POOLCORP®

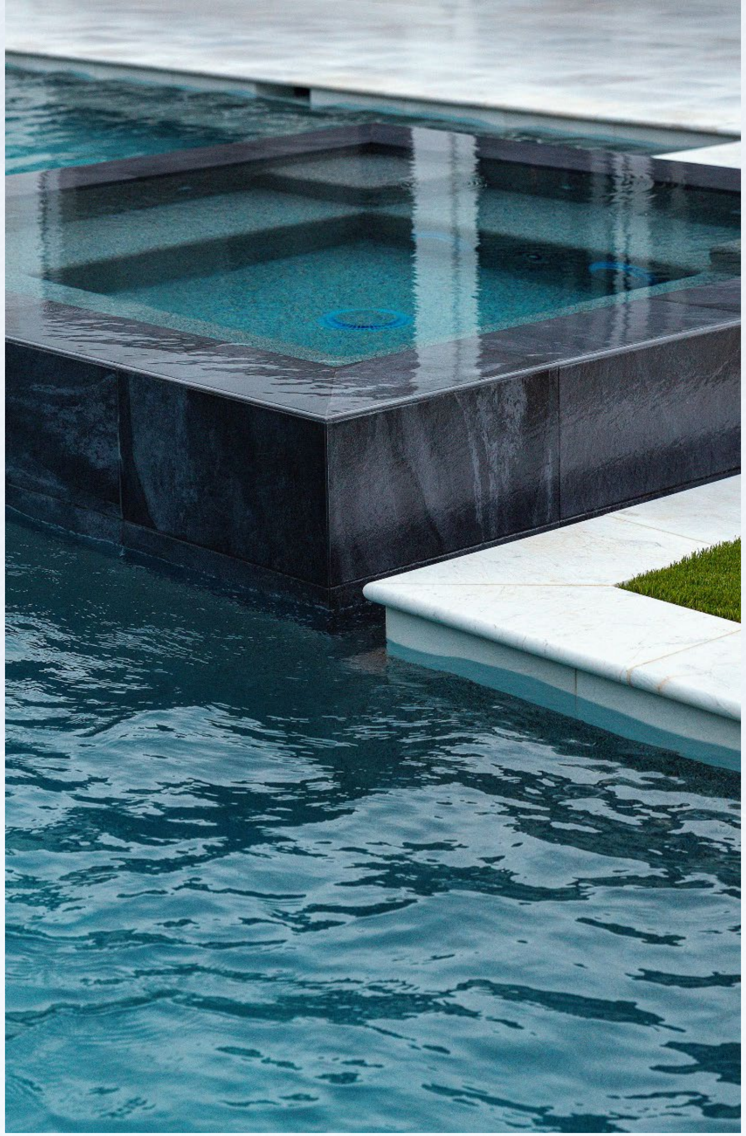
FIRST QUARTER 2025 EARNINGS PRESENTATION

APRIL 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.



Q1 2025

Results at a glance (QTD, $ in millions)

Net Sales

$1,071.5

- -4% vs Q1 2024
- -2% impact from one less selling day than Q1 2024

Gross Profit

$312.4

-8% vs Q1 2024[1]

Gross Margin

29.2%

-100 bps vs Q1 2024[1]

Operating Income

$77.5

-29% vs Q1 2024[1]

Operating Margin

7.2%

-250 bps vs Q1 2024[1]

Diluted EPS (GAAP)

$1.42

-30% vs Q1 2024[1]

Diluted EPS (ex-ASU)

$1.32

-29% vs Q1 2024[1, 2]

[1] Q1 2024 included a benefit from a $12.6M import tax reduction, which increased gross profit by 4%, gross margin by 110 bps and diluted EPS by $0.24 in that period

[2] Without ASU 2016-09 and import tax impacts, diluted EPS decreased 18%, or $0.29, versus Q1 2024

2025 POOLCORP SALES SUMMARY

QTD Sales Performance

Pool Corp	Q1 2025[1]
Net Sales	-4%[2]

[1]All year-over-year comparisons reflect one less selling day in Q1 2025 versus Q1 2024
[2]Down 2% on same-selling day basis, in line with improved year-over-year sequential trends noted in the back half of 2024

Sales by State	Q1 2025[1]
FL	-1%
CA	Flat
TX	-11%
AZ	+2%

Horizon	Q1 2025[1]
Net Sales	-4%

Europe	Q1 2025[1]
Net Sales	-6%

Execution on strategic growth initiatives supported top-line with our ability to expand capture of maintenance-related product demand in a pressured discretionary spending environment

2025 POOLCORP SALES SUMMARY

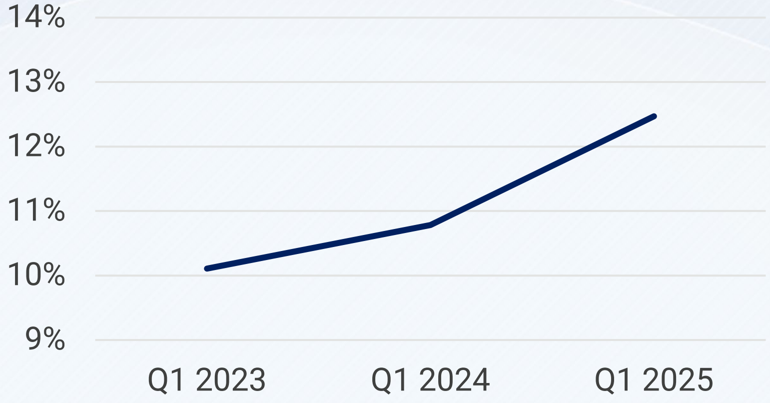
Blue Products & End Markets – QTD Results

Product	Q1 2025[3]
Chemicals	Flat
Building Materials	-5%
Equipment	-4%

End Market	Q1 2025[3]
Commercial	+7%
Retail	-1%
Pinch A Penny[2]	Flat

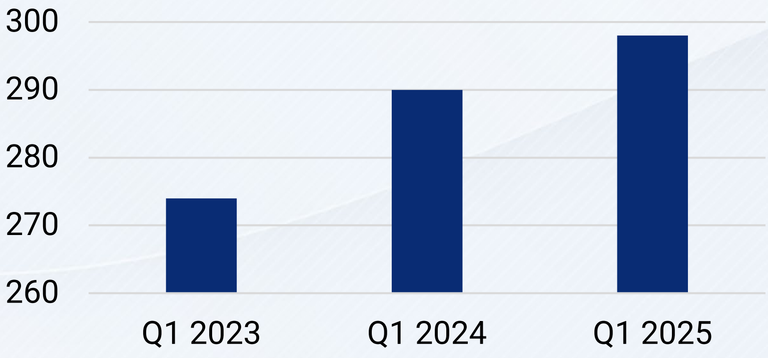
POOL360 & Network Expansion

Pool360 Sales % of Total Sales



Total Sales Centers

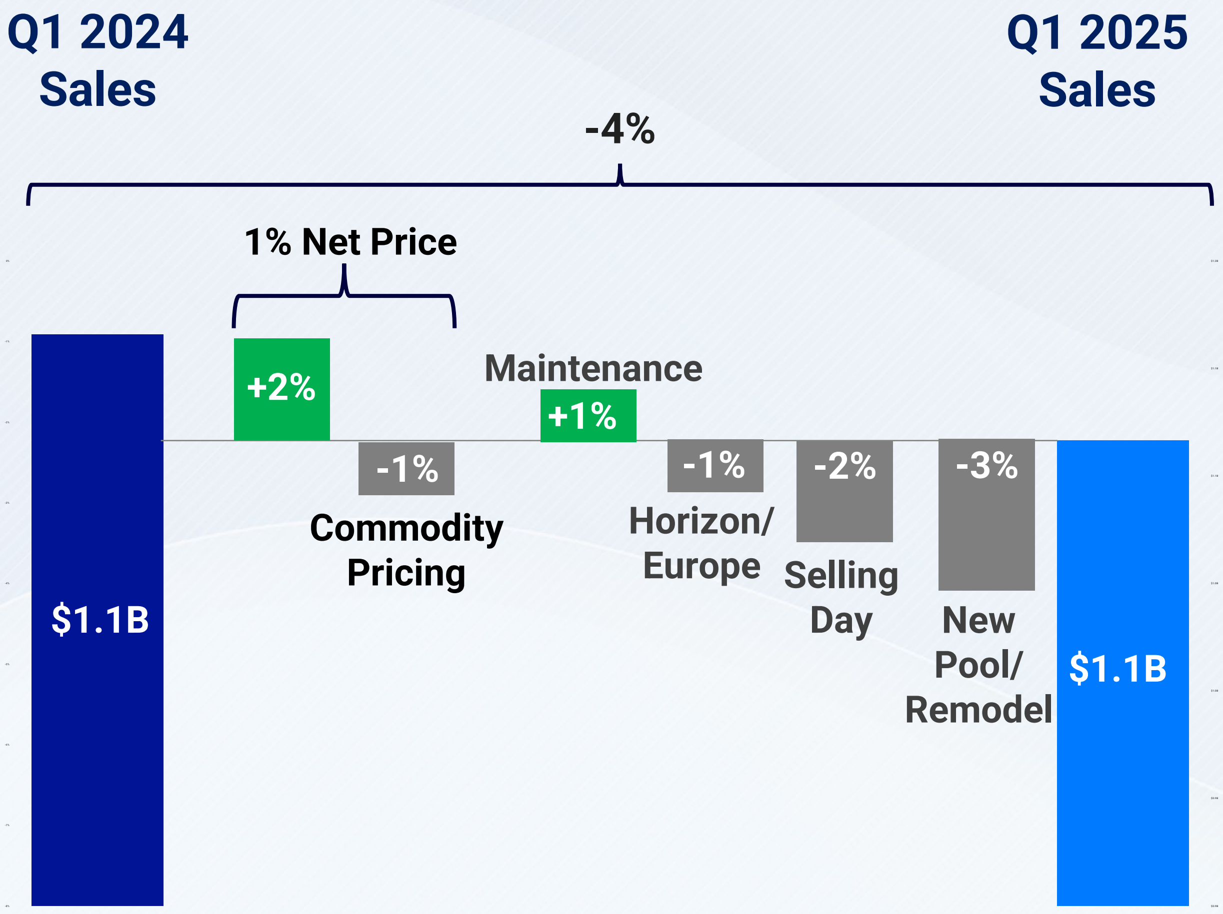
Pinch A Penny Total Franchisees[1]

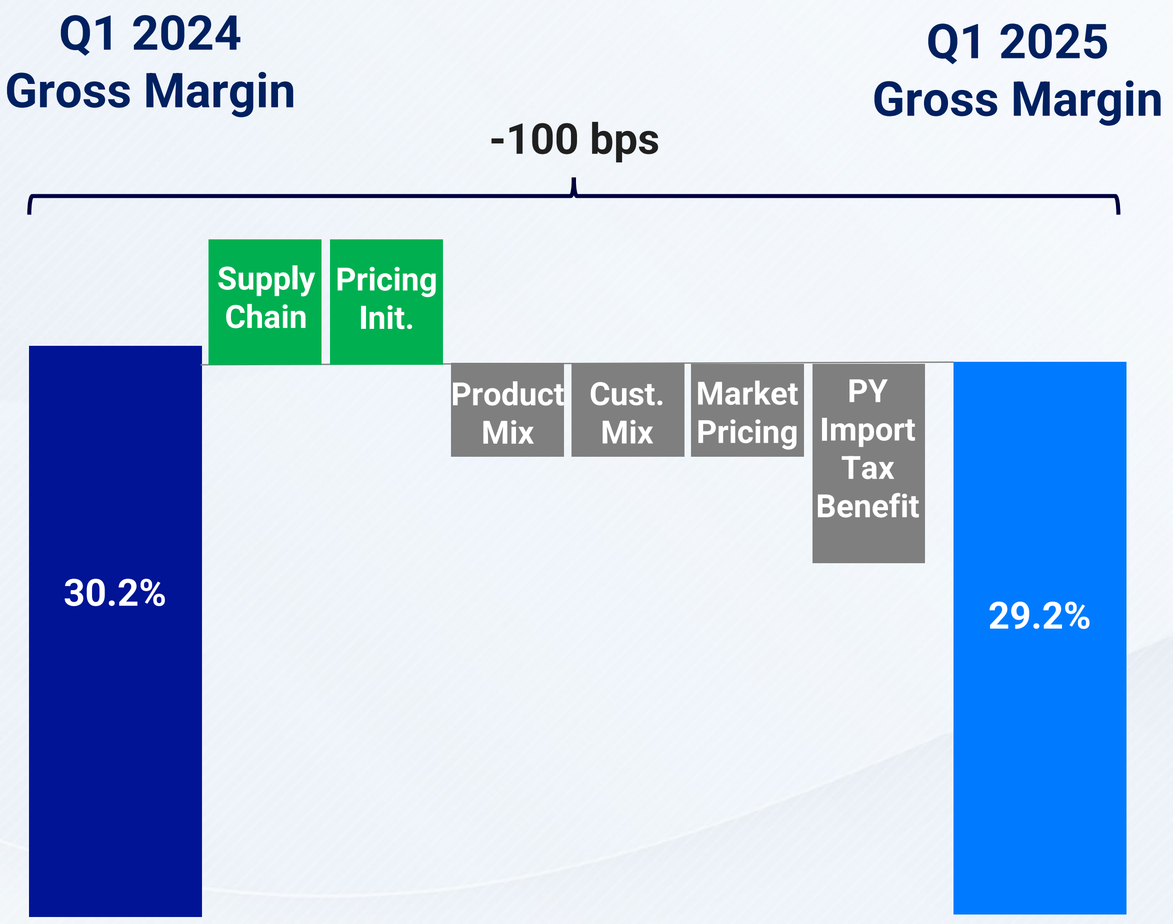


Organic growth investments created positive contributions to overall sales through increased POOL360 adoption, distribution network expansion and new franchise openings, notably in the attractive Arizona DIY market

[1] Independently-owned Pinch A Penny locations *[3] All year-over-year comparisons reflect one less selling day in Q1 2025 versus Q1 2024*
[2] Pinch A Penny franchisee end user sales

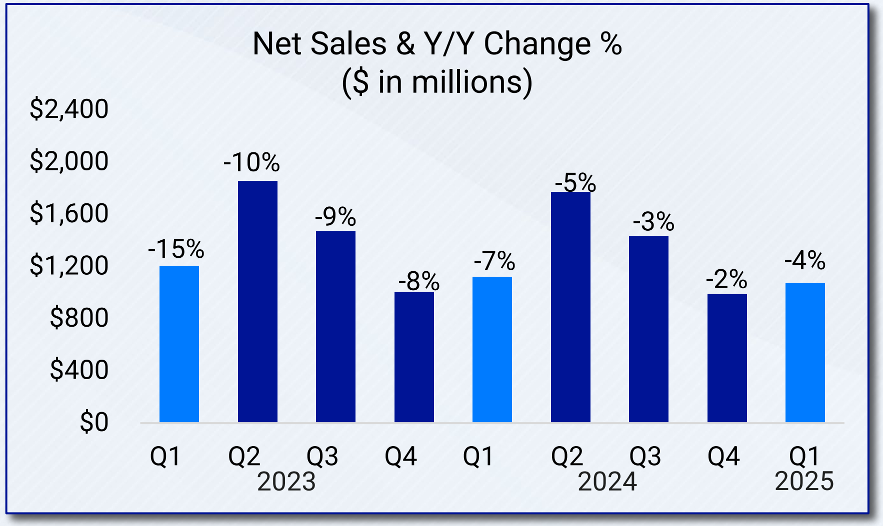
ESTIMATED QUARTERLY IMPACTS

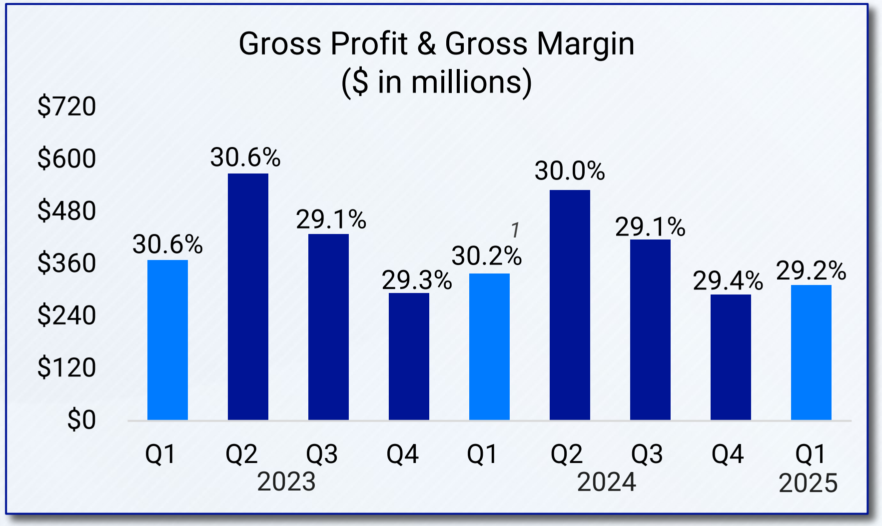


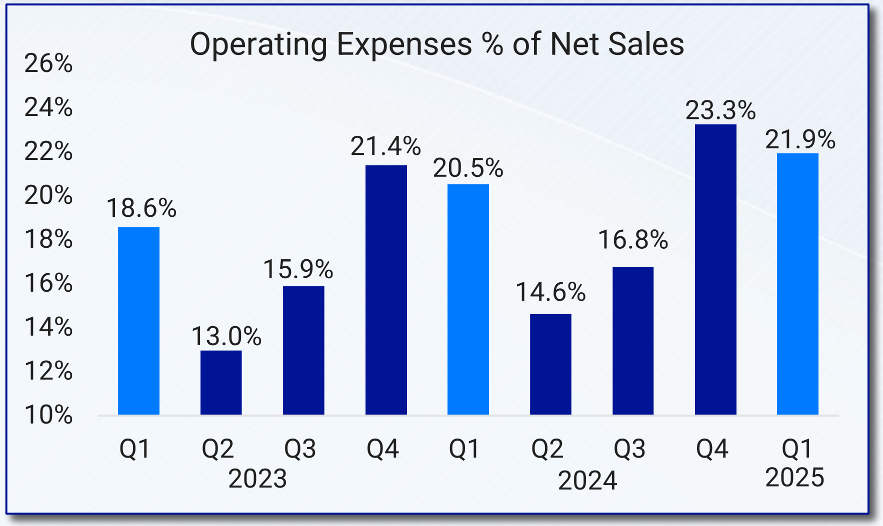


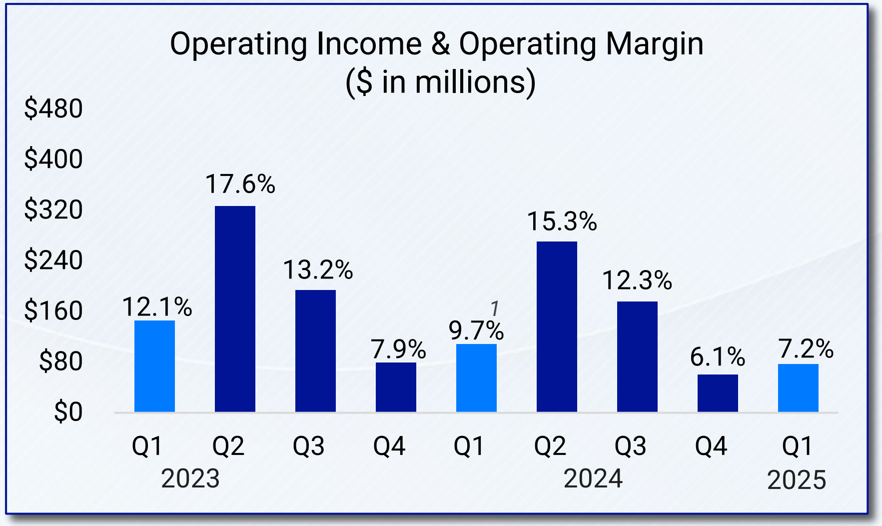
Stability from maintenance volume growth and overall price realization mitigated impacts from moderating levels of new construction and discretionary remodel activity

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 March 31, 2025

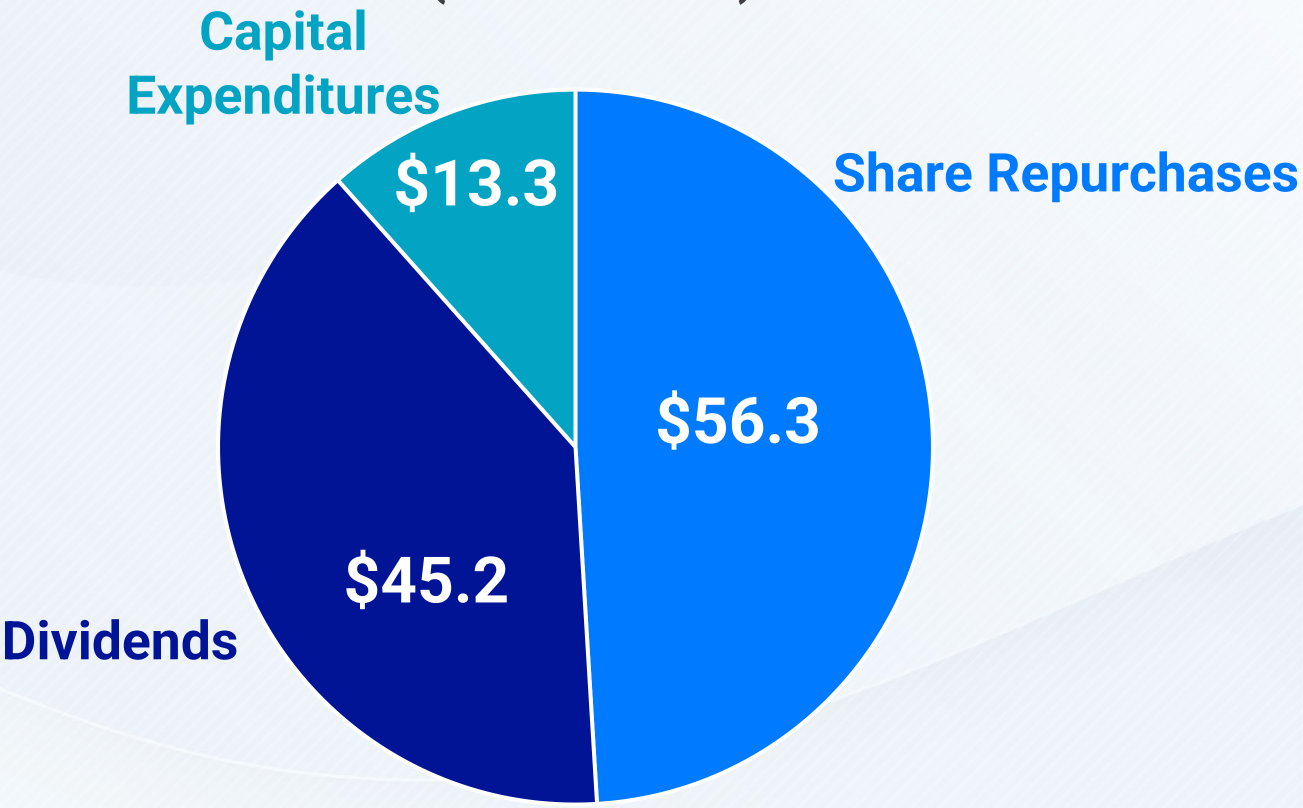
Cash Flow from Operating Activities
$27M
Includes $68.5M in federal income tax payments deferred from 2024

Inventory
$36M decrease vs. Q1 2024
-2% vs Q1 2024

Debt
$46M increase with interest expense $2M lower in Q1 2025 vs Q1 2024

1.47x
Debt/EBITDA
vs 1.36x Q1 2024

2025 Capital Allocation ($ in millions)



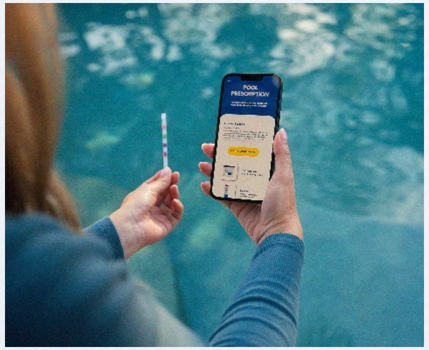
Returning $102 million to our shareholders in Q1 2025 while maintaining an exceptional leverage ratio

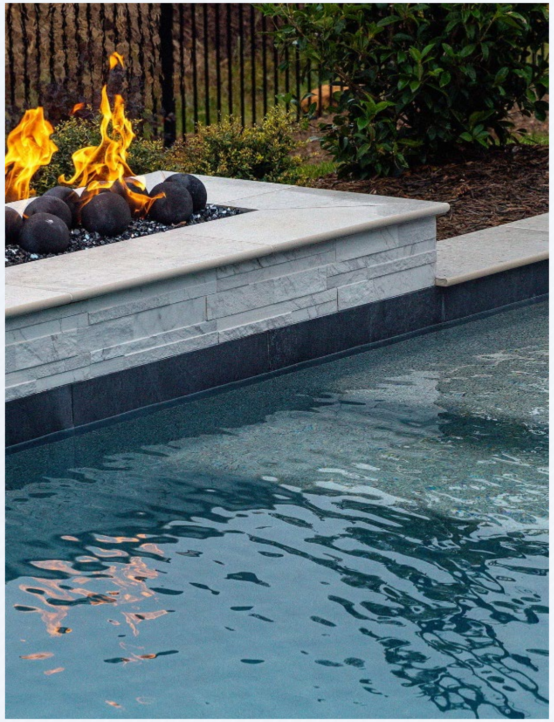
2025 GUIDANCE

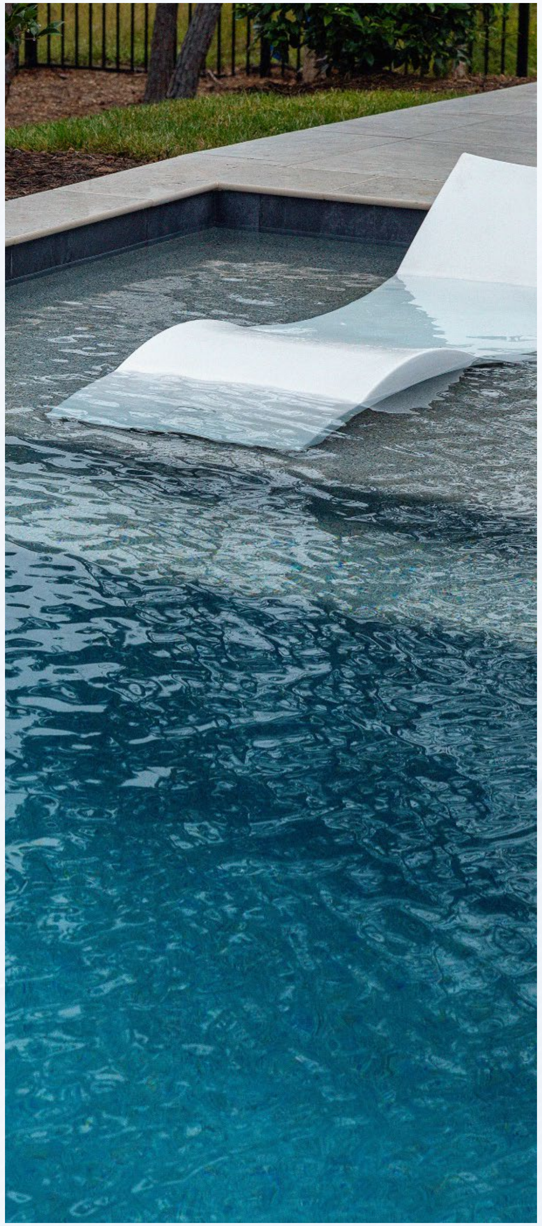
2025 Earnings Driver	Expected Range
Net sales	Flat to slightly up
Inflation/pricing	Approximately +2% *including +1% from tariffs beginning in Q2*
Maintenance from installed base	Slight growth
New construction units	Flattish
Renovation and remodel activity	Flattish
Gross margin	In line with PY
GAAP diluted earnings per share	\$11.10 to \$11.60

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

Appendix


POOL PRESCRIPTION



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APPENDIX
Reconciliation of non-GAAP financial measures

Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS	**Three Months Ended March 31,**	
	2025	**2024**
Diluted EPS	$ 1.42	$2.04
Less: ASU 2016-09 tax benefit	0.10	0.19
Adjusted Diluted EPS	$ 1.32	$ 1.85

2025 Earnings Guidance Range	**Floor**	**Ceiling**
Diluted EPS	$11.10	$11.60
Less: ASU 2016-09 tax benefit	0.10	0.10
Adjusted Diluted EPS	$11.00	$11.50

APPENDIX
Reconciliations of non-GAAP financial measures

Reconciliation of Net Income to Adjusted EBITDA	Three Months Ended March 31, 2025	Three Months Ended March 31, 2024
Net income *($ in thousands)*	$ 53,545	$ 78,885
Adjustments to increase (decrease) net income:		
Interest expense and other non-operating expenses[1]	11,208	13,258
Provision for income taxes	12,883	16,473
Share-based compensation	6,055	5,328
Equity in earnings of unconsolidated investments, net	(54)	(57)
Depreciation	9,840	8,661
Amortization [2]	1,962	1,933
Adjusted EBITDA	$ 95,439	$ 124,481

(1) Shown net of losses (gains) on foreign currency transactions of $(44) and $161 for the three months ended March 31, 2025 and March 31, 2024, respectively.

(2) Excludes amortization of deferred financing costs of $185 and $155 for the three months ended March 31, 2025 and March 31, 2024, respectively. This non-cash expense is included in Interest and other non-operating expenses, net on the Consolidated Statements of Income.