POOLCORP®

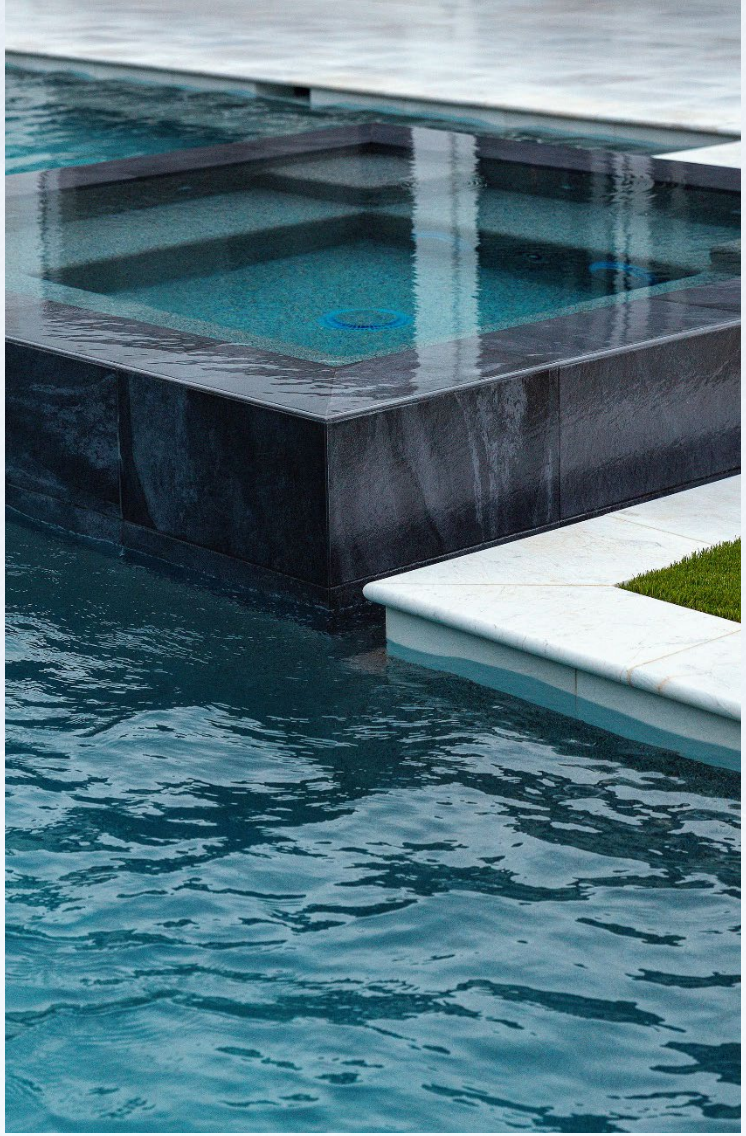
SECOND QUARTER 2025 EARNINGS PRESENTATION

JULY 24, 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.



Q2 2025

Results at a glance (QTD, $ in millions)

Net Sales

$1,784.5

+1% vs Q2 2024

Gross Profit

$535.2

+$5.0M vs Q2 2024

Gross Margin

30.0%

In line with Q2 2024

Operating Income

$272.7

+$1.2M vs Q2 2024

Operating Margin

15.3%

In line with Q2 2024

Diluted EPS (GAAP)

$5.17

+4% vs Q2 2024

Diluted EPS (ex-ASU)

$5.17

+4% vs Q2 2024

Q2 2025 POOLCORP SALES SUMMARY

QTD Sales Performance

Pool Corp	Q2 2025
Net Sales	+1

Sales by State	Q2 2025
FL	+2%
CA	-3%
TX	-2%
AZ	+2%

Horizon	Q2 2025
Net Sales	-2%

Europe	Q2 2025
Net Sales	+7%

Strong execution drove sales growth in our maintenance products

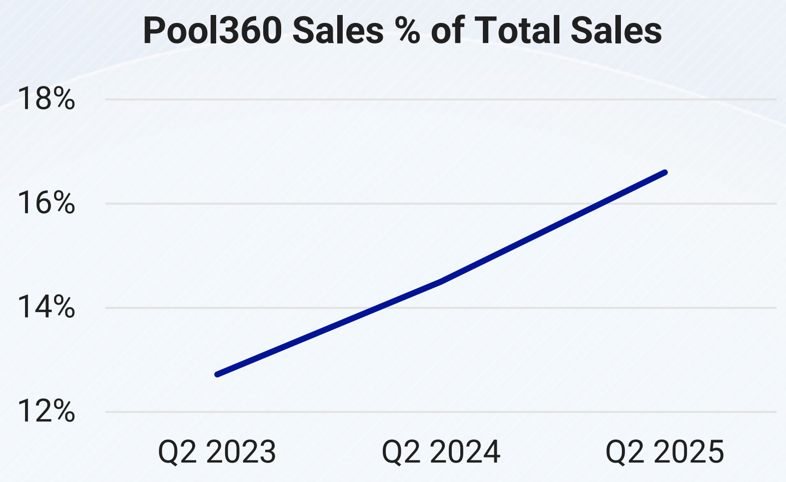
Q2 2025 POOLCORP SALES SUMMARY

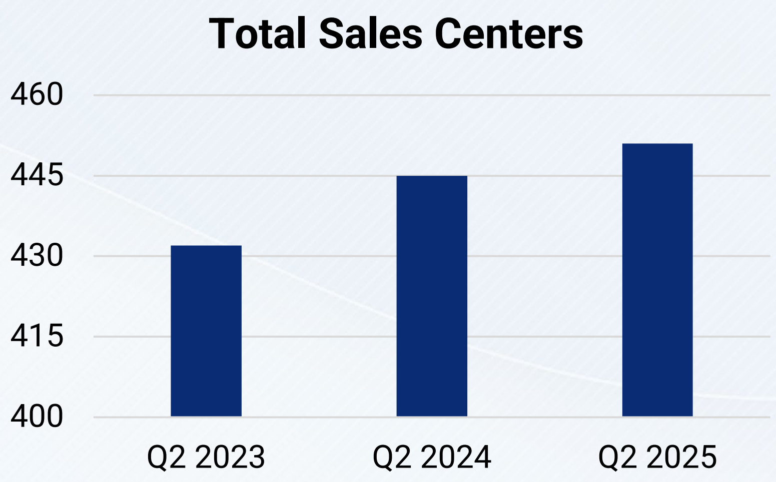
Blue Products & End Markets – QTD Results

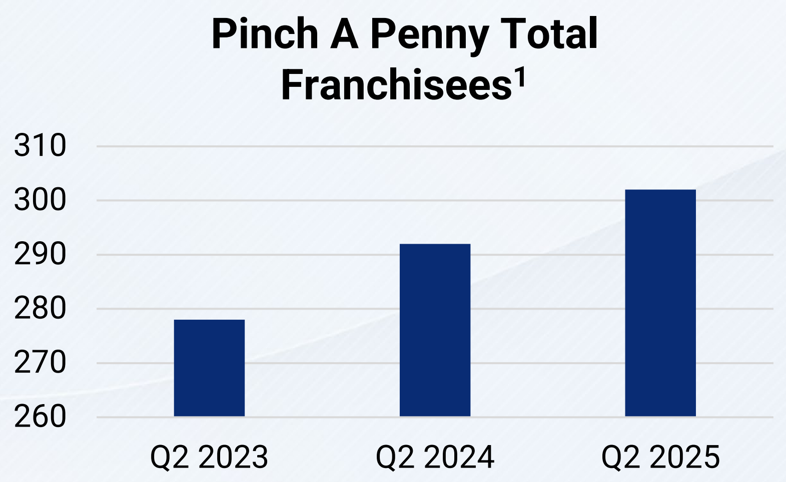
Product	Q2 2025
Chemicals	+1%
Building Materials	-1%
Equipment	+1%

End Market	Q2 2025
Commercial	+5%
Retail	-3%
Pinch A Penny[2]	+1%

POOL360 & Network Expansion



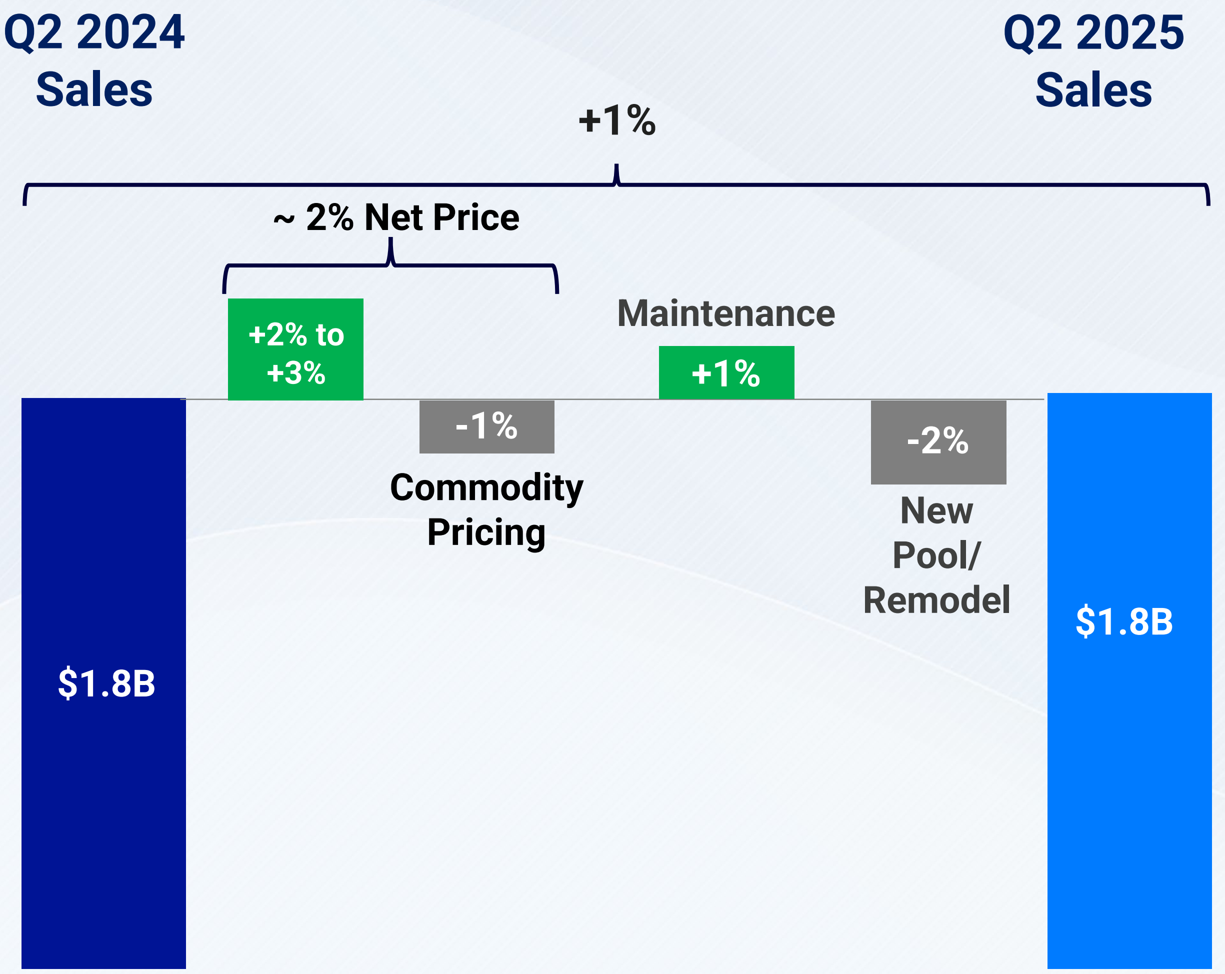


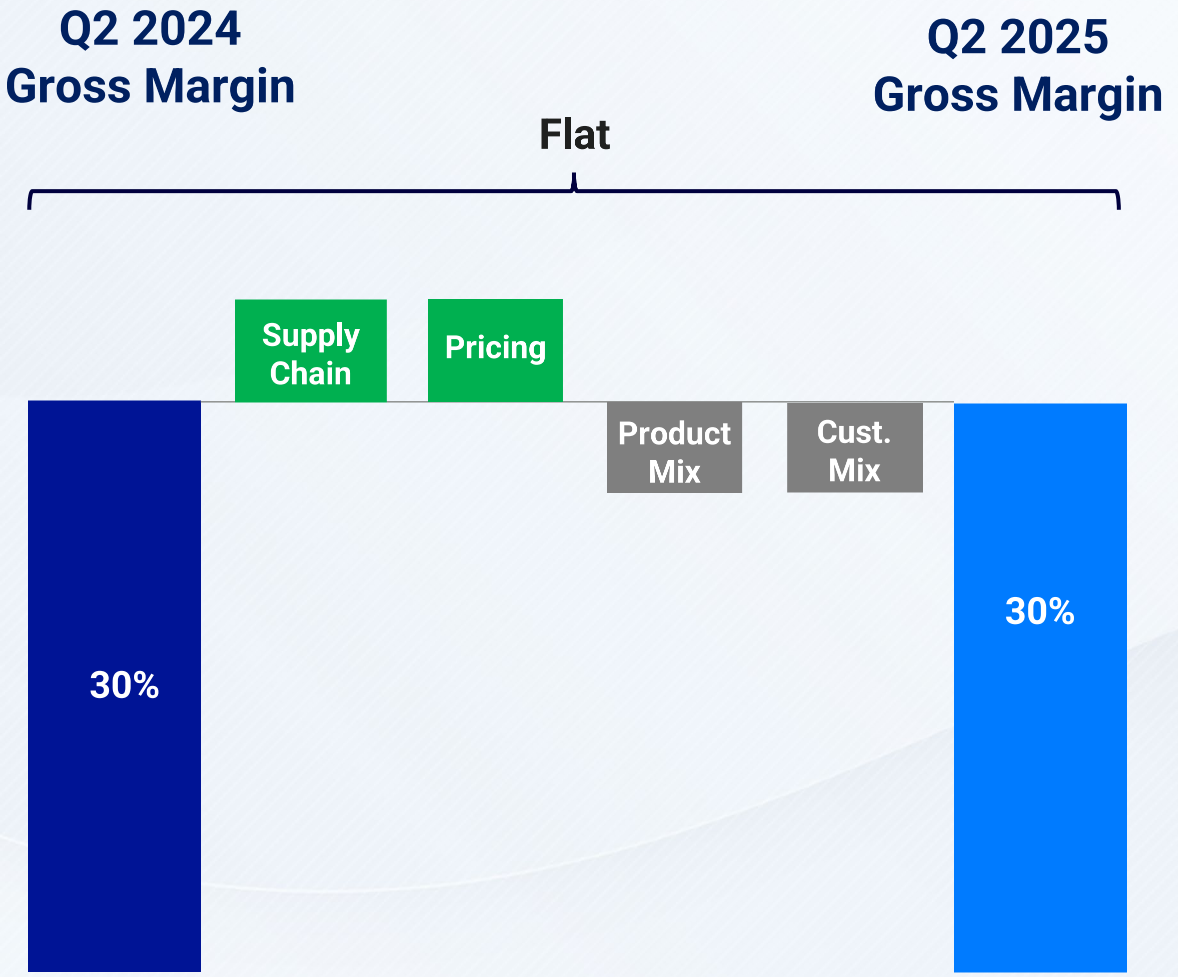


Strategic growth investments lifted sales in chemicals, with strong growth in private-label chemicals and increased POOL360 usage, and supported building materials in a pressured discretionary environment

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

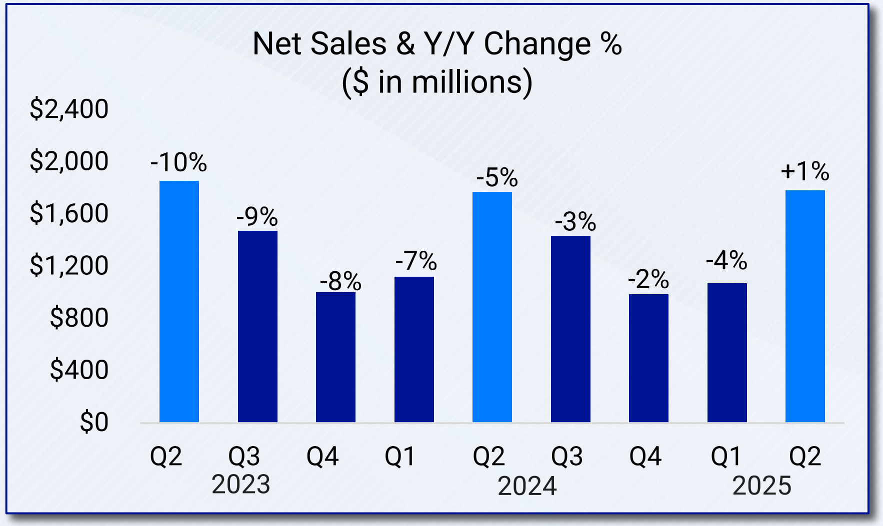
ESTIMATED QUARTERLY IMPACTS

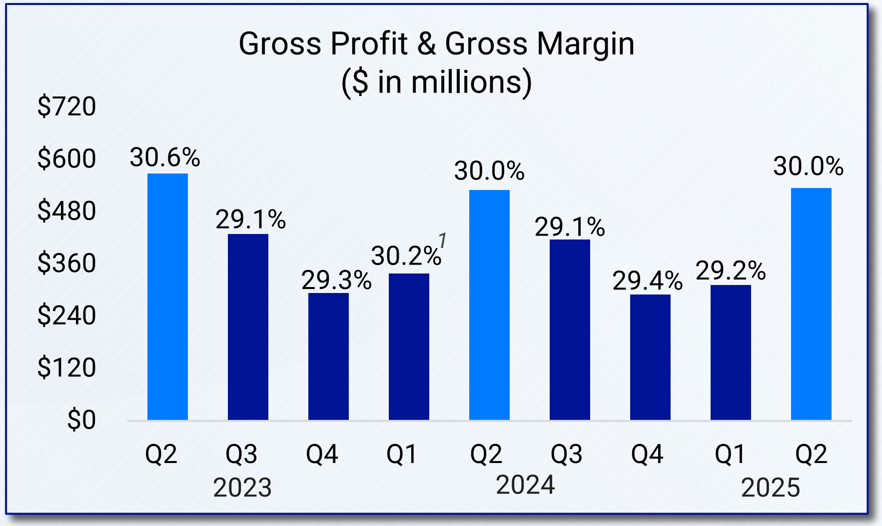


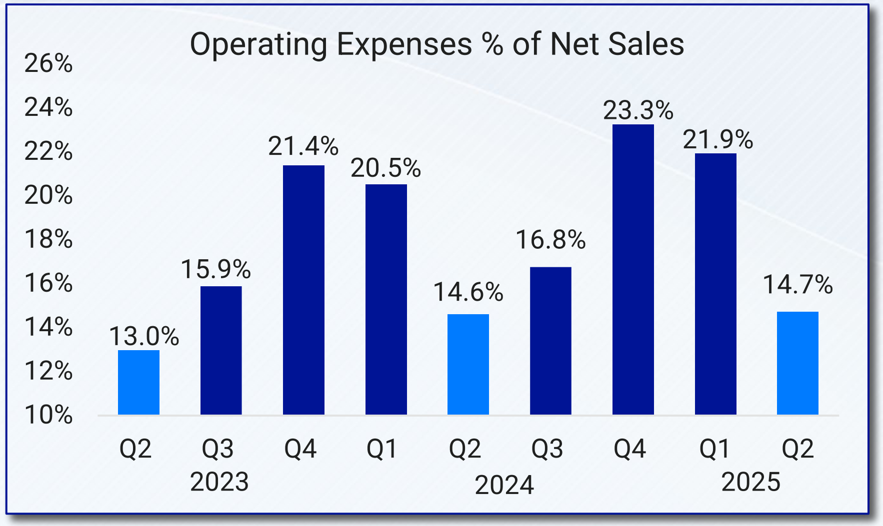


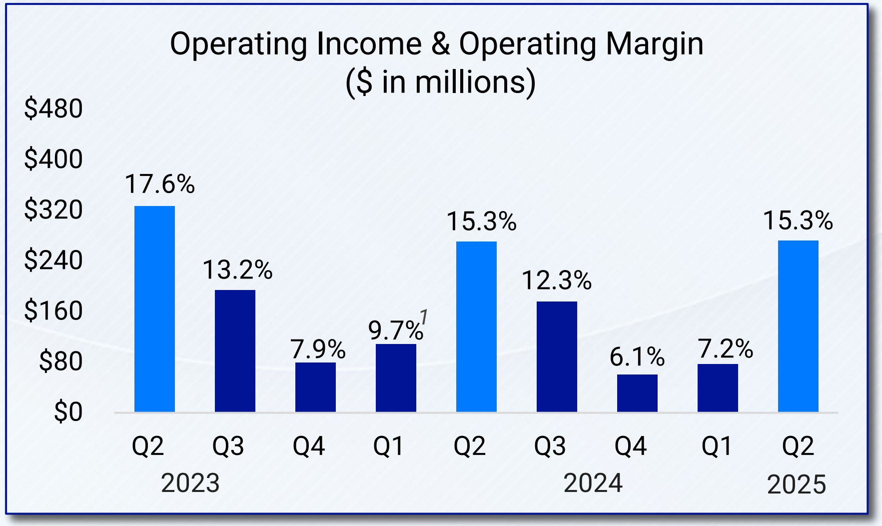
Maintenance volume growth and price mitigated continued discretionary pressures on new construction and remodel activity; value proposition supported customer and product mix impacts on gross margin

QUARTERLY FINANCIAL TRENDS









[1] *Includes 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 June 30, 2025

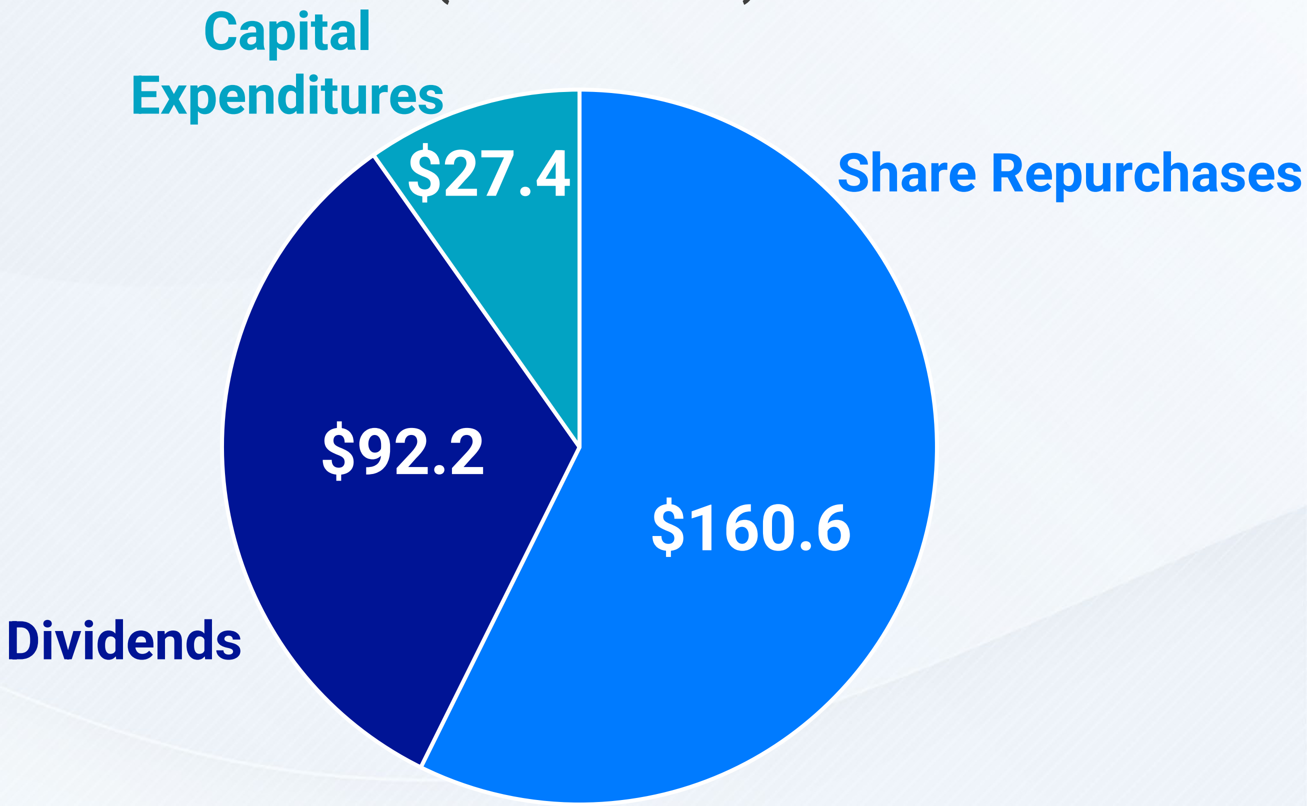
Cash Flow from Operating Activities
($2M)
Includes a $69M income tax payment deferred from 2024 and paid in 2025

Inventory
$35M increase vs. Q2 2024
+3% vs Q2 2024
To support our customers' in-season product needs

Debt
$113M increase with interest expense $1.8M lower in Q2 2025 vs Q2 2024

1.47x
Debt/EBITDA
vs 1.42x Q2 2024

2025 Capital Allocation ($ in millions)



Returning $253M to our shareholders, including a $76M YOY increase in share repurchases

2025 GUIDANCE

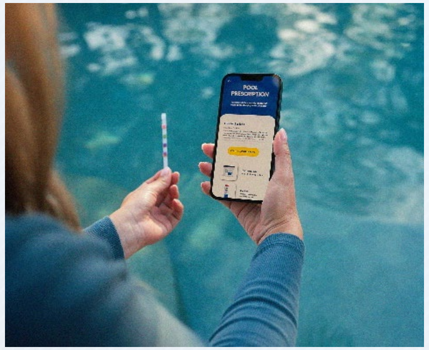
2025 Earnings Driver	Expected Range
Net sales	Flattish
Inflation/pricing	Approximately +2% *including +1% from tariffs beginning in Q2*
Maintenance from installed base	Slight growth
New construction units	Flat to slightly down
Renovation and remodel activity	Flat to slightly down
Gross margin	In line with PY
Interest Expense[1]	$45M to $47M
Annual Tax Rate (excluding ASU)[2]	Approximately 25.0%
Weighted Average Share Outstanding	37.6M
GAAP diluted earnings per share	$10.80 to $11.30

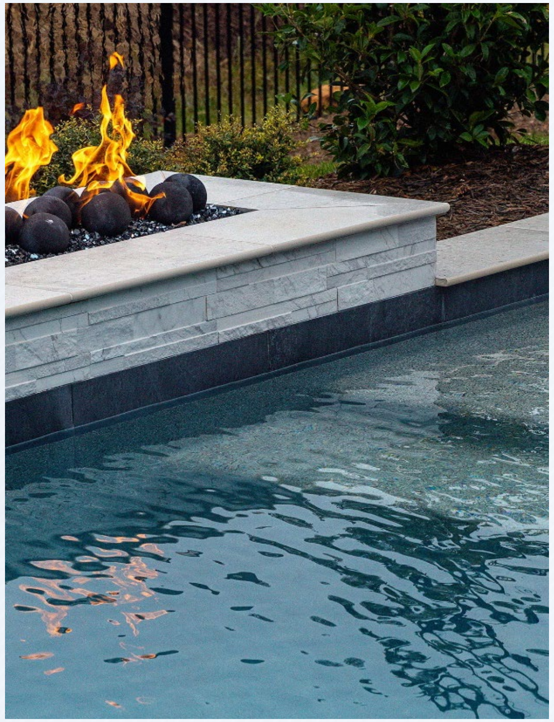
Note: Based on company estimates; references to expected trends and comparisons are versus full year 2024

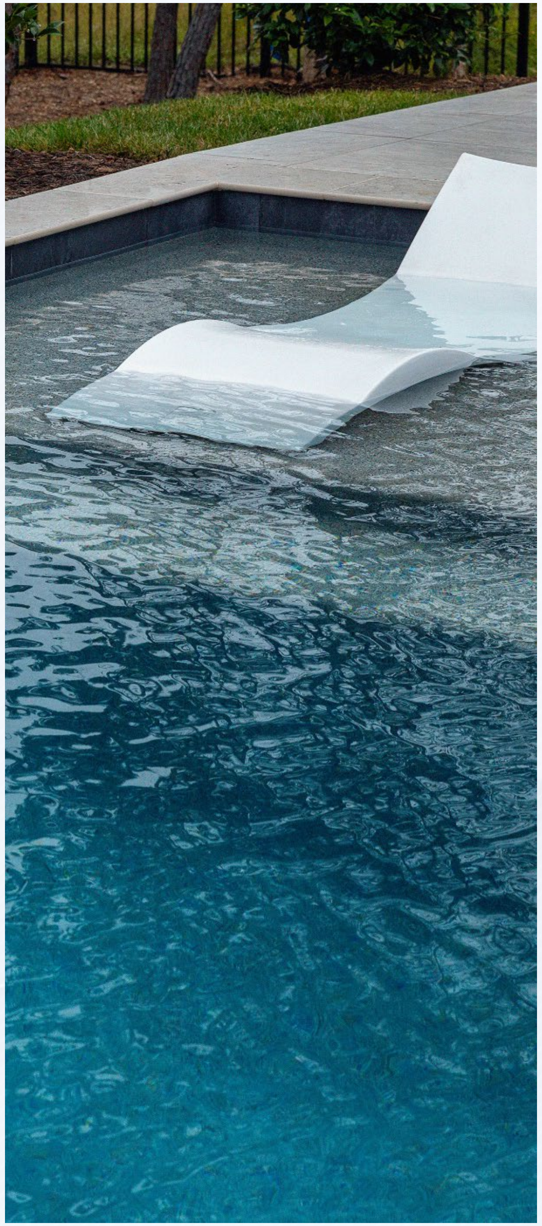
[1] Updated for borrowings on share repurchases completed year to date

[2] Tax rate (excluding ASU) is estimated to be slightly lower than 25.0% in Q3 2025

Appendix


POOL PRESCRIPTION



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APPENDIX

Reconciliations of non-GAAP financial measures

2025 Earnings Guidance Range

	Floor	Ceiling
Diluted EPS	$10.80	$11.30
Less: ASU 2016-09 tax benefit	0.10	0.10
Adjusted Diluted EPS	$10.70	$11.20

Reconciliation of Net Income to Adjusted EBITDA	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net income *($ in thousands)*	$ 194,258	$ 192,439	$ 247,803	$ 271,324
Adjustments to increase (decrease) net income:				
Interest expense and other non-operating expenses(1)	12,803	13,996	24,009	27,254
Provision for income taxes	66,180	65,058	79,064	81,531
Share-based compensation	6,895	5,016	12,950	10,344
Equity in earnings of unconsolidated investments, net	13	(60)	(41)	(117)
Depreciation	9,964	8,931	19,804	17,591
Amortization (2)	1,963	1,958	3,925	3,891
Adjusted EBITDA	$ 292,076	$ 287,338	$ 387,514	$ 411,818

(1) Shown net of losses (gains) on foreign currency transactions of $(584) and $48 for the three months ended and $(628) and $209 for the six months ended June 30, 2025, and June 30, 2024, respectively.

(2) Excludes amortization of deferred financing costs of $202 and $155 for the three months ended and $387 and $310 for the six months ended June 30, 2025, and June 30, 2024, respectively. This non-cash expense is included in Interest and other non-operating expenses, net on the Consolidated Statements of Income.