

An aerial photograph of a Wilcon Depot store. The building is a large, modern structure with a white roof and a facade divided into green and yellow sections. The word "WILCON" is written in large white letters on the green section, and "DEPOT" is written in large red letters on the yellow section. To the right of the main building, there are two smaller signs: one for "KORONADAL NOW OPEN" and another for "Brizo". The parking lot in front of the store is filled with various vehicles, including cars, trucks, and vans. In the background, there are rolling green hills and some residential buildings. The overall scene is bright and clear, suggesting a sunny day.

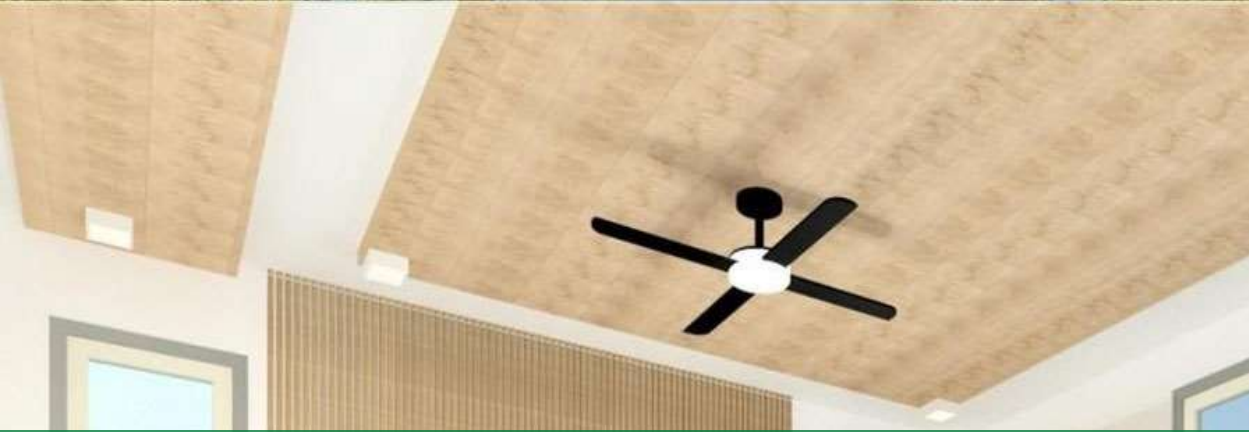
EARNINGS

CONFERENCE CALL

MAY 6, 2024 | 4:00 PM

Disclaimer

The above contains statements about future events and expectations that constitute “forward-looking statements.” These forward-looking statements include words or phrases such as the Company or its management “believes”, “expects”, “anticipates”, “intends”, “may”, “plans”, “foresees”, “targets”, “aims” “would”, “could” or other words or phrases of similar import. Similarly, statements that describe the Company's objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Such forward looking statements are made based on management’s current expectations or beliefs as well as assumptions made by, and information currently available to, management. These forward-looking statements speak only as at the date of this presentation and nothing contained in this presentation is or should be relied upon as a promise, warranty or representation as to the future. The Company expressly disclaims any obligation or undertaking to release, publicly or otherwise, any updates or revisions to any forward-looking statement contained herein to reflect any change in the Company's expectations with regard thereto or any change in events, conditions, assumptions or circumstances on which any statement is based.



FIRST QUARTER 2024 RESULTS



1Q 2024 RESULTS HIGHLIGHTS

1st QUARTER 2024

Financial Highlights

- ✓ Php 8.31B Net Sales
- ✓ -2.5% y-o-y Net Sales growth
- ✓ Php 740M NIAT
- ✓ -23.1% y-o-y NIAT Growth
- ✓ 39.9% GPM
- ✓ 15.6% EBITDAM
- ✓ 11.8% EBITM

Comparable Sales Summary

-7.3% SSSG
-7.6% Transaction Count
0.3% Ticket Size

Total Sales Mix

52.6%
In-house & exclusive
contribution

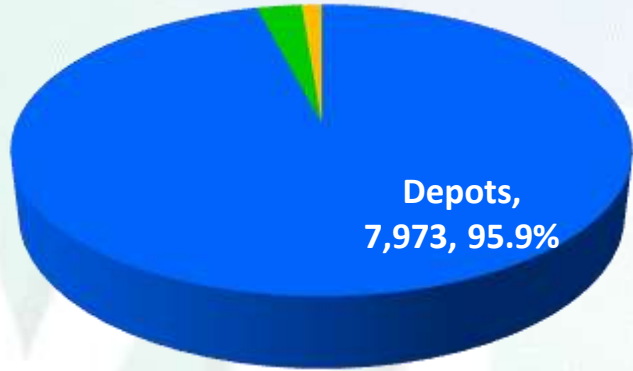
Product categories performing
better than average growth



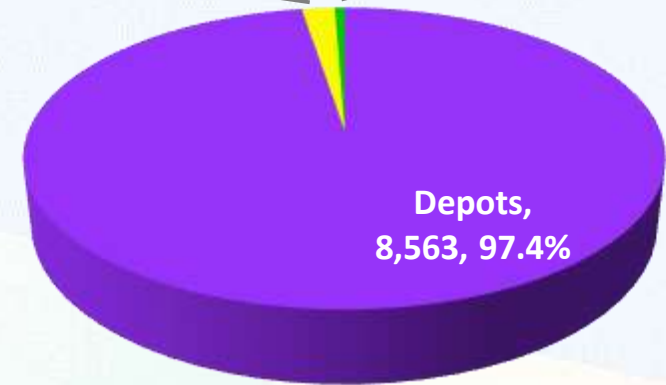
Total Net Sales Breakdown – 1Q 2024

Php Millions

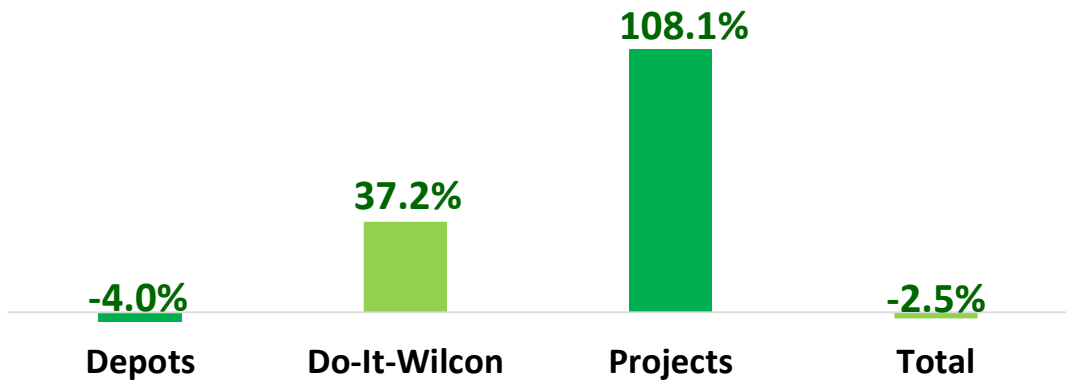
1Q2024
 Do-It-Wilcon, 232, 2.8%
 Projects, 105, 1.3%



1Q2023
 Home Essentials, 169, 2.0%
 Projects, 50, 0.6%



Sales Growth per Store Format 1Q2024 VS 1Q2023



Product Category Performance 1Q2024 VS 1Q2023

Better than Average

- Furniture, Furnishing & Houseware, etc.
- Building Materials
- Electrical & Lighting
- Paints & Sundries
- Hardware & Tools

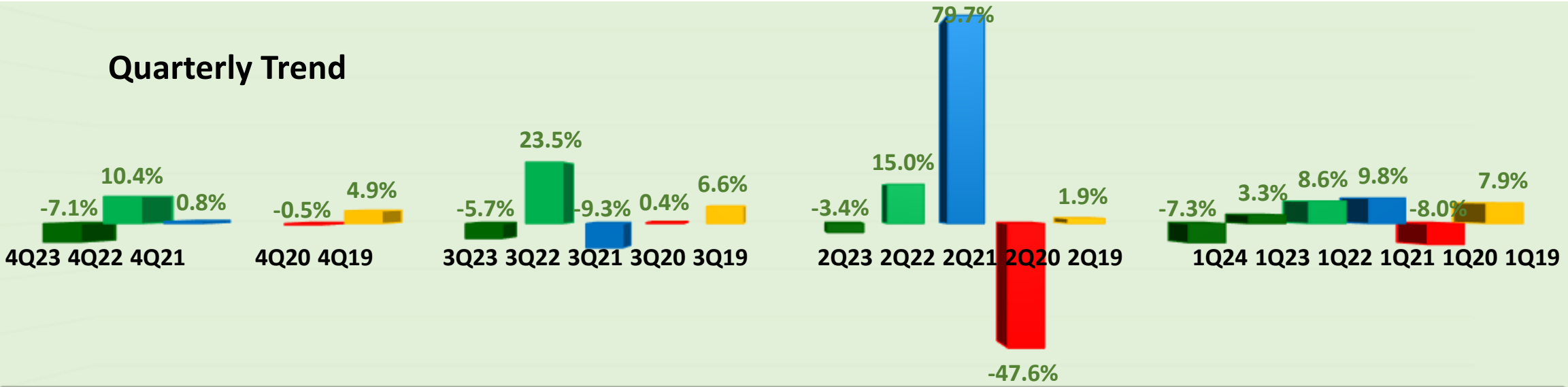
Lower than Average

- Tiles
- Plumbing & Sanitary Wares
- Appliances

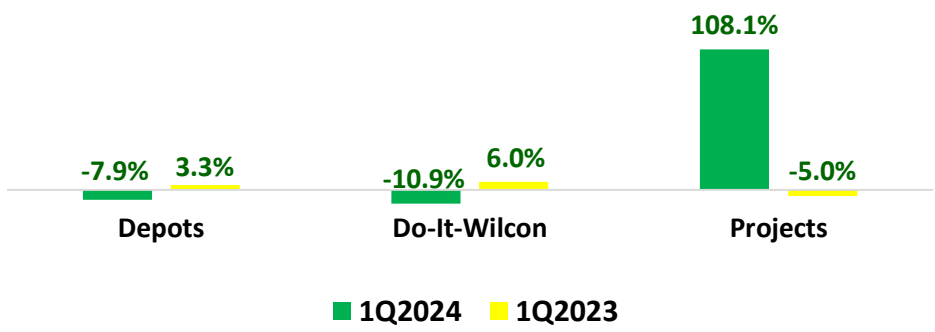
-2.5

Comparable Sales Summary

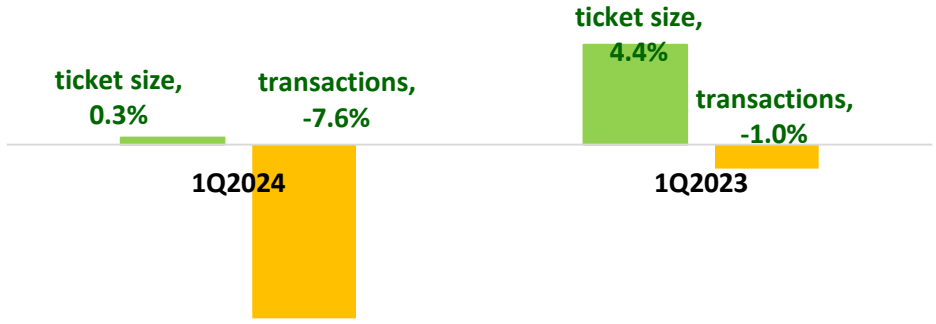
Quarterly Trend



Comparable Sales per Format 1Q2024 vs 1Q2023



Comparable Ticket Size and Number of Transactions 1Q2024 vs 1Q2023



FIRST QUARTER 2024

(In MM Php)	1Q 2024	% of Sales	1Q 2023	% of Sales	+/-	% GROWTH
Net Sales	8,311	100.0	8,527	100.0	(217)	-2.5%
Cost of sales	(4,991)	(60.1)	(5,164)	(60.6)	174	-3.4%
Gross Profit	3,320	39.9	3,363	39.4	(43)	-1.3%
Operating expenses	(2,302)	(27.7)	(2,160)	(25.3)	143	6.6%
Interest Exp (Lease Liab)	(169)	(2.0)	(154)	(1.8)	16	10.4%
Other Income - Net	129	1.6	218	2.6	(89)	-40.9%
Income from Operations	977	11.8	1,268	14.9	(291)	-22.9%
Non-lease related depreciation	318	3.8	309	3.6	9	2.8%
EBITDA - Adjusted	1,295	15.6	1,577	18.5	(282)	-17.9%
Non-operating Other Income	8	0.1	11	0.1	(3)	-30.3%
Income before tax	985	11.9	1,279	15.0	(294)	-23.0%
Income Tax	(245)	(2.9)	(317)	(3.7)	72	-22.7%
Net Income	740	8.9	962	11.3	(222)	-23.1%

GPM rate increased to 39.9%

Lease-related expense

Balance Sheet

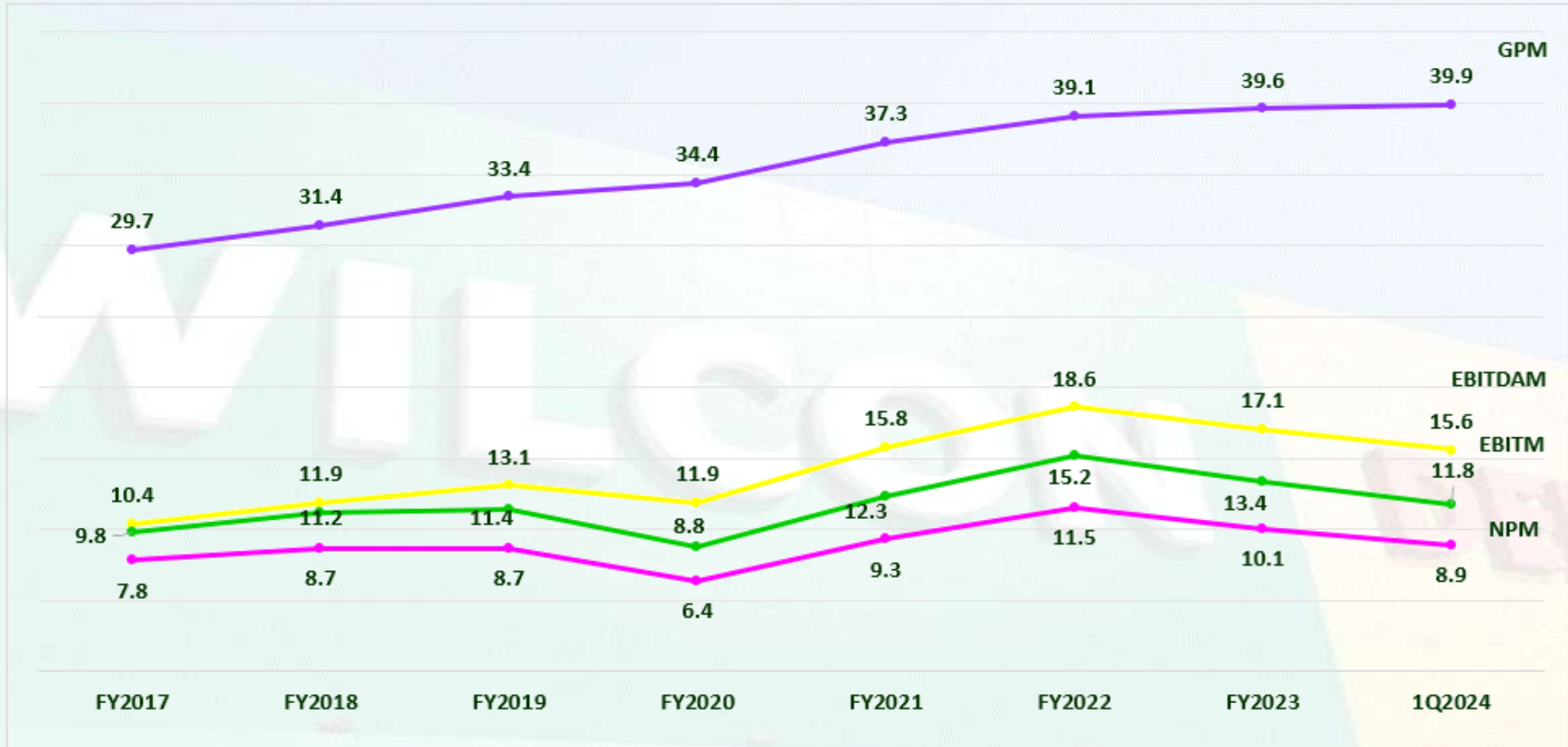
BALANCE SHEET	WILCON	DEPOT
1Q2024 (In Php MM)	Unaudited	Audited
Current Assets	19,423.7	19,749.0
Noncurrent Assets*	20,264.0	20,032.1
Total Assets	39,687.7	39,781.1
Current Liabilities	9,488.8	9,097.0
Noncurrent Liabilities	8,015.5	8,174.6
Total Liabilities	17,504.3	17,271.6
Capital Stock	4,099.7	4,099.7
Additional Paid-in Capital	5,373.7	5,373.7
Other Comprehensive Loss	177.2	177.2
Retained Earnings	12,532.8	12,858.8
Total Equity	22,183.4	22,509.5

* Includes AFS assets of P3.0B comprising of RTBs and representing part of the IPO proceeds.

1Q2024 CAPEX Investment

CAPEX		WILCON	DEPOT
In Millions PhP	1Q2024	1Q2023	vs 1Q2023
Construction of New Stores and New Warehouses	648.1	465.4	(182.6)
Store and Transportation Equipment	123.9	111.9	(12.0)
Renovation and Repairs	58.5	33.1	(25.5)
IT Infrastructures & Softwares	14.5	12.9	(1.6)
Total CAPEX (in Millions Php)	845.0	623.3	(222)

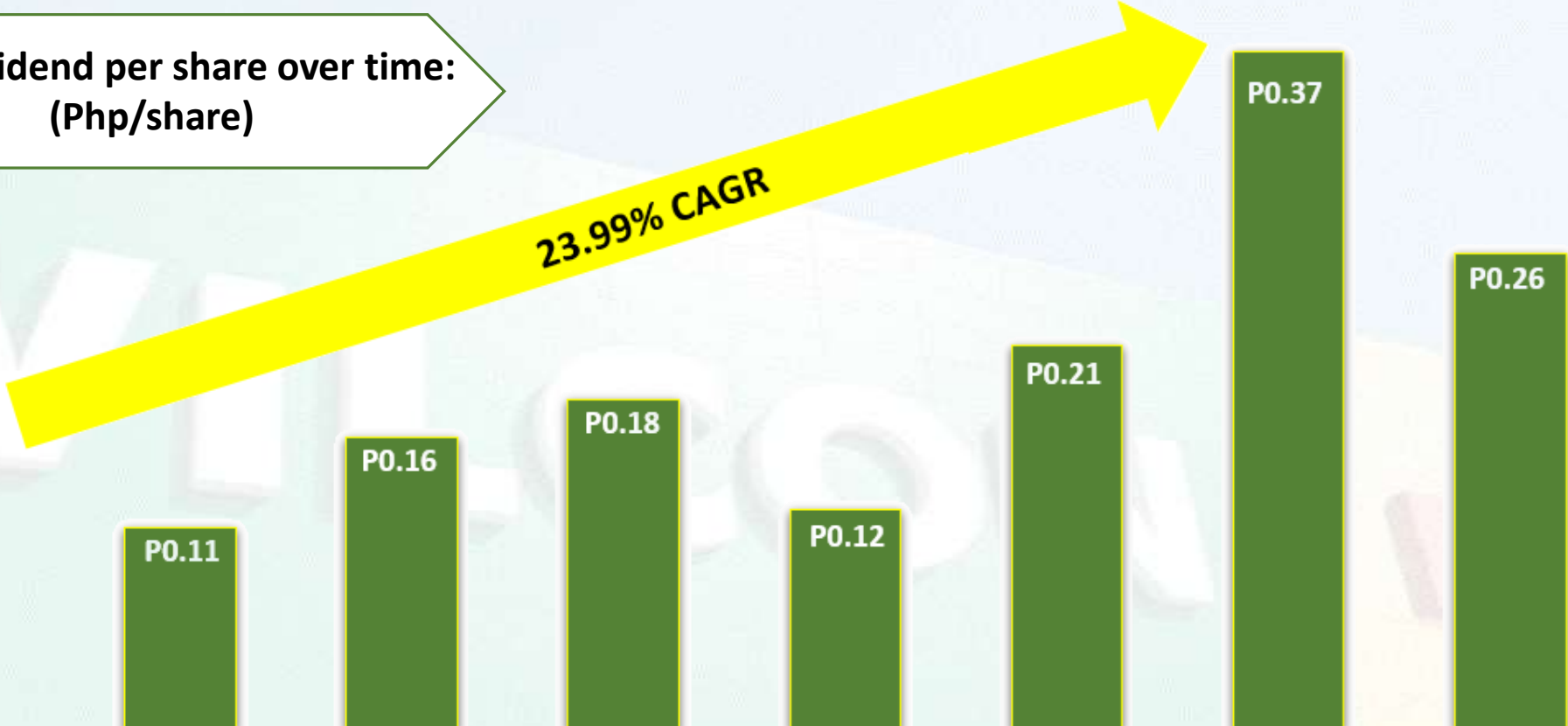
Improving Margins



Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2024.

Returning Value to Shareholders

Cash Dividend per share over time:
(Php/share)



	2018	2019	2020	2021	2022	2023	2024
Total Cash Dividends (Php M)	450.97 M	655.96 M	737.95 M	491.97 M	860.94 M	1,516.90 M	1,065.93 M



Store network expansion



Continue to build and develop in-house products and carry exclusive brands



Physical and online store layout, features and customer experience enhancements

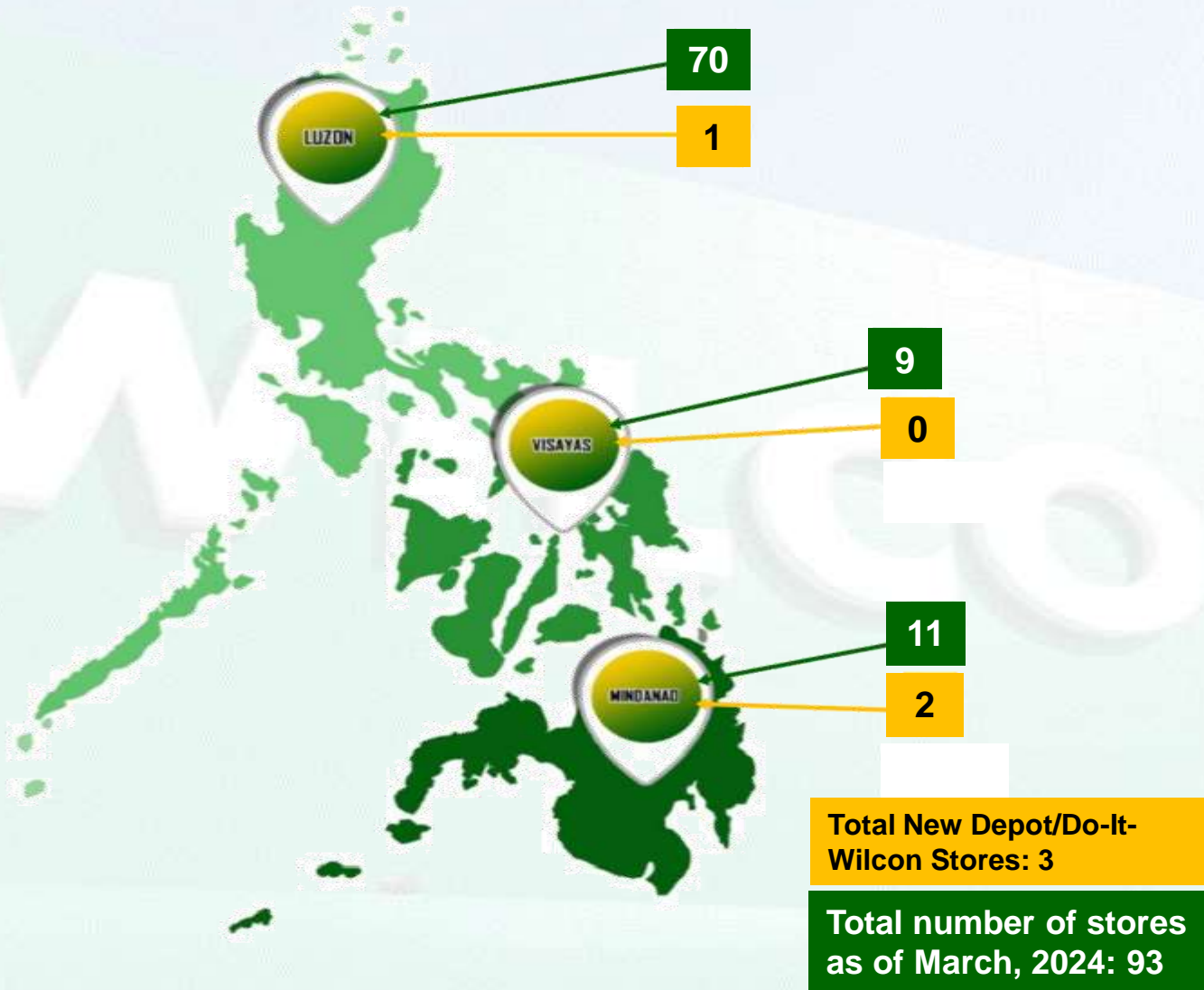


Further strengthen and increase brand awareness and visibility



KEY GROWTH STRATEGIES

1Q2024 New Branches



	2024
Beginning Bal.	90
1st Half	
Jan 12, 2024	DIW - Morong, Rizal
Jan 26, 2024	DIW - Valencia, Bukidnon
Mar 22, 2024	Depot - Koronadal, South Cotabato
	2 Depots
2nd Half	5 Depots
Total, End	100

Continue to Expand Margins Thru Increasing the Profitability of In-house & Exclusive Brands

ALPHALUX

ARISTON

BIRKË

Gilmour

Pure Freude an Wasser GROHE

Hamdên

POZZI
BATHROOM SOLUTIONS

rocersa
CERAMICA

SAIGRES

DIRECT
HARDWARE

FRANKE

GARDENIA
ORCHIDEA

HEIM
HOME ESSENTIALS

KOHLER®

NovaBell
Ceramische Gruppo Bellini

SOL
CERAMICA

SUN CRUST

TRUPER

- ✓ Enhance the Company's ability to provide its customers with value for money products;
- ✓ Rationalize product offerings.

- Improve supply chain management

- Enhance marketing efforts

- Optimize product lines/
product offerings

Physical and online store layout, features and customer experience enhancements



- Constant innovations in store layout, features and customer experience that add value to our relationship with our customers and consistently differentiate us from competition

Further Strengthen and Increase Brand Awareness and Visibility



- ✓ Tap various media outlets especially social media to enhance customer's awareness
- ✓ Localization of advertising and promotions
- ✓ Use brand ambassadors to represent the Company's products and brands
- ✓ Actively participate in industry associations and trade conventions related to the construction and home improvement





THANK YOU!

WILCON

DEPOT