



# QUARTERLY REVIEW FIRST QUARTER ENDED APRIL 30, 2024



# **Forward-Looking Statements**

#### Caution concerning forward-looking statements

Certain statements included in this presentation, including, but not limited to those relating to the Company's updated Fiscal Year 2025 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), its current and future plans, including statements relating to its 5-year plan referred to as M25, prospects, expectations, anticipations, estimates and intentions, results, levels of activity, performance, objectives, targets, goals, achievements, priorities and strategies, including further adjusting the production to proactively manage network inventory and considering other incremental actions to protect the dealer value proposition, financial position, including its ability to gain additional market shares, capabilities, competitive strengths and beliefs, the prospects and trends of the industries and markets in which research and product development activities, including the expectation of regular flow of new features, technologies and products and development activities, including the expectation of regular flow of new features, technologies and products and development of market-shaping products (including the introductions design, characteristics, capacity or performance of future products and their expected scheduled entry to market, and the anticipated impact of such product introductions, expected financial requirements and other statements in this presentation that are not historical facts constitute forward-looking statements within the meaning of applicable securities laws.

The words "may", "will", "would", "should", "could", "could", "could", "could", "freedists", "intends", "intends", "intends", "intendes", "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 readers in understanding certain key elements of the Company's current objectives, goals, targets, strategic priorities, expectations and plans, and in obtaining a better understanding of the Company's business and anticipated operating environment. Readers 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 discussed in section "Risk Factors" of the Company's management's discussion and analysis (MD&A) for the quarter ended on January 31, 2024 and in the Company's other continuous disclosure filings (available on SEDAR + at www.sedarplus.ca 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 press release, including without limitation the following assumptions: reasonable industry growth ranging from down to slightly up; market share will remain constant or moderately increase; slowing global economic growth; limited impact from the ongoing military conflict between Russia and Ukraine; no further deterioration of the conflict in the Middle-East; no return of the mandatory inspections implemented on all cargo trucks crossing the Mexico-Texas border to an extent that would result in major business disruptions; main currencies in which the Company operates will remain at near current levels; easing, but still elevated, levels of inflation; there will be no significant changes in tax laws or free trade arrangements or treaties applicable to the Company's margins are expected to be pressured by lower volumes; the 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. The Company cautions that its assumptions may not materialize and that the currently challenging macroeconomic and geopolitical environments in which the evolves may render such assumptions, although believed reasonable at the time they were made, subject to greater uncertainty. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of the Company or the industry to be materially different from the outlook or any future results or performance implied by such statements.

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





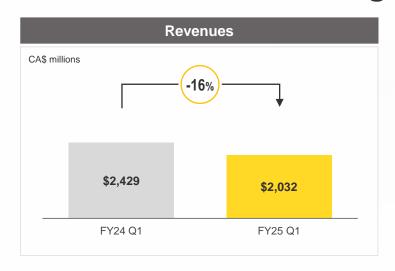
PRESIDENT AND CHIEF EXECUTIVE OFFICER

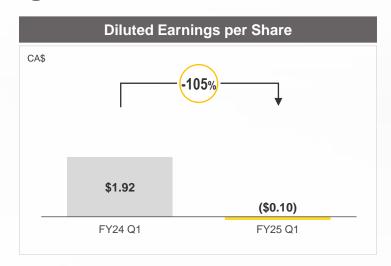
#### QUARTERLY REVIEW

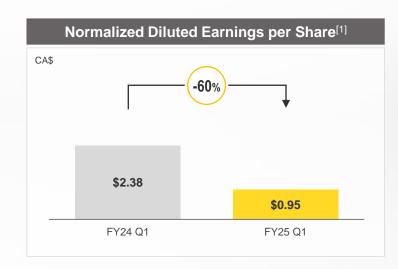
FIRST QUARTER ENDED APRIL 30, 2024



### **FY25 Q1 Financial Highlights**







#### Highlights vs. Last Year

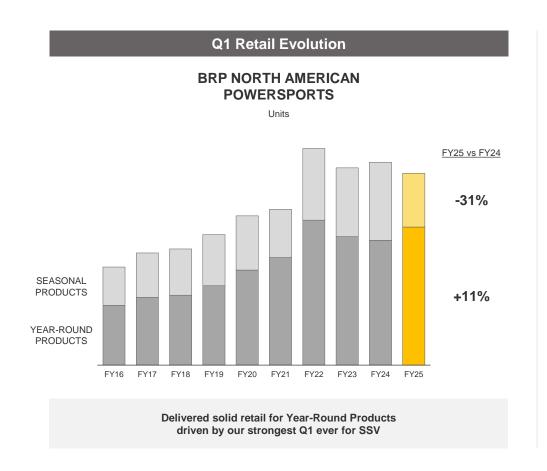
- Revenues decreased 16% resulting from lower shipments as we focus on reducing network inventory levels and higher sales programs
- Normalized EBITDA<sup>[1]</sup> declined 34% to \$247M and normalized diluted earnings per share<sup>[1]</sup> decreased 60% to \$0.95
- Net loss of \$7M and diluted loss per share of \$0.10
- ORV network inventory levels improved with a 6% sequential decline from Q4
- FY25 Q1 North American Powersports retail sales down 5% with continued solid growth and market share gains in SSV offset by declines in Seasonal Products

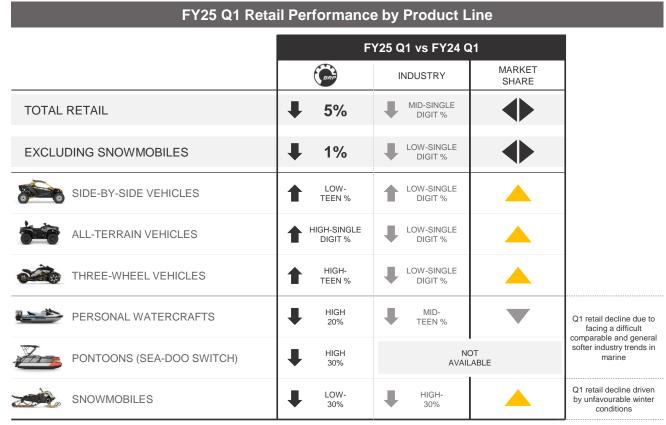
[1]For a reconciliation of net income to Normalized Net Income, Normalized EBITDA and Normalized Earnings per Share - Diluted, see the reconciliation table in appendix

#### Q1 financial results in line with expectations as we focus on reducing network inventory levels



### **FY25 Q1 North American Retail Update**



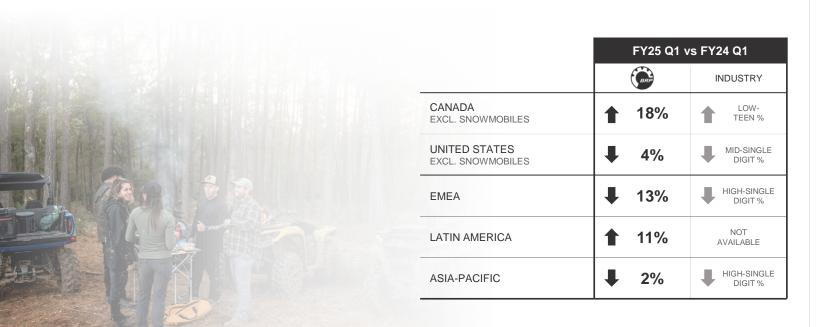


Continued momentum in ORV and solid start of the season in 3WV offset by Seasonal Products due to difficult comparable, softer industry trends and unfavourable weather



# **Global Powersports Trends Update**

#### FY25 Q1 Powersports Retail Growth by Region



#### **Market Dynamic**

- Continuing to observe softer industry trends in Asia-Pacific and Europe
  - Softer quarter for the US market notably for PWC and ATV
  - Positive trends in Latin American and Canada, especially in ORV
- > ORV industry generally outperforming other product lines
  - Continued positive momentum for SSV, especially for utility and premium models
- Industry's promotional intensity and pricing actions more aggressive than initially planned
  - Updated our FY25 guidance in light of recent competitive actions

Maintaining a cautious approach given ongoing global trends



# Taking incremental actions to protect our dealer value proposition

Further reducing our shipment plan and improving promotional support to help our dealers' profitability which is under pressure due to the current macroeconomic context, a more competitive industry landscape and high interest rates

#### **Key Actions**

#### Aiming to further reduce our Powersports network inventory

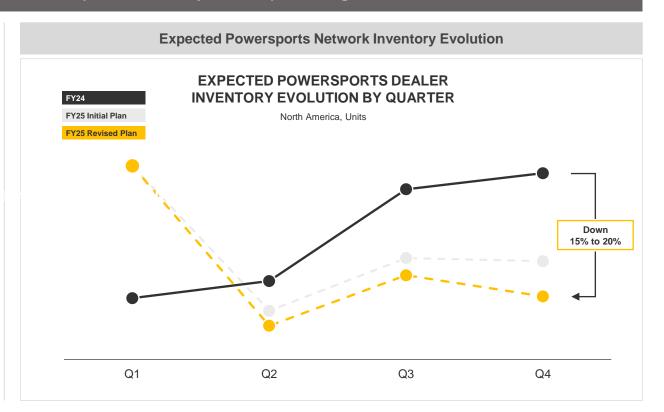
Revised shipment plan to decrease network inventory levels by 15% to 20% by year-end, improving on the previous objective of a 10% to 15% reduction, to limit the impact of inventory carrying cost on dealers' profitability

#### Planning for limited boat production for the rest of the year

Focusing on depleting network inventory and supporting dealers' profitability as they are cautious about taking new boat inventory due to the softer trends in the marine industry

#### Increasing promotional support for both Powersports and Marine

> Providing competitive offers to stimulate consumer demand and enhance dealers' inventory turnover



Our priority is to support our dealers throughout this more challenging environment



### **Year-Round Products**

#### Highlights

#### Year-Round Products | Revenues down 13%

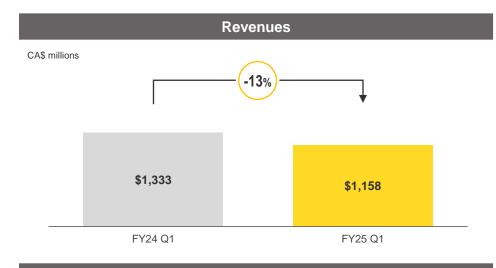
- Lower volume of product sold as planned as we focus on reducing network inventory levels
- Higher sales programs
- +) Favourable product mix of SSV and 3WV, pricing and Fx impact

#### **Retail Sales Update**

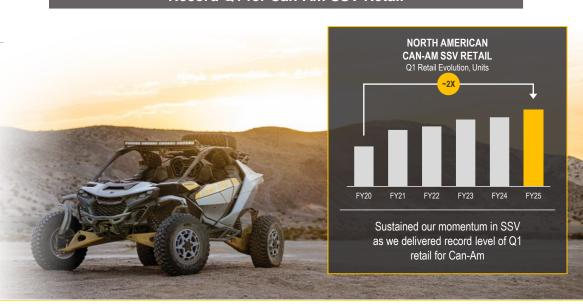
North American Year-over-year reta	il growth	SIDE-BY-SIDE VEHICLES	ALL-TERRAIN VEHICLES	THREE-WHEELED VEHICLES
O	BRP	↑ LOW-TEEN %	↑ HIGH-SINGLE DIGIT %	↑ HIGH TEEN %
Quarterly	INDUSTRY	↑ LOW-SINGLE DIGIT %	♣ LOW-SINGLE DIGIT %	■ LOW-SINGLE DIGIT %
Season-	BRP	♠ LOW-TEEN %	↑ HIGH-SINGLE DIGIT %	1 LOW-SINGLE DIGIT %
to-Date	INDUSTRY	↑ MID-SINGLE DIGIT %	■ LOW-SINGLE DIGIT %	♣ ABOUT 10%

#### Highlights

- Can-Am SSV had the strongest market share gains of all OEMs in the quarter driven by solid growth in the utility segment
- Can-Am ATV reached its highest quarterly market share ever driven by solid gains in the mid-cc segment
- Can-Am 3WV off to a good start of the season driven by strong consumer interest for the higher-end of the Spyder line-up



#### Record Q1 for Can-Am SSV Retail



\*\*See appendix for definition of seasons by product line



### **Seasonal Products**

#### Highlights

#### Seasonal Products | Revenues down 23%

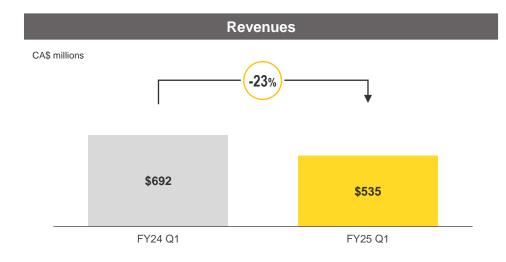
- Lower volume of product sold as planned as we focus on reducing network inventory levels.
- Higher sales programs
- Favourable product mix, pricing and Fx impact

#### **Retail Sales Update**

	American over-year retai	l growth	25	SNOWMOBILES			PERSONAL WATERCRAFTS		PONTOON
0		BRP	1	LOW 30%	1	HIGH 2	20%	1	HIGH 30%
Quarterly	INDUSTRY	1	HIGH 30%	1	MID-T	EEN %		NOT AVAILABLE	
Se	eason-	BRP	1	HIGH-SINGLE DIGIT %[1]	1	MID 40	)%	1	HIGH 50%
to-Date	INDUSTRY	1	LOW-TEEN % <sup>[1]</sup>	1	ABOU <sup>*</sup>	Т 30%		NOT AVAILABLE	

#### Highlights

- BRP snowmobiles ended the season with ~2pp of market share gains and the #1 position in every segments
  of the industry
- Sea-Doo PWC and Pontoons retail declined in the quarter due to facing a difficult comparable from last year's first quarter, and general softer industry trends for marine products
- Sea-Doo Switch remains the #3 player in the US season-to-date as at the end of March based on industry estimates

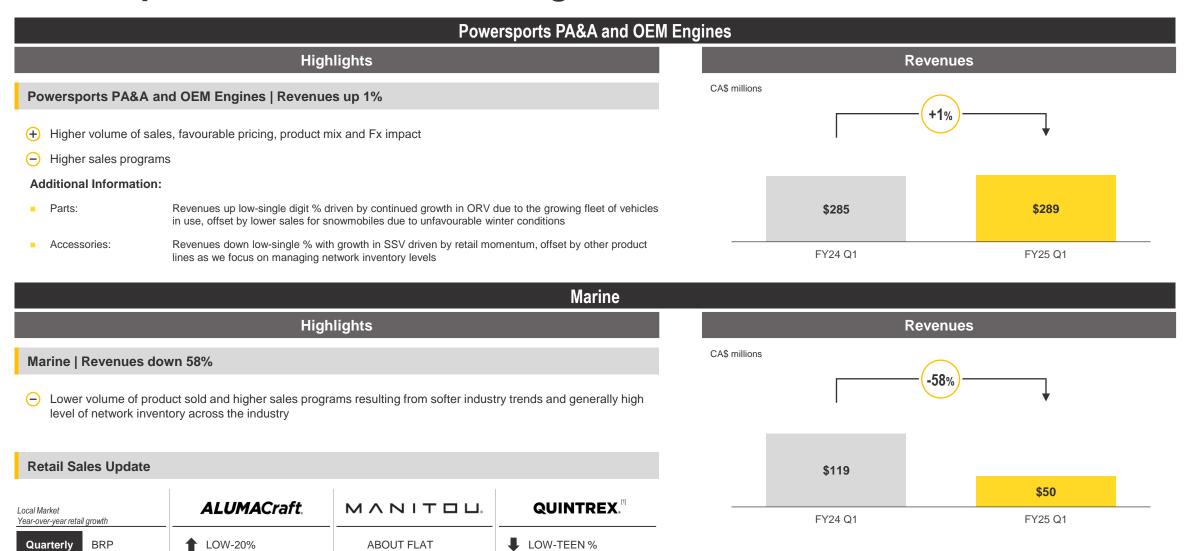


#### Snowmobile: Record Market Share for Season 2024



[1] For the season completed at the end of March \*\*See appendix for definition of seasons by product line

# Powersports PA&A and OEM Engines / Marine



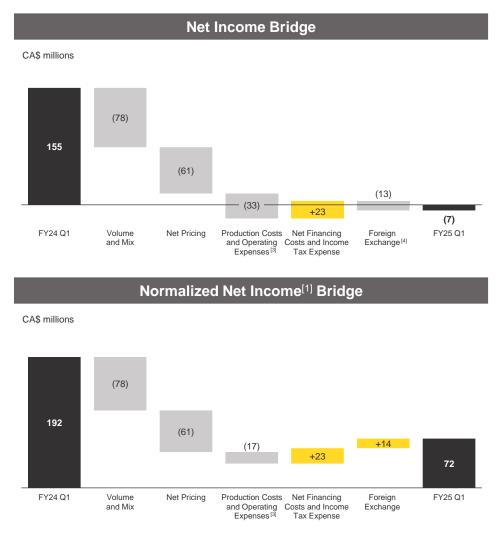
[1]Also includes other Telwater brands





### **FY25 Q1 Financial Overview**

Highlights						
	Q1 Comparison					
CA\$ millions	FY25	FY24	Change			
Total Revenues	\$2,031.7	\$2,429.4	(16.4%)			
Gross Profit	\$480.0	\$623.5	(23.0%)			
As a % of revenues	23.6%	25.7%				
Operating Income	\$124.1	\$281.9	(56.0%)			
Normalized EBITDA <sup>[1]</sup>	\$247.2	\$377.1	(34.4%)			
As a % of revenues	12.2%	15.5%				
Net Income / (Loss)	(\$7.4)	\$154.5	(104.8%)			
EPS - Diluted	(\$0.10)	\$1.92	(105.2%)			
Normalized Net Income <sup>[1]</sup>	\$72.5	\$192.0	(62.2%)			
Normalized EPS – Diluted <sup>[1]</sup>	\$0.95	\$2.38	(60.1%)			
Free Cash Flow <sup>[2]</sup>	\$66.2	\$141.0	(53.0%)			
CAPEX	\$75.2	\$117.8	(36.2%)			
Share Repurchases	\$47.3	\$49.6	(4.6%)			
Dividend per Share	\$0.21	\$0.18	+16.7%			



<sup>12]</sup>For a reconciliation of net income to Normalized Net Income, Normalized EBITDA and Normalized Earnings per Share – Diluted, see the reconciliation table in appendix

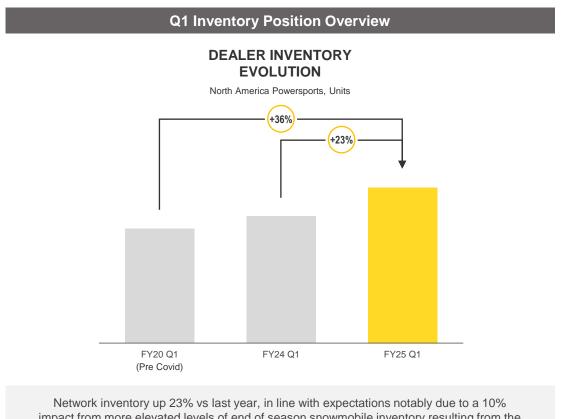
[2] Free cash flow is defined as net cash flow from operating activities minus capital expenditures

[3] Including Depreciation

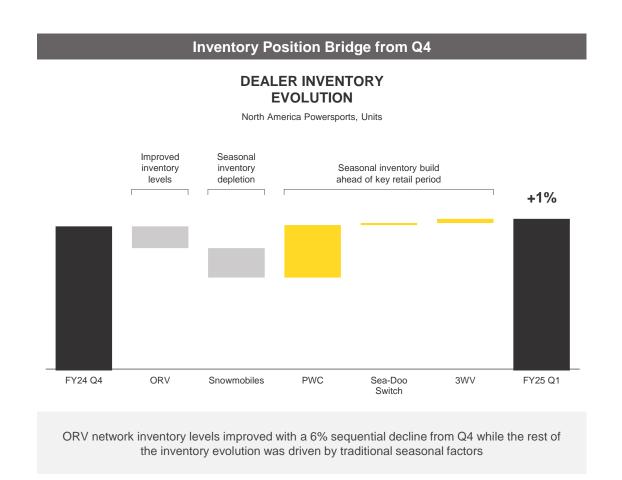
[4] Foreign exchange impact on long-term debt



### **BRP North American Powersports Dealer Inventory Update**



impact from more elevated levels of end of season snowmobile inventory resulting from the unfavourable winter we experienced



Focused on managing network inventory levels to protect our dealer value proposition



# FY25 Full-Year Guidance - as at May 31, 2024

	FY24	FY25 Guidance
	ACTUAL	AS AT MAY 31, 2024
REVENUES		
YEAR-ROUND PRODUCTS	\$5,339.4	DOWN 7% TO 10%
SEASONAL PRODUCTS	\$3,410.7	DOWN 26% TO 28%
POWERSPORTS PA&A AND OEM ENGINES	\$1,184.6	DOWN 2% TO 5%
MARINE	\$432.3	DOWN 40% TO 50%
TOTAL REVENUES	\$10,367.0	\$8.6B TO \$8.9B
NORMALIZED EBITDA[1]	\$1,699.6	\$1,225M TO \$1,325M
NORMALIZED EPS – DILUTED <sup>[1]</sup>	\$11.11	\$6.00 TO \$7.00
NET INCOME	\$744.5	\$370M TO \$450M

	Previous Guidance
	AS AT MARCH 28, 2024
	DOWN 4% TO 7%
	DOWN 18% TO 22%
	DOWN 2% TO 5%
	DOWN 5% TO UP 5%
	\$9.1B TO \$9.5B
9	\$1,370M TO \$1,470M
	\$7.25 TO \$8.25
	\$550M TO \$630M

#### Other assumptions for FY25 Guidance:

- Depreciation expense Adjusted:
- Net Financing Costs Adjusted:
- Effective Tax Rate<sup>[1][2]</sup>:
- Weighted average number of shares diluted:
- Capital Expenditures:

- ~\$435M (Previously ~\$440M)
- ~\$185M
- ~25.0% to 25.5% (Previously 25.5% to 26.0%)
- ~75.6M shares (Previously ~76.2M)
- ~\$475M (Previously ~\$500M)

[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 FY25 guidance
[4]All numbers are in \$CA millions, except for the effective tax rate and per share figures



### **FY25 Guidance Evolution**

Normalized EPS – Diluted <sup>[1]</sup> Guidance Bridge <sup>[2]</sup>			
FY25 GUIDANCE AS AT MARCH 28, 2024	\$7.25 TO \$8.25		
POWERSPORTS – VOLUME AND MIX  Primarily driven by the impact of additional network inventory depletion efforts, results of the Spring snowmobile booking and adjustments to the expected model mix	~\$0.90		
POWERSPORTS – PRICING NET OF SALES PROGRAMS  Primarily driven by increased promotional support to our dealers and revised price increase assumption in light of on-going competitive dynamic	~\$0.75		
MARINE – PRODUCTION REDUCTION AND PROMOTIONAL SUPPORT  Primarily driven by the reduction in boat production for the rest of the year and increased promotional support given softer trends in the industry	~\$0.50		
EFFICIENCY GAINS AND COST REDUCTION EFFORTS  Resulting from incremental improvements in our cost structure, labor efficiency, operating structure and lower variable compensation	~\$0.75		
DEPRECIATION EXPENSE, TAX RATE AND SHARE COUNT REDUCTION  Based on revised assumptions, including a lower share count to reflect the impact of the buybacks completed so far this year	~\$0.15		
FY25 GUIDANCE AS AT MAY 31, 2024	\$6.00 TO \$7.00		

[1]See the "Non-IFRS Measures" at the end of this presentation [2]Represent the expected variation between the mid-point of FY25 Normalized Diluted EPS guidance range as at May 31, 2024 vs March 28, 2024

Our updated FY25 guidance reflects our focus on protecting our dealer value proposition through this challenging environment



# **Closing Remarks**

#### WELL POSITIONED TO OUTPERFORM IN THE CURRENT CONTEXT

- > Operating in softer end-market conditions: product diversification and innovation provide an edge
- > Continued market share gains in ORV and upcoming new product introductions position us well to sustain our momentum
- > Expecting to maintain global market leadership in Snowmobiles and PWC
- > Remaining cautious on marine given softer industry trends, closely monitoring our other industries

#### TRANSITION YEAR FROM A FINANCIAL PERFORMANCE STANDPOINT

- > Further adjusted our shipment plan and promotional support as we prioritize network inventory management to protect our dealer value proposition
- > Expecting negative earnings for our Marine business due to the more difficult environment for that industry
- Continued focus on tight management of expenses and cash generation

#### CONTINUING TO POSITION THE BUSINESS FOR SUCCESS

- Sustaining investments in growth
- > Strong pipeline of innovation for FY25 and beyond
- > Entry into the motorcycle market with the official introduction of the Can-Am 2W in H2







Our proven ability to adapt and execute in challenging environments uniquely positions us to continue outperforming our industry in the current context





### **Reconciliation Tables**

	3-month p	3-month periods ended		
CA\$ millions		Apr. 30, 2023		
Net Income / (Loss)	(\$7.4)	\$154.5		
Normalized Elements:				
Foreign Exchange Loss on Long-term Debt and Lease Liabilities	70.7	43.8		
Costs Related to Business Combinations <sup>[1]</sup>	3.8	4.9		
Restructuring and Related Costs <sup>[2]</sup>	16.2	-		
Other Elements <sup>[3]</sup>	0.9	0.2		
Income Tax Adjustment <sup>[4][5]</sup>	(11.7)	(11.4)		
Normalized Net Income <sup>[5]</sup>	72.5	192.0		
Normalized Income Tax Expense <sup>[5]</sup>	26.1	52.6		
Financing Costs Adjusted <sup>[5]</sup>	48.7	44.1		
Financing Income Adjusted <sup>[5]</sup>	(1.8)	(1.5)		
Depreciation Expense Adjusted <sup>[5]</sup>	101.7	89.9		
Normalized EBITDA <sup>[5]</sup>	\$247.2	\$377.1		
Weighted Average Number of Shares – Diluted	76,036,145	80,411,463		
Normalized Earnings per Share – Diluted <sup>[5]</sup>	\$0.95	\$2.38		

<sup>[1]</sup>Transaction costs and depreciation of intangible assets related to business combinations.

<sup>&</sup>lt;sup>[2]</sup>Costs associated with restructuring and reorganization activities, which are mainly composed of severance costs.

<sup>[3]</sup>Other elements include fees associated with the secondary offerings that occurred during Fiscal 2024 and Fiscal 2025.

<sup>[4]</sup>Income tax adjustment is related to the income tax on Normalized elements subject to tax and for which income tax has been recognized and to the adjustment related to the impact of foreign currency translation from Mexican operations.

<sup>[5]</sup>See "Non-IFRS Measures" section.

### **Reconciliation Tables**

#### Free Cash Flow

	3-month	3-month periods ended	
CA\$ millions	Apr. 30, 2024	Apr. 30, 2023	
Net Cash Flows Generated from Operating Activities	\$141.4	\$258.8	
Additions to Property, Plant and Equipment	(66.8)	(111.2)	
Additions to Intangible Assets	(8.4)	(6.6)	
Free Cash Flow <sup>[1]</sup>	\$66.2	\$141.0	

[1]See "Non-IFRS Measures" section



### **Appendix - Continued**

#### **Non-IFRS Measures**

Normalized EBITDA is defined as net income before financing costs, financing income, income tax expense (recovery), depreciation expense and normalized elements. Normalized EBITDA margin is defined as the Normalized EBITDA divided by revenues. 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&A for the quarter ended January 31, 2024, which is posted on BRP's website at www.BRP.com, and filed on SEDAR+ at www.sedarplus.ca and EDGAR at www.sec.gov.

#### **Product Lines Seasons**

SSV: July to JuneATV: 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