

## KAWASAKI'S FACTORY-TO-DEALER RETAIL INCENTIVES AND SALESPERSON CASH FOR SALE OF SELECT MODELS APRIL 8, 2025 - APRIL 30, 2025

Kawasaki is pleased to extend the Factory-to-Dealer (FDI) Retail Incentives for sale of select models from [April 8, 2025](#) through [April 30, 2025](#). For each eligible model retailed, the dealer will receive an incentive according to the schedule below.

Product	Model Code	Model Marketing Name	Factory-to-Dealer Retail Incentive			Salesperson Cash <sup>(1)(2)</sup>
			MY 2023 & Prior <sup>(2)</sup>	MY 2024 <sup>(2)</sup>	MY 2025 <sup>(2)</sup>	
MC	KSK030	Elektrode® 16	\$150	\$100		\$0
	BR125	Z125 PRO - ALL	\$500	\$350	\$250	\$0
	NR011/NX011	Ninja® e-1 ABS / Z e-1 ABS		\$1,250 ↑		\$75
	CR500/CX500	Ninja® 7 Hybrid ABS / Z7 Hybrid ABS		\$2,500 ↑		\$100
	ER400	Z400 - ALL	\$500			\$0
	EX400	Ninja® 400 - ALL	\$500			\$0
	ZX400	Ninja® ZX™ -4R ABS / Ninja ZX-4RR (All) Ninja® ZX™ -4RR 40th Anniversary	\$350	\$350		\$0
	EL450	Eliminator® - ALL		\$600	\$500	\$0
	ER500	Z500		\$350	\$250	\$0
	ER650	Z650 - ALL	\$300	\$300	\$200	\$0
	ER650	Z650RS - ALL	\$750	\$500	\$300	\$0
	EX650	Ninja® 650 - ALL	\$600	\$600	\$500	\$0
	EN650	Vulcan® S - ALL	\$1,000	\$600	\$500	\$0
	KL650	KLR® 650 - ALL	\$1,300	\$1,000	\$800	\$0
	KLE300	VERSYS®-X 300 - ALL	\$250	\$150	\$100 NEW	\$0
	KLE650	VERSYS® 650 / LT - ALL	\$1,500	\$500		\$0
	KLZ1000	VERSYS® 1000 LT	\$1,500			\$0
	KX65/85/112	KX™ 65 / 85 1 112 - ALL	\$900	\$800	\$700	\$0
	KX252A/B/C/D	KX™ 250/X- ALL	\$2,500	\$2,200	\$2,000	\$0
	KX450J/K/M/N	KX™ 450 /X	\$3,000	\$3,000	\$2,500	\$0
	KX450	KX™ 450 SR			\$2,500 NEW	
	KLX110	KLX® 110R - ALL	\$500	\$450	\$350	\$0
	KLX140	KLX® 140R / R F / RL	\$750	\$600	\$500	\$0
	KLX230	KLX® 230 (Dual)	\$750	\$500		\$0
	KLX230	KLX® 230R (Offroad)	\$750	\$650	\$600	\$0
	KLX230	KLX® 230SM	\$750	\$500		\$0
	KLX300	KLX® 300 - (no R model)	\$500	\$500	\$250	\$0
	KLX300C	KLX® 300R	\$500	\$500	\$400	\$0
	EJ800	W800 - ALL	\$1,000	\$750		\$0
	ZR900	Z900 (excludes RS)	\$1,000	\$1,000		\$0
	ZR900C/E/N	Z900RS	\$1,000	\$850	\$750	\$0
	VN900	VULCAN® 900 (excludes LT Classic)	\$1,000	\$750		\$0
	VN900D	VULCAN 900 LT Classic	\$1,000	\$750	\$500	\$0
	ZX1002K	Ninja® 1000SX	\$1,000	\$1,000		\$0
	ZX1002R/D	Ninja H2® SX SE	\$1500		\$1,000	\$0
	ZR1000	Z H2 /SE	\$1,500	\$1,000	\$1,000	\$0
	VN1700B/K	VULCAN® 1700 - ALL	\$1,000			\$0
ATV	KSF50	KFX® 50	\$500	\$400	\$300	\$75
	KSF90	KFX® 90	\$600	\$500	\$400	\$75
	KVF300	Brute Force® 300	\$750	\$750	\$650	\$75
	KVF450	Brute Force® 450			\$500 NEW	\$0
	KVF750	Brute Force® 750 4x4i - ALL	\$2,000	\$1,500		\$75

<sup>(1)</sup> K-Elite Sales & Product On-Line Training Courses are available on Kawasaki Dealer University and are required to earn salesperson cash.

<sup>(2)</sup> Salesperson Cash Incentive has changed per model; if paid, then only if model year is eligible for an FDI.

**NOTE:** ALL MY KX™ 250, & KX450 (excluding KX450SR) are eligible for enhanced promotional finance rates AND FDI.

See next page for SxS and PWC FDIs

For a complete listing of all current Kawasaki sales programs,  
please see our comprehensive eBinder on **k-dealer.com**

			Factory-to-Dealer Retail Incentive			Salesperson Cash <sup>(1)(2)</sup>
Product	Model Code	Model Marketing Name	MY 2019 – MY2023 <sup>(2)</sup>	MY 2024 <sup>(2)</sup>	MY 2025 <sup>(2)</sup>	
SxS	KAF700	MULE PRO-MX™ - ALL	\$1,500	\$1,500	\$1,250 ↑	\$100
	KRF800/KRT800	TERYX® /TERYX4™ - ALL	\$2,000	\$1,500	\$1,000	\$100
	KAF820/KAT820	MULE PRO-FX™ 820/FXR 820/FXT 820	\$500			\$0
	KAF1000	MULE PRO-FX™ 1000/FXR 1000		\$1,500	\$1,000	\$100
	KAT1000	MULE PRO FXT 1000		\$1,500	\$1,250 ↑	
	KDT1000	MULE PRO-DXT™	\$1,500	\$1,500	\$1,500	\$100
	KRF1000/KRT1000	TERYX KRX® / TERYX KRX 4 1000 - ALL	\$2,500	\$2,500	\$2,000	\$100
	KWF1000C	RIDGE® Ranch Edition		\$2,000		\$100
	KWF1000D	RIDGE® HVAC		\$1,000		\$100
	KWF1000E	RIDGE® LIMITED HVAC		\$2,500		\$100
PWC	KWF1000G	RIDGE® XR HVAC		\$1,000		\$100
	JS1500A	JET SKI® SX-R™ 160	\$1,000	\$1000		\$0
	JN1500A/B/C	JET SKI® STX® 160/X/LX		\$1,500		\$0
	JT1500	JET SKI® STX® 160 - ALL	\$2,000			\$0
	JT1500	JET SKI® ULTRA® 310 - ALL	\$3,000			\$0
	JT1500	JET SKI® ULTRA® 160	\$2,500			\$0
	JV1500A/B	JET SKI® ULTRA® 310LX/LX-S		\$2,500		\$0
	JW1500A/B	JET SKI® ULTRA® 160LX/LX-S		\$1,500		\$0

<sup>(1)</sup>K-Elite Sales & Product On-Line Training Courses are available on Kawasaki Dealer University and are required to earn salesperson cash.

<sup>(2)</sup>Salesperson Cash Incentive has changed per model; if paid, then only if model year is eligible for an FDI.

**NOTE: FACTORY-TO-DEALER INCENTIVES FOR MY22 & PRIOR WILL NO LONGER BE AVAILABLE JULY 1, 2025**

#### FACTORY-TO-DEALER (FDI) AND SALESPERSON CASH INCENTIVES

- Retail Period is [April 8, 2025 - April 30, 2025](#)
- NO minimum retail requirement, NO claim forms, NO caps, NO vehicle selection required.
- FDI will be processed to dealer's open account upon verification of timely registration and vehicle payoff. See below for deadlines.

#### GENERAL TERMS AND CONDITIONS:

1. If Kawasaki subsequently determines that a bona fide retail sale did not take place, Kawasaki reserves the right to charge the dealer's open account back for ineligible incentives. Refer to sales bulletin #21-02 ALL dated February 16, 2021 for information on bona fide retail sales.
2. Do NOT complete registration for models requiring repairs. Repair information must be processed and display as complete in K-Dealer **before** registration may be completed. **Kawasaki will treat ALL submitted registrations made without required repairs as non bona fide, subject to forfeiture of all incentives associated with those models, including retail bonus.** See Sales Bulletin #16-55 ALL dated July 28, 2016 addressing "Dealer Obligations Regarding Pre-sale Repairs".
3. **IMPORTANT PROGRAM DEADLINES.** Kawasaki requires timely registration and vehicle payment for a model to earn incentives. Dealers are expected to register models sold during the month within five (5) business days of vehicle delivery or the last day of the retail month, whichever comes first. Vehicles are required to be paid off within five (5) business days of the sale. **[Registrations occurring after the PRODUCT REGISTRATION DEADLINE and payoff dates after the KMFC FLOORING PAYMENT DEADLINE will result in lost incentives.]**

RETAIL PERIOD	RETAIL DEADLINE: Date units must be purchased by customer to qualify.	PRODUCT REGISTRATION COMPLETED DEADLINE: Date product registrations must be completed.	KMFC FLOORING PAYMENT DEADLINE: Date flooring payments must be submitted through K-Dealer.
	7:00 PM, Pacific Time		5:00 PM, Pacific Time
April 8, 2025 – April 30, 2025	Wednesday, April 30, 2025		Wednesday, May 7, 2025

NOTE: Make sure to check the Product Registration Status screen to ensure the registration(s) submitted were not returned for more information or address corrections. Retail Sales/Product registration submitted through K-Dealer will display the word "COMPLETED" when they have been accepted and processed by Kawasaki.

4. There are NO claim forms for this program. Incentives will be automatically processed and paid upon correct product registration and timely unit payment.
5. Dealer must have in effect a valid Kawasaki Authorized Dealer Sales and Service Agreement at time of vehicle retail to earn the benefits of this program.
6. Programs are available only through authorized Kawasaki dealers located within the contiguous United States and Alaska.

7. All program elements, interpretation of rules, and substitution, modification or withdrawal of any program element are at the sole discretion of Kawasaki Motors Corp., U.S.A.
8. For assistance with program details, contact either your Kawasaki District Manager or Programs Administration at (949) 770-0400 extension 2716. For incentive inquiries, please contact Programs Administration at [ProgramsAdmin@kmc-usa.com](mailto:ProgramsAdmin@kmc-usa.com).

	April 8, 2025 – April 30, 2025
FDI	MC/MAED; ATV/AAED; SxS/SAED; PWC/JAED
Salesperson's Cash	MC/MCX4; ATV/ACX4; SxS/SCX4

KAWASAKI MOTORS CORP., U.S.A.