

QUARTERLY REVIEW

FIRST QUARTER ENDED APRIL 30, 2021



Forward-Looking Statements

Caution concerning forward-looking statements

Certain statements included in this presentation, including, but not limited to, relating to our Fiscal Year 2022 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), 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, including based on pre-season consumer certificates or dealer bookings, the Company's ability to convert new entrants into life-long customers, as well 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 following factors, which are discussed in greater detail under the heading "Risk Factors" of its Annual Information Form: the impact of adverse economic conditions such as those resulting from the ongoing coronavirus (known as COVID-19) health crisis (including on consumer spending, the Company's operations and supply and distribution chains, the availability of credit and the Company's workforce); any decline in social acceptability of the Company's products; fluctuations in foreign currency exchange rates; high levels of indebtedness; any unavailability of additional capital; unfavourable weather conditions; any failure of information technology systems or security breach; the Company's international sales and operations; any supply problems, termination or interruption of supply arrangements or increases in the cost of materials; seasonal sales fluctuations; any inability to comply with product safety, health, environmental and noise pollution laws; the Company's large fixed cost base; any inability of dealers and distributors to secure adequate access to capital; the Company's competition in product lines; any Company's inability to successfully execute its growth strategy; any failure to maintain an effective system of internal control over financial reporting and to produce accurate and timely financial statements; any loss of members of the Company's management team or employees who possess specialized market knowledge and technical skills; any inability to maintain and enhance the Company's reputation and brands; any significant product liability claim; any significant product repair and/or replacement due to product warranty claims or product recalls; the Company's reliance on a network of independent dealers and distributors; any Company's inability to successfully manage inventory levels; any intellectual property infringement and litigation; any Company's inability to successfully execute its manufacturing strategy or to meet customer demand as a result of manufacturing capacity constraints; increased freight and shipping costs or disruptions in transportation and shipping infrastructure; any failure to comply with covenants in financing and other material agreements; any changes in tax laws and unanticipated tax liabilities; any impairment in the carrying value of goodwill and trademarks; any deterioration in relationships with employees; pension plan liabilities; natural disasters; any failure to carry proper insurance coverage; volatility in the market price for the Subordinate Voting Shares; the Company's conduct of business through subsidiaries; the significant influence of Beaudier Group and Bain Capital; and future sales of Subordinate Voting Shares by Beaudier Group, Bain Capital, directors, officers or senior management of the Company. These factors are not intended to represent a complete list of the factors that could affect the Company; however, these factors should be considered carefully.

These factors are not intended to represent a complete list of the factors that could affect the Company; however, these factors should be considered carefully. This presentation should be read in conjunction with our annual management's discussion and analysis and our audited consolidated financial statements for Fiscal 2021 and our other recent and future filings with applicable Canadian and U.S. securities regulatory authorities, available on SEDAR at sedar.com or EDGAR at sec.gov, respectively.

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; market share that will remain constant or moderately increase; no further deterioration and a relatively rapid stabilization of global and North American economic conditions, including with respect to the ongoing health crisis; any increase in interest rates will be modest; currencies will remain at near current levels; inflation will remain in line with central bank expectations in countries where the Company is doing business; the Company's current margins, excluding the impact of Evinrude outboard engines, COVID-19 and supply chain constraints, will remain near current levels; the Company anticipates supply chain constraints but expects to be able to support product development and planned production rates on commercially acceptable terms; there will be no significant changes in tax laws or free trade arrangements or treaties applicable to the Company; no 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, including all of the current uncertainty resulting from the ongoing COVID-19 health crisis and its broader repercussions on the global economy, 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.



JOSÉ BOISJOLI

PRESIDENT AND CHIEF EXECUTIVE OFFICER

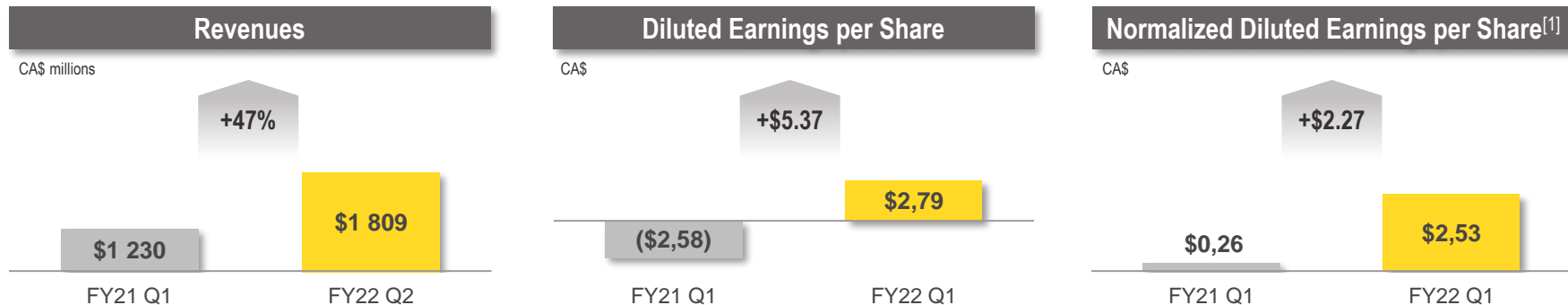
QUARTERLY REVIEW
FIRST QUARTER ENDED APRIL 30, 2021



ADVENTURE BY DESIGN



FY22 Q1 Highlights



Highlights vs. Last Year

- Revenues increased 47% primarily driven by a higher volume of product sold, lower sales programs and a higher volume of Powersports PA&A
- Gross profit margin of 30.0%
- Normalized EBITDA^[1] was up \$256M to \$379M and normalized diluted earnings per share^[1] was up \$2.27 to \$2.53
- Net income up \$470M to \$244M and diluted earnings per share up \$5.37 to \$2.79
- North American BRP retail sales for Seasonal Products and Year-Round Products increased 39%, or 49% when excluding snowmobiles

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






Raising our Normalized Diluted EPS^[1] guidance to a range of \$7.75 to \$8.50, representing a growth of 44% to 58% from FY21



FY22 Q1 Powersports Retail Update







Powersports Retail Growth by Region^[1]

FY22 Q1 retail sales in units compared to FY21 Q1

| | |  | INDUSTRY |
|---|---------------------------------|---|-----------------|
|  | NORTH AMERICA TOTAL | ↑ 39% | ↑ MID-THIRTY % |
| | NORTH AMERICA EXCL. SNOWMOBILES | ↑ 49% | ↑ HIGH-THIRTY % |
|  | EMEA ^[2] | ↑ 32% | ↑ MID-TEEN % |
|  | LATIN AMERICA | ↑ 9% | NOT AVAILABLE |
|  | ASIA-PACIFIC | ↑ 83% | ↑ LOW-FORTY % |

North American Powersports Retail Growth by Product Line

FY22 Q1 retail sales in units compared to FY21 Q1

| | |  | INDUSTRY |
|---|------------------------|---|-----------------------|
|  | SIDE-BY-SIDE VEHICLES | ↑ HIGH-SINGLE DIGIT % | ↑ HIGH-TWENTY % |
|  | ALL-TERRAIN VEHICLES | ↑ MID-THIRTY % | ↑ HIGH-THIRTY % |
|  | THREE-WHEELED VEHICLES | ↑ OVER-190% | ↑ ABOUT 140% |
|  | PERSONAL WATERCRAFT | ↑ OVER 100% | ↑ LOW-SEVENTY % |
|  | SNOWMOBILES | ↓ HIGH-TEEN % | ↓ HIGH-SINGLE DIGIT % |

^[1] Industry outside of North America includes On-Highway Heavyweight Motorcycles instead of Three-Wheeled Vehicles

^[2] Industry retail growth is based on the three-month period from January to March

Solid retail growth in all our key markets and across the product portfolio despite limited unit availability in the quarter



Supply chain constraints impacting timing of product deliveries, however, on track to deliver our full-year volume target

› Our industry is experiencing supply chain pressure for certain components and services

- Tight availability and delivery delays for certain raw materials and components, notably semiconductors
- Increased commodity and logistic costs

› Taking proactive actions to limit the impact of supply chain constraints on our operations, dealers and consumers

- Providing supplier support and/or finding alternative suppliers
- Using alternative transportation modes and routes
- Optimizing production schedule and product mix based on component availability

› Our objective is to deliver all the dealer orders we have on hand

- Supply chain challenges to impact the timing of product deliveries in Q2 and Q3, however, maintaining full year volume target



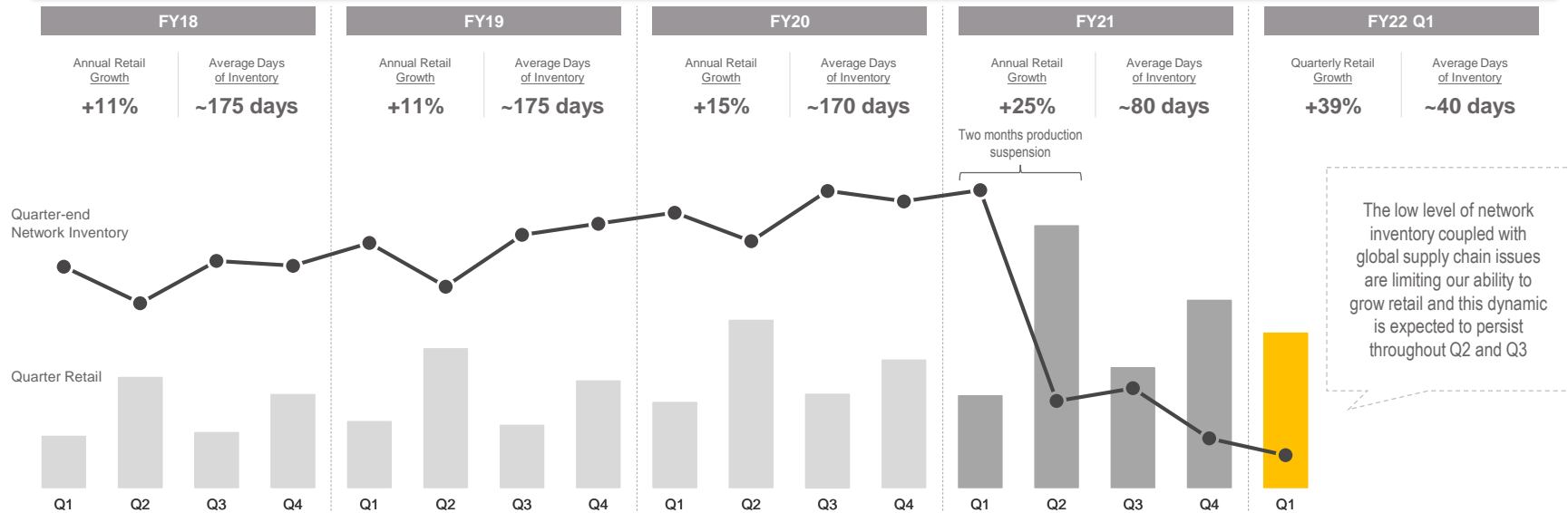
Proactively taking measures to deliver our volume target for the year despite supply chain challenges



Retail Growth Limited by Product Availability

Our network inventory has been decreasing over the last 4 quarters resulting from the very strong consumer demand for our products and the two months of production suspension last year

North American Powersports Retail and Network Inventory Evolution



Expecting retail growth to improve in FY22 H2 driven by the additional production capacity from Juarez 3 and Querétaro



Continued Strong Consumer Interest in Powersports

CONTINUED STRONG INFLUX OF NEW ENTRANTS

- **New entrants represented 37% in FY22 Q1 vs. ~20% historically**
- **Only 7% of new entrants said they purchases the vehicle as a Covid-19 distraction**
- **New entrants are a more diverse group with younger people, more women and more families**

BUYERS NOT MAKING A TRADE-OFF WHEN PURCHASING

- **82% of buyers surveyed in the quarter did not forgo any other purchase to buy a unit**
- **Only 3% of our buyers declared to have purchased a unit instead of travelling**

MULTIPLE POSITIVE SIGNS OF SUSTAINED CONSUMER INTEREST

- **Fourth consecutive quarter of double digit growth for the Powersports industry**
- **Website visits up 60%+ in FY22 Q1 vs. last year for all brands**
- **Record snowmobile Spring units booking, strongest start of the PWC season in over a decade, 3WV Rider Education Programs registrations trending >50% above target**

Note: Customer profile information based on third party surveys done through 946 participants and management estimates



Year-Round Products

Highlights

Year-Round Products | Revenues up 44%

- + Higher volume of products sold
- + Lower sales programs
- + Favourable product mix of SSV sold
- Unfavourable Fx variation of \$54M

Can-Am SSV | North American Season-to-date retail up low-twenty %

- North American SSV industry retail up high-twenty % over the same period
- Can-Am SSV retail impacted by limited product availability in recent month

Can-Am ATV | North American Season-to-date retail up low-thirty %

- North American ATV industry retail also up low-thirty % over the same period

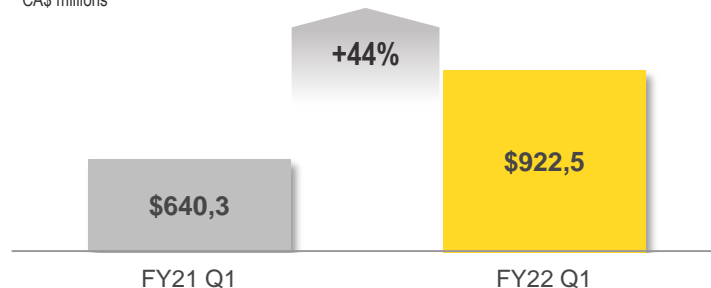
Can-Am 3WV | North American Season-to-date retail up over 140%

- North American 3WV industry retail up about 90% over the same period
- Strong start of the retail season for Can-Am 3WV:
 - Fastest growing brand in the North American motorcycle industry season-to-date
 - Registrations to the Rider Education Programs trending above expectations
 - Continuing to attract a younger and more diverse customer base
- Strong momentum for Can-Am in international markets with retail up over 140% in EMEA, over 110% in APAC and over 40% in Latin America for the quarter

*All variations above represent a change vs. the same period in the previous year
**See appendix for definition of seasons by product line

Revenues

CA\$ millions



3WV: Strong start of the season^[1]

RIDER EDUCATION PROGRAM
>50%
ABOVE TARGET

% OF NEW ENTRANTS
52%

% OF WOMEN
33%
VS ~20% FOR MOTORCYCLES

% OF DIVERSE COMMUNITIES
49%



[1] All statistics based on season-to-date results as at April 30, 2021



Seasonal Products

Highlights

Seasonal Products | Revenues up 44%

- + Higher volume of PWC sold
- + Lower sales programs
- + Favourable mix of PWC
- Unfavourable Fx variation of \$21M

Sea-Doo PWC | North American Season-to-date retail up mid-ninety %

- North American PWC industry retail up low-seventy % over the same period
- Sea-Doo gaining shares in all industry segments in which it participates
- Strong momentum for Sea-Doo PWC in international markets with retail up over 110% in EMEA, over 130% in APAC and over 30% in Latin America for the quarter

Ski-Doo and Lynx Snowmobiles | North American Season 2021 retail up high-teen %

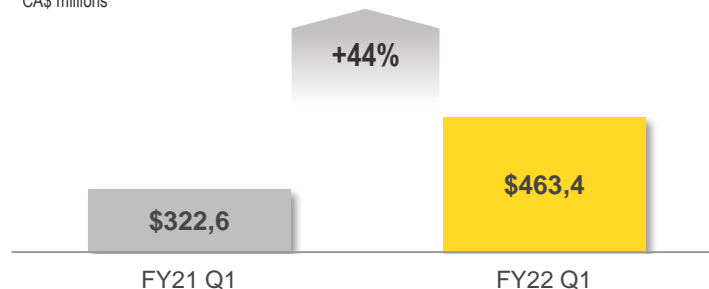
- North American snowmobile industry retail also up high-teen % for the season
- Very strong season 2021 for BRP snowmobile:
 - Highest market share in its history
 - #1 market share position in all industry segments in which it participates
 - Ended the season with record low level of network inventory
- Record level of snowmobile Spring Booking (pre-sold units) representing ~70% of Season 2022 volume for North America and ~40% for Scandinavia and Russia
- Strong end of season in Scandinavia and Russia with snowmobile retail up low-twenty % for the quarter

*All variations above represent a change vs. the same period in the previous year

**See appendix for definition of seasons by product line

Revenues

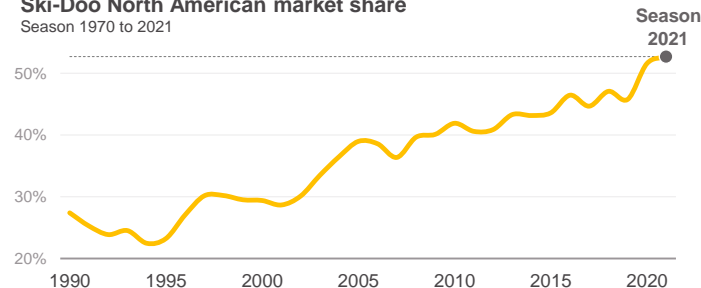
CA\$ millions



Ski-Doo: Extending its market leadership position

Ski-Doo North American market share

Season 1970 to 2021



Ski-Doo achieved its highest North American market share since industry numbers are recorded driven by the strong Ski-Doo line-up

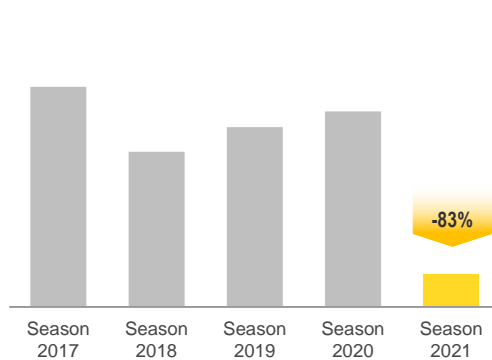


Snowmobile: Solid Setup for Season 2022

Record low end of season
network inventory

SNOWMOBILE END OF SEASON NETWORK INVENTORY

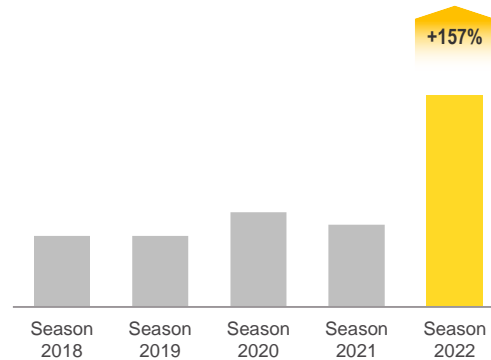
North America, Units



Record level of Spring Units
Booking for Ski-Doo and Lynx

SNOWMOBILE SPRING UNITS BOOKING

Total BRP, Units



Ski-Doo and Lynx ended season 2021 with record low network inventory, which, coupled with all-time high level of Spring units booking, is expected to lead to strong snowmobile volume growth for Season 2022



Powersports PA&A and OEM Engines

Highlights

Revenues up 91%

+ Higher volume of PA&A + Higher volume of aircraft engines sold

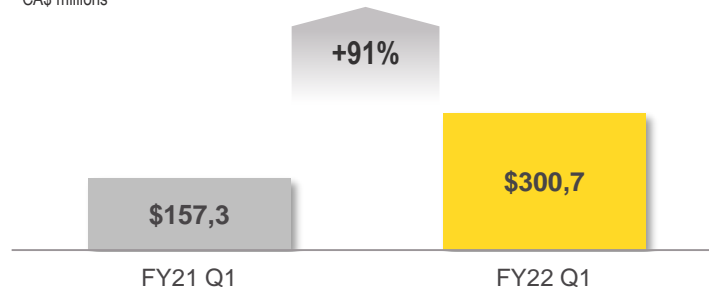
- Unfavourable Fx variation of \$13M

- Parts: Revenue up over 70% driven by the growth in the number of units in use
- Accessories and Apparels: Revenue up over 100% with solid growth for all Powersports product lines driven by strong product offering and favourable units retail trends

**All variations above represent a change vs. the same period in the previous year*

Revenues

CA\$ millions



Solid revenue growth across all our PA&A categories



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

Marine

Highlights

Revenues up 11%

- + Higher volume of boat sold
- Lower volume of outboard engines sold
- Unfavorable Fx variation of \$4M

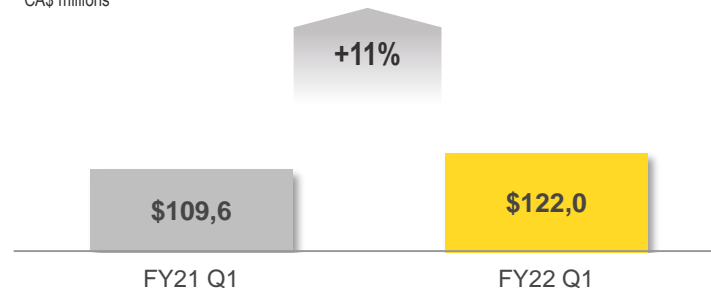
Gross Profit up \$18.6M to \$23.2M

- + Higher volume of products sold
- + Lower production costs
- + Wind-down of Evinrude outboard engines

**All variations above represent a change vs. the same period in the previous year*

Revenues

CA\$ millions



Strong Retail Performance for all Boat Brands

MANITOU PONTOONS



ALUMACRAFT ALUMINUM FISHING BOATS



TELWATER ALUMINUM BOATS



SÉBASTIEN MARTEL

CHIEF FINANCIAL OFFICER

QUARTERLY REVIEW
FIRST QUARTER ENDED APRIL 30, 2021



ADVENTURE BY DESIGN



FY22 Q1 Financial Highlights

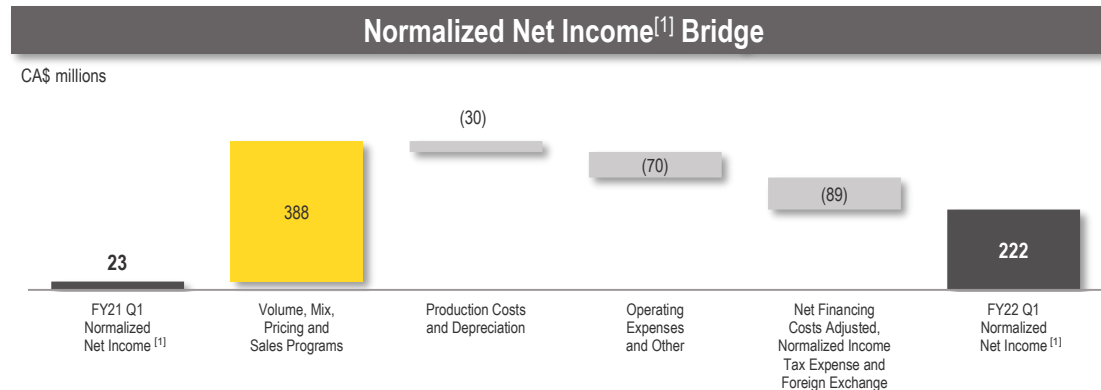
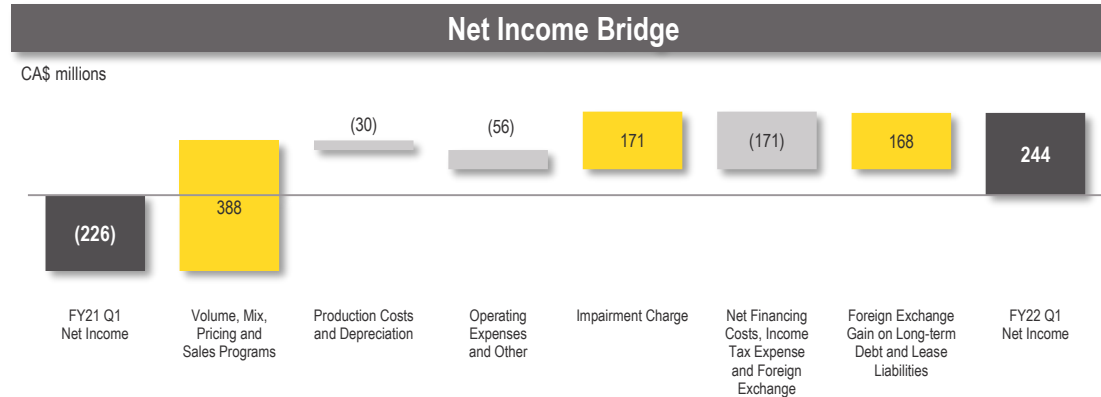
| CAS millions (Unaudited) | Q1 Comparison | | |
|---|------------------|------------------|------------------|
| | FY22 | FY21 | Change |
| Total Revenues | \$1,808.6 | \$1,229.8 | \$578.8 |
| Growth | | | +47.1% |
| Gross Profit | \$542.0 | \$235.1 | \$306.9 |
| As a % of revenues | 30.0% | 19.1% | |
| Operating Income | \$316.5 | (\$127.3) | \$443.8 |
| Normalized EBITDA^[1] | \$379.0 | \$123.0 | \$256.0 |
| Growth | | | +208.1% |
| Net Income | \$244.4 | (\$226.1) | \$470.5 |
| EPS – Diluted | \$2.79 | (\$2.58) | \$5.37 |
| Growth | | | NM |
| Normalized Net Income^[1] | \$222.0 | \$22.7 | \$199.3 |
| Normalized EPS – Diluted^[1] | \$2.53 | \$0.26 | \$2.27 |
| Growth | | | +873.1% |
| Free Cash Flow^[2] | \$67.7 | \$169.4 | (\$101.7) |
| CAPEX | \$97.2 | \$43.3 | \$53.9 |

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

^[2]Free cash flow is defined as net cash flow from operating activities minus capital expenditures



FY22 Q1 Net Income and Normalized Net Income^[1] Bridge



Delivered solid FY22 Q1 results that came in above our expectations driven by:

- Lower than expected sales programs
- Stronger than anticipated demand for our parts and accessories business
- Lower than planned operating expenses

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

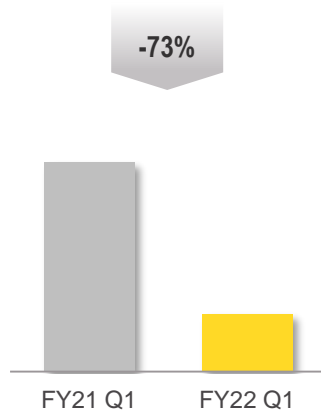


BRP Yard and North American Powersports Dealer Inventory

FY22 Q1: Inventory Position Overview

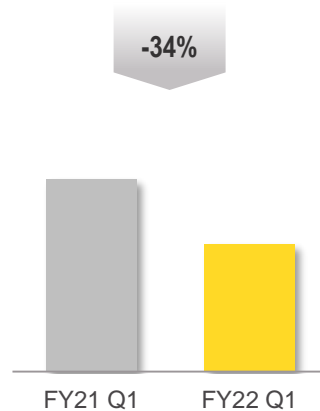
DEALER INVENTORY

North America Powersports, Units



YARD INVENTORY

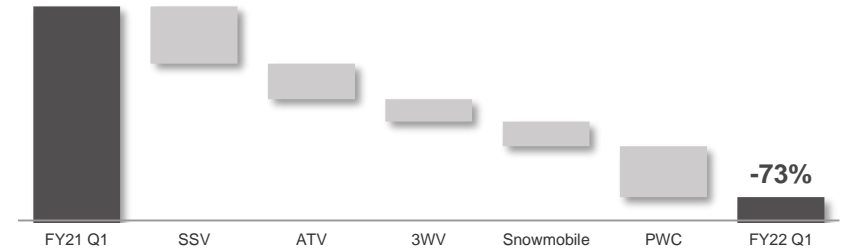
Finished Products, \$CA millions



Network and yard finished goods inventory are down over \$1.6B from FY21 Q1

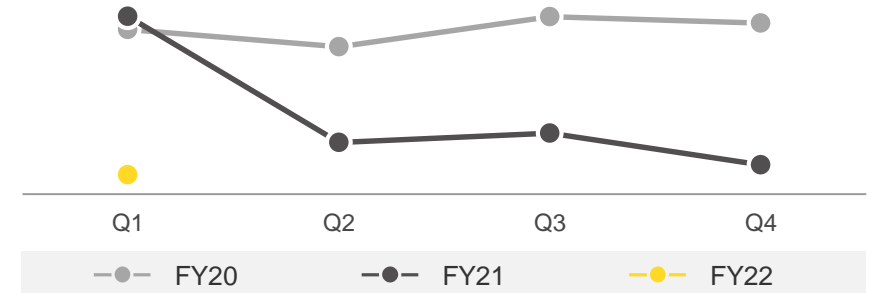
Dealer Inventory Year-over-Year Bridge

Units, Excluding Boats



Dealer Inventory Evolution

Units, Excluding Boats



FY22 Full-Year Guidance - as at June 3, 2021

| Financial Metric | FY21 | FY22 Guidance ^[3] vs FY21 |
|--|----------------|---|
| Revenues | | vs. Previous Guidance |
| Year-Round Products | \$2,824.2 | Up 35% to 40% |
| Seasonal Products | 1,825.0 | ↑ Up 25% to 30% (previously "Up 20% to 25%") |
| Powersports PA&A and OEM Engines | 882.8 | ↑ Up 17% to 22% (previously "Up 10% to 15%") |
| Marine | 420.9 | Up 18% to 23% |
| Total Company Revenues | 5,952.9 | ↑ Up 28% to 33% (previously "Up 25% to 30%") |
| Normalized EBITDA^[1] | 999.0 | ↑ Up 27% to 35% (previously "Up 22% to 30%") |
| Effective Tax Rate ^{[1][2]} | 25.9% | 26.0% to 26.5% |
| Normalized Earnings per Share - Diluted^[1] | \$5.39 | ↑ Up 44% to 58% (\$7.75 to \$8.50) (previously "\$7.25 to \$8.00") |
| Net Income | 362.9 | ~\$695M to \$760M |

Other assumptions for FY22 Guidance:

- Depreciation expense: ~\$280M
- Net Financing Costs Adjusted: ~\$70M (previously ~\$75M)
- Weighted average number of shares – diluted: ~87M shares
- Capital Expenditures: ~\$575M to \$600M

^[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 FY22 guidance



FY22 Rest of the Year Outlook - as at June 3, 2021

Normalized Diluted Earnings per Share^[1]

| | | NORMALIZED EPS ^[1] GROWTH VS LAST YEAR |
|----|---|---|
| Q2 | <ul style="list-style-type: none"> +++ Lapping one month of production suspension last year + Production increase to respond to strong demand -- Supply chain challenges -- Higher operating expenses | ↑ |
| Q3 | <ul style="list-style-type: none"> ++ Production increase to respond to strong demand -- Supply chain challenges -- Higher operating expenses - Commodity cost | ↓ |
| Q4 | <ul style="list-style-type: none"> +++ Unit deliveries ++ Juarez 3 SSV production - Supply chain challenges - Higher operating expenses -- Commodity costs | ↑ |

North America Powersports Retail Sales

| | | NORTH AMERICA POWERSPORTS RETAIL GROWTH VS LAST YEAR |
|----|--|---|
| Q2 | <ul style="list-style-type: none"> - Lapping strong retail last year -- Low network inventory -- Supply chain challenges -- Timing of retail for PWC and 3WV (more in Q1 vs Q2) | ↓ |
| Q3 | <ul style="list-style-type: none"> - Lapping strong retail last year -- Low network inventory -- Supply chain challenges - Timing of retail for snowmobile (more in Q4 vs Q3) + Start of SSV production at Juarez 3 | ↓ |
| Q4 | <ul style="list-style-type: none"> ++ Juarez 3 SSV production ++ Timing of retail for snowmobile (more in Q4 vs Q3) + Product availability - Supply chain challenges | ↑ |

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

Expecting a strong Q4 both in terms of financial results and retail performance



CLOSING REMARKS

QUARTERLY REVIEW
FIRST QUARTER ENDED APRIL 30, 2021



Closing Remarks

STRONG START OF THE YEAR

Continued experiencing very strong consumer demand and delivered record financial results for a first quarter

WELL POSITIONED TO DELIVER SOLID RESULTS IN FY22

Focused on delivering our production plan for the year to meet dealer orders and achieving our guidance with Normalized Diluted EPS^[1] growth of 44% to 58% from FY21

EXECUTING ON OUR DIFFERENT PROJECTS TO DRIVE LONG-TERM GROWTH

Product introductions, Juarez 3 and Querétaro, Project M and Project Ghost, etc.

SOLID SETUP FOR CONTINUED GROWTH IN FY23 AND BEYOND

Strong inventory replenishment cycle coupled with industry-leading line-ups and additional production capacity are positioning well for continued growth



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



Q&A PERIOD

QUARTERLY REVIEW
FIRST QUARTER ENDED APRIL 30, 2021



ADVENTURE BY DESIGN

APPENDIX

QUARTERLY REVIEW
FIRST QUARTER ENDED APRIL 30, 2021



Reconciliation Tables

| CA\$ millions | Three-month periods ended | |
|--|---------------------------|------------------|
| | Apr. 30, 2021 | Apr. 30, 2020 |
| Net Income | \$244.4 | \$(226.1) |
| Normalized Elements: | | |
| Foreign Exchange (Gain)/Loss on Long-term Debt and Lease Liabilities | (78.6) | 88.8 |
| Transaction Costs and Other Related Expenses ^[1] | 0.2 | 0.5 |
| Restructuring and Related Costs/(Reversal) ^[2] | (0.1) | 5.7 |
| Impairment Charge ^[3] | - | 171.4 |
| Transaction Costs on Long-term Debt ^[4] | 44.3 | 12.7 |
| Evinrude Outboard Engine Wind-down ^[5] | 0.7 | - |
| COVID-19 Pandemic Impact ^[6] | - | 4.2 |
| Gain/(Loss) on NCIB | 21.3 | (12.2) |
| Depreciation of Intangible Assets Related to Business Combinations | 1.1 | 1.1 |
| Income Tax Adjustment | (11.3) | (23.4) |
| Normalized Net Income^[9] | 222.0 | 22.7 |
| Normalized Income Tax Expense ^[9] | 77.0 | 15.0 |
| Financing Costs Adjusted ^{[7][9]} | 17.1 | 24.3 |
| Financing Income Adjusted ^{[7][9]} | (1.2) | (1.8) |
| Depreciation Expense Adjusted ^{[7][9]} | 64.1 | 62.8 |
| Normalized EBITDA^[9] | \$379.0 | \$123.0 |
| Weighted Average Number of Shares – Diluted | 87,606,457 | 87,960,037 |
| Normalized Earnings per Share – Diluted^[9] | \$2.53 | \$0.26 |

^[1] Costs related to business combinations.

^[2] 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.

^[3] During the three-month period ended April 30, 2020, the Company recorded an impairment charge of \$171.4 million related to its Marine segment.

^[4] During Fiscal 2022, the Company incurred transaction fees of \$15.1 million and derecognized unamortized transaction costs of \$29.2 million related to the full repayment of its outstanding U.S. \$597.0 million Term Loan B-2.

^[5] During Fiscal 2022, 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.

^[6] Incremental costs associated with the COVID-19 pandemic such as, but not limited to, labor cost related to furloughs.

^[7] Adjusted for transaction costs on long-term debt and normal course issuer bid program ("NCIB") gains and losses in net income.

^[8] Adjusted for depreciation of intangible assets acquired through business combinations.

^[9] See "Non-IFRS Measures" section in appendix.

Appendix - Continued

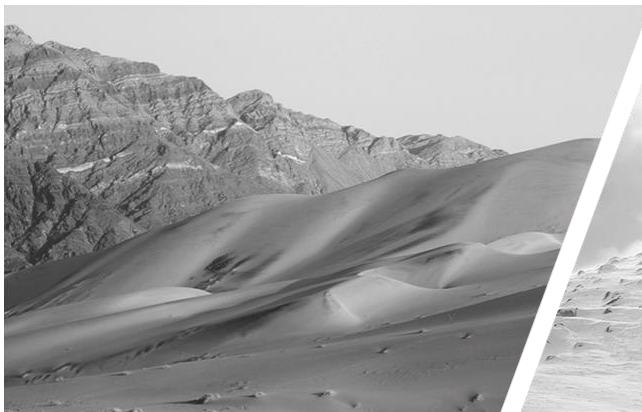
Non-IFRS Measures

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. For more details on non-IFRS measures, refer to the section entitled Non-IFRS Measures of the Company's MD&A for the quarter ended April 30, 2021.

Product Lines Seasons

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





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