



# EARNINGS CONFERENCE CALL

**May 05, 2025 | 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 2025 RESULTS



# 1Q 2025 RESULTS

## Financial Highlights

1st QUARTER 2025 NEW STORES

**₱8.41B**      **₱ 536M**

NET SALES      NIAT

**1.2 %**      **-27.5%**

Y-o-Y SALES  
PERCENTAGE      Y-o-Y NIAT  
PERCENTAGE

### Comparable Sales Summary

**-3.6%**      **1.0%**      **-4.5%**  
SSSG      TRANSACTION  
COUNT      TICKET SIZE

### Margins

**38.8%**      **12.6%**      **8.3%**      **6.4%**  
GPM      EBITDAM      EBITM      NPM

### Depot - Tuba, Benguet



### DIW - P. Tuazon, Cubao



### Total Sales Mix

**52.2%**

In-house & exclusive  
contribution

Product categories performing  
better than average growth



Paints &  
Sundries



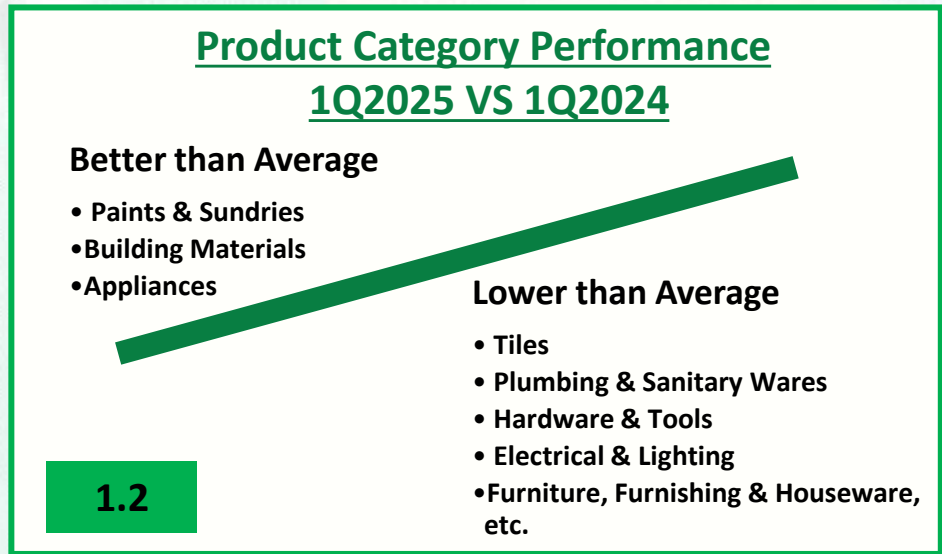
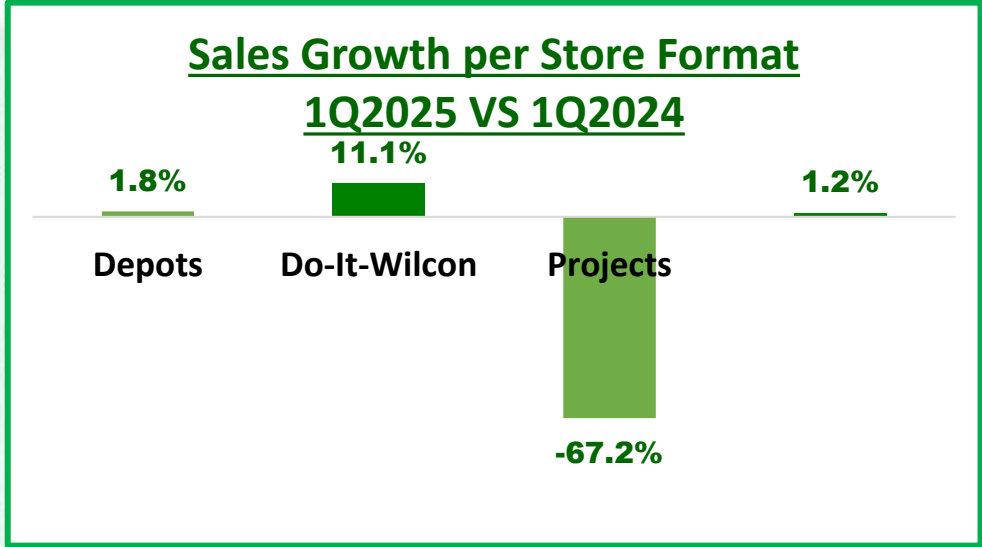
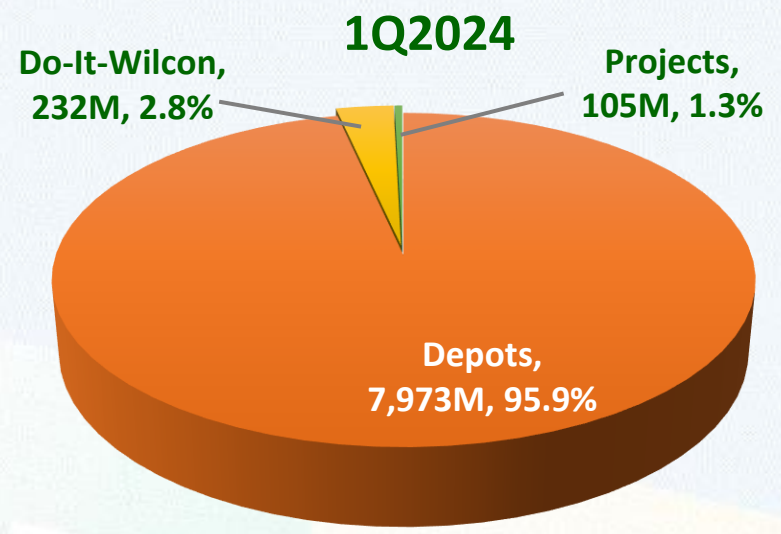
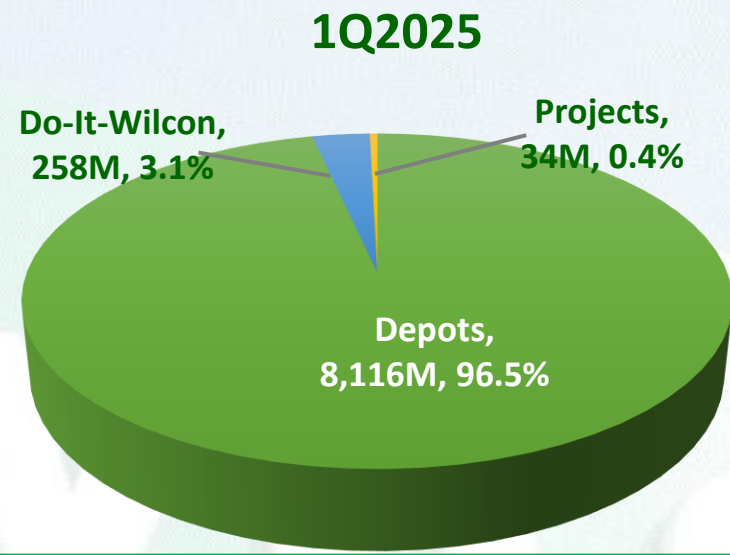
Building  
Materials



Appliances

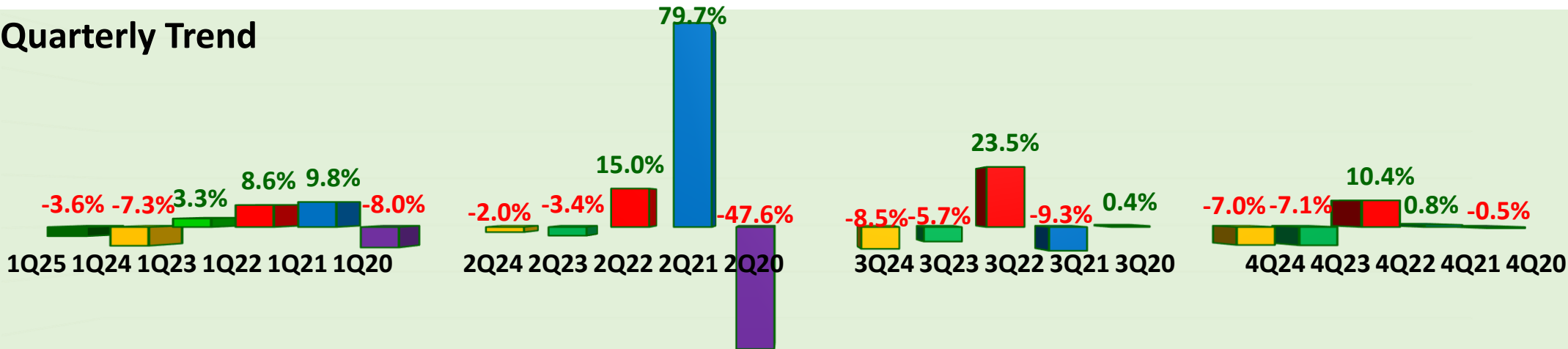
# Total Net Sales Breakdown – 1Q 2025

Php Millions

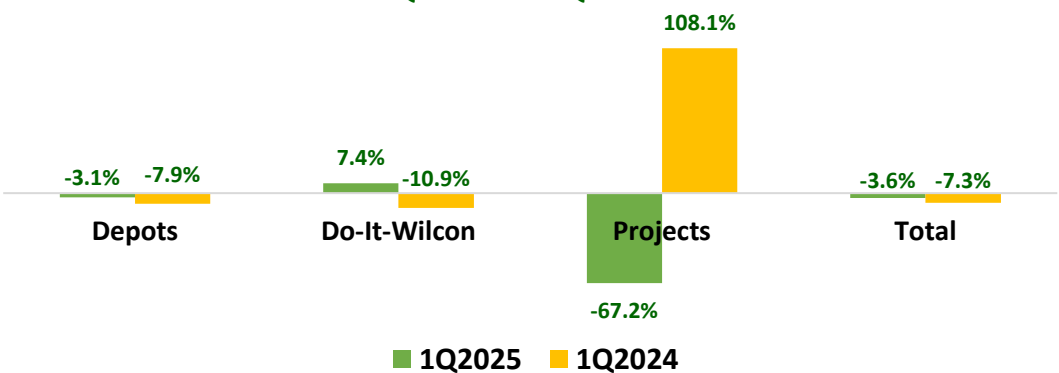


# Comparable Sales Summary

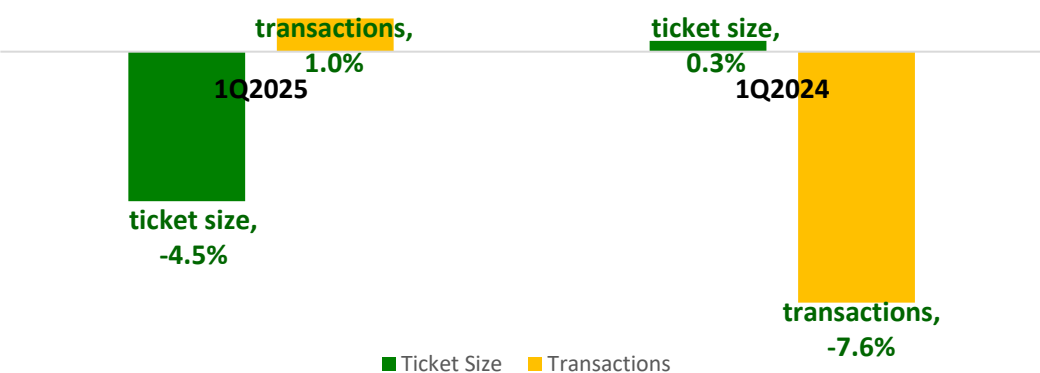
## Quarterly Trend



## Comparable Sales per Format 1Q2025 vs 1Q2024



## Comparable Ticket Size and Number of Transactions 1Q2025 vs 1Q2024





# FIRST QUARTER 2025

*Amounts in Millions PhP*

GPM rate decreased  
to 38.8%

Lease-related  
expense

	1Q 2025	% of Sales	1Q 2024	% of Sales	+ / -	% GROWTH
<b>Net Sales</b>	<b>8,408</b>	<b>100.0</b>	<b>8,311</b>	<b>100.0</b>	<b>98</b>	<b>1.2%</b>
Cost of sales	(5,145)	(61.2)	(4,991)	(60.1)	(154)	3.1%
<b>Gross Profit</b>	<b>3,264</b>	<b>38.8</b>	<b>3,320</b>	<b>39.9</b>	<b>(56)</b>	<b>(1.7%)</b>
Operating expenses	(2,408)	(28.6)	(2,302)	(27.7)	106	4.6%
Interest Exp (Lease Liab)	(255)	(3.0)	(169)	(2.0)	85	50.4%
Other Income - Net	96	1.1	129	1.6	(32)	(25.1%)
<b>Income from Operations</b>	<b>697</b>	<b>8.3</b>	<b>977</b>	<b>11.8</b>	<b>(280)</b>	<b>(28.7%)</b>
Non-lease related depreciation	366	4.4	318	3.8	(48)	15.2%
<b>EBITDA - Adjusted</b>	<b>1,063</b>	<b>12.6</b>	<b>1,295</b>	<b>15.6</b>	<b>(232)</b>	<b>(17.9%)</b>
Non-operating Other Income	14	0.2	8	0.1	6	78.1%
<b>Income before tax</b>	<b>711</b>	<b>8.5</b>	<b>985</b>	<b>11.9</b>	<b>(274)</b>	<b>(27.9%)</b>
Income Tax	(174)	(2.1)	(245)	(2.9)	71	(28.9%)
<b>Net Income</b>	<b>536</b>	<b>6.4</b>	<b>740</b>	<b>8.9</b>	<b>(204)</b>	<b>(27.5%)</b>

# Balance Sheet

<i>(In Million Php)</i>	Unaudited	Audited
	<i>As of March 31, 2025</i>	<i>As of December 31, 2024</i>
Current Assets	19,265	18,111
Noncurrent Assets*	21,942	20,955
<b>Total Assets</b>	<b>41,208</b>	<b>39,066</b>
Current Liabilities	9,055	6,386
Noncurrent Liabilities	9,251	8,839
<b>Total Liabilities</b>	<b>18,306</b>	<b>15,225</b>
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	46	46
Retained Earnings	13,382	14,321
<b>Total Equity</b>	<b>22,901</b>	<b>23,841</b>
Current ratio	2.1	2.8
Quick ratio	0.3	0.5
Debt to equity ratio	0.8	0.6
Return on asset	1.3%	8.76%
Return on equity	2.3%	10.6%

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



# 3M2025 CAPEX Investment

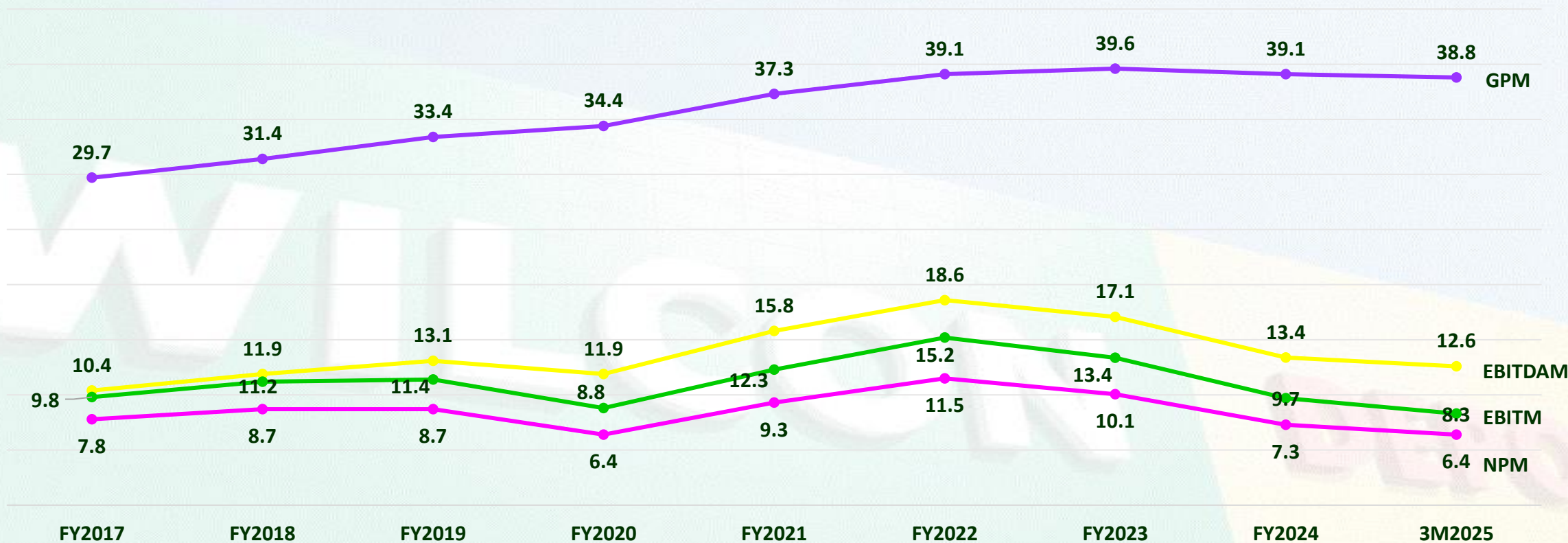
**WILCON DEPOT, INC.**

**CAPITAL EXPENDITURES ACTUAL (NET OF VAT)**

**AS OF MARCH 31, 2025**

	3M2025
In Millions Php	ACTUAL
Construction of New Stores	362
Store and Transportation Equipment	146
Renovations & Repairs	141
IT Infrastructures & Softwares	3
<b>Total CAPEX (<i>in millions Php</i>)</b>	<b>652</b>

# Margins

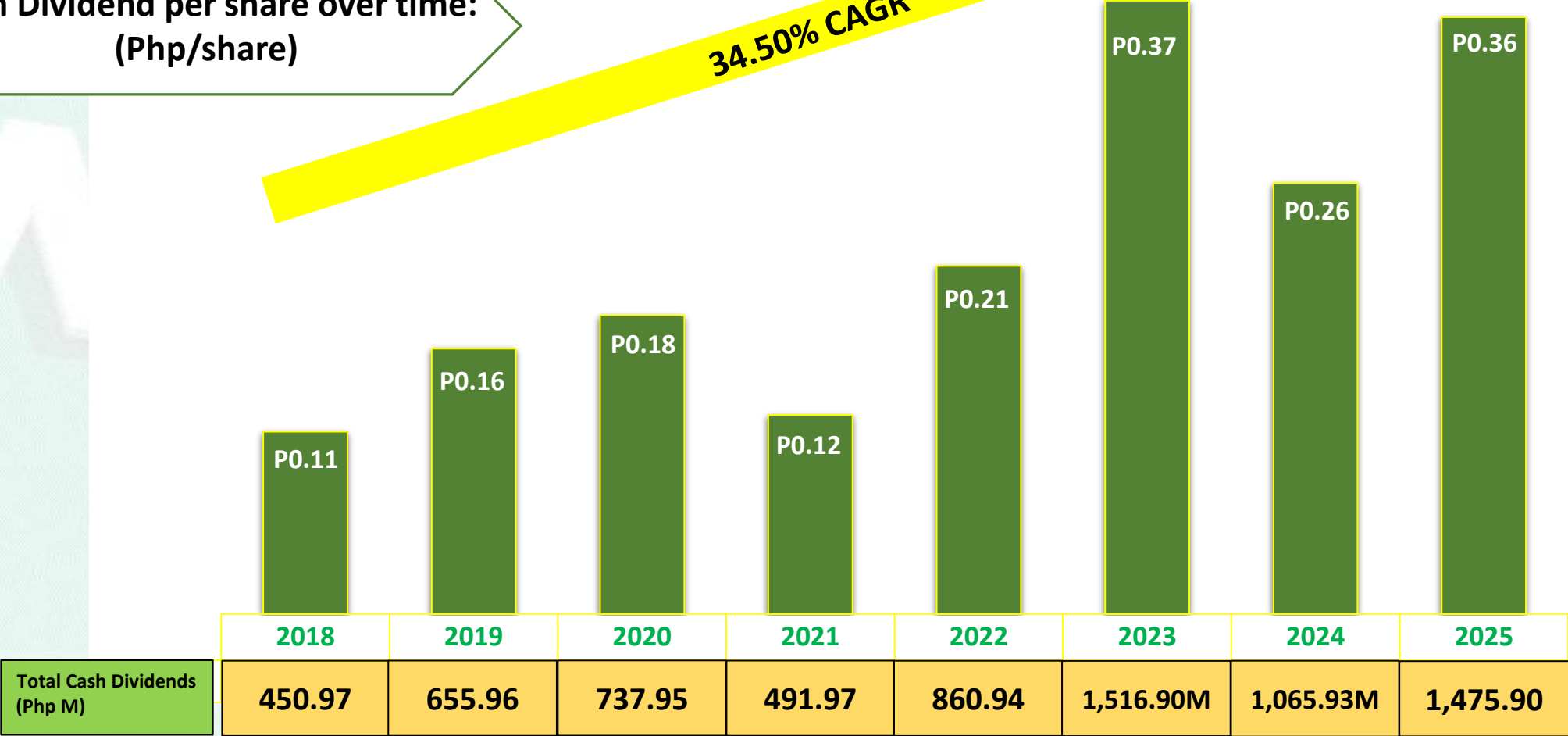


Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2025.

# Returning Value to Shareholders

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

34.50% CAGR







Store network expansion with focus on growth markets and defending strongholds



Optimize Product Mix and Increase the Profitability of In-house & Exclusive Brands



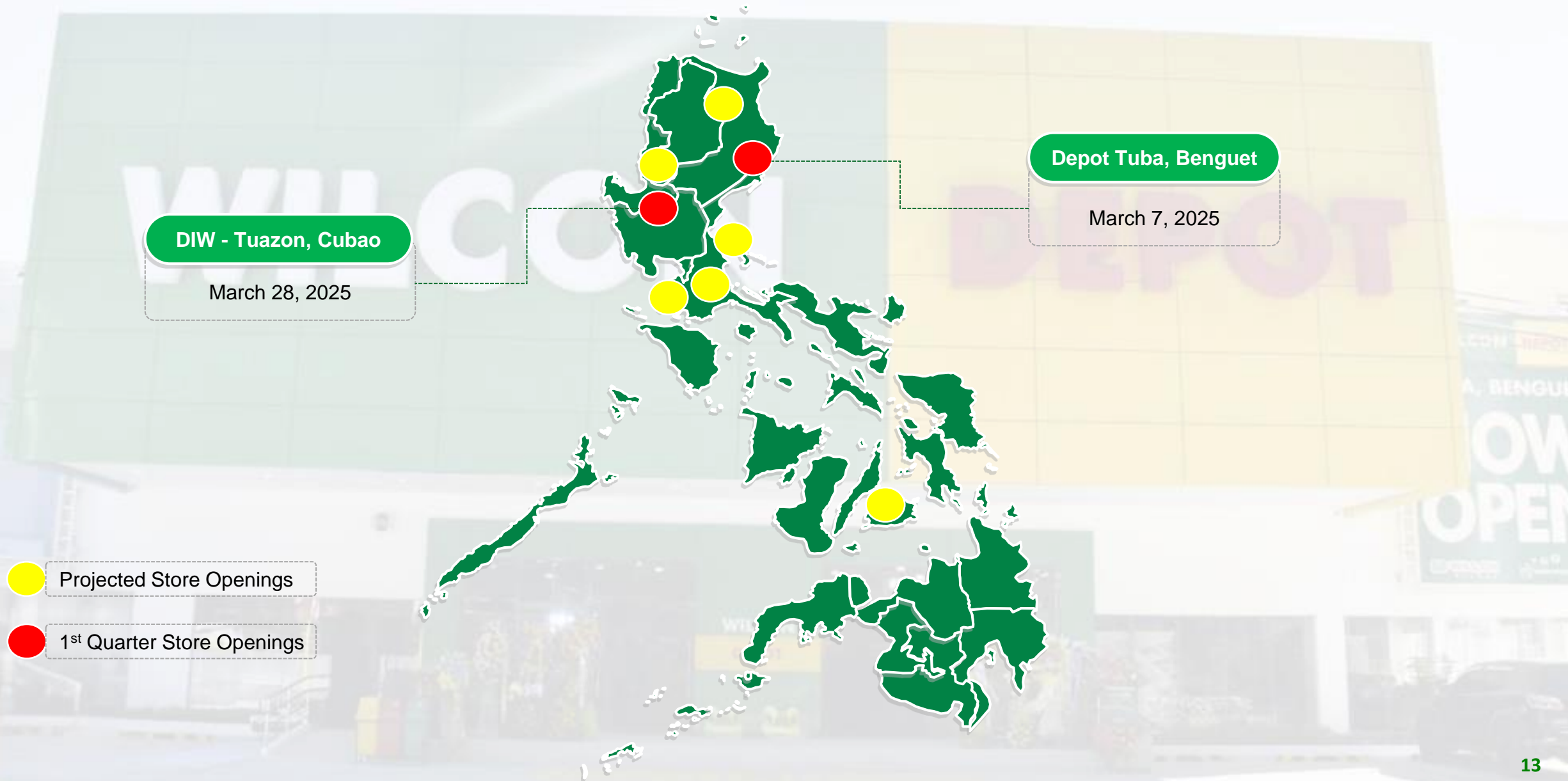
Physical and online store layout, features and customer experience enhancements



Further strengthen and increase brand awareness and visibility

# Key Growth Strategies

# 2025 Projected Store Openings





# DRIVE GROWTH AND ENHANCE PROFITABILITY OF HOUSE & EXCLUSIVE BRANDS

✓ Enhance the Company's ability to provide its customers with value for money products ;

✓ Rationalize product offerings

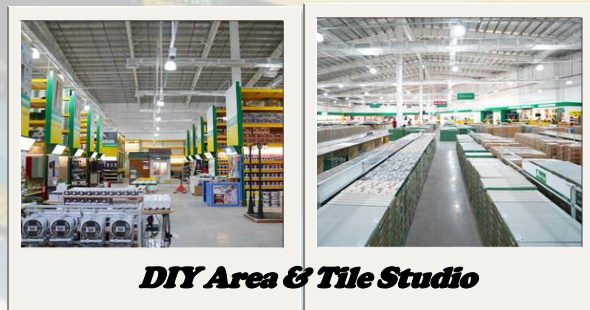
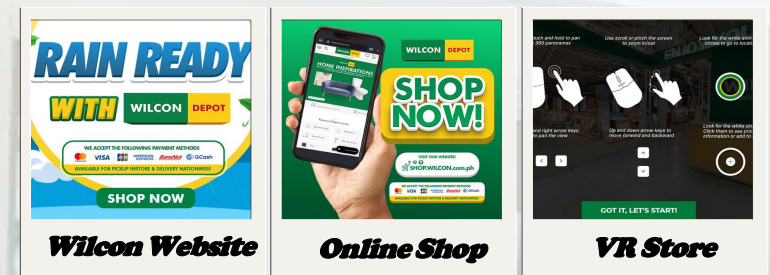
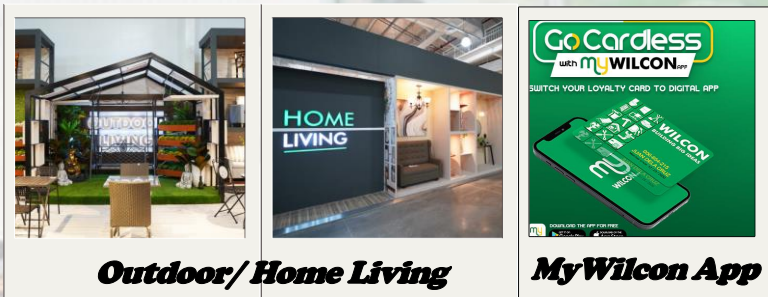




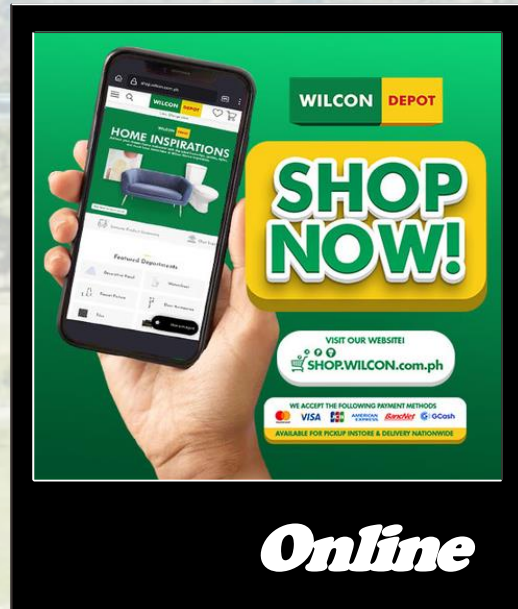
# PHYSICAL AND ONLINE STORE LAYOUT, FEATURES AND CUSTOMER EXPERIENCE ENHANCMENT



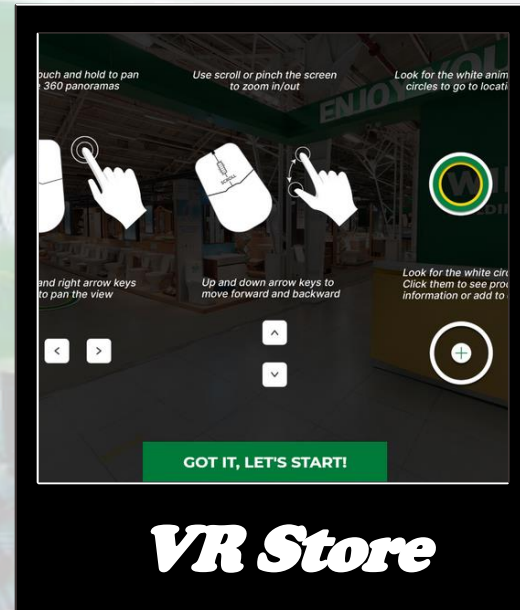
Constant innovations in store layout, features and customer experience that add value to our relationship with our customers and consistently differentiate us from competition.



# ONLINE STORE LAYOUT



**Online  
Shop**



**VR Store**



**My Wilcon App**



**Wilcon  
Website**



## FURTHER STRENGTHEN AND INCREASE Brand Awareness and Visibility





The background of the entire image is a dense, repeating pattern of Wilcon Depot trucks. The trucks are shown from a side-front perspective, parked in rows. They are in various shades of gray, creating a textured, collage-like effect. The word 'WILCON' is visible on the side of many of the trucks.

# THANK YOU!

**WILCON**

**DEPOT**

# Q&A

**WILCON**

**DEPOT**