# CORPORATE PRESENTATION



ADVENTURE BY DESIGN

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# WHO WE ARE

## **OUR PURPOSE**

# WE EXIST TO CREATE NEW WAYS TO MOVE PEOPLE.

We are committed to helping people reimagine how they access their world – enabling experiences that can be measured in emotion rather than distance.



# **I OUR BRAND PROMISE**

# ADVENTURE BY DESIGN

Our promise is to create experiences that move people; it is about our obsession to detail that transforms the functional into the inspirational; it is the drive to push our own limits and help our riders find new ways to push theirs – and to choose adventure. Always. At BRP, we call this Adventure by Design. And it's what we do.

### **OUR VALUES**

THEY MAKE OUR CULTURE UNIQUE, INFORM HOW WE ACT, AND DRIVE WHAT WE MAKE.

#### PASSION TO KEEP MOVING

Passion informs everything we do and is an integral part of every value we have. If it's not done with passion, it's not BRP. IT'S PASSION YOU CAN FEEL.

#### DRIVE TO DELIVER OUR COMMITMENTS

We say what we do. We do what we say. No excuses. Only sheer determination. Relentless drive and love of the ride push us ahead. WHILE WE LIVE FOR THE RIDE, WE ALWAYS ARRIVE AT DESTINATION.

#### TRUST TO BUILD STRONG PARTNERSHIPS

We take care of our people like family. We act with integrity. People can count on us like we count on them. IT'S THAT SIMPLE.

#### INGENUITY TO DEFY CONVENTIONS

We're not afraid to see things differently. Constant curiosity makes us the first to uncover new solutions. We question. We innovate. We progress. RELENTLESSLY. **OUR PEOPLE** 

# OUR PEOPLE ARE INFORMED OPTIMISTS WHO SEE THE WORLD AS ONE BIG OPPORTUNITY, WITH NO BOUNDARIES TO THE ROAD OR THEIR AMBITIONS.



## I MEET OUR MANAGEMENT TEAM



JOSÉ BOISJOLI Chair of the Board of Directors, President and Chief Executive Officer



ANNE LE BRETON Executive Vice-President People and Culture



STÉPHANE BILODEAU Chief Information Officer



SÉBASTIEN MARTEL Chief Financial Officer



PATRICK DUSSAULT Executive Vice-President, Global Manufacturing Operations, Powersports and Marine

JOSÉE PERREAULT

Chief Marketing Officer



BERNARD GUY Executive Vice-President, Global Product Strategy



MARTIN LANGELIER Chief Legal Officer & Corporate Services



DENYS LAPOINTE Chief Design Officer



SANDY SCULLION President, Powersports and Marine



MINH THANH TRAN Executive Vice-President, Corporate Strategy



THOMAS UHR Chief Technology Officer

### **I** COMPANY OVERVIEW

(As of January 31, 2024)

TSX DOO NASDAQ DOOO

A STAND-ALONE 2003

2,800+ WORLDWIDE

AN EXTENSIVE GLOBAL

**DISTRIBUTION NETWORK:** 

130+ COUNTRIES WHERE OUR PRODUCTS ARE AVAILABLE

\$10.4B SALES

20,000 DRIVEN, RESOURCEFUL EMPLOYEES WORLDWIDE BRANDS

#1 POWERSPORTS OEM

Manufacturing sites\* O Distributor Network O Dealership Network

 $(\mathbf{O})$ 

\* Does not include certain sites, including small sites where the products or services are only offered in a capacity as internal supplier to BRP, such as the St.Johns (United States) site where service parts and wall painting and sequencing take place.

# **OUR STORY**

. 
 1942
Dert up of Auto-neige
Bombardier Ltd.

1968 O

- 
1959
Launch of industry-first

Ski-Doo snowmobile

- 
 1970
Acquisition of the

Rotax brand

**•** 1989

Acquisition of the Nordtrac Oy and Lynx brands

Bombardier sells its Recreational Products division; BRP is officially launched!

Launch of the **Ski-Doo** REV platform

2003



1998 💿

Entry into the off-road vehicle market

Acquisition of the Evinrude and Johnson brands

2001

# **OUR STORY (CONTINUED)**



Bombardier sells its Recreational Products division; ERP is officially launched!

Launch of the **Ski-Doo** REV platform



Entry into the side-by-side vehicle market

# e´2007

Launch of industry-first 3-wheel **Can-Am** Spyder

Opening of the first manufacturing facility in Juarez, Mexico

2013 O

#### BRP enters the Nasda

Creation of the Marine Group with the acquisition of Alumacraft Acquisition of Manitou

2018

# **•** 2014

Launch of the **Sea-Doo** Spark

Discontinuation of **Evinrude** E-TEC and E-TEC G2 outboard engines

Launch of Uncharted Society

# 2023 •

Launch of the Ski-Doo and Lynx electric snowmobiles

BRP turns 20



Acquisition of **Telwater** 

● 2019

Reveal of the **Can-Am** Origin and **Can-Am** Pulse electric motorcycles

Reveal of the Sea-Doo Rise eFoil

Acquisition of Great Wall Motor Austria (BRP-Rotax Vienna), Pinion GmbH, and the powersports operations of

Kongsberg Inc. (BRP Megatech)

Launch of the Low-Voltage and Human-Assisted (LVHA) Group

**2022**

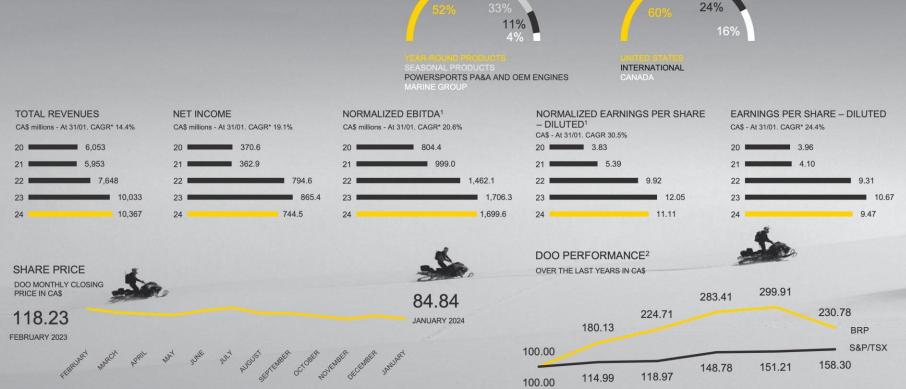
**. ● 2021** 

Launch of the Sea-Doo Switch pontoon

#### 12

## FINANCIAL HIGHLIGHTS

Fiscal Year 2024



2019

2020

2021

2022

2023

2024

**REVENUE BASE BY CATEGORY** 

At 31/01/24

**REVENUE BASE BY GEOGRAPHY** 

At 31/01/24

<sup>1</sup> See Non-IFRS measures section on p.72 of the Annual and Corporate Social Responsibility Report.

<sup>2</sup> Illustrates the cumulative return on a \$100 investment in the Subordinate Voting Shares, with dividend reinvestments, compared to the cumulative return on the S&P/TSX Composite Index for the five-year period commencing on February 1<sup>st</sup>, 2019 and ending on January 31, 2024, being the last trading day of Fiscal 2024. \* Compound Annual Growth Rate since January 31, 2020.

# **I** OUR INNOVATION CULTURE

### CENTRES OF EXCELLENCE

#### WHERE THE MAGIC HAPPENS.

Progress doesn't come from standing still. Thanks to our culture of innovation, we have developed industry-first products and accumulated a growing heap of awards. With our state-of-the-art research and development facilities, we are poised to maintain our leadership position.

WE INVEST ~ 4% OF OUR ANNUAL REVENUES IN R&D

#### **DESIGN AND INNOVATION**







#### **RESEARCH AND DEVELOPMENT**









EV R&D Centre, Vienna, Austria



## **I OUR INNOVATION CULTURE (CONTINUED)**

AWARDS AND PATENTS SINCE 2003

# **166** DESIGN AND INNOVATION AWARDS

**Giving back to next generation of designers** The BRP International Design Competition is endorsed by the World Design Organization.



# 1, 500 + patents and

We are working on increasing that number by filing patent applications every year for great new inventions, protecting tomorrow's growth platforms.

# OUR CSR25 PROGRAM

## **OUR CSR VISION**

We are committed to actively participate in creating a better future for our employees, our communities and our stakeholders.

We seek to relentlessly put our hearts, our innovation and our drive to make the world a better place.



## I OUR CSR25 FRAMEWORK

ENVIRONMENT				SOCIAL						COVERNANCE	
OPERATIONS		PRODUCTS		COMMUNITY			PEOPLE			GOVERNANCE	
Emissions in Supply Chain and Manufacturing	Packaging and Landfill Waste	In-Use Emissions and End-of-Life Recyclability	Battery-Electric Vehicles	Community Engagement	Responsible Rider	Volunteering	Diversity, Equity & Inclusion	H&S, Security & Wellbeing	Talent	Corporate Governance	Ethics & Compliance



THOMAS UHR Chief Technology Officer Environment -Operations & Products



BERNARD GUY Executive Vice-President Global Product Strategy Environment - Products



PATRICK DUSSAULT

Executive Vice-President, Global Manufacturing Operations, Powersports and Marine Environment - Operations JOSÉE PERREAULT Chief Marketing Officer Social - Community



#### ANNE LE BRETON

Executive Vice-President People & Culture Social - People



MARTIN LANGELIER

Chief Legal Officer & Corporate Services Governance

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### I OUR CSR GOALS AND TARGETS

#### ENVIRONMENT

REDUCE THE CARBON FOOTPRINT IN OUR PRODUCTS AND OPERATIONS

- Make our facilities carbon neutral and reach zero waste to landfill by 2030.
- Committed to having 50% of our units sold as electric and launch new internal combustion engine (ICE) models that emit less CO<sub>2</sub> than their predecessors by 2035.
- Reduce  $CO_2$  emissions from our supply chain by 25% by 2035.

#### SOCIAL

ENSURE A POSITIVE AND SUSTAINABLE IMPACT IN COMMUNITIES AND THE DAILY LIVES OF EMPLOYEES, DEALERS, AND CONSUMERS WHEREVER THEY WORK, GIVE AND PLAY

- Committed to reinvest 1% of pre-tax profits in community support by 2025.
- Increase our efforts to promote safety, respect for the environment and good driving practices by enhancing our Responsible Rider program.
- Health and Safety Goal Zero 2025: No safety incidents and no impact on the operations.

#### GOVERNANCE

CONTINUE TO MAKE SOUND STRATEGIC DECISIONS, MAINTAIN HIGH ETHICAL STANDARDS AND CONDUCT OUR OPERATIONS IN A SUSTAINABLE MANNER

 A complete overhaul of our Code of Ethics.

# I CSR SOCIAL PILLAR OUR THREE FOCUS AREAS IN COMMUNITY ENGAGEMENT

# RIDE OUT

We believe inclusivity starts where intimidation ends, and our ambition is to stop intimidation on a global scale.

To learn more about the program, click here.

# RIDE OUT INTIMINATION

#### RESPONSIBLE RIDER

Committed to championing responsible riding through education, action and community empowerment.

RESPONSIBLE

A BRP PROGRAM

RIDER

To learn more about the program, click here.

#### CORPORATE SOCIAL RESPONSIBILITY LEADERSHIP

BRP supports numerous non-profit organizations who have the capacity to drive positive change in fields such as diversity, equity and inclusion, vehicle electrification, environment, as well as disaster and emergency relief.

To optimize our community investments, we are committed to supporting organizations in our three focus areas through our Donation Policy.

Local initiatives are equally important to us. Our employees can boost their community impact through Matching Donation Programs.

Click here to read more

# I CSR SOCIAL PILLAR DE&I JOURNEY

The diversity and uniqueness of our people fuel our ingenuity and set the course for the path ahead!

#### A STRUCTURED GOVERNANCE

 A DE&I Council: a diverse group that helps accelerate our cultural shift. (Chaired by Josée Perreault, Chief Marketing Officer, and cochaired by Anne Le Breton, Executive Vice-President, People and Culture).

#### **EMPLOYEE-LED INITIATIVES**

• Employee Resource Groups (ERGs): voluntary, employee-led groups representing office and plant employees, working to set goals and actions to promote equity and remove barriers.

# 2022 – GLOBAL WOMEN ERG

empower, support and encourage women at BRP.

#### **RECENT ACHIEVEMENTS**

- A more inclusive hiring practice: by notably bringing more DE&I matters into the hiring toolkit and guidelines for leaders.
- A tailored DE&I learning journey: starting with our leaders, introducing a mix of mandatory training sessions and e-learning tools and resources.

Explore our <u>2024 Annual and Corporate Social</u> <u>Responsibility Report</u> for an in-depth look at our DE&I journey. 2024 – ERG FOR THE LGBTQ+ COMMUNITY

### **CSR HIGHLIGHTS**

Fiscal Year 2024



8%

GLOBAL ABSOLUTE GREENHOUSE **GAS EMISSIONS\* REDUCTION** 

\*(GHG) Scope 1 and 2.



WOMEN ON THE BOARD **OF DIRECTORS** 



\*Total amount of hazardous and non-hazardous waste diverted from landfills.



WOMEN IN FACTORY

CDP SCORE: D **CLIMATE CHANGE DISCLOSURE** 

#### OVERALL TOTAL RECORDABLE .8 **INCIDENTS RATE (TRIR)**

Still on course to reach our 2025 goal of zero incidents and zero impact

# CLOSE TO 8.4 M DONATED IN 2023 TO SUPPORT CAS 0UR COMMUNITIES

To learn more about our latest CSR performance, please consult our 2024 Annual and Corporate Social Responsibility Report.



# OUR PRODUCT LINES

BRP is home to the world's leading brands – on snow, water, dirt, asphalt, and everywhere in between – creating unforgettable experiences for riders. ski-doo.

LYNX.

ser•200. *Can-am* 

ROTAX.

ALUMACraft.

MANITOL

QUINTREX.

## **Can-am**

# POWERSPORTS YEAR-ROUND PRODUCTS

Our year-round products are for people who embrace challenges and take every road life offers them.

# MARKET INDICATORS

5,339.4 MILLIONS CA\$

GLOBAL SALES FOR THE YEAR ENDED ON JANUARY 31, 2024



Standing out with our all-in spirit – from the open roads to the trails; on two, three or four wheels; working hard and playing hard, this is riding for the many, not for the few.





LYNX.

#### SE&. 200.

# POWERSPORTS SEASONAL PRODUCTS

Our snowmobiles and personal watercraft (PWC) were the first of their kind. Today, they remain at the forefront of our strategy, enabling ever more people to embark on exceptional adventures.

# MARKET INDICATORS

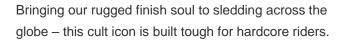
3,410.7 MILLIONS CAS

GLOBAL SALES FOR THE YEAR ENDED ON JANUARY 31, 2024



LYNX.

Delivering winter experiences that defy expectations – we are pioneers in the snowmobile industry and push the limits of what our riders can do.





### **SEQ.200**.

Diving into the joy of limitless discovery through personal watercraft and pontoon boats – from sunny days to fishing trips and more, we've been reinventing fun on the water from day one.



SEA-DOO SWITCH PONTOONS

SEA-DOO PERSONAL WATERCRAFTS

# **ROTAX**.

# POWERSPORTS PA&A AND OEM ENGINES

BRP parts, accessories and apparel (PA&A) and Rotax engines for karts and recreational aircraft extend the reach of our brands beyond our core products. MARKET INDICATORS

1,184.6 MILLIONS CAS

GLOBAL SALES FOR THE YEAR ENDED ON JANUARY 31, 2024

## PARTS, ACCESSORIES AND APPAREL (PA&A)

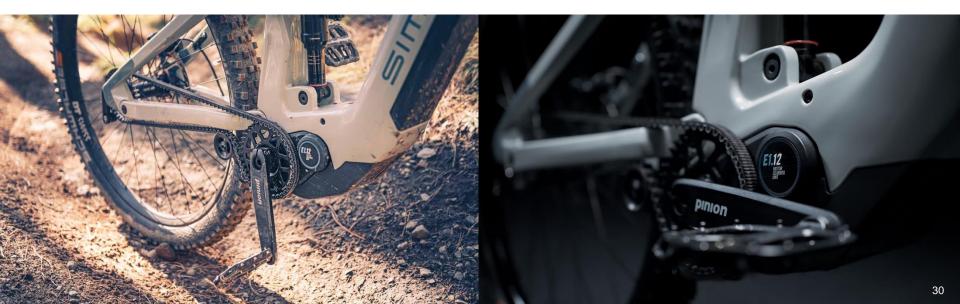
PA&A lift the brands' strategic efforts to deliver an outstanding riding and boating experience. Thousands of available items keep products running smoothly, make drivers and passengers comfortable and protected, enable everything needed for an adventure to be stowed safely and conveniently, and just make it even more fun.



## **PINION GEARBOXES**

Driven by a passion to shape sustainable mobility, the German-based Pinion team, that joined the BRP family in 2022, creates leading gearboxes that combine the best aspects of automotive and bicycle technology to deliver unparalleled performance and reliability.

The Pinion team introduced a new E-Drive system, the Motor.Gearbox.Unit (MGU), which pairs a powerful electric motor with proven Pinion gearbox technology and electric shifting of up to 12 gears in a compact package. This innovation has racked up many prestigious awards, including the Gold award in the "Components" category at Eurobike 2023.



# ROTAX. OEM ENGINES

Beating at the heart of every BRP vehicle, our powertrains are at the cutting edge of new technologies, performance and experiences.

Rotax aircraft and kart engines enable a BRP adventure for audiences outside our powersports and marine markets.

More than 80% of aircraft manufacturers in the light sport and ultralight aircraft market use Rotax engines, and BRP is one of the world's largest piston aircraft engine producers.



MANITOL

ALUMACraft.

### QUINTREX.

# MARINE GROUP

Our Marine Group teams have been laying the groundwork since 2018 to reinvent the boating experience. As a result, in 2022 we launched the fully redesigned Manitou, Alumacraft and Quintrex models, with the integrated new Rotax S outboard engine, featuring Stealth technology – another world first.

# MARKET INDICATORS

432.3 MILLIONS CAS

GLOBAL SALES FOR THE YEAR ENDED ON JANUARY 31, 2024

#### $\mathsf{M}\land\mathsf{N}\mathsf{I}\mathsf{T}\Box\sqcup_{\mathsf{I}}$

Creating unforgettable moments with pontoons that are built for unmatched style and unrivaled experiences.

### ALUMACraft.

Sharing our love of fishing across generations, with boats that are built to last – from once-in–a-lifetime catches to moments of peace.

# **QUINTREX**.

Opening up new possibilities on the water with boats for family, fishing, fun and adventure – built for the wilds of Australian water, ready for anything.



## **I UNCHARTED SOCIETY**

### ADVENTURE UNLOCKED

A global network of BRP certified operators who offer transformative powersport experiences. Whether for beginners or avid riders, the only thing needed is the mindset for adventure.

# **UNCHARTED** SOCIETY

- Launched in the US in 2020 and now operating in 13 countries across North America and the EMEA.
- Network of more than 400 experiences and 200 certified operators worldwide.
- Offers consumers guided or rental experiences on state of the art Can-Am vehicles, Ski-Doo and Lynx snowmobiles and Sea-Doo watercrafts and pontoons.
- Combines rider's passion with our products to unlock a whole new experience with <u>Uncharted Collections</u>: fishing, camping, mountain biking, electric snowmobiles or exclusive for women.

## **I FORWARD-LOOKING STATEMENTS**

Certain statements included in this presentation, including, but not limited to, statements relating to the Company's purpose, promise, values, statements about the Company's corporate social responsibility program referred to as "CSR25" and the Company's objectives, targets, goals, initiatives, performance or achievements thereunder, **including its intention to electrify its existing product lines and launch new electric product lines, and its commitments relating to its DE&I journey** ("CSR commitments"), including potential headwinds in FY25 in the Company's plan to meet some of its CSR commitments, as well as the expected capital expenditures and human resources deployment to support the CSR commitments and the benefits expected to result from them, and statements relating to the Company's current and future plans, prospects, expectations, anticipations, estimates and intentions, results, levels of activity, performance, objectives, targets, goals, achievements, priorities and strategies, financial position, market position, capabilities, competitive strengths and beliefs, the prospects and trends of the industries in which the Company competes, research and product s, the expected growth in demand for products and services in the markets in which the Company competes, research and product development activities, including **projected design**, characteristics, capacity or performance of future products and their expected scheduled entry to market, **including with respect to the Can-Am electric two-wheel motocycles, the electric snownobiles with Ski-Doo and Lynx and Sea-Doo Rise, expected financial requirements and the availability of capital resources and liquidities, or only other future events or developments and other statements, "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 readers in understanding certain key elements of the Company's current objectives, goals, targets, strategic priorities, expectations and plans, including certain key elements of the Company's CSR25 program and related CSR commitments, 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. Readers 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, including without limitation the assumptions underlying the Company's environmental, social and governance targets, goals and initiatives under its CSR25 program, which are set out in the "Forward-Looking Statements" section of its Annual and Corporate Social Responsibility Report made as of May 31, 2024.

Many factors could cause the Company's actual results, level of activity, performance or achievements or future events or developments, including its actual results or performance of the Company's CSR25 program and related CSR commitments, 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 for the three- and twelve-month periods ended January 31, 2024, and in the Company's other continuous disclosure filings, including its Annual and Corporate Social Responsibility Report made as of May 31, 2024 (available on SEDAR+ at <u>www.sedarplus.com</u> and on EDGAR at <u>www.sec.gov</u>). 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.

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.

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

#### CORPORATE HEADQUARTERS

726 Saint-Joseph Street Valcourt, Quebec J0E 2L0 Canada

To learn more about BRP, click <u>here</u>.

## 🛞 f in 🎯



SKI-DOD LYNX SER 200 CAN-AM ROTAX ALUMACraft. MANITOL QUINTREX.