



EARNINGS CONFERENCE CALL

May 05, 2025 | 4:00 PM



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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

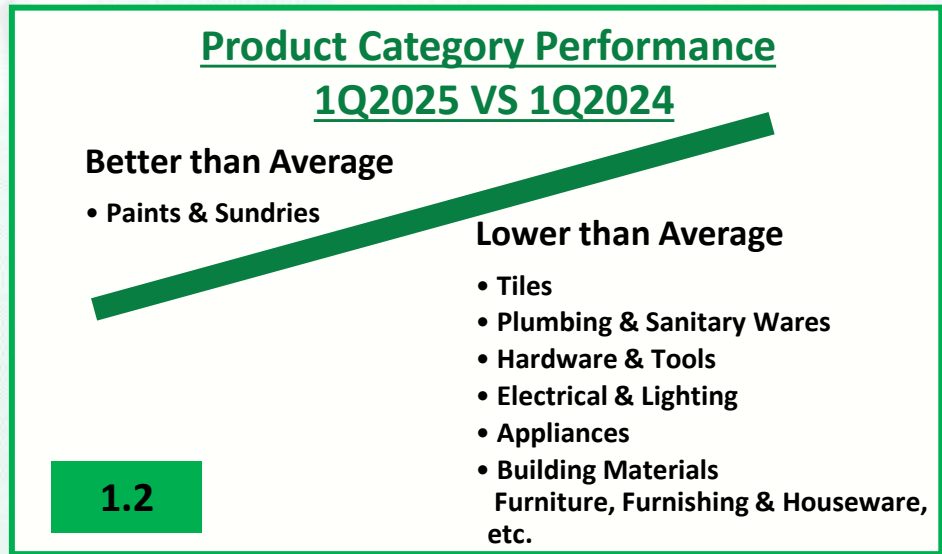
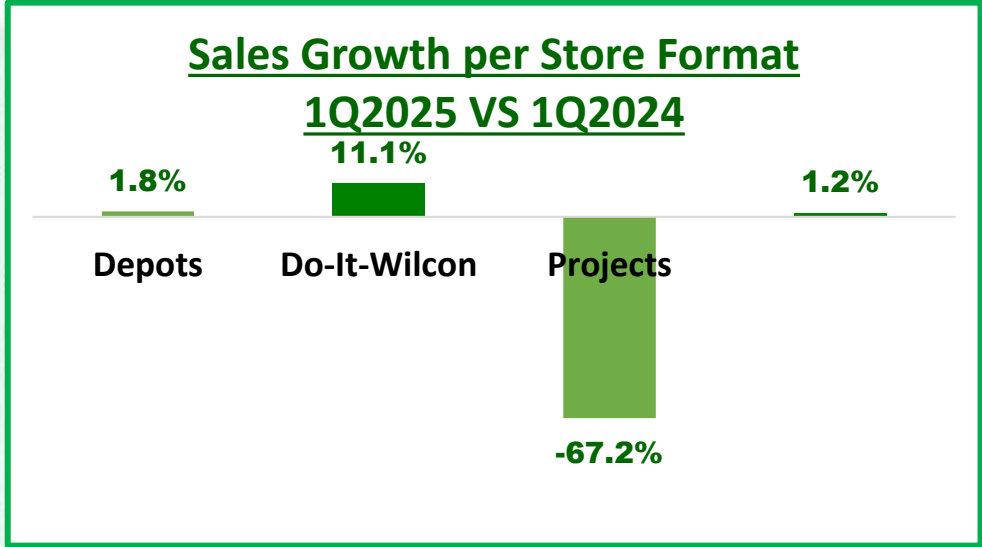
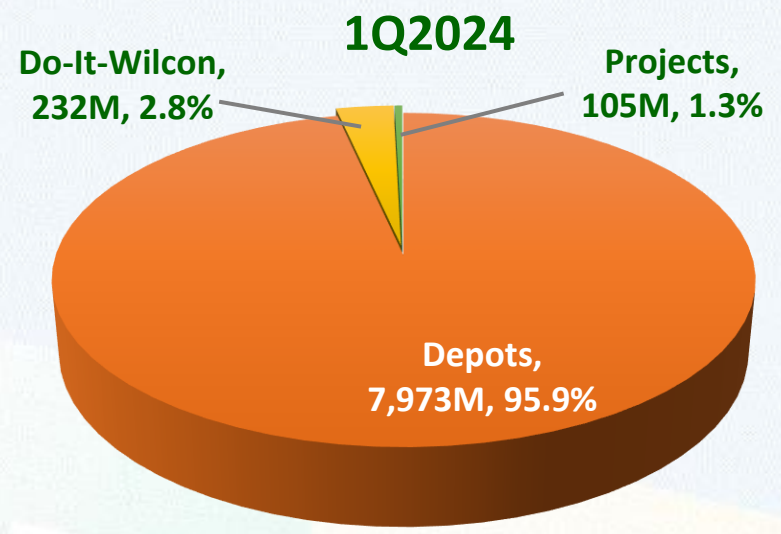
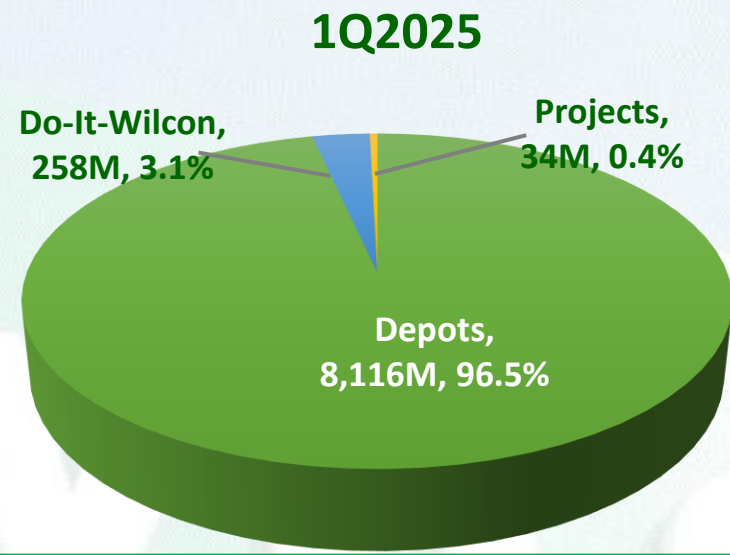
Product category performing
better than average growth



Paints &
Sundries

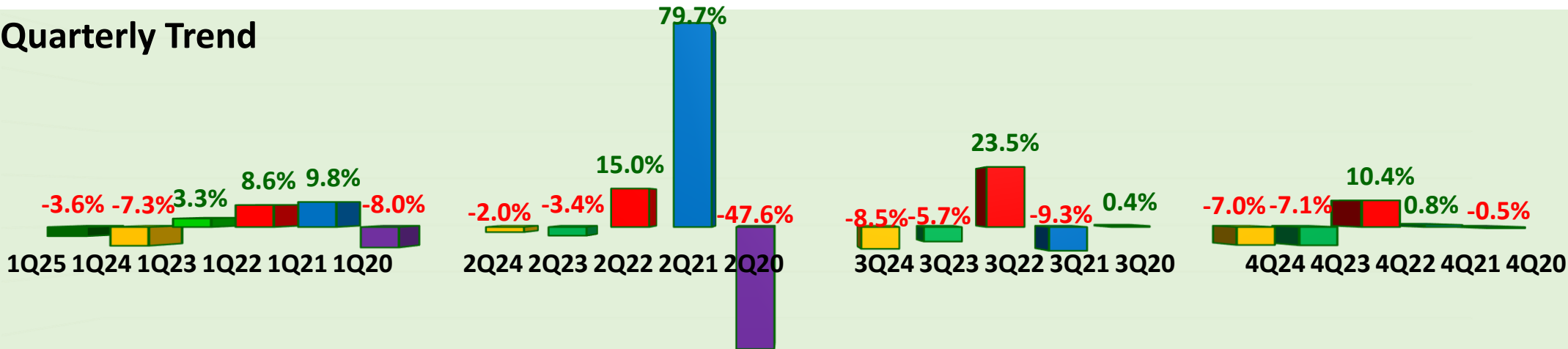
Total Net Sales Breakdown – 1Q 2025

Php Millions

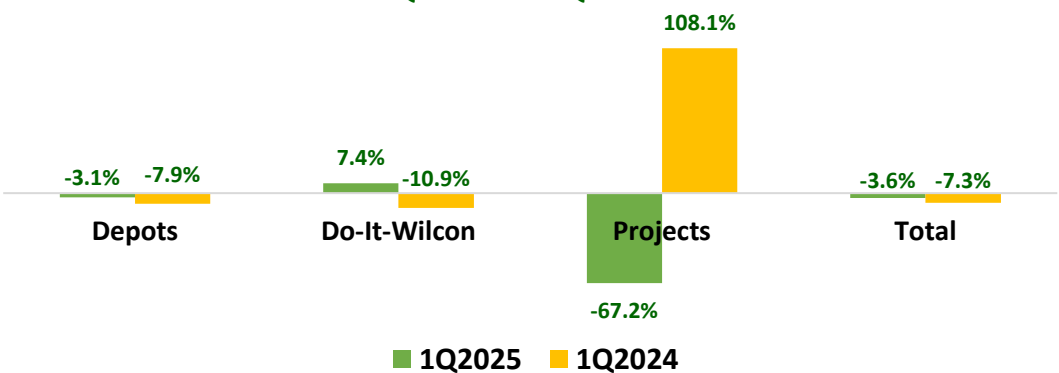


Comparable Sales Summary

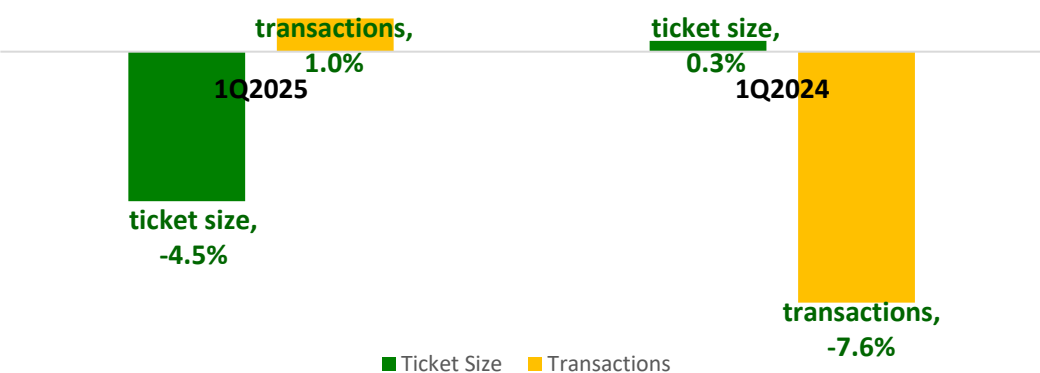
Quarterly Trend



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 |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|----------------|
| Net Sales | 8,408 | 100.0 | 8,311 | 100.0 | 98 | 1.2% |
| Cost of sales | (5,145) | (61.2) | (4,991) | (60.1) | (154) | 3.1% |
| Gross Profit | 3,264 | 38.8 | 3,320 | 39.9 | (56) | (1.7%) |
| 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%) |
| Income from Operations | 697 | 8.3 | 977 | 11.8 | (280) | (28.7%) |
| Non-lease related depreciation | 366 | 4.4 | 318 | 3.8 | (48) | 15.2% |
| EBITDA - Adjusted | 1,063 | 12.6 | 1,295 | 15.6 | (232) | (17.9%) |
| Non-operating Other Income | 14 | 0.2 | 8 | 0.1 | 6 | 78.1% |
| Income before tax | 711 | 8.5 | 985 | 11.9 | (274) | (27.9%) |
| Income Tax | (174) | (2.1) | (245) | (2.9) | 71 | (28.9%) |
| Net Income | 536 | 6.4 | 740 | 8.9 | (204) | (27.5%) |

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 |
| Total Assets | 41,208 | 39,066 |
| Current Liabilities | 9,055 | 6,386 |
| Noncurrent Liabilities | 9,251 | 8,839 |
| Total Liabilities | 18,306 | 15,225 |
| 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 |
| Total Equity | 22,901 | 23,841 |
| 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

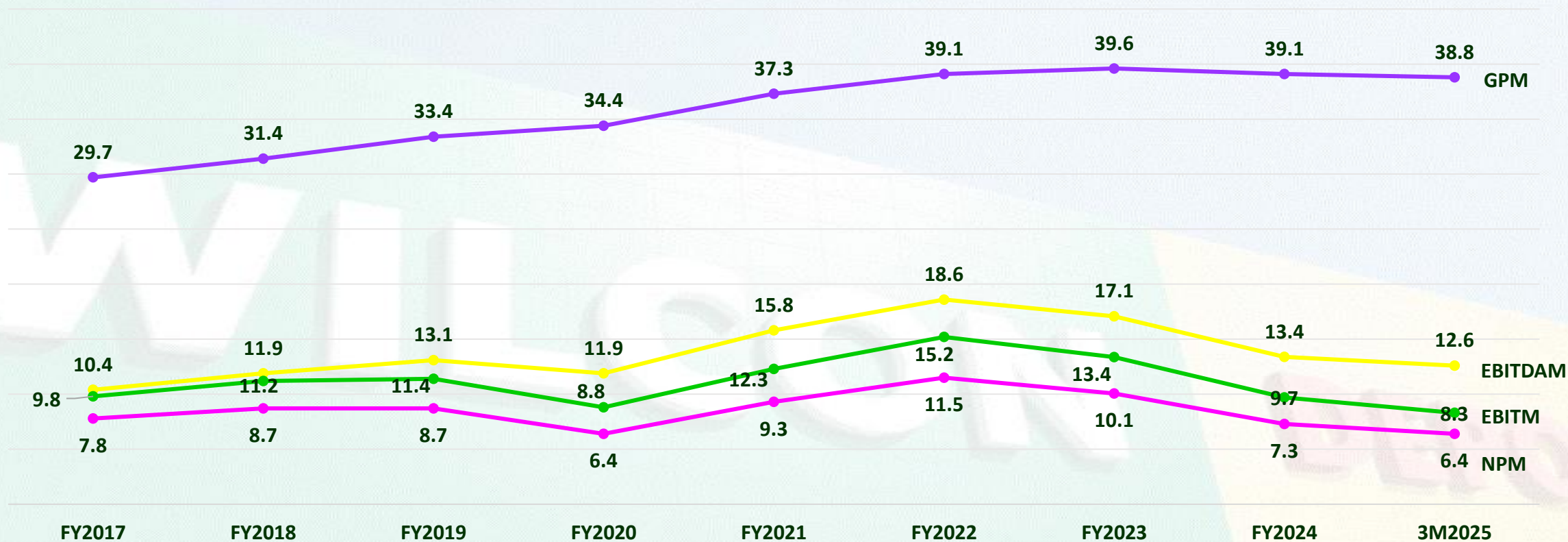
WILCON DEPOT, INC.

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 |
| Total CAPEX (<i>in millions Php</i>) | 652 |

Margins

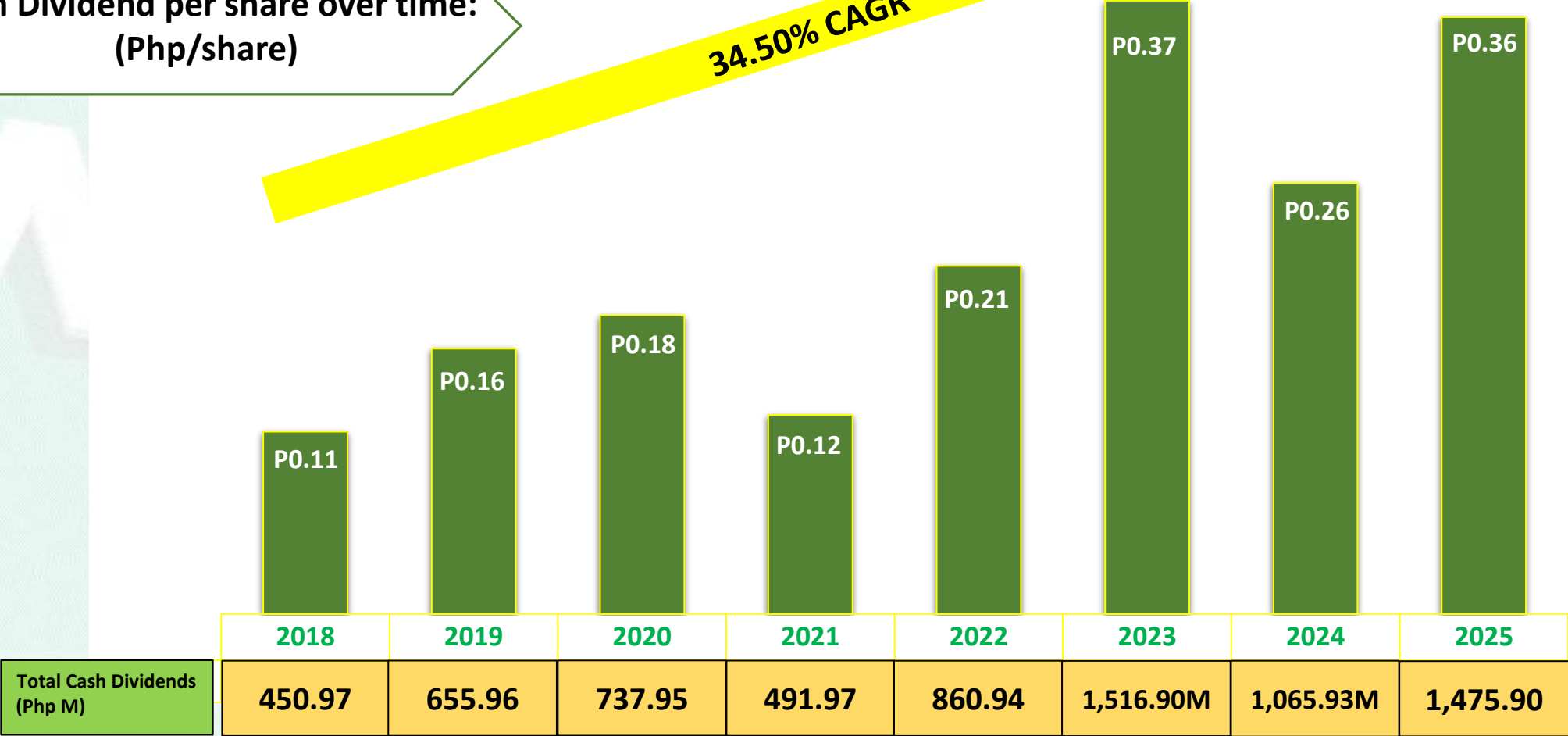


Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2025.

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



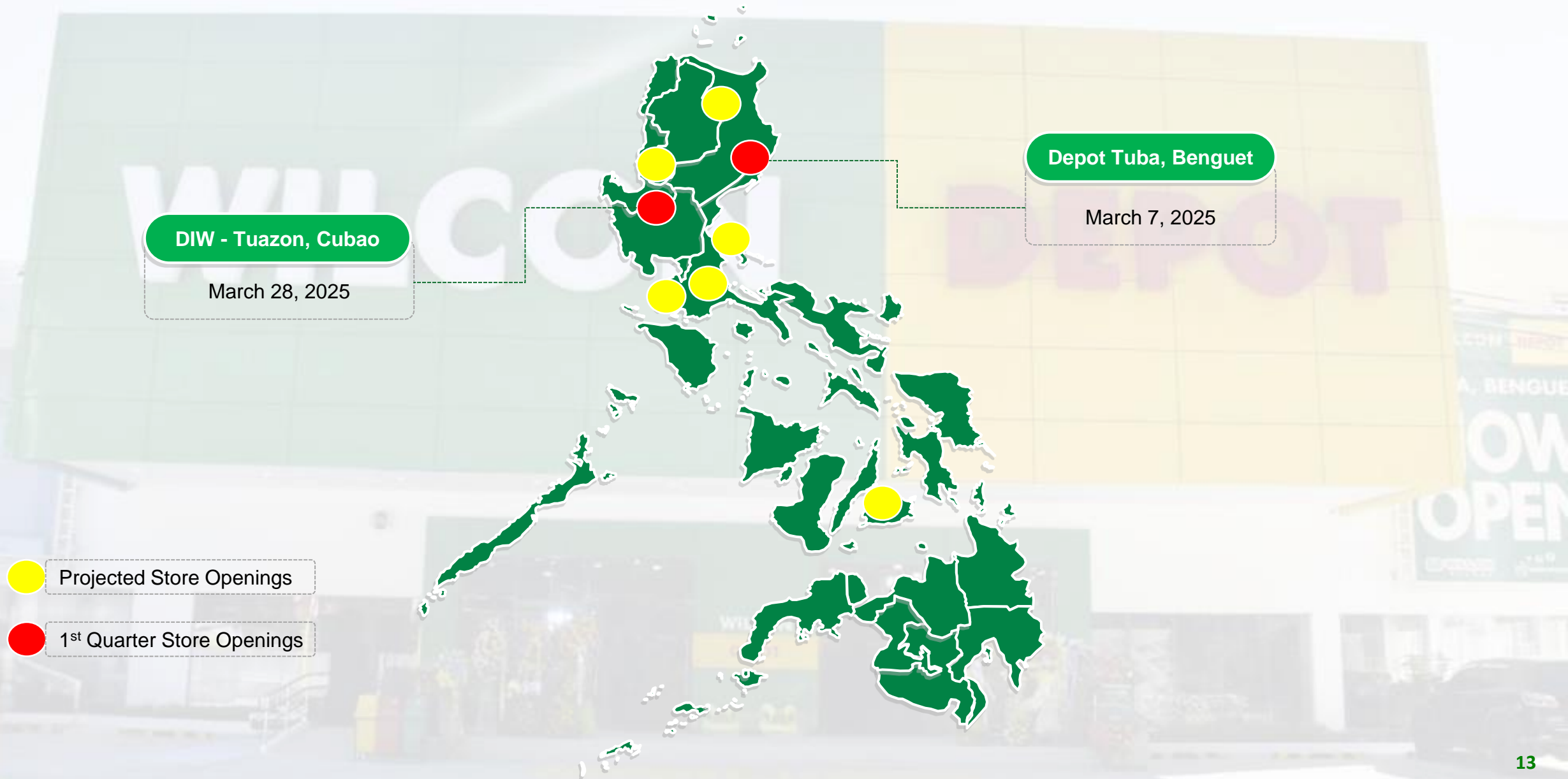
Physical and online store layout, features and customer experience enhancements



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

Improve supply chain management

Enhance marketing efforts

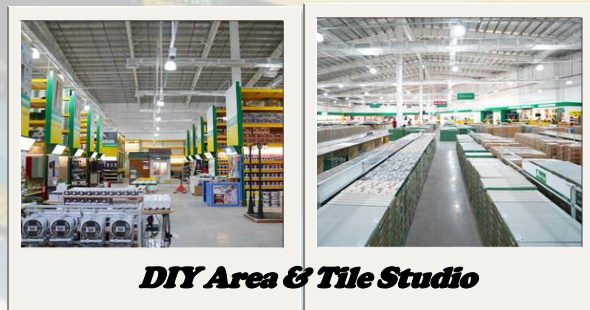
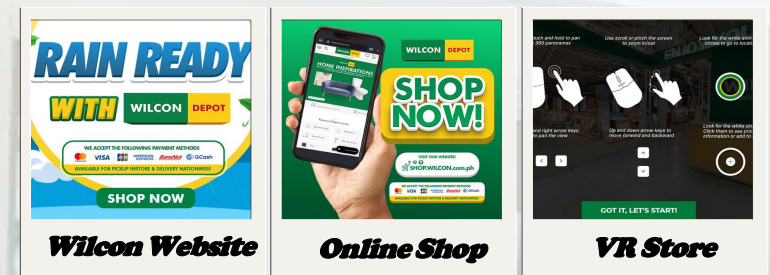
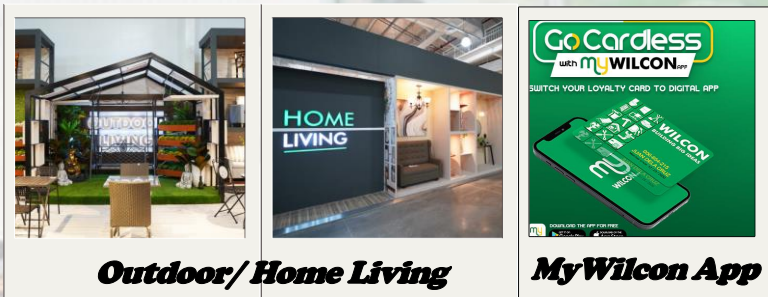
Optimize product lines/ product offerings



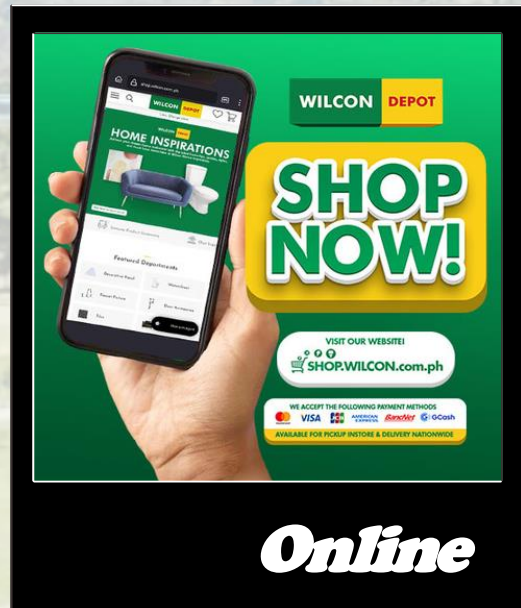
PHYSICAL AND ONLINE STORE LAYOUT, FEATURES AND CUSTOMER EXPERIENCE ENHANCMENT



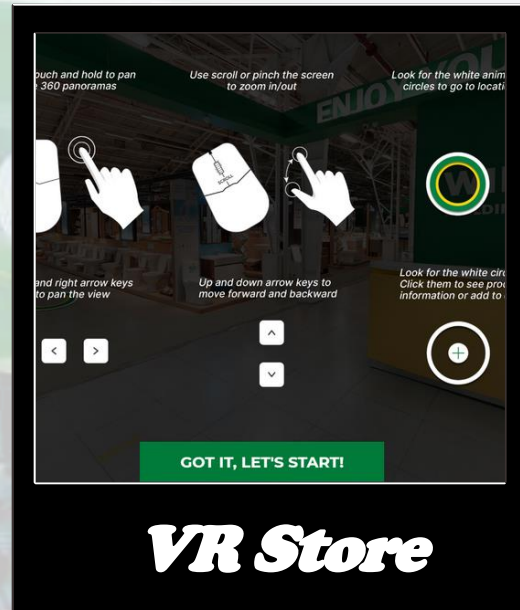
Constant innovations in store layout, features and customer experience that add value to our relationship with our customers and consistently differentiate us from competition.



ONLINE STORE LAYOUT



**Online
Shop**



VR Store



My Wilcon App



**Wilcon
Website**

FURTHER STRENGTHEN AND INCREASE Brand Awareness and Visibility





THANK YOU!

WILCON

DEPOT

Q&A

WILCON

DEPOT