



THE INDUSTRIAL DISTRIBUTION EXPERTS

Presented by:

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NASDAQ: DXPE

Results for Q1 Fiscal 2026

Earnings Announcement: May 7, 2026

(Quarter Ending March 31, 2026)

FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the U.S. federal securities laws that involve risks and uncertainties. Certain statements contained in this report are not purely historical, including statements regarding our expectations, beliefs, intentions or strategies regarding the future that are forward-looking. These statements include statements concerning projected revenues, expenses, gross profit, income, gross margins or other financial items.

All forward-looking statements speak only as of the date of this presentation. You should not place undue reliance on these forward-looking statements. Although we believe our plans, intentions and expectations reflected in or suggested by the forward-looking statements we make in this presentation are reasonable, we may be unable to achieve these plans, intentions or expectations. These cautionary statements qualify all forward-looking statements attributable to us or persons acting on our behalf. Risks and uncertainties that could cause actual results to differ from those in the forward-looking statements are described in “Risk Factors” and “Forward-Looking Statements” in our Quarterly Reports on Form 10-Q and in our Annual Report on Form 10-K as filed with the Securities and Exchange Commission.

Statement Regarding use of Non-GAAP Measures:

The Non-GAAP financial measures contained in this presentation (including, without limitation, EBITDA, Adjusted EBITDA, Free Cash Flow, Return on Invested Capital (ROIC) and variations thereof are not measures of financial performance calculated in accordance with GAAP and should not be considered as alternatives to net income (loss) or any other performance measure derived in accordance with GAAP or as alternatives to cash flows from operating activities as a measure of our liquidity. They should be viewed in addition to, and not as a substitute for, analysis of our results reported in accordance with GAAP, or as alternative measures of liquidity. Management believes that certain non-GAAP financial measures provide a view to measures similar to those used in evaluating our compliance with certain financial covenants under our credit facilities and provide financial statement users meaningful comparisons between current and prior year period results. They are also used as a metric to determine certain components of performance-based compensation. The adjustments and Adjusted EBITDA are based on currently available information and certain adjustments that we believe are reasonable and are presented as an aid in understanding our operating results. They are not necessarily indicative of future results of operations that may be obtained by the Company.



Q1 2026 KEY TAKEAWAYS

- **Sales increased 9.5 percent to \$521.7 million compared to \$476.6 million for the first quarter of 2025.**
 - Organic sales grew 8.0 percent year over year
 - Acquisition sales contributed \$40.7 million in sales
 - Sales per business day of \$8.3 million
- **Earnings per diluted share for the first quarter was \$1.22 based upon 16.4 million diluted shares, compared to \$1.25 earnings per diluted share in the first quarter of 2025, based on 16.5 million diluted shares.**
- **Adjusted EBITDA for the first quarter was \$57.8 million compared to \$52.5 million for the first quarter of 2025.**
 - Adjusted EBITDA as a percentage of sales, or Adjusted EBITDA margin, was 11.1 percent and 11.0 percent, respectively
- **Cash flow from operating activities for the first quarter was \$29.6 million, compared to \$3.0 million for the first quarter of 2025.**
- **Free Cash Flow (cash flow from operating activities less capital expenditures) for the first quarter was \$26.3 million, compared to \$(16.9) million for the first quarter of 2025.**
- **Closed three acquisitions during the first quarter.**



Q1 2026 INCOME STATEMENT HIGHLIGHTS

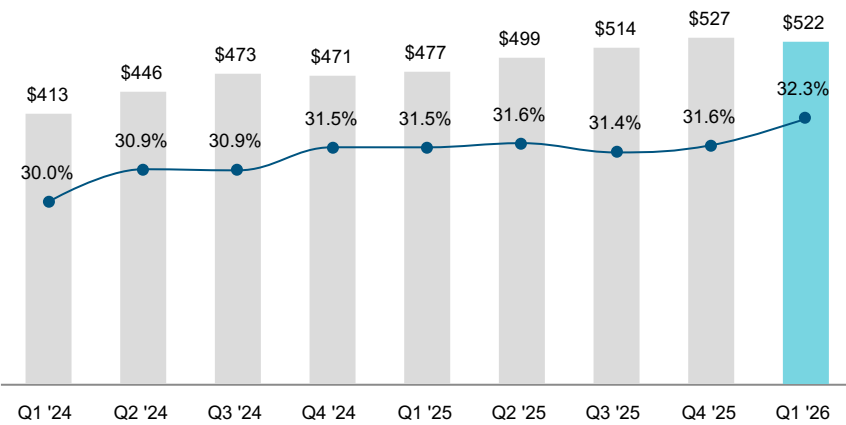
(in thousands, except percentages and per share data)

	QTD 03/31/25	QTD 12/31/25	QTD 03/31/26
Sales	\$ 476,569	\$ 527,390	\$ 521,658
<i>% growth y/y</i>	15.5 %	12.0 %	9.5 %
<i>% growth seq</i>	1.2 %	2.7 %	(1.1)%
Gross Profit	\$ 150,265	\$ 166,591	\$ 168,606
<i>% margin</i>	31.5 %	31.6 %	32.3 %
Operating Income	\$ 40,515	\$ 46,671	\$ 42,474
<i>% margin</i>	8.5 %	8.8 %	8.1 %
Net Income	\$ 20,589	\$ 22,845	\$ 19,978
<i>% margin</i>	4.3 %	4.3 %	3.8 %
Adj. EBITDA	\$ 52,519	\$ 58,969	\$ 57,812
<i>% margin</i>	11.0 %	11.2 %	11.1 %
Net cash provided by Operating Activities	\$ 2,973	\$ 37,759	\$ 29,569
Free Cash Flow	\$ (16,941)	\$ 34,473	\$ 26,275
Diluted EPS	\$ 1.25	\$ 1.39	\$ 1.22
Diluted Shares	16,538	16,435	16,371
Adj. Diluted EPS	\$ 1.26	\$ 1.39	\$ 1.26
Sales Per Business Day	\$ 7,565	\$ 8,506	\$ 8,280

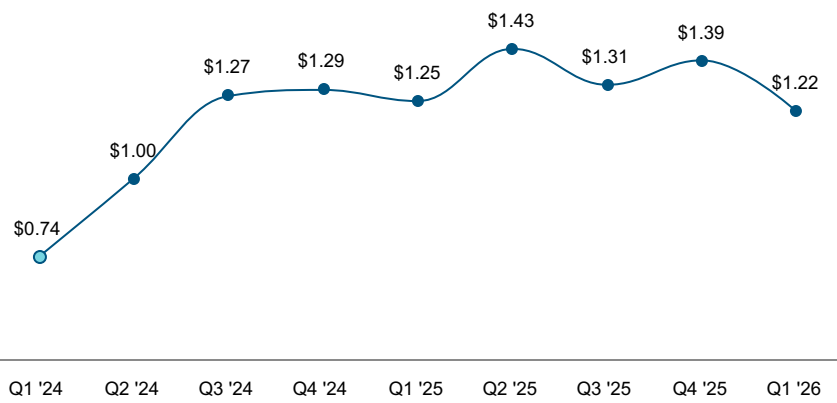
QUARTERLY FINANCIAL HIGHLIGHTS

(in millions, except percentages and per share data)

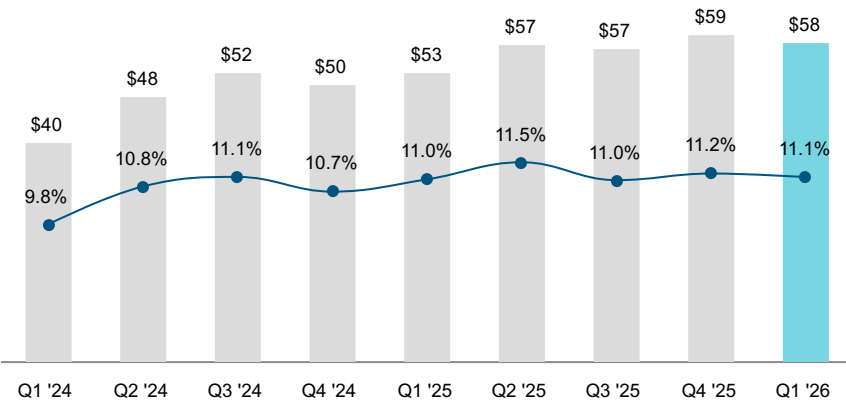
SALES AND GROSS MARGIN



DILUTED EARNINGS PER SHARE*

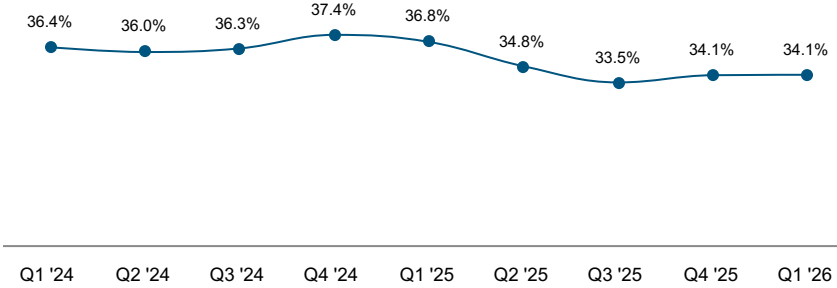


ADJ. EBITDA AND ADJ. EBITDA MARGIN



RETURN ON INVESTED CAPITAL (ROIC%)

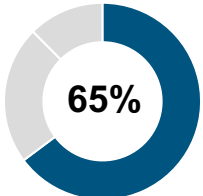
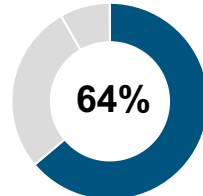
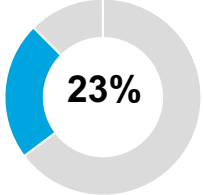
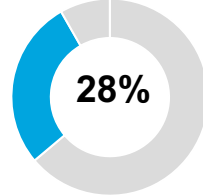
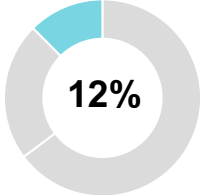
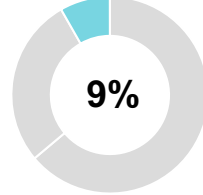
Return on invested capital is defined as tax-effected LTM EBITDA / average total net operating assets.



*For March 2024, diluted earnings per share (EPS) was adjusted to exclude one-time acquisition integration costs and other unique non-cash charges, resulting in an actual diluted EPS of \$0.67 for Q1 2024.

QUARTERLY OPERATING PERFORMANCE BY SEGMENT

(in millions, except percentages)*

	<u>SALES</u>	<u>SALES MIX</u>	<u>OPERATING PROFIT (OP)</u>	<u>OP CONTRIBUTION</u>	<u>OPERATING MARGIN</u>
DXP SERVICE CENTERS	\$338.0	 65%	\$49.7	 64%	14.7%
DXP INNOVATIVE PUMPING SOLUTIONS®	\$118.7	 23%	\$21.7	 28%	18.3%
DXP SUPPLY CHAIN SERVICES	\$65.0	 12%	\$6.4	 9%	9.8%
SEGMENT TOTAL	\$521.7		\$77.8		14.9%
CORPORATE (expenses & amortization of intangibles)	\$—		\$(35.3)		
TOTAL	\$521.7		\$42.5		8.1%

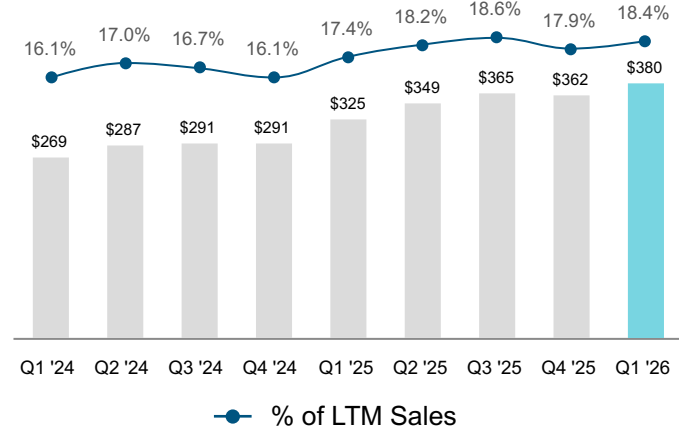
*Amounts may not foot/reconcile due to rounding

QUARTERLY CASH FLOW AND WORKING CAPITAL

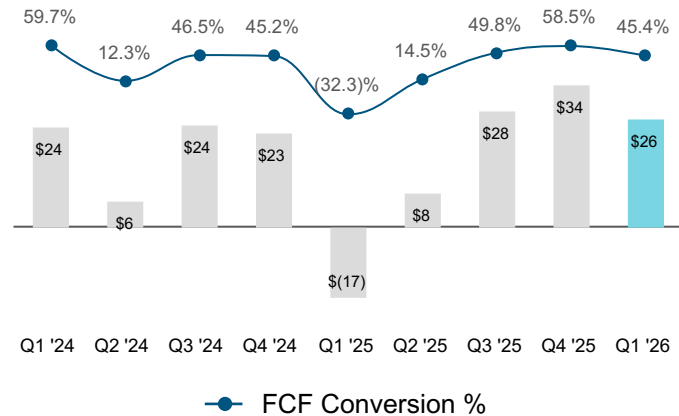
(in thousands, except percentages)

	QTD 3/31/2025	QTD 12/31/2025	QTD 3/31/2026
Net Income	\$ 20,589	\$ 22,845	\$ 19,978
Depreciation and Amortization	9,134	10,306	12,051
Change in Net Working Capital	(25,411)	1,652	(7,170)
Other Operating Cash Flows, Net	(1,339)	2,956	4,710
Net Cash provided by Operating Activities	\$ 2,973	\$ 37,759	\$ 29,569
Purchase of Property & Equipment	(19,914)	(3,286)	(3,294)
Free Cash Flow	\$ (16,941)	\$ 34,473	\$ 26,275
Other Investing Cash Flows, Net	(10,151)	(37,227)	(102,693)
Net Cash used in Investing Activities	\$ (30,065)	\$ (40,513)	\$ (105,987)
Net Cash (used in) provided by Financing Activities	\$ (7,083)	\$ 182,062	\$ (13,116)
Effect of foreign currency on cash	\$ 47	\$ 646	\$ (868)
Net change in cash and restricted cash	\$ (34,128)	\$ 179,954	\$ (90,402)
Cash and restricted cash at beginning of the period	\$ 148,411	\$ 123,829	\$ 303,783
Cash and restricted cash at end of the period	\$ 114,283	\$ 303,783	\$ 213,381
Supplemental Information			
Purchase of businesses, net	\$ 12,850	\$ 37,227	\$ 102,702
Cash paid for interest	\$ 13,695	\$ 13,473	\$ 14,950
Cash paid for income taxes	\$ 20,334	\$ 1,304	\$ 653
Net Debt	\$ 532,970	\$ 543,002	\$ 631,284

NET WORKING CAPITAL (in millions)⁽¹⁾



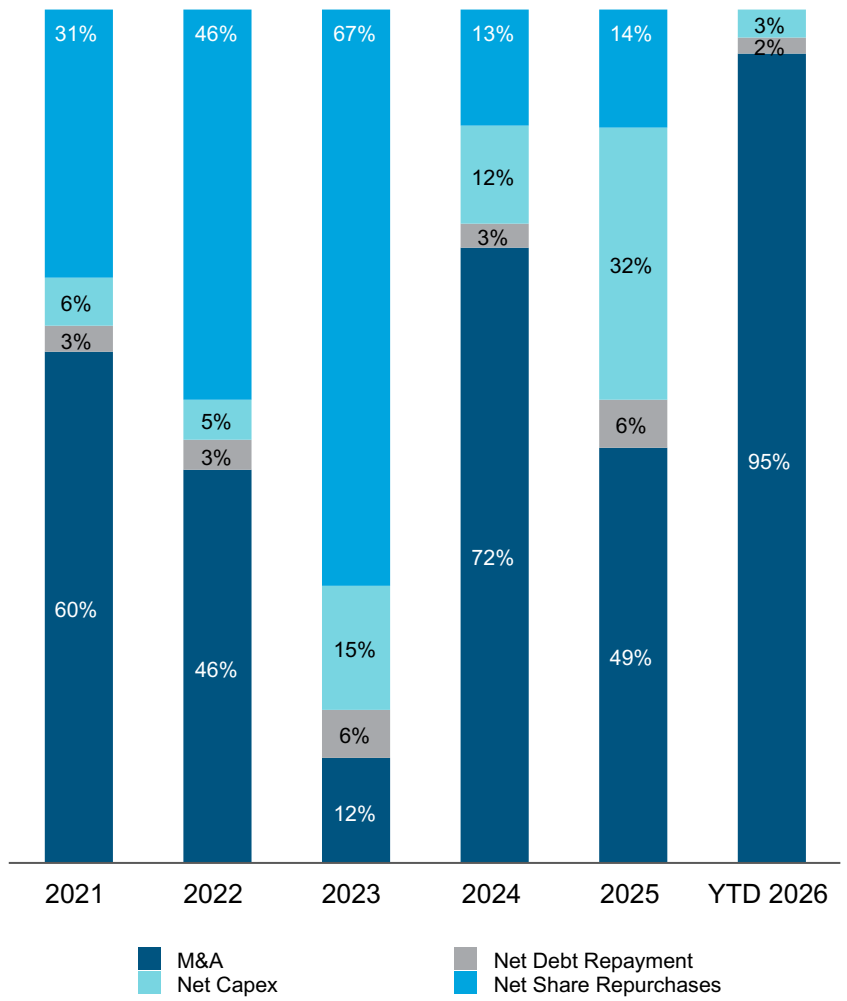
FREE CASH FLOW (in millions)⁽²⁾



Notes:
 (1) Net working capital is calculated as current assets less current liabilities excluding cash and restricted cash, short term debt obligations, and short term operating leases.
 (2) Free cash flow conversion percentage is calculated as free cash flow over adjusted EBITDA.

DISCIPLINED CAPITAL ALLOCATION PRIORITIES

2021 - 2026 Capital Allocation*



Balanced Capital Deployment

- Track record of sustainable and proactive debt management through the cycle
- Net leverage target of $\leq 3.5x$
- Disciplined M&A strategy focused on end market diversification, portfolio enhancement and geographic expansion
- Flexible capital deployment policy with ability to shift capital based on business requirements
- Flexible share repurchase program that allows opportunistic buyback of DXP stock
- ROIC should continue to improve as the company focuses on margins and operating leverage and improving run rate EBITDA

*Amounts may not foot/reconcile due to rounding

APPENDIX

DXP

RECONCILIATION OF OPERATING INCOME

(in thousands)

	Three Months Ended March 31,	
	2026	2025
Operating Income for Reportable Segments	\$ 77,761	\$ 66,015
Adjustments for:		
Amortization of intangibles	7,017	5,355
Corporate expenses	28,270	20,145
Total Operating Income	\$ 42,474	\$ 40,515
Interest Expense	16,443	14,660
Other (Income) expense, net	(594)	(1,318)
Income before Income Taxes	\$ 26,625	\$ 27,173

RECONCILIATION OF NON-GAAP MEASURES

(in thousands, except days)

	Three Months Ended March 31,	
	2026	2025
Service Centers	\$ 337,976	\$ 327,075
Innovative Pumping Solutions	118,660	86,182
Supply Chain Services	65,022	63,312
Total DXP Sales	\$ 521,658	\$ 476,569
Acquisition Sales	\$ 40,745	\$ 31,112
Organic Sales	\$ 480,913	\$ 445,457
Business Days	63	63
Sales per Business Day	\$ 8,280	\$ 7,565
Organic Sales per Business Day	\$ 7,634	\$ 7,071
Net Income	\$ 19,978	\$ 20,589
Interest expense	16,443	14,660
Provision for income taxes	6,647	6,584
Depreciation and Amortization	12,051	9,134
EBITDA	\$ 55,119	\$ 50,967
Plus: stock compensation expense	1,802	1,317
Plus: other non-recurring items	891	235
Adjusted EBITDA	\$ 57,812	\$ 52,519

DEFINITIONS

Organic Sales and Acquisition Sales

We define and calculate organic sales to include locations and acquisitions under our ownership for at least twelve months. "Acquisition Sales" are sales from acquisitions that have been under our ownership for less than twelve months and are excluded in our calculation of Organic Sales.

Business Days

"Business Days" are days of the week, excluding Saturdays, Sundays, and holidays, that our locations are open during the year. Depending on the location and the season, our branches may be open on Saturdays and Sundays; however, for consistency, those days have been excluded from the calculation of Business Days.

Sales per Business Day

We define and calculate Sales per Business Day as sales divided by the number of Business Days in the relevant reporting period.

Organic Sales per Business Days

We define and calculate Organic Sales per Business Day as Organic Sales divided by the number of Business Days in the relevant reporting period.

EBITDA and Adjusted EBITDA

We define and calculate EBITDA as Net income attributable to DXP Enterprises, Inc., plus interest, taxes, depreciation, and amortization. We define and calculate Adjusted EBITDA as Net income attributable to DXP Enterprises, Inc., plus interest, taxes, depreciation, and amortization plus stock-based compensation expense, and all other non-cash charges, adjustments, and non-recurring items. We identify the impact of all other non-cash charges, adjustments and non-recurring items because we believe these items do not directly reflect our underlying operations.

EBITDA Margin and Adjusted EBITDA Margin

We define and calculate EBITDA Margin as EBITDA divided by sales. We define and calculate Adjusted EBITDA Margin as Adjusted EBITDA divided by sales.

Free Cash Flow

We define and calculate free cash flow as net cash (used in) provided by operating activities less purchases of property and equipment.