

FOURTH QUARTER 2025 EARNINGS PRESENTATION

February 19, 2026

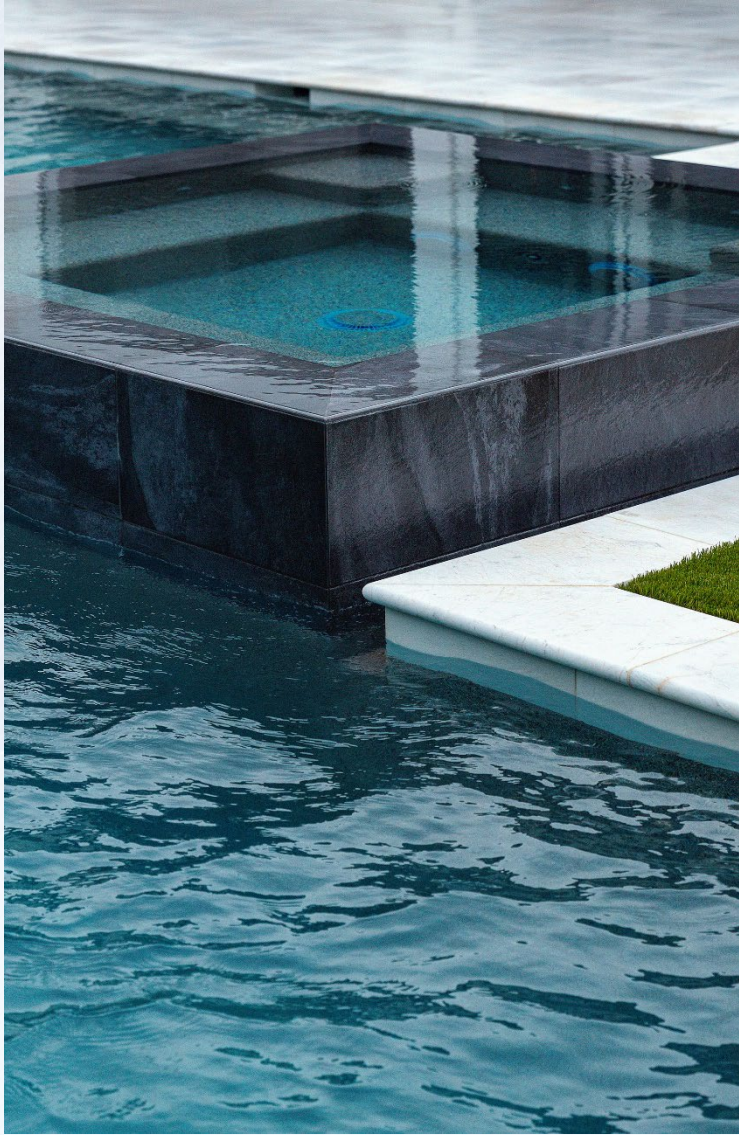


 **POOLCORP**[®]

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.



Q4 2025

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

Net Sales

\$982.2

-1% vs Q4 2024

Gross Profit

\$295.7

+\$5.5M vs Q4 2024

Gross Margin

30.1%

+70 bps vs Q4 2024

Operating Income

\$52.0

-\$8.6M vs Q4 2024

Operating Margin

5.3%

-80 bps vs Q4 2024

Diluted EPS (GAAP)

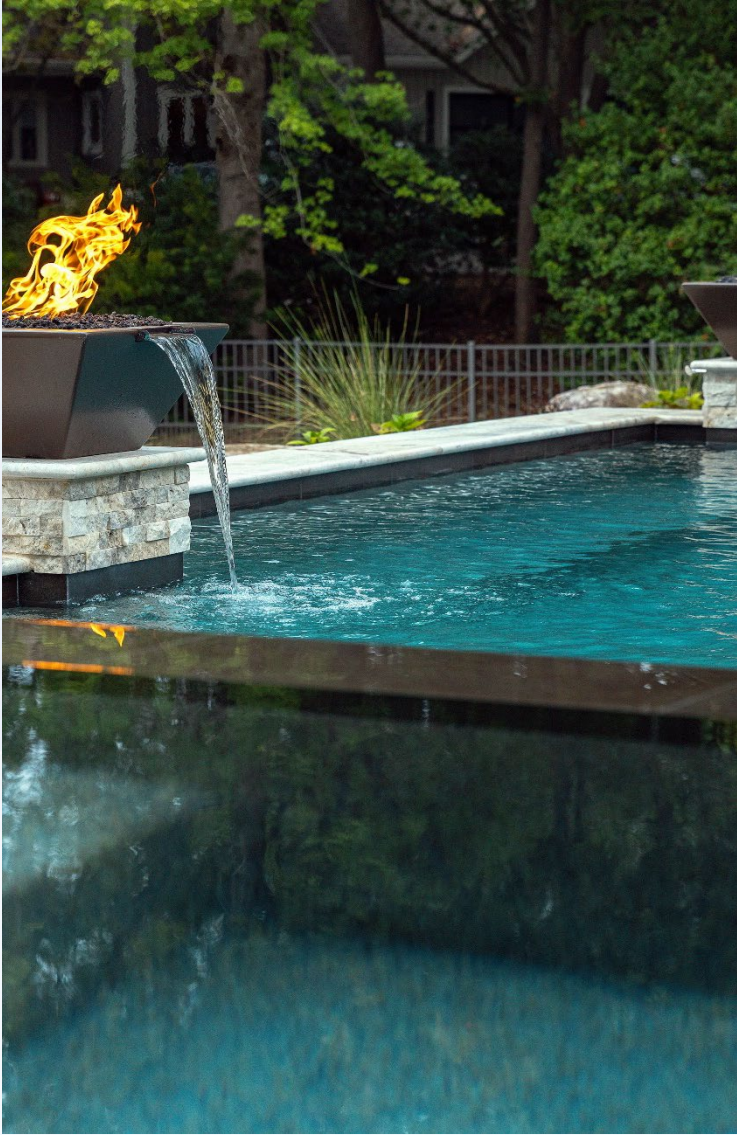
\$0.85

-13% vs Q4 2024

Diluted EPS (ex-ASU)

\$0.84

-13% vs Q4 2024



FULL YEAR 2025

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

Net Sales

\$5,289.4

Consistent with FY 2024

Gross Profit

\$1,572.5

-\$2.9M vs FY 2024¹

Gross Margin

29.7%

In line with FY 2024¹

Operating Income

\$580.2

-6% vs FY 2024¹

Operating Margin

11.0%

-60 bps vs FY 2024

Diluted EPS (GAAP)

\$10.85

-4% vs FY 2024¹

Diluted EPS (ex-ASU)

\$10.73

-3% vs FY 2024¹

¹Q1 2024 included a \$12.6M benefit from a prior year import tax reversal, impacting 2024 diluted EPS by \$0.25. Without the 2024 reversal, full year 2025 gross margin increased 20 bps, operating income decreased 4% and operating margin decreased 40 bps compared to 2024.

2025 POOLCORP SALES SUMMARY

QTD and YTD Sales Performance

Pool Corp	Q4 2025	YTD 2025
Net Sales	-1%	Flat

Sales by State	Q4 2025	YTD 2025
FL ⁽¹⁾	-9%	-2%
CA	-4%	-3%
TX	+1%	-3%
AZ	-3%	Flat

Horizon	Q4 2025	YTD 2025
Net Sales	-5%	-2%

Europe	Q4 2025 ⁽²⁾	YTD 2025 ⁽²⁾
Net Sales	+13%	+5%

Steady maintenance revenues supported the overall business throughout 2025, and trends on our discretionary product sales improved in the back half of the year

¹In Q4 2024, Florida realized 12% sales growth from hurricane-related maintenance, repair and equipment replacement activity.

²Presented in USD; in local currency, up 4% QTD, 1% YTD; Fx translation did not have a material impact on consolidated net sales (less than 1%).

2025 POOLCORP SALES SUMMARY

Blue Products & End Markets – QTD and YTD Results

Product	Q4 2025	YTD 2025
Chemicals (1)	-3%	-1%
Building Materials	+4%	Flat
Equipment (2)	-3%	Flat

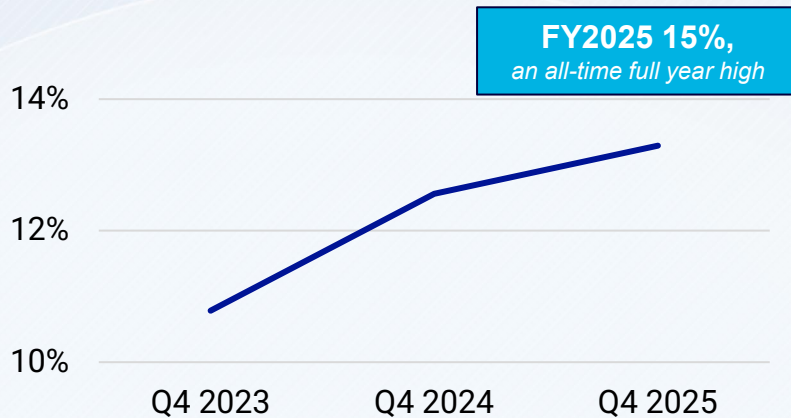
¹Pricing represents the primary impact on full year results as chemical volumes remained steady.

²In Q4 2024, equipment grew 6% from significant replacement activity following major hurricanes.

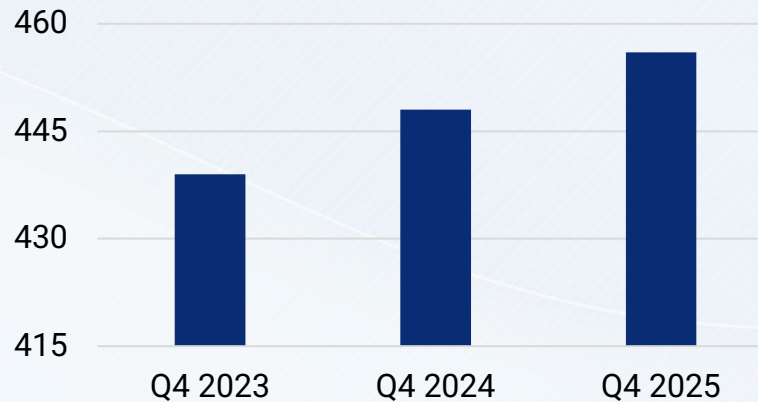
End Market	Q4 2025	YTD 2025
Commercial	-4%	+3%
Retail	-4%	-3%
Pinch A Penny ³	-9%	-2%

POOL360 & Network Expansion

POOL360 Sales % of Total Sales



Total Sales Centers



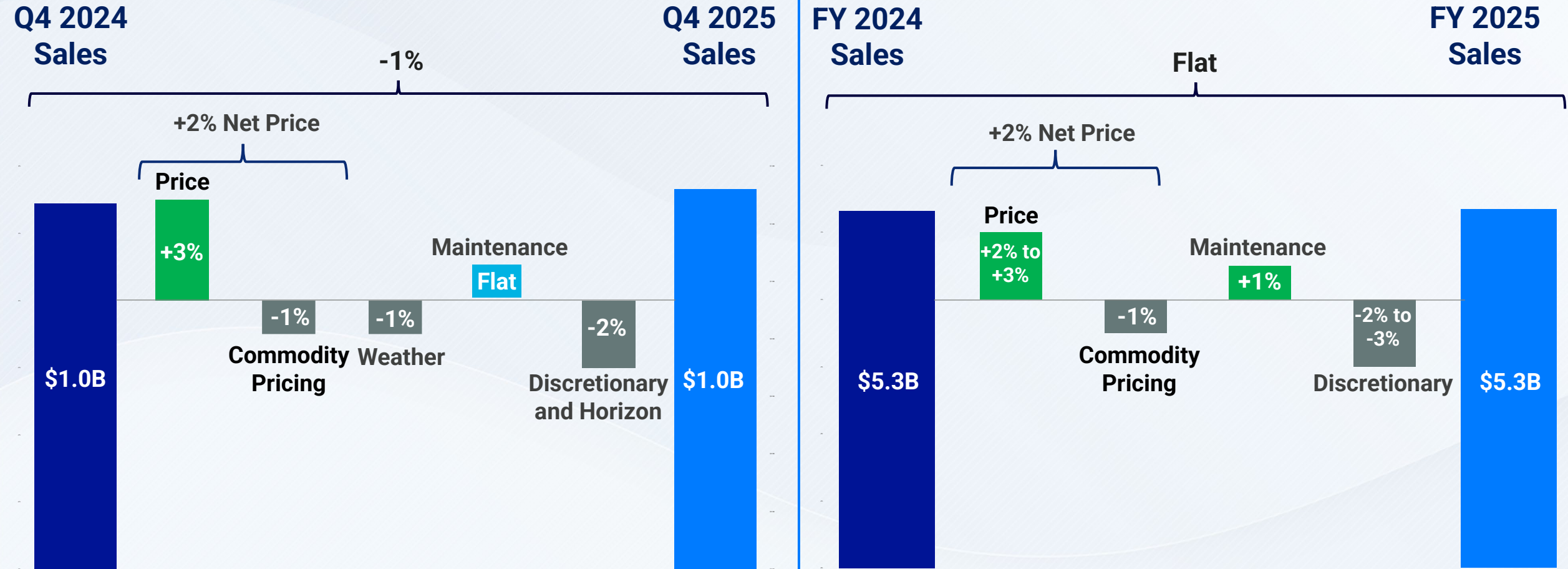
Pinch A Penny Total Franchisees³



Solid maintenance and growth in building materials, coupled with progress from elevating the customer's digital experience and expanding our product offerings, supported overall sales

³Independently-owned Pinch A Penny locations; end market figures represent franchisee end user sales; Q4 2024 showed growth of 15% due to hurricane-related activity.

ESTIMATED SALES IMPACTS



Price realization and back-half improvements in building materials mitigated impacts from muted consumer discretionary spend; Q4 PY had additional benefits from hurricane repairs

ESTIMATED GROSS MARGIN IMPACTS

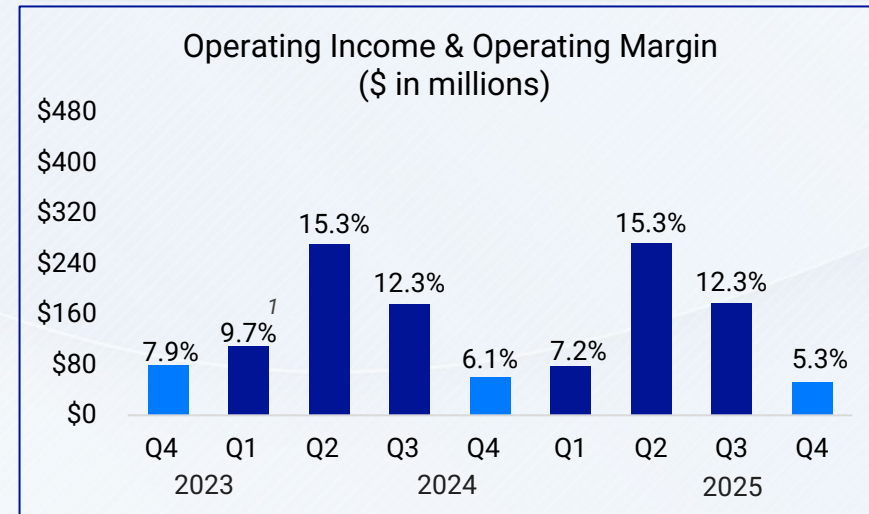
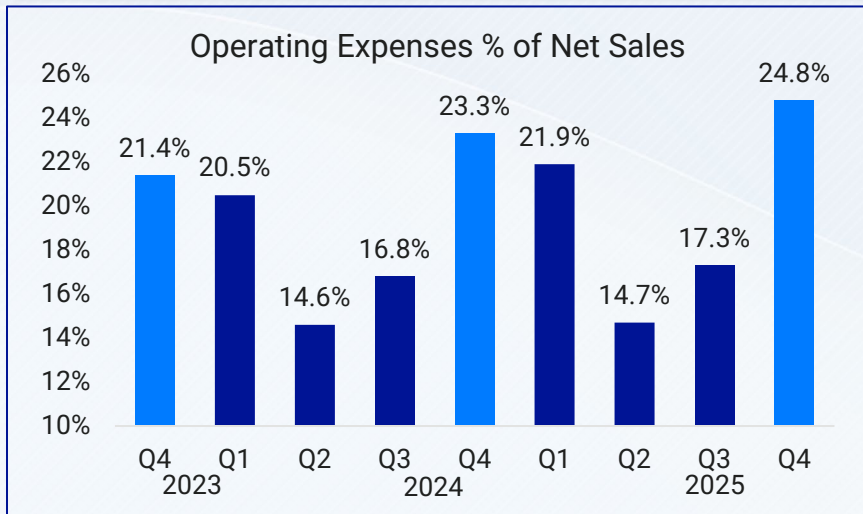
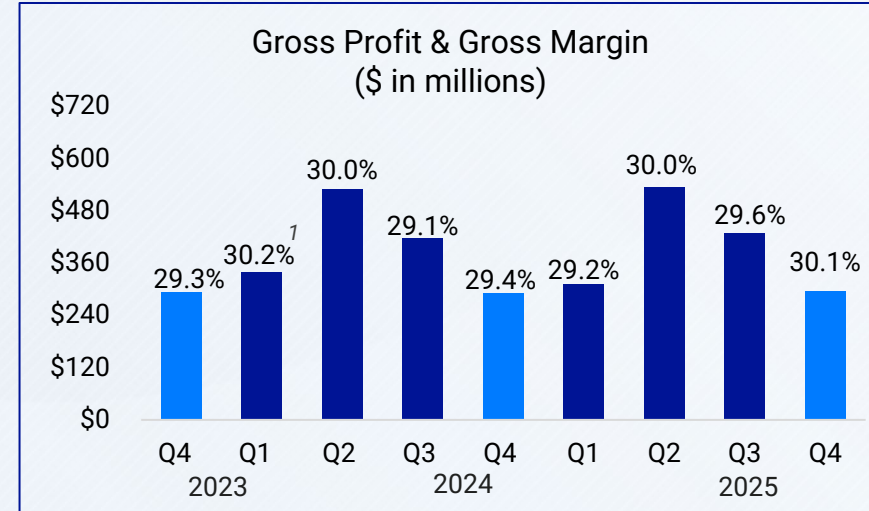
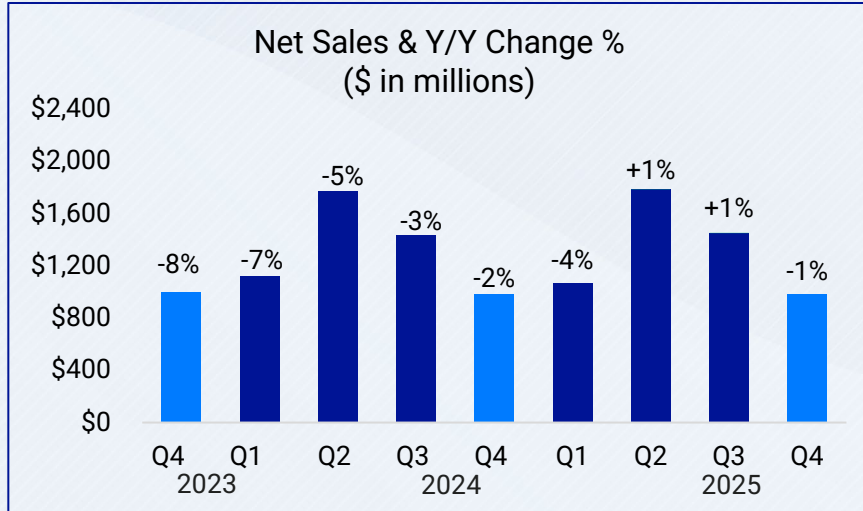


(1) Last year's weather led to increased Q4 2024 equipment sales, which generally have lower margins

(2) 20 bps impact from Q1 2024 import tax benefit

Expanded gross margin through our value proposition, price realization and strategic supply chain management despite lower margin customer mix

QUARTERLY FINANCIAL TRENDS



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

BALANCE SHEET, CASH FLOW & CAPITAL ALLOCATION

As of and through December 31, 2025

Net Cash from Operating

\$366M/90% of NI

Includes a \$69M income tax payment deferred from 2024 and paid in 2025; w/o this timing difference would be 107% of net income

Inventory

+\$165M and +13%
vs 12/31/2024

Reflects inflation (plus mid-season price increases), acquisitions, greenfields and strategic buys

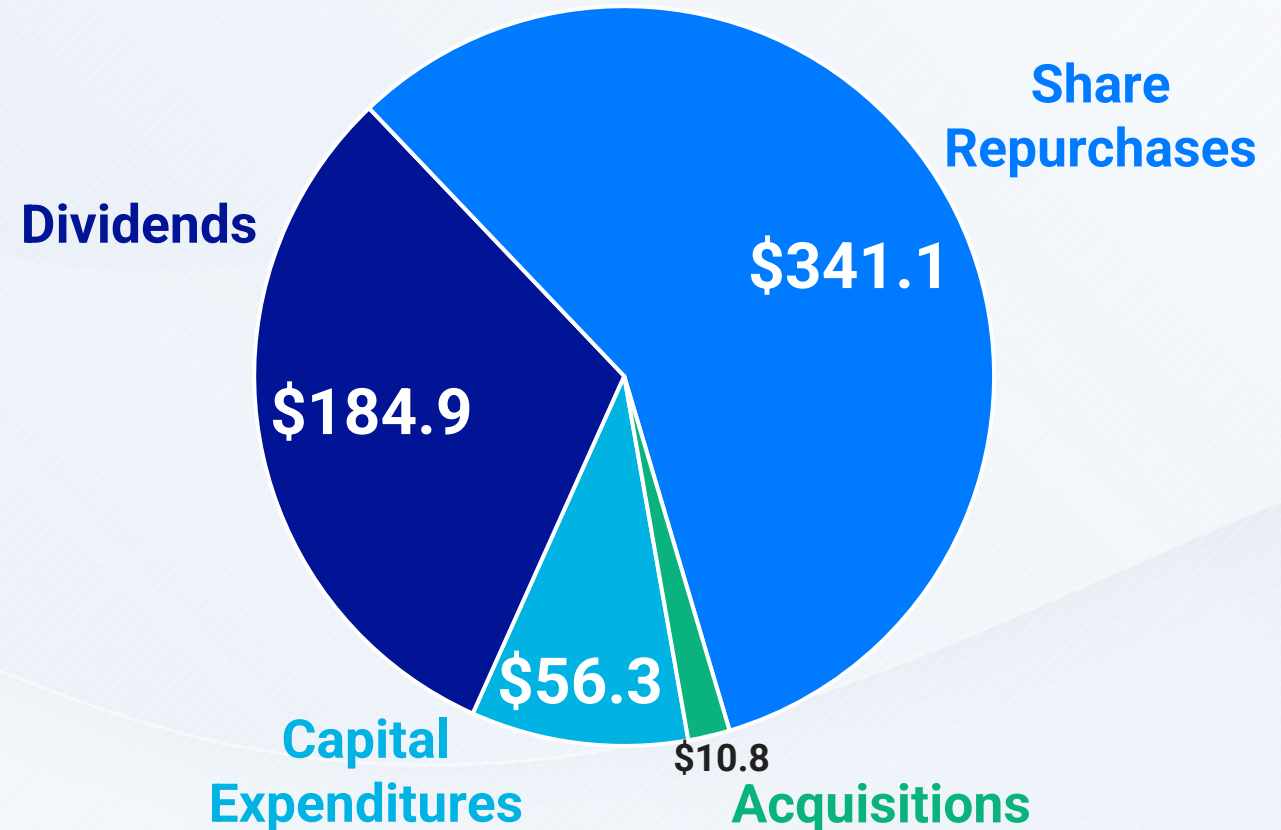
Debt

\$249M increase vs 12/31/2024 primarily to fund open market share repurchases and working capital

1.67x

Debt/EBITDA
vs 1.42x Q4 2024

2025 Capital Allocation (\$ in millions)



Applying consistent capital allocation approach to generate returns for our shareholders totaling nearly \$530 million in 2025 through share repurchases and dividends

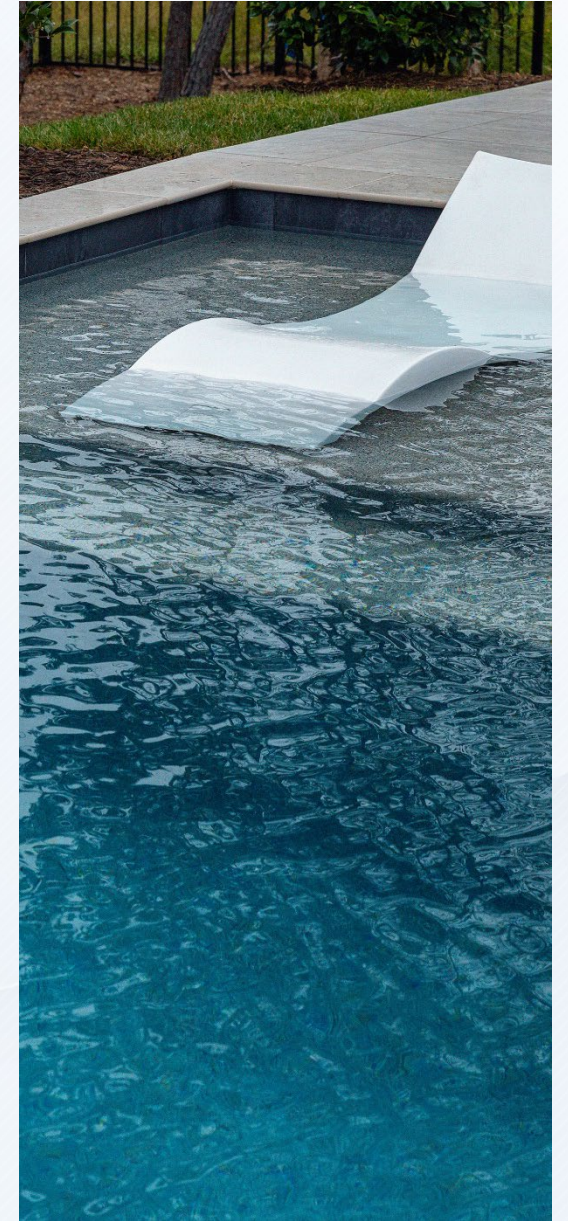
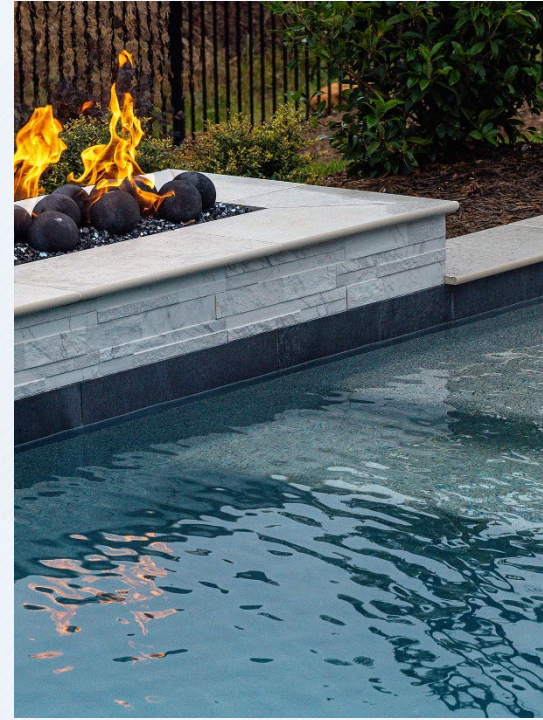
2026 GUIDANCE

2026 Earnings Driver	Expected Range
Net sales	+ Low-single digits
Inflation/pricing	+1% to +2%
Maintenance from installed base	Slight growth
New construction units	Consistent with PY
Renovation and remodel activity	Flat to slightly up
Gross margin	Consistent with PY
Interest expense	~\$50 million
Annual tax rate (excluding ASU) ¹	~25.0%
Weighted average share outstanding	36.8 to 36.9 million
Diluted earnings per share	\$10.85 to \$11.15

Note: Based on company estimates; references to expected trends and comparisons are versus full year 2025

¹Tax rate (excluding ASU) is slightly lower than 25.0% in Q3 2026 and slightly higher for the other quarters

Appendix



APPENDIX

Reconciliations of non-GAAP financial measures

Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS

	Three Months Ended		Year Ended	
	December 31,		December 31,	
	2025	2024	2025	2024
Diluted EPS	\$ 0.85	\$0.98	\$10.85	\$11.30
Less: ASU 2016-09 tax benefit	0.01	0.01	0.12	0.23
Adjusted Diluted EPS	\$ 0.84	\$ 0.97	\$ 10.73	\$ 11.07

APPENDIX

Reconciliations of non-GAAP financial measures

Reconciliation of Net Income to Adjusted EBITDA

	Year Ended December 31,	
	2025	2024
Net income (<i>\$ in thousands</i>)	\$ 406,404	\$ 434,325
Adjustments to increase (decrease) net income:		
Interest and other non-operating expenses ⁽¹⁾	47,262	50,032
Provision for income taxes	127,132	132,836
Share-based compensation	22,733	19,248
Equity in earnings of unconsolidated investments, net	(102)	(207)
Goodwill impairment	285	-
Depreciation	42,678	36,784
Amortization ⁽²⁾	7,952	7,838
Adjusted EBITDA	<u>\$ 654,344</u>	<u>\$ 680,856</u>

(1) Shown net of (gains) losses on foreign currency transactions of (\$492) for 2025 and \$218 for 2024.

(2) Excludes amortization of deferred financing costs of \$975 for 2025 and \$859 for 2024, which is included in Interest and other non-operating expenses, net on the Consolidated Statements of Income.