and conditions have been met. All future engine orders will qualify for the program.

11. Do engines installed into distributor applications qualify for the program?

No, this program is a DOEM program. Engines that are installed into distributor-manufactured applications do not qualify for the program. This includes all applications that are for direct distributor retail sales to end users. (For Example: Irrigation Power Units, Generators, etc.)

12. Do engines installed into distributor power units qualify for the program?

As long as the power unit is sold to a DOEM for installation into their KEA approved machine application the engine sales qualifies for the program.

13. When does the program expire?

The program ends on December 31, 2024. All engine sales that are invoiced prior to January 1, 2025 qualify for the program. The last date to submit documentation for incentive payments to KEA is January 31, 2025. No payments will be made for any documentation received after this date.

KEA may elect to extend the program. If KEA opts to extend the program, KEA will provide written notice to all distributors and program participants.

14. Who do I contact if I have any questions not addressed in this FAQ?

KEA Sales Mangers contact information:

- Chris Mottla – chris.mottla@kubota.com
- Gary Odden – gary.odden@kubota.com