



# Q2 2025 Earnings Presentation

July 31, 2025





## **Forward-Looking Statements**

This presentation includes contains statements that are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are generally identified by words such as “estimates,” “guidance,” “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks” and similar expressions. Forward-looking statements include information with respect to financial condition, results of operations, business strategies, operating efficiencies or synergies, competitive position, industry projections, growth opportunities, acquisitions, plans and objectives of management, markets for the common stock and other matters. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from either historical or anticipated results depending on a variety of factors. These risks and uncertainties include, in addition to other matters described in this presentation, and without limitation: adverse economic and business conditions, including cyclicity and seasonality in the industries we sell our products and inflationary pressures, challenges and risks associated with importing products, such as the imposition of price caps, or the imposition of trade restrictions or tariffs on any materials or products used in the operation of our business, the impacts of future pandemics, geopolitical tensions or natural disaster on the overall economy, our sales, customers, operations, team members and suppliers. Further information concerning the Company and its business, including risk factors that potentially could materially affect the Company’s financial results are discussed under the caption “Risk Factors” in the Company’s Annual Report on Form 10-K for the year ended December 31, 2024, filed with the Securities and Exchange Commission on February 20, 2025.

We caution readers not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date they are made, and we disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this presentation or to reflect any change in our expectations after the date of this presentation or any change in events, conditions or circumstances on which any statement is based.

## **USE OF NON-GAAP FINANCIAL MEASURES**

This presentation contains non-GAAP financial measures. These measures, the purposes for which management uses them, why management believes they are useful to investors, and a reconciliation to the most directly comparable GAAP financial measures can be found in the Appendix of this presentation. All references to profit measures and earnings per share on a comparable basis exclude items that affect comparability.





## Q2'25

Patrick (NASDAQ: PATK) is a leading component solutions provider for the RV, Marine, Powersports and Housing markets

### NET SALES

**\$1.05B**

### OPERATING INCOME & MARGIN

**\$87M | 8.3%**

### ADJUSTED EBITDA & MARGIN <sup>1</sup>

**\$135M | 12.9%**

### FREE CASH FLOW YTD <sup>1,2</sup>

**\$151M**

### RV

Revenue & % of Net Sales

**\$479M | 46%**



OUTDOOR ENTHUSIAST

### MARINE

Revenue & % of Net Sales

**\$156M | 15%**



OUTDOOR ENTHUSIAST

### POWERSPORTS

Revenue & % of Net Sales

**\$96M | 9%**



OUTDOOR ENTHUSIAST

### HOUSING

Revenue & % of Net Sales

**\$315M | 30%**



<sup>1</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric | <sup>2</sup> YTD = First Six Months 2025

# DIVERSIFICATION JOURNEY CONTINUES

*\$ in millions, except per share data*

	FY 2019	Q2 2025 TTM <sup>4</sup>	Δ
Wholesale RV Unit Shipments	406,070	345,842	(15%)
Wholesale Marine Shipments <sup>1</sup>	189,945	140,404	(26%)
<b>Total Net Sales</b>	<b>\$2,337</b>	<b>\$3,817</b>	<b>+63%</b>
Total RV Revenue	\$1,287	\$1,713	+33%
Total Marine Revenue*	\$329	\$563	+71%
Total Powersports Revenue*	-	\$343	NM
Total Housing Revenue	\$721	\$1,198	+66%
<b>Gross Margin</b>	<b>18.1%</b>	<b>23.0%</b>	<b>+490 bps</b>
<b>Adjusted Operating Margin<sup>2</sup></b>	<b>6.6%</b>	<b>7.1%</b>	<b>+50 bps</b>
<b>Adjusted Diluted EPS<sup>2,3</sup></b>	<b>\$2.57</b>	<b>\$4.33</b>	<b>+68%</b>
<b>Adjusted EBITDA Margin<sup>2</sup></b>	<b>10.1%</b>	<b>12.1%</b>	<b>+200 bps</b>
<b>Free Cash Flow<sup>2</sup></b>	<b>\$165</b>	<b>\$262</b>	<b>+59%</b>

<sup>1</sup> Company Estimate | <sup>2</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric | <sup>3</sup> Periods prior to Q4-24 reflect the impact of the three-for-two stock split paid in December 2024 | <sup>4</sup> TTM = Trailing-Twelve Months | \* In 2019, Powersports sales were included in Marine sales

## KEY STRATEGIC TAKEAWAYS

- 1** Strategic diversification increases total addressable market and improves resiliency
- 2** Poised to capitalize on long-term secular growth trends and favorable demographics
- 3** Entrepreneurial spirit, innovation and full-solutions model enhance capabilities and customer experience
- 4** Strong financial foundation to seize profitable opportunities while operating from a position of strength
- 5** Highly-experienced leadership team passionate about the Outdoor Enthusiast lifestyle



# Q2 2025 Highlights

## Net sales increased 3% y/y driven by organic growth coupled with acquisitions

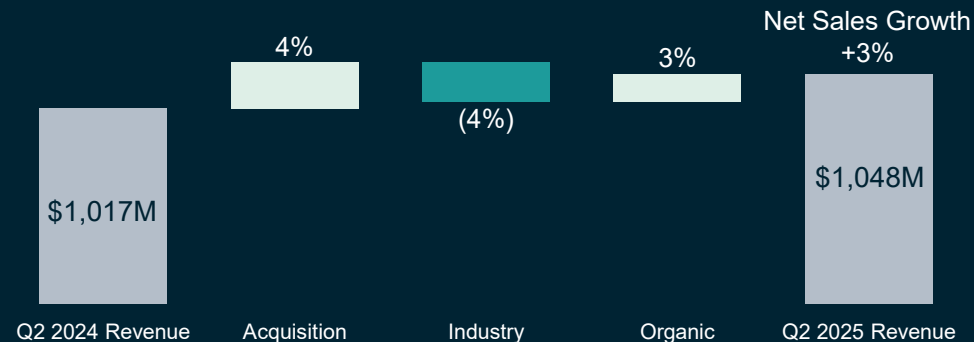
- Driven by acquisitions and market share gains, RV revenue increased 7% y/y, outperforming flat wholesale industry unit shipments
- Marine revenue was off by 1% y/y, outperforming an estimated 5% decrease in wholesale powerboat industry unit shipments
- Powersports revenue of \$96M decreased 7% y/y as market share gains helped offset the impact of lower estimated wholesale powersports industry unit shipments
- Housing revenue was up 3% y/y, in line with an estimated 3% increase in MH wholesale industry unit shipments

## Cash flow from operations on a year-to-date basis grew 10% y/y to \$189M; Free cash flow<sup>1</sup> on a TTM basis was \$262M

- Opportunistically repurchased approximately 277,800 shares at an average price of \$84.43 and for a total of more than \$23M
- Ended the second quarter with total net liquidity of \$835M; total net leverage ratio of 2.6x decreased from 2.7x at the end of the first quarter



## Q2 REVENUE GROWTH DRIVERS



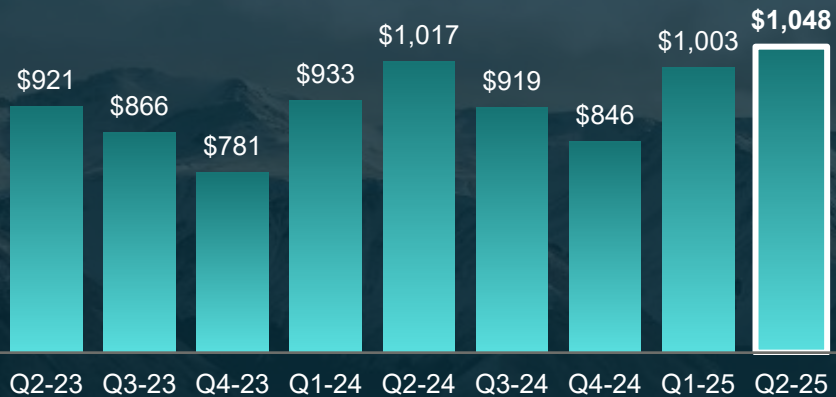
<sup>1</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric



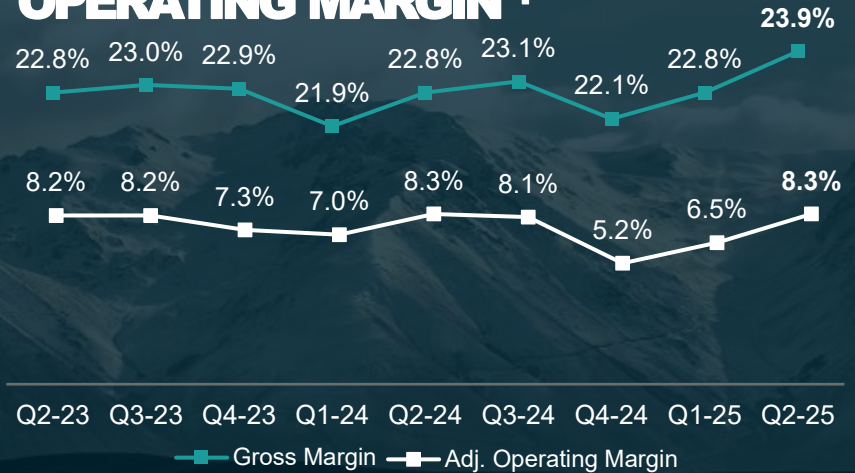
# Quarterly Financial Overview

## NET SALES

\$ in millions



## GROSS & ADJUSTED OPERATING MARGIN <sup>1</sup>



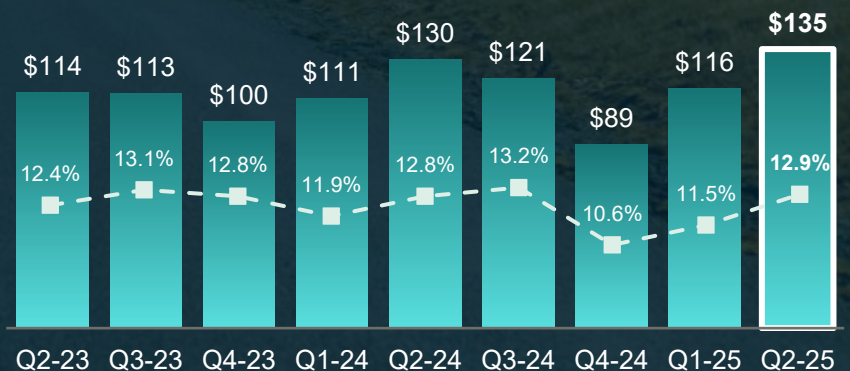
## ADJUSTED NET INCOME & DILUTED EPS <sup>1,2</sup>

\$ in millions, except per share data



## ADJUSTED EBITDA & MARGIN <sup>1</sup>

\$ in millions

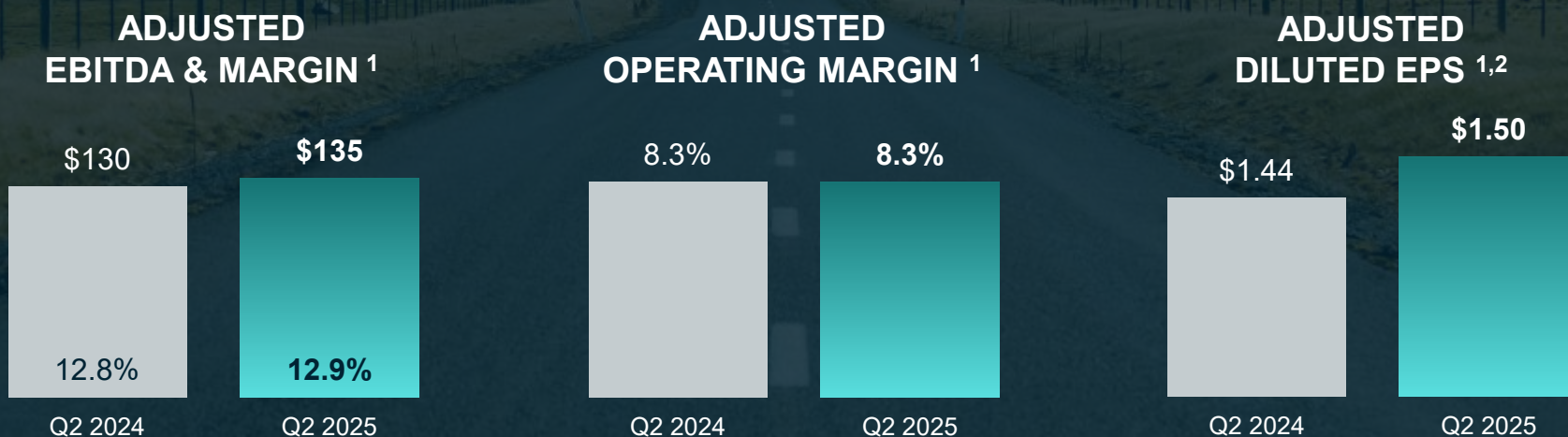
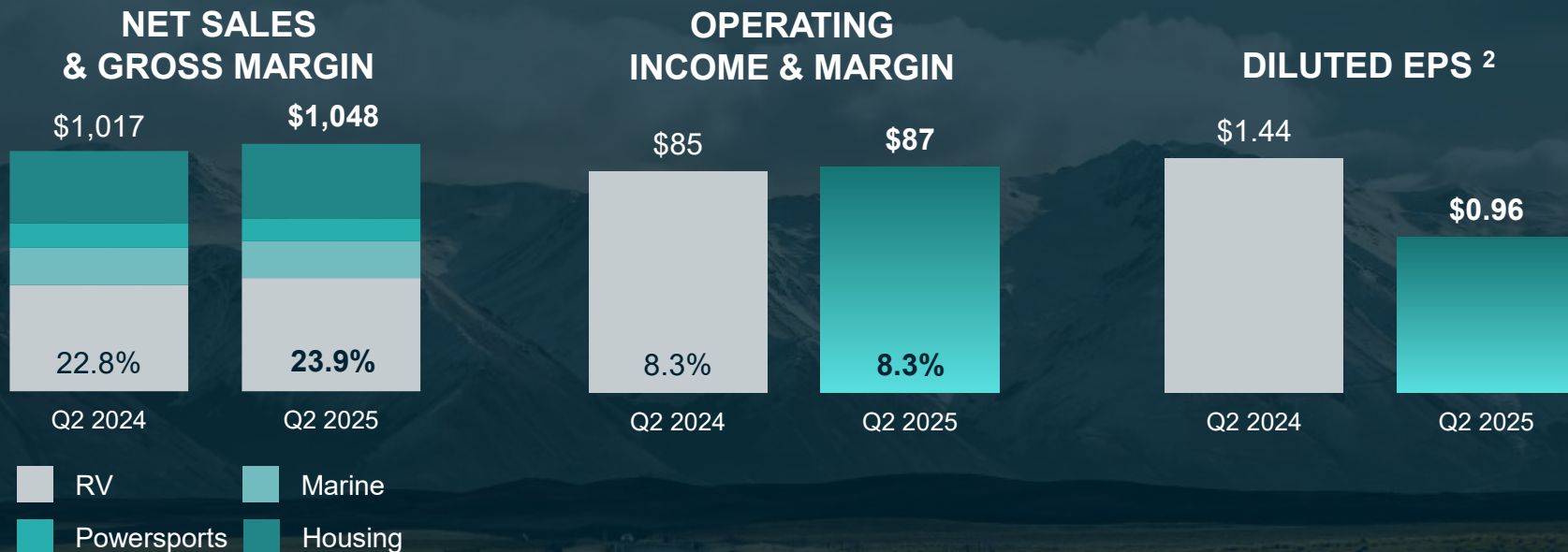


<sup>1</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric | <sup>2</sup> Periods prior to Q4-24 reflect the impact of the three-for-two stock split paid in December 2024

# Q2 2025 Financial Performance



\$ in millions, except per share data



<sup>1</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric | <sup>2</sup> Q2 2024 reflects the impact of the three-for-two stock split paid in December 2024





# Performance by End Market

Q2 2025



**REVENUE**

**\$479M**

7% ↑  
vs. Q2 2024

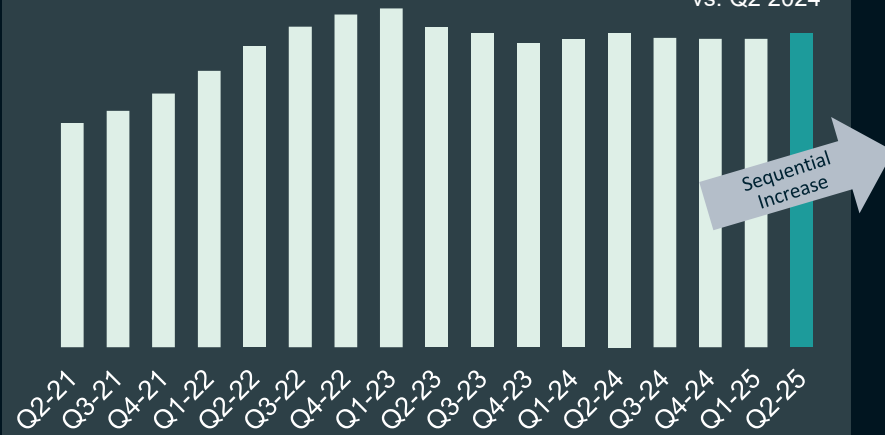
**% OF Q2 NET SALES**

**46%**



**CONTENT PER UNIT <sup>1</sup>**

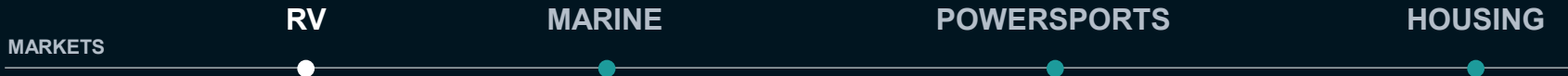
Q2 2025 TTM CPU  
**\$4,952** | **FLAT**  
vs. Q2 2024



**SHIPMENTS**

■ Q2 2024 ■ Q2 2025

Estimated Dealer Inventory Impact in Q2'25:  
~(16,700) units



<sup>1</sup> CPU = Content per wholesale unit on a trailing twelve-month basis | <sup>2</sup> RVIA | <sup>3</sup> Company estimate based on data published by SSI

REVENUE

**\$156M**

(1%) ↓  
vs. Q2 2024

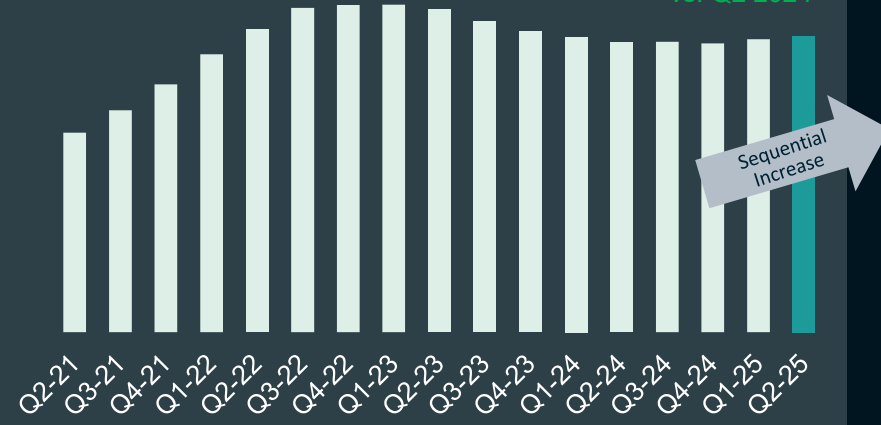
% OF Q2 NET SALES

**15%**



CONTENT PER UNIT <sup>1</sup>

Q2 2025 TTM CPU  
**\$4,012** | 2% ↑  
vs. Q2 2024



SHIPMENTS <sup>1</sup>

■ Q2 2024 ■ Q2 2025



Estimated Dealer Inventory Impact in Q2'25: ~**(22,800)** units



<sup>1</sup> Company estimates based on data published by the National Marine Manufacturers Association (NMMA) and SSI



REVENUE

**\$96M** | (7%) ↓  
vs. Q2 2024

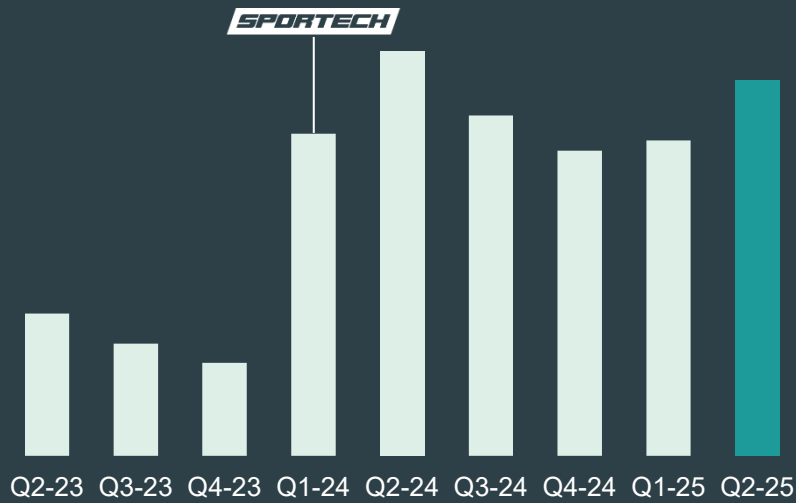
% OF Q2 NET SALES

**9%**



QUARTERLY POWERSPORTS REVENUE

(\$ in millions)



MARKETS

RV

MARINE

POWERSPORTS

HOUSING

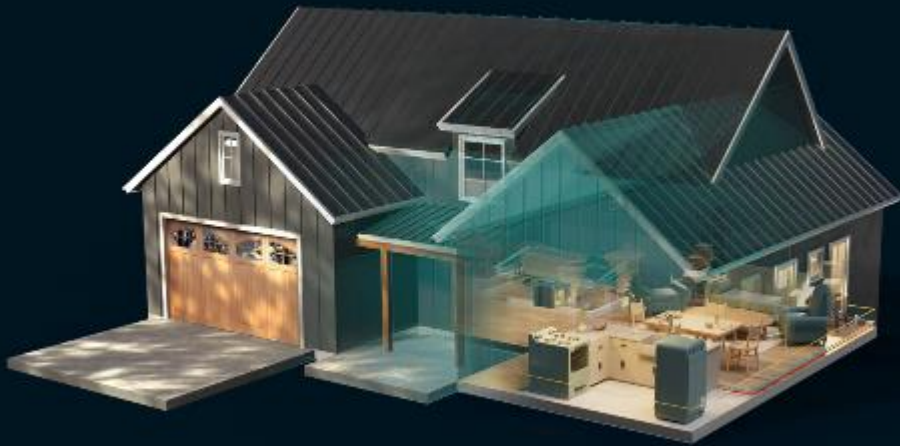
REVENUE

**\$315M**

3% ↑  
vs. Q2 2024

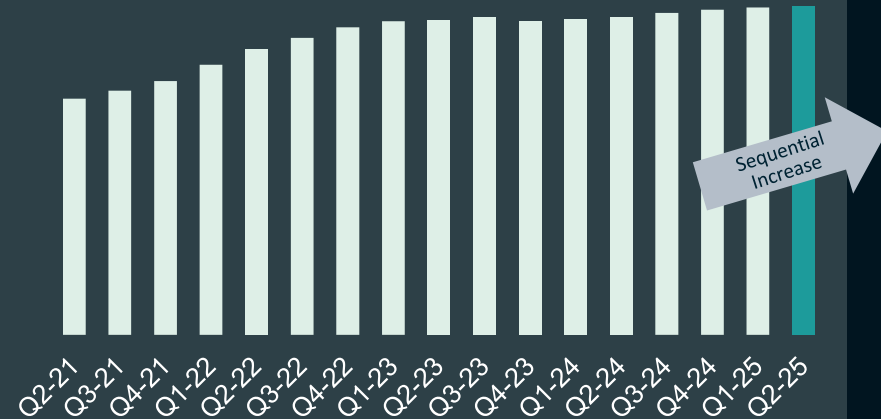
% OF Q2 NET SALES

**30%**



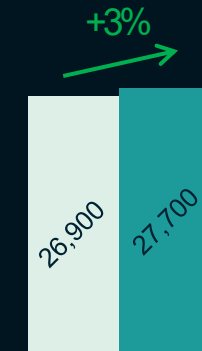
CONTENT PER MH UNIT <sup>1</sup>

Q2 2025 TTM CPU  
**\$6,670** | 3% ↑  
vs. Q2 2024



MH SHIPMENTS <sup>1</sup>

■ Q2 2024 ■ Q2 2025

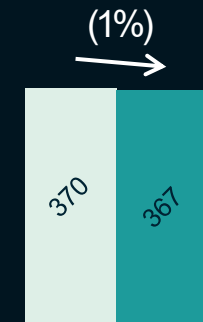


MH WHOLESALE

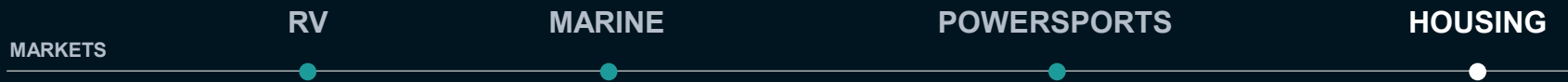
HOUSING STARTS <sup>2</sup>

■ Q2 2024 ■ Q2 2025

Starts in thousands



HOUSING STARTS



<sup>1</sup> Company estimates based on data published by the Manufactured Housing Institute (MHI) | <sup>2</sup> U.S. Census Bureau



# End Market Trends

Q2 2025

## OUTDOOR ENTHUSIAST MARKETS



### RV

Industry well positioned with lean dealer inventories; mix remains less favorable

RV aftermarket acquisition performing to expectations

Introducing baggage door line, leveraging existing capabilities and materials, enhancing quality and efficiency while expanding our TAM



### MARINE

Full-solutions model helping drive market share gains, partially offsetting lower shipment volumes

Improved mix toward premium, higher-engineered categories, including ski and wake

Major boating peers have reported interest in the boating lifestyle remains solid



### POWERSPORTS

Sportech attachment rates improving on premium utility SxS vehicles as consumers drawn to HVAC and other creature comforts

OEMs supporting dealers through disciplined production

Broader use case for utility units has boosted demand resilience



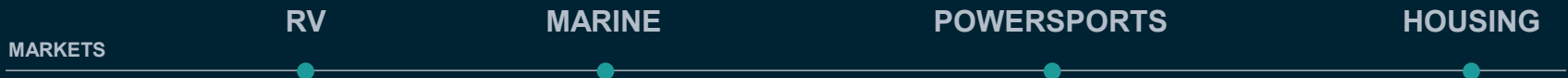
### HOUSING

Affordable housing demand remains strong, and inventory remains limited

MH OEMs have improved curb appeal, options and financing availability

MH shipments and multifamily starts outperformed single-family starts in the second quarter

As clarity improves surrounding the macroeconomic environment, we expect consumers and dealers to react more positively.



# Balance Sheet & Liquidity

Q2 2025

## DEBT STRUCTURE AND MATURITIES

- \$125.0M Term Loan (\$121.9M o/s), scheduled quarterly installments; balance due October 2029
- \$875.0M (\$55.0M o/s) Senior Secured Revolver, due October 2029
- \$258.7M 1.750% Convertible Senior Notes, due December 2028
- \$350.0M 4.750% Senior Notes, due May 2029
- \$500.0M 6.375% Senior Notes, due November 2032

## NET LEVERAGE<sup>1</sup> (\$ in millions)

Total Debt Outstanding	\$1,290.5
Less: Cash and Debt Paid as Defined by the Credit Agreement	33.7
Net Debt	\$1,256.8
Pro Forma Adj. EBITDA	\$474.9
Net Debt to Pro Forma Adj. EBITDA	2.6x

## LIQUIDITY (\$ in millions)

Total Revolver Credit Capacity	\$875.0
Less: Total Revolver Used (including outstanding letters of credit)	62.0
Unused Credit Capacity	\$813.0
Add: Cash on Hand	22.0
Total Available Liquidity	\$835.0

## COVENANTS AND RATIOS<sup>1</sup>

Consolidated Net Leverage Ratio – 2.6x

Consolidated Secured Net Leverage Ratio – 0.31x versus 2.75x maximum

Consolidated Interest Coverage Ratio – 6.62x versus minimum 3.00x

**Strong balance sheet and significant liquidity to support investments and pursue attractive growth opportunities**

<sup>1</sup> As defined by credit agreement



# FISCAL YEAR 2025 OUTLOOK

## End Market Outlook

	FY 2024	FY 2025 Estimate Prior Estimate
RV Wholesale Unit Shipments <sup>1</sup>	334K	<b>320K - 335K</b> 310K - 330K
RV Retail Unit Shipments	354K <sup>2</sup>	<b>Down MSD%</b> Down MSD - HSD%
Marine Wholesale Powerboat Unit Shipments	146K <sup>2</sup>	<b>Down LSD%</b> Unchanged
Marine Retail Powerboat Unit Shipments	165K <sup>2</sup>	<b>Down HSD - LDD%</b> Unchanged
Powersports Organic Content	-	<b>Up HSD%</b> Unchanged
Powersports Wholesale Shipments	-	<b>Down LDD%</b> Unchanged
MH Wholesale Unit Shipments <sup>1</sup>	103K	<b>Up MSD%</b> Unchanged
New Housing Starts <sup>1</sup>	1.4M	<b>Down 10%</b> Unchanged

## Financial Outlook

	FY 2024	FY 2025 Estimate Prior Estimate
Adjusted Operating Margin <sup>3</sup>	7.2%	<b>7.0% - 7.3%</b> Unchanged
Operating Cash Flows	\$327M	<b>\$330M - \$350M</b> \$350M - \$370M
Capital Expenditures	\$76M	<b>\$70M - \$80M</b> Unchanged
Free Cash Flow <sup>3</sup>	\$251M	<b>\$250M+</b> \$270M+
Tax Rate	22.5%	<b>24% - 25%</b> Unchanged



<sup>1</sup> Wholesale shipment data provided by RVIA, MHI, and U.S. Census Bureau | <sup>2</sup> Company estimates based on data from NMMA and SSI | <sup>3</sup> Non-GAAP metric: Refer to appendix for reconciliation to closest GAAP metric



# Non-GAAP Reconciliations

Q2 2025





## Use of Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures. Management believes that, when considered together with reported amounts, these measures are useful to investors and management in understanding our ongoing operations and in the analysis of ongoing operating trends. These measures should be considered in addition to, and not as replacements for, the most comparable GAAP measure.

- Earnings before interest, taxes, depreciation and amortization (“EBITDA”), pro forma adjusted EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted operating margin, adjusted net income, adjusted diluted earnings per common share, and net debt to pro forma adjusted EBITDA are non-GAAP financial measures. In addition to reporting financial results in accordance with accounting principles generally accepted in the United States, we provide non-GAAP operating results adjusted for certain items and other one-time items.
- We adjust for the items listed above in all periods presented, unless the impact is clearly immaterial to our financial statements.
- Content per unit metrics are generally calculated using our market sales divided by Company estimates based on third-party measures of industry volume.
- We utilize the adjusted results to review our ongoing operations without the effect of these adjustments and for comparison to budgeted operating results. We believe the adjusted results are useful to investors because they help them compare our results to prior periods and provide important insights into underlying trends in the business and how management oversees our business operations on a day-to-day basis.
- We calculate free cash flow by subtracting cash paid for purchases of property, plant and equipment from net cash provided by operating activities.
- Figures may not sum due to rounding.

# Non-GAAP Reconciliations

		2019	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q2 2025 TTM
	(\$ in millions, except per share data)											
<b>RECONCILIATION OF NET INCOME TO ADJUSTED NET INCOME TO ADJUSTED DILUTED EARNINGS PER COMMON SHARE <sup>1</sup></b>	Net income	\$90	\$42	\$40	\$31	\$35	\$48	\$41	\$15	\$38	\$32	\$126
	+ Acquisition related fair-value inventory step-up	-	-	-	-	1	-	-	2	-	-	2
	+Acquisition related transaction costs	-	-	-	-	5	-	-	-	-	-	-
	+ Loss on extinguishment of debt	-	-	-	-	-	-	-	3	-	-	3
	+ Legal settlement	-	-	-	-	-	-	-	-	-	24	24
	- Tax impact of adjustments	-	-	-	-	(2)	-	-	(1)	-	(6)	(7)
	Adjusted net income	\$90	\$42	\$40	\$31	\$39	\$48	\$41	\$18	\$38	\$51	\$148
	Diluted earnings per common share	\$2.57	\$1.30	\$1.20	\$0.94	\$1.06	\$1.44	\$1.20	\$0.42	\$1.11	\$0.96	\$3.69
	Acquisition related transaction costs, net of tax	-	-	-	-	0.11	-	-	-	-	-	-
	Acquisition related fair-value inventory step-up, net of tax	-	-	-	-	0.02	-	-	0.05	-	-	0.05
Loss on extinguishment of debt, net of tax	-	-	-	-	-	-	-	0.05	-	-	0.05	
Legal settlement, net of tax	-	-	-	-	-	-	-	-	-	0.54	0.54	
Adjusted diluted earnings per common share	\$2.57	\$1.30	\$1.20	\$0.94	\$1.19	\$1.44	\$1.20	\$0.52	\$1.11	\$1.50	\$4.33	
		Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025		
<b>RECONCILIATION OF QUARTERLY OPERATING MARGIN TO ADJUSTED OPERATING MARGIN</b>	Operating margin	8.2%	8.2%	7.3%	6.4%	8.3%	8.1%	4.7%	6.5%	8.3%		
	Acquisition related fair-value inventory step-up	-%	-%	-%	0.1%	-%	-%	0.2%	-%	-%		
	Acquisition related transaction costs	-%	-%	-%	0.5%	-%	-%	-%	-%	-%		
	Loss on extinguishment of debt	-%	-%	-%	-%	-%	-%	0.3%	-%	-%		
	Adjusted operating margin	8.2%	8.2%	7.3%	7.0%	8.3%	8.1%	5.2%	6.5%	8.3%		

<sup>1</sup> Periods prior to Q4-24 reflect the impact of the three-for-two stock split paid in December 2024

# Non-GAAP Reconciliations

(\$ in millions)	Q2 2025 TTM										
	2019	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q2 2025 TTM
Net income	\$90	\$42	\$40	\$31	\$35	\$48	\$41	\$15	\$38	\$32	\$126
+ Depreciation & amortization	63	36	36	37	40	41	42	43	43	43	170
+ Interest expense, net	37	18	17	15	20	20	20	19	19	19	77
+ Income taxes	28	15	15	11	4	16	14	6	8	11	39
<b>EBITDA</b>	<b>\$218</b>	<b>\$112</b>	<b>\$108</b>	<b>\$94</b>	<b>\$100</b>	<b>\$126</b>	<b>\$117</b>	<b>\$82</b>	<b>\$108</b>	<b>\$105</b>	<b>\$412</b>
+ Stock-based compensation	15	3	6	6	5	4	5	2	5	6	18
+ Acquisition related transaction costs	-	-	-	-	5	-	-	-	-	-	-
+ Acquisition related fair-value inventory step-up	-	-	-	-	1	-	-	2	-	-	2
+ Loss on extinguishment of debt	-	-	-	-	-	-	-	3	-	-	3
+ Legal settlement	-	-	-	-	-	-	-	-	-	24	24
+ Loss (gain) on sale of property, plant and equipment	2	-	-	-	-	-	-	-	2	-	2
<b>Adjusted EBITDA</b>	<b>\$235</b>	<b>\$114</b>	<b>\$113</b>	<b>\$100</b>	<b>\$111</b>	<b>\$130</b>	<b>\$121</b>	<b>\$89</b>	<b>\$116</b>	<b>\$135</b>	<b>\$462</b>
Net sales	\$2,337	\$921	\$866	\$781	\$933	\$1,017	\$919	\$846	\$1,003	\$1,048	\$3,817
Adjusted EBITDA Margin	10.1%	12.4%	13.1%	12.8%	11.9%	12.8%	13.2%	10.6%	11.5%	12.9%	12.1%

**RECONCILIATION OF  
NET INCOME TO  
EBITDA TO  
ADJUSTED EBITDA  
AND ADJUSTED  
EBITDA MARGIN**



# Non-GAAP Reconciliations

	(\$ in millions)	2019	2024	Q2 2025 TTM	Q2 2025 YTD	Q2 2025
<b>RECONCILIATION OF FREE CASH FLOW</b>	Net cash provided by operating activities	\$192	\$327	\$344	\$189	\$149
	Less: purchases of property, plant and equipment	(28)	(76)	(82)	(38)	(18)
	Free Cash Flow	\$165	\$251	\$262	\$151	\$131

	2019	2024	Q2 2025 TTM	
<b>RECONCILIATION OF OPERATING MARGIN TO ADJUSTED OPERATING MARGIN</b>	Operating margin	6.6%	6.9%	7.0%
	Acquisition related fair-value inventory step-up	-%	0.1%	-%
	Acquisition related transaction costs	-%	0.2%	-%
	Loss on extinguishment of debt	-%	-%	0.1%
	Adjusted operating margin	6.6%	7.2%	7.1%

	(\$ in millions)	Q2 2025 TTM
<b>RECONCILIATION OF NET INCOME TO EBITDA TO PRO FORMA ADJUSTED EBITDA</b>	Net income	\$126
	+ Depreciation & amortization	170
	+ Interest expense, net	77
	+ Income taxes	39
	EBITDA	412
	+ Stock-based compensation	18
	+ Acquisition pro forma, transaction-related expenses & other	45
	Pro Forma Adjusted EBITDA	\$475