



ANALYST & INVESTOR DAY 2022

JUNE 14-15
ORLANDO, FLORIDA

Forward-Looking Statements

Caution concerning forward-looking statements

Certain statements included in this presentation, including, but not limited to, those relating to our Fiscal Year 2023 financial guidance (including revenues, Normalized EBITDA, Effective Tax Rate, Normalized earnings per share, net income, depreciation expense, net financing costs adjusted, weighted average of the number of shares diluted and capital expenditures), our ability to maintain or improve margins, our ability to gain market shares, our increased profitability, our engineering know-how, technology and innovation capabilities, additional production capacity through new production facilities or the reorganisation of existing facilities, the management of the supply chain to limit possible future disruption on the operations, future retail purchase of our products, the Company's ability to convert new entrants into life-long customers, its intention to launch new product lines, our ability to improve marketing return on investment, as well as other statements about our current and future plans, expectations, anticipations, intentions, results, levels of activity, performance, objectives, targets, goals, achievements, priorities and strategies, financial position, market positions, capabilities, competitive strengths, research and product development activities, including projected design, characteristics, capacity or performance of future products and their expected scheduled entry to market or any other future events or developments and other statements that are not historical facts constitute forward-looking statements within the meaning of applicable securities laws.

The words "may", "will", "would", "should", "could", "expects", "forecasts", "plans", "intends", "trends", "indications", "anticipates", "believes", "estimates", "outlook", "predicts", "projects", "likely" or "potential" or the negative or other variations of these words or other comparable words or phrases, are intended to identify forward-looking statements.

Forward-looking statements are presented for the purpose of assisting investors and others in understanding certain key elements of our current objectives, goals, targets, strategic priorities, expectations and plans, and in obtaining a better understanding of our business and anticipated operating environment. Investors and others are cautioned that such information may not be appropriate for other purposes. Investors and others should not place undue reliance on forward-looking statements made in this presentation. Forward-looking statements, by their very nature, involve inherent risks and uncertainties and are based on a number of assumptions, both general and specific, as further described below.

Many factors could cause the Company's actual results, level of activity, performance or achievements or future events or developments to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the factors in section "Risk Factors" of the Company's management's discussion and analysis (MD&A) for the fiscal year ended January 31, 2022 and in the Company's other continuous disclosure filings (available on SEDAR at www.sedar.com and on EDGAR at www.sec.gov).

The forward-looking statements contained in this presentation are made as of the date of this presentation and the Company has no intention and undertakes no obligation to update or revise any forward-looking statements to reflect future events, changes in circumstances, or changes in beliefs, unless required by applicable securities regulations. In the event that the Company does update any forward-looking statement, no inference should be made that the Company will make additional updates with respect to that statement, related matters or any other forward-looking statement.

Key assumptions

The Company made a number of economic, market and operational assumptions in preparing and making certain forward-looking statements contained in this presentation, including the following: reasonable industry growth ranging from slightly down to up high-single digits; that is based on the assumption that supply chain disruptions will not worsen, market share that will remain constant or moderately increase; stable global and North American economic conditions and a limited impact from the military hostilities in Ukraine and the ongoing global health crisis; main currencies in which the Company operates will remain at near current levels; inflation is expected to remain elevated from strong demand, supply shortages and high energy prices, and is expected to gradually decline as central banks gradually increase interest rates; there will be no significant changes in tax laws or free trade arrangements or treaties applicable to the Company; the Company's current margins, will remain at current or improved levels; the supply base will remain able to support product development and planned production rates on commercially acceptable terms in a timely manner; no new trade barriers will be imposed amongst jurisdictions in which the Company carries operations; the absence of unusually adverse weather conditions, especially in peak seasons. BRP cautions that its assumptions may not materialize and that current economic conditions may render such assumptions, although believed reasonable at the time they were made, subject to greater uncertainty.

All amounts in this presentation are expressed in Canadian dollars, unless otherwise indicated.



Presentation Agenda

PRESENTER

TOPICS

JOSÉ BOISJOLI
PRESIDENT AND CHIEF EXECUTIVE OFFICER

Strategic Overview and M25 Update

ANNE-MARIE LABERGE
CHIEF MARKETING OFFICER

Growing our Customer Base

DENYS LAPOINTE
CHIEF DESIGN OFFICER

Design and Innovation Philosophy

SANDY SCULLION
PRESIDENT - POWERSPORTS GROUP

Powersports Update and Opportunities

Break

KARIM DONNEZ
PRESIDENT - MARINE GROUP

Marine Update and Opportunities

THOMAS UHR
CHIEF TECHNOLOGY OFFICER

Perform to Win

SÉBASTIEN MARTEL
CHIEF FINANCIAL OFFICER

Financial Plan Update

JOSÉ BOISJOLI
PRESIDENT AND CHIEF EXECUTIVE OFFICER

Closing Remarks and General Q&A



STRATEGIC OVERVIEW AND M25 UPDATE

JOSÉ BOISJOLI

PRESIDENT AND CHIEF EXECUTIVE OFFICER

M25 Update: What has been achieved



In 2019, we introduced our “M25” framework...

As presented in October 2019

DEFINITION

SETTING THE COURSE FOR BRP 2.0

PILLARS

GROWTH

CUSTOMER X

EMPLOYEE X

LEAN

PRIORITIES AND GOALS FOR FY25

Build on Can-Am momentum

Grow Can-Am to \$5B in revenues

Make waves in Marine

Double Marine Revenues to \$1B+

Exceed customer expectations

Increase our Net Promoter Score and improve our Customer Lifetime Value

Fuel the BRP heartbeat

Shape a culture that moves our people and delivers outstanding results

Perform to win

Achieve \$300M of Lean Value

Pursue something bigger

Sustain BRP's growth beyond 2025



... and “M25” financial target

As presented in October 2019

**M
25**

FY25 REVENUES

\$9.5B

FY25 NORMALIZED EPS^[1]

\$7.50

^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation tables in appendix



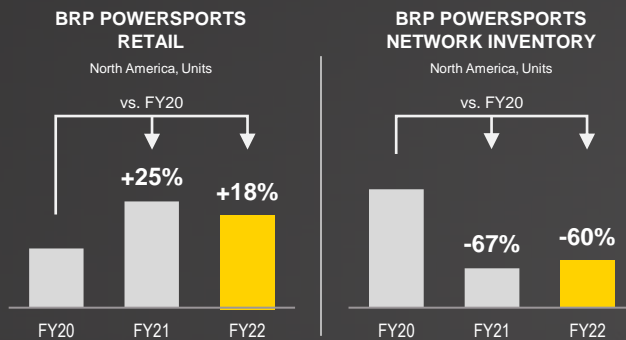
Since then, our world changed due to the pandemic...

We had to adapt our operations to the new reality...



- In the Spring 2020, worked through ~2 months of production suspension across our different sites
- Adjusted our operations to ensure the health and safety of our employees

... manage a surge in demand which led to limited product availability...



- Experienced a surge of consumer demand for our products since the onset of the pandemic
- We had a strong influx of new entrants in our industries; younger people, more families and more minorities
- Retail growth has been tempered by limited product availability

... and operate through a challenging supply chain environment



- Operating through a volatile supply chain and logistics environment
- Resulting in delays of component deliveries and costs pressures
- We had to adjust production schedules, optimize production based on component availability, seek alternative source of supply when necessary, and operate with a higher level of retrofit units

Our team demonstrated incredible agility to outperform since the beginning of the pandemic



**Despite the challenges we faced, we continued progressing
on our key strategic priorities**



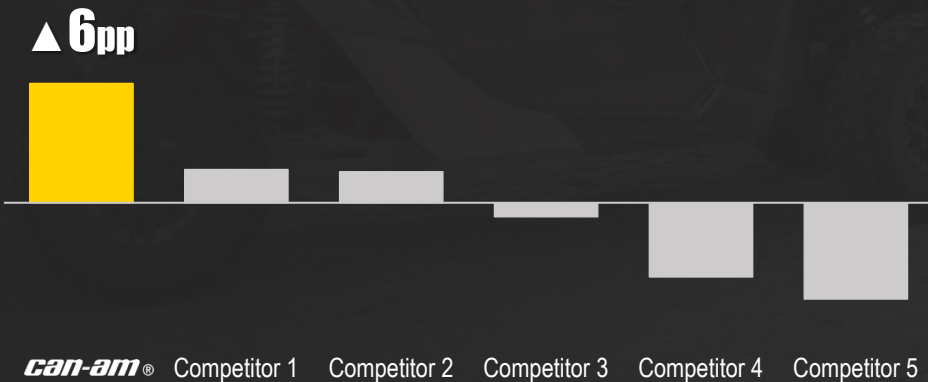
We continued building momentum with our Can-Am SSV business

WE CONTINUED GAINING MARKET SHARE AT A FAST PACE SINCE SEASON 2019

Driven by the continued expansion of our line-up, dealer commitment, improving Can-Am brand awareness and supply chain management

North American SSV Market Share Growth

Season 2019 to Season-to-Date 2022 as at April 30, 2022



Fastest growing SSV OEM since 2015



Unlocked the 3WV business potential

GREW THE 3WV BUSINESS BY SUCCESSFULLY ATTRACTING NEW CUSTOMERS TO THE CATEGORY

Democratized the product with an entry-level option, and initiatives such as “Women of On-road” community and the Rider Education Program

	New Entrants	Women	Under 55 years	Visible Minorities
S19	31%	30%	69%	36%
S21	71%	38%	70%	49%
	▲ 40pp	▲ 8pp	▲ 1pp	▲ 13pp



Doubled our annual 3WV business revenues since the introduction of the Can-Am Ryker in FY19



Expanded our leadership in Snowmobile and PWC

SNOWMOBILE

ACHIEVED OUR HIGHEST WORLDWIDE MARKET SHARE

Introduced the first Turbo on a snowmobile, brought our Lynx brand to North America, and released the new Gen5 platform

Season 2022
Global Market Share

>60%

PWC

ACHIEVED OUR HIGHEST WORLDWIDE MARKET SHARE

Released a new high-performance RXP platform and significantly expanded our Fish Pro line-up

Season 2021
Global Market Share

>65%



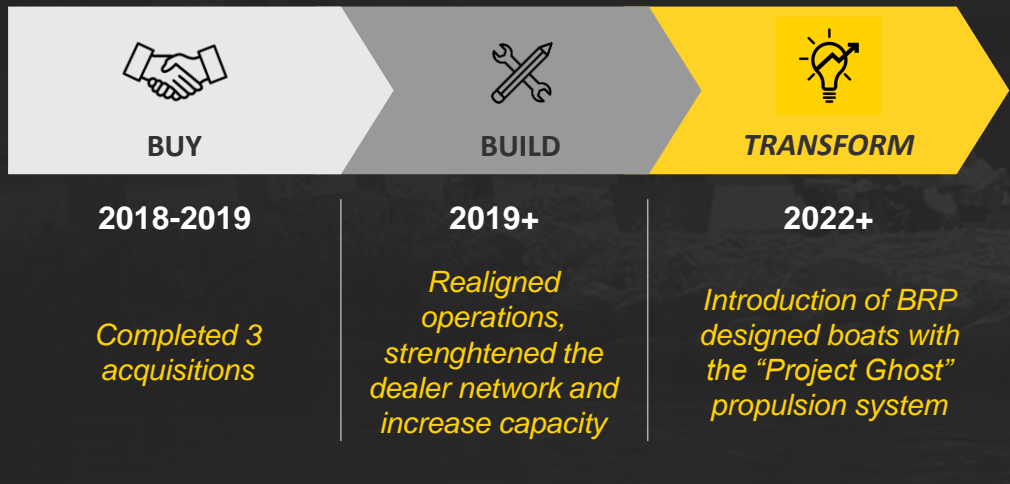
Achieved record market share in both snowmobile and PWC



Progressed with our Marine strategy, positioning the business for success with the upcoming “Project Ghost” introduction

COMPLETING THE “BUILD” PHASE AND ENTERING THE “TRANSFORM” PHASE OF OUR MARINE STRATEGY

Wound down the Evinrude outboard engines business, grew our dealer network, and improved our boat manufacturing operations to be more efficient, profitable, and positioned for growth with the upcoming introduction of “Project Ghost”



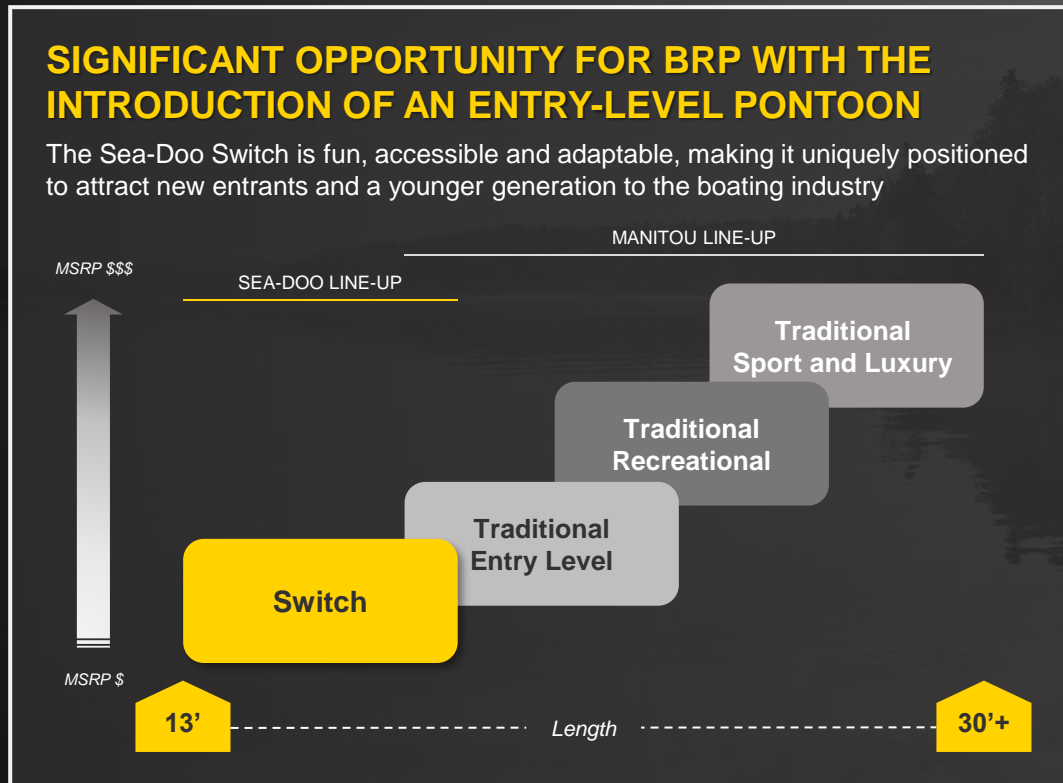
Tracking on plan with our strategy on our way to build a \$1B+ marine business



Introduced the market-shaping Sea-Doo Switch

SIGNIFICANT OPPORTUNITY FOR BRP WITH THE INTRODUCTION OF AN ENTRY-LEVEL PONTOON

The Sea-Doo Switch is fun, accessible and adaptable, making it uniquely positioned to attract new entrants and a younger generation to the boating industry



Excellent early momentum for the Sea-Doo Switch, expecting it to reach over \$500M in revenues in FY25



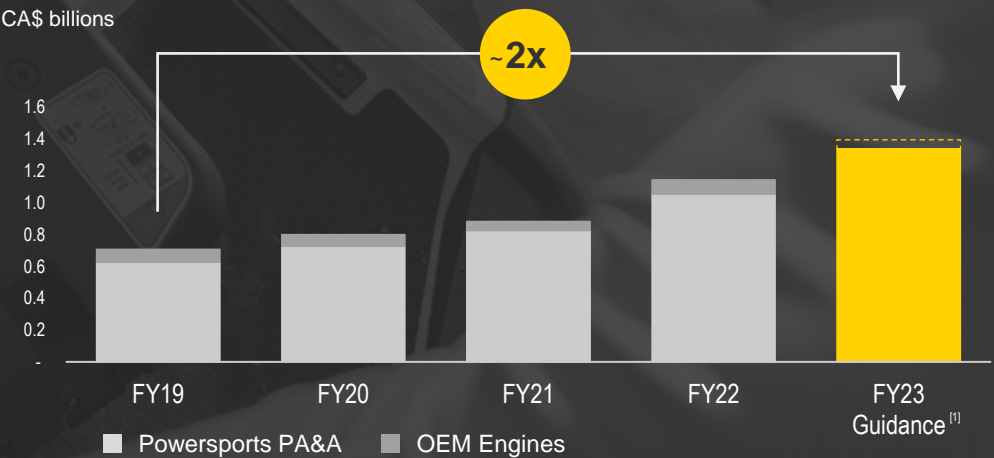
Our PA&A business passed the \$1B mark

THE INNOVATION IN OUR POWERSPORTS PA&A IS DRIVING STRONG MOMENTUM WITH CONSUMERS

Our extensive line-up of parts, accessories and apparels, notably with our proprietary LinQ system, is driving strong demand and revenue growth

Powersports PA&A and OEM Engines Revenues

CA\$ billions



⁽¹⁾Guidance as at June 03, 2022

Driving strong and profitable growth across all our product lines

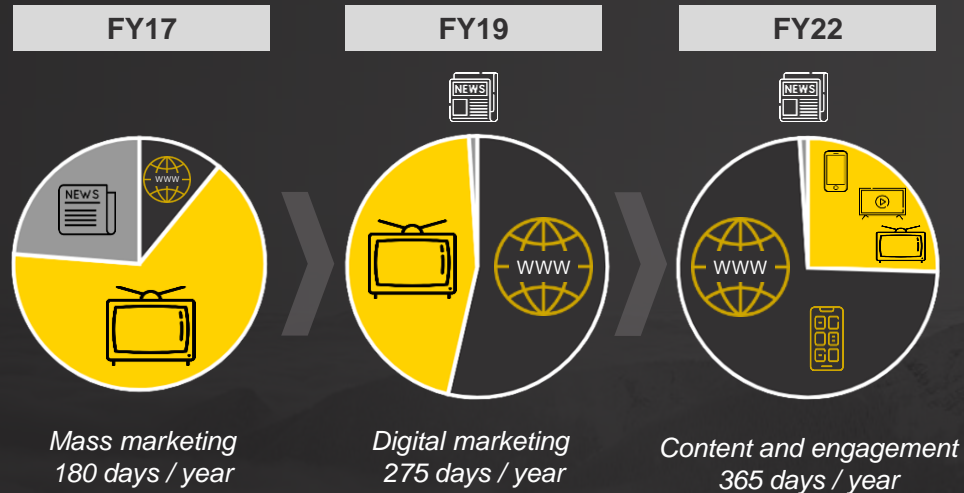


We continued evolving our marketing capabilities

CONTINUED PROGRESSING ON OUR DIGITAL TRANSFORMATION JOURNEY...

Allowing us to reach more customers and improving our marketing ROI

Mix of Marketing Efforts



... AND CONTINUED EVOLVING THE WAY WE REACH AND ENGAGE CUSTOMERS

Moving from just the product to selling the experience

ONLINE

170

Upgrade of our websites since 2016

SOCIAL MEDIA

200

Global Ambassador Network

EXPERIENCE

75+

Global Uncharted Society locations since 2021

COMMUNITY

14.7K

Women of On-Road members since 2021

Accelerating our global consumer engagement



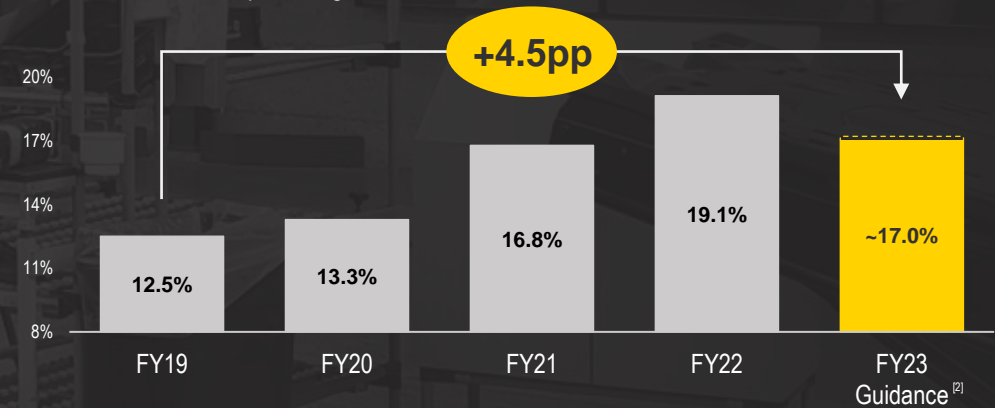
Our different Lean initiatives are paying off

OUR DIFFERENT LEAN INITIATIVES CONTRIBUTED TO SIGNIFICANTLY IMPROVING OUR MARGINS

Our modular approach, cost optimization efforts, Mexican footprint, overhead efficiency and sales programs optimization all contributed to this performance

Normalized EBITDA^[1] Margin

Normalized EBITDA as a percentage of Revenues



^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation tables in appendix
^[2]Guidance as at June 03, 2022

Already achieved our target of generating \$300M of Lean value



We protected and supported our employees all the while growing our workforce by ~50% since FY20

Employing over

20,000

Talented and passionate individuals, committed to our success

Shaping a culture that moves our people and delivers outstanding results



And we positioned the company for the future with a strong commitment towards electric products

Electrification of our line-ups

Committed to offer at least one electric model in each of our product lines by 2026

First model expected in FY24

Entering the 2W electric market

First family of products expected to address segments representing ~600,000 units per year

Introduction planned for 2024



Leveraging our scale, engineering know-how, technology and innovation capabilities to be a leader in the electric Powersports and Marine experience







Progress made since the introduction of M25 further reinforces BRP's position as a leader in the Powersports industry...

BRP North American Powersports Market Share

Total of SSV, ATV, 3WV, Snowmobiles and PWC



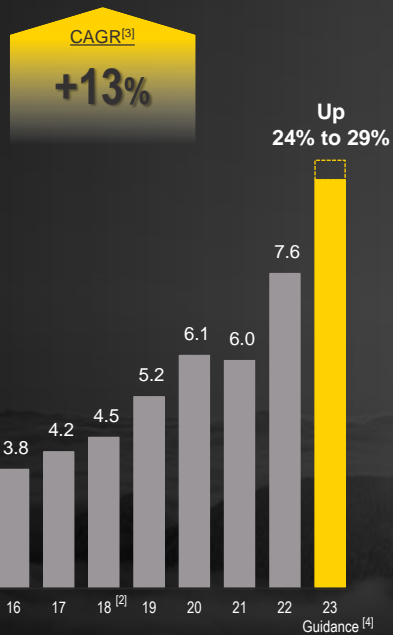
		NORTH AMERICA MARKET SHARE GAIN FY13 TO FY22	NORTH AMERICA CURRENT MARKET POSITION
	ski-doo LYNX	▲ 14pp	#1
	SEA-DOO	▲ 14pp	#1
	can-am	▲ 11pp	#2
	can-am	▲ 7pp	#3
	can-am	More than doubled retail	#1

Delivered significant market share gains across all our Powersports product lines

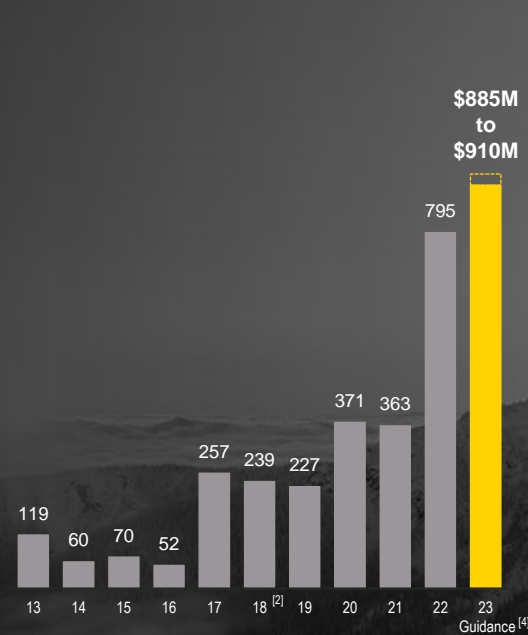


... and allows us to continue to deliver solid financial results

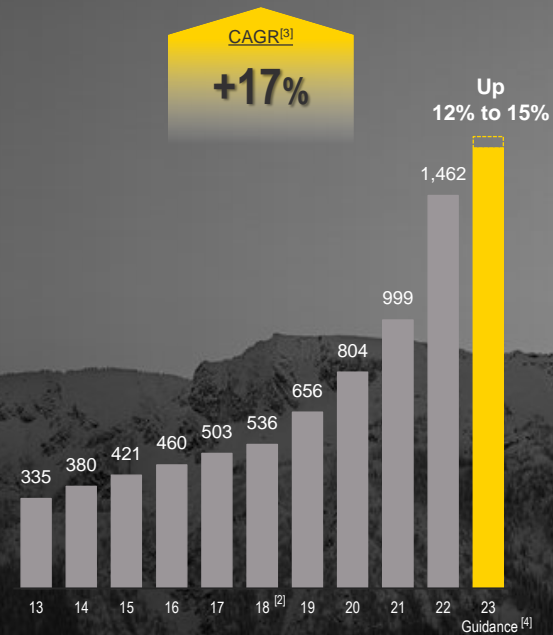
REVENUES CA\$ billions



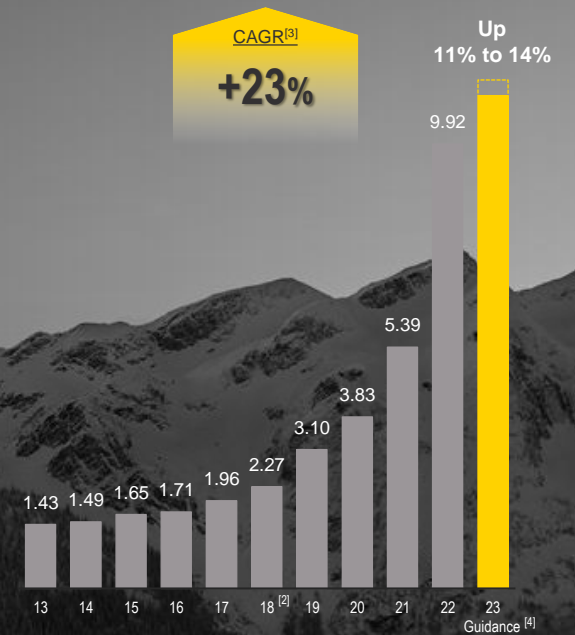
NET INCOME CA\$ millions



NORMALIZED EBITDA^[1] CA\$ millions



NORMALIZED EPS - DILUTED^[1] CA\$



^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation tables in appendix
^[2]See "Restated" section in appendix
^[3]CAGR from FY13 to FY23 based on the mid-point of the guidance range
^[4]Guidance as at June 03, 2022

Already surpassed our M25 Normalized EPS^[1] target in FY22



M25 Update: Where we are going



Our strategic priorities remain the same, but targets have been updated

Priorities	Initial M25 Target	Status
Build on Can-Am momentum	Grow Can-Am to \$5.0B in revenues	Expecting to exceed target in FY23 <i>Increasing target to “\$7.0B in revenues”</i>
Make waves in Marine	Double Marine revenues to \$1B+	On track <i>Maintaining target despite Evinrude wind down</i>
Exceed customer expectations	Increase our Net Promoter Score and improve our Customer Lifetime Value	On track <i>Maintaining target</i>
Fuel the BRP heartbeat	Shape a culture that moves our people and delivers outstanding results	On track <i>Maintaining target</i>
Perform to win	Achieve \$300M of Lean Value	Expecting to exceed target in FY23 <i>Increasing target to “\$400M of Lean Value”</i>
Pursue something bigger	Sustain BRP’s growth beyond 2025	On track <i>More ambitious plan</i>



The revised “M25” framework

FY21

FY22

FY23

FY24

FY25

PILLARS

GROWTH

CUSTOMER X

EMPLOYEE X

LEAN

DEFINITION

SETTING THE COURSE FOR BRP 2.0

PRIORITIES AND GOALS FOR FY25

Build on Can-Am momentum

Grow Can-Am to over \$7.0B in revenues

Make waves in Marine

Craft on-water memories to reach \$1B in revenues

Exceed customer expectations

Increase our Net Promoter Score and improve our Customer Lifetime Value

Fuel the BRP heartbeat

Shape a culture that moves our people and delivers outstanding results

Perform to win

Achieve \$400M of Lean Value

Pursue something bigger

Sustain BRP’s growth beyond 2025



We are well positioned to continue delivering growth in the coming years

SOLID LINE-UP ACROSS ALL PRODUCT LINES

Industry leading line-ups that put us in a good position to continue gaining shares in each of our product lines

ATTRACTIVE WHITE SPACES WITH STRONG POTENTIAL

Sizeable new opportunities with the Sea-Doo Switch, new boats with Project Ghost, the electrification of our line-ups and Can-Am 2W EV products

INCREASED CONSUMER INTEREST

Operating in larger industries, making every point of market share gain worth more revenues and margins than when we launched M25

MID TO LONG-TERM FAVOURABLE MACRO TRENDS

The demographic evolution, the rapid growth of household income, work from home and the ruralisation are all tailwinds supporting our industries going forward

SIGNIFICANT INVENTORY REPLENISHMENT OPPORTUNITY

Network inventory is still ~60% below pre-pandemic level

IMPROVED PROFITABILITY PROFILE

Delivered on Lean opportunities, positioning the business to sustain ~17% Normalized EBITDA margin^[1] over the mid-term

STATE-OF-THE ART MANUFACTURING FOOTPRINT

Well located and with the scale and talent pool to support our growth ambitions

^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation tables in appendix

And a talented and passionate team, committed to the success of BRP



Aligned our management structure to deliver on our key strategic priorities and position the business for long-term growth



JOSÉ BOISJOLI

PRESIDENT AND
CHIEF EXECUTIVE OFFICER



KARIM DONNEZ

PRESIDENT
MARINE GROUP



BERNARD GUY

EXECUTIVE VICE-PRESIDENT
GLOBAL PRODUCT STRATEGY



ANNE-MARIE LABERGE

CHIEF MARKETING
OFFICER



MARTIN LANGELIER

CHIEF LEGAL
OFFICER



DENYS LAPOINTE

CHIEF DESIGN
OFFICER



ANNE LEBRETON

EXECUTIVE VICE-PRESIDENT
PEOPLE & CULTURE



SÉBASTIEN MARTEL

CHIEF FINANCIAL
OFFICER



JOSÉE PERREAULT

EXECUTIVE VICE-PRESIDENT
OMNICHANNEL



SANDY SCULLION

PRESIDENT
POWERSPORTS GROUP



MINH THANH TRAN

SENIOR VICE-PRESIDENT
CORPORATE STRATEGY & DEVELOPMENT

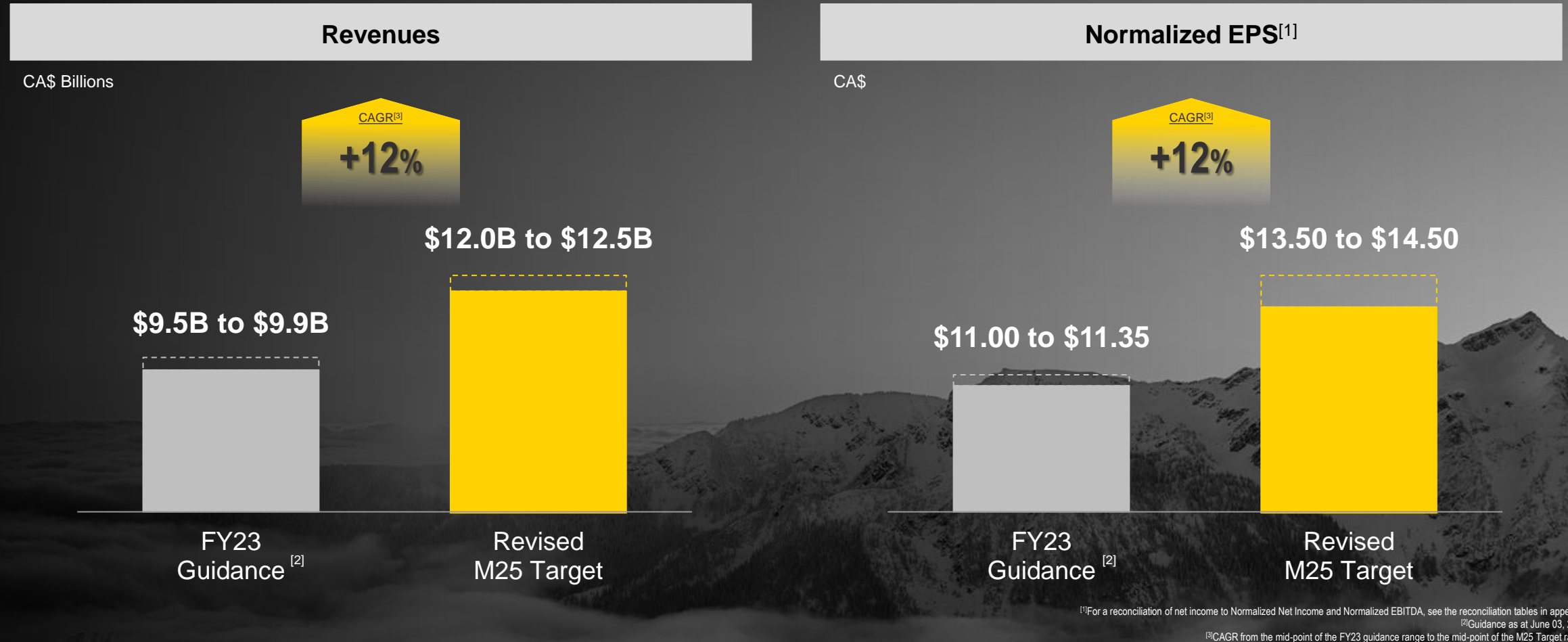


THOMAS UHR

CHIEF TECHNOLOGY
OFFICER



M25 revised target: Deliver over \$12B in revenues and over \$13.50 of Normalized EPS^[1]



Expecting continued solid growth in the coming years





GROWING OUR CUSTOMER BASE

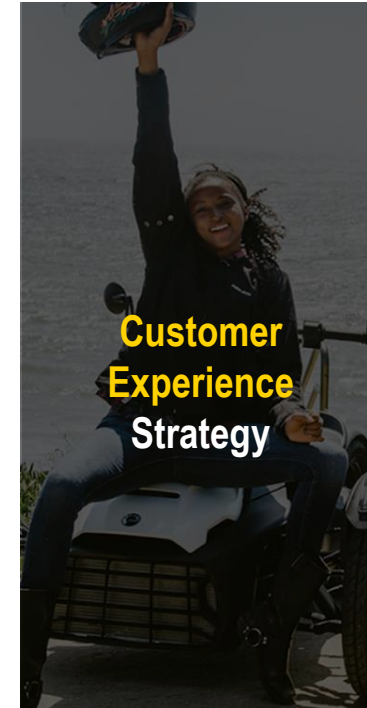
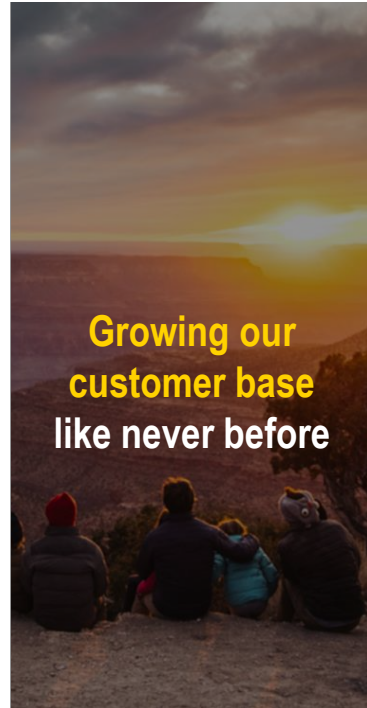
ANNE-MARIE LABERGE

CHIEF MARKETING OFFICER



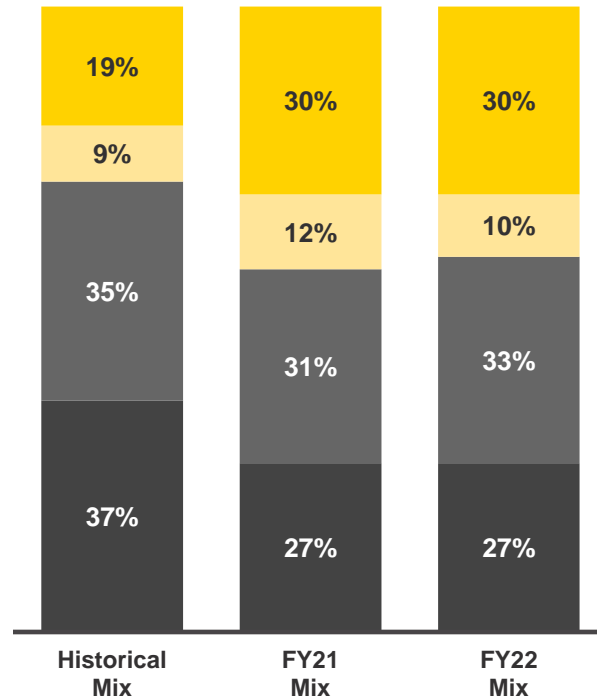
ADVENTURE BY DESIGN

Growing our customer base like never before. **Today & Tomorrow.**



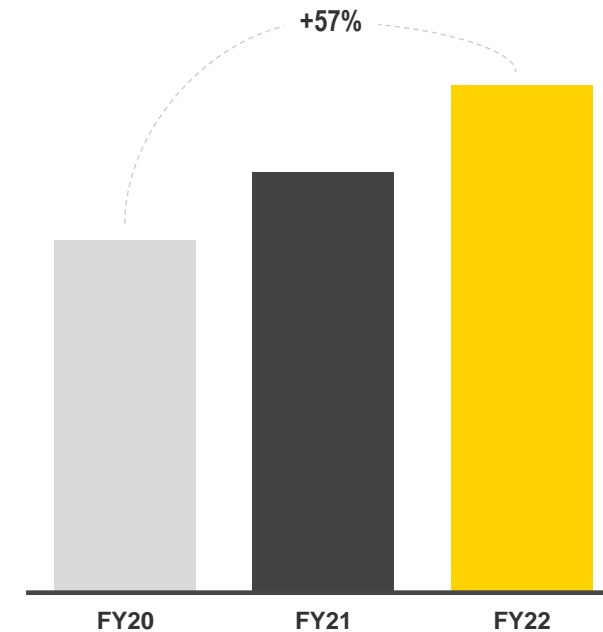
In the last two years, BRP grew its customer base with an influx of new entrants and historical high volume with repurchasers

Recent purchasers mix by Category



- New Entrant**
Someone totally new to the category
- Returner**
Someone who was once in the category, left, and then came back after some time
- Replacer**
Someone replacing their current vehicle with another model in the same category
- Adder**
Someone adding a vehicle from a category they already own

Repurchaser volume

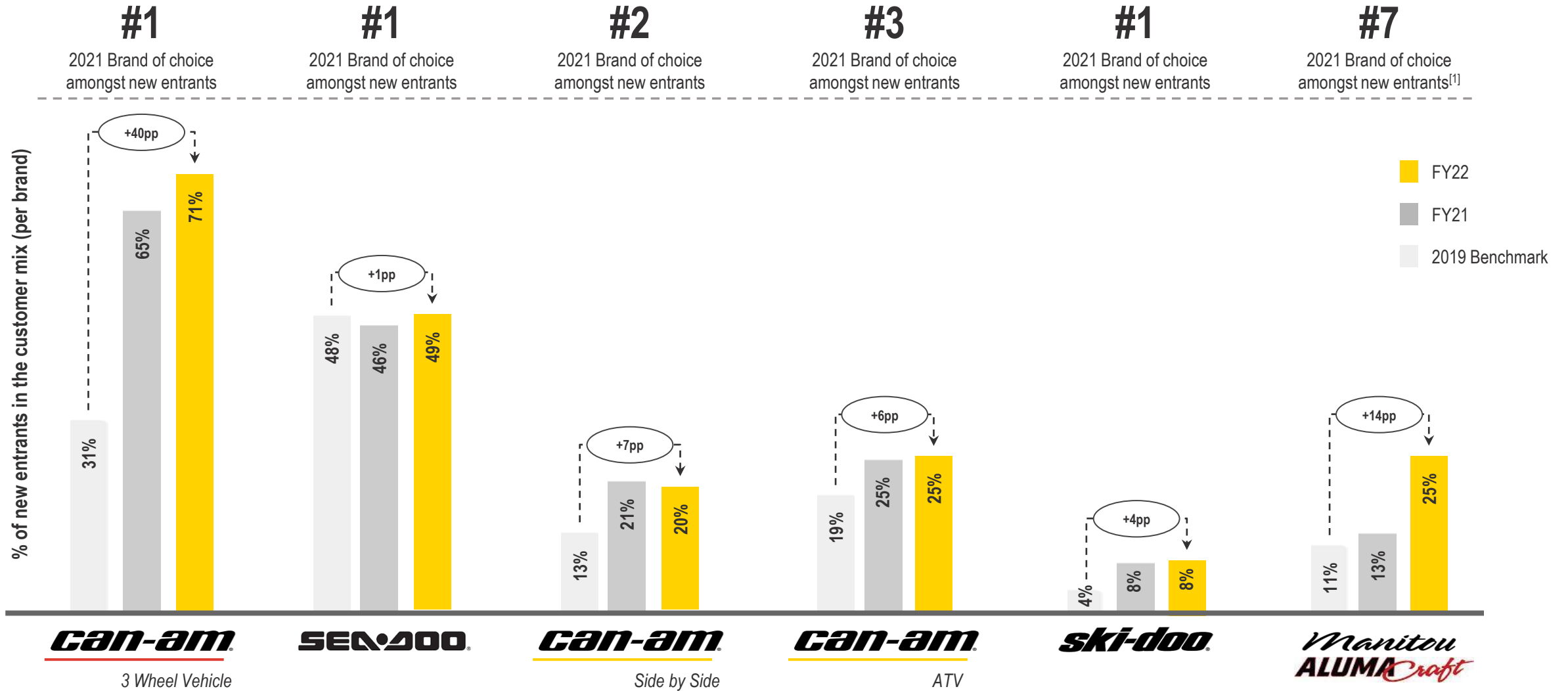


While share of new entrant increased, volume of repurchaser increased as well. Steady growth coming from both customer acquisition and retention.

Sources: Rank Research Group, Reignite Research - FY23 Q1, BRP Customer Database



Strong momentum across all brands with increased proportion of new entrants versus historical benchmarks



^[1]Manitou only
Sources: BRP Reignite Study – FY23 Q1



Moving from a traditional customer profile to expanding our base with a younger and more diverse audience

Majority of customer base pre-COVID

45-64 years old

White male

50% have children at home

Women

+44%



FY20

FY22

Age 18-34

+47%

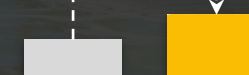


FY20

FY22

Visible Minorities

+53%



FY20

FY22

Families

+40%



FY20

FY22



What's the outlook for mid to long-term customer growth?



To help us answer our questions, we partnered with IMI to survey consumers



IMI
INTERNATIONAL

Established in 1971, IMI International is a **globally recognized** marketing consultancy specializing in pre, during and post-evaluation of marketing efforts.

Leveraged their internal data and surveyed over 40,000 consumers to assess current trends in our industries, as well as the potential future interest for our categories

Built a volumetric predictive model combining category forecast and proprietary industry forecast

- › **IMI - BRP Industry Forecast North America & Europe**
Volume Predictive Model – March 2022
 - *Over 16,000 interviews across North America*
 - *Over 25,000 interviews in Europe*
- › **IMI CategoryPulse™**: Feb 2020 to Jan 2022 – Establish Baseline
 - *North America – 120,000 Surveys*
- › **IMI NextWave™**: March 2022 : Impact of War, Gas Prices, Inflation
 - *Global 32,000 Surveys – 32 Countries, focus on North America*

What's the outlook for mid to long-term customer growth?



What are the market trends that are driving
current and future growth?



Powersports is benefiting from strong underlying macro trends that are expected to continue in years to come

Amongst consumers intending to purchase powersports



Higher available discretionary income

More than a third are expecting a significant salary increase

~2x higher than the general population



Growth in rural areas

1 out of 4 expect to move out of the city

~2x higher than the general population



Flexibility in working from everywhere

A third expect to work from home

~1.5x higher than the general population

What's the **outlook** for mid to long-term customer growth?

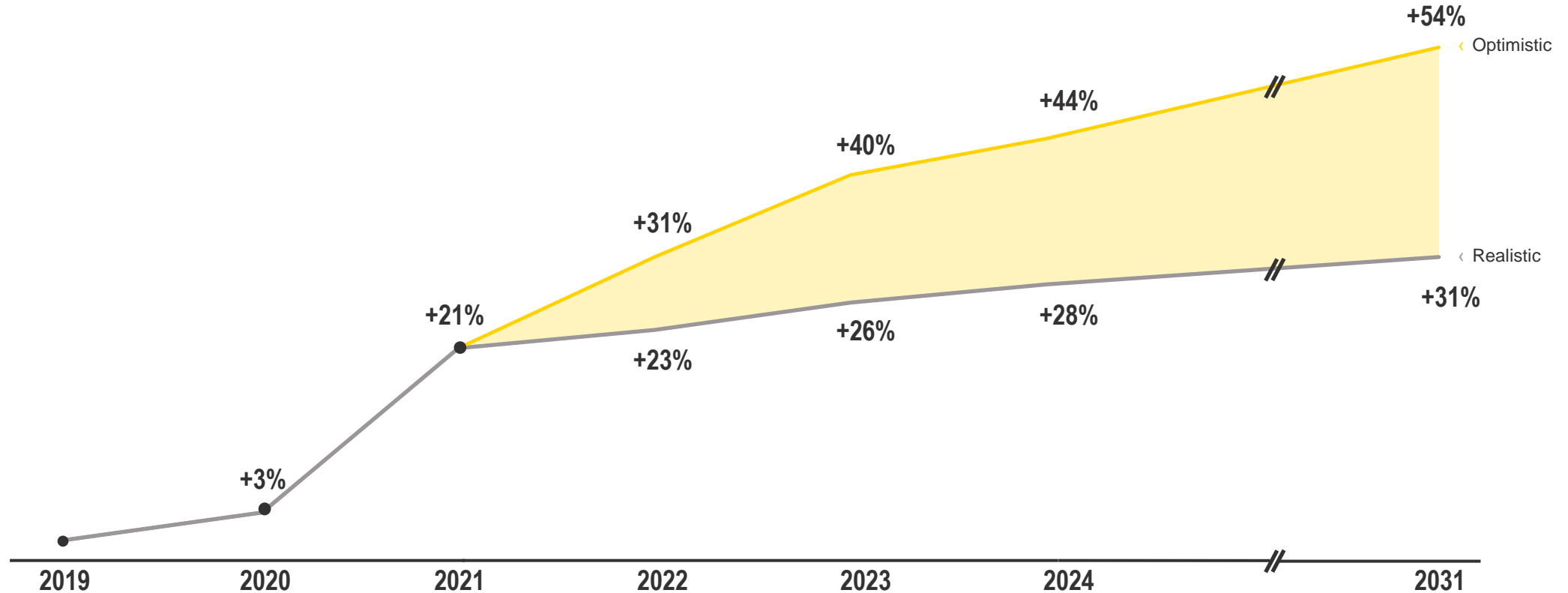


What is the **outlook** of the future
Customer demand?



Based on IMI Research, the number of consumers interested in Powersports and Marine products is expected to continue growing in coming years

Consumer demand growth vs. CY2019 for Powersports and Marine products in North America

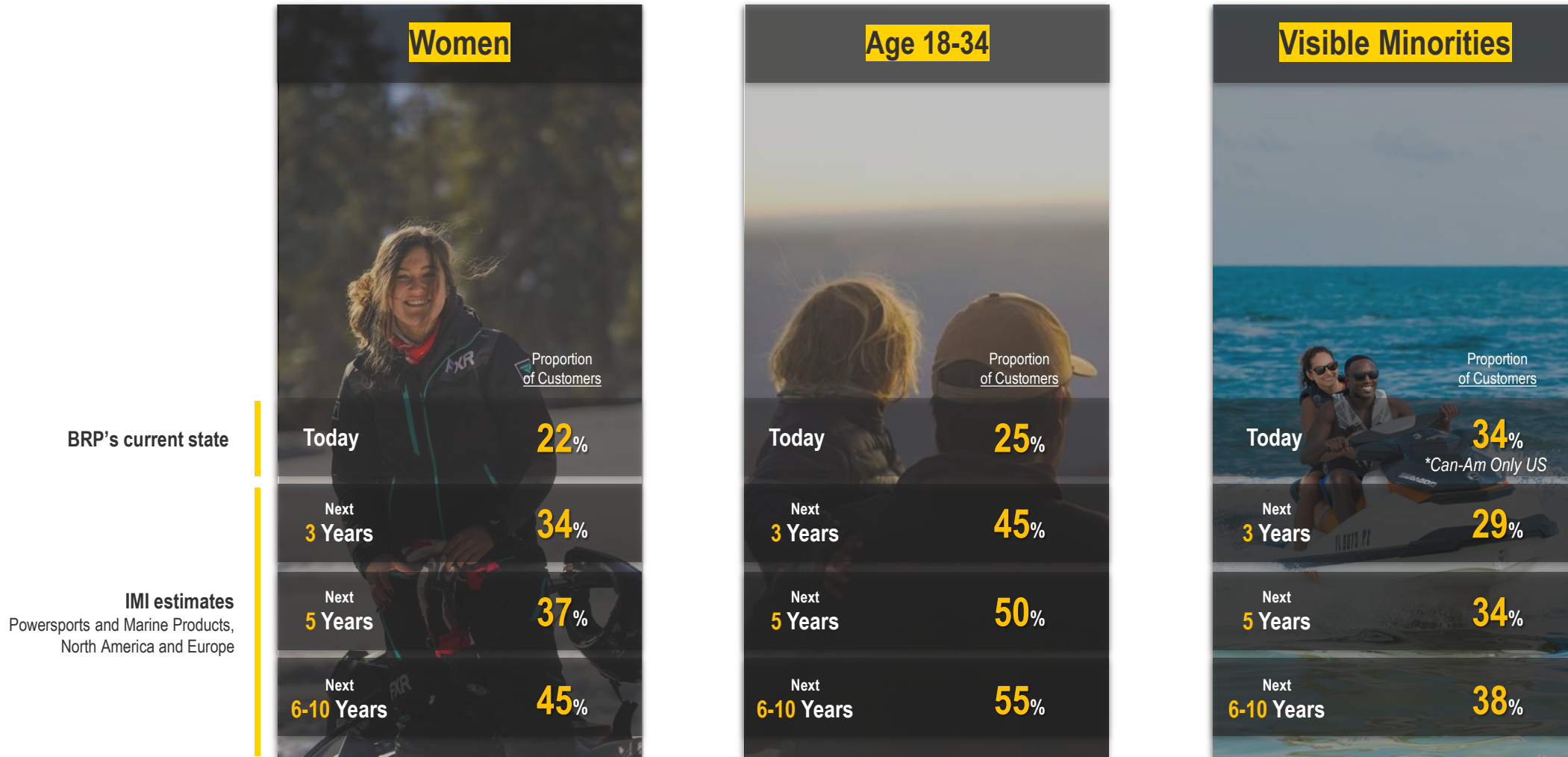


Sources: BRP and IMI Research

The demand for our products is projected to remain strong and above pre-COVID levels for the next decade



And that our customer base should continue to expand amongst women, younger generations and diverse communities



Sources: BRP and IMI Research



What's the **outlook** for mid to long-term customer growth?



What are customers' purchase **motivations and intent to stay?**

Future growth is expected to be fueled by both current owners and new entrants

Intention to start participating^[1] in the next 18 months is strong across all recreational product categories

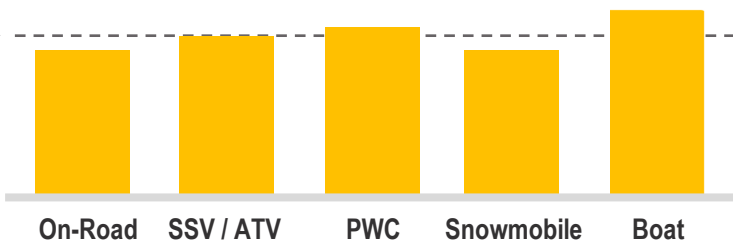
~30% of owners are expected to purchase a 2nd powersport category within the next 10 years

In the next 10 years, 30% to 50% of new owners are expected to be people that don't currently own a product and have not participated in the past decade

Intention to start participating in Powersports and Marine

Percentage of respondents that intend to start participating in the next 18 months

Average ~18%



^[1]Among people that have not participated in the past 12 months
Sources: IMI Research

What's the **outlook** for mid to long-term customer growth?



What makes us optimistic
about the customer growth potential?

Winning factors leading us to sustainable growth

1

New entrants are
here to stay

2

Purchasing intent
to buy is **strong**
among affluent
groups

3

There's a **new**
generation ahead

4

Favourable
market trends



A photograph of three women on motorcycles parked on a paved area overlooking the ocean. The woman on the left is smiling and holding her helmet high in the air. The woman in the middle is also smiling and has her right hand raised in a peace sign. The woman on the right is wearing a black t-shirt with the word 'RIDE' in pink and has her right hand raised in a peace sign. All three are wearing helmets and riding gear. The background shows a calm sea under a clear sky.

BRP Customer Experience Strategy

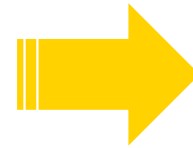
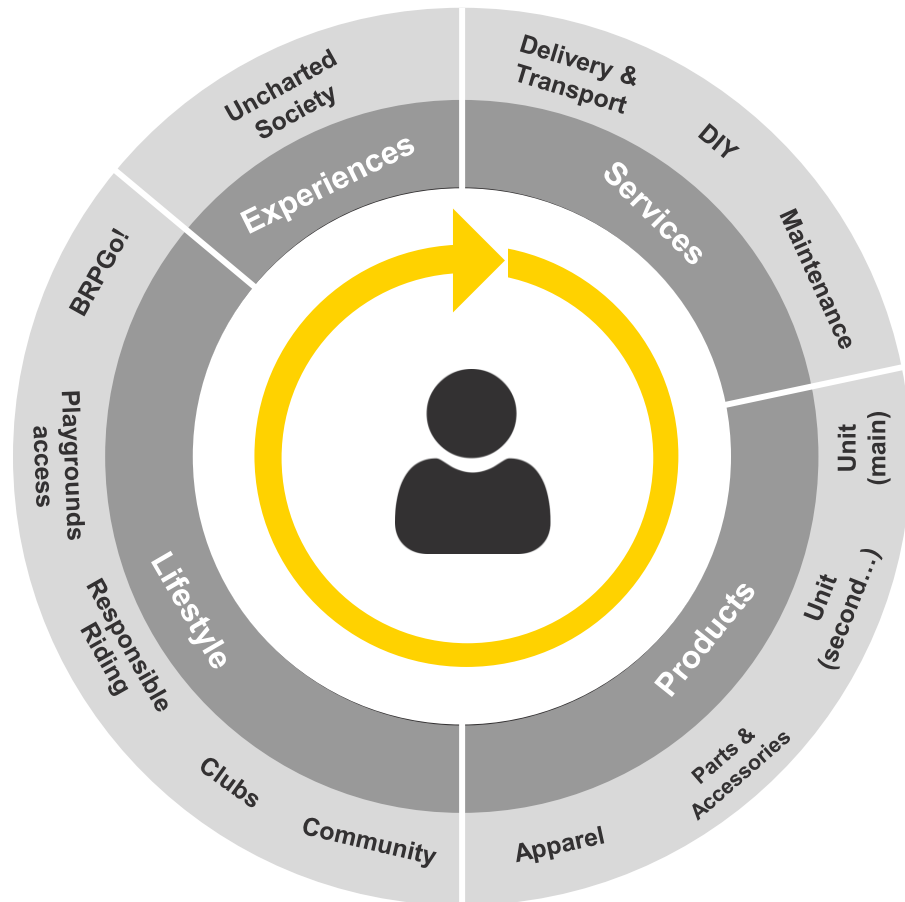
RAISE THE EXPERIENCE BAR
AND MEET OUR CONSUMERS
ANYWHERE, ANYTIME, AND ON
ANY DEVICES.



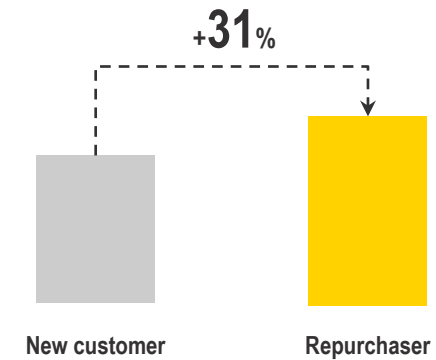
1. Meet customers on **their own terms**

2. Maximize customer lifetime value: Building profitable lifelong relationships driven by data and insights

Customer-centric approach



Yearly spend by customer



In every subsequent buy, clients are increasing the amount they spend with us

3. Increase access for new customers by capturing our share of the powersports experience economy

BRP-X

Since 2019, our commercial innovation lab, is exploring new growth opportunities to make our brands accessible to all

More than **10 pilots**

Exploring **existing and new business verticales**

Globally present: N.A., EU, AUS, FR



UNCHARTED SOCIETY

An online marketplace where our customers can book the best outdoors experiences enabled by powersports

Increasing Powersports participation
- **134,000 guests in FY22**

Over 100 partners by end of FY23

Positive EBITDA after Y1



UNCHARTED PLAYGROUNDS

An online marketplace that connects off-roaders with off-road parks and private playgrounds

Operating in **5 U.S. states & pilot in Australia**

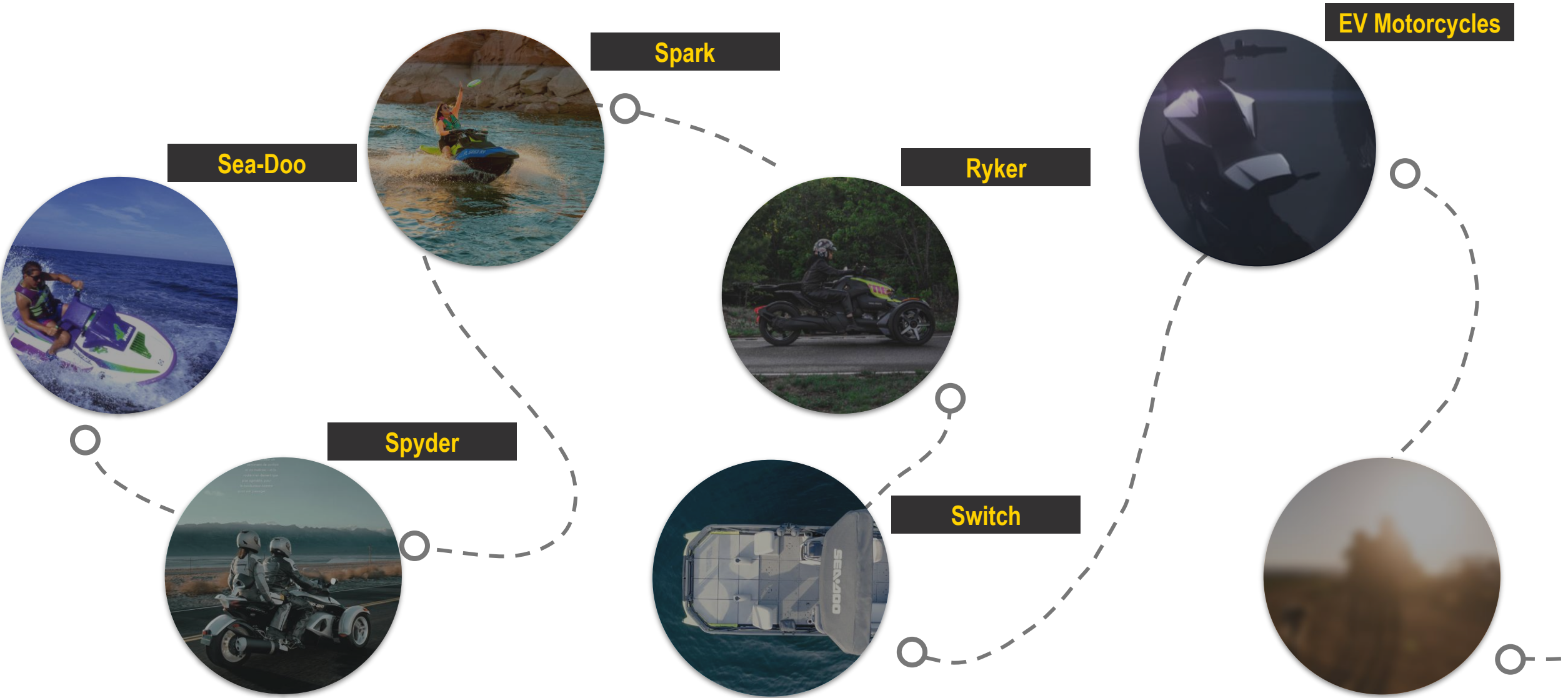
Answering customer need **"Where to ride"**

Become **largest provider of playgrounds access**

Tapping into a \$6B total addressable market in North America



4. Democratization of our industries through product innovation





WE RIDE TOGETHER





DESIGN AND INNOVATION PHILOSOPHY

DENYS LAPOINTE
CHIEF DESIGN OFFICER



ADVENTURE BY DESIGN



Innovation: A Matter Of **Survival**

“ Wall Street refuses to appreciate bottom line growth when top line stagnates. The crucial question today remains, whether or not the corporation is actively working on its growth.

Source: Pankaj Ghemawat, Harvard Business School.



Fortune 500 Ranking Evolution

	1992	2002	2012	2021
	81	325	17	3
	5	5	6	38
xerox 	22	116	127	415
Kodak	18	155	408	--

Fortune 500 Ranking
Over Time

Source: Fortune 500 / 2021 Edition
" Trademarks listed are the property of their respective owners"



Product Architecture

BRP / Innovation Types

A. Invention

Introduction of a new paradigm



B. Disruption

Introduction of a paradigm shift



C. Evolution

Introduction of an evolution within a given paradigm



D. Continuation

Incremental improvement



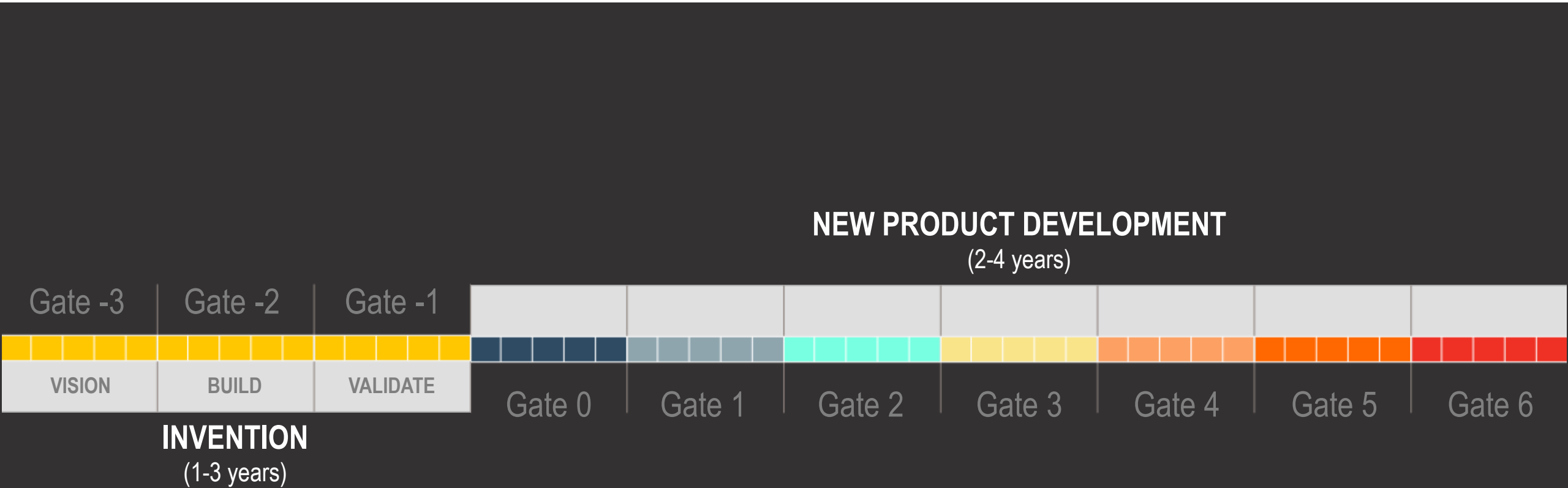


BRP Design Philosophy

Create **highly innovative**, **functional** and **exciting** products to exceed consumers' needs



BRP Innovation Process



Design & Innovation Centers



Valcourt, Canada



Palm Bay, Florida



Sophia Antipolis, Europe



BRP Market Creations

NEW INDUSTRIES



SKI-DOO 1966



SEA-DOO 1988



SPYDER 2008

NEW PARADIGMS IN A GIVEN INDUSTRY



REV GEN1 2003



SPARK 2014



MAVERICK X3 2017



RYKER 2019



FISH PRO 2019



SWITCH 2021

ACCESSORIES AND APPARELS



BV2S 2005



LINQ 2009



LINQ EXPENSION 2021



BRP Market Disruptions

NEW INDUSTRIES



SKI-DOO 1966



SEA-DOO 1988



SPYDER 2008

NEW PARADIGMS IN A GIVEN INDUSTRY



REV GEN1 2003



SPARK 2014



MAVERICK X3 2017



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ACCESSORIES AND APPARELS



BV2S 2005



LINQ 2009



LINQ EXPENSION 2021



BRP PA&A Disruptions

NEW INDUSTRIES



SKI-DOO 1966



SEA-DOO 1988



SPYDER 2008

NEW PARADIGMS IN A GIVEN INDUSTRY



REV GEN1 2003



SPARK 2014



MAVERICK X3 2017



RYKER 2019



FISH PRO 2019



SWITCH 2021

ACCESSORIES AND APPARELS



BV2S 2005



LINQ 2009



LINQ EXPANSION 2021



Market share impact



REV GEN1

+10
points of market share in 4 years^[1]



CAN-AM RYKER

85% ↑
Industry up since introduction^[2]



SEA-DOO SPARK

95% ↑
Industry up since introduction^[3]



ACCESSORIES | LINQ

2x
the revenues over the last 5 years^[4]

^[1]Ski-Doo market share gains in North America from Season 2002 to Season 2005
^[2]North American PWC industry from Season 2013 to Season 2021
^[3]North American 3WV industry from Season 2018 to Season 2021
^[4]Accessories revenues from FY18 to FY22

People



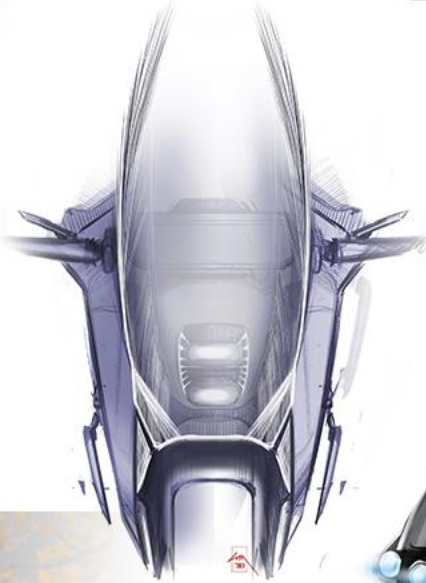
Powersports Explorations



Marine Explorations



Mobility and Services Explorations





POWERSPORTS UPDATE AND OPPORTUNITIES

SANDY SCULLION

PRESIDENT - POWERSPORTS GROUP

Powersports Group: Who we are

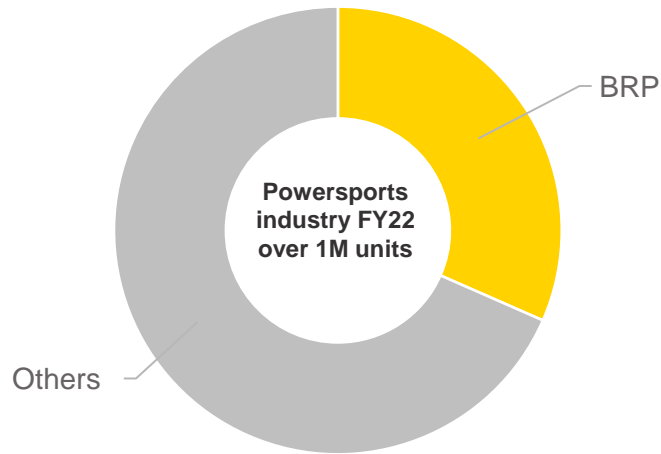
We manage and support retail operations in over **120** countries through a solid network of over **2,300** dealers, retailing over **350,000** units in FY22



We are a Global Leader in the industry, with nearly one third of Powersports units sold globally were BRP units in FY22

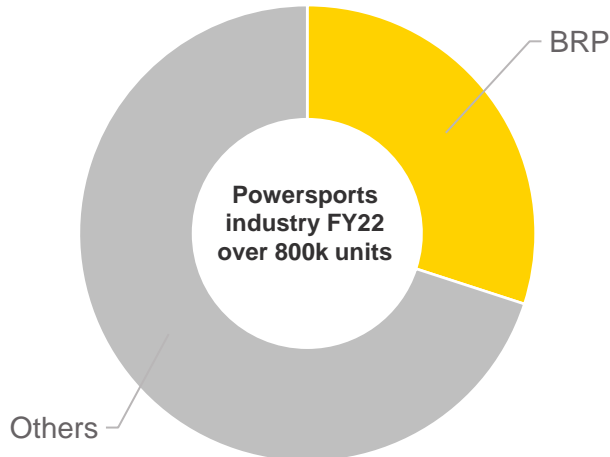
Global

BRP Market Share **increased by 8pp** since FY16
(ATV, SSV, SNOW, PWC and 3WV)



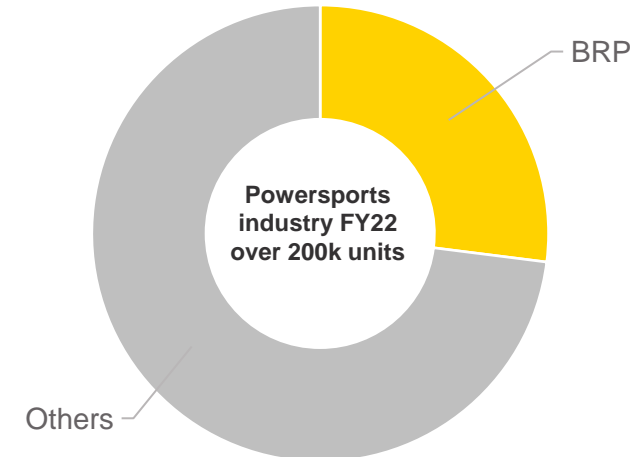
North America

BRP Market Share **increased by 10pp** since FY16
(ATV, SSV, SNOW, PWC & 3WV)



International

BRP Market Share **increased by 1pp** since FY16
(ATV, SSV, SNOW, PWC & 3WV)



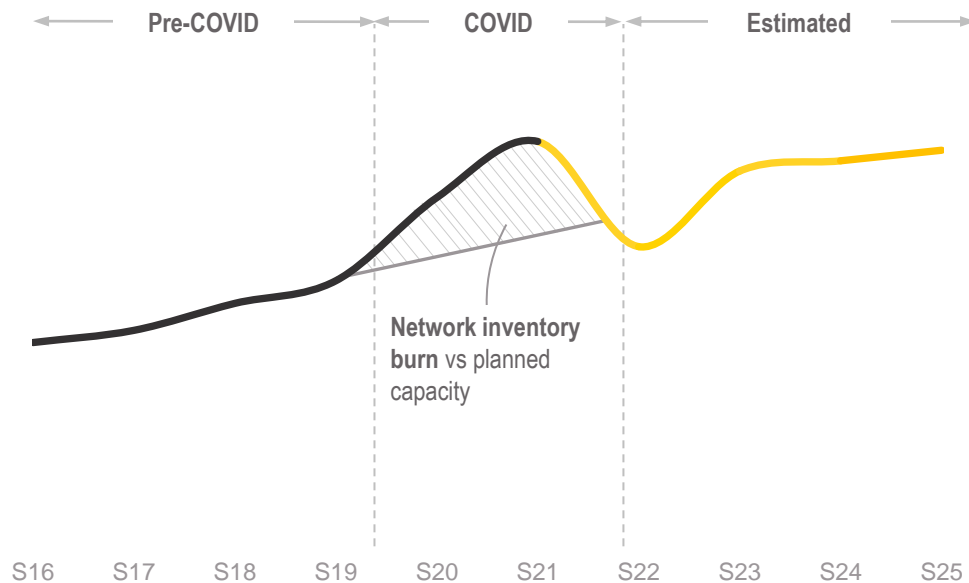
Our industry projection aligns with pre-COVID trends allowing BRP a \$1.4B+ inventory rebuild opportunity with a much lower days of inventory

Demand accelerated at the onset of the pandemic resulting in strong industry retail and depletion of the network inventory...

...which now represents a great opportunity to rebuild in a smart way

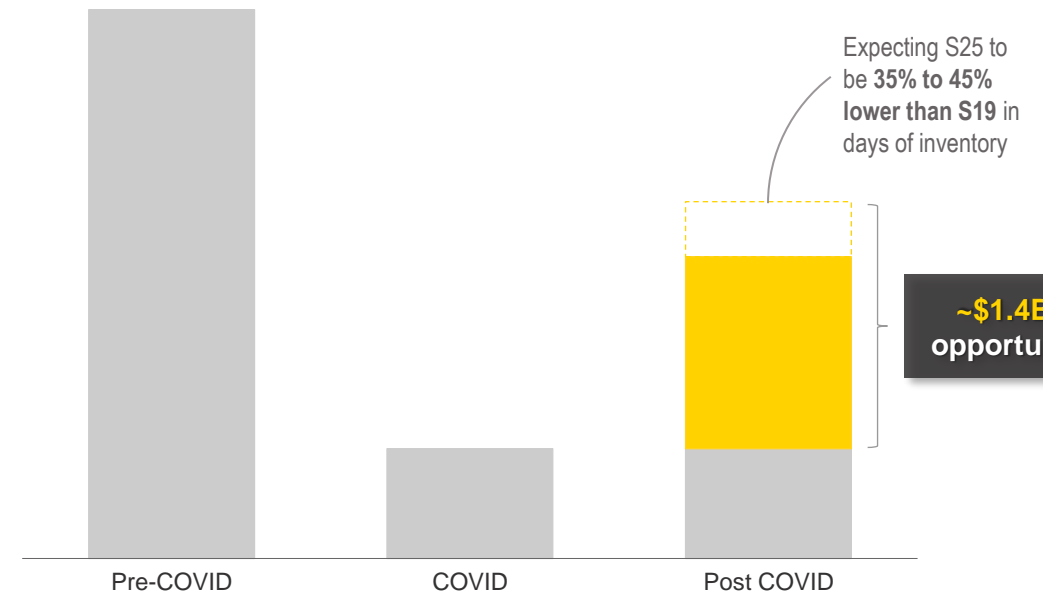
Global Powersports Industry

Units



Dealer Network Inventory

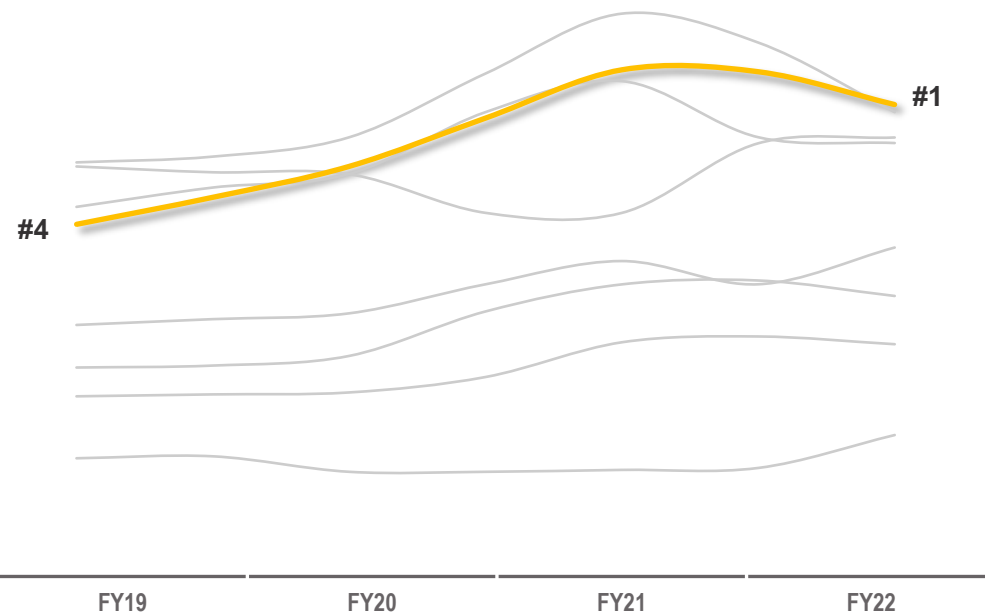
Days of Inventory



Became the OEM of choice for our North American dealers

NORTH AMERICAN AVERAGE NUMBER OF UNIT RETAILED PER DEALER

Units



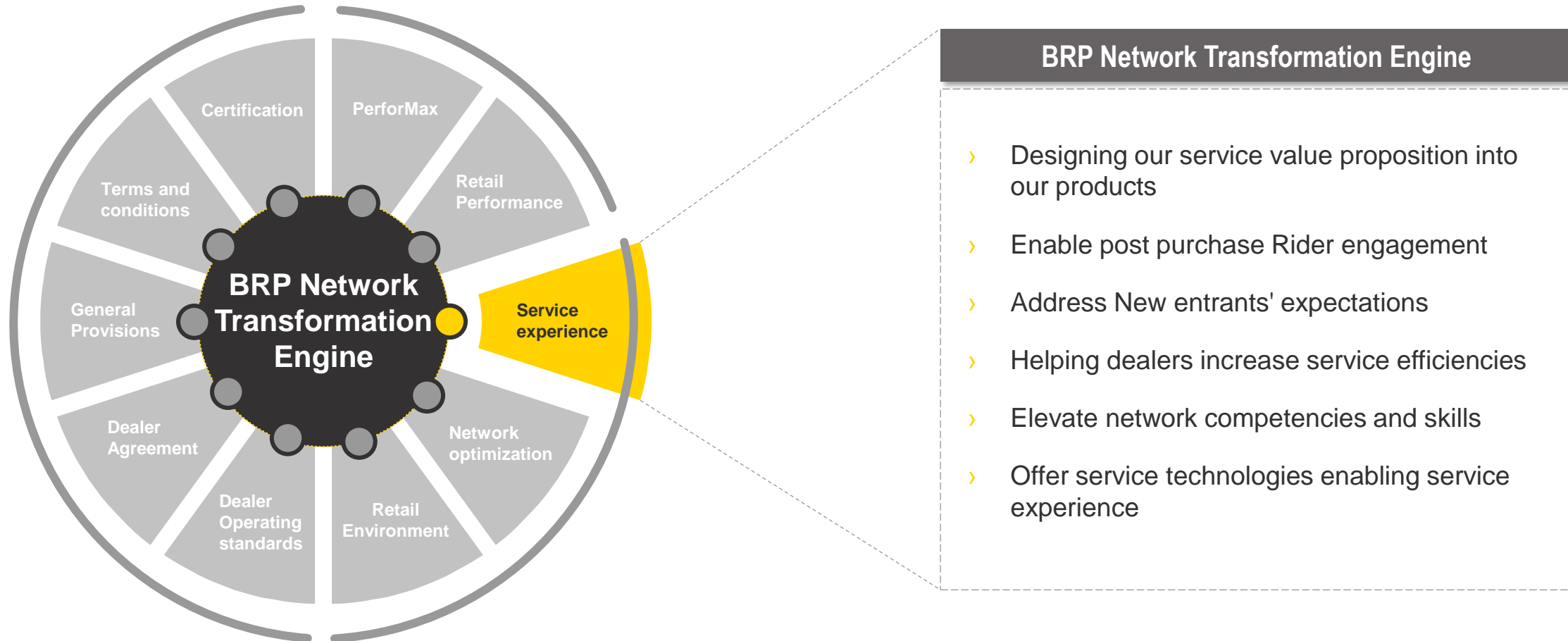
BRP was the **only OEM to gain market share in all product lines** in North America during FY22



Our strong dealer value proposition, broad product portfolio and the strong consumer interest for our products are driving these results



Our transformation engine has been key in building a robust and leading network, post COVID learnings accelerating our service experience focus

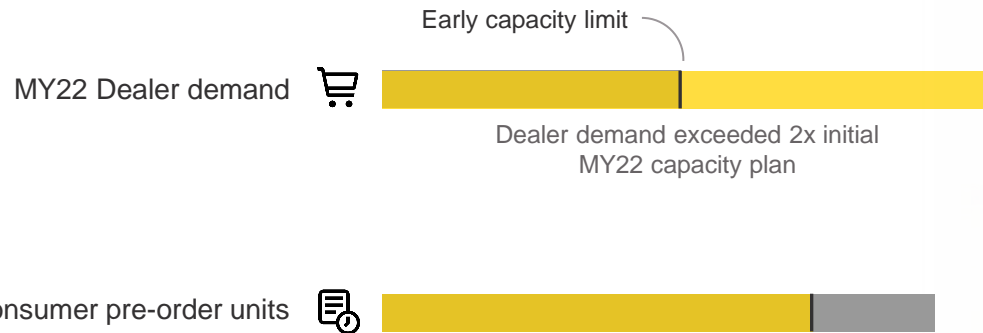


The Powersports industry must elevate the service experience to meet customers' expectations



Our strong position allows us to successfully launch new products as shown with the initial results with the Sea-Doo Switch

Key Facts



M25 Objective

**Grow Switch to
\$500M in
revenues
by FY25**

When combined with Manitou retail projections, we are well positioned to become **#1 in the pontoon industry by S25**



With the launch of 2W Electric in 2024 we will be targeting nearly 250 additional dealers around the globe, with a focus on metropolitan regions

Sizeable opportunity as we enter a large industry

~600k units



INITIAL MODELS TO ADDRESS ~40% OF THE NORTH AMERICAN AND EUROPEAN 2W INDUSTRY



Expected to lead to a greater BRP presence in urban and metropolitan areas

Percentage of units sold in urban and metropolitan areas



~76% 2WV VOLUME EXPECTED TO BE SOLD IN URBAN AND METROPOLITAN AREAS



M25 Strategic Priorities

FY21

FY22

FY23

FY24

FY25

DEFINITION

SETTING THE COURSE FOR BRP 2.0

GROWTH

Build on Can-Am momentum

Grow Can-Am to over \$7.0B in revenues

CUSTOMER X

Make waves in Marine

Craft on-water memories to reach \$1B in revenues

EMPLOYEE X

Exceed customer expectations

Increase our Net Promoter Score and improve our Customer Lifetime Value

LEAN

Fuel the BRP heartbeat

Shape a culture that moves our people and delivers outstanding results

Perform to win

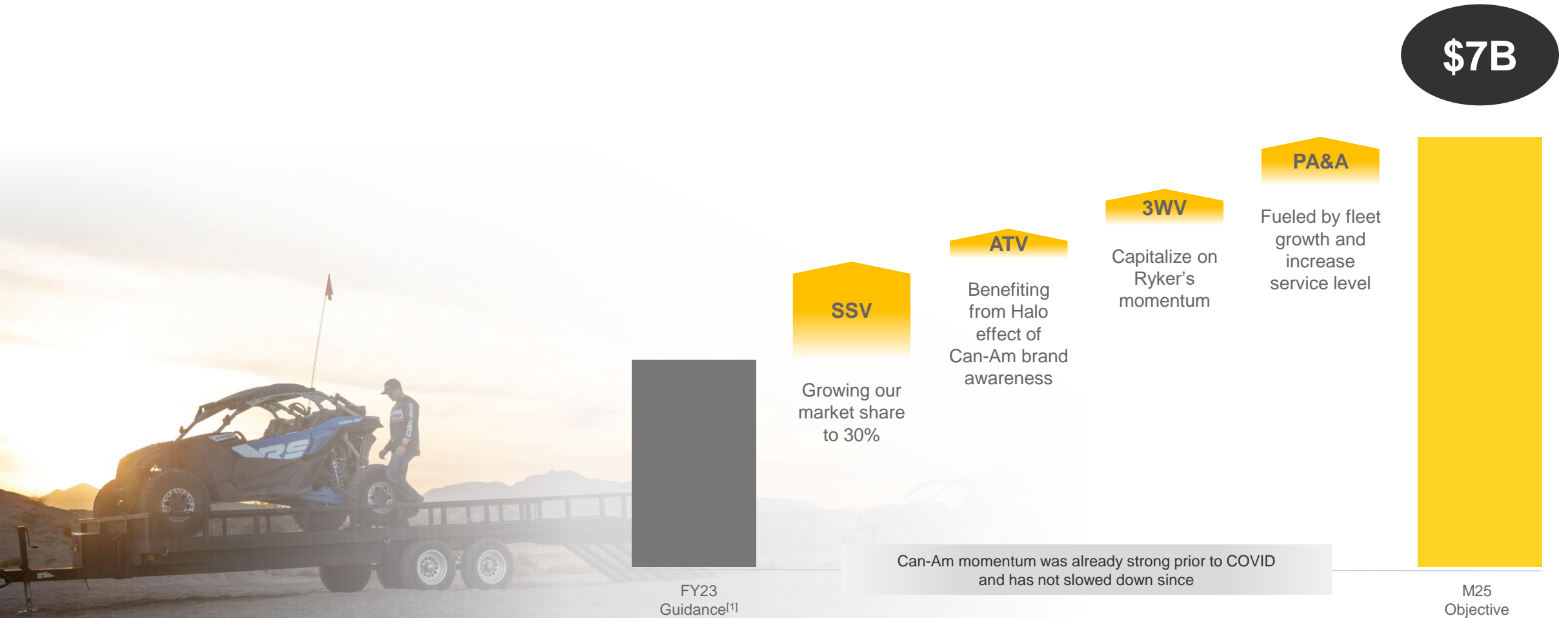
Achieve \$400M of Lean Value

Pursue something bigger

Sustain BRP's growth beyond 2025



Path to \$7B of revenues for Can-Am: Largely driven by SSV



^[1]Guidance as at June 03, 2022



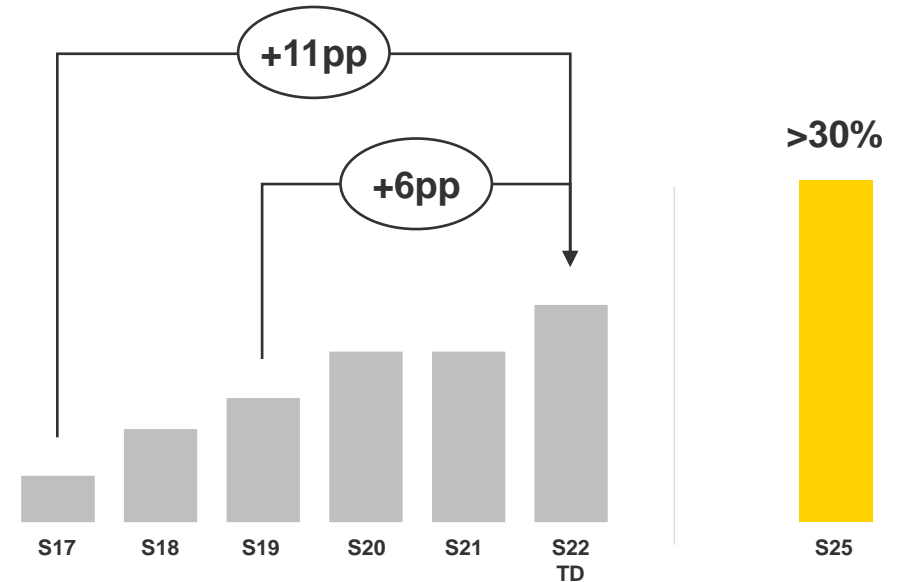
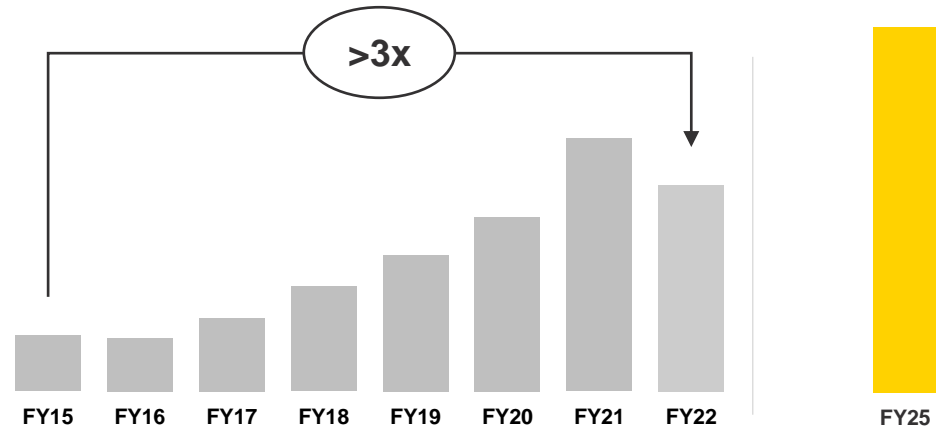
Our strong SSV momentum started long before COVID and there are no signs of slowing down

Our relentless focus on product innovation, dealer value proposition and execution has been paying off

... and that generated significant market share gains

North American Can-Am SSV Retail
Fiscal Year, Units

North American Can-Am SSV Market share



Our SSV retail was already growing at rapid pace prior to Covid

COVID supply chain disruptions caused a slight decline in FY22

Path to M25 Juarez 3 at full capacity at the beginning of FY24

Gained ~11pp of market share in the North American SSV industry since Season 2017

M25 Target



Reaching our M25 30% market share target would bring over \$1B in additional SSV revenue

Our retail growth in the last 4 fiscal years has generated more than \$1.1B of additional revenues and there is more ahead of us

Our last **8pp** gain of market share in SSV brought us **>\$1.1B** in additional SSV revenues

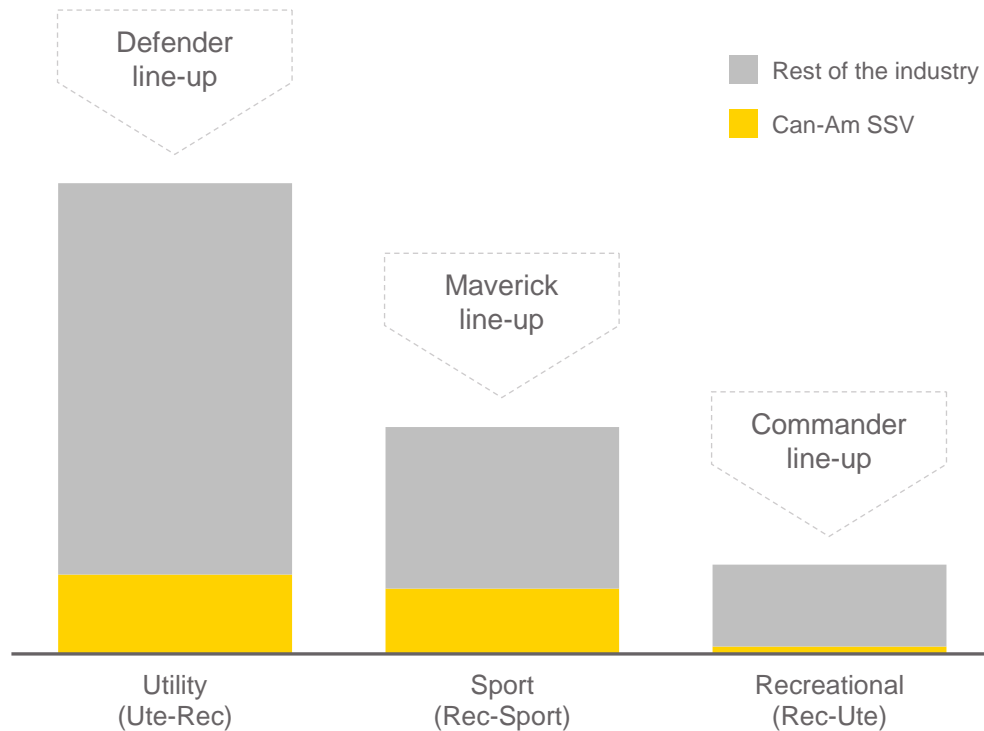
We have **~8pp** to gain to reach our **30%** market share target, which would bring another **\$1B+** in SSV revenues



We still have significant market share gain potential in many segments of the industry

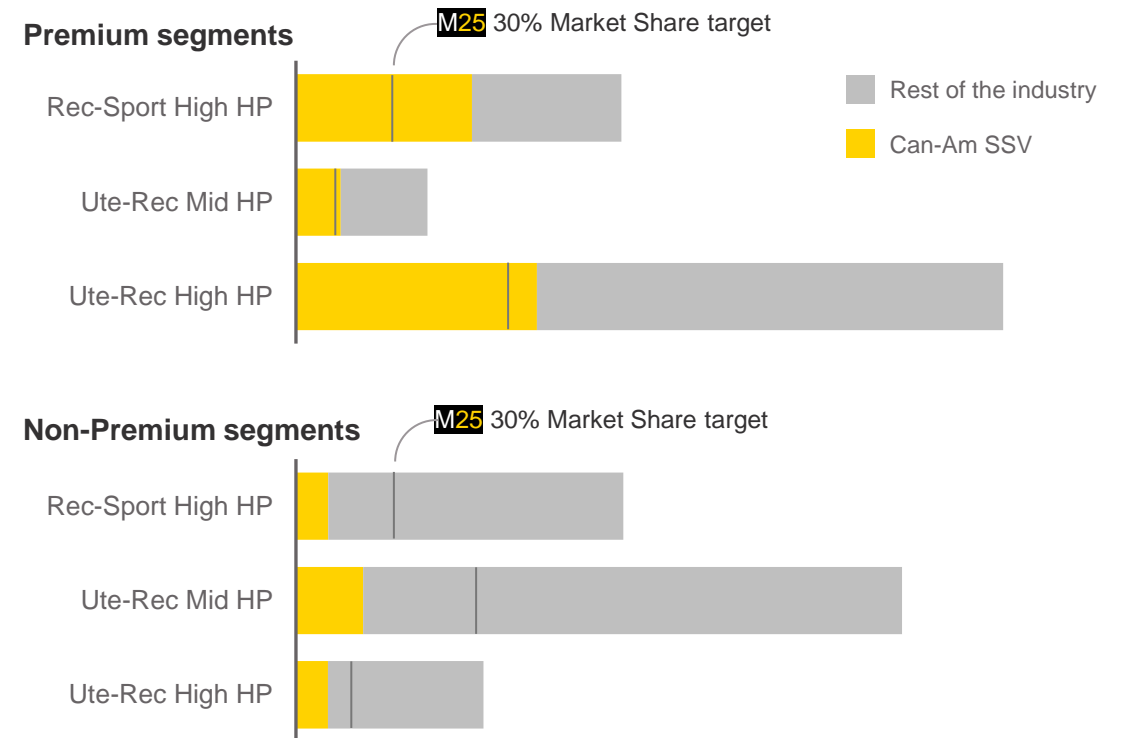
Despite our rapid growth in recent years, we still have significant upside potential across all segments

North American SSV Industry Retail Sales by Sub-Segment
Season 2021, Units



We have already surpassed 30% of market share in premium segments and still lots of runway in other segments

North American SSV Industry Retail Sales by Sub-Segment
Season 2021, Units

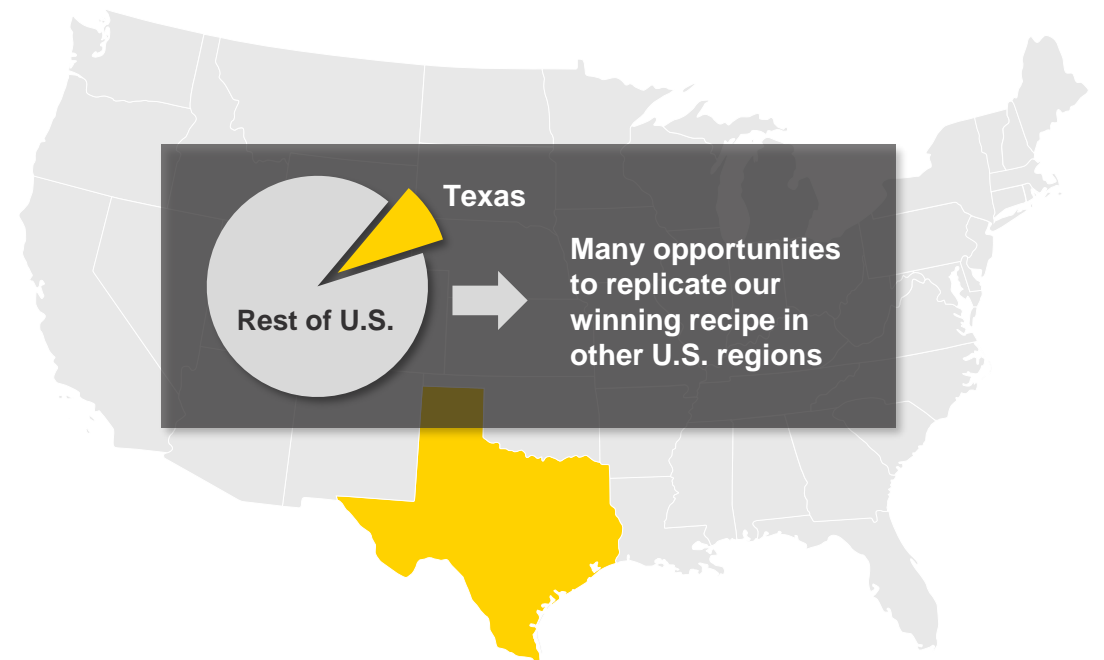
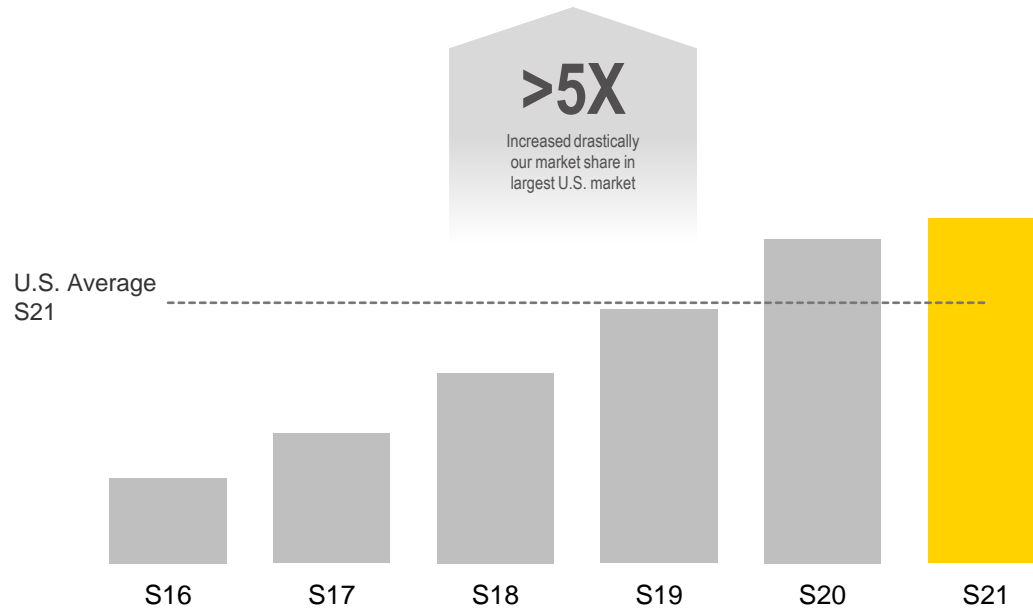


We can generate strong market share gains by focusing our efforts on large market with potential

Texas market share increases Season 2016 to Season 2021

U.S. still represents the largest SSV opportunity

Texas Can-Am SSV Market Share



Still lots of market share runway across U.S. market with our Texas market shares still largely above average



Path to 30% market share for SSV

Bring highly innovative products to market, strong dealer network and focus effort to reach new heights



Our strongest line-up to date positioning us well to outperform the industry



We have demonstrated in Texas that our focused efforts have the potential to deliver strong results



Can-Am still underrepresented in many of sub-segments giving us a lot of runway to grow



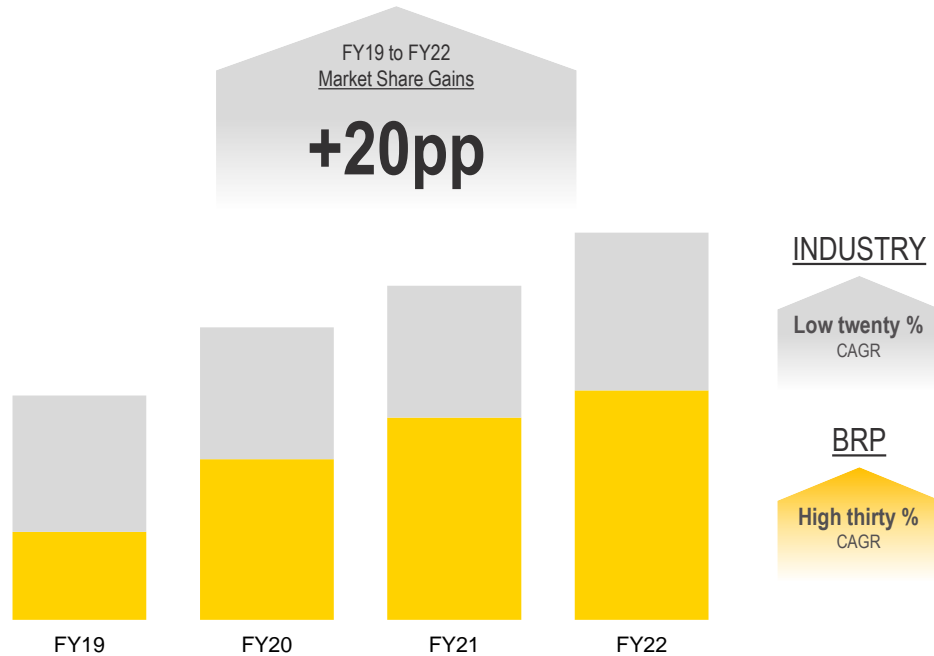
Juarez 3 expected to be fully operational in early FY24 giving us the capacity to deliver on our targets



Can-Am 3WV retail has almost tripled in the last 4 years, generating most of the industry growth

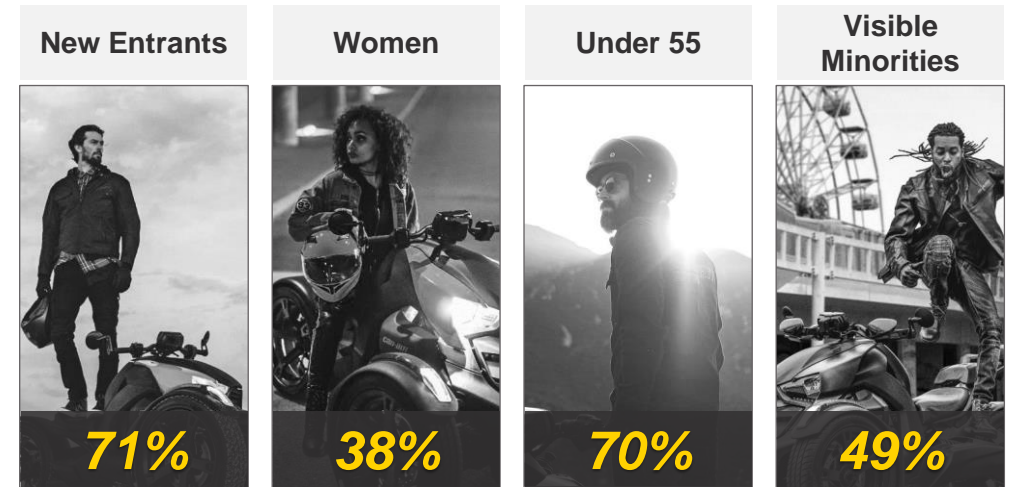
Can-Am gained 20pp over the last 4 years

3WV Industry Retail North America, Units



We continue to widen the category's addressable market by attracting a very diversified base of riders

Can-Am Ryker Season 2021 Customer Profiles



And we are building the strongest women community with mentorship, rider education and more initiatives

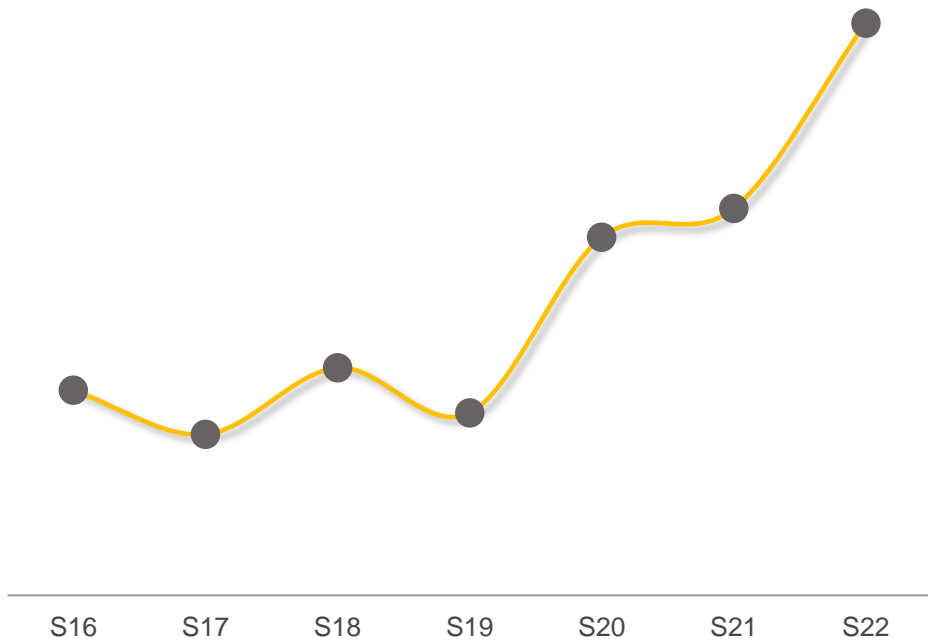
Already #5 on the on-highway 2W industry and clear #1 in the 3WV industry



Even after hitting a new market share high in Season 2022, we still see a lot of room for growth

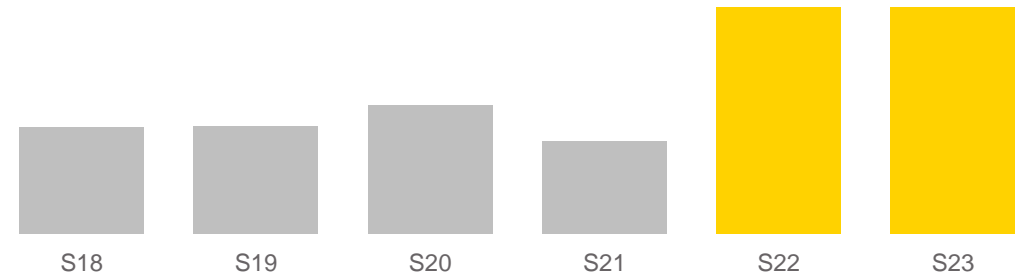
Snowmobile reached its highest market share ever in Season 2022

North America Snowmobile Market Share

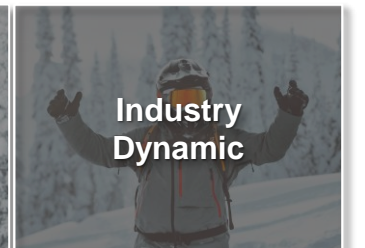
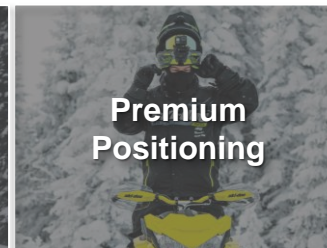
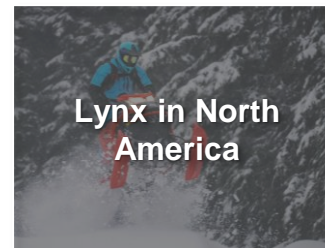


Snowmobile pre-orders representing ~70% of expected retail for a second season in a row

North America Snowmobile Consumer Pre-order rate



Key Drivers

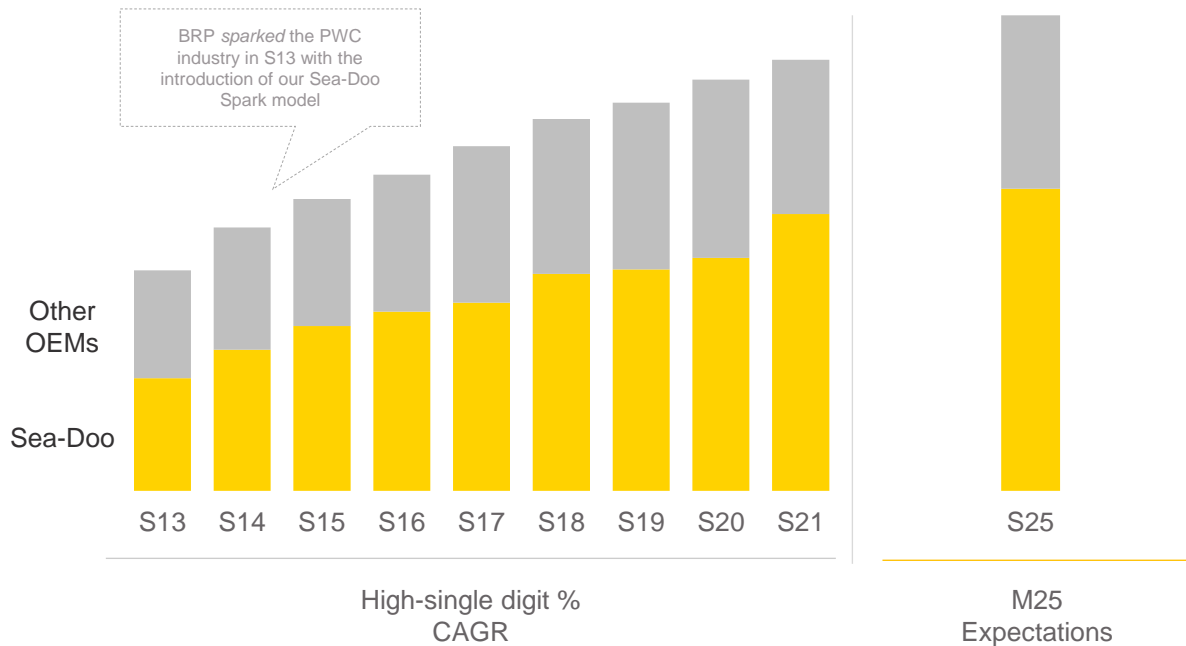


The PWC industry has been growing since the introduction of the Sea-Doo Spark in 2013

Delivered strong retail growth since the Spark introduction

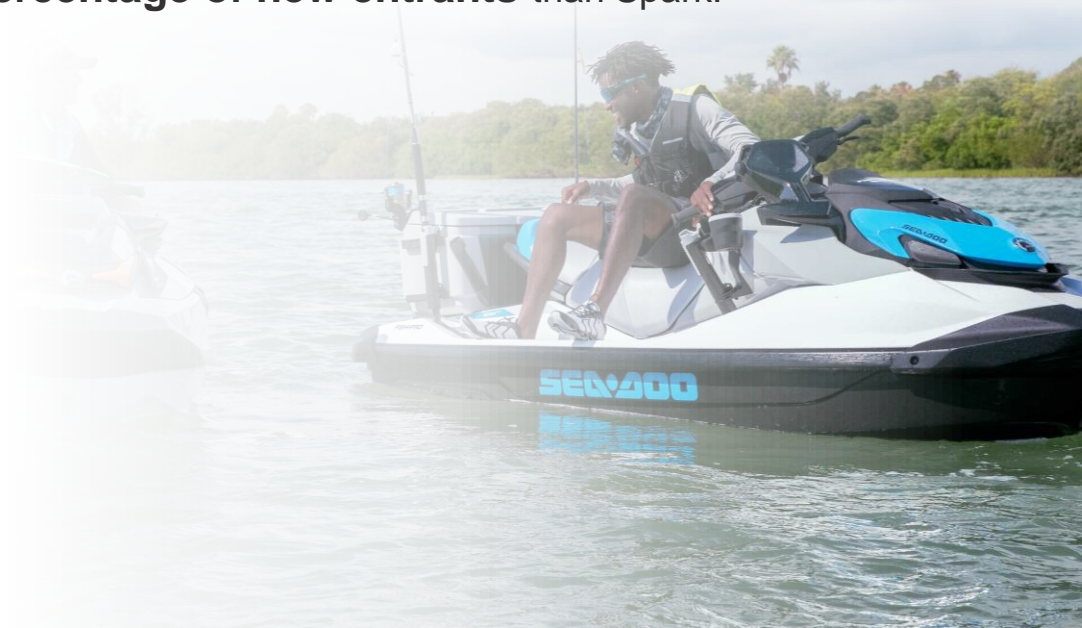
Driving market share gains through innovation

North America PWC Industry and BRP Retail Units



“ New categories like the Fish Pro tapping into a large fishing market with **well over 70 million participants worldwide.**

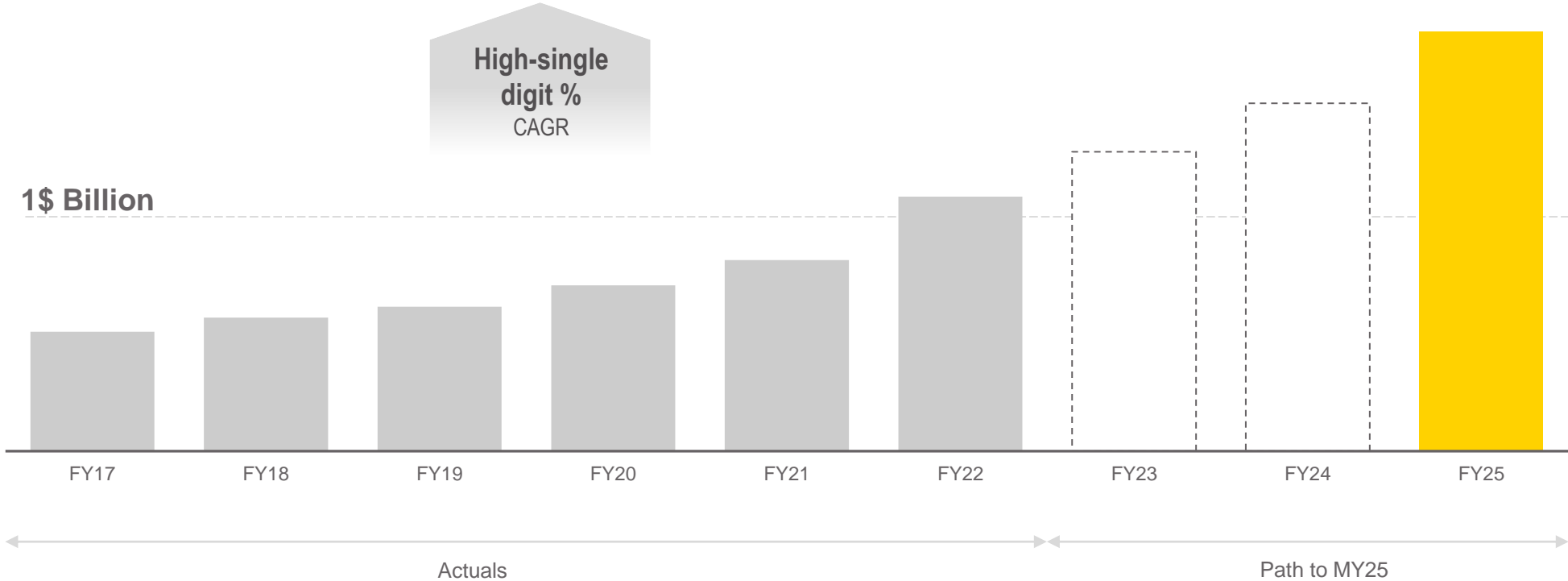
The Fish Pro has generated a **higher percentage of new entrants** than Spark. ”



Our PA&A business is on track to continue its strong momentum driven by fleet growth and increased service level

Worldwide PA&A sales since FY17

Worldwide PA&A Sales
Revenue



Our parts and accessories categories will again be key drivers of growth for our PA&A business

Parts revenues outpaced vehicle sales

Accessory sales accelerating

Large increase of our apparel revenues with significant untapped potential from E-commerce

>2X

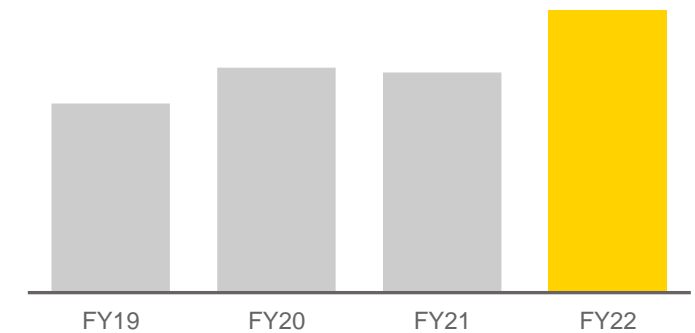
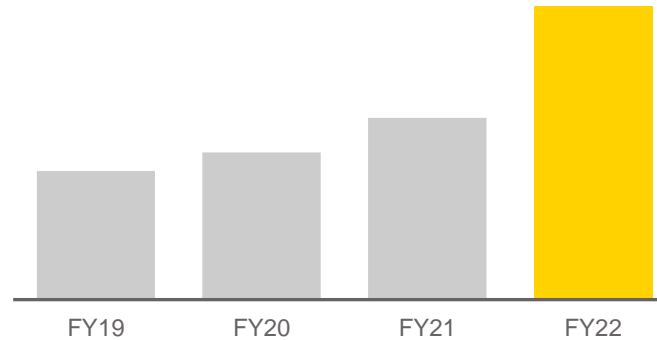
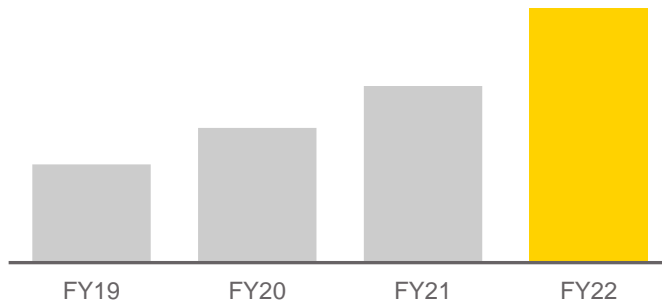
More than doubled our parts sales in past four years

Low-forty %

Growth from FY21 to FY22, while more than doubling versus FY19

Low-double digit %

3-year CAGR



Parts are expected to continue to benefit from our growing fleet of vehicles and network service transformation

Our accessory business is expected to benefit from our strong unit retail momentum in SSV, 3WV and Pontoon

We expect our Apparel business to double in coming 3 years



Lots of room for improvement on parts sales due to growing fleet and low service retention rate for dealers after new vehicle sales

BRP global fleet growth increasing from accelerated vehicle sales

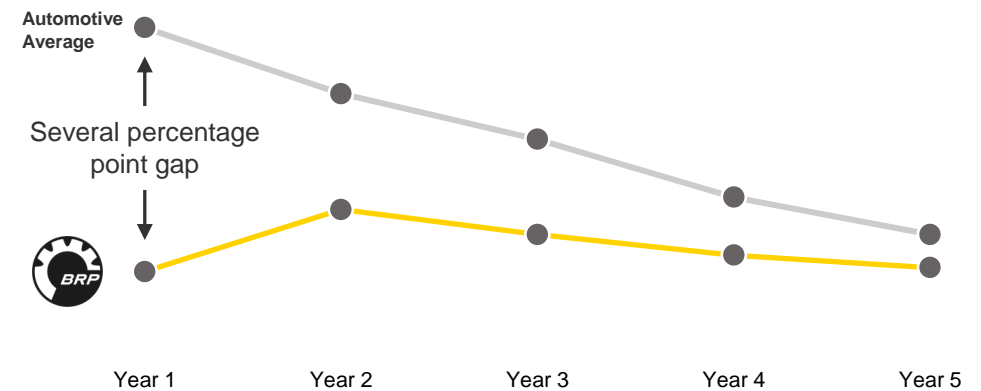
Global Fleet of Vehicles
Units



Our global fleet of vehicles has more than doubled since FY14, driving increased parts and accessory sales in the future

Improving our currently low retention rates represent a significant opportunity for BRP genuine part going forward

North American Dealer Retention Rate Average
Percentage of Customers



North American BRP dealers greatly underperform the automotive average, with each percentage point increase representing ~\$1M of profit

With the growing fleet of vehicles and efforts to increase retentions rates, our part business is poised to continue its solid growth momentum in coming years



Powersports summary

BRP is on track to become the #1 Powersports Company in North America

Large growth potential in SSV, PWC and 3WV

Parts and accessories growth is accelerating

Post COVID environment is creating opportunities that we are ready to seize



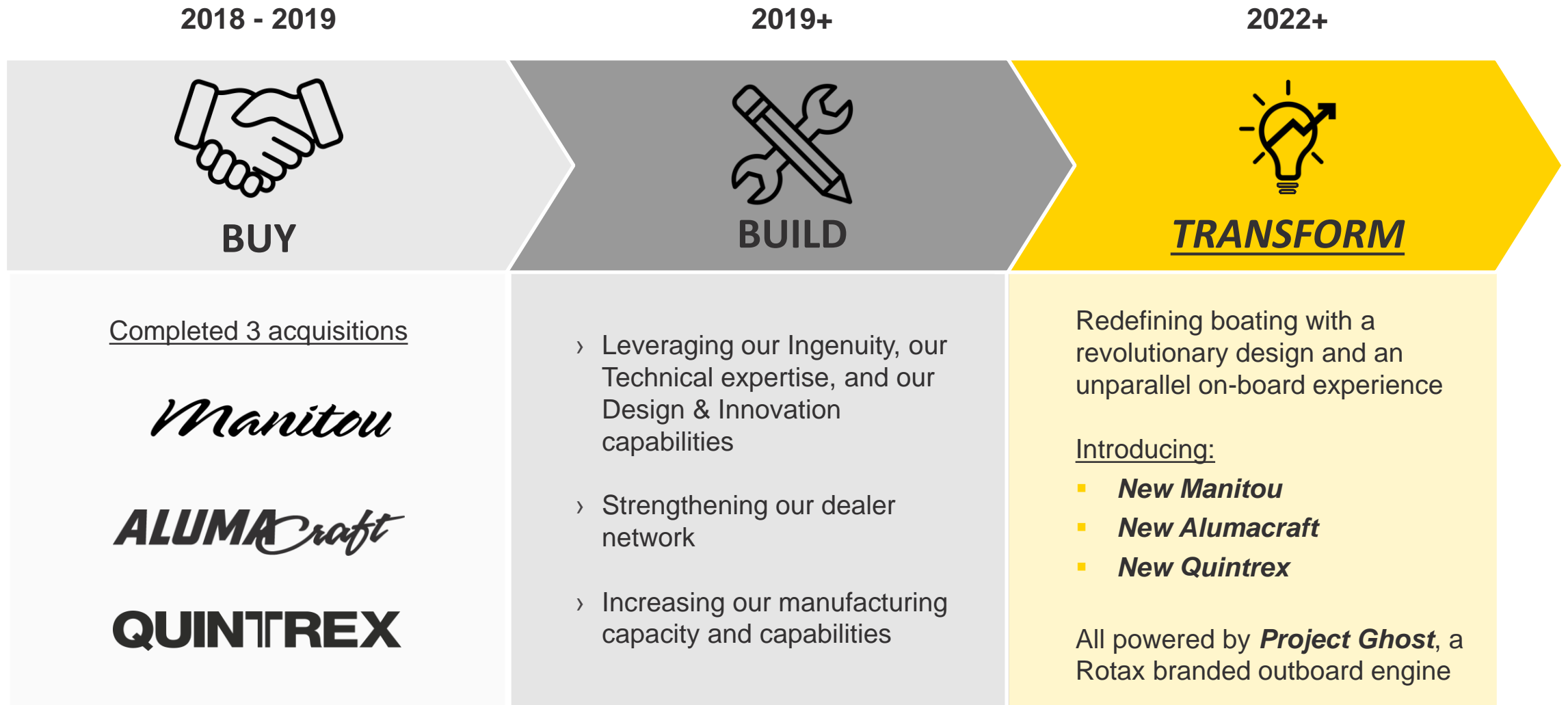
MARINE UPDATE AND OPPORTUNITIES

KARIM DONNEZ






PRESIDENT - MARINE GROUP



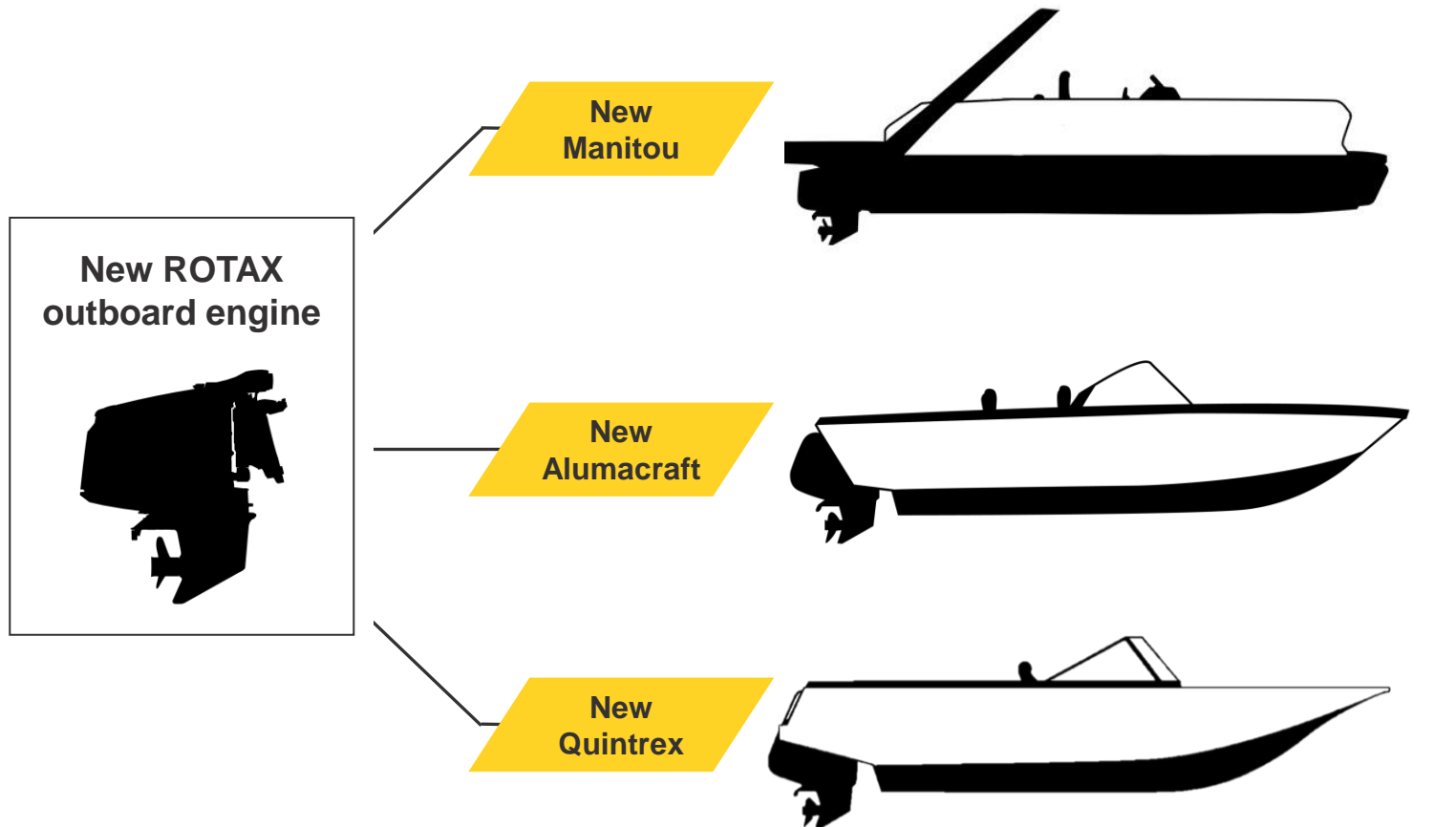
Entering the 3rd phase of our M25 Marine strategy: TRANSFORM



Project Ghost: Rotax innovation addressing existing marine engine drawbacks

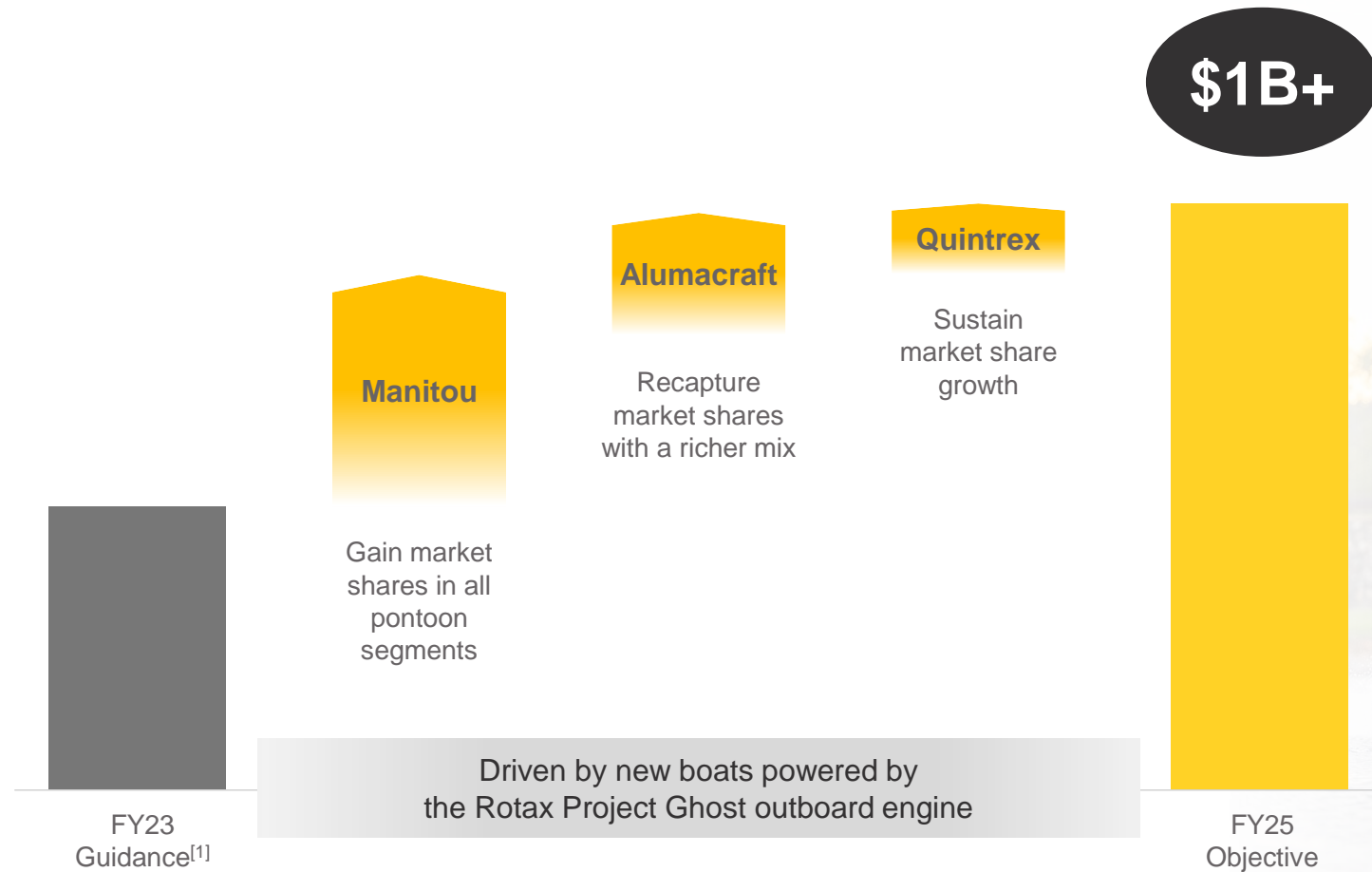
The boater wants...	Engine <u>Inside</u> the Boat		Engine <u>Outside</u> the Boat	
	Sterndrive	Inboard Engine	Outboard Engine	Project Ghost
 attractive value	-	-	+	++
 performance, easy handling and trimming	+	-	+	+
 easy storage and less maintenance	-	-	+	+
 a swimming / casting platform	+	+	-	+
 more space on the boat	-	-	+	++

Unparallel boating experience enabled by a fully integrated packaged boat



- › Disruptive design
- › Refined ergonomics and comfort
- › Game changing functionality
- › Ground breaking stern layout
- › Easy customization

Path to \$1B of Marine revenues: Largely driven by Manitou



¹Guidance as at June 03, 2022



The new Manitou with Project Ghost generates strong interest from consumers

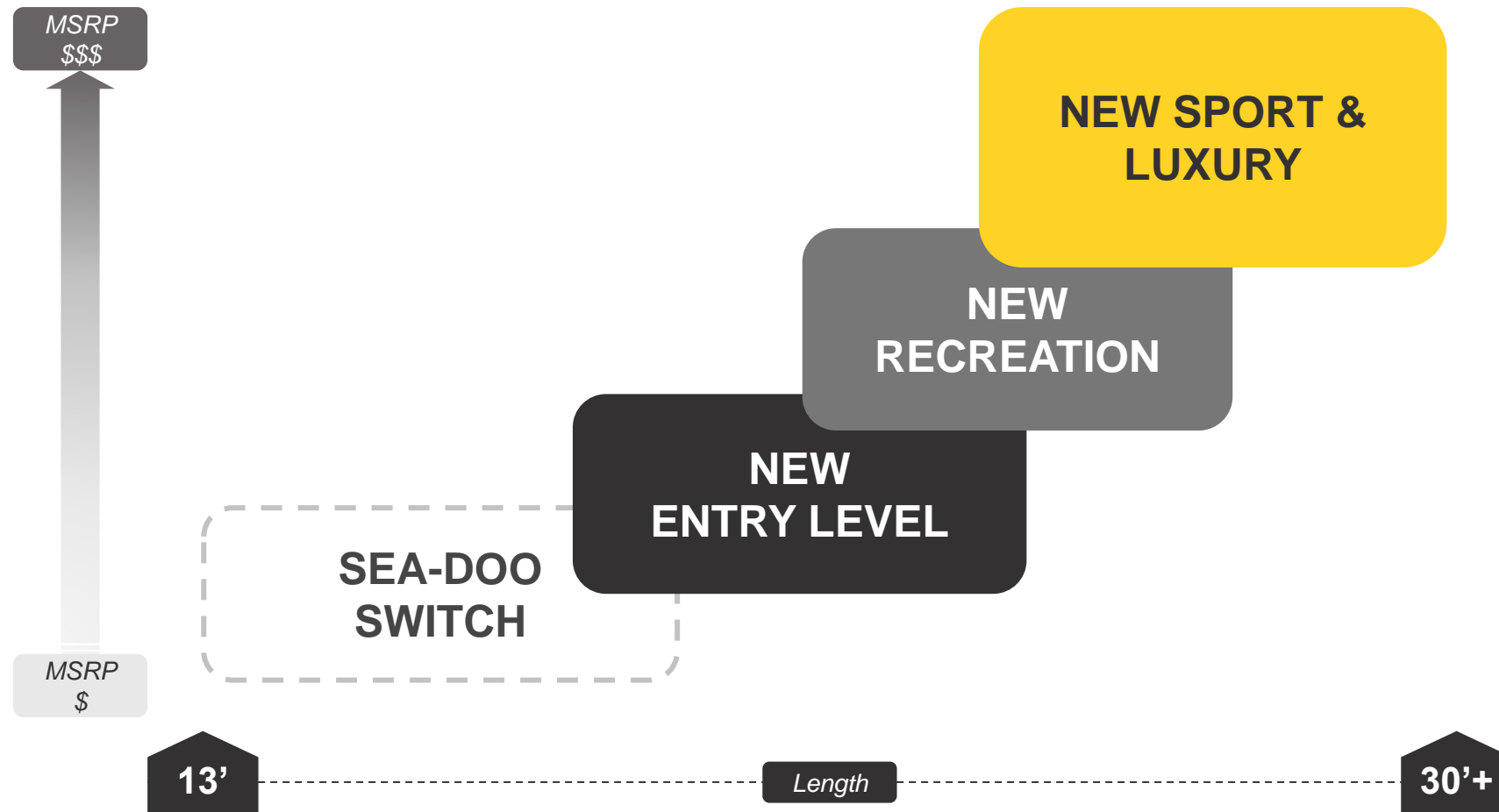
Consumer Survey Results			
	New Manitou with Project Ghost	Sea-Doo Switch	Strong product benchmark
People with positive reactions	95%	93%	80%
People interested in the product	70%	66%	60%
People with the intent to visit a store	61%	52%	30%
People wanting to learn more	75%	72%	35%

Survey results from current boat owners and people with the intent to buy a boat in the next 3 years – Internal study

The new Manitou compares favorably to our best benchmark to date: **Sea-Doo Switch**



The new Manitou and Sea-Doo Switch complement each other to cover the full pontoon spectrum

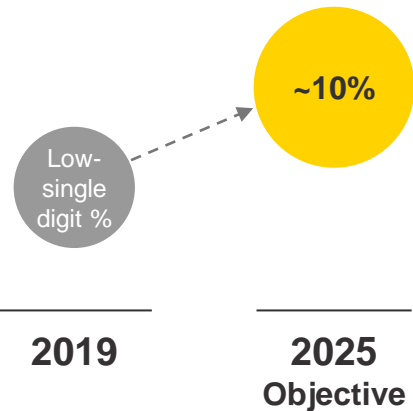


Upcoming
New Manitou
models will cover
all segments with
different price
points

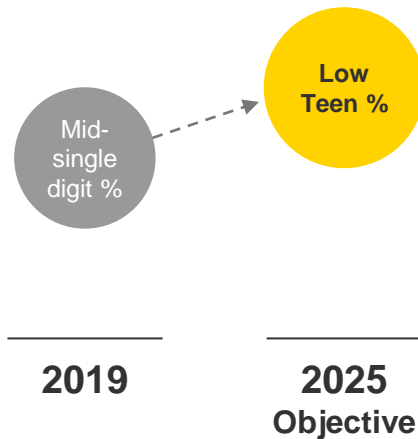
Expecting strong market share gains driven by the introduction of new boat models **EVERY** year

Market Share Evolution

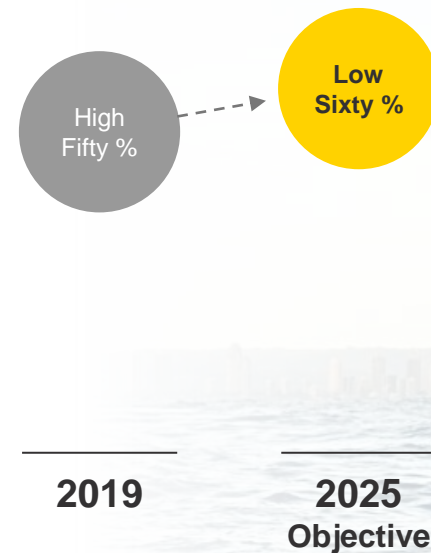
Manitou



ALUMACraft



QUINTREX



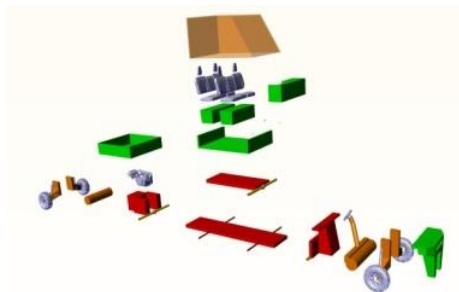
Gearing up for profitable growth



1 New boats have been designed to leverage our modularity know-how

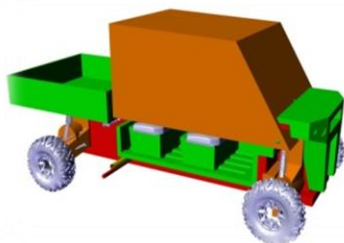
BRP SSV modularity model

Modular vehicle and engine parts



Focus on engineering agility, speed and product variety

Modular products



Powersports concept applied to Marine products

New boat modularity model

- › Parts commonality for different configurations (transom, engine, interior layout, length management)
- › Simpler assembly and mass production capability

Modularity allows for agility and adaptability to customer needs and market trends



2 Investing in manufacturing to increase capacity and to improve efficiency

Manitou

Lansing, United States



Facility expansion to increase capacity, equipment investments to improve efficiency

Alumacraft

St Peter, United States



Facility expansion and layout optimization to increase capacity

Quintrex

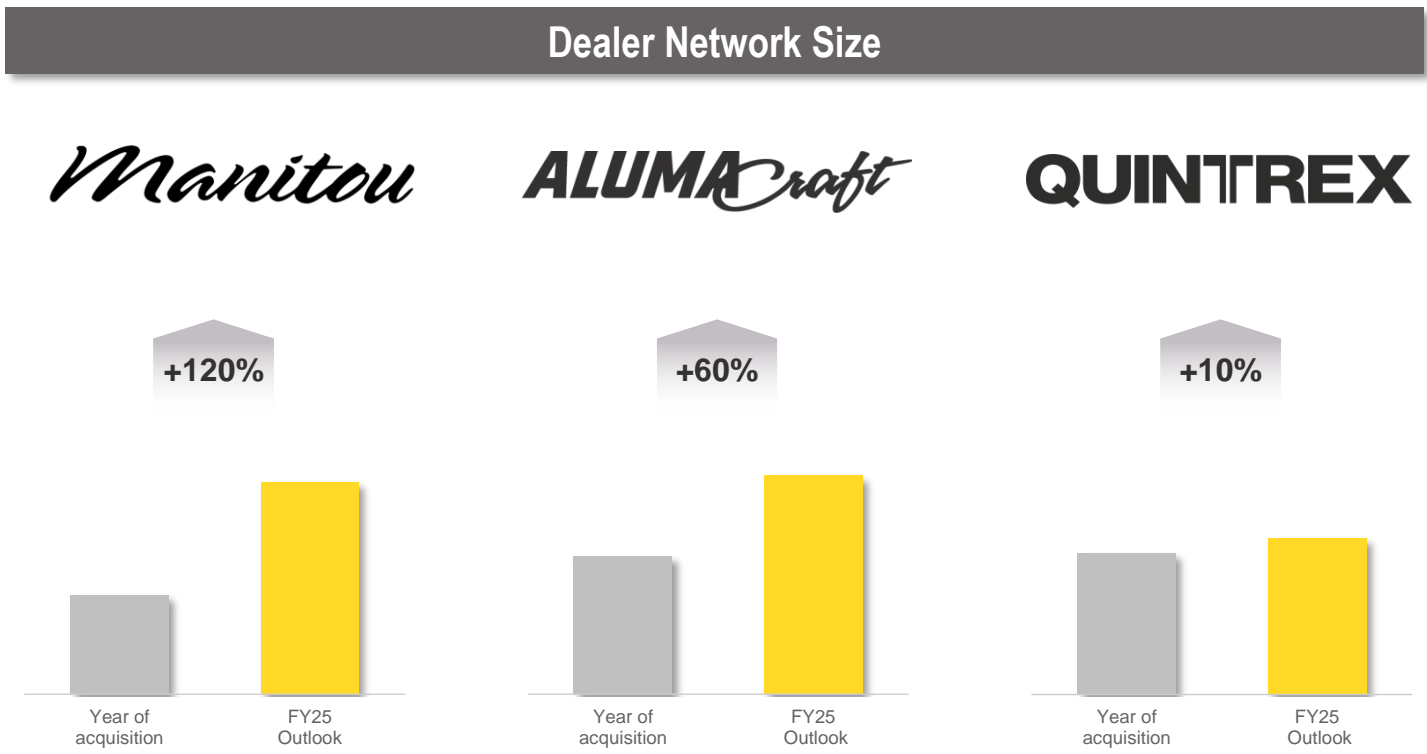
Coomera, Australia



Layout optimization and equipment investments to improve efficiency

3

By FY25, we expect to have significantly increased the size of our dealer network across all regions

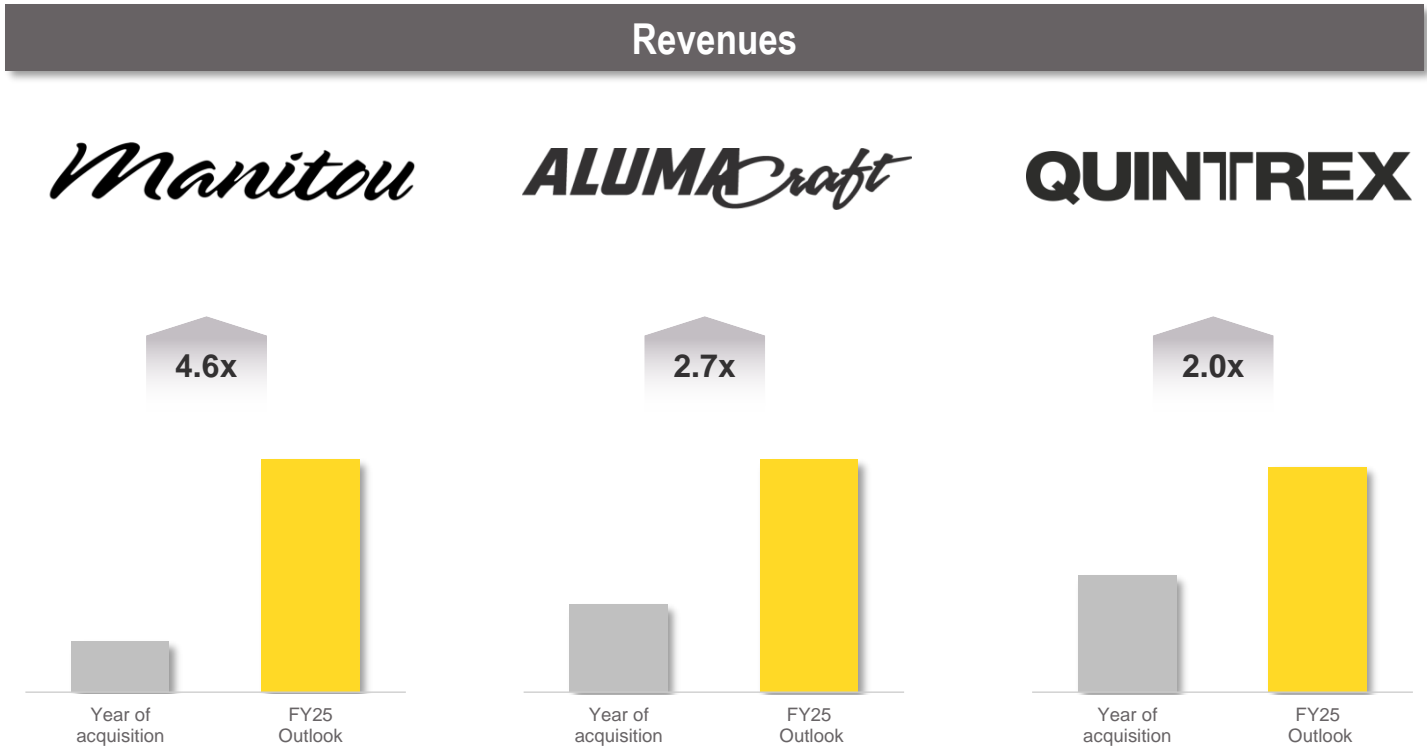


Building long-term partnerships that focus on growth, profitability and customer experience



3

By FY25, we target to have at least doubled the revenues of each boat brand since acquisition



Path to \$1B revenues

Bring innovation to the market with industrial capabilities, driving market share gains and superior margins



Redefining boating with a revolutionary design and an unparalleled on-board experience



Better product configuration and upgraded production facilities to increase capacity and efficiency



Strengthening our dealer network with an optimal coverage in key markets

**Global
reveal
August
2022**



PERFORM TO WIN

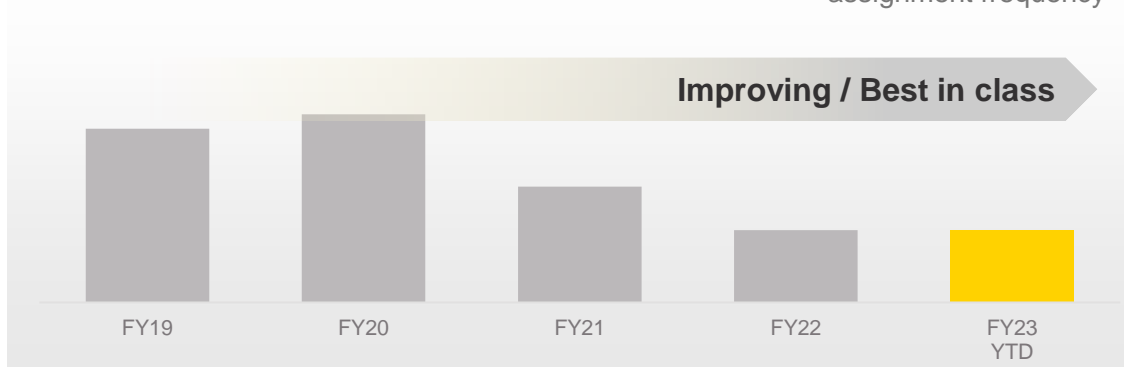
THOMAS UHR

CHIEF TECHNOLOGY OFFICER

Powersports Group operations update

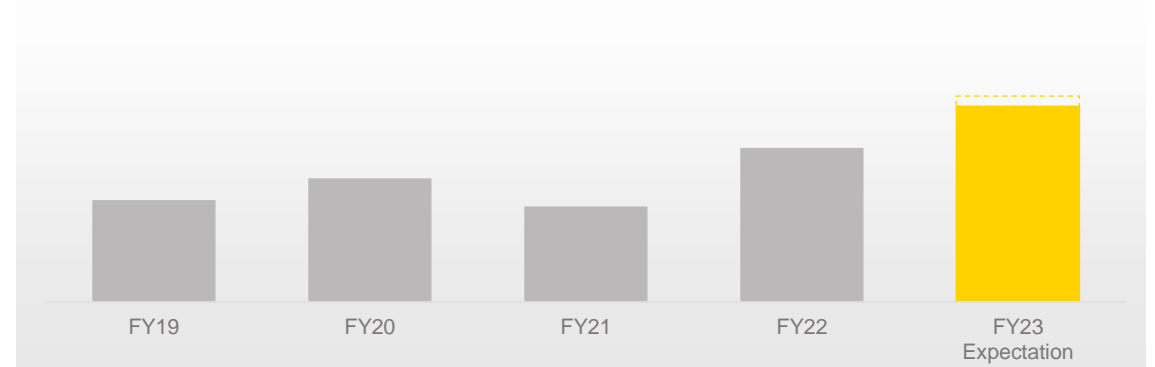
Health & Safety

Lost time and temporary assignment frequency



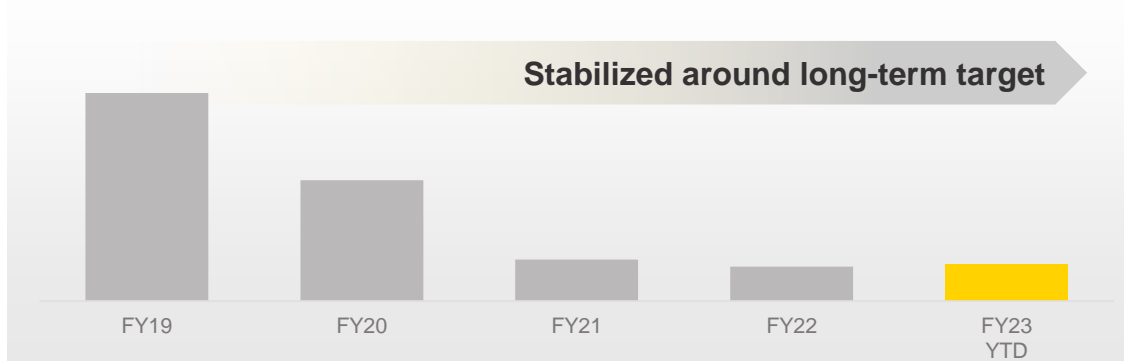
Volume

in k units produced



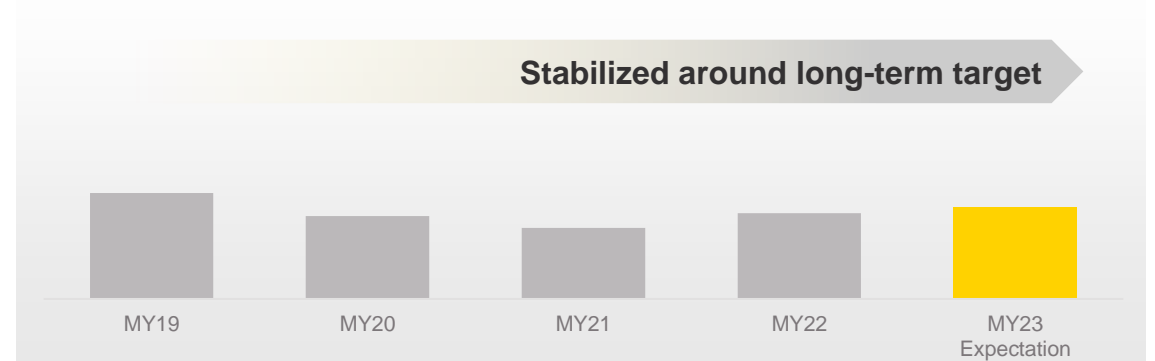
Supplier Quality

Non-ok parts per 1 million delivered parts



Warranty

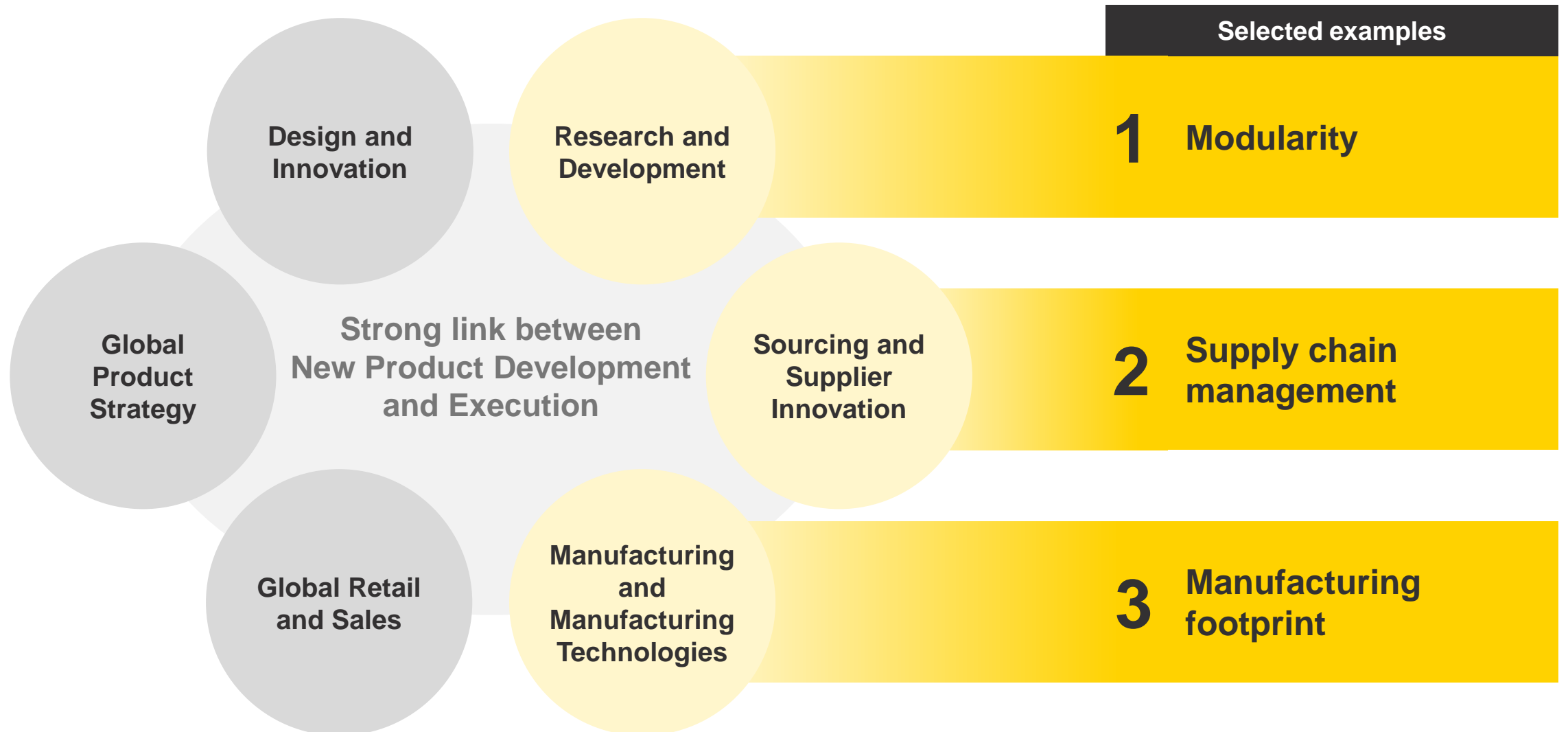
as a percentage of revenues



We improved on all key metrics despite the strong volume increase and COVID crisis



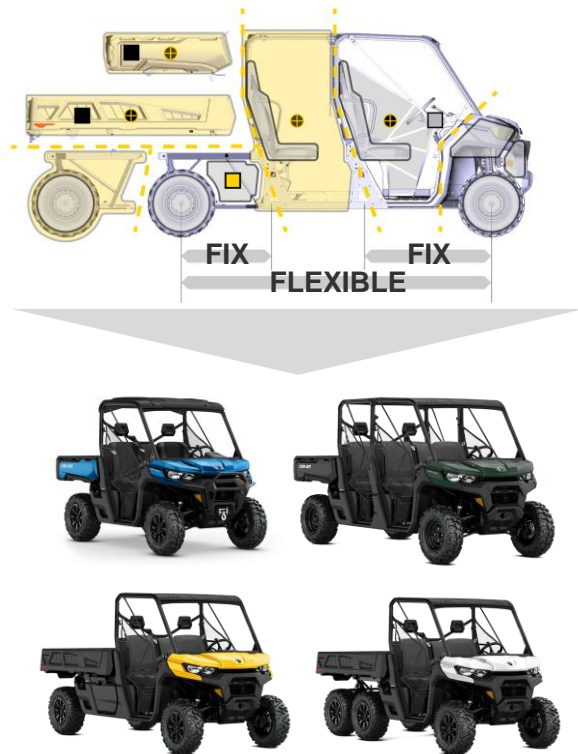
Our recipe for innovation leadership and continuous cost improvements



Modularity within product families and across product line

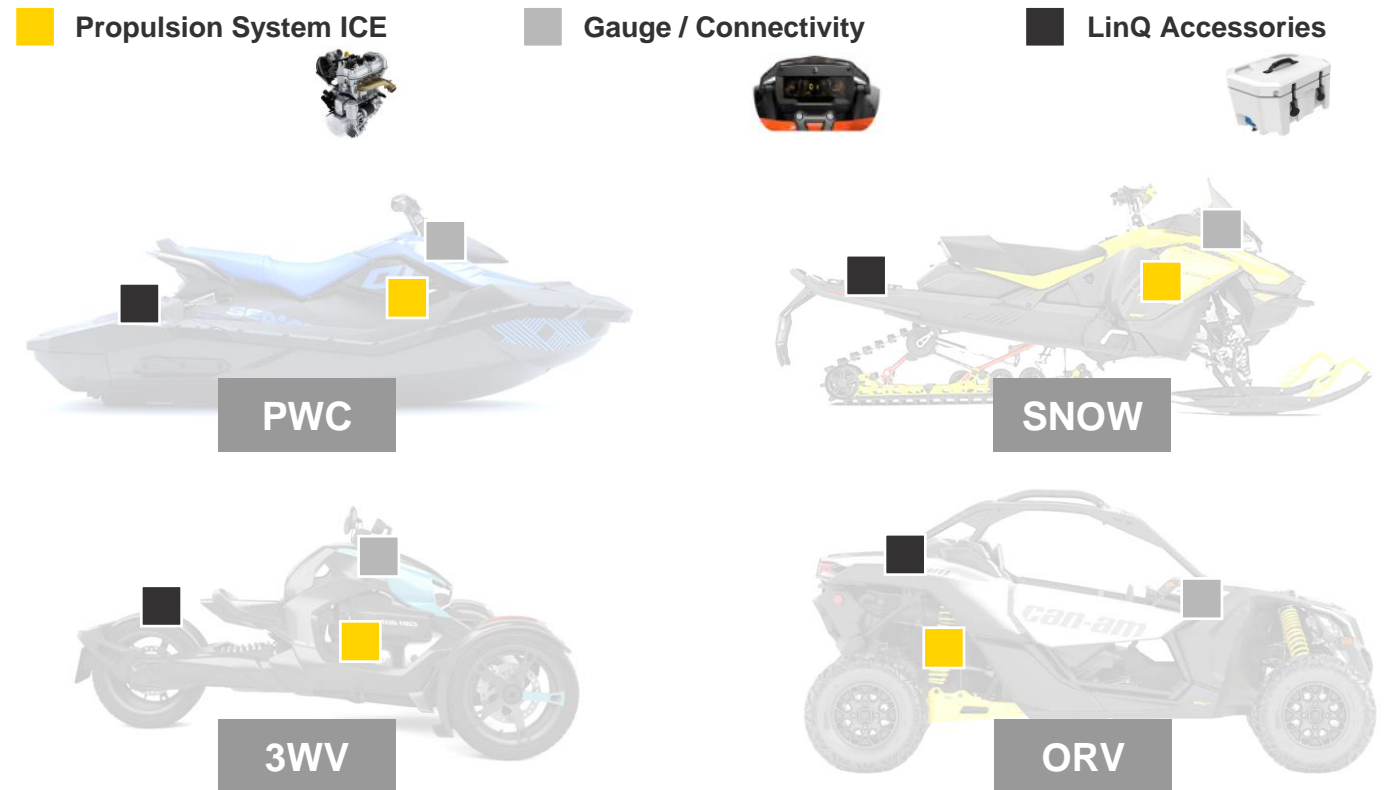
Within product families

Vehicle platforms are shared only within product lines, but all follow a cross-product line BRP platform approach



Across product lines

Same modules are shared across our product lines



The next building block: Modular in-house BRP ePropulsion family

BRP proprietary high-voltage ePropulsion (software and hardware) for each product line by end of 2026



Vehicle Control Unit

Provides vehicle control functions



On-Board Charger

Converts AC^[1] from grid into DC^[2]



Battery

Stores high-voltage DC^[2] electric energy



Inverter

Controls and converts DC^[2] into AC^[1]



Motor

Converts AC^[1] into torque

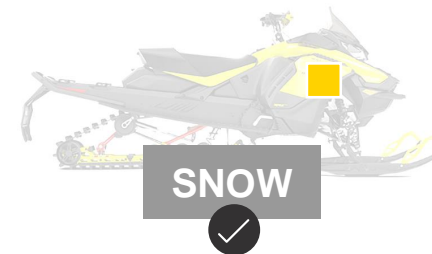
Modular ePropulsion system to be leveraged across all our product lines



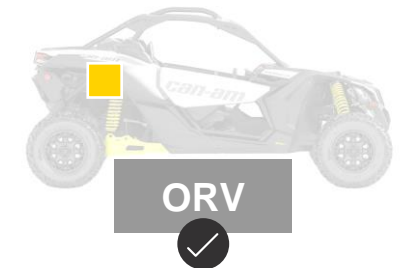
Modular ePropulsion System



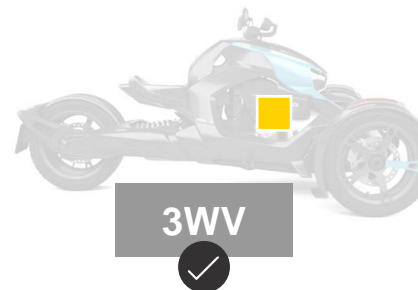
PWC



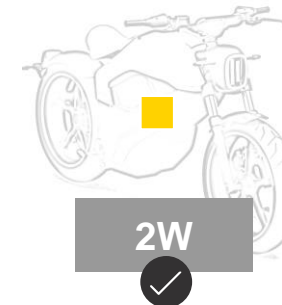
SNOW



ORV



3WV



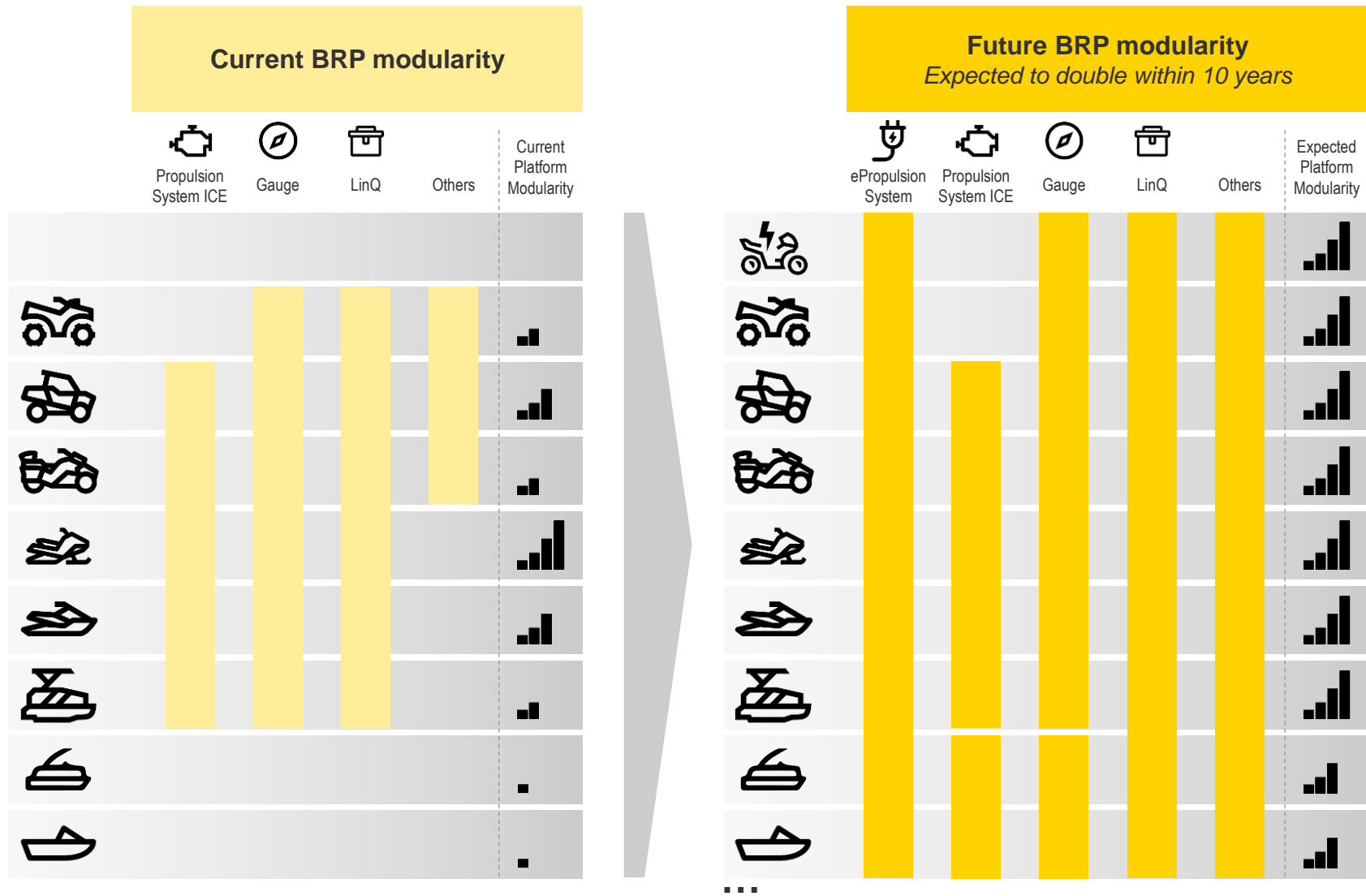
2W



Marine



We are driving product modularity to the next level



- Benefits of higher platform modularity**
- Crisis and manufacturing agility
 - Increase manufacturing utilization
 - Reduce complexity
 - Leverage purchasing volume
 - Vehicle configurability
 - Unfreeze resources to innovate
 - Lower R&D and CAPEX



BRP's winning conditions in order to overcome supply chain challenges

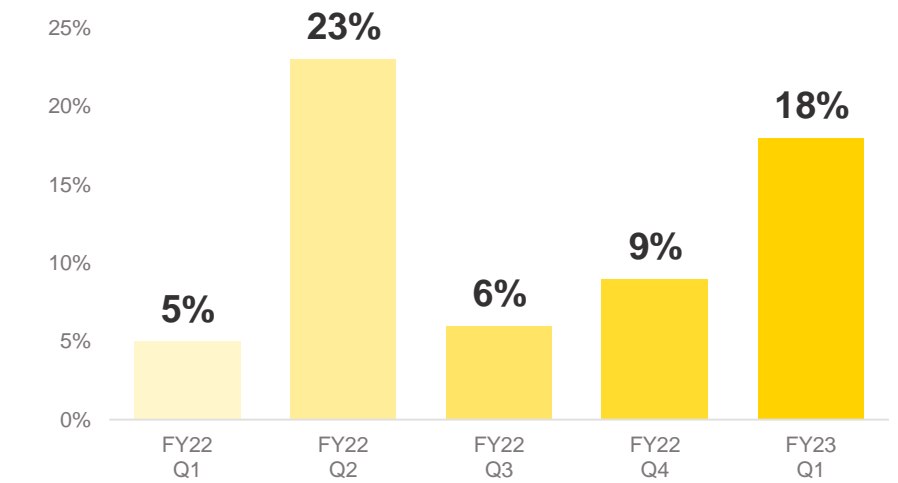
	RESILIENCE Utilize and strengthen our existing value chain	AGILITY Deploy our know-how for changes where required
Ad-hoc measures	Agile material management and logistics	Flexible response on availability
Short-term	Strengthen competent suppliers	Internal engineering competences
Mid-term	Propel long-term partnerships	Insourcing of manufacturing steps



Our supply chain management allowed us to outpace the industry

Powersports Retail Performance - Delta between BRP and other OEMs

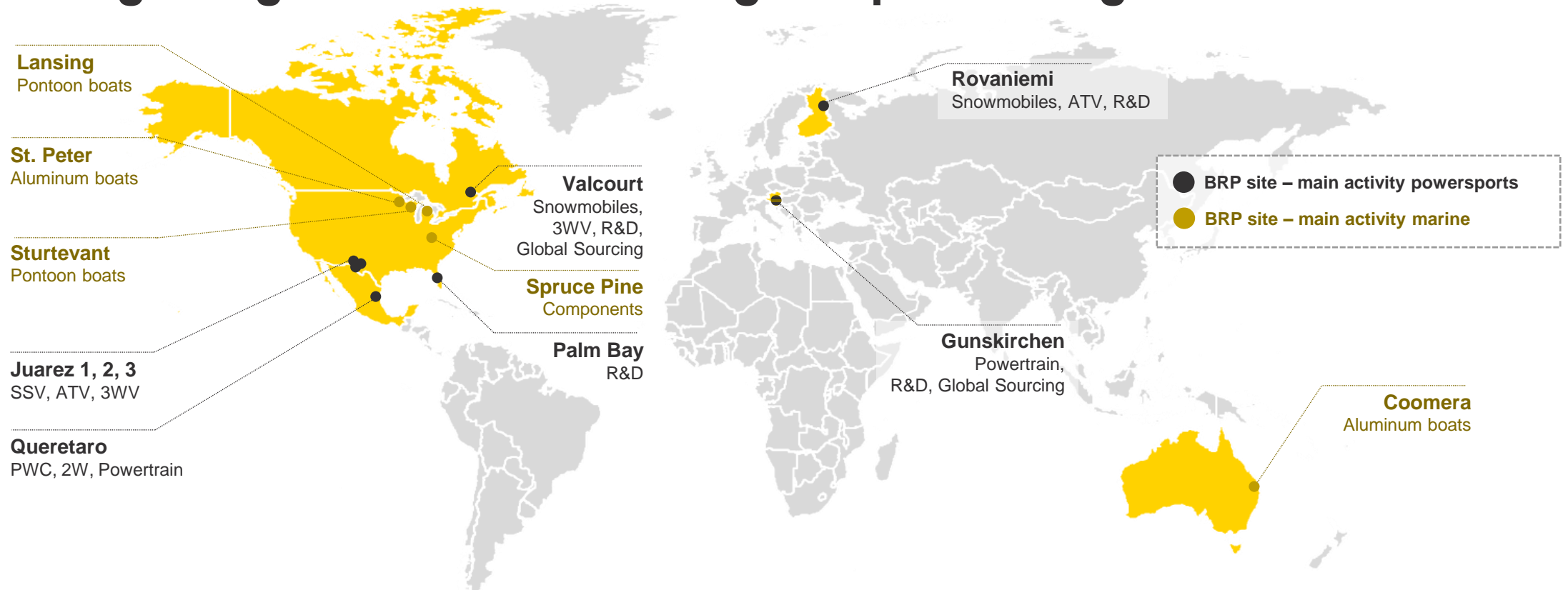
North America, delta between the year-over-year Powersports retail variation for BRP and Other OEMs



Our solid supply chain management is allowing us to increase deliveries and outpace the industry in this challenging sourcing environment



Optimizing our global manufacturing footprint along 3 main drivers



RESSOURCES	Labor availability	Local suppliers' capacity	Time zone and expat attractiveness
KNOW-HOW	Employee education level	Production innovation in sync with product R&D	Local suppliers' know-how
COST	Labor cost	Duties	Freight cost



Leveraging our Mexican footprint with multiple expansion programs

	Labor Availability	Total Production Cost
Mexico	EXCELLENT	\$
Canada / USA	TIGHT	\$ \$ \$
Europe	GOOD	\$ \$ \$

The steady expansion of our Mexico production hub fuels cost competitiveness

Our key success factor is to keep up the high labor retention through our focus on employee engagement and development

Major Mexico expansion programs



Our strategic priority - Perform to Win

REVISED
M25 OBJECTIVE

1

Continue building an agile and resilient global manufacturing footprint and supply chain

2

Deploy a smart way to fulfill customer needs and orders swiftly

3

Lift quality to deliver a superior experience

4

Lead by enhancing our processes to increase efficiency

**Achieve
\$400M of
Lean Value
by FY25**

**Delivered \$300M of Lean Value since FY20,
and we expect to deliver an additional \$100M by FY25**



Material cost savings initiatives are the main driver of our Lean Value program

Achieve \$400M of Lean Value by FY25

Modularity /
Product design

Material cost
savings

Labor cost
efficiency

Overhead
efficiency

Sales programs
optimization

Multiple initiatives drive cost savings

Product modularity /
New Technologies

Harvest from existing
DtQC^[1] pipeline

AI driven costing
and standardization

Commodity
optimization task force

Leverage commercials /
volume increases

Best Cost Country
sourcing focus

Sourcing near production
sites and FTA compliance

Labor minutes
per vehicle reduction

^[1]Design to Quality and Cost



FINANCIAL PLAN UPDATE

SÉBASTIEN MARTEL
CHIEF FINANCIAL OFFICER

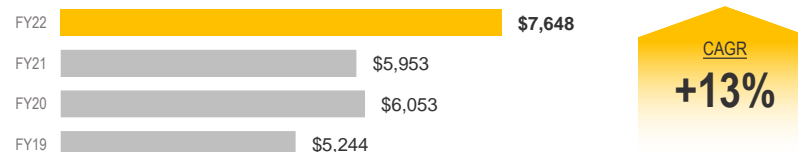
Delivered solid results over the last 4 years

CA\$ millions, except per share amounts

FULL YEAR RESULTS

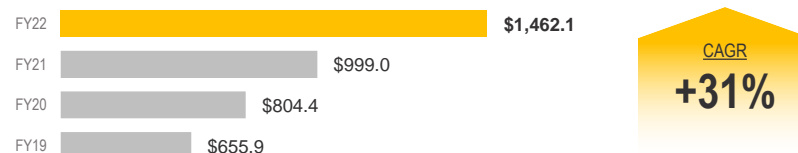
FY23 GUIDANCE^[2] VS FY22

REVENUES



Up 24% to 29%

NORMALIZED EBITDA^[1]



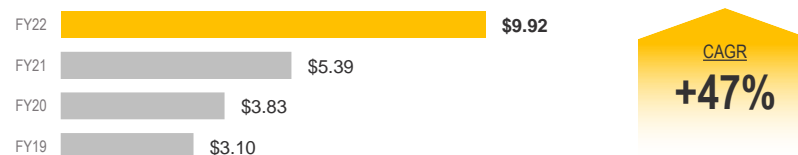
Up 12% to 15%

NET INCOME



~\$885M to \$910M

NORMALIZED EPS - DILUTED^[1]



Up 11% to 14%

^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation table in appendix
^[2]Guidance as at June 03, 2022



Expecting another record year for BRP in FY23



A business that generates strong free cash flow



^[1]Free cash flow is defined as net cash flow from operating activities minus capital expenditures

Business well positioned to be a strong cash generator as the environment normalizes



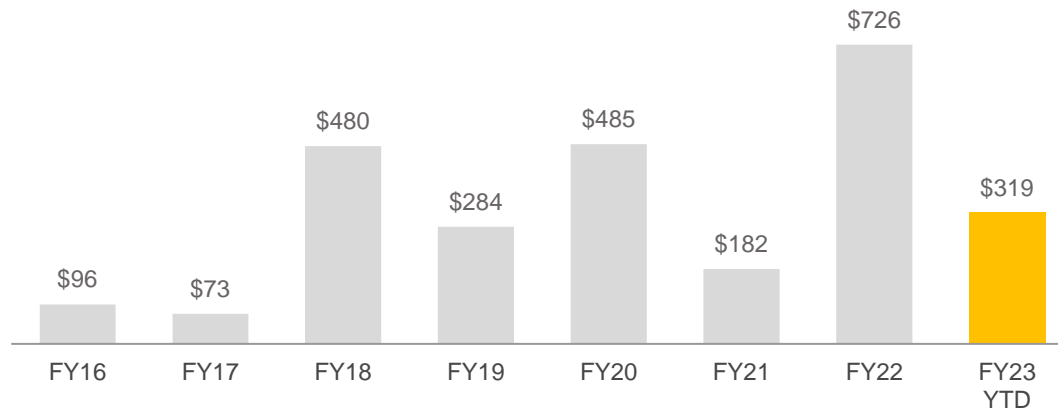
Returned over \$2.6B of capital to shareholders since FY16

Return capital through share buybacks and dividends

Continued returning capital to shareholders in FY23

RETURN OF CAPITAL TO SHAREHOLDERS

\$CA millions, Total of dividend and share repurchases



Over \$300M of share repurchases done so far this year

Increased our dividend by 23%

~2.8M shares still available for repurchase under our Normal Course Issuer Bid (NCIB)

Track-record of providing attractive return of capital to shareholders



Maintained a strong balance sheet

Diligently managed our balance sheet

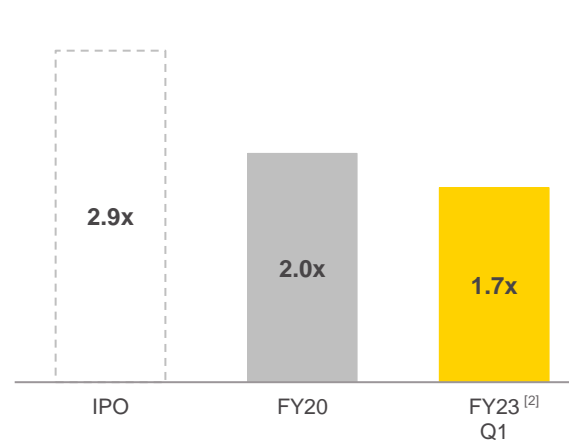
BALANCE SHEET PRIORITIES

- › Ensure sufficient access to liquidity to fund operations and working capital and have the financial flexibility to manage through cycles
 - Increased our total availability under our revolving credit facility to \$1.5B
- › Limit exposure to short term obligations
 - Extended the maturity of our existing long-term debt to 2027
- › Maintain access to favorable borrowing conditions
 - Covenant lite structure
 - Low cost of borrowing
- › Interest rate exposure protected by interest rate caps

Improved Leverage Ratio

Net Debt-to-Normalized EBITDA^[1]

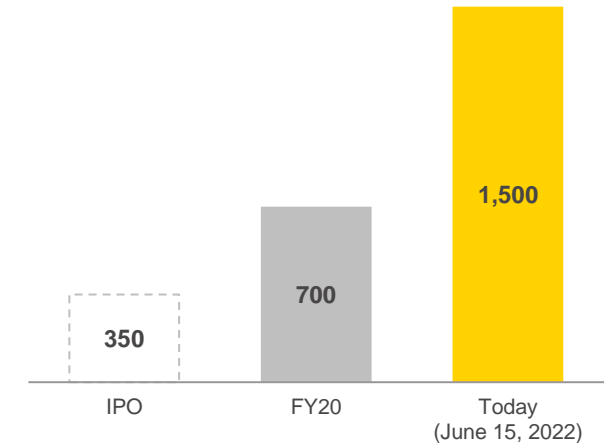
Healthy leverage level providing balance sheet flexibility to seize opportunities



Improved Financial Flexibility

Revolver, CA\$ millions

More than doubled our revolver since FY20 providing us with greater financial flexibility through cycles



^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation table in appendix
^[2]Based on the normalized EBITDA for the twelve-month-period ended on April 30, 2022

Continued diligently managing our balance sheet to maintain the financial flexibility to sustain our investments in the business and return capital to shareholders



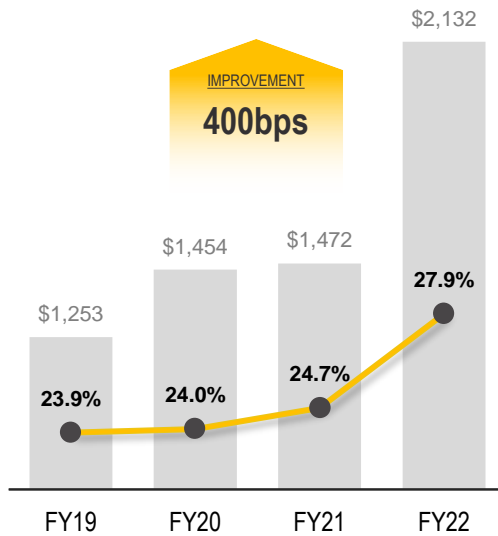
We also significantly improved our operational performance

GROSS PROFIT

CA\$ millions

■ Amount — % of Revenues

Driven by mix improvement, lower sales programs and efficiency gains

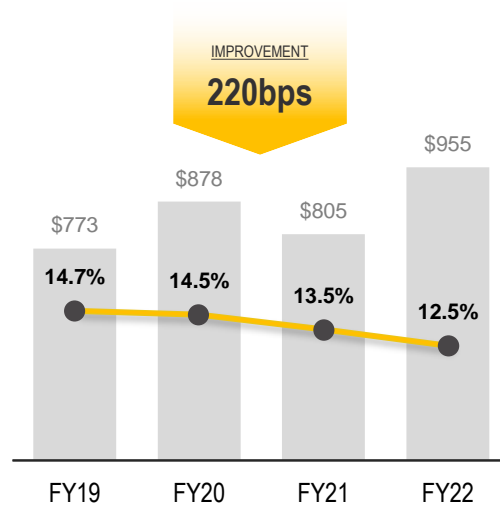


OPERATING EXPENSES^[1]

CA\$ millions

■ Amount — % of Revenues

Notably benefitting from investments in digital marketing and leverage on admin expenses

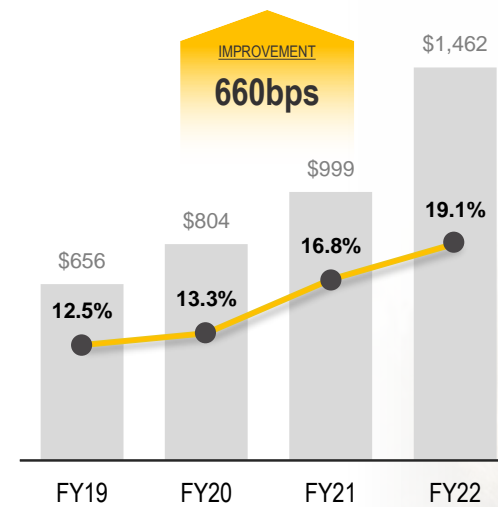


NORMALIZED EBITDA^[2]

CA\$ millions

■ Amount — % of Revenues

Result of both production costs and support functions improved efficiency



^[1]Operating expenses represented by the sum of Sales and Marketing, Research and Development and General and Administrative
^[2]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation table in appendix








Improved our Normalized EBITDA margin through both production costs and support functions improved efficiency



Our ability to unlock Lean Value is expected to support a higher level of margins going forward

Already achieved our \$300M of Lean Value target and aiming to generate an additional \$100M by FY25

KEY LEAN INITIATIVES	EXPECTED IMPACT FY25 VS FY20
 SALES PROGRAMS EFFICIENCY Primarily driven by improved digital capabilities to allow for more regional and targeted offers	~100bps
 PRODUCT DESIGN AND COSTS IMPROVEMENTS Primarily driven by the modular design expansion and the leverage of our Mexican manufacturing footprint	~100bps
 OPERATING EXPENSES LEVERAGE Gained ~200bps since FY20 and expecting to maintain that benefit going forward	~200bps
 OTHER ELEMENTS Net impact from inflationary environment, mix and others	~50bps
 TOTAL NORMALIZED EBITDA^[1] MARGIN IMPACT	~350bps

Sales programs current benefit: ~300bps

- > ~100bps from improved efficiency, expected to remain going forward
- > ~200bps resulting from current low network inventory environment, expected to return by FY25

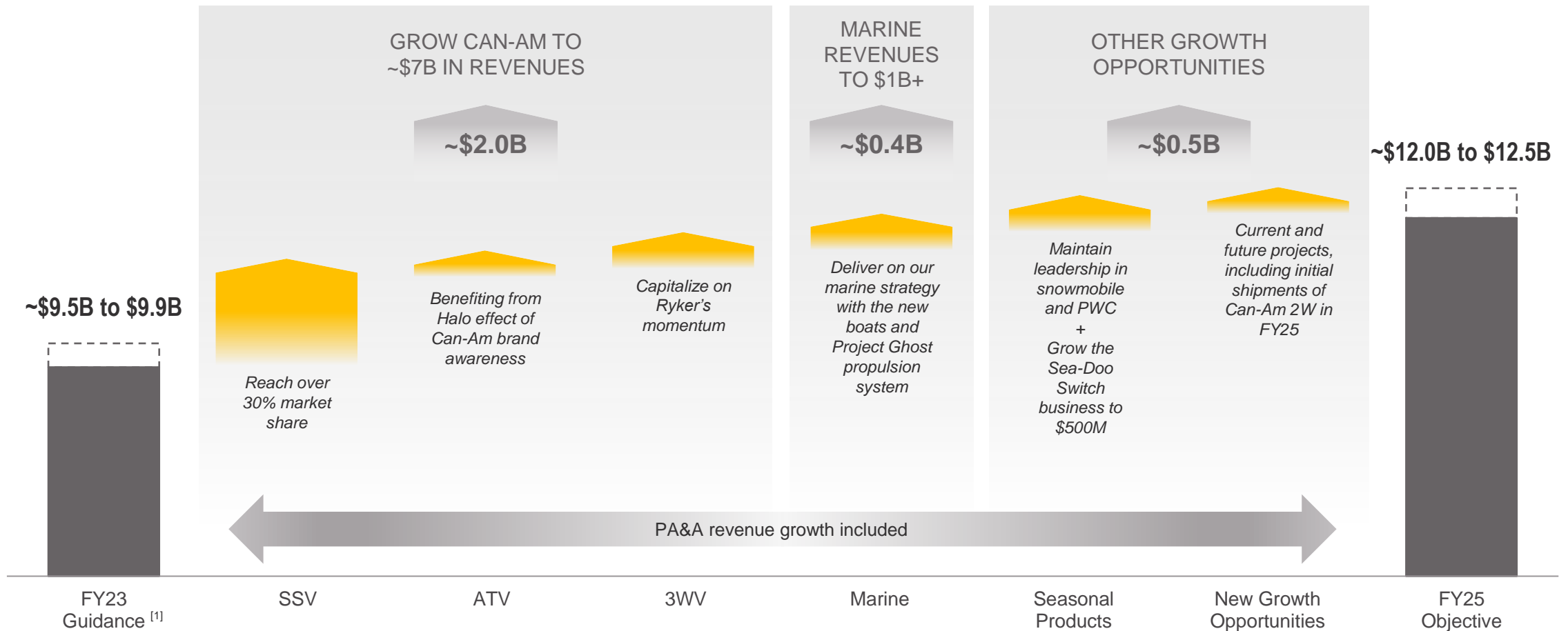
Operating expenses leverage benefit: ~200bps

- > ~125bps driven by lean initiatives such as our digital marketing investments, and efficiency gain in our administrative structure
- > ~75bps resulting from operating leverage

^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation table in appendix

Already achieved our \$300M of Lean Value target and aiming to generate an additional \$100M by FY25 primarily driven by continued benefit from product design and costs improvements

Revised M25 Financial Target: Path to reach over \$12.0B of revenues

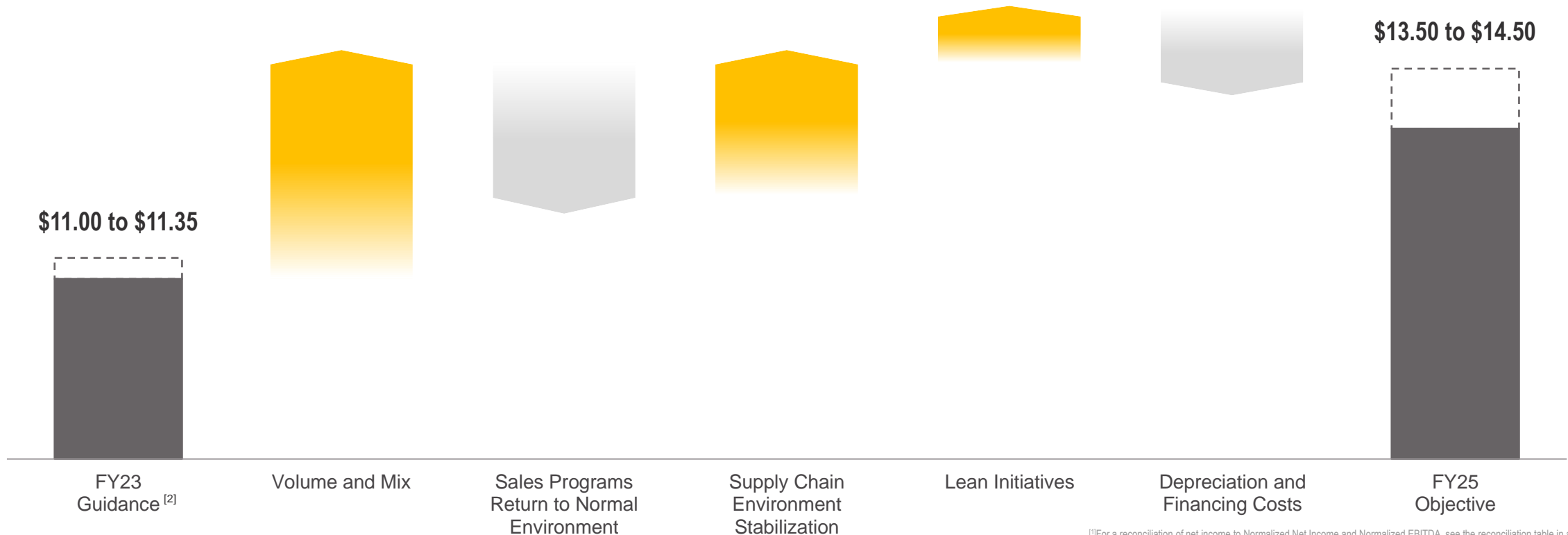


^[1]Based on FY23 guidance as at June 03, 2022
^[2]CAGR from the mid-point of the FY23 guidance range to the mid-point of the M25 Target range

Aiming to grow revenues at 12% CAGR^[2]



Revised M25 Financial Target: Path to reach over \$13.50 of Normalized EPS^[1]



^[1]For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation table in appendix

^[2]Based on FY23 guidance as at June 03, 2022

^[3]CAGR from the mid-point of the FY23 guidance range to the mid-point of the M25 Target range

Aiming to grow Normalized EPS^[1] at 12% CAGR^[3]



M25 Financial Plan: Capital allocation priorities

Capital allocation priorities

1. Fuel our growth

- › Continued investments to maintain our industry-leading line-ups
- › Expansion of Marine with new boats and Project Ghost
- › Development of EV models
- › Entry in the 2W electric market
- › Capacity expansion to support our growth
- › Position the business for BRP 2.0

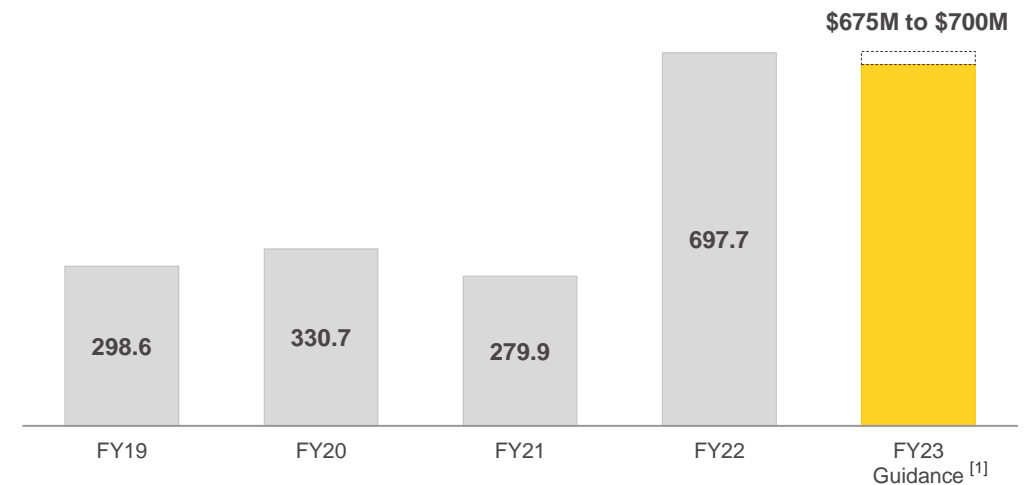
2. Return capital to shareholder

- › Opportunistically execute share repurchases
- › Continue to modestly grow our dividend

CAPEX investments

CA\$ millions

Expecting sustained level of CAPEX investments given strong pipeline of attractive projects providing high ROIC



^[1]Based on FY23 guidance as at June 03, 2022

Deploying capital to sustain our growth and provide strong return to our shareholders



BRP is a unique asset in the Powersports and Marine industry

DIVERSIFIED MOAT

Strong portfolio composed of multiple large global businesses in industries with high barriers to entry

INDUSTRY-LEADING INNOVATION CAPABILITIES

Demonstrated ability to gain market share and grow industry through robust innovation and product development process

COMPELLING GROWTH OPPORTUNITIES

Multiple market share and white space opportunities in attractive industries supported by favourable mid to long-term macro tailwinds

EFFICIENT AND SCALABLE BUSINESS MODEL

Driving margin improvements through the deployment of the modular design approach across our product lines and by leveraging our Mexican manufacturing footprint

DISCIPLINED CAPITAL ALLOCATOR

Track-record of allocating capital to projects that drive growth, all the while providing attractive return of capital to our shareholders

Track record of strong execution that leads to significant value creation for our shareholders



CLOSING REMARKS

JOSÉ BOISJOLI

PRESIDENT AND CHIEF EXECUTIVE OFFICER

We are a Global Leader in the industry

➤ DIVERSIFIED PRODUCT PORTFOLIO

4 product categories | 8 iconic brands | 7 product lines

➤ ESTABLISHED GLOBAL DISTRIBUTION NETWORK

3,260 dealers in over 120 countries

➤ GLOBAL AND MODERN MANUFACTURING FOOTPRINT

12 facilities in 6 countries | Over 20,000 employees worldwide

➤ INDUSTRY LEADER IN INNOVATION

Investing ~4% to 4.5% of revenues annually in research and development

➤ BEST-IN-CLASS DEALER VALUE PROPOSITION

Winning in the dealership to improve dealer engagement

➤ PROVEN MANAGEMENT TEAM

Averaging ~18 years with the company

ski-doo®

LYNX®

SEA-DOO®

can-am®

Manitou

*ALUMA*Craft

QUINTREX

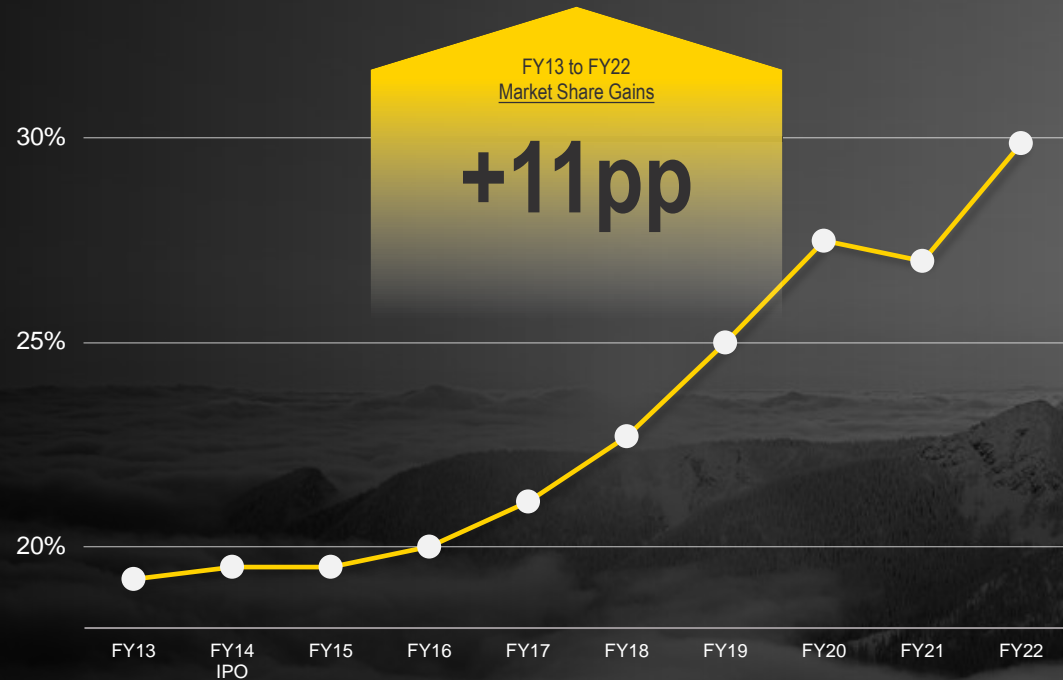
ROTAX®



We have a demonstrated ability to gain market shares in the different industries we are competing in

BRP North American Powersports Market Share

Total of SSV, ATV, 3WV, Snowmobiles and PWC



		NORTH AMERICA MARKET SHARE GAIN FY13 TO FY22	NORTH AMERICA CURRENT MARKET POSITION
	ski-doo LYNX	▲ 14pp	#1
	SEA-DOO	▲ 14pp	#1
	can-am	▲ 11pp	#2
	can-am	▲ 7pp	#3
	can-am	More than doubled retail	#1



We have significant runway in our current industries

Powersports^[1]

Marine^[2]

Opportunities

- SSV market share to 30%+
- ATV market share to 20%+
- 3WV growth
- Snowmobile and PWC leadership
- Sea-Doo Switch expansion
- Growing fleet impact on parts sales
- Accessories innovation and benefit from growing units retail
- Supported by additional production capacity



Opportunities

- New BRP designed Alumacraft, Manitou and Quintrex boats with the Project Ghost propulsion system
- Line-up expansion
- Accessorization strategy implementation
- Dealer network expansion
- Production capacity expansion

\$34B
World

\$36B
World

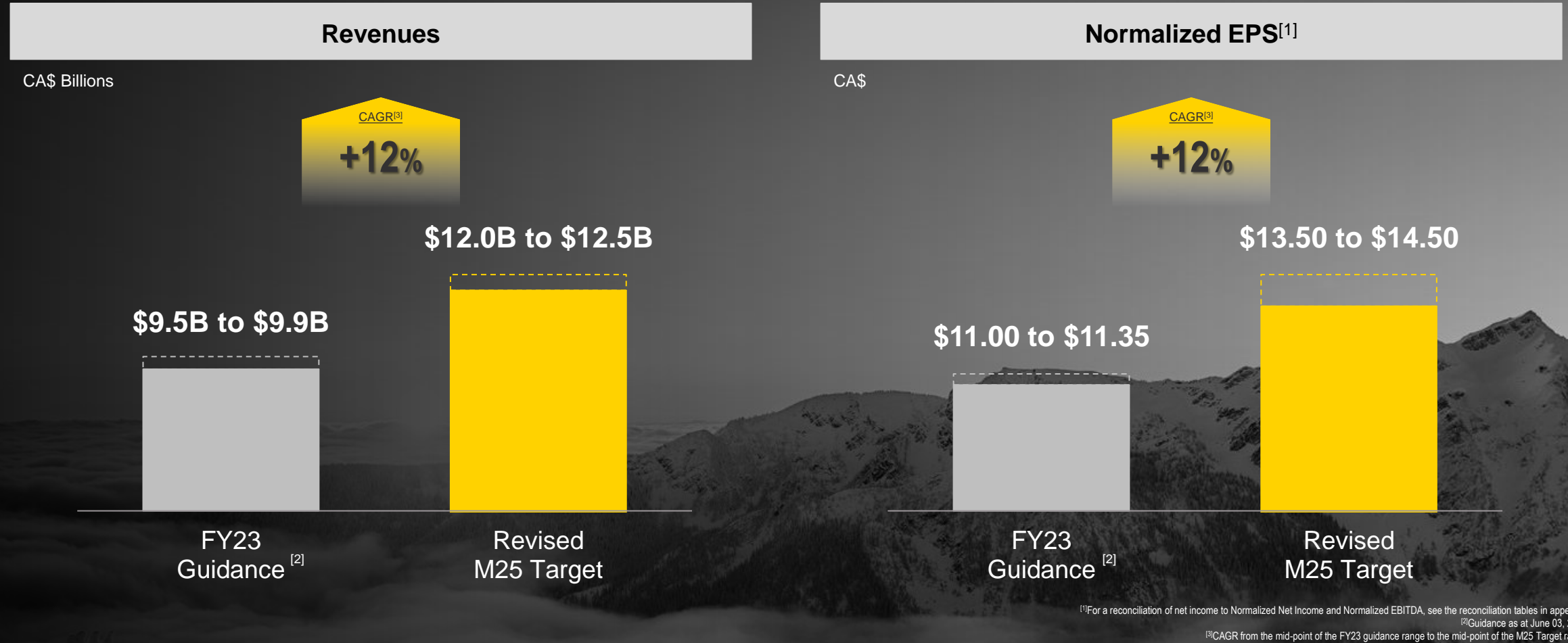
■ BRP Share ■ Industry

Note: Market value based on company's estimates
^[1]SSV, ATV, 3WV, Snowmobiles, PWC and related PA&A
^[2]Marine boats, and related PA&A

Multiple opportunities for further growth in Powersports and Marine



Providing us with a clear path to achieving our M25 target, with revenues of over \$12.0B and Normalized EPS^[1] above \$13.50 in FY25...



Expecting continued solid growth in the coming years



... and we are well-positioned to continue delivering growth beyond FY25 with many attractive opportunities in new markets

Market share and white space opportunities in current industries

White space opportunities with our planned entry in the motorcycle industry

Additional markets currently under exploration

Powersports^[1]

Marine^[2]

Motorcycle^[3]

Other new markets

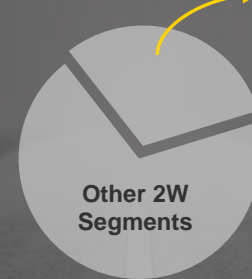


\$34B

World

\$36B

World



\$15B

North American and European Markets



~\$70B

World

■ BRP Share ■ Industry

Note: Market value based on company's estimates
^[1]SSV, ATV, 3WV, Snowmobiles, PWC and related PA&A
^[2]Marine boats, and related PA&A
^[3]Motorcycles 500cc+

Leveraging our core strengths to drive growth in the short, mid and long-term



Innovation has always been at the core of our success and we will continue leveraging that strength to sustain our growth in the future



Committed to grow sustainably: Introducing our CSR25 program

Program focused around three main pillar

Reduce the carbon footprint related to our products and operations

Objectives:

- › Making our facilities carbon neutral and reaching zero waste to landfill by 2030
- › Having 50% of our units sold as electric by 2035
- › Reducing CO2 emissions from our supply chain by 25% by 2035

Ensure a positive and sustainable impact in communities and the daily lives of employees

Objectives:

- › Encourage riders to focus further on safety, riding etiquette and the environment
- › Foster a more inclusive culture
- › Rally around our community cause: Ride Out Intimidation

Continue to make sound strategic decisions, maintain high ethical standards and conduct operations in a sustainable manner

Objectives:

- › Further mobilize and empower its employees and other stakeholders in maintaining and displaying high ethical standards and behaviors across all of BRP's activities

FY22 CSR Report

[CLICK TO ACCESS REPORT](#)



Creating a stronger future for our employees, our dealers, our customers and all of our stakeholders



Well-positioned to sustain our growth trajectory

- Demographic trends and people's behaviors are favourable to the future strength of our industries
- We have the scale, the line-ups, the dealer network and the production capacity to continue outpacing the industry
- We have unique innovation capabilities and know-how that drove our success, and we continue leveraging these strengths as we are accelerating our investments in research and development
- We have multiple solid short, mid and long-term opportunities, both in our existing product lines and in new growth territories
- We have a team with a solid track-record of execution, that is committed to our long-term success



OUR PURPOSE

“

WE EXIST TO CREATE NEW WAYS
TO MOVE PEOPLE, SO THAT
EXPERIENCES ARE MEASURED IN
EMOTION RATHER THAN DISTANCE.
WE REIMAGINE THE WAY YOU
ACCESS YOUR WORLD.

Questions?

APPENDIX

ANALYST AND INVESTOR DAY 2022

ORLANDO, FLORIDA

Reconciliation Tables

	Twelve-month periods ended January 31st									
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
CA\$ millions					Restated ⁽⁹⁾					Restated ⁽⁹⁾
Net Income/(Loss)	\$794.6	\$362.9	\$370.6	\$227.3	\$239.1	\$257.0	\$51.6	\$70.1	\$59.7	\$119.2
Normalized Elements:										
Foreign Exchange (Gain)/Loss on Long-term Debt and Lease Liabilities	(13.3)	(121.8)	10.4	69.8	(53.3)	(82.0)	105.8	123.9	96.4	(3.6)
Transaction Costs on Long-term Debt	44.3	12.7	-	8.9	2.1	-	-	-	-	-
Transaction Costs and Other Related Expenses ⁽¹⁾	5.8	1.5	2.9	2.7	-	-	-	-	-	-
Gain/(Loss) on NCIB	21.3	(12.2)	-	-	-	-	-	-	-	-
Evinrude Outboard Engine Wind-down ⁽²⁾	0.4	96.1	-	-	-	-	-	-	-	-
Depreciation of Intangible Assets Related to Business Combinations	4.1	4.4	3.6	1.2	-	-	-	-	-	-
Restructuring and Related Costs/(Reversal) ⁽³⁾	(0.1)	7.5	1.7	1.3	2.9	(1.1)	4.6	8.3	0.9	26.0
Gain on Lease Termination ⁽⁴⁾	(8.7)	-	-	-	-	-	-	-	-	-
Gain on Disposal of Property, Plant and Equipment	-	(12.7)	-	-	-	-	(6.4)	(1.4)	-	-
(Gain)/Loss on Litigation	-	(4.0)	(40.0)	1.3	5.9	70.7	-	-	-	-
COVID-19 Pandemic Impact ⁽⁵⁾	-	10.6	-	-	-	-	-	-	-	-
Impairment Charge/(Reversal)	-	177.1	-	-	-	-	-	-	-	7.1
Pension Plan Past Service Gains	-	-	-	(1.4)	-	(6.3)	70.3	-	(0.3)	-
Gain on Termination of a Defined Benefit Plan Coverage	-	-	-	-	-	-	-	(5.2)	(0.5)	-
(Gain)/Reversal from Insurance Recovery	-	-	-	-	-	-	-	1.4	(11.0)	-
Increase in the Fair Value of Common Shares	-	-	-	-	-	-	-	-	19.6	-
Other Elements	3.9	0.6	0.9	1.3	1.5	2.7	(1.1)	-	2.6	(2.9)
Income Tax Adjustment	(5.8)	(45.7)	8.3	(3.8)	47.3	(19.0)	(24.0)	(0.9)	0.9	(10.1)
Normalized Net Income⁽⁸⁾	846.5	477.0	358.4	308.6	245.5	222.0	200.8	196.2	168.3	146.7
Normalized Income Tax Expense ⁽⁹⁾	287.9	167.1	126.8	105.4	90.2	89.1	72.8	55.3	56.5	42.5
Financing Costs Adjusted ⁽⁶⁾	63.4	107.3	90.9	68.0	53.5	60.0	62.6	59.3	64.5	62.6
Financing Income Adjusted ⁽⁶⁾	(3.8)	(7.6)	(2.2)	(2.2)	(2.2)	(1.5)	(2.4)	(2.7)	(2.5)	(1.9)
Depreciation Expense Adjusted ⁽⁷⁾	268.1	255.2	230.5	176.1	149.2	133.1	126.2	113.2	93.4	85.1
Normalized EBITDA⁽⁸⁾	\$1,462.1	\$999.0	804.4	\$655.9	\$536.2	\$502.7	\$460.0	\$421.3	\$380.2	\$335.0
Weighted Average Number of Shares – Diluted	85,259,520	88,604,984	93,813,815	99,588,888	107,917,087	113,205,095	117,457,146	118,913,791	113,406,206	102,853,978
Normalized Earnings per Share – Diluted⁽⁸⁾	\$9.92	\$5.39	\$3.83	\$3.10	\$2.27	\$1.96	\$1.71	\$1.65	\$1.49	\$1.43



Reconciliation Tables - Continued

	Twelve-month periods ended		
	FY23Q1	FY20Q4	FY14Q1
CA\$ millions, except Net Debt-to-Normalized EBITDA data			
Normalized EBITDA^[8]	\$1,355.2^[10]	804.4	\$336.1^[11]
Cash and cash equivalents	55.3	42.5	91.7
Revolving credit facilities	327.8	—	—
Long-term debt (including current portion)	2,043.7	1,645.4	1,071.7
Net Debt	\$2,316.2	\$1,602.9	\$980.0
Net Debt-to-Normalized EBITDA^[12]	1.7x	2.0x	2.9x

^[1]Costs related to business combinations.

^[2]The Company incurred costs related to the wind-down of the outboard engine production such as, but not limited to, idle costs and other exit costs.

^[3]The Company is involved, from time to time, in restructuring and reorganization activities in order to gain flexibility and improve efficiency. The costs related to these activities are mainly composed of severance costs and retention salaries.

^[4]During Fiscal 2022, the Company acquired its two leased facilities in Mexico. The derecognition of related right-of-use assets and corresponding lease liabilities generated a \$8.7 million gain on lease termination.

^[5]Incremental costs associated with the COVID-19 pandemic such as, but not limited to, labour cost related to furloughs.

^[6]Adjusted for transaction costs on long-term debt and normal course issuer bid program (“NCIB”) gains and losses in net income.

^[7]Adjusted for depreciation of intangible assets acquired through business combinations.

^[8]See “Non-IFRS Measures” section in appendix.

^[9]Restated to reflect the adoption of IFRS 15 “Revenue from contracts with customers” and IFRS 9 “Financial instruments” for Fiscal 2018 and the amendments to IAS 19 “Employee Benefits” for Fiscal 2013.

^[10]Represents the addition of quarterly normalized EBITDA from the last twelve month periods (FY23Q1, FY22Q4, FY22Q3 & FY22Q2). See the “Non-IFRS Measures” section at the end of this presentation.

^[11]Represents the addition of quarterly normalized EBITDA from the last twelve month periods (FY14Q1, FY13Q4, FY13Q3 & FY13Q2). See the “Non-IFRS Measures” section at the end of this presentation.

^[12]This capital management measure is the ratio of net debt to adjusted EBITDA for the trailing twelve-month period. Net debt is defined as long-term debt, including current portions, but excluding lease liabilities, drawn credit facilities, and net of cash.



FY23 Full-Year Guidance - as at June 3, 2022

Financial Metric	FY22 ^[4]	FY23 Guidance ^[3] vs FY22
Revenues		vs. Previous Guidance
Year-Round Products	\$3,467.5	Up 30% to 35%
Seasonal Products	2,524.1	Up 22% to 27%
Powersports PA&A and OEM Engines	1,143.5	Up 17% to 22%
Marine	512.8	Up 12% to 17%
Total Company Revenues	\$7,647.9	Up 24% to 29%
Normalized EBITDA^[1]	\$1,462.1	Up 12% to 15%
Effective Tax Rate ^{[1][2]}	25.4%	26.0% to 26.5%
Normalized Earnings per Share - Diluted^[1]	\$9.92	↑ Up 11% to 14% (\$11.00 to \$11.35) (previously "\$10.75 to \$11.10")
Net Income	\$794.6	~\$885M to \$910M

Other assumptions for FY23 Guidance:

- Depreciation expense Adjusted: **~\$335M** (Previously ~\$350M)
- Net Financing Costs Adjusted: **~\$87M** (Previously ~\$72M)
- Weighted average number of shares – diluted: **~81.5M shares** (Previously ~83.5M shares)
- Capital Expenditures: **~\$675M to \$700M**

^[1]See the "Non-IFRS Measures" at the end of this presentation
^[2]Effective tax rate based on Normalized Earnings before Normalized Income Tax
^[3]Please see Forward-Looking Statements at the beginning of this presentation for a summary of key assumptions and important risk factors underlying the FY23 guidance
^[4]All numbers are in \$CA millions, except for the effective tax rate and per share figures



Appendix - Continued

Non-IFRS Measures

Normalized revenues is defined as revenues before normalized elements. Normalized gross profit is defined as gross profit before normalized elements. Normalized EBITDA is defined as net income before financing costs, financing income, income tax expense (recovery), depreciation expense and normalized elements. Normalized Net Income is defined as net income before normalized elements adjusted to reflect the tax effect on these elements. Normalized income tax expense is defined as income tax expense adjusted to reflect the tax effect on normalized elements and to normalize specific tax elements. Normalized effective tax rate is based on normalized net income before normalized income tax expense. Normalized earnings per share – diluted is calculated by dividing the normalized net income by the weighted average number of shares – diluted.

Additional details for these non-IFRS can be found in section “Non-IFRS Measures and Reconciliation Tables” of the Company's MD&As for the quarters ended April 30, 2013 to April 30, 2022, which is posted on BRP's website at www.BRP.com, and/or filed on SEDAR at www.sedar.com and EDGAR at [www.sec.gov].

Product Lines Seasons

- SSV: July to June
- ATV: July to June
- 3WV: November to October
- Snowmobile: April to March
- PWC: October to September
- Boat: August to July





Ski-Doo
Lynx
Sea-Doo
Can-Am
Rotax
Alumacraft
Manitou
Quintrex