

POLARIS INC.

**HISTORICAL SEGMENT GROSS PROFIT FOR 2019 BY QUARTER - REALLOCATED**

(Unaudited) (in millions)

*Beginning in the first quarter of 2020 certain costs, primarily incentive-based compensation costs, previously classified as "Corporate" in the Company's segment gross profit results were allocated to their respective operating segments results. The comparative 2019 reported and adjusted gross profit results for ORV/Snowmobiles, Motorcycles, Global Adjacent Markets, Aftermarket, Boats, and Corporate were reclassified for comparability.*

Segment	Non-GAAP									
	Q1 2019		Q2 2019		Q3 2019		Q4 2019		Full Year 2019	
	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales
ORV/Snowmobiles	\$ 240.1	27.7%	\$ 297.7	28.4%	\$ 308.3	26.8%	\$ 299.4	26.3%	\$ 1,145.5	27.2%
Motorcycles	\$ 3.7	3.1%	\$ 22.9	11.6%	\$ 8.7	5.8%	\$ (5.8)	-4.8%	\$ 29.5	5.1%
Global Adjacent Markets	\$ 29.6	28.2%	\$ 33.6	27.6%	\$ 30.8	27.0%	\$ 34.8	28.9%	\$ 128.8	27.9%
Aftermarket	\$ 56.5	25.6%	\$ 55.2	24.1%	\$ 61.8	26.2%	\$ 49.2	22.3%	\$ 222.7	24.6%
Boats	\$ 36.2	19.6%	\$ 40.5	22.2%	\$ 22.3	18.8%	\$ 25.6	19.0%	\$ 124.6	20.1%
Corporate	\$ (6.9)		\$ (6.9)		\$ 9.3		\$ 24.9		\$ 20.4	
<b>Total gross profit</b>	<b>\$ 359.2</b>	<b>24.0%</b>	<b>\$ 443.0</b>	<b>24.9%</b>	<b>\$ 441.2</b>	<b>24.9%</b>	<b>\$ 428.1</b>	<b>24.7%</b>	<b>\$ 1,671.5</b>	<b>24.6%</b>

Segment	GAAP									
	Q1 2019		Q2 2019		Q3 2019		Q4 2019		Full Year 2019	
	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales	Gross Profit	GP % of Sales
ORV/Snowmobiles	\$ 240.1	27.7%	\$ 297.7	28.4%	\$ 308.3	26.8%	\$ 299.4	26.3%	\$ 1,145.5	27.2%
Motorcycles	\$ 3.7	3.1%	\$ 22.9	11.6%	\$ 8.7	5.8%	\$ (5.3)	-4.4%	\$ 30.0	5.1%
Global Adjacent Markets	\$ 29.6	28.2%	\$ 33.6	27.6%	\$ 30.8	27.0%	\$ 34.8	28.9%	\$ 128.8	27.9%
Aftermarket	\$ 56.5	25.6%	\$ 55.2	24.1%	\$ 61.8	26.2%	\$ 49.2	22.3%	\$ 222.7	24.6%
Boats	\$ 36.2	19.6%	\$ 40.5	22.2%	\$ 22.3	18.8%	\$ 25.6	19.0%	\$ 124.6	20.1%
Corporate	\$ (13.6)		\$ (13.5)		\$ 4.6		\$ 19.7		\$ (2.8)	
<b>Total gross profit</b>	<b>\$ 352.5</b>	<b>23.6%</b>	<b>\$ 436.4</b>	<b>24.5%</b>	<b>\$ 436.5</b>	<b>24.6%</b>	<b>\$ 423.4</b>	<b>24.4%</b>	<b>\$ 1,648.8</b>	<b>24.3%</b>