



6 Lord Street
Lakes Business Park
Botany, NSW 2019
Australia

June 6, 2019

Director
Quad Bikes Taskforce
Consumer Product Safety Branch
Australian Competition & Consumer Commission
GPO Box 3131
Canberra, ACT 2601

Dear Sir,

By way of introduction, BRP is a global leader in the world of powersports vehicles, propulsion systems and boats built on over 75 years of ingenuity and intensive consumer focus. Its portfolio of industry-leading and distinctive products includes Ski-Doo and Lynx snowmobiles, Sea-Doo watercraft, Can-Am on- and off-road vehicles, Alumacraft and Manitou boats, Evinrude and Rotax marine propulsion systems as well as Rotax engines for karts, motorcycles and recreational aircraft. With annual sales of CA\$5.2 billion from over 120 countries, BRP's global workforce is made up of approximately 12,500 driven, resourceful people.

BRP has its APAC regional office and dealer-training center in Botany, New South Wales, from which it notably distributes All-Terrain Vehicles (ATVs) under the Can-Am brand. In addition, BRP announced last 1 May 2019 that it has entered into a definitive agreement to acquire 80% of the outstanding shares of Telwater Pty, Ltd, Australia's leading manufacturer of aluminum boats and trailers. Once the intended acquisition is completed, Telwater will join the BRP Marine Group. Having this manufacturing footprint in Australia will give BRP additional options for supporting other product lines in the future.

This recent move is another evidence of BRP's long-standing commitment to the Australian market and Australian consumers, to which BRP commits to offer safe products, in compliance with all applicable laws and regulations, but also integrate state-of-the-art product safety principles in all product-related areas including design, engineering, testing, procurement, manufacturing, marketing and after sales services. This promise applies to all BRP products placed on the Australian market, including Can-Am ATVs.

Ski-Doo
Lynx
Sea-Doo
Evinrude
Rotax
Can-Am

In this regard, BRP agrees with many of the recommendations in the ACCC's "Quad bike safety Final Recommendation to the Minister" (February 2019). We reiterate our support for the establishment in Australia of a national standard for quad bikes in Australia, which would be aligned with existing US and EN standards. As we are deeply convinced on the fundamental need for rider education, we also accept an additional warning label alerting the operator to the risk of rollover.

However, we would like to express our disagreement with two major areas: the requirement to fit OPDs to ATVs and the requirement that ATVs meet certain static stability criteria in order to be sold in Australia. Our position on these two elements of the ACCC's proposal is in line with the contribution submitted by the Federal Chamber of Automotive Industries (FCAI) on June 10 2019, which relies on engineering expertise and expert studies.

Furthermore, we firmly believe the emphasis must be on changing the ATV culture in Australia such that riders wear helmets, don't carry passengers on single-seat ATVs, and don't allow children to ride adult ATVs. These measures were besides highlighted by the Coroners of New South Wales, Queensland and Tasmania in their final recommendations.

BRP remains at your disposal for any complementary further information you might need.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'Gregoire Dupont', with a long horizontal stroke extending to the right.

Gregoire Dupont
Vice-President Regional General Manager APAC