## S&P TEST

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# POLARIS INC. SWOT & PESTLE ANALYSIS

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Company Name: Polaris Inc.

Company Sector: Consumer Goods, Manufacturing, Vehicle Design, Automobile

Operating Geography: United States, North America, Global

#### About the Company:

Headquartered in Medina, Minnesota, United States, Polaris Inc. is an American automotive manufacturer of motorcycles, all-terrain vehicles, snowmobiles and neighborhood electric vehicles. Polaris Inc. currently produces motorcycles through the Indian Motorcycle subsidiary and was originally named Polaris Industries Inc. which was renamed in 2019 to Polaris Inc. Polaris Inc. high quality product includes the Polaris RANGER, RZR AND Polaris GENERAL along with Sportsman, Indian Motorcycle and Slingshot motor-roadsters. Polaris serves more than 100 countries across the globe and also enhances the riding experience with parts, garments and accessories. In some markets Polaris includes military and commercial off- road vehicles, electric vehicles and quadricycles. In 2022, Polaris bagged the most prestigious SIIA CODIE Awards in the Best Project Management Solution category. Other awards and accolades received by Polaris Inc. are Corporate IT Excellence and Innovation award, Excellence in Service Contracts Awards and Technical Innovation Awards. Polaris Inc. has approx. 16,000 as of early 2023 and it ranked 419 in Fortune 500 in 2022.

Polaris Inc.'s mission statement reads "to be the most successful manufacturer of off-road, all terrain, snowmobiles and on-road vehicles in the world, by offering the best customer experience for outdoorsmen." The Unique selling point or USP of Polaris Inc. lies in empowering employees to take challenging assignments with great responsibilities and think outside the box to create incredible products.

#### Revenue:

US\$ 8,919 million - FY ending 31st December 2021

US\$ 8,198 million - FY ending 31st December 2020



### SWOT Analysis:

The SWOT Analysis for Polaris Inc. is given below:

Strengths	Weaknesses
1.Wide distribution network with	1.Relations with a limited number of product
approximately 4400 dealers globally.	financing sources for its dealers and
2.Large revenues with rank 407 on Fortune	consumers.
500.	2.Heavy dependence on dealers and
3.Almost consistent increase in gross profits	distributors for the retail of its products.
for the past 10 years.	3.The company is highly indebted.
4.Heavy expenditure on research and	4.United States accounts for a significant
development providing competitive	portion of total sales.
advantage.	
Opportunities	Threats
1.Continued innovation leading to consistent	1.Unfavorable weather conditions can
increase in side-by-side vehicle market.	negatively impact the sales of certain products.
2.Due to the pandemic, increase in the ATV	2.Fluctuations in foreign currency exchange
market.	rates.
3.The covid related restrictions has led to shift	3.Fluctuations in the prices of raw materials
in outdoor recreations.	and commodities.



#### PESTLE Analysis:

The PESTLE Analysis for Polaris Inc. is given below:

Political	Economical
1.Uncertainty regarding US-Mexico-Canada	1.Economic recession caused by covid-19 had
trade regulation could materially disrupt the	negatively impacted discretionary income of
supply chain of the company.	consumers.
Social	Technological
1.Due to covid people have decreased their	1. Differentiated digital shopping experience
vehicle miles travelled leading to decrease in	by providing 3D and augmented reality tools to
demand for Jeep and truck aftermarket.	visualize parts and accessories before
2.Increased customer interest in motorsport	purchase.
activity positively impacting demand for	2. Leveraging technology for servicing and
company's products.	maintaining off-road vehicles, snowmobiles
	and motorcycles.
Legal	Environmental
1.Subject to various laws such as the Consumer	1.Increased use of renewable energy to reduce
Product Safety Improvement Act.	emission greenhouse gases.
2.Subject to the standards administered by The	2.To increase sustainability, focus on
National Highway Transportation	conservation of air and water.
Administration.	
3.Boat products are subject to safety	
regulations by the U.S. Coast Guard.	

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