



THE ULTIMATE POWERSPORTS EXPERIENCE



QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

Forward-Looking Statements

Certain statements in this presentation about the Company's current and future plans, expectations and intentions, results, levels of activity, performance, goals or achievements or any other future events or developments constitute forward-looking statements. The words "may", "will", "would", "should", "could", "expects", "plans", "intends", "trends", "indications", "anticipates", "believes", "estimates", "predicts", "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 based on estimates and assumptions made by the Company in light of its experience and perception of historical trends, current conditions and expected future developments, as well as other factors that the Company believes are appropriate and reasonable in the circumstances, but there can be no assurance that such estimates and assumptions will prove to be correct or that the Company's business guidance, objectives, plans and strategic priorities will be achieved.

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 the Company's Management Discussion and Analysis for the quarter ended January 31, 2016 dated March 17, 2016: impact of adverse economic conditions on consumer spending; decline in social acceptability of the Company's products; fluctuations in foreign currency exchange rates; high levels of indebtedness; unavailability of additional capital; unfavourable weather conditions; seasonal sales fluctuations; the Company's ability to comply with product safety, health, environmental and noise pollution laws; dependence on dealers, distributors, suppliers, financing sources and other strategic partners who may be sensitive to economic conditions; large fixed cost base; inability of dealers and distributors to secure adequate access to capital; supply problems, termination or interruption of supply arrangements or increases in the cost of materials; covenants in the Company's financing and other material agreements; competition in product lines; loss of members of management team or employees who possess specialized market knowledge and technical skills; inability to maintain and enhance reputation and brands; adverse determination in any significant product liability claim against the Company; significant product repair and/or replacement due to product warranty claims or product recalls; reliance on a network of independent dealers and distributors to manage the retail distribution of its products; dependence on OEM customers for its outboard engine and Rotax engine business; unsuccessful management of inventory levels; risks associated with international operations; unsuccessful execution of growth strategy; protection of intellectual property; failure of information technology systems; declining prices for used versions of products and oversupply by competitors; unsuccessful execution of manufacturing strategy; changes in tax laws and unanticipated tax liabilities; higher fuel costs; deterioration in relationships with employees; pension plan liabilities; natural disasters; failure to carry proper insurance coverage; volatile market price for Subordinate Voting Shares; no current plans to pay dividends; conduct of business through subsidiaries; significant influence by Beaudier Group and Bain Capital; and future sales of 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.

The purpose of the forward-looking statements is to provide the reader with a description of management's expectations regarding the Company's financial performance and may not be appropriate for other purposes; readers should not place undue reliance on forward-looking statements made herein. Furthermore, unless otherwise stated, the forward-looking statements contained in this Annual Information Form are made as of the date of this Annual Information Form, and the Company has no intention and undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities regulations. The forward-looking statements contained in this Annual Information Form are expressly qualified by this cautionary statement.





JOSÉ BOISJOLI

PRESIDENT & CHIEF EXECUTIVE OFFICER

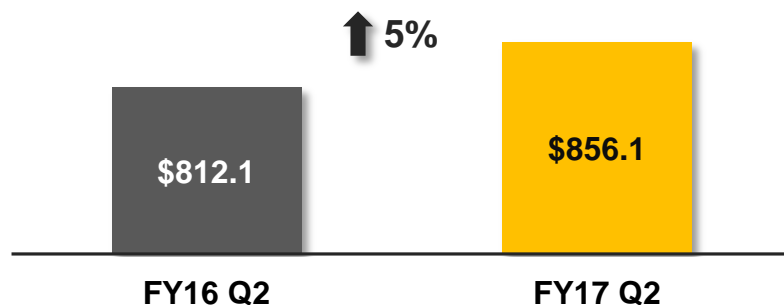
QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

FY17 Q2 Revenues and Normalized EPS

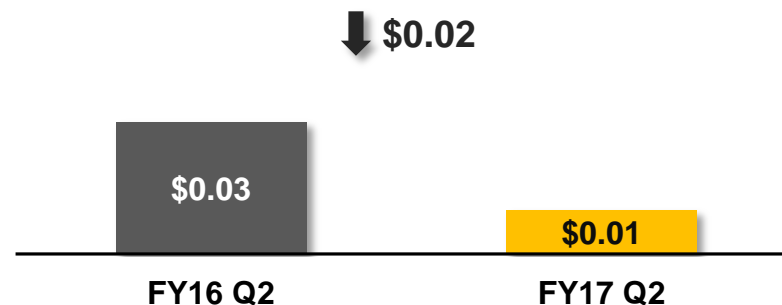
Revenues

CA\$ millions



Normalized EPS - Diluted^[1]

CA\$



Highlights

- **Increase of 5% in revenues** primarily driven by higher wholesale in Year-Round Products and favourable foreign exchange rate variations
- **Normalized EBITDA^[1] of \$44.4M**, a decrease of \$8.7M, and **Normalized diluted earnings per share^[1] of \$0.01**, a decrease of \$0.02
- Net loss of \$68.8M, a decrease of \$0.5M
- North American BRP retail sales for *Seasonal Products* and *Year-Round Products* **increased 4%** vs an industry that was **down low-single digit %^[2]**

^[1] For a reconciliation of net income to Normalized Net Income and Normalized EBITDA, see the reconciliation tables in appendix
^[2] Company's estimate



BRP Club 2017 News

Sea-Doo Spark Trixx

Equipped with numerous innovations which help riders perform tricks like a pro



New Sea-Doo GTS/GTI Models

The lightest, most fuel-efficient PWC models and offer the greatest value of any full-size watercraft on the market



Rotax 1500 HO ACE Engine

Offers more mid-range performance, produces 15 more horsepower than the previous generation and is optimized for regular fuel instead of premium gas



New Can-Am Spyder F3 Limited

Designed for ultimate, 2-up cruiser touring comfort and features a removable top case with integrated passenger backrest that has enough storage for two full-face helmets



Base Can-Am Spyder F3 - Lower Price

A reconfigured version of the base Can-Am Spyder F3 allowing to reduce US MSRP by \$2,700 (now \$16,999)



Can-Am Nascar Sponsorship Renewed

The agreement provides BRP's Can-Am brand with the opportunity to sponsor 36 races, 13 as primary sponsor, over the next 2 years



Multiple announcements that will help building consumer demand for the Can-Am Spyder and maintain Sea-Doo market leadership



Setting the Standard in Performance SSV with the New Flagship Can-Am Maverick X3

UNPRECEDENTED MOMENTUM RIGHT OUT THE GATE

- TEASER CAMPAIGN GENERATED OVER 1M VIEWS
- LAUNCHED AT THE CLUB BY AMBASSADORS KEN BLOCK AND BJ BALDWIN
- WON IT'S FIRST RACE - THE 2016 BEST IN THE DESERT VEGAS TO RENO - DRIVEN BY MURRAY RACING
- OVER 2M TOTAL MAVERICK X3 VIDEO VIEWS
- RECORD-HIGH SEARCH QUERY FOR MAVERICK ON GOOGLE



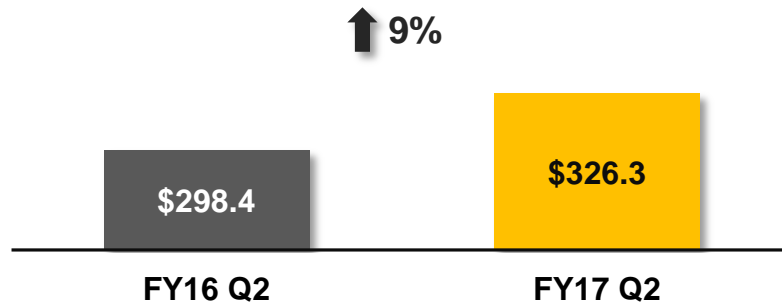
Production started on August 22



Year-Round Products

Revenues

CA\$ millions



Can-Am Mid-cc Outlander Family



2X

CAN-AM DOUBLED
ITS MARKET SHARE
IN THE MID-CC
CATEGORY OVER
THE LAST 2 SEASONS

Business Dynamics

Revenue increase of 9%:

- Mainly driven by higher volume of SSV sold following the introduction of the Defender, higher wholesale of ATV and a favourable foreign exchange rate variation;
- Partially offset by lower wholesale for Spyder

Off-Road Vehicles

- North American ATV industry ended season 2016 down mid-single digit %
 - Can-Am ATV retail was up high-single digit %
- North American SSV industry ended season 2016 up mid-single digit %
 - Can-Am SSV retail was also up mid-single digit %
 - Can-Am Defender now the highest selling model in Can-Am SSV line-up

Spyder

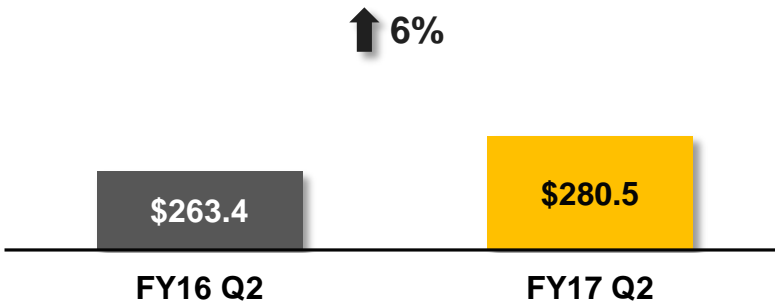
- Nine months into the 2016 season, North American motorcycle industry is down low-single digit %
 - Motorcycles with a price of above \$18,000 in the US declined mid-teens % in Q2
- Can-Am Spyder North American retail is down high-teens % season-to-date



Seasonal Products

Revenues

CA\$ millions



Production ramp-up of the new Ski-Doo platform on plan with mass production expected to start mid-September

Business Dynamics

Revenue increase of 6%:

- Mainly driven by higher volume and a favourable mix of PWC sold, and a favourable foreign exchange rate variation;
- Partially offset by a lower volume mainly attributable to earlier shipments last year and an unfavourable mix of snowmobiles sold

PWCs

- Ten months in the season, the North American PWC industry retail was up high-single digits %
 - Sea-Doo retail sales were also up high-single digits % over the same period
 - Sea-Doo Spark retail continues to grow in its third season
- Over 20% year-to-date retail growth in Scandinavia and Western Europe

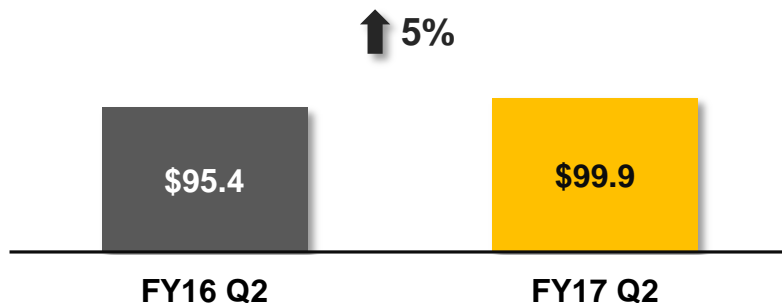
Snowmobile

- Scandinavian snowmobile industry ended season 2016 on June 30 about flat compared to last season
 - Ski-Doo and Lynx combined retail also ended season 2016 about flat compared to last season

Propulsion Systems

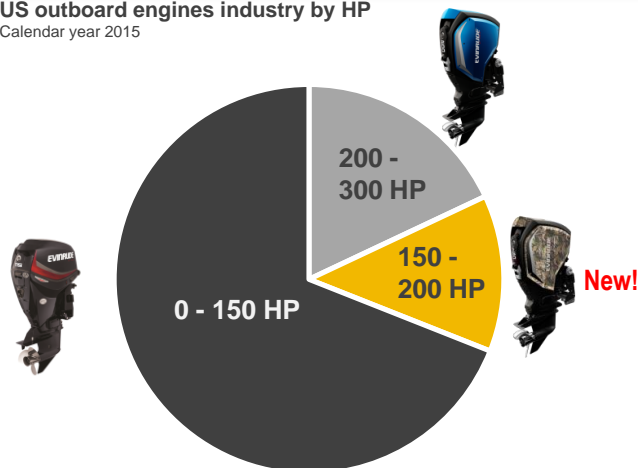
Revenues

CA\$ millions



Evinrude E-TEC G2 - New Models

US outboard engines industry by HP
Calendar year 2015



Business Dynamics

Revenue increase of 5%:

- Mainly driven by a favourable foreign exchange rate variation

Outboard Engines

- North American outboard engines industry ended season 2016 up mid-single digit %
 - Evinrude retail was down mid-single digit % over the same period
- Signed new agreements with Zodiac Nautique and RIBITALY (owner of the BWA brand) to offer Evinrude outboard packages with their boats

Added four new engines to the E-TEC G2 line-up - the E-TEC G2 150, 150 H.O., 175 and 200

E-TEC G2 now addressing over 30% of the industry volume^[1]

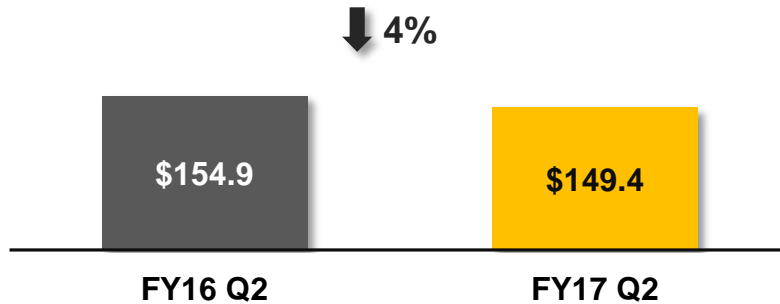
^[1] Based on 2015 US outboard engines industry



Parts, Accessories and Clothing

Revenues

CA\$ millions



Business Dynamics

Revenue decrease of 4%:

- Mainly attributable to a lower volume of snowmobile PAC sold resulting from poor snow conditions in North America last winter and lower volume of Spyder PAC;
- Partially offset by a favourable foreign exchange rate variation

New Can-Am Maverick X3 Accessories



Introduced over 70 accessories at the Can-Am Maverick X3 launch including a full line of co-branded accessories developed in collaboration with several aftermarket leaders



Key Initiatives to Support our Long-Term Objectives

DEALER NETWORK OPTIMIZATION



CAN-AM BRAND BUILDING



AMBASSADORSHIP PROGRAM



VR ≠ REALITY

As immersive as this short 360-degree film is, it's nothing compared to tackling your favorite off-road haunt with extreme speed and precision. When it's done, put down the VR goggles and get to a dealer and try this for yourself.

WATCH 360

DIGITAL TRANSFORMATION

MANUFACTURING PLAN



Our programs are progressing as planned





SÉBASTIEN MARTEL

CHIEF FINANCIAL OFFICER

QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

FY17 Q2 - Financial Highlights

CA\$ millions	Q2 comparison			6-month comparison		
	FY17	FY16	Change	FY17	FY16	Change
Total Revenues	\$856.1	\$812.1	\$44.0	\$1,786.0	\$1,710.2	\$75.8
Growth	+5.4%			+4.4%		
Gross Profit	\$172.0	\$169.4	\$2.6	\$366.1	\$382.3	(\$16.2)
As a % of revenues	20.1%	20.9%		20.5%	22.4%	
Operating Income	(\$30.6)	\$22.3	(\$52.9)	(\$24.1)	\$86.1	(\$110.2)
As a % of revenues	(3.6%)	2.7%		(1.3%)	5.0%	
Net Income (Loss)	(\$68.8)	(\$68.3)	(\$0.5)	\$41.9	\$14.8	\$27.1
As a % of revenues	(8.0%)	(8.4%)		2.3%	0.9%	
Normalized Net Income^[1]	\$1.0	\$4.0	(\$3.0)	\$5.8	\$41.2	(\$35.4)
Normalized EBITDA^[1]	\$44.4	\$53.1	(\$8.7)	\$101.5	\$144.6	(\$43.1)
EPS - Diluted	(\$0.61)	(\$0.58)	(\$0.03)	\$0.37	\$0.12	\$0.25
Normalized EPS – Diluted^[1]	\$0.01	\$0.03	(\$0.02)	\$0.05	\$0.35	(\$0.30)

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

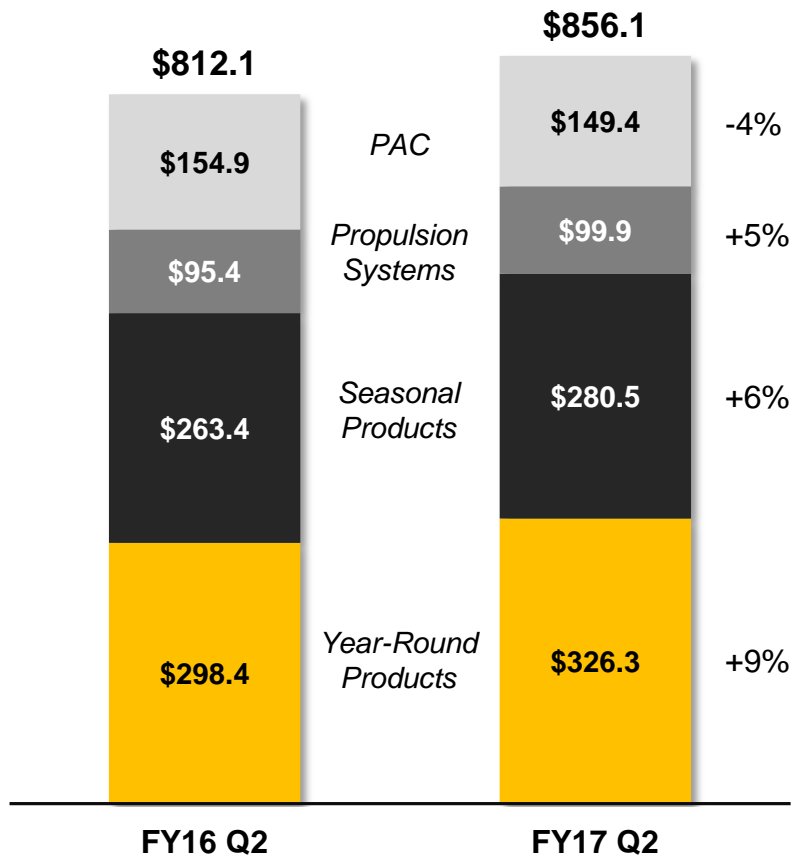


FY17 Q2 - Revenues by Product Category and Geography

Revenues by Product Category

CA\$ millions

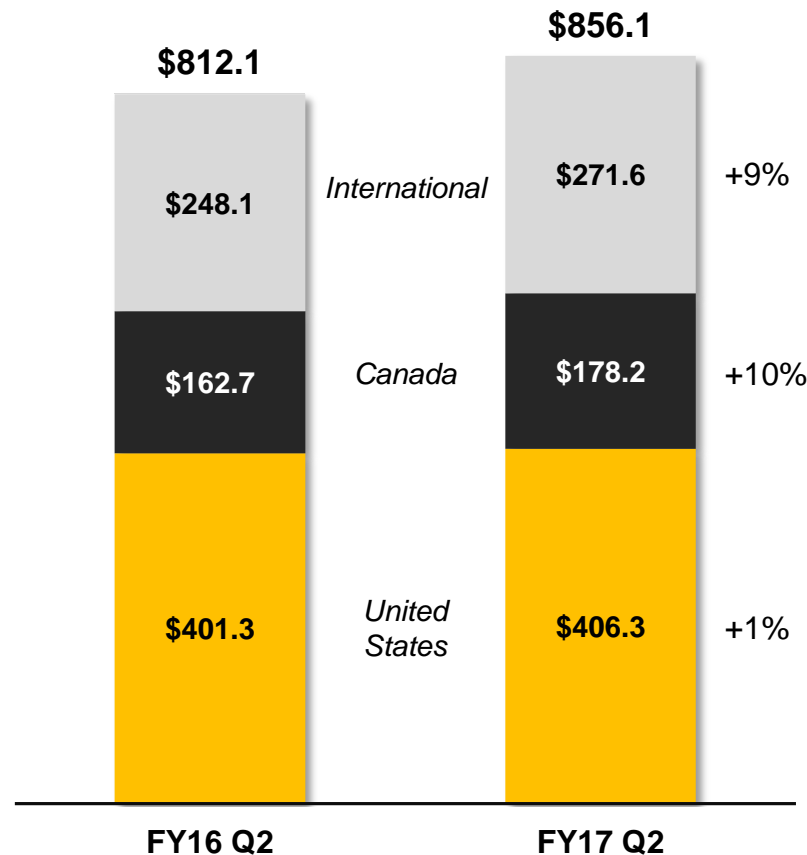
↑ 5%



Revenues by Geography

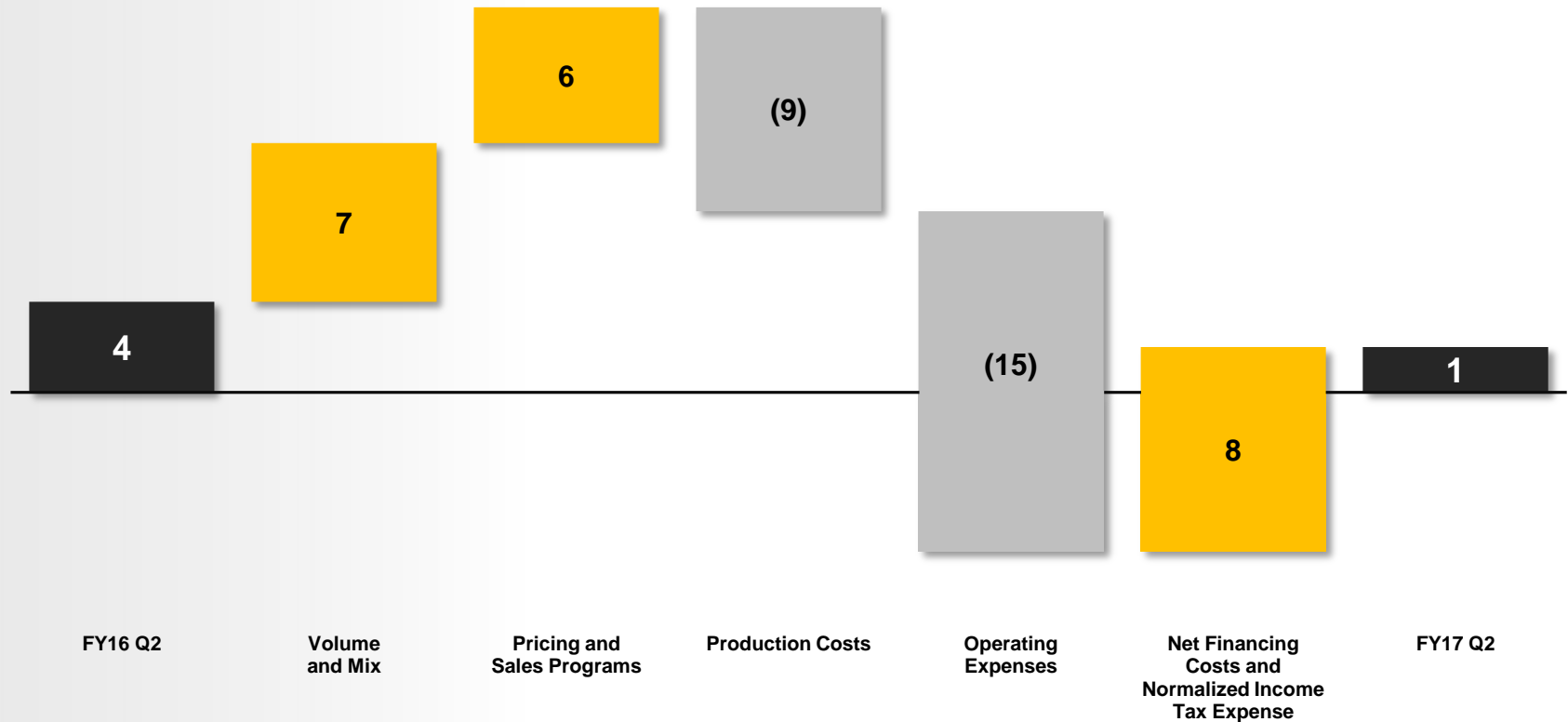
CA\$ millions

↑ 5%



FY17 Q2 - Normalized Net Income Bridge

CA\$ millions



Normalized Net Income down \$3M primarily driven by higher volume, mix and pricing, lower sales programs and lower tax expense, offset by higher production costs and operating expenses



FY17 Q2 - Financial Position and Liquidity Profile

CA\$ millions	As at Jul. 31	As at Jan. 31	Change
	2016	2016	
Cash	\$22.2	\$235.0	(\$212.8)
Working capital	63.7	363.3	(299.6)
Revolving credit facilities	(65.4)	-	(65.4)
Long-term debt ^[1]	925.0	1,146.6	(221.6)

CA\$ millions	6-month comparison		
	FY17	FY16	Change
Capital expenditures	(\$80.1)	(\$89.0)	\$8.9
Free cash flow ^[2]	(62.2)	(25.8)	(36.4)

^[1] Including current portion of long-term debt

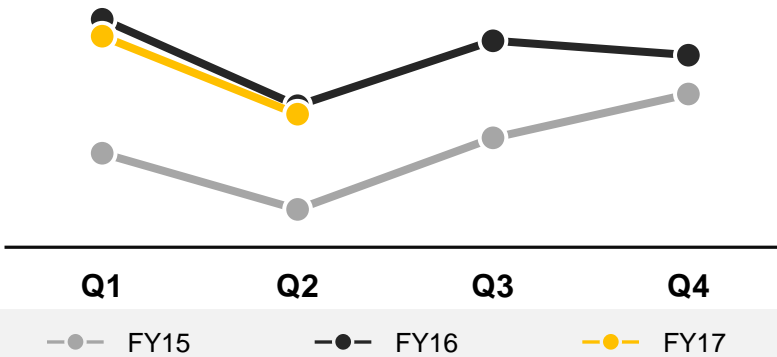
^[2] Free cash flow is defined as net cash flow from operating activities minus capital expenditures



BRP North American Powersports Dealer Inventory

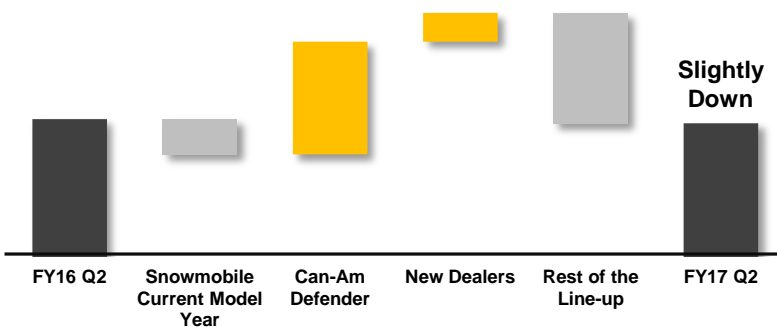
Dealer Inventory Level

Units, Excluding Outboard Engines



Dealer Inventory Bridge

Units, Excluding Outboard Engines



Dealer inventory^[1] ended FY17 Q2 slightly below FY16 Q2 level

- An increase in network inventory driven by:
 - The introduction of the Can-Am Defender, and;
 - The increase in the number of dealers over the last 3 years
- Is more than offset by a network inventory decrease for:
 - The Can-Am Commander and Maverick SSV, and;
 - The other product lines, notably snowmobiles due to a later start of shipments compared to last year as most of the production of the new Ski-Doo platform will happen later in Q3 and Q4

^[1] Network inventory excluding *Propulsion Systems*



FY17 Full-Year Guidance - as at September 9, 2016

Financial Metric	FY17 Guidance vs FY16	
Revenues		
Year-Round Products	Up 8% to 12% (increased from up 6% to 10%)	
Seasonal Products	Flat to up 4%	
Propulsion Systems	Up 5% to 10%	
PAC	Up 3% to 8% (lowered from up 5% to 10%)	
Total Company Revenues	Up 4% to 8%	
Normalized EBITDA	Up 7% to 10%	
Effective Tax Rate ^[1]	27% - 28%	(Compared to 26.6% in FY16)
Normalized Net Income^[2]	Up 3% to 9% (increased from up 2% to 8%)	
Normalized Earnings per Share – Diluted	\$1.82 to \$1.92 (increased from \$1.79 to \$1.89)	(Up 6% to 12% from \$1.71 in FY16)
Capital Expenditures	\$190M to \$205M	(Compared to \$211M in FY16)

^[1] Effective tax rate based on Normalized Earnings before Normalized Income Tax

^[2] Assuming **\$145M Depreciation Expense** compared to \$126M in FY16, **\$60M Net Financing Costs** (down from \$62M) and **113.6M shares** (down from 114.7M shares)





CLOSING REMARKS

QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

SKI-DOO.
LYNX.
SEA-DOO.
EVINRUDE.
ROTAX.
CAN-AM.



Q&A PERIOD

QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

SKI-DOO.
LYNX.
SEA-DOO.
EVINRUDE.
ROTAX.
CAN-AM.

Global Leader in Powersports Vehicles and Engines

Year-Round Products

can-am



All-Terrain Vehicles



Side-by-Side Vehicles



Roadsters

Seasonal Products

ski-doo

LYNX

SEA-DOO



Ski-Doo Snowmobiles



Lynx Snowmobiles



Personal Watercraft

Propulsion Systems

EVINRUDE

ROTAX



Outboard Engines



OEM Engines

Diversified Product Portfolio AND Powerful Brands





APPENDIX

QUARTERLY REVIEW

SECOND QUARTER ENDED JULY 31, 2016

SKI-DOO.
LYNX.
SEA-DOO.
EVINRUDE.
ROTAX.
CAN-AM.

Reconciliation Tables

CA\$ millions	Three-month periods ended		Six-month periods ended	
	Jul. 31, 2016	Jul. 31, 2015	Jul. 31, 2016	Jul. 31, 2015
Net Income (Loss)	(\$68.8)	(\$68.3)	\$41.9	\$14.8
Normalized elements:				
Foreign exchange (gain) loss on long-term debt	38.0	71.6	(81.2)	25.6
Restructuring and related costs reversal ^[1]	0.1	0.4	(0.4)	1.0
Loss on litigation ^[2]	43.1	-	62.6	-
Other elements	1.6	-	1.6	-
Income taxes adjustment	(13.0)	0.3	(18.7)	(0.2)
Normalized Net Income (Loss)	1.0	4.0	5.8	41.2
Normalized income taxes expense (recovery)	(3.2)	3.7	2.4	17.1
Financing costs	15.6	15.8	31.4	30.4
Financing income	(0.8)	(0.8)	(1.5)	(1.6)
Depreciation expense adjusted	31.8	30.4	63.4	57.5
Normalized EBITDA	\$44.4	\$53.1	\$101.5	\$144.6

^[1] 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.

^[2] For the three and six-month periods ended July 31, 2016, the Company recorded losses of respectively \$43.1 million and \$62.6 million related to patent infringement litigation with one of its competitors.



Ski-Doo®

Lynx®

Sea-Doo®

Evinrude®

Rotax®

Can-Am®



THE ULTIMATE POWERSPORTS EXPERIENCE



© 2015 BRP. All rights reserved. / ™ ® and the BRP logo are trademarks of BRP or its affiliates.