

Yamaha Outboards'

POWER INTO FALL

SALES EVENT



Offer Valid From:
10/12/26 - 12/14/26
("Promotion Dates")

For a limited time, purchase an eligible new Yamaha outboard and get:

30 HP - 350 HP | 425 HP - 450 HP

UP TO **7 YEARS**
OF COVERAGE PROTECTION

On the purchase of select, eligible 30 - 450 HP outboards. Three years or five years of Yamaha Limited Warranty Coverage plus a two or three year Yamaha Extended Service (Y.E.S.)** contract.

\$600 IN DEALER CREDIT
UP TO

On the purchase of select, eligible 60-175 HP outboards toward the purchase of additional goods/services from your authorized participating Yamaha Outboard Dealer.

6 YEARS OF TOTAL COVERAGE PROTECTION

Eligible Outboards Only	3-Year Limited Warranty + 3-Year Y.E.S.**	Dealership Credit
350 HP	Free! \$4,510 value	N/A
250-300 HP	Free! \$3,120 value	N/A
200-225 HP	Free! \$2,600 value	N/A
150-175 HP	Free! \$1,735 value	\$600 based on MSRP
115 HP	Free! \$1,260 value	\$400 based on MSRP
60-90 HP	Free! \$1,135 value	\$300 based on MSRP
30-50 HP	Free! \$675 value	N/A

7 YEARS OF TOTAL COVERAGE PROTECTION

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

2.5 HP - 25 HP

\$500 IN DEALER CREDIT
UP TO

On the purchase of select, eligible 2.5-25 HP outboards 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	\$500 based on MSRP
15-20 HP	\$300 based on MSRP
2.5-9.9 HP	\$200 based on MSRP



BONUS:

Purchase an eligible new Yamaha outboard and Activate a Siren subscription during the Promotion Dates and receive:

\$500 IN DEALER CREDIT
towards the purchase of Siren accessories

Promotion Instruction Manual

Reliability Starts Here.™



Yamaha Outboards “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Promotion Highlights

WHAT:

- Retail Consumer benefit model eligibility is new (unused, and not previously warranty registered) select 2.5 - 450 hp four-stroke Yamaha outboards as contained in Chart on Page 5 only. To be eligible, models must also have been manufactured since **January 2019**. Any outboards manufactured prior to **January 2019** are not eligible.
- **Consumer Benefit offered for outboards is based on horsepower of eligible models as follows:**
 - **Promotion Consumer Credit Benefit for eligible new 2.5-25 hp four stroke models** is a consumer credit based on MSRP towards 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.
 - OR–
 - **Promotion Consumer Y.E.S. Benefit for eligible new 30-350 hp four stroke models** is a 36-month Yamaha Extended Service (Y.E.S.) contract at no extra cost to the purchasing consumer for eligible outboards. Choice offered by FL dealers to consumer is a 36-month Yamaha Extended Limited Warranty on qualifying purchases in lieu of Y.E.S. contract*. NO BENEFIT SUBSTITUTIONS.
 - **Promotion Consumer Y.E.S. Benefit for eligible new 425-450 hp four stroke models** is a 24-month Yamaha Extended Service (Y.E.S.) contract at no extra cost to the purchasing consumer for eligible outboards. Choice offered by FL dealers to consumer is a 24-month Yamaha Extended Limited Warranty on qualifying purchases in lieu of Y.E.S. contract*. NO BENEFIT SUBSTITUTIONS.
 - AND–
 - **Promotion Consumer Credit Benefit for eligible new 60-175 hp four stroke models** is a consumer credit based on MSRP towards 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.
 - AND–
 - **Additional Promotion Consumer Credit Benefit:** Consumers who, in addition to registering an eligible outboard for the Power Into Fall promotion, activate their Siren subscription, will receive an additional \$500 Consumer Credit towards the purchase of Siren accessories. Users may activate their Siren at <https://siremarine.com/collections/subscriptions/products/annual-subscription>. Siren Marine subscription name must match the name of the registered outboard unit. Siren must be activated during the promotion offer period 10/12/26 - 12/14/26. No additional dealer participation fee required.

Dealers are responsible for a portion of Promotion Benefit costs based on outboard technology and outboard horsepower. Refer to Consumer Value and Dealer Cost charts on page 6 of this manual.

Dealers are responsible for any additional benefits and/or cost of items they choose to offer the purchasing consumer that are not covered in the Promotion benefits.

***Florida Dealers:** Some exclusions may apply in the Yamaha Extended Limited Warranty offered by Florida dealers (as compared to Y.E.S. Contract), such as TRIP coverage. Please review the Y.E.S. Contract and Yamaha Extended Limited Warranty for complete details.

WHEN:

- This Promotion is only applicable for eligible outboard models that are sold, delivered, PDI (Pre-Delivery Inspection) completed and warranty registered on YMBS by an authorized Yamaha outboard dealer between the dates of **October 12, 2026 - December 14, 2026**. Any outboard sold, delivered, PDI (Pre-Delivery Inspecting) completed and/or warranty registered before or after these dates is not eligible.

WHERE:

- Only applicable from participating authorized Yamaha outboard dealers in the USA sold to purchasing consumer residing in the USA.

HOW:

- To be authorized to participate in 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 Dealer Instruction Manual. Complete details explaining how to become an authorized participating dealer are explained on page 7 of this manual.
- This promotion is limited to eligible models that are sold, delivered, PDI (Pre-Delivery Inspection) completed and warranty registered by dealer on YMBS (Yamaha Marine Business System) 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.

(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 “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

Promotion Highlights (cont’d)

- 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.
- 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.**
- **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 (for Florida dealers, the Yamaha extended Limited Warranty), and/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 “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



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Procedures for utilizing the Standard Registration Option

- The last day a sale of an eligible outboard for Consumer Benefit will be considered for this promotion is **December 14, 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 7 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 “Power Into Fall” Sales Event Promotion Dealer Participation Agreement defined on page 7 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. 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 the Yamaha Outboards “Power Into Fall” Sales Event Dealer Participation Agreement defined on page 7 of this manual.
- Next, the system will define the Consumer Benefit available including the retail value of the Consumer Benefit along with the required dealer portion of the promotion benefits cost. You will be required 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 “Power Into Fall” 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 eligible outboard qualifies for a Promotion Consumer Credit Benefit and the dealer has requested the Promotion Credit Benefit to be issued**, Yamaha will issue a credit for Yamaha’s portion of the Promotion Consumer Credit Benefit as defined on the appropriate Promotion Benefit Chart listed on page 6, to the dealer’s parts account, upon final verification that the outboard registered has met all promotion terms, conditions and procedures.
- **If the eligible outboard qualifies for a Promotion Consumer Y.E.S. Benefit and the dealer has requested the Promotion Y.E.S. Benefit to be issued**, 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 Promotion Benefit Chart listed on page 6 will be reduced from the dealership co-op accrual account for any outboard approved for this promotion. If dealer does not have sufficient co-op accrual funds available, the dealership cost portion of the Y.E.S. Benefit will be charged to the dealership’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.
- 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 updated on a daily basis and 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 “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



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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 dealership'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 “Power Into Fall” 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 “Power Into Fall” 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. Yamaha will issue the promotional Y.E.S. contract for any eligible 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 > List All Promotions > 2026 Power Into Fall Sales Event**. 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 updated on a daily basis and will be accessible 24/7 online via YMBS during the Promotion dates. To make corrections please call 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 Promotion Processing Center at:

YAMAHA PROMOTIONS ADMINISTRATOR
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 “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



Yamaha Outboards “Power Into Fall” Sales Event

Promotion Instruction Manual and Dealer Participation Agreement

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 “Power Into Fall” Sales Event

FOUR-STROKE MODELS

HP	Eligible Models	HP	Eligible Models	HP	Eligible Models	HP	Eligible Models	HP	Eligible Models
450	XF450NSA	250	VF250XA	200	LF200LCA	115	F115LB3	25	F25LWHC
450	XF450NSA2	250	VF250LA	200	VF200LB	115	F115LB2	25	F25SWC
450	XF450NSA4	250	VF250LB	200	VF200XB	115	F115XB2	25	F25LWC
425	XF425NSA	250	VF250XB	200	F200XSA4	115	LF115XB2	25	F25LC
425	XF425NSA2	250	F250XCB	200	LF200XSA4	115	F115XB	25	F25LWTC
425	XF425NSB	250	LF250XCB	200	F200XHA	115	F115XB2	25	T25LWTC
425	XF425NSB2	250	F250NCA	175	F175LA	115	LF115XB	25	T25XWTC
425	XF425NSB7	250	F250NCB	175	F175XA	115	LF115XB2	25	F25SWTHC
350	F350NSA	250	F250XSB	175	F175XCA	115	F115LB	25	F25LWTHC
350	F350NSA2	250	LF250XSB	175	VF175LA	115	F115LB2	25	F25SC
350	F350NSA4	250	F250NSB	175	VF175XA	115	F115JB	25	F25SWTC
350	F350USA	250	F250NSB2	175	VF175LB	115	VF115LA	25	F25SWHC3
350	F350USA2	250	F250XSB2	175	VF175XB	115	VF115XA	25	F25LWHC3
350	F350USA4	250	F250UCA	175	F175LCA	115	VF115LB	25	F25SWTHC2
350	F350XSA	250	LF250UCA	175	LF175XCA	115	VF115XB	25	F25LWTHC2
350	F350XSA2	250	F250XCA	150	F150XCB	90	F90LB3	25	T25XWTC2
350	F350XSA4	250	LF250XCA	150	F150XC2	90	F90LB2	20	F20LEHA
350	LF350USA	250	F250XCB2	150	LF150XCB	90	VF90LA	20	F20LPHA
350	LF350USA2	250	LF250XCB2	150	F150LC2	90	VF90XA	20	F20SWHB
350	LF350USA4	250	F250NCB2	150	LF150XC2	90	VF90LB	20	F20LWHB
350	LF350XSA	250	LF250XSB2	150	F150XB	90	VF90XB	20	F20SWPB
350	LF350XSA2	250	F250NSB4	150	LF150XB	90	F90LB	20	F20LWPB
350	LF350XSA4	225	F225XB	150	F150LB	90	F90LB2	20	F20LWPHB
300	F300UCA	225	VF225LA	150	F150JB	90	F90XB	20	F20SMHB
300	LF300UCA	225	VF225LB	150	VF150LA	90	F90XB2	20	F20LMHB
300	F300NCA	225	F225NCB	150	VF150XA	90	F90JB	20	F20SWB
300	F300XA	200	F200XC2	150	VF150LB	75	F75LB	20	F20LWB
300	LF300XA	200	F200XCB	150	VF150XB	70	F70LA2	15	F15SMHA
300	F300XCA	200	LF200XCB	150	F150LCA	70	F70LA	15	F15LMHA
300	LF300XCA	200	F200LC2	150	F150XCA	70	F70LB	15	F15SEHA
300	F300XCB	200	LF200XC2	150	LF150XCA	70	F70LB2	15	F15LEHA
300	LF300XCB	200	F200LC	150	F150XCC	70	F70LB3	15	F15LPHA
300	F300XCB2	200	F200LD	150	LF150XCC	60	T60LB	9.9	F9.9SMHB
300	LF300XCB2	200	F200LD2	150	F150LSA	60	T60LC	9.9	F9.9LMHB
300	F300NCA2	200	F200XC	150	F150LSA2	60	F60LB	9.9	F9.9LEB
300	F300NCB	200	F200XD	150	F150XSA	60	F60LC	9.9	T9.9LPB
300	F300NCB2	200	F200XD2	150	LF150XSA	60	F60LC3	9.9	T9.9XPB
300	F300XSB	200	F200XSA	150	F150XSA2	60	F60JB	9.9	T9.9XPB
300	F300XSB2	200	F200XSA2	150	LF150XSA2	60	F60JC	9.9	T9.9LPHB
300	LF300XSB	200	LF200XC	150	F150LC	50	F50LB2	9.9	T9.9LWHB
300	LF300XSB2	200	LF200XD	150	F150LD2	50	T50LB	9.9	T9.9XWHB
300	F300NSB	200	LF200XD2	150	F150LD	50	T50LC	9.9	F9.9SMHB2
300	F300NSB2	200	LF200XC2	150	LF150LC	50	F50LB	9.9	T9.9XPB2
300	F300NSB7	200	LF200XSA	150	F150XC	50	F50LC	8 F	F8SMHB
300	F300USB	200	LF200XSA2	150	F150XD2	50	F50LC2	8 F	F8LMHB
300	F300UCB	200	F200XCC	150	F150XD	50	F50LC3	6 F	F6LMHA
300	LF300UCB	200	LF200XCC	150	LF150XC	40	F40JEA	6 F	F6SMHA
300	F300XSB4	200	F200XCA	150	LF150XD	40	F40JEHA	4 F	F4LMHA
300	LF300XSB4	200	LF200XCA	150	LF150XD2	40	F40LA	4 F	F4SMHA
300	LF300USB	200	F200XB	150	F150XC2	40	F40LEHA	2.5	F2.5LMHB
300	LF300USB2	200	LF200XB	150	LF150XC2	30	F30LA	2.5	F2.5SMHB
300	F300NSB4	200	F200LB	150	F150JC	30	F30LEHA		
250	F250XB	200	VF200LA	150	F150XSA4	25	F25SMHC		
250	LF250XB	200	VF200XA	150	LF150XSA4	25	F25LMHC		
		200	F200LCA	150	F150XHA	25	F25SWHC		

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.
- 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’ “Power Into Fall” 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’ “Power Into Fall” Sales Event Promotion Instruction Manual and Participation Agreement.



Yamaha Outboards “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement

MSRP and Dealership Cost Chart for Promotion 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.

2 Year Y.E.S.* Promotion Benefit MSRP Value / Dealer Cost

2 year Y.E.S. * Promotion Benefit is available for eligible Yamaha 425 - 450 HP outboard motors sold, PDI completed, delivered and warranty registered between October 12, 2026 - December 14, 2026.

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	425 - 450	\$8,470	\$4,495	\$1,124

3 Year Y.E.S.* Promotion Benefit MSRP Value / Dealer Cost AND Consumer Credit Promotion Benefit MSRP Value / Dealer Cost

3 year Y.E.S.* Promotion Benefit is available for eligible Yamaha 30 - 350 HP outboard motors sold, PDI completed, delivered and warranty registered between October 12, 2026 - December 14, 2026. In addition, Consumer Credit Promotion Benefit is available for eligible Yamaha 60 - 175 HP outboard motors sold, PDI completed, delivered and warranty registered between October 12, 2026 - December 14, 2026.

Eligible Outboard Type	HP	Three Year Y.E.S.* MSRP	Three Year Y.E.S.* Published Dealer Cost	Three Year Y.E.S.* Promo Benefit Option Dealer Participation Cost	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 V6	350	\$4,510	\$2,925	\$731	N/A	N/A	N/A
Four-Stroke V6	250 - 300	\$3,120	\$1,945	\$486	N/A	N/A	N/A
Four-Stroke I4 or V6	200 - 225	\$2,600	\$1,535	\$384	N/A	N/A	N/A
Four-Stroke I4	150 - 175	\$1,735	\$1,040	\$260	\$600	\$420	\$180
Four-Stroke I4	115	\$1,260	\$630	\$158	\$400	\$280	\$120
Four-Stroke mid-range	60 - 90	\$1,135	\$570	\$143	\$300	\$210	\$90
Four-Stroke mid-range	30 - 50	\$675	\$340	\$85	N/A	N/A	N/A

Consumer Credit Promotion Benefit MSRP Value / Dealer Cost

Consumer Credit Promotion Benefit is available for eligible Yamaha 2.5 - 25 HP outboard motors sold, PDI completed, delivered and warranty registered between October 12, 2026 - December 14, 2026.

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 - 9.9	\$200	\$140	\$60
Four-Stroke portable	15 - 20	\$300	\$210	\$90
Four-Stroke portable	25	\$500	\$350	\$150

*Choice offered by FL dealers is a Yamaha Extended Limited Warranty

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 “Power Into Fall” Sales Event Promotion Instruction Manual and Dealer Participation Agreement.



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Dealer Participation Agreement

To be authorized to participate and offer this Yamaha Outboards “Power Into Fall” Sales Event, an authorized dealer principal must verify acceptance on behalf of the dealership to all promotion terms, conditions and procedures.

Complete the Program Year 2027 Yamaha Outboards Annual Promotion Dealer Participation Agreement

To be authorized to participate and offer Program Year 2027 (July 1, 2026 - June 30, 2027.) 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 2027 Yamaha Outboards Annual Promotion Dealer Participation Agreement and on each Program Year 2027 Yamaha Outboard Promotion Dealer Instruction Manual.

Dealer principal can complete the **Program Year 2027 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 > PY2027.**

If a dealer principal for your dealership has already completed the Program Year 2027 Yamaha Outboards Annual Promotion Dealer Participation Agreement, then your dealership is ready to submit and process sales for Program Year 2027 promotion consideration.

Important note: To participate and offer the Yamaha Outboards “Power Into Fall” Sales Event, dealer principal must complete the process listed above.

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Yamaha Outboards'

POWER INTO FALL

SALES EVENT



Offer Valid From:
10/12/26 - 12/14/26
("Promotion Dates")

For a limited time, purchase an eligible new Yamaha outboard and get:

30 HP - 350 HP | 425 HP - 450 HP

UP TO **7 YEARS**
OF COVERAGE PROTECTION

On the purchase of select, eligible 30 - 450 HP outboards. Three years or five years of Yamaha Limited Warranty Coverage plus a two or three year Yamaha Extended Service (Y.E.S.)** contract.

\$600 IN DEALER CREDIT
UP TO

On the purchase of select, eligible 60-175 HP outboards toward the purchase of additional goods/services from your authorized participating Yamaha Outboard Dealer.

**6 YEARS OF TOTAL
COVERAGE PROTECTION**

Eligible Outboards Only	3-Year Limited Warranty + 3-Year Y.E.S.**	Dealership Credit
350 HP	Free! \$4,510 value	N/A
250-300 HP	Free! \$3,120 value	N/A
200-225 HP	Free! \$2,600 value	N/A
150-175 HP	Free! \$1,735 value	\$600 based on MSRP
115 HP	Free! \$1,260 value	\$400 based on MSRP
60-90 HP	Free! \$1,135 value	\$300 based on MSRP
30-50 HP	Free! \$675 value	N/A

**7 YEARS OF TOTAL
COVERAGE PROTECTION**

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

2.5 HP - 25 HP

\$500 IN DEALER CREDIT
UP TO

On the purchase of select, eligible 2.5-25 HP outboards 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	\$500 based on MSRP
15-20 HP	\$300 based on MSRP
2.5-9.9 HP	\$200 based on MSRP



BONUS:

Purchase an eligible new Yamaha outboard and Activate a Siren subscription during the Promotion Dates and receive:

\$500 IN DEALER CREDIT
towards the purchase of Siren accessories

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: 60-175 HP is a 36-month Yamaha Extended Service ("Y.E.S.") contract (choice offered by Florida dealers is a 36 month Yamaha Extended Limited Warranty in lieu of Y.E.S. contract) and a dealer credit of up to \$600, based on hp, toward the MSRP value of additional goods and/or services purchased; 30-50 HP and 200-350 HP is a 36-month Y.E.S. contract (choice offered by Florida dealers is a 36-month Yamaha Extended Limited Warranty in lieu of Y.E.S. contract); 425-450 HP is a 24-month 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 \$500, 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. If a new, eligible outboard is purchased and a Siren subscription is activated during the Promotion Dates, the consumer will receive \$500 in dealer credit towards the purchase of Siren accessories. 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 October 12, 2026 - December 14, 2026 ("Promotion Dates"), and PDI completed, delivered and warranty registered on YMBL 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 flotation device and protective gear. © 2026 Yamaha Motor Corporation, U.S.A. All rights reserved.

Reliability Starts Here.™

