

FIRST QUARTER 2026 EARNINGS PRESENTATION

April 23, 2026

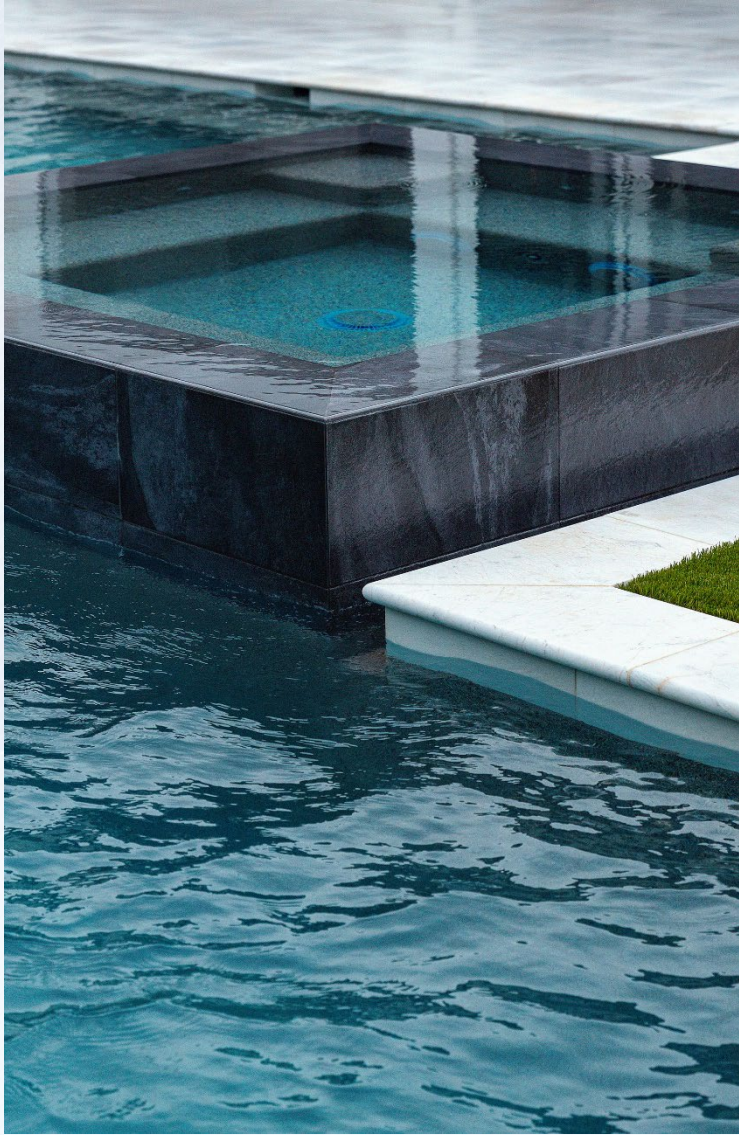


 **POOLCORP**[®]

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 2025 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.



Q1 2026

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

Net Sales

\$1,138.0

+6% vs Q1 2025

Gross Profit

\$329.9

+\$17.5M vs Q1 2025

Gross Margin

29.0%

-20 bps vs Q1 2025

Operating Income

\$82.6

+7% vs Q1 2025

Operating Margin

7.3%

+10 bps vs Q1 2025

Diluted EPS (GAAP)

\$1.45

+2% vs Q1 2025

Diluted EPS (ex-ASU)

\$1.43

+8% vs Q1 2025

Q1 2026 POOLCORP SALES SUMMARY

QTD Sales Performance

Pool Corp	Q1 2026
Net Sales	+6%

Sales by State	Q1 2026
FL	-1%
CA	+10%
TX	+7%
AZ	+1%

Horizon	Q1 2026
Net Sales	-2%

Europe	Q1 2026 ⁽¹⁾
Net Sales	16%

Increased maintenance revenues, some improvement in discretionary and strong execution drove overall first quarter sales growth

⁽¹⁾Presented in USD; in local currency, up 5% QTD

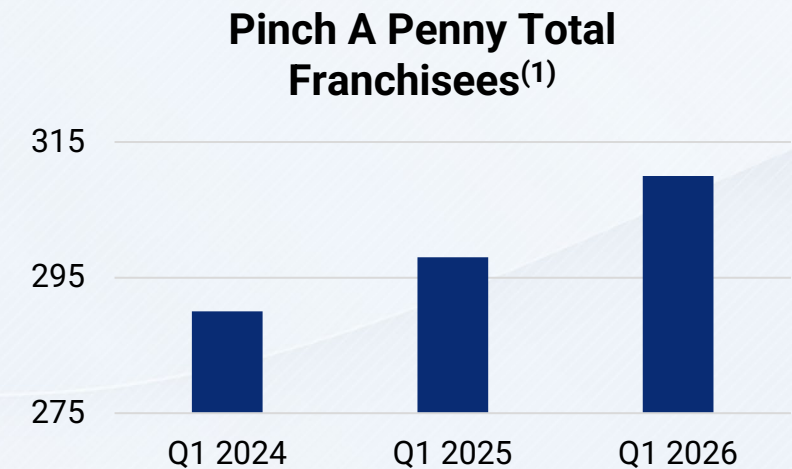
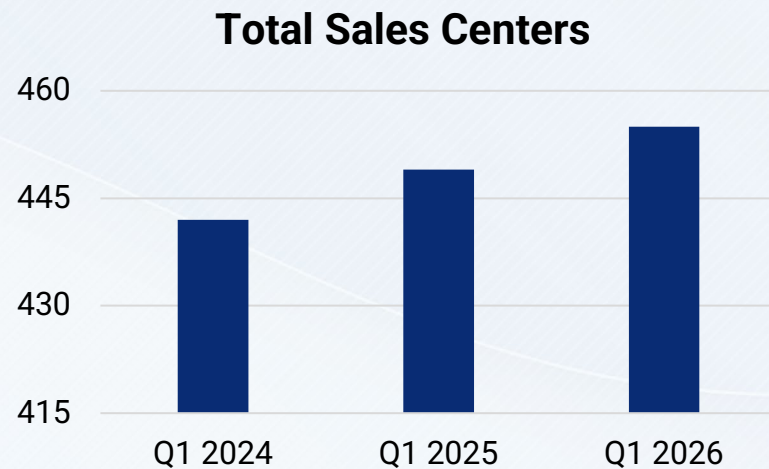
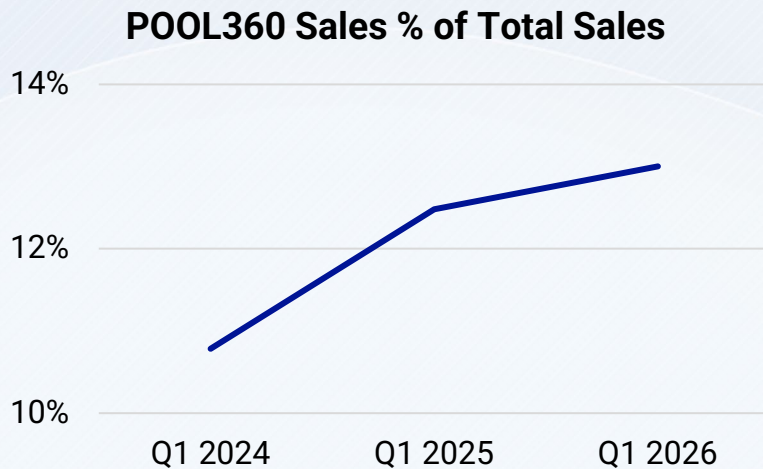
Q1 2026 POOLCORP SALES SUMMARY

Blue Products & End Markets – QTD Results

Product	Q1 2026
Chemicals	+8%
Building Materials	+5%
Equipment	+7%

End Market	Q1 2026
Commercial	Flat
Retail	+3%
Pinch A Penny ⁽¹⁾	+4%

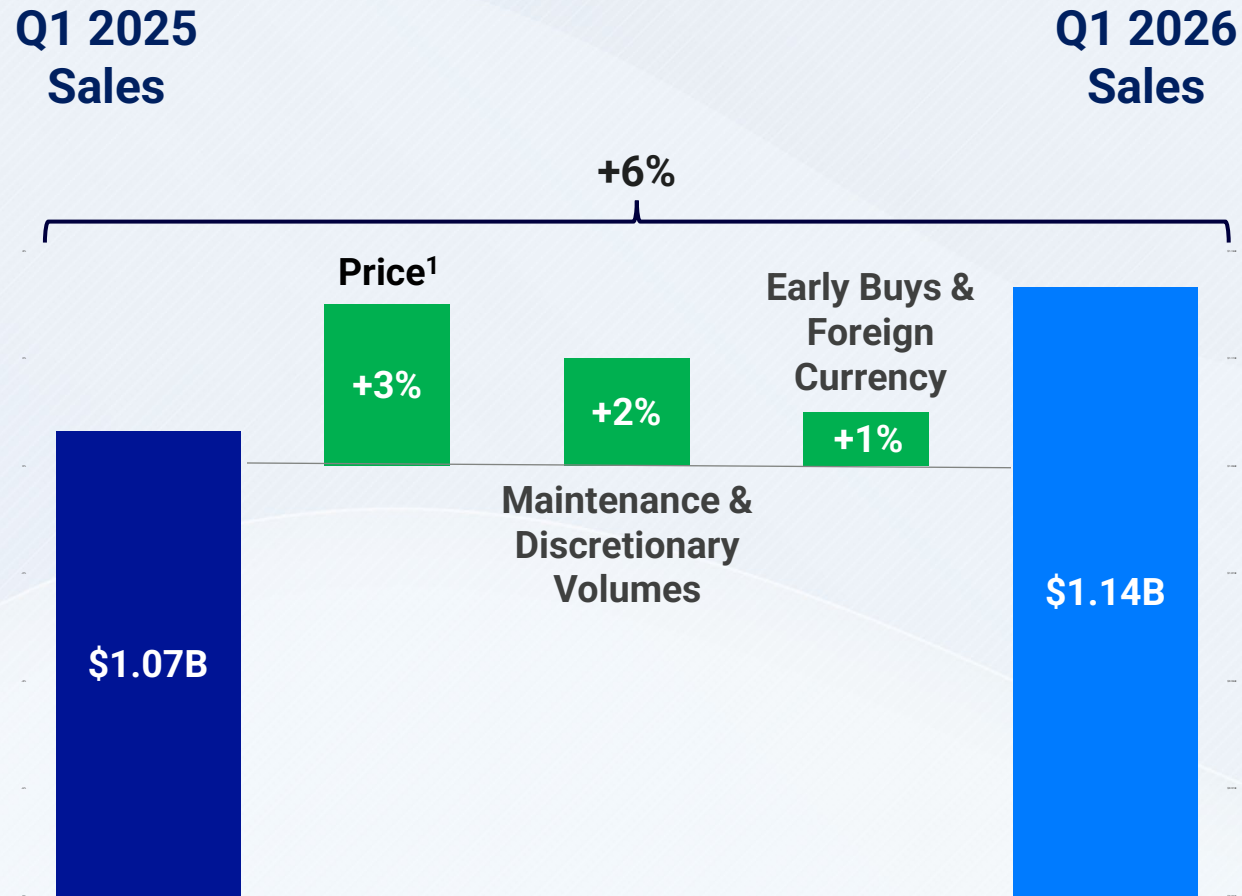
POOL360 & Network Expansion



Notable improvements across all product categories, particularly sales to support maintenance, along with continued growth in sales through our digital ecosystem, set foundation for season

⁽¹⁾Independently-owned Pinch A Penny locations; end market figures represent franchisee end user sales

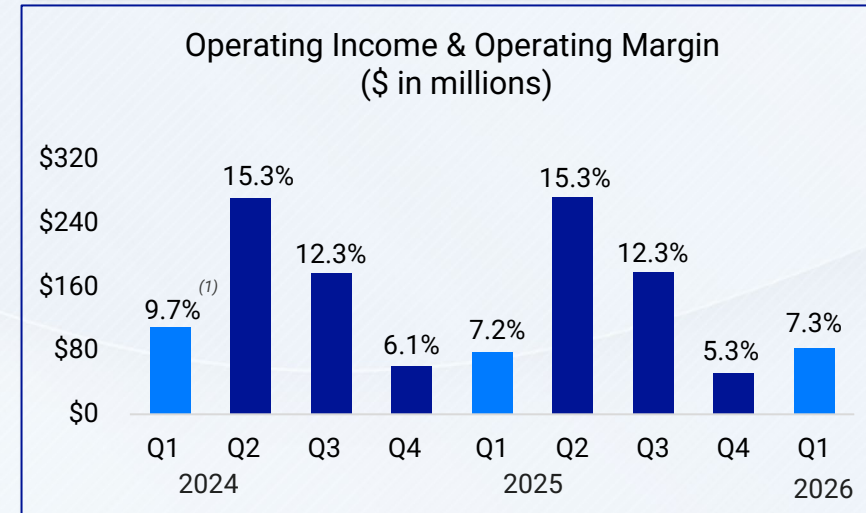
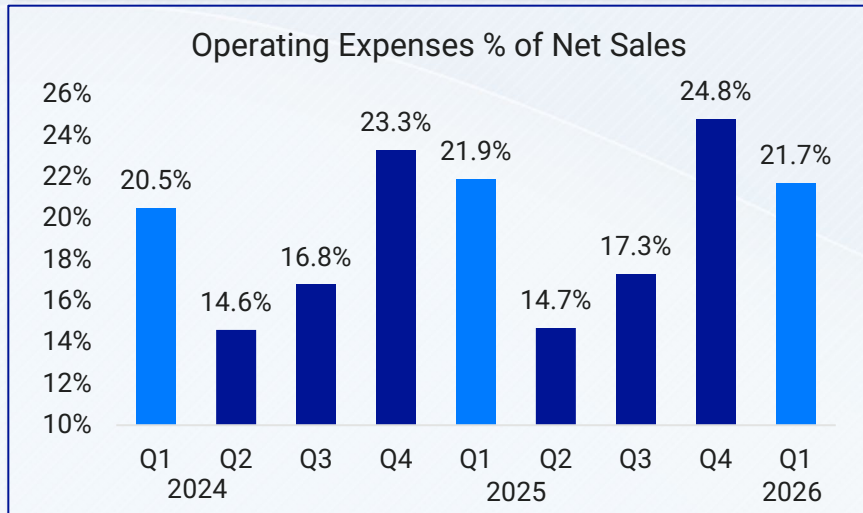
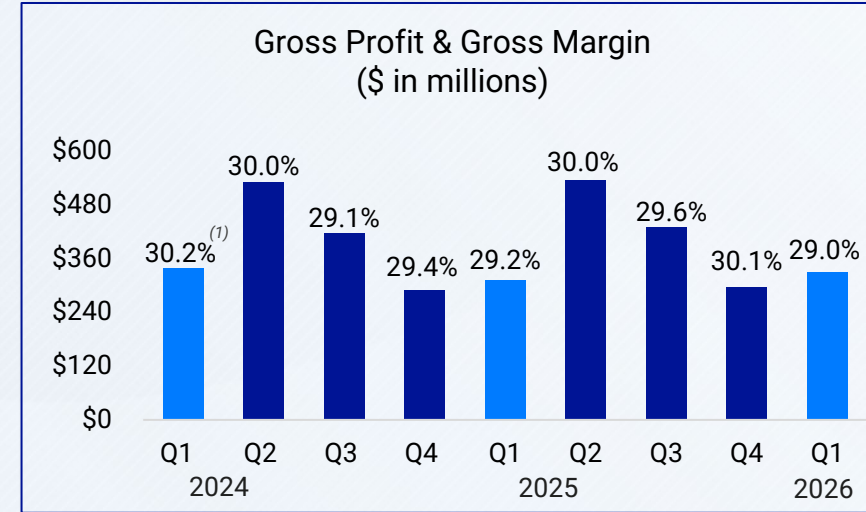
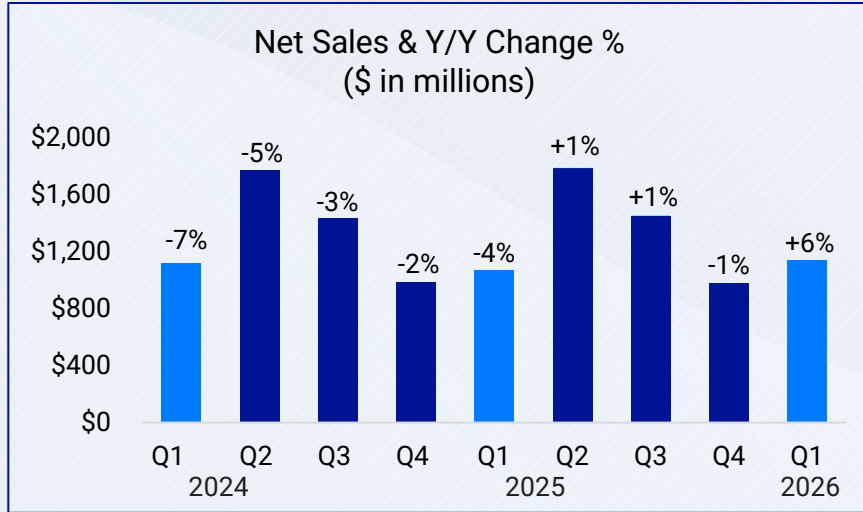
ESTIMATED QUARTERLY IMPACTS



¹Reflects an estimated 1% to 2% full-year price realization from current year increases, supplemented by a ~1% incremental benefit from mid-season pricing actions that were implemented at the end of April 2025.

Price realization and strong maintenance activity led increase in sales, while building materials showed some continued improvements; product mix and early buys impacted by higher equipment sales were a slight drag to gross margin

QUARTERLY FINANCIAL TRENDS

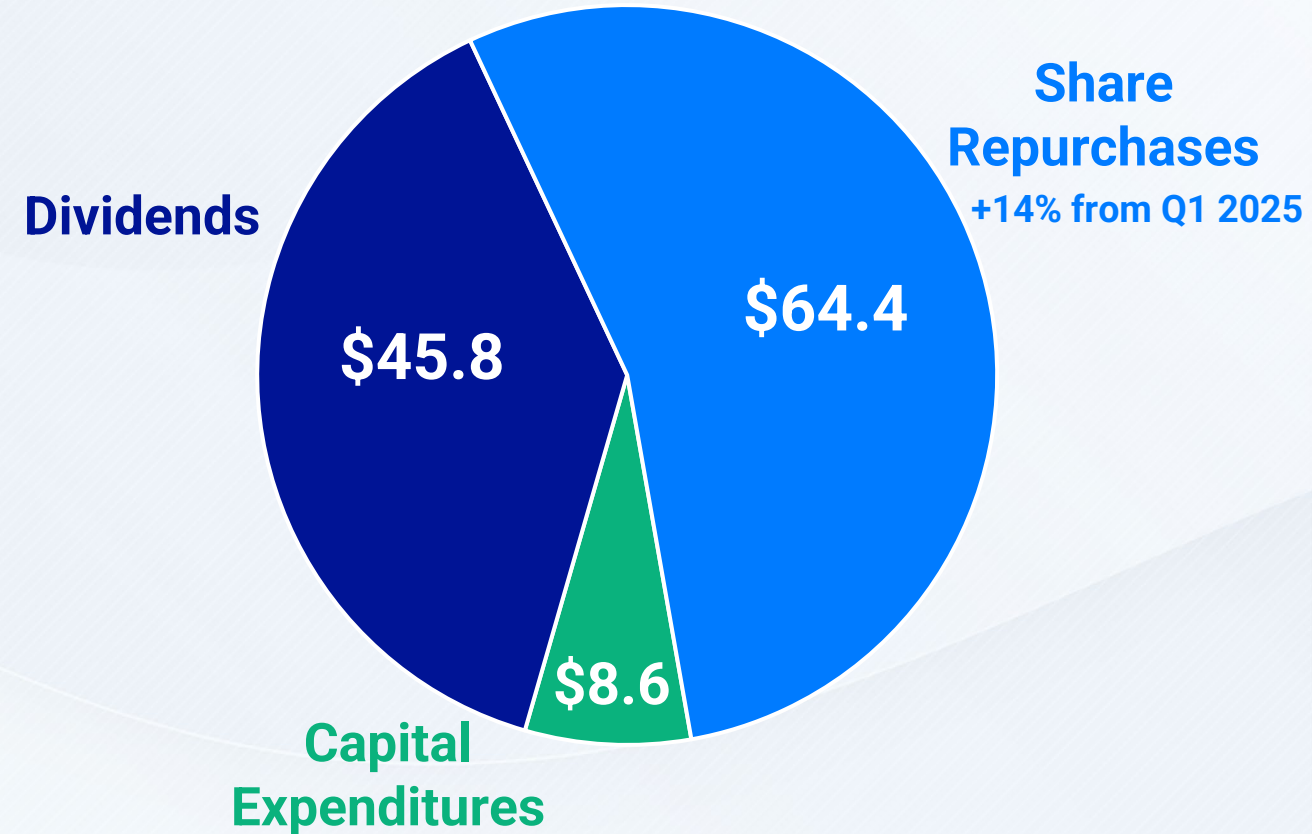
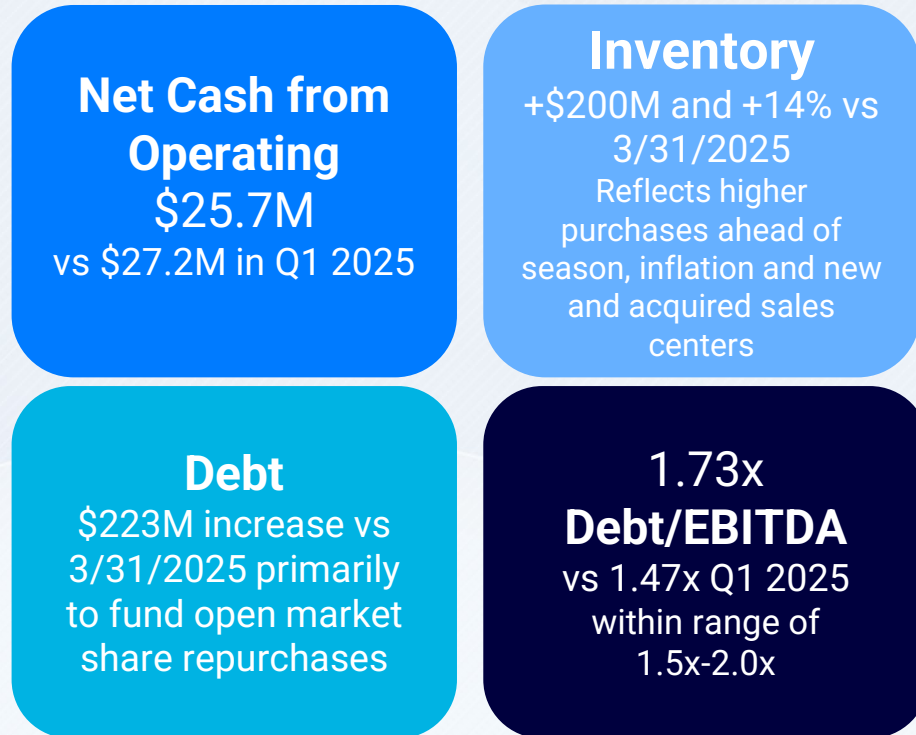


⁽¹⁾ Includes a \$12.6M import tax benefit, which increased gross margin by 110 bps, operating margin by 110 bps and EPS by \$0.24 in Q1 2024

BALANCE SHEET, CASH FLOW & CAPITAL ALLOCATION

As of and through March 31, 2026

2026 Capital Allocation
(\$ in millions)



Returning \$110 million to our shareholders in Q1 2026 ahead of seasonal peak cash flow generation periods

2026 GUIDANCE

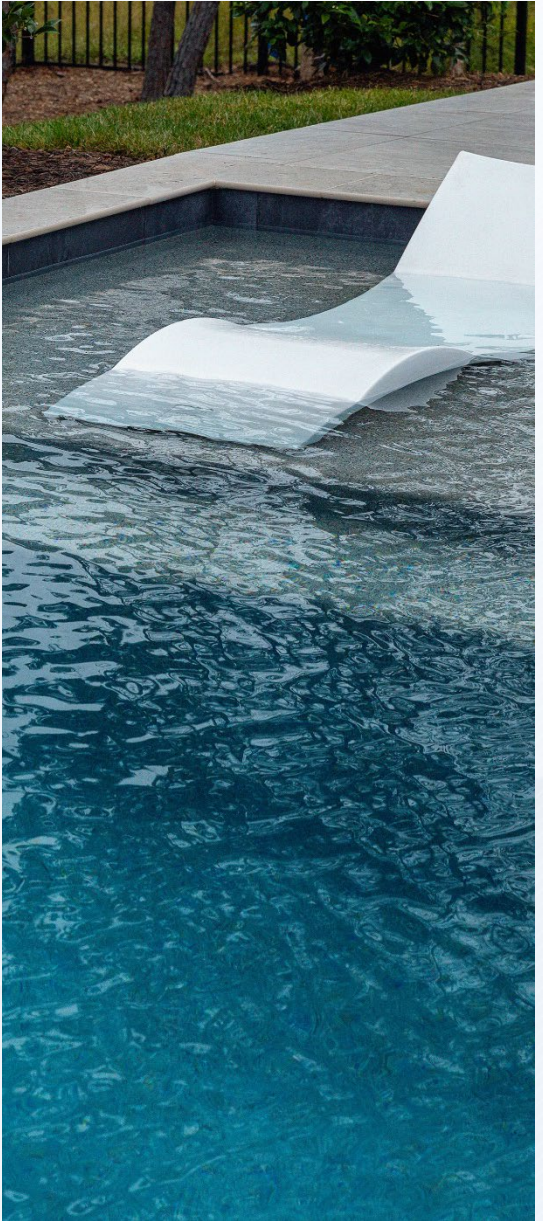
2026 Earnings Driver	Expected Range
Net sales	+ Low-single digits
Inflation/pricing	+1% to +2%
Maintenance from installed base	Slight growth
New construction units	Consistent with PY
Renovation and remodel activity	Flat to slightly up
Gross margin	Consistent with PY
Interest expense	\$49 million to \$51 million
Annual tax rate (excluding ASU) ¹	~25.0%
Weighted average share outstanding	36.6 million
Diluted earnings per share ²	\$10.87 to \$11.17

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

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

²*Includes \$0.02 benefit related to ASU 2016-09*

Appendix



APPENDIX

Reconciliations of non-GAAP financial measures

<u>Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS</u>	Three Months Ended	
	March 31,	
	2026	2025
Diluted EPS	\$ 1.45	\$ 1.42
Less: ASU 2016-09 tax benefit	(0.02)	(0.10)
Adjusted diluted EPS	\$ 1.43	\$ 1.32

APPENDIX

Reconciliations of non-GAAP financial measures

	Three Months Ended March 31,	
	2026	2025
<u>Reconciliation of Net Income to Adjusted EBITDA</u>		
Net income (<i>\$ in thousands</i>)	\$ 53,229	\$ 53,545
Adjustments to increase (decrease) net income:		
Interest and other non-operating expenses ⁽¹⁾	12,499	11,208
Provision for income taxes	16,980	12,883
Share-based compensation	5,472	6,055
Equity in (loss) earnings of unconsolidated investments, net	35	(54)
Depreciation	11,269	9,840
Amortization ⁽²⁾	2,003	1,962
Adjusted EBITDA	<u>\$ 101,487</u>	<u>\$ 95,439</u>

(1) Shown net of gains on foreign currency transactions of (\$133) and (\$44) for the three months ended March 31, 2026 and March 31, 2025, respectively.

(2) Excludes amortization of deferred financing costs of \$275 and \$185 for the three months ended March 31, 2026 and March 31, 2025, respectively. This non-cash expense is included in Interest and other non-operating expenses, net on the Consolidated Statements of Income.