**Pool Corporation**  
(POOL - NASDAQ)

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813.288.8503

Recent Price  
$198.35

Fiscal Year End  
December

Date Printed  
April 23, 2020

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<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenue</th>
<th>Gross Profit</th>
<th>Operating Expenses</th>
<th>Operating Income</th>
<th>EBITDA</th>
<th>Other Exp</th>
<th>Interest Expense</th>
<th>Pretax Income</th>
<th>Taxes on Income</th>
<th>Diluted EPS</th>
<th>Shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>161,055</td>
<td>88,218</td>
<td>17.9%</td>
<td>20,115</td>
<td>12.3%</td>
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<tr>
<td>2018</td>
<td>121,844</td>
<td>60,208</td>
<td>46.4%</td>
<td>13,503</td>
<td>4.6%</td>
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<tr>
<td>2017</td>
<td>355,022</td>
<td>84,259</td>
<td>41.7%</td>
<td>23,754</td>
<td>2.7%</td>
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<tr>
<td>2016</td>
<td>457,998</td>
<td>80,589</td>
<td>17.6%</td>
<td>23,457</td>
<td>5.4%</td>
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<tr>
<td>2015</td>
<td>599,825</td>
<td>122,862</td>
<td>20.6%</td>
<td>33,812</td>
<td>11.9%</td>
<td></td>
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<tr>
<td>2004</td>
<td>650,761</td>
<td>161,866</td>
<td>24.2%</td>
<td>45,392</td>
<td>7.4%</td>
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<tr>
<td>2003</td>
<td>856,552</td>
<td>222,962</td>
<td>36.7%</td>
<td>56,564</td>
<td>7.5%</td>
<td></td>
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<tr>
<td>2002</td>
<td>983,246</td>
<td>255,352</td>
<td>26.1%</td>
<td>67,845</td>
<td>7.4%</td>
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<tr>
<td>2001</td>
<td>1,155,833</td>
<td>315,139</td>
<td>27.3%</td>
<td>83,995</td>
<td>15.6%</td>
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<tr>
<td>2000</td>
<td>1,410,853</td>
<td>370,834</td>
<td>26.3%</td>
<td>107,525</td>
<td>28.2%</td>
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<tr>
<td>1999</td>
<td>1,525,659</td>
<td>422,448</td>
<td>27.9%</td>
<td>135,264</td>
<td>9.7%</td>
<td></td>
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<tr>
<td>1998</td>
<td>1,909,762</td>
<td>554,084</td>
<td>28.8%</td>
<td>167,209</td>
<td>8.3%</td>
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<tr>
<td>1997</td>
<td>2,206,376</td>
<td>643,360</td>
<td>29.1%</td>
<td>185,738</td>
<td>8.4%</td>
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<tr>
<td>1996</td>
<td>2,426,562</td>
<td>643,360</td>
<td>28.6%</td>
<td>197,407</td>
<td>8.0%</td>
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<tr>
<td>1995</td>
<td>2,415,078</td>
<td>620,234</td>
<td>25.5%</td>
<td>194,973</td>
<td>8.0%</td>
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<tr>
<td>1994</td>
<td>2,073,700</td>
<td>591,277</td>
<td>28.4%</td>
<td>153,083</td>
<td>7.5%</td>
<td></td>
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<td></td>
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<tr>
<td>1993</td>
<td>2,246,662</td>
<td>454,207</td>
<td>20.0%</td>
<td>187,870</td>
<td>8.4%</td>
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<tr>
<td>1992</td>
<td>2,073,033</td>
<td>874,088</td>
<td>43.1%</td>
<td>227,878</td>
<td>10.9%</td>
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<tr>
<td>2020</td>
<td>2,570,803</td>
<td>871,420</td>
<td>34.1%</td>
<td>228,425</td>
<td>8.9%</td>
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Source: Company reports, Robert W. Baird & Co. estimates
### Pool Corporation

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**Recent Price** $198.35  
**Fiscal Year End** December  
**Date Printed** April 23, 2020

#### Valuation Measures

- **Price** $42.83, **Price - High** $144.37, **Price - Average** $112.09, **Price - Low** $62.21
- **PER** 12.4x, **P/Book** 3.45, **P/Sales** 4.7%
- **Net Income** 81,972, **EPS** 1.54, **Net Income Margin** 12.4%
- **Total Debt** 2,620,848, **Cash & Equivalents** 2,936,363
- **Current Ratio** 2.7, **Quick Ratio** 1.4

#### Balance Sheet

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</thead>
<tbody>
<tr>
<td>Non-Current Assets</td>
<td>$1,747,781</td>
<td>$1,862,010</td>
<td>$1,975,150</td>
<td>$2,091,071</td>
<td>$2,211,790</td>
<td>$2,347,287</td>
<td>$2,501,287</td>
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<tr>
<td>Total Assets</td>
<td>$4,684,144</td>
<td>$4,906,731</td>
<td>$5,143,644</td>
<td>$5,403,667</td>
<td>$5,688,492</td>
<td>$6,007,668</td>
<td>$6,350,657</td>
</tr>
</tbody>
</table>

#### Income Statement

- **Revenue** $2,620,848, **Net Income** $181,790, **Net Income Margin** 12.4%
- **Gross Profit** $1,484,357, **Operating Income** $304,472, **Net Income** $181,790
- **EPS** 1.54, **ROE** 12.4%

#### Cash Flow Statement

- **Net Income** $181,790, **Adjustments** $0, **Net Cash Flow** $181,790
- **Operating Cash Flow** $119,078, **Capital Expenditures** $(16,271)
- **Free Cash Flow** $102,807, **Free Cash Flow Margin** 3.9%

#### Source: Company reports, Robert W. Baird & Co. estimates
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