



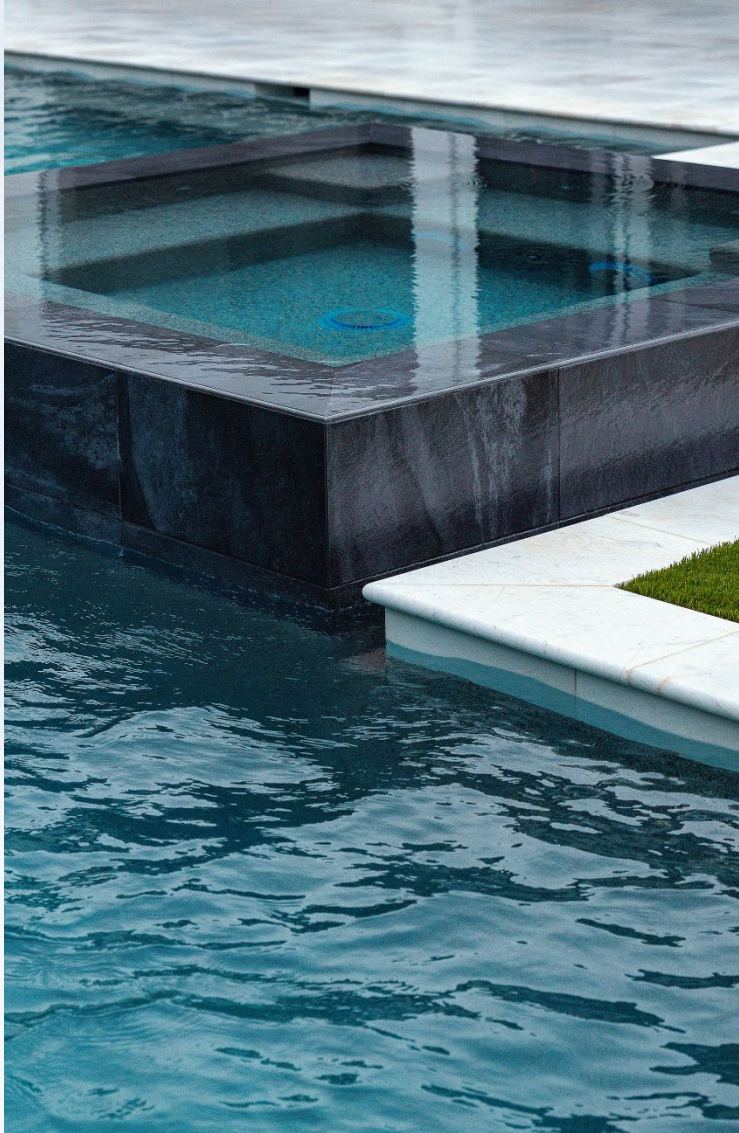
THIRD QUARTER 2025 EARNINGS PRESENTATION

OCTOBER 23, 2025

SAFE HARBOR STATEMENT

This presentation includes “forward-looking” statements that involve risks and uncertainties that are generally identifiable through the use of words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “project,” “should,” “will,” “may,” “outlook,” and other words and similar expressions and include projections of earnings. The forward-looking statements in this presentation are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements speak only as of the date of this presentation, and we undertake no obligation to update or revise such statements to reflect new circumstances or unanticipated events as they occur. Actual results may differ materially due to a variety of factors, including the sensitivity of our business to weather conditions; changes in economic conditions, consumer discretionary spending, the housing market, inflation or interest rates; our ability to maintain favorable relationships with suppliers and manufacturers; competition from other leisure product alternatives or mass merchants; our ability to continue to execute our growth strategies; changes in the regulatory environment; new or additional taxes, duties or tariffs; excess tax benefits or deficiencies recognized under ASU 2016-09 and other risks detailed in POOLCORP’s 2024 Annual Report on Form 10-K and other reports and filings filed with the Securities and Exchange Commission (SEC) as updated by POOLCORP’s subsequent filings with the SEC.

This presentation may also contain references to certain non-GAAP financial measures as defined by the SEC. A reconciliation of non-GAAP financial measures to their most directly comparable financial measures calculated and presented in accordance with generally accepted accounting principles can be found in the Appendix at the end of this presentation or, if applicable, at <https://ir.poolcorp.com/non-GAAP-financial-measures>, or in POOLCORP’s most recent earnings release, which was furnished in our Current Report on Form 8-K filed with the SEC.



Q3 2025

Results at a glance (QTD, \$ in millions)

Net Sales

\$1,451.1

+1% vs Q3 2024

Gross Profit

\$429.2

+\$12.8M vs Q3 2024

Gross Margin

29.6%

+50 bps vs Q3 2024

Operating Income

\$178.0

+\$1.6M vs Q3 2024

Operating Margin

12.3%

In line with Q3 2024

Diluted EPS (GAAP)

\$3.40

+4% vs Q3 2024

Diluted EPS (ex-ASU)

\$3.39

+4% vs Q3 2024

Q3 2025 POOLCORP SALES SUMMARY

QTD Sales Performance

Pool Corp	Q3 2025
Net Sales	+1

Sales by State	Q3 2025
FL	+1%
CA	-3%
TX	Flat
AZ	-3%

Horizon	Q3 2025
Net Sales	+3%

Europe	Q3 2025 ⁽¹⁾
Net Sales	+6%

Strong execution drove sales growth with our ability to capture price and serve both maintenance and discretionary market demand

¹Reported in USD; down 1% in local currency

Note: Fx translation did not have a material impact on consolidated net sales (less than 1%)

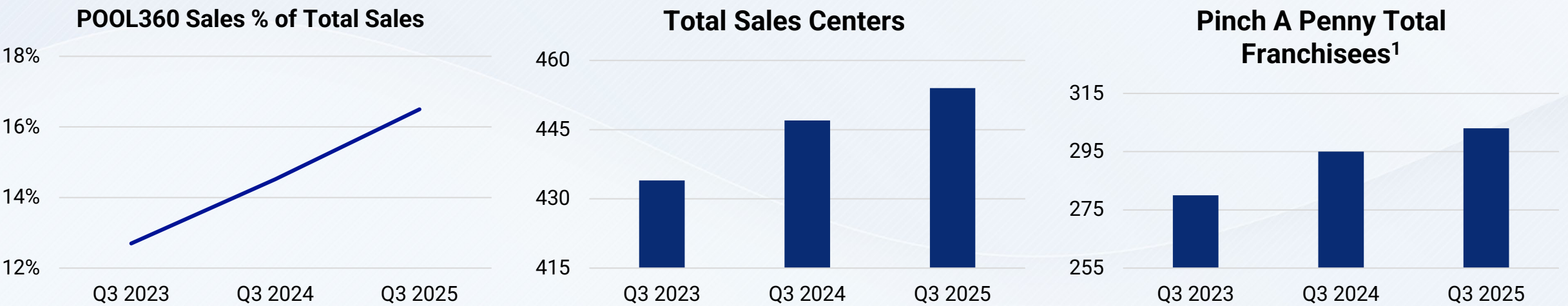
Q3 2025 POOLCORP SALES SUMMARY

Blue Products & End Markets – QTD Results

Product	Q3 2025
Chemicals	-4%
Building Materials	+4%
Equipment	+4%

End Market	Q3 2025
Commercial	+2%
Retail	-3%
Pinch A Penny ²	-1%

POOL360 & Network Expansion



Achieved POOL360 growth from customer-focused enhancements; private-label supported unit growth in building materials and chemicals with equipment growth driven by price and maintenance volumes

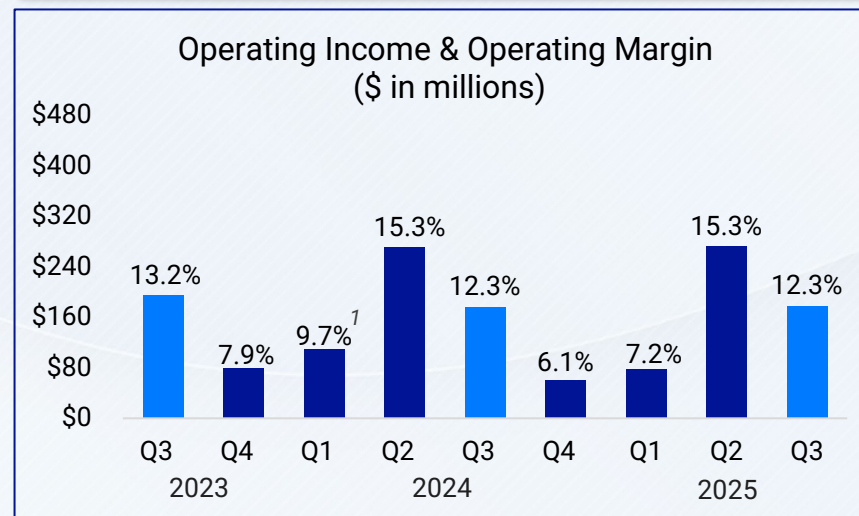
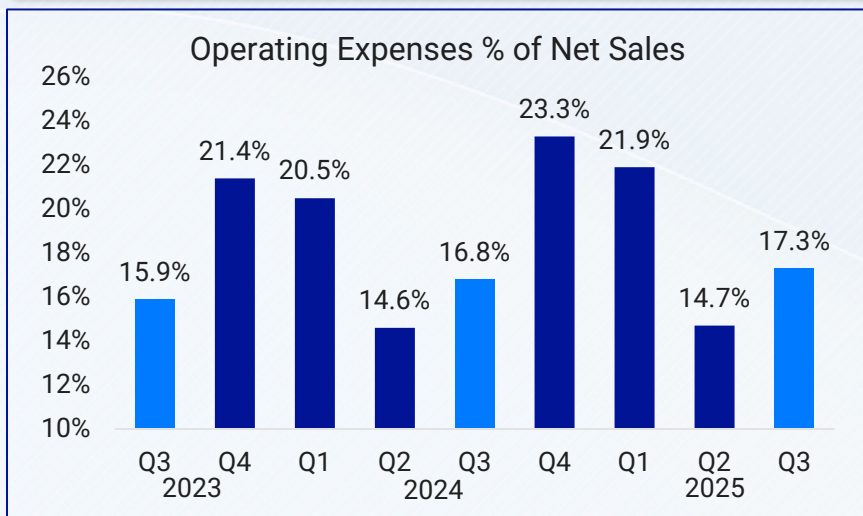
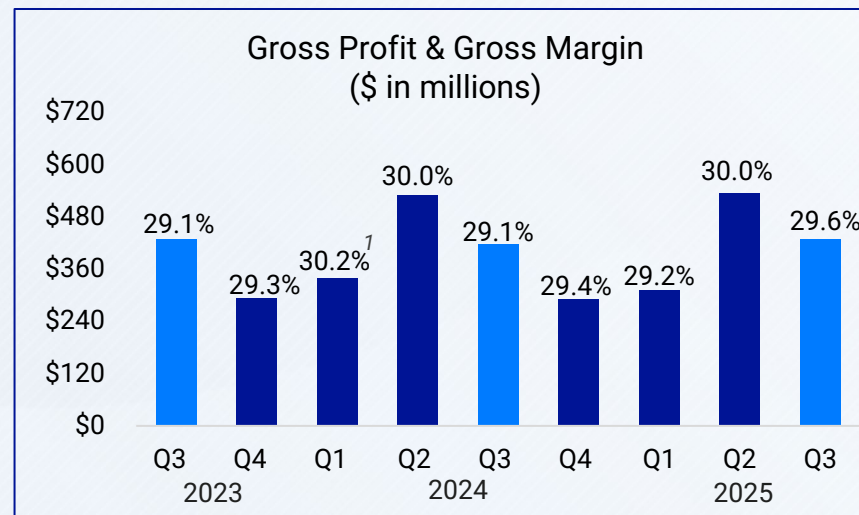
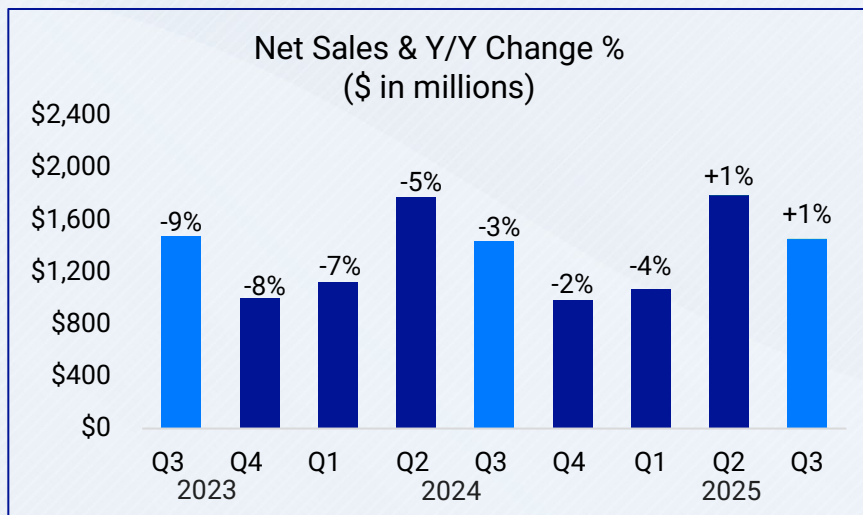
¹Independently-owned Pinch A Penny locations
²Pinch A Penny franchisee end user sales

ESTIMATED QUARTERLY IMPACTS



Price and maintenance volume growth continued to alleviate pressures from softer new construction and upgrade activity; supply chain focus and private-label created gross margin expansion despite customer mix headwinds

QUARTERLY FINANCIAL TRENDS



¹Includes a benefit from a \$12.6M import tax reduction, which increased gross margin by 110 bps and EPS by \$0.24 in Q1 2024

BALANCE SHEET, CASH FLOW & CAPITAL ALLOCATION

As of and through September 30, 2025

Cash Flow from Operating Activities \$286M

Includes a \$69M income tax payment deferred from 2024 and paid in 2025

Inventory

\$43M increase
vs Q3 2024
+4% vs Q3 2024
*Reflects inflation,
acquisitions and greenfields*

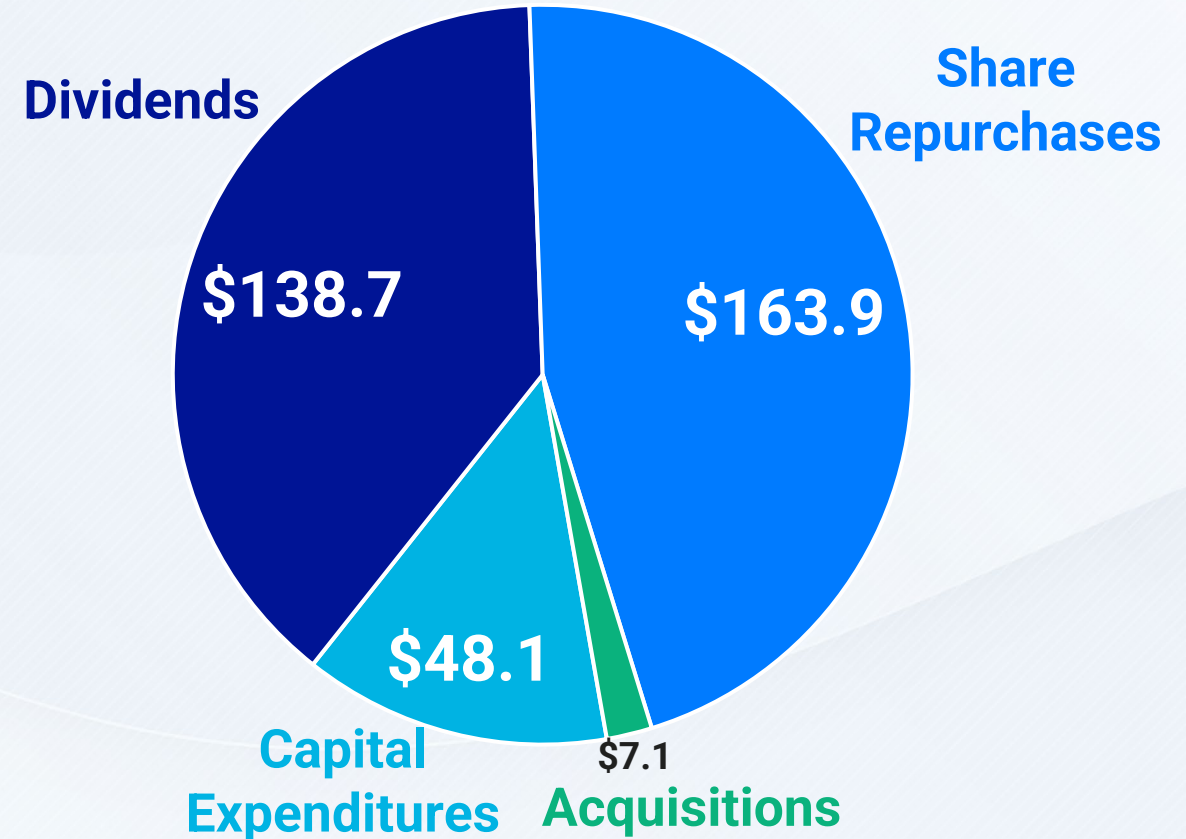
Debt

\$138M increase with
interest expense
\$351K lower in
Q3 2025 vs Q3 2024

1.58x

Debt/EBITDA
vs 1.41x Q3 2024

2025 Capital Allocation (\$ in millions)



Applied consistent capital allocation philosophy and returned approximately \$303 million to our shareholders through share repurchases and dividends

2025 GUIDANCE

2025 Earnings Driver	Expected Range
Net sales	Flattish
Inflation/pricing	Approximately +2% <i>including +1% from tariffs beginning in Q2</i>
Maintenance from installed base	Slight growth
New construction units	Flat to slightly down
Renovation and remodel activity	Flat to slightly down
Gross margin	In line with PY
Interest Expense ¹	Approximately \$47M
Annual Tax Rate (excluding ASU) ²	Approximately 25.0%
Weighted Average Share Outstanding	Q4 37.5M, Full Year 37.6M
GAAP diluted earnings per share ³	\$10.81 to \$11.31

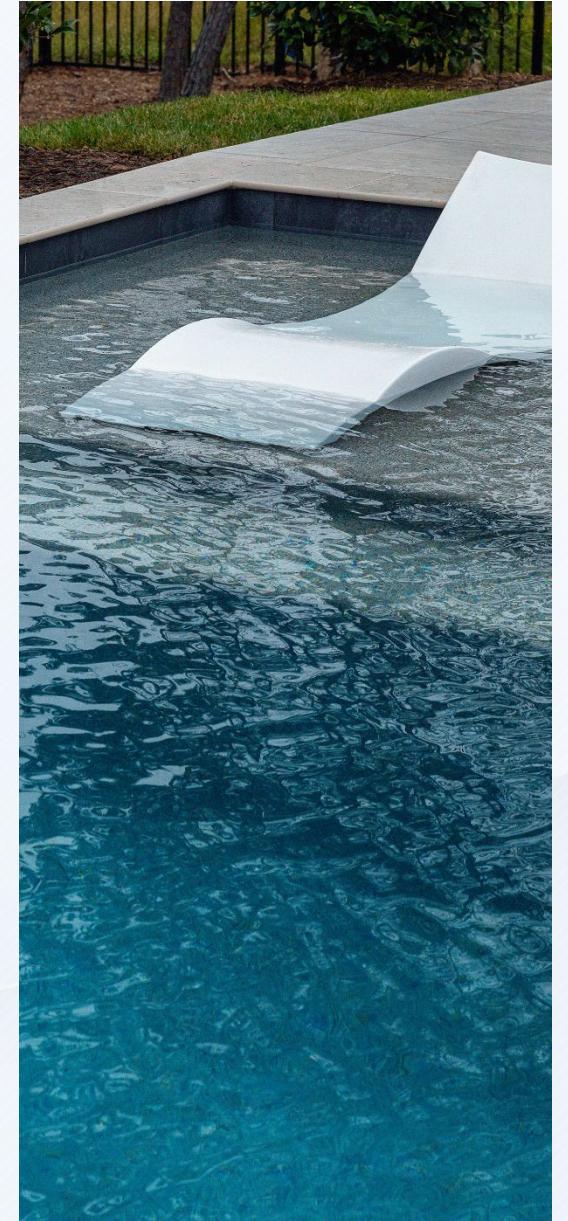
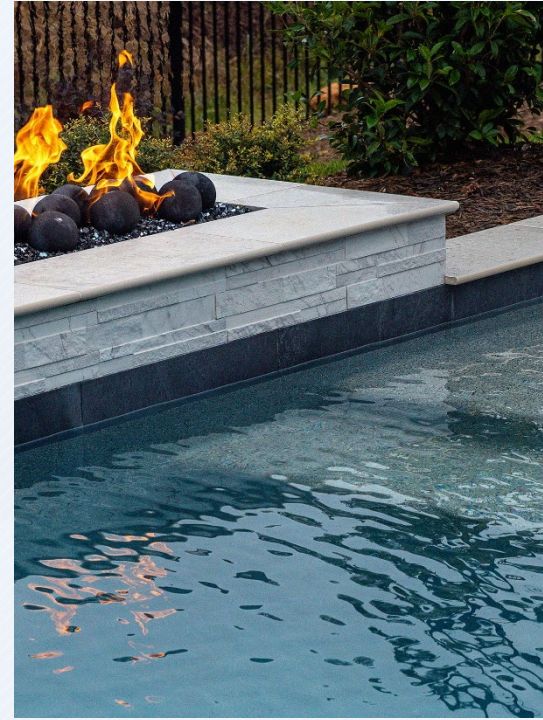
Note: Based on company estimates; references to expected trends and comparisons are versus full year 2024

¹ Updated for borrowings on share repurchases completed year to date

² Tax rate (excluding ASU) is slightly lower than 25.0% in Q3 2025 and slightly higher for the remaining quarter

³ Includes \$0.11 ASU benefit realized year to date

Appendix



APPENDIX

Reconciliations of non-GAAP financial measures

2025 Earnings Guidance Range

	<u>Floor</u>	<u>Ceiling</u>
Diluted EPS	\$10.81	\$11.31
Less: ASU 2016-09 tax benefit	0.11	0.11
Adjusted Diluted EPS	\$10.70	\$11.20

Reconciliation of Net Income to Adjusted EBITDA

Net income (\$ in thousands)

Adjustments to increase (decrease) net income:

Interest expense and other non-operating expenses⁽¹⁾

Provision for income taxes

Share-based compensation

Equity in earnings of unconsolidated investments, net

Depreciation

Amortization⁽²⁾

Adjusted EBITDA

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	<u>2025</u>	<u>2024</u>	<u>2025</u>	<u>2024</u>
	\$ 127,013	\$ 125,701	\$ 374,816	\$ 397,025
	11,622	12,230	35,633	39,484
	38,985	38,361	118,048	119,891
	4,435	4,047	17,385	14,391
	(15)	(64)	(56)	(180)
	10,634	9,257	30,438	26,848
	2,000	1,963	5,925	5,854
	\$ 194,674	\$ 191,495	\$ 582,189	\$ 603,313

⁽¹⁾ Shown net of losses (gains) on foreign currency transactions of \$382 and \$125 for the three months ended September 30, 2025 and September 30, 2024, respectively, and \$(246) and \$334 for the nine months ended September 30, 2025, and September 30, 2024, respectively.

⁽²⁾ Excludes amortization of deferred financing costs of \$286 and \$350 for the three months ended September 30, 2025 and September 30, 2024, respectively, and \$673 and \$660 for the nine months ended September 30, 2025, and September 30, 2024, respectively. This non-cash expense is included in Interest and other non-operating expenses, net on the Consolidated Statements of Income.