

2020 Turf Programs for the Commercial Landscaping Industry

KUBOTA TURF PROGRAMS

FOR LAWN-CARE PROFESSIONALS



There is no better way to purchase turf equipment.
Build your reputation with dependable commercial mowers made by
the world's leading manufacturer of compact equipment.

Kubota Turf Programs

Our programs are designed with lawn-care professionals in mind. Saving money with our Fleet Programs or providing Loaners through our Ever-Go Program are just a few ways we want to partner with you to make your business more successful.

Kubota's Lineup of Turf Programs:

> KUBOTA FLEET PROGRAM

> EVER-GO LOANER PROGRAM

> STARTER FLEET PROGRAM

> THANK YOU FOR YOUR SERVICE

> SEASONAL PAYMENT OPTIONS

> ORANGE PROTECTION PROGRAM

> KUBOTA LEASING OPTIONS

> KTAC INSURANCE



KUBOTA FLEET PROGRAM

Purchasing Kubota Turf Equipment is Now More Rewarding than Ever Before.

- > Kubota's Fleet program is designed for commercial customers of all sizes, making them eligible for a fleet discount with the purchase of just ONE unit.*
- > **Qualifications:** Customer must qualify as commercial user by giving one of the following:
 - > Starter Fleet: Provide a business card and a picture of a truck & trailer
 - > Official FEIN documentation, business license OR tax documentation
 - > National Hispanic Landscape Alliance (NHLA) Membership ID Card.
 - > National Association of Landscape Professionals (NALP) Starter Fleet Membership ID Card.
- > Greater discounts are available with additional equipment purchases.**
- > Kubota will also take into consideration your previous Kubota purchases in the last 365 days for all tier level qualification.**

THE MORE YOUR BUSINESS GROWS, THE MORE YOU SAVE!

ELIGIBLE EQUIPMENT	STARTER FLEET	STANDARD 1 UNIT	PREMIUM 2-6 UNITS	ELITE 7+ UNITS
W (21")	\$50	\$50	\$50	\$50
W (36"-52")	\$200	\$250	\$350	\$400
Z400 ALL	\$375	\$500	\$650	\$800
SZ ALL	\$450	\$600	\$750	\$1,000
Z700 ALL	\$450	\$600	\$750	\$1,000
ZG200 / ZG300	\$450	\$600	\$750	\$1,000
ZD1000	\$450	\$600	\$750	\$1,000
ZD1200	\$675	\$900	\$1,200	\$1,400
ZD1500	\$1,000	\$1,400	\$1,750	\$2,000
F SERIES ALL	\$1,000	\$1,900	\$2,000	\$2,200
IMPLEMENTS / ACCESSORIES***	5%	5%	10%	15%

(CUSTOMER DISCOUNT PER UNIT)

*Kubota Fleet Rewards will only be given to for-profit commercial mowing professionals. **See your participating dealer for qualifying details. ***Only Attachments and Accessories purchased with the wholegoods qualify for these discounts. Kubota Tractor Corporation reserves the right to change the stated terms without notice.

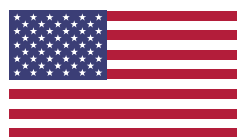
Kubota is Proud to be a Member of NALP and NHLA, which are Committed to the Success of Landscape and Lawn-Care Professionals. All NALP & NHLA members are qualified for **STANDARD Fleet status.**



The National Association of Landscape Professionals (NALP) is the trade association for the landscape industry, representing the voice of more than 100,000 landscape professionals.



The National Hispanic Landscape Alliance (NHLA) represents the more than 500,000 Hispanic-Americans who work in the landscape industry across the U.S.



“THANK YOU FOR YOUR SERVICE” PROGRAM

Kubota appreciates your service! All Veterans, Current Military, Police Officers, Firefighters and First Responders/EMT qualify for our Starter Fleet discount. You qualify for Starter Fleet Discounts because Kubota appreciates your service.



EVER>GO LOANER PROGRAM



EVER>GO DEMO LOANER PROGRAM

Kubota understands that when a machine goes down, the work doesn't stop. That is why our Dealers have demo and loaner units to keep you EVER GOing.

Here's How it Works:

- > Interested in Kubota Commercial Mower? Contact your local dealer and schedule a demo!
- > If your Kubota mower ever goes down and is in need of warranty covered repair, your local servicing dealer can provide you with a comparable loaner unit until your mower is ready to go. This ensures that you keep mowing and never miss a beat! Contact your local dealer for more details.

KUBOTA LEASING OPTIONS

Benefits of the Kubota Leasing Program:*

When it comes to equipment acquisition, most businesses choose to lease. It's fast, easy and benefits your bottom line.

Here's How:

1 You Get Your New Kubota Equipment at the Lowest Monthly Cost

Leasing provides use of the equipment at a low monthly cost with flexible structures. So, you pay as you use the equipment, not all at once.

2 You May Qualify for Additional Tax Benefits

You may be able to deduct monthly lease payments on true leases as an operating expense.

3 Leasing Covers 100% of Your Costs to Acquire

Soft costs such as shipping, taxes, Kubota Extended Warranty, and other fees can be included in the leased amount.

4 Preserves Credit for Other Important Business Needs

Leasing doesn't tie up lines of credit, so you have more available credit when you need it.

5 It's More Flexible

Payment plans can be structured to meet your specific cash flow needs.

How to Get a Quote:

- › Contact your authorized Kubota Dealer for exact pricing.

*Kubota Tractor Corporation reserves the right to change the stated terms without notice. Financing is available through Kubota Credit Corporation U.S.A., subject to credit approval. Some exceptions apply. Consult your tax specialist for tax benefits.



SEASONAL PAYMENT OPTIONS

Benefits of Kubota Seasonal Payment Options:

Along with 0% promotional financing through Kubota Credit Corporation U.S.A. ("KCC")*, now you can get seasonal payment options.

- > Structure payments per your business needs.
- > You may skip up to 6 payments in a given year to fit your yearly business cycles.
- > Available to commercial customers only.

Available to commercial customers only including R&I — Golf Courses, Hotels, Contractors, Industrial, Business Property Management, Custom Operator, Nursery, Residential, Farm, or Governmental agency do not qualify.

EXAMPLE OF KUBOTA SEASONAL PAYMENT OPTIONS

SAMPLE PAYMENT OPTIONS	
MODEL	Z726ZKW-3-60
AMOUNT FINANCED	\$9,799
RATE	0%*
TERM	48 Months*
ADJUSTED SEASONAL PAYMENTS	
NOVEMBER-FEBRUARY	\$0
MARCH-OCTOBER	\$307

*The rate and term are for illustrative purposes only. See your participating dealer for current rates and terms.

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Now, when you finance Kubota commercial turf products through KCC, you can include approved accessories from a select list of suppliers to expand your arsenal of professional-grade landscaping equipment.

- > Approved 2-cycle branded products, including Echo, Stihl, Red Max, and Husqvarna, can be financed with KCC (standard rate applies).

Example Echo Products:



ORANGE PROTECTION PROGRAM

Protection. Productivity. Peace of Mind.

The Kubota Orange Mower Protection Program gives you the opportunity to extend your mower coverage, without interruption, by one or two years.

Program Benefits:*

- Official Kubota Program: Administered directly by Kubota
- Financing: Available if purchased in conjunction with an eligible mower and can be financed at 0%*
- Investment Protection: Extends both the Basic and Powertrain coverage (if applicable)
- No Deductible: Helps manage your budget
- Comprehensive Coverage: Same conditions, inclusions and exclusions of the Limited Warranty apply to the Extended Warranty
- Fully Transferable: Coverage stays with the mower for the purchased duration
- Flexibility: Can be purchased any time prior to the expiration of the original Basic warranty

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Financing is available through Kubota Credit Corporation U.S.A., subject to credit approval. Some exceptions apply.



ORANGE PROTECTION PROGRAM

MAXIMIZE YOUR PRODUCTIVITY AND PEACE OF MIND » BEYOND THE ORIGINAL WARRANTY

Your decision to purchase a Kubota is a good investment, given the quality, innovation and value of Kubota products.

Included with your purchase is the Kubota Limited Warranty which covers your tractor for one to four years, depending on your model and application.*

THE KUBOTA ORANGE PROTECTION PROGRAM OFFERS AN EXTENDED WARRANTY THAT WILL ALLOW YOU TO COVER YOUR TRACTOR AN ADDITIONAL ONE OR TWO YEARS DEPENDING ON YOUR MODEL AND APPLICATION.*

SIMPLICITY

The Orange Protection Program is designed to keep you productive in the unfortunate event of a defect in material or workmanship after the expiration of the Kubota Limited Warranty.

- No deductible for covered repairs
- Sold and serviced by your Authorized Kubota Extended Warranty Dealer
- Administered by Kubota Tractor Corporation
- Same conditions, inclusions and exclusions of the Kubota Limited Warranty apply to the Extended Warranty

(Note: bucket teeth, bucket cutting edges, tracks, tires and emissions are not covered under the Extended Warranty. Separate Extended Warranty Hour Limitations may apply.)

EXTENDED WARRANTY FOR KUBOTA PRODUCTS

EXAMPLE*	1ST YEAR	2ND YEAR	3RD YEAR	4TH YEAR
Original Coverage	Basic (2000 hrs)			
1 Year Extended Warranty	Basic (2000 hrs)	Extended Warranty (2000 hrs)		
2 Year Extended Warranty	Basic (2000 hrs)	Extended Warranty (2000 hrs)	Extended Warranty (4000 hrs)	

EXAMPLES OF COVERAGE PERIODS

EXAMPLE*	1ST YEAR	2ND YEAR	3RD YEAR	4TH YEAR	5TH YEAR
Original Coverage	Basic (2000 hrs)	Powertrain (3000 hrs)			
1 Year Extended Warranty	Basic (2000 hrs)	Powertrain (3000 hrs)	Extended Warranty (3000 hrs)	Extended Warranty (4000 hrs)	
2 Year Extended Warranty	Basic (2000 hrs)	Powertrain (3000 hrs)	Extended Warranty (4000 hrs)	Extended Warranty (5000 hrs)	

FINANCING

The Kubota Orange Protection Program can be financed through Kubota Credit Corporation U.S.A., if the extended warranty is purchased at the same time as the tractor. Consult your dealer for details.

TRANSFERABILITY

The Kubota Orange Protection Program is fully transferable if you sell your tractor. It stays with the machine for the purchased duration.

TIMING

The Orange Protection Program can be purchased any time prior to the expiration of the original Basic warranty, e.g. up to one year after date of retail purchase for SSV and up to two years after date of retail purchase for most tractors. (Please check with your dealer for applicability.)

PRICING AND AVAILABILITY

The Orange Protection Program is available exclusively from your Authorized Kubota Extended Warranty Dealer. Please contact your dealer for pricing, model applicability and other program details.

*ABOVE STATED AND EXAMPLE COVERAGE PERIODS: Terms, Coverage Specifics, Length of Coverage and Hour Limitations Vary and Depend on Model and Application. See Your Authorized Kubota Dealer for Detailed Information About the Program.

Ask your Kubota Dealer for a Kubota Orange Protection Extended Warranty Program Brochure

KTAC INSURANCE

Benefits of Insuring your Kubota Fleet with KTAC:

Kubota's reputation for quality likely made your equipment purchase decision an easy one. Now let us take your confidence in Kubota to the next level with Kubota-Endorsed Property Damage Insurance. After all, who knows the value of your Kubota better than the company that engineered it with the quality you've come to trust? Protect your Kubota through Kubota Tractor Acceptance Corporation (KTAC) and ensure your peace of mind.

Since 2007, over 1 million pieces of equipment have been covered through KTAC Insurance Agency.

Our number of loyal customers has increased significantly due to our competitive rates and an understanding of the Kubota line of products. KTAC Insurance Agency provides the same quality, innovation, and value customers expect from Kubota.

Program Highlights:

- › Broader protection than most homeowner policies
- › Low \$250 deductible
- › Competitive rates
- › Include your premium with retail installment contract or purchase an annual policy.
- › Coverage Includes (but is not limited to): Theft, Fire, Glass Breakage, Falling Objects, Collision, Hail, Tornado, Hurricane, Flood, Vandalism, Roll-Over, Infestation, and Water Damage.


Exclusions include (but not limited to): Loss or damage by Fraudulent Activities, Government Action or Seizure by Government Authority, Mechanical Breakdown, Wear and Tear, Nuclear Accidents, War, Terrorism.



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