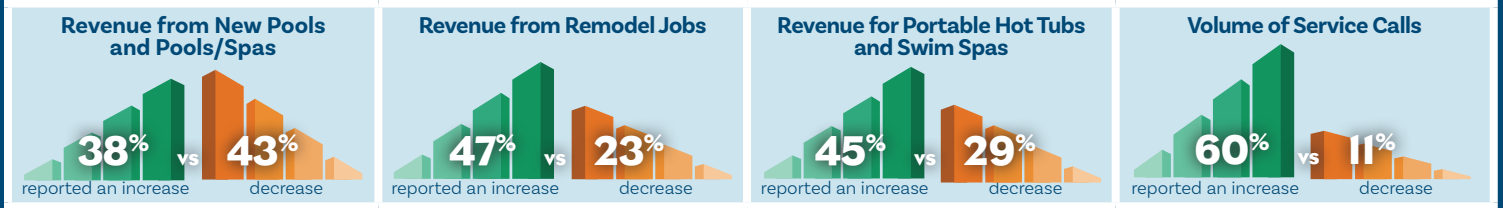




3rd Quarter 2024 Compared to 3rd Quarter 2023



Building, Design, and/or Remodeling

Total Revenue	Employees	Revenue from Remodels	Bottom Line Profits
Largely unchanged (+1% to -1%)	Largely unchanged (+1% to -1%)	Largely unchanged (+1% to -1%)	Largely unchanged (+1% to -1%)

Service, Maintenance, and/or Repair

Total Revenue	Employees	Service Calls	Bottom Line Profits
Increased somewhat (+1% to +5%)	Largely unchanged (+1% to -1%)	Increased somewhat (+1% to +5%)	Increased somewhat (+1% to +5%)

Retailers

Total Revenue	Employees	Revenue from Hot Tubs/Swim Spas	Bottom Line Profits
Increased somewhat (+1% to +5%)	Largely unchanged (+1% to -1%)	Largely unchanged (+1% to -1%)	Largely unchanged (+1% to -1%)

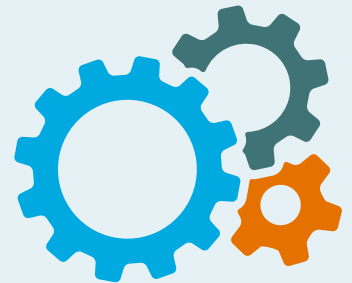
Top Challenges Companies are Facing

	Economic factors such as inflation, interest rates, and consumer spending patterns	71%
	Maintaining profitability in the face of rising costs	56%
	Recruiting and retaining skilled employees	44%
	Increasing competition from other related companies	22%
	Seasonal fluctuations in demand for pools and hot tubs	18%

Looking to the Future

63%

of companies report they are well positioned or somewhat well positioned to adapt and thrive in the face of industry disruptions or changes (down from 83% last quarter)



71%

of companies anticipate revenue growth over the next 12 months (up from 61% in last quarter)