EARNINGS
CONFERENCE CALL

NOVEMBER 14, 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.

THIRD QUARTER 2025 RESULTS

3Q 2025 RESULTS

Financial Highlights

₱9.2B
NET SALES

₱ 703M
NIAT

8.6 %
Y-o-Y SALES PERCENTAGE

15.8%
Y-o-Y NIAT PERCENTAGE

Comparable Sales Summary

4.8%	5.0%	-0.1%
SSSG	TRANSACTION COUNT	TICKET SIZE

Margins

37.5%	14.4%	10.2%	7.6%
GPM	EBITDAM	EBITM	NPM

3rd QUARTER 2025 NEW STORE

SAN CARLOS, PANGASINAN

July 25, 2025

Total Sales Mix

52.9%

In-house & exclusive contribution

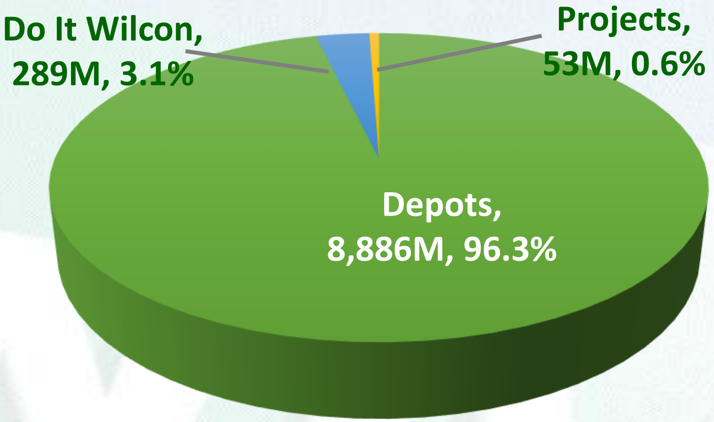
Product categories performed better than average growth

- Paints & Sundries
- Building Materials
- Furniture, Furnishing & Houseware

Total Net Sales Breakdown – 3Q 2025

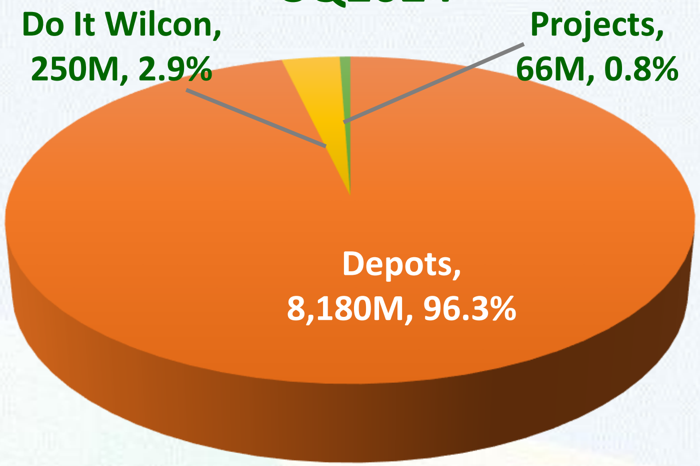
Php Millions

3Q2025

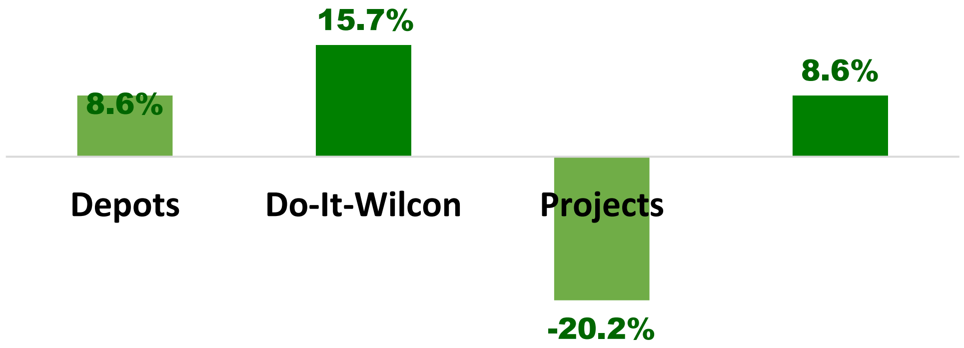


8.6%

3Q2024



Sales Growth per Store Format
3Q2025 VS 3Q2024



Product Category Performance
3Q2025 VS 3Q2024

Better than Average

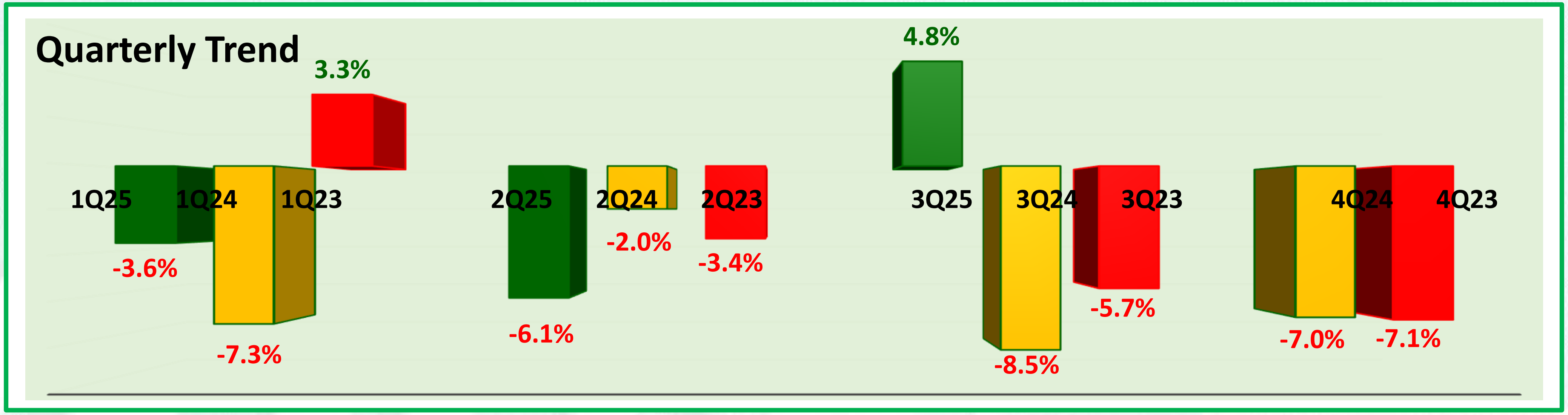
- Paints & Sundries
- Furniture, Furnishing & Houseware, etc.
- Building Materials

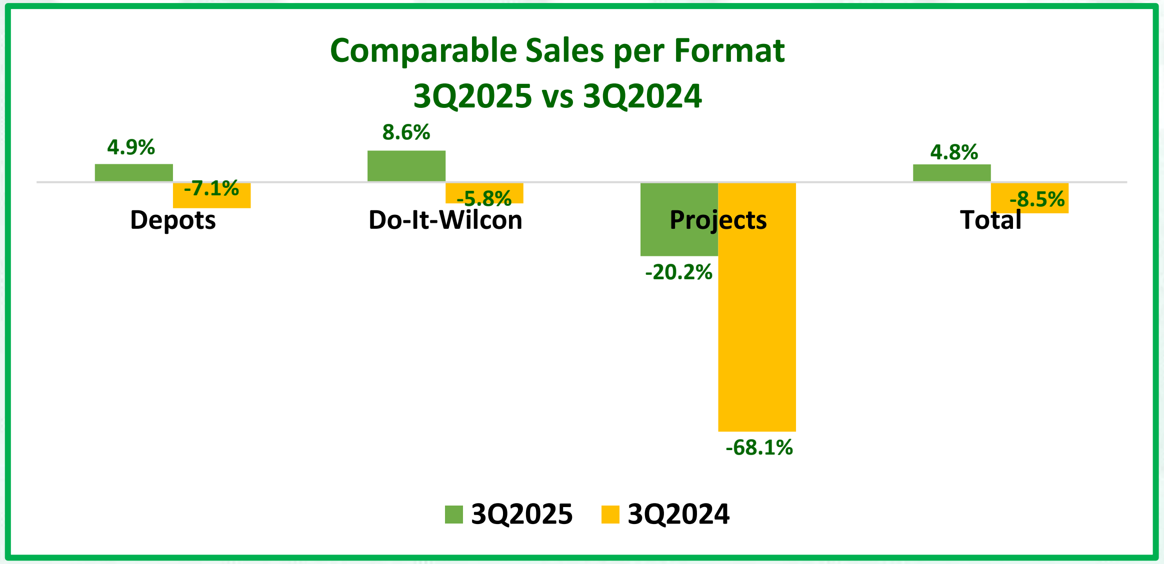
Lower than average

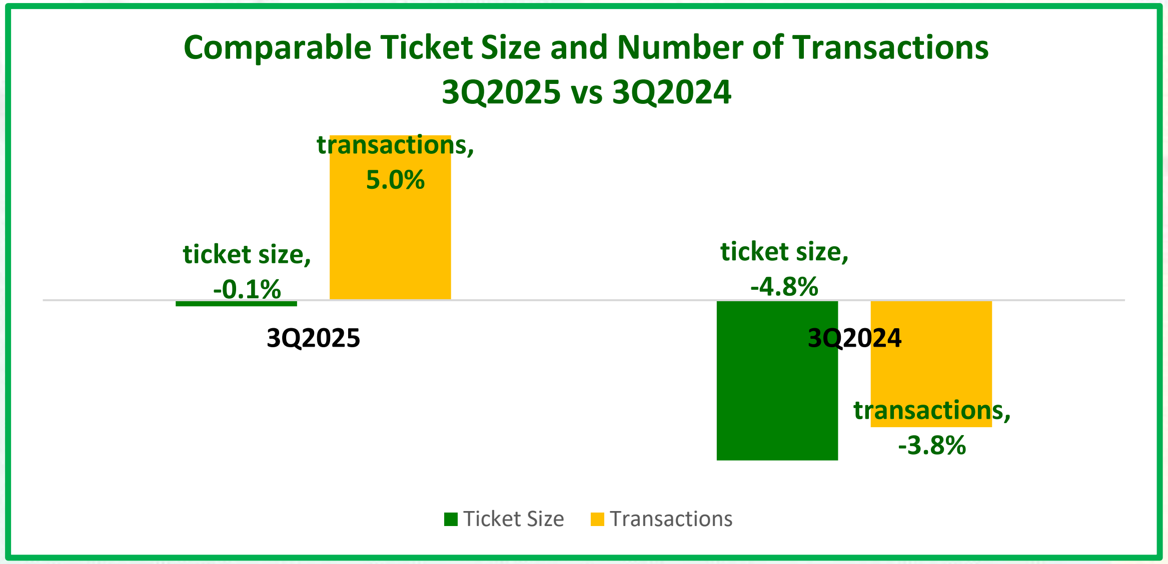
- Tiles
- Plumbing & Sanitary Wares
- Hardware & Tools
- Electrical & Lighting
- Appliances

8.6%

Comparable Sales Summary







WILCON DEPOT

THIRD QUARTER 2025

GPM rate decreased to 37.5%

Lease-related expense

	3Q 2025	% of Sales	3Q 2024	% of Sales	+/-	% GROWTH
Net Sales	**9,228**	**100.0**	**8,497**	**100.0**	**732**	**8.6**
Cost of sales	(5,765)	(62.5)	(5,203)	(61.2)	561	10.8
Gross Profit	**3,463**	**37.5**	**3,293**	**38.8**	**170**	**5.2**
Operating expenses	(2,475)	(26.8)	(2,403)	(28.3)	71	3.0
Interest Exp (Lease Liab)	(180)	(1.9)	(164)	(1.9)	15	9.4
Other Income - Net	127	1.4	79	0.9	48	60.5
Income from Operations	**936**	**10.1**	**805**	**9.5**	**131**	**16.3**
Non-lease related depcreciation	395	4.3	353	4.2	42	12.0
EBITDA - Adjusted	**1,331**	**14.4**	**1,158**	**13.6**	**173**	**15.0**
Non-operating Other Income	1	0.0	10	0.1	(9)	(87.1)
Income before tax	**937**	**10.2**	**815**	**9.6**	**122**	**15.0**
Income Tax	(234)	(2.5)	(207)	(2.4)	27	12.8
Net Income	**703**	**7.6**	**608**	**7.2**	**96**	**15.8**

NINE MONTHS 2025 RESULTS

9M2025 RESULTS
Financial Highlights

₱ 26.3
NET SALES

₱ 1.87B
NIAT

2.6 %
Y-o-Y SALES GROWTH

-11.9%
Y-o-Y NIAT GROWTH

Comparable Sales Summary

-1.7%	1.5%	-3.1%
SSSG	TRANSACTION COUNT	TICKET SIZE

Margins

38.3%	13.7%	7.1%
GPM	EBITDAM	NPM

Total Sales Mix

52.5%

In-house & exclusive contribution

Product categories performing better than average growth

- Paints & Sundries
- Furniture, Furnishing & Houseware
- Building Materials

103 STORES NATIONWIDE
AS OF SEPTEMBER 30, 2025

2025 NEW STORES

TUBA, BENGUET

March 07, 2025

P. TUAZON, CUBAO

March 28, 2025

CORDOVA, CEBU

May 23, 2025

BALIUAG, BULACAN

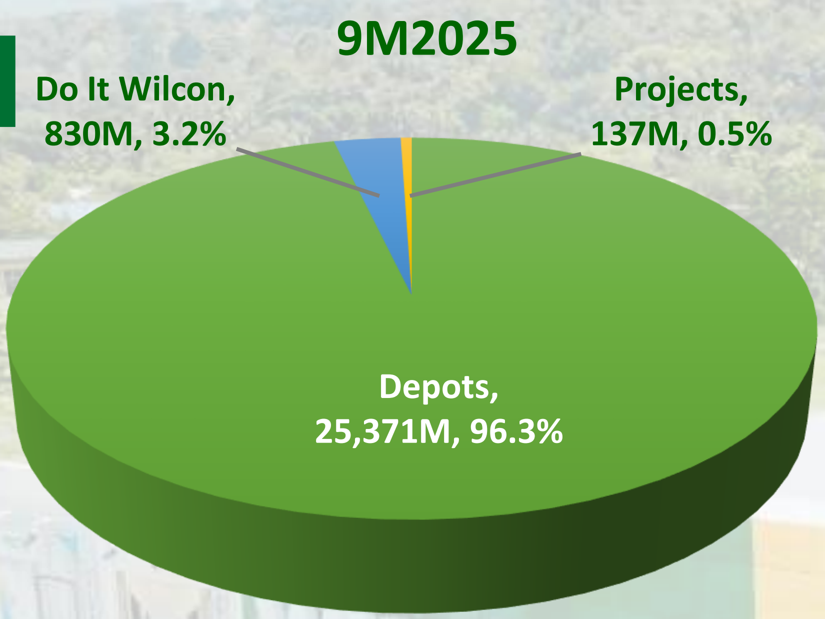
REOPENING DATE: June 27, 2025

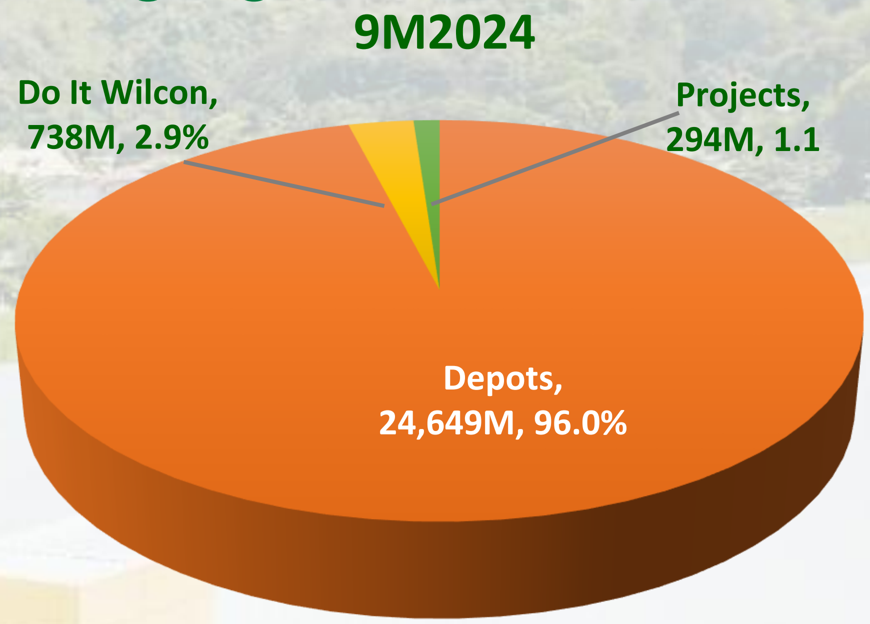
SAN CARLOS, PANGASINAN

July 25, 2025

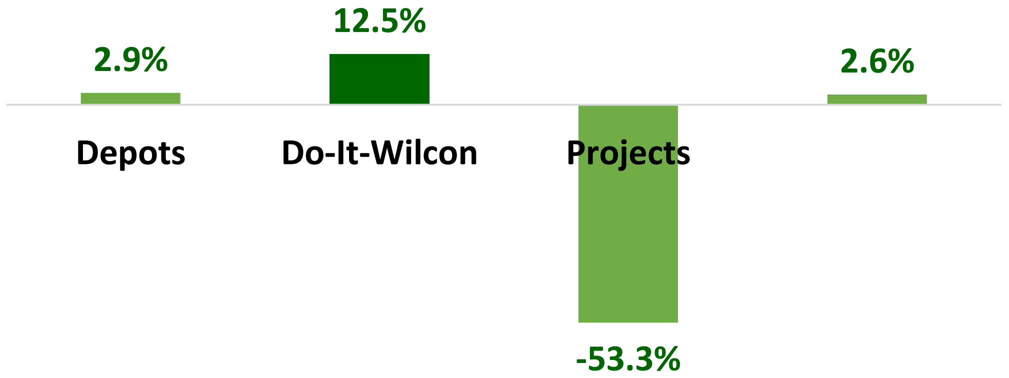
Total Net Sales Breakdown – 9M 2025

Php Millions





Sales Growth per Store Format 9M2025 VS 9M2024



Product Category Performance 9M2025 VS 9M2024

2.6%

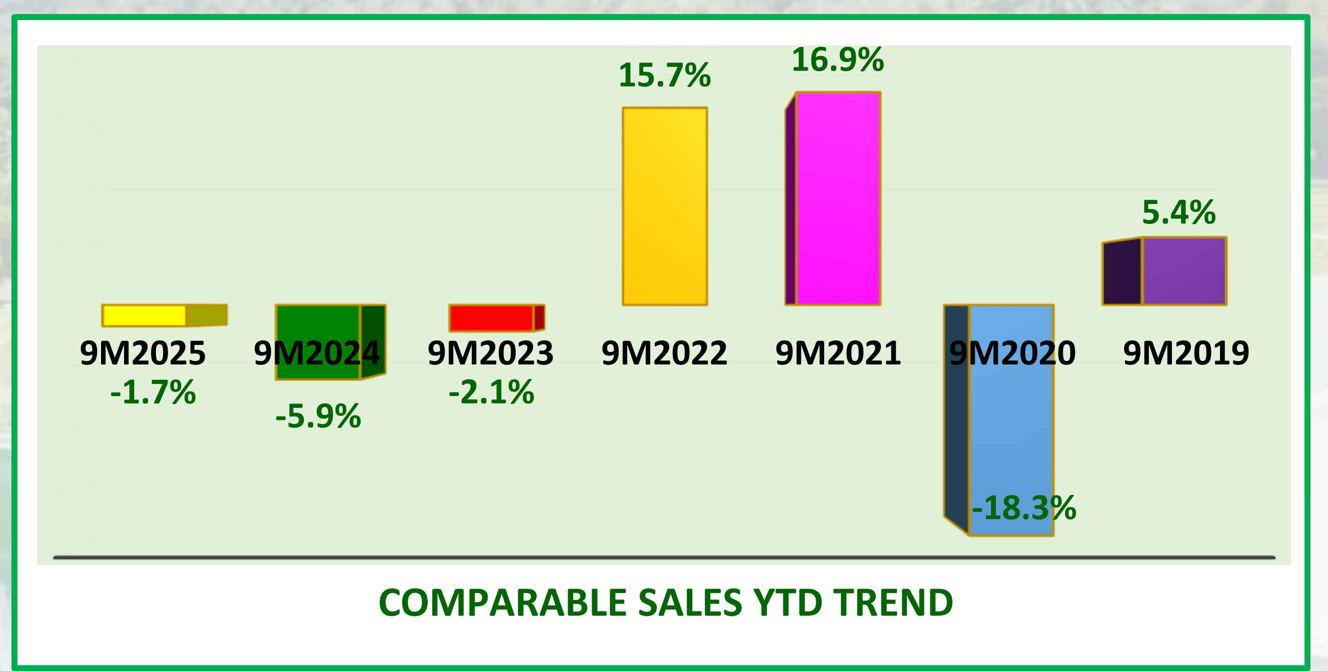
Better than Average

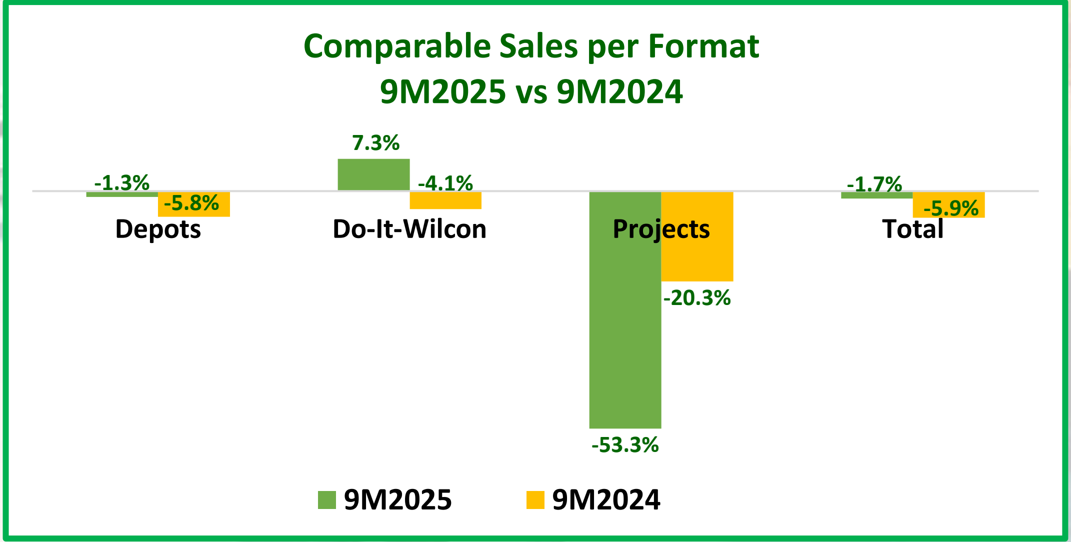
- Paints & Sundries
- Furniture, Furnishing & Houseware
- Building Materials

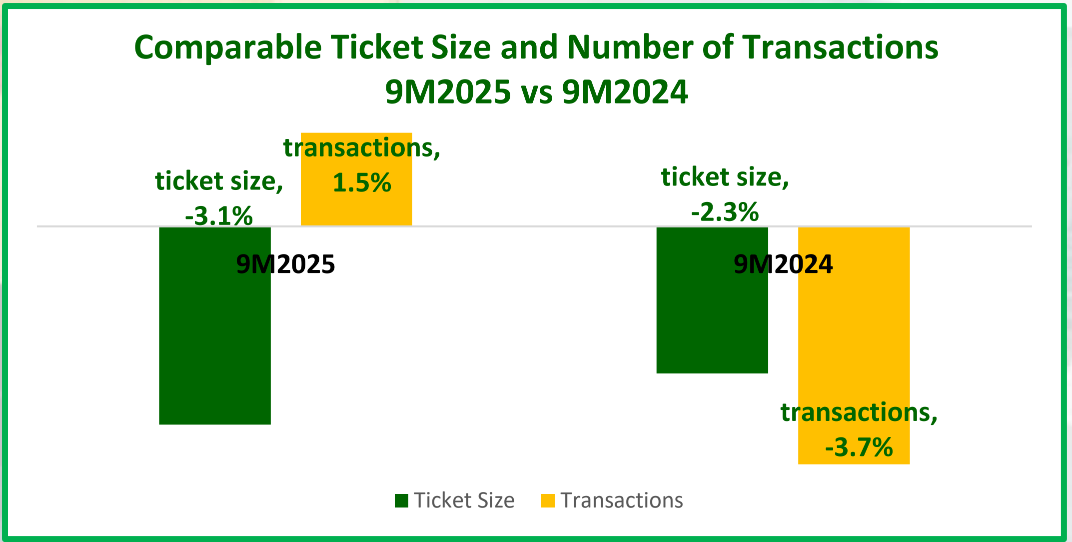
Lower than Average

- Electrical & Lighting
- Hardware & Tools
- Appliances
- Plumbing & Sanitary Wares
- Tiles

Comparable Sales Summary







NINE MONTHS 2025

GPM rate decreased to 38.3%

Lease-related expense

	YTD 2025	% of Sales	YTD 2024	% of Sales	+/-	% Growth y-o-y
Net Sales	**26,337**	**100.0**	**25,681**	**100.0**	**657**	**2.6**
Cost of sales	(16,261)	(61.7)	(15,548)	(60.5)	713	4.6
Gross Profit	**10,076**	**38.3**	**10,132**	**39.5**	**(56)**	**(0.6)**
Operating expenses	(7,403)	(28.1)	(7,145)	(27.8)	(258)	3.6
Interest Exp (Lease Liab)	(538)	(2.0)	(499)	(1.9)	(38)	7.7
Other Income - Net	322	1.2	311	1.2	11	3.6
Income from Operations	**2,458**	**9.3**	**2,799**	**10.9**	**(341)**	**(12.2)**
Non-lease related depreciation	1,147	4.4	999	3.9	148	14.8
EBITDA - Adjusted	**3,605**	**13.7**	**3,798**	**14.8**	**(193)**	**(5.1)**
Non-operating Other Income	19	0.1	25	0.1	(5)	(21.8)
Income before tax	**2,478**	**9.4**	**2,824**	**11.0**	**(346)**	**(12.3)**
Income Tax	(612)	(2.3)	(706)	(2.7)	94	(13.4)
Net Income	**1,866**	**7.1**	**2,118**	**8.2**	**(252)**	**(11.9)**

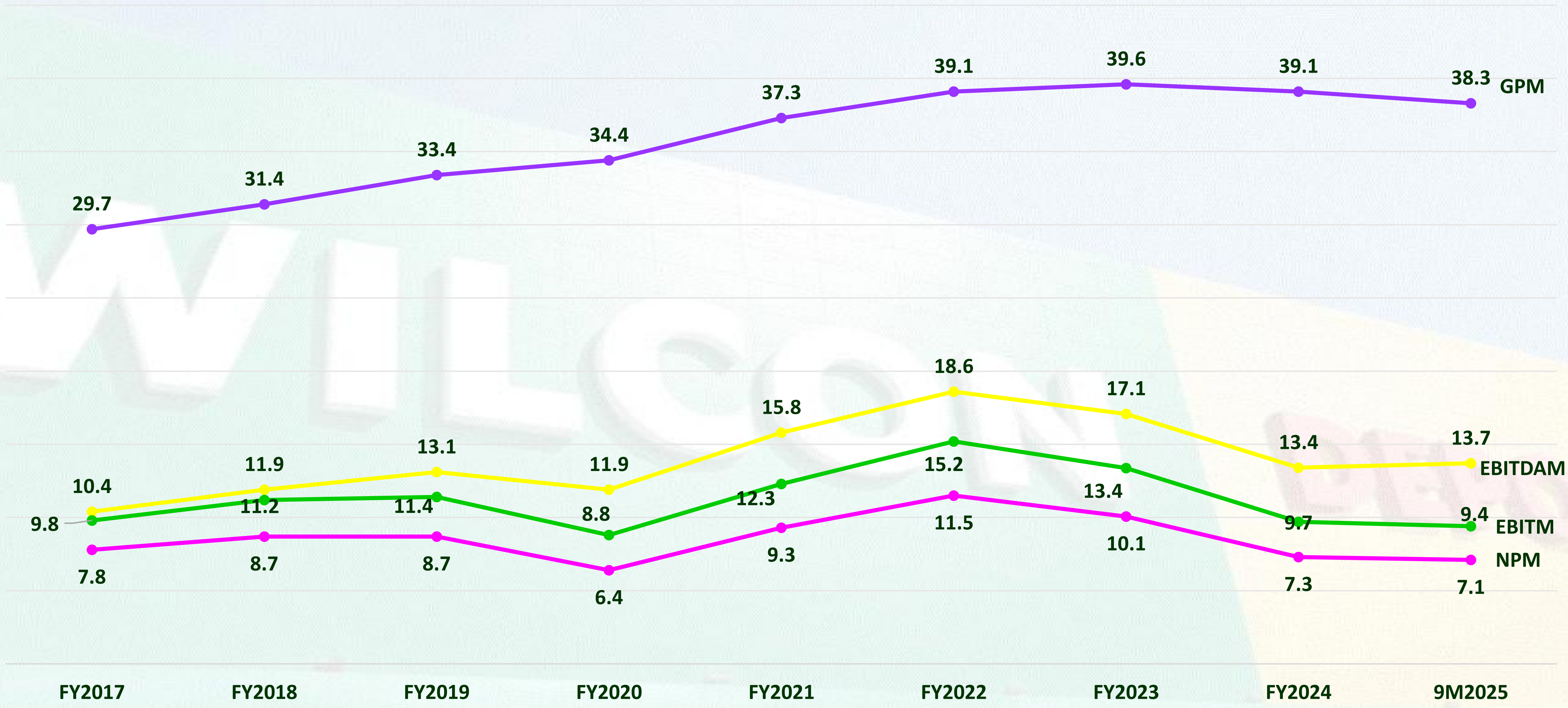
Balance Sheet

(In Million Php)	**Unaudited** *(as of September 30, 2025)*	**Audited** *(as of December 31, 2024)*
Current Assets	19,050	18,111
Noncurrent Assets*	21,747	20,955
Total Assets	**40,796**	**39,066**
Current Liabilities	7,395	6,386
Noncurrent Liabilities	9,171	8,839
Total Liabilities	**16,566**	**15,225**
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Income	46	46
Retained Earnings	14,711	14,321
Total Equity	**24,231**	**23,841**
Current ratio	2.58	2.84
Quick ratio	0.32	0.47
Debt to equity ratio	0.68	0.64
Return on asset	4.57%	6.47%
Return on equity	7.70%	10.61%

9M2025 vs 9M2024 CAPEX Investment

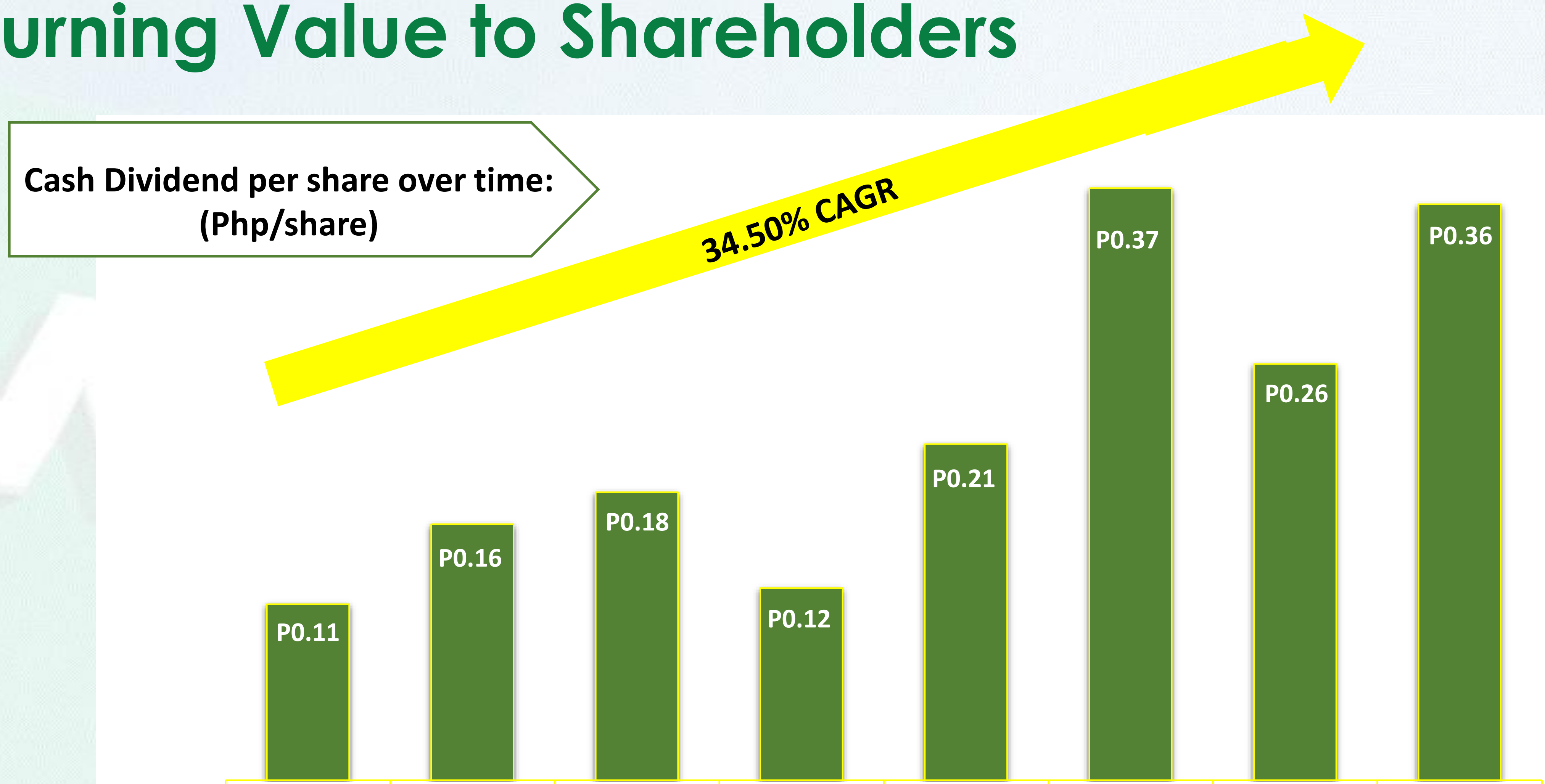
	9M2025	9M2024
In Millions Php	**ACTUAL**	**ACTUAL**
Construction of New Stores and Warehouses	974	1,423
Store and Transportation Equipment	356	358
Renovations & Repairs	246	316
IT Infrastructures & Softwares	26	17
Total CAPEX (in millions Php)	**1,602**	**2,114**

Improving Margins



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

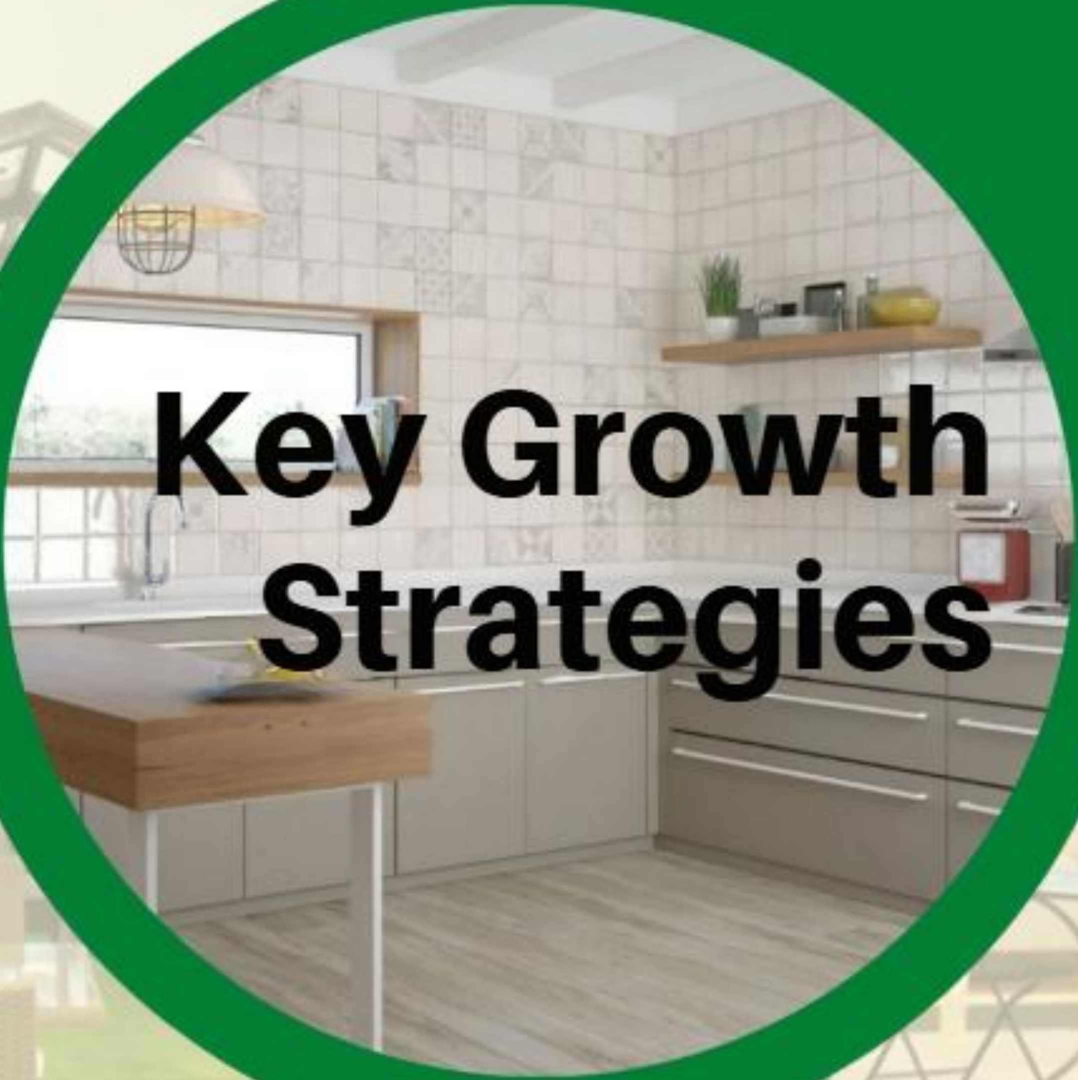
Returning Value to Shareholders



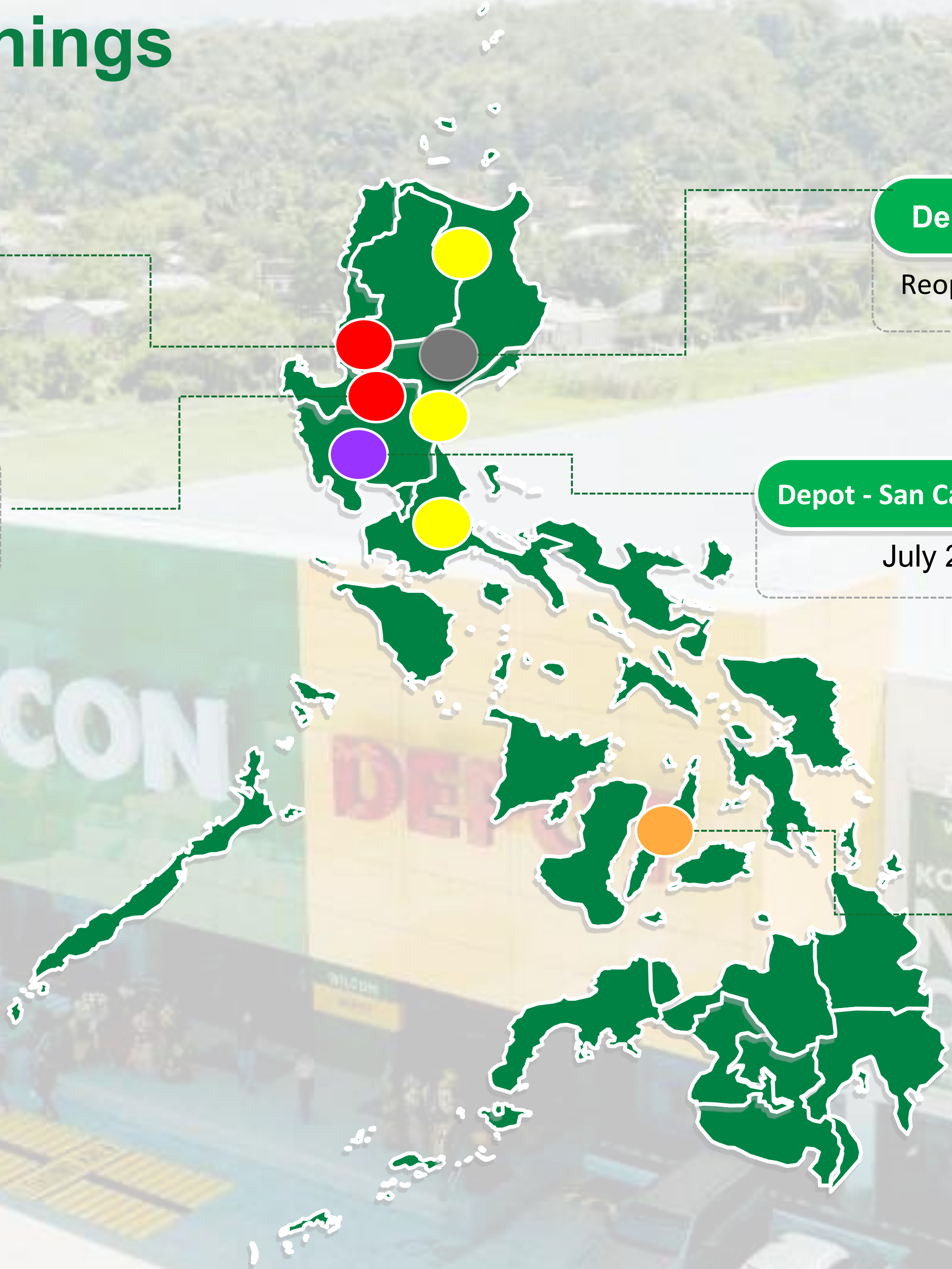
	2018	2019	2020	2021	2022	2023	2024	2025
Total Cash Dividends (Php M)	450.97	655.96	737.95	491.97	860.94	1,516.90	1,065.93	1,475.90

KEY GROWTH STRATEGIES

- 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



2025 Store Openings



Depot - Tuba, Benguet
March 7, 2025

DIW - Tuazon, Cubao
March 28, 2025

Depot - Baliuag, Bulacan
Reopening Date: June 27, 2025

Depot - San Carlos, Pangasinan
July 25, 2025

Depot - Cordova, Cebu
May 23, 2025

Total number of stores as of September 30, 2025:

103

- Projected Store Openings
- Q1 Store Openings
- Q2 Store Openings
- Q2 Store Re-opening
- Q3 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

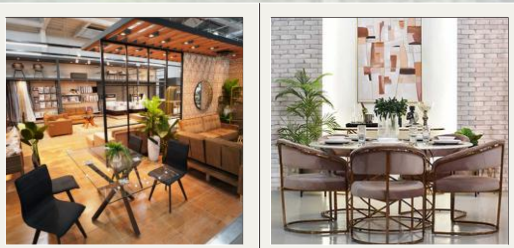
Improve supply chain management

Enhance marketing efforts

Optimize product lines/ product offerings

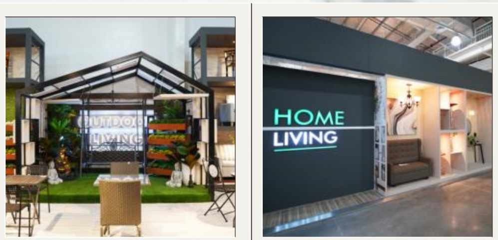
PHYSICAL AND ONLINE STORE LAYOUT, FEATURES AND CUSTOMER EXPERIENCE ENHANCAMENT

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



Showrooms

Design Hub



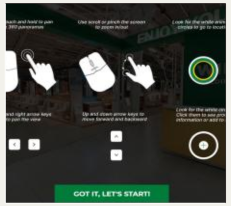
Outdoor/ Home Living

MyWilcon App

DIY Area & Tile Studio

Wilcon Website

Online Shop



VR Store

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

Q & A

THANK YOU!

WILCON DEPOT