



**POOLCORP**<sup>®</sup>

NASDAQ: POOL

# 2026 Investor Presentation

# 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.

# Powering the Industry Through Scale, Partnerships & Performance

**\$5.3B**

2025 Net Sales

**8%**

Net Sales 10-Year CAGR<sup>1</sup>

**~65%**

Revenue from  
Maintenance Spending

**1.5x – 2.0x**

Target Debt  
Leverage Ratio

**\$1.5B**

Cash Returned to Shareholders  
2023-2025<sup>2</sup>

**\$580M**

2025 Operating Income

**14%**

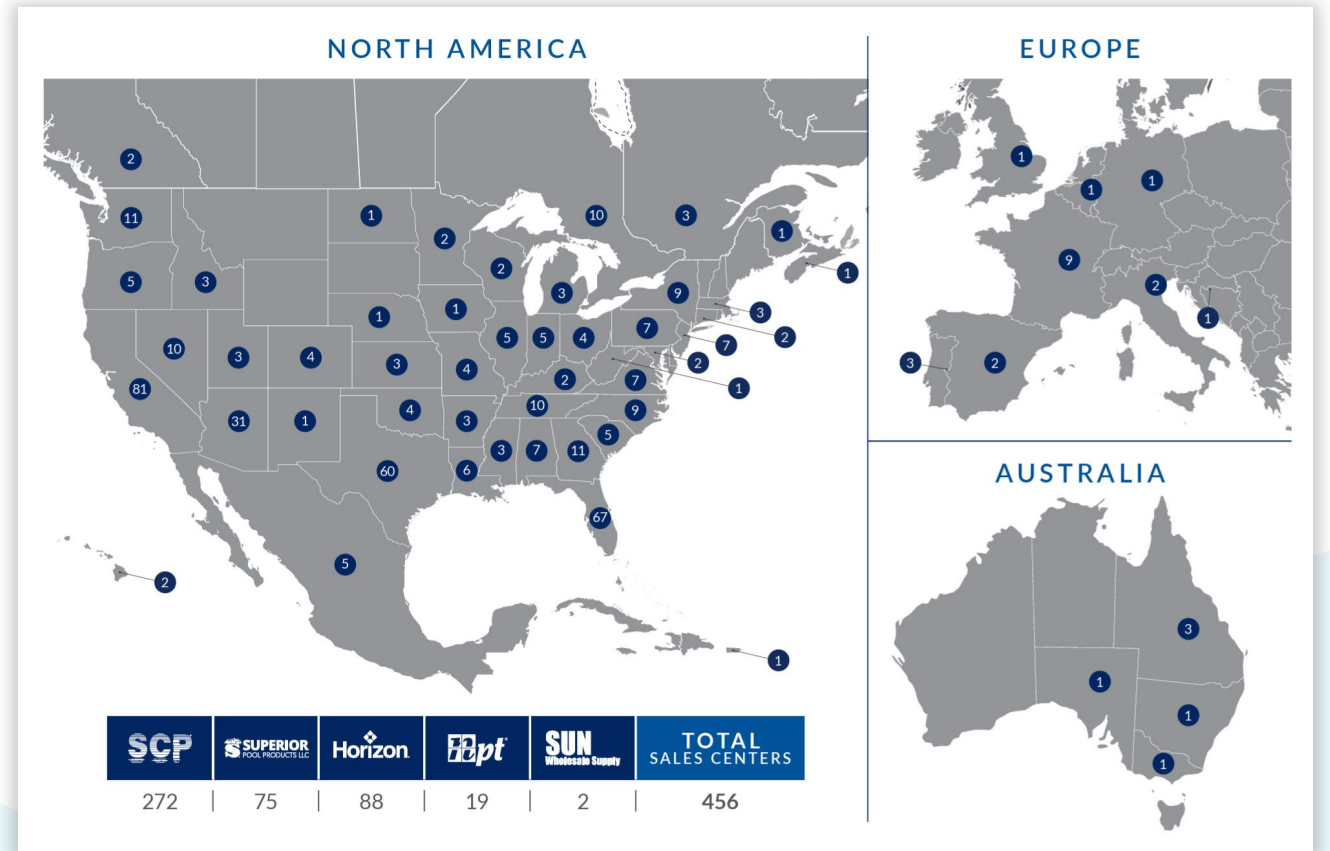
Diluted EPS 10-Year CAGR<sup>1</sup>

**11%**

2025 Operating Margin

**100%**

Target Operating Cash Flow  
Conversion



**Leading global distributor of outdoor lifestyle products with scale, unmatched expertise, unrivaled service and the industry's broadest product offering**

# CEO Initial Observations: POOLCORP Strengths

- 1 Unmatched scale and high-efficiency distribution network
- 2 Strong supplier relationships with broadest and most diverse product offerings
- 3 Best-in-class customer experience with value-added services
- 4 Sizeable digital ecosystem including integrated B2B e-commerce
- 5 Strong financial position with significant investable capital and high operating leverage



# CEO Initial Observations: POOLCORP Opportunities

## Fundamental strategy is unchanged

- Be the best worldwide distributor of outdoor lifestyle products
- Grow share with our customers
- Build density in our network
- Leverage scale to expand margins

## Opportunities

- Accelerate operational performance
  - Increase sales center-level contributions
  - Further deploy technology and data capabilities
  - Embed consistent service standards across all 450+ locations
- Enable faster, more agile decision making
- Generate stronger returns from established market positions
- Build on private-label and digital strategies

**Reinforcing our market leadership position through focused execution**

# Prioritizing High-Impact Actions and Investments

## Sales Excellence

- Elevate business development team results
- Enhance talent management, training, and development

## Pricing and Supply Chain Discipline

- Pricing optimization roadmap
- Execute chemicals playbook
- Sharpen private-label profitability contributions

## Operational Execution

- Drive sales center productivity
- Streamline freight costs
- Reinforce cost discipline
- Ramp up productivity in recently opened greenfield locations

## Programmatic M&A

- Selective approach with clear operational and financial fit

Executing on four strategic priorities to unlock profitability, extend competitive advantage and deliver sustainable shareholder value

# Current Trends and Performance

Maintenance business remains resilient



Proven business model continues to support price realization



Building materials sales delivering three consecutive quarters of growth, driven by contributions from our National Pool Trends showrooms and new product introductions



FY26 earnings guidance of **\$10.87 to \$11.17** per diluted share <sup>(1)</sup> remains unchanged



## **BUILDING UPON OUR STRENGTHS** to extend our **LEADERSHIP POSITION**

While macroeconomic headwinds persist, our fundamentals remain intact and **our momentum is building**. We are on track and best positioned in the industry to exit this downcycle bigger, stronger and with greater competitive advantage than when we entered it.