



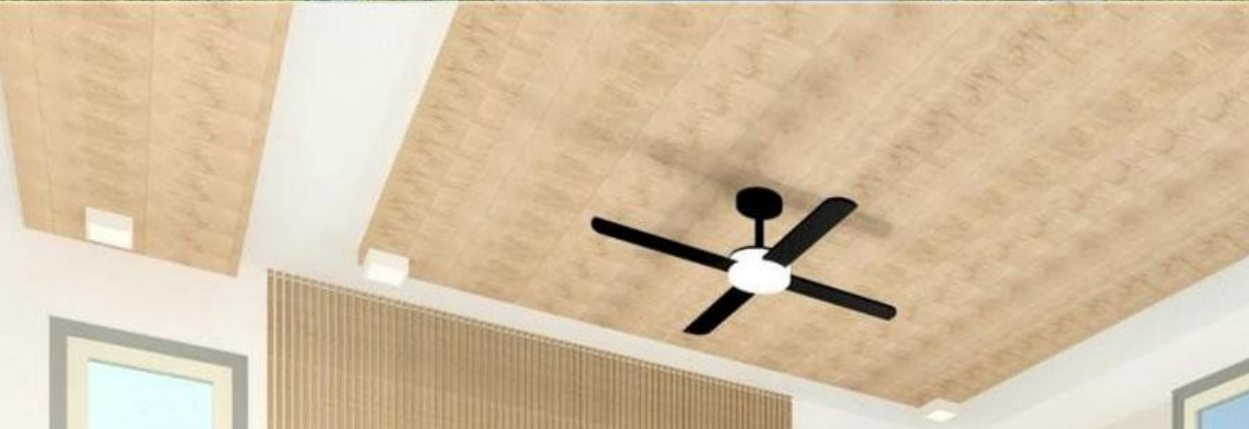
# EARNINGS CONFERENCE CALL

MARCH 30, 2026 | 3:30 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.



# FOURTH QUARTER 2025 RESULTS



# 4Q 2025 RESULTS

## Financial Highlights

**₱9.1B**

NET SALES

**7.3 %**

Y-o-Y SALES  
PERCENTAGE

**₱ 580M**

NIAT

**41.3%**

Y-o-Y NIAT  
PERCENTAGE

### Comparable Sales Summary

**3.8%**

SSSG

**0.3%**

TRANSACTION  
COUNT

**3.5%**

TICKET SIZE

### Margins

**39.5%**

GPM

**12.8%**

EBITDAM

**8.3%**

EBITM

**6.4%**

NPM

## 4th QUARTER 2025 NEW STORE

### DEPOT - LA UNION



October 24, 2025

### WILCON PREMIER - SBMA



December 19, 2025

### Total Sales Mix

**52.0%**

In-house & exclusive  
contribution

### Product categories performed better than average growth



Paints &  
Sundries



Building  
Materials



Furniture,  
Furnishing &  
Houseware



Appliances



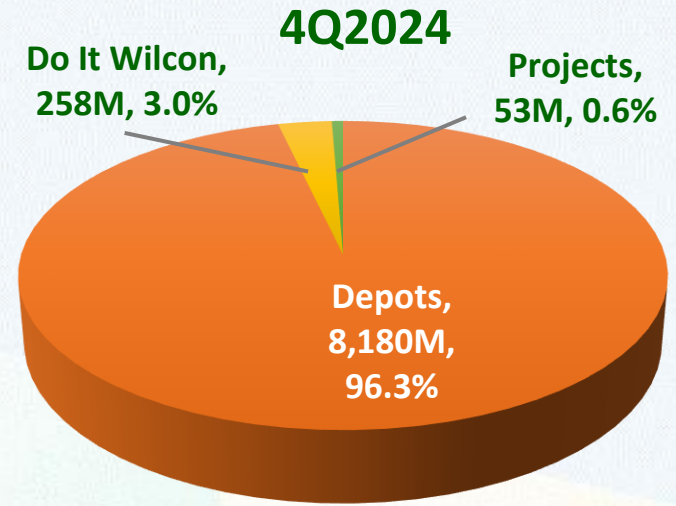
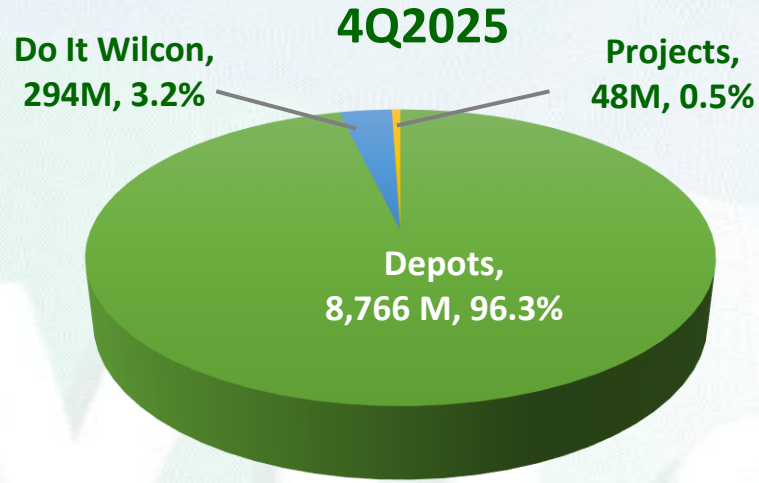
Electrical &  
Lighting



Plumbing &  
Sanitary Wares

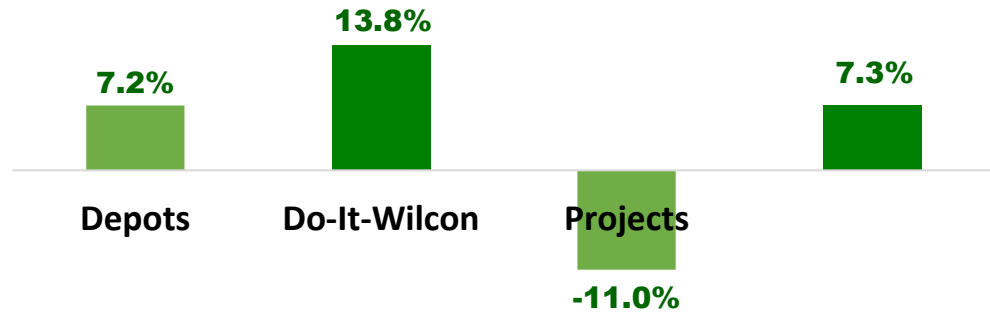
# Total Net Sales Breakdown – 4Q 2025

Php Millions



7.3%

## Sales Growth per Store Format 4Q2025 VS 4Q2024



## Product Category Performance 4Q2025 VS 4Q2024

### Better than Average

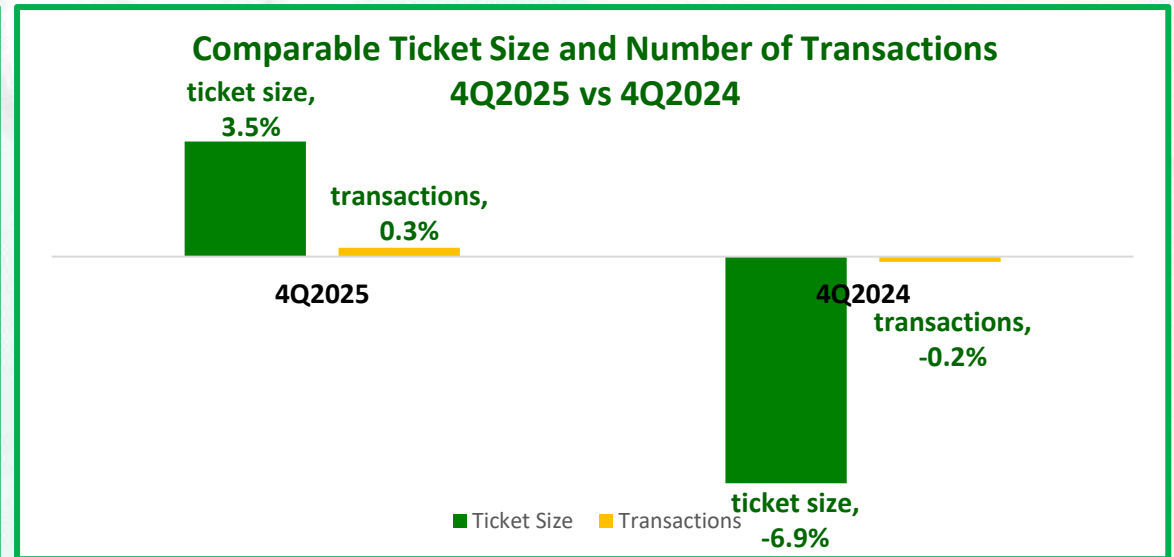
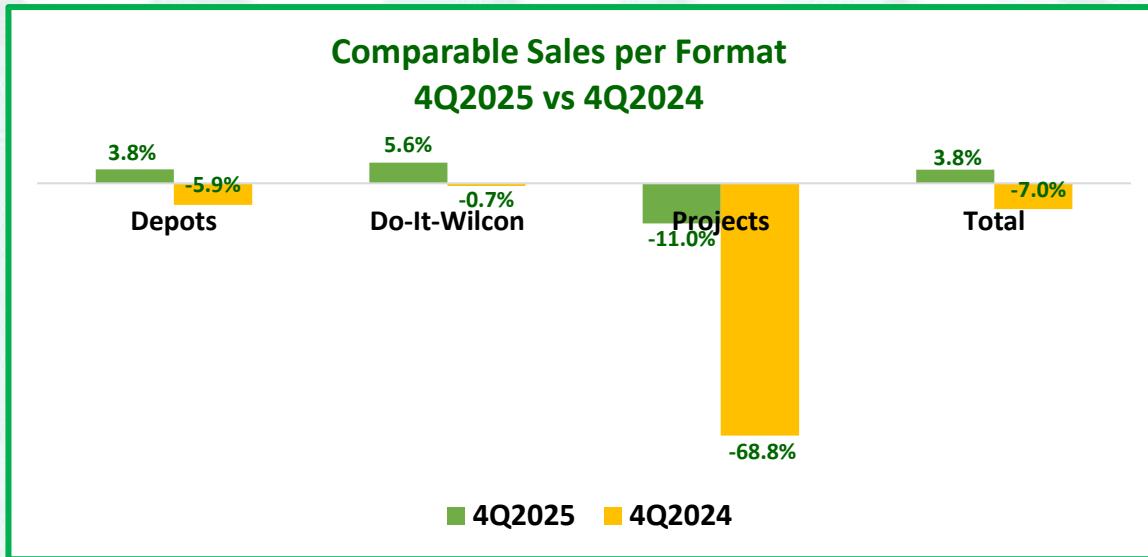
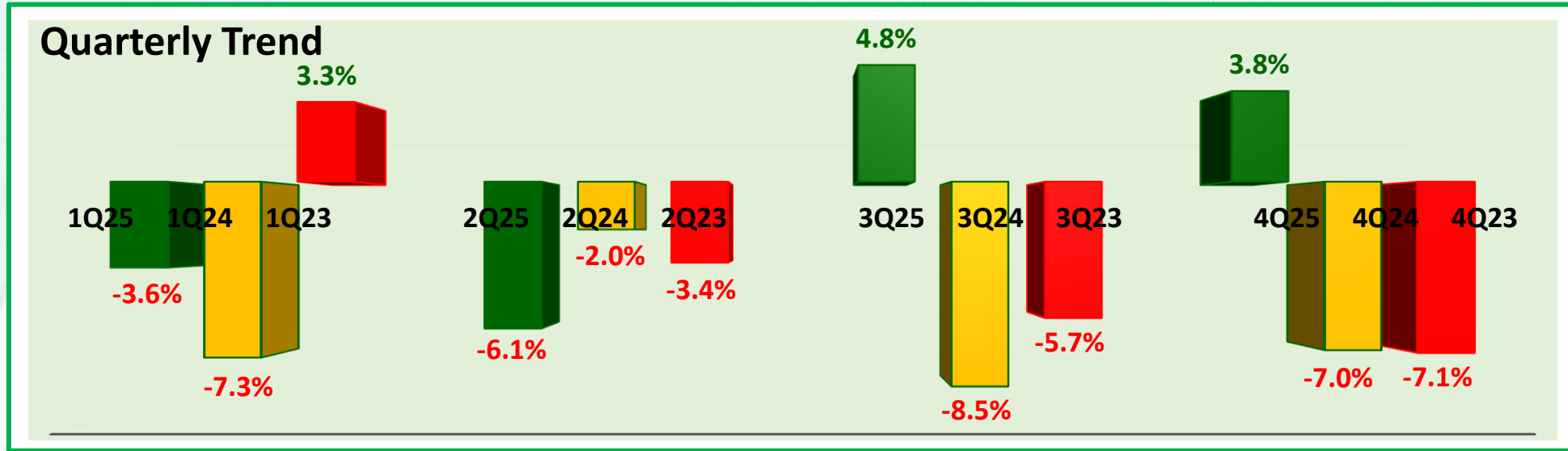
- Paints & Sundries
- Furniture, Furnishing & Houseware, etc.
- Building Materials
- Electrical & Lighting
- Appliances
- Plumbing & Sanitary Wares

### Lower than average

- Tiles
- Hardware & Tools

7.3%

# Comparable Sales Summary



# FOURTH QUARTER 2025

GPM rate  
increased to 39.5%

Lease-related  
expense

	4Q 2025	% of Sales	4Q 2024	% of Sales	+/-	% GROWTH
<b>Net Sales</b>	<b>9,107</b>	<b>100.0</b>	<b>8,491</b>	<b>100.0</b>	<b>616</b>	<b>7.3</b>
Cost of sales	(5,507)	(60.5)	(5,275)	(62.1)	(232)	4.4
<b>Gross Profit</b>	<b>3,601</b>	<b>39.5</b>	<b>3,217</b>	<b>37.9</b>	<b>384</b>	<b>11.9</b>
Operating expenses	(2,737)	(30.0)	(2,653)	(31.2)	84	3.2
Interest Exp (Lease Liab)	(177)	(1.9)	(168)	(2.0)	9	5.6
Other Income - Net	69	0.8	136	1.6	(66)	(48.9)
<b>Income from Operations</b>	<b>756</b>	<b>8.3</b>	<b>532</b>	<b>6.3</b>	<b>224</b>	<b>42.1</b>
Non-lease related depreciation	407	4.5	317	3.7	90	28.4
<b>EBITDA - Adjusted</b>	<b>1,163</b>	<b>12.8</b>	<b>849</b>	<b>10.0</b>	<b>314</b>	<b>37.0</b>
Non-operating Other Income	13	0.1	11	0.1	1	10.4
<b>Income before tax</b>	<b>769</b>	<b>8.4</b>	<b>544</b>	<b>6.4</b>	<b>225</b>	<b>41.5</b>
Income Tax	(189)	(2.1)	(133)	(1.6)	(56)	42.1
<b>Net Income</b>	<b>580</b>	<b>6.4</b>	<b>411</b>	<b>4.8</b>	<b>169</b>	<b>41.3</b>



# FULL YEAR 2025 RESULTS

LAMINATED  
FLOORING

HOME  
LIVING

AUTHORIZED PERSONNEL ONLY

TROOMS

SOL

VERONA

# FY2025 RESULTS

## Financial Highlights

₱ **35.4B**

NET SALES

₱ **2.4B**

NIAT

**3.7%**

Y-o-Y SALES GROWTH

**-3.3%**

Y-o-Y NIAT GROWTH

### Comparable Sales Summary

**-0.3%**

SSSG

**1.1%**

TRANSACTION COUNT

**-1.4%**

TICKET SIZE

### Total Sales Mix

52.4%

In-house & exclusive contribution

Product categories performing better than average growth



Paints & Sundries



Furniture, Furnishing & Houseware



Building Materials

### Margins

**38.6%**

GPM

**13.5%**

EBITDAM

**6.9%**

NPM

**104**

**STORES NATIONWIDE**  
AS AT DECEMBER 31, 2025

## 2025 NEW STORES

TUBA, BENGUET

P. TUAZON, CUBAO

CORDOVA, CEBU

BALIUAG, BULACAN

SAN CARLOS, PANGASINAN

DEPOT - LA UNION

WILCON PREMIER - SBMA



March 07, 2025



March 28, 2025



May 23, 2025



REOPENING DATE: June 27, 2025



July 25, 2025

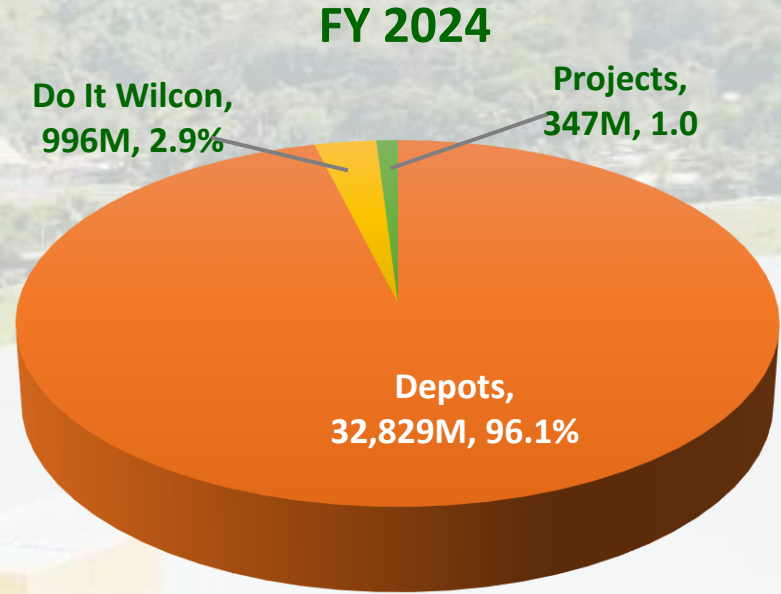
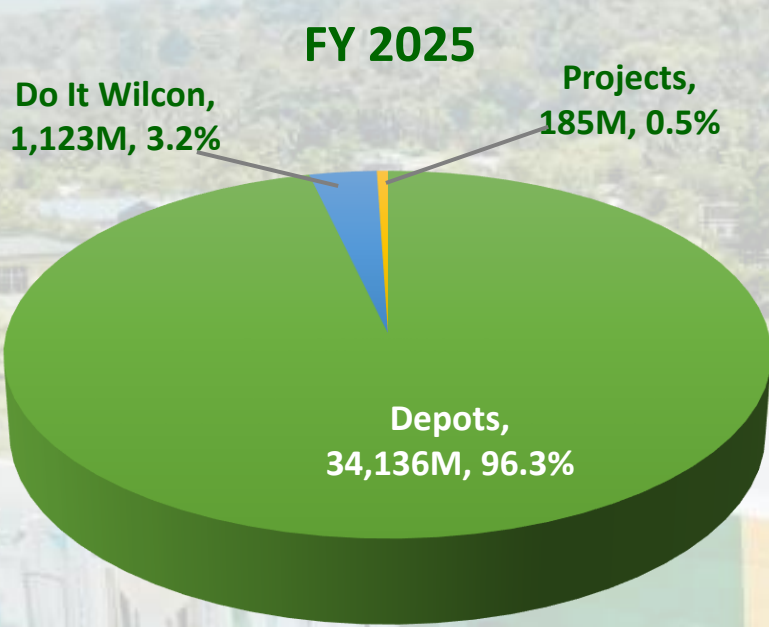


October 24, 2025

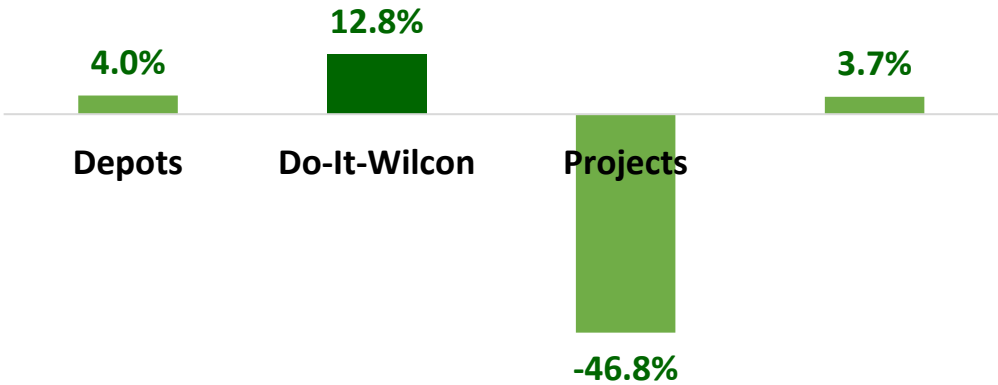
December 19, 2025

# Total Net Sales Breakdown – FY2025

Php Millions



## Sales Growth per Store Format FY2025 VS FY2024



## Product Category Performance FY2025 VS FY2024

### Better than Average

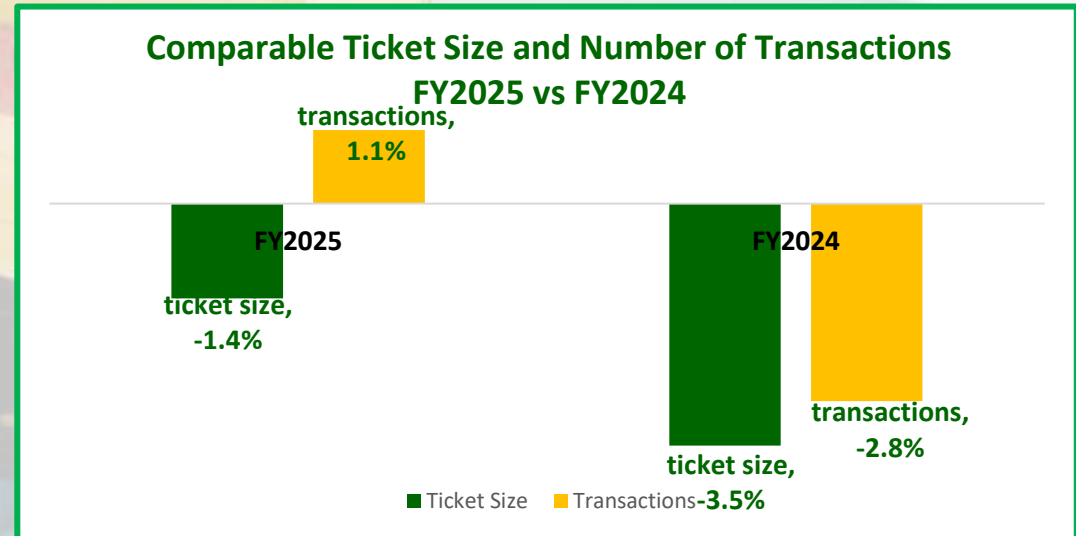
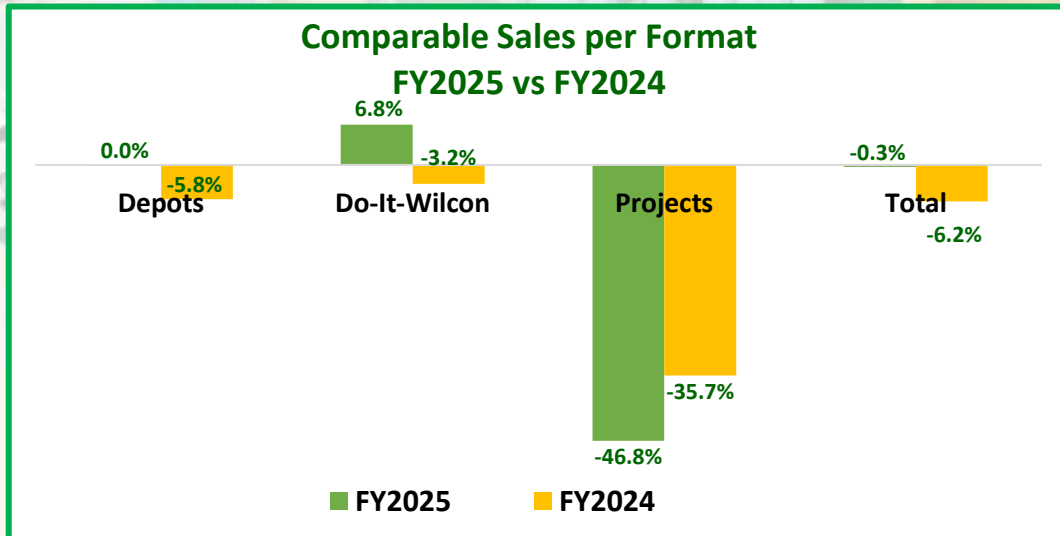
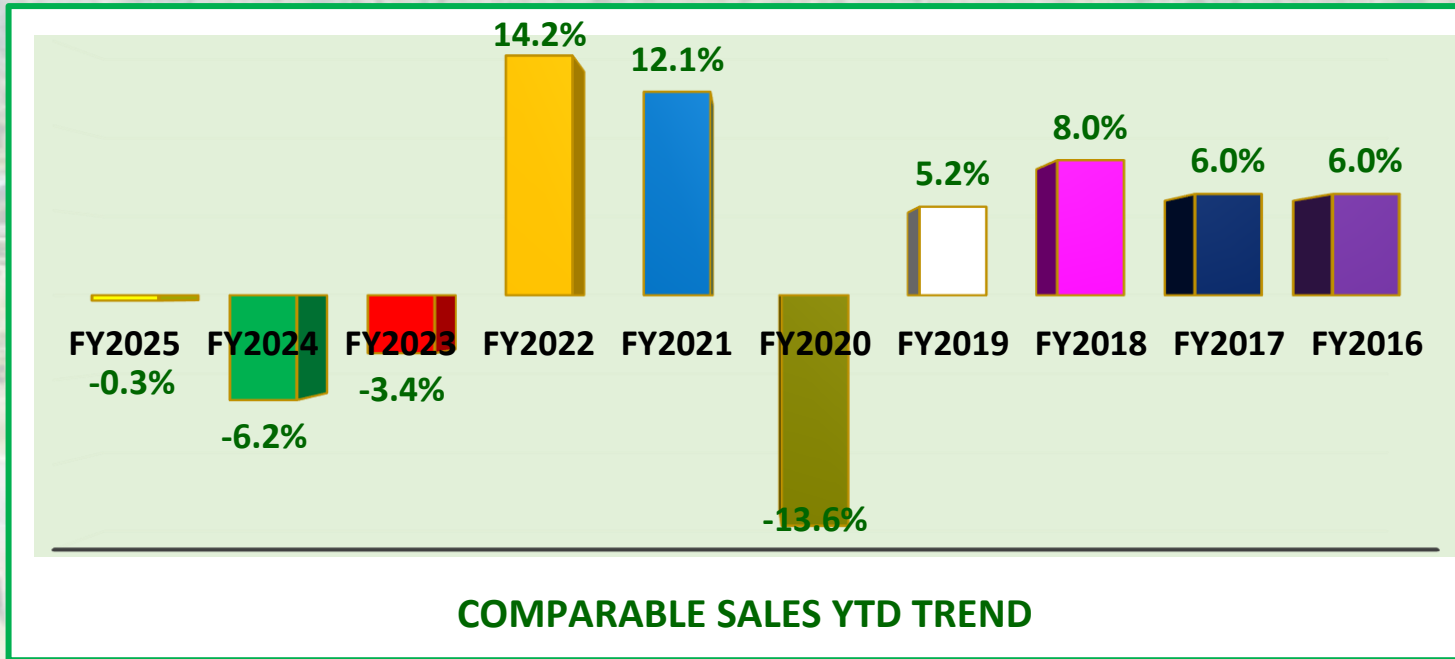
- Paints & Sundries
- Furniture, Furnishing & Houseware
- Building Materials

3.7%

### Lower than Average

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

# Comparable Sales Summary



# FULL YEAR 2025

GPM rate decreased  
to 38.6%

Lease-related expense

	YTD 2025	% of Sales	YTD 2024	% of Sales	+/-	% Growth y-o-y
<b>Net Sales</b>	<b>35,444</b>	<b>100.0</b>	<b>34,172</b>	<b>100.0</b>	<b>1,272</b>	<b>3.7</b>
Cost of sales	(21,768)	(61.4)	(20,823)	(60.9)	(945)	4.5
<b>Gross Profit</b>	<b>13,677</b>	<b>38.6</b>	<b>13,349</b>	<b>39.1</b>	<b>328</b>	<b>2.5</b>
Operating expenses	(10,139)	(28.6)	(9,798)	(28.7)	(342)	3.5
Interest Exp (Lease Liab)	(715)	(2.0)	(667)	(2.0)	(48)	7.1
Other Income - Net	392	1.1	447	1.3	(55)	(12.3)
<b>Income from Operations</b>	<b>3,215</b>	<b>9.1</b>	<b>3,331</b>	<b>9.7</b>	<b>(117)</b>	<b>(3.5)</b>
Non-lease related depreciation	1,553	4.4	1,316	3.8	238	18.1
<b>EBITDA - Adjusted</b>	<b>4,768</b>	<b>13.5</b>	<b>4,647</b>	<b>13.6</b>	<b>121</b>	<b>2.6</b>
Non-operating Other Income	32	0.1	36	0.1	(4)	(11.7)
<b>Income before tax</b>	<b>3,247</b>	<b>9.2</b>	<b>3,367</b>	<b>9.9</b>	<b>(121)</b>	<b>(3.6)</b>
Income Tax	(801)	(2.3)	(839)	(2.5)	38	(4.6)
<b>Net Income</b>	<b>2,446</b>	<b>6.9</b>	<b>2,528</b>	<b>7.4</b>	<b>(83)</b>	<b>(3.3)</b>

# Balance Sheet

<i>(In Million Php)</i>	<b>Unaudited</b> <i>(as at December 31, 2025)</i>	<b>Audited</b> <i>(as at December 31, 2024)</i>
Current Assets	18,804	18,111
Noncurrent Assets*	21,730	20,955
<b>Total Assets</b>	<b>40,534</b>	<b>39,066</b>
Current Liabilities	6,534	6,386
Noncurrent Liabilities	9189	8839
<b>Total Liabilities</b>	<b>15,723</b>	<b>15,225</b>
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Income	46	46
Retained Earnings	15,291	14,321
<b>Total Equity</b>	<b>24,811</b>	<b>23,841</b>
Current ratio	2.88	2.84
Quick ratio	0.47	0.47
Debt to equity ratio	0.63	0.64
Return on asset	6.03%	6.47%
Return on equity	9.86%	10.61%

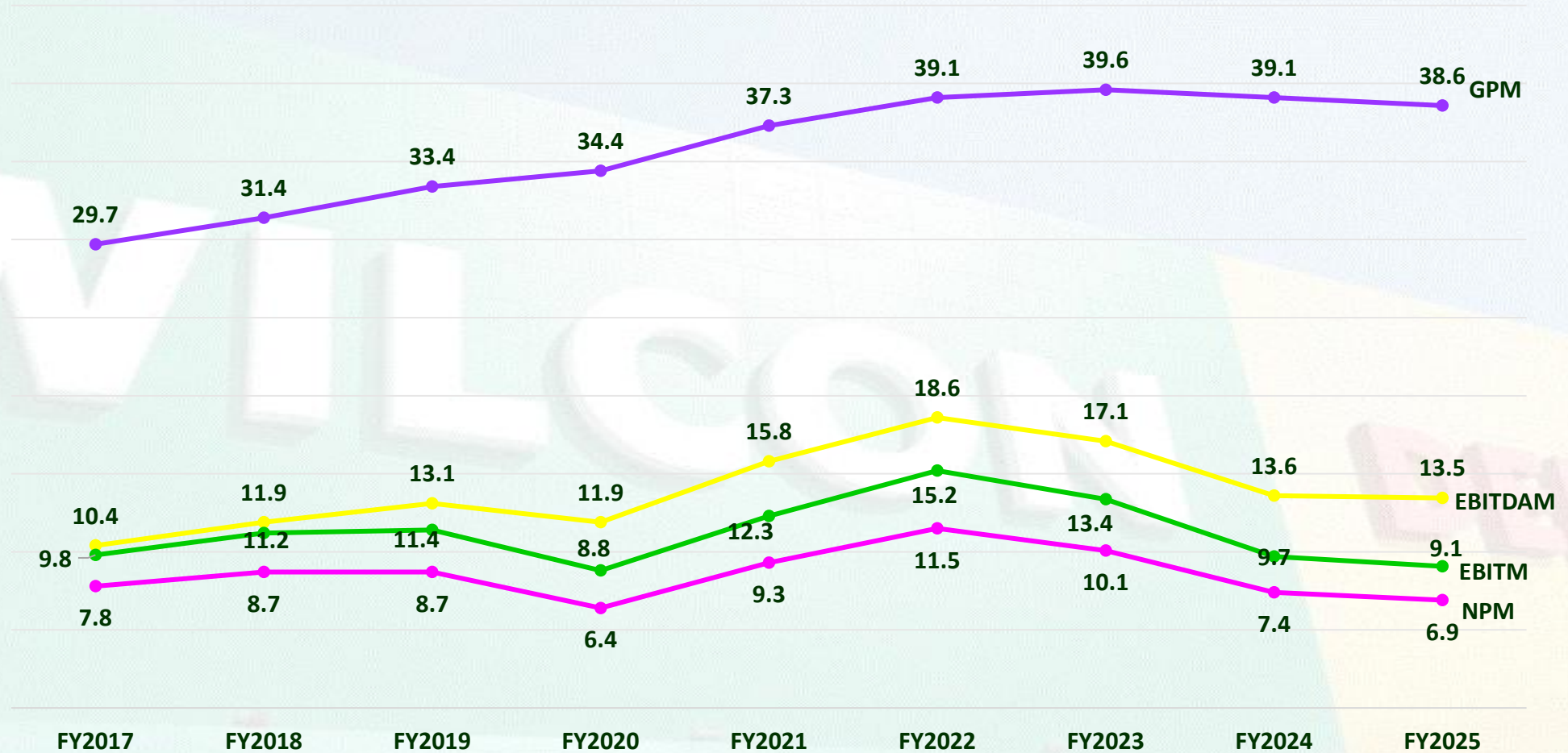
# FY2025 vs FY2024 CAPEX Investment

**WILCON DEPOT, INC.**  
**CAPITAL EXPENDITURES ACT vs LY**  
**AS OF DECEMBER 31, 2025**

	12M2025	12M2024	vs 12M2024	
	ACTUAL	ACTUAL	AMOUNT	%
Construction of New Stores and Warehouses	1,422	1,901	(479)	-25.2%
Store and Transportation Equipment	481	497	(17)	-3.4%
Renovations & Repairs	341	358	(16)	-4.5%
IT Infrastructures & Softwares	27	29	(3)	-9.8%
<b>Total CAPEX (in millions Php)</b>	<b>2,270</b>	<b>2,785</b>	<b>(515)</b>	<b>-18.5%</b>

**Total CAPEX Budget for 2026: 2.59B**

# Improving Margins

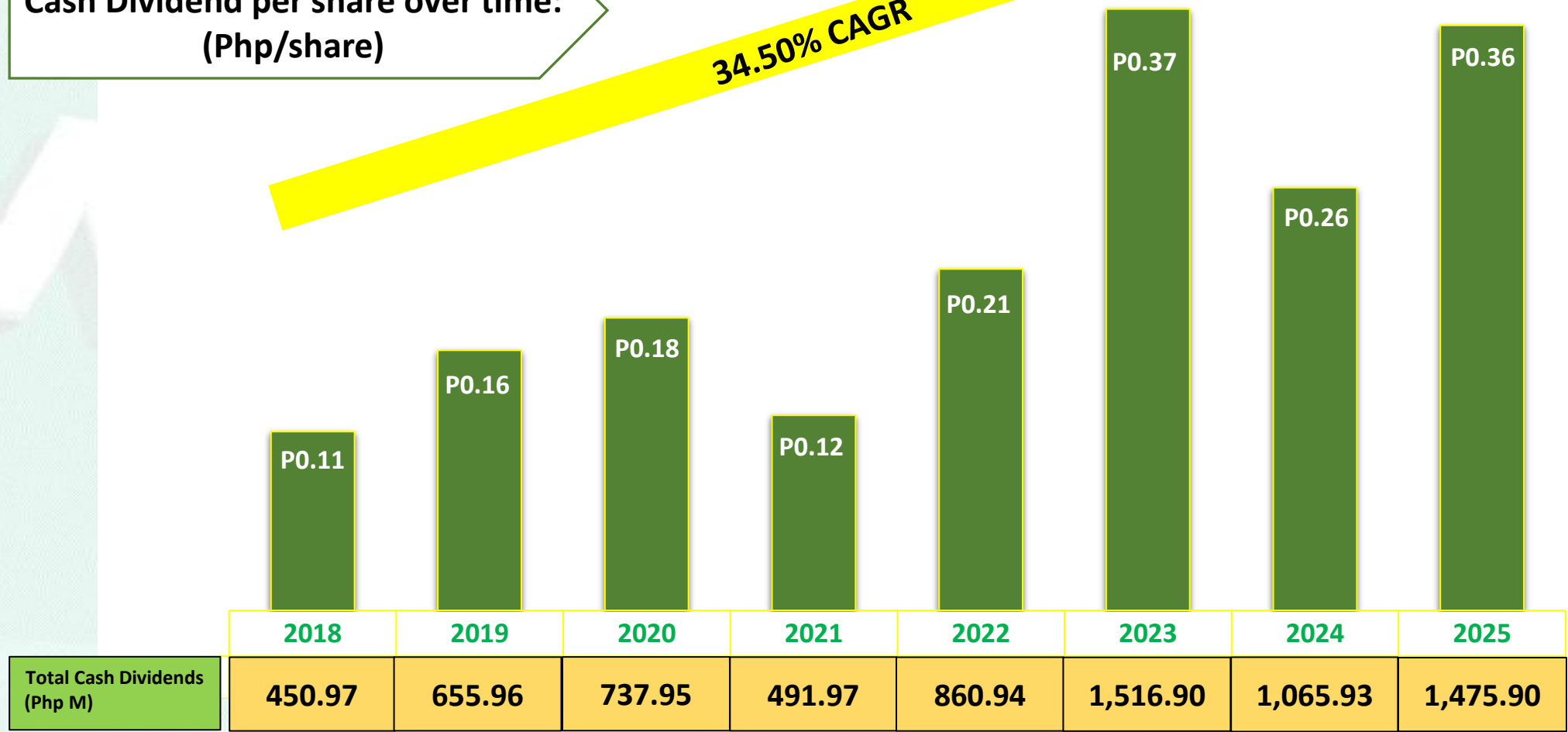


Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2025.

# Returning Value to Shareholders

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

34.50% CAGR





Disciplined evolution of the store network, balancing selective growth with the protection and optimization of existing strengths.



Portfolio-led product and margin management focused on sustainable return improvement



Continuous evolution of customer touchpoints to support efficiency, scalability, and engagement.



Strengthening brand equity to support long-term demand quality and pricing power



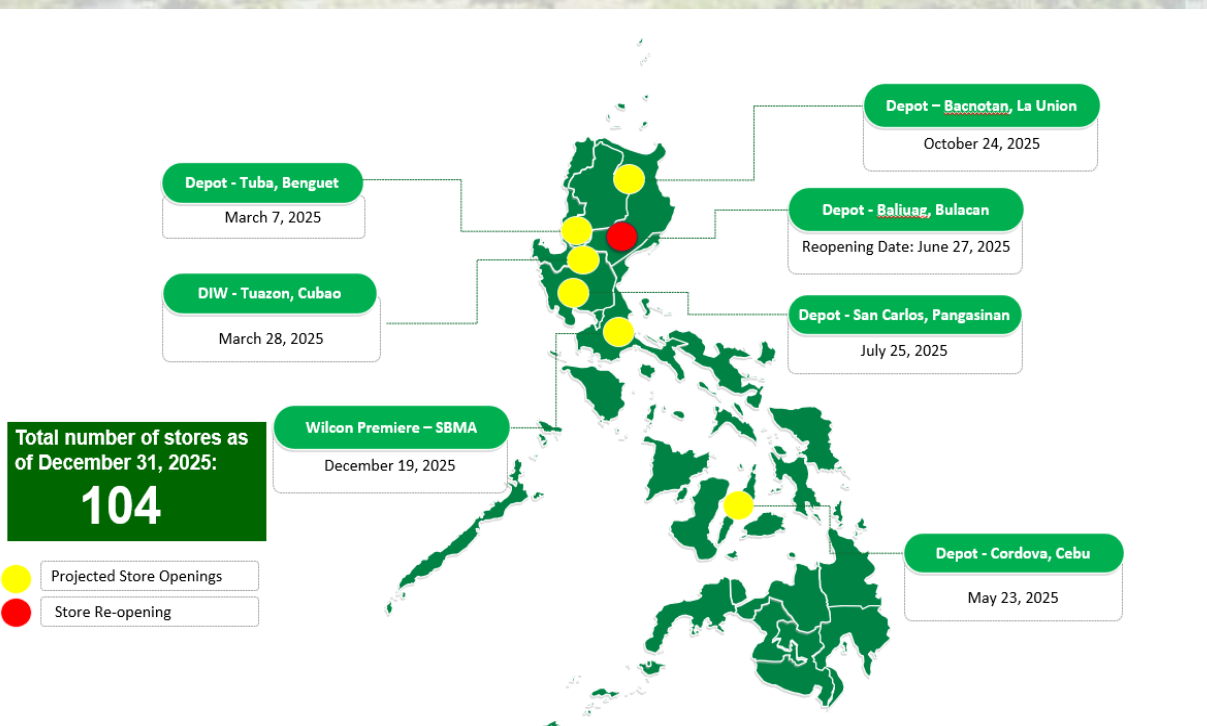
# Key Growth Strategies

# Store Network Strategy

## How We Govern Physical Growth

Disciplined evolution of the store network, balancing selective growth with the protection and optimization of existing strengths.

- ✓ Growing where it counts, while doubling down on our current strengths.
- ✓ We're growing our store count selectively, but our top priority is still taking care of the successful shops we already have.
- ✓ Our goal is steady, thoughtful growth. We're expanding where it makes sense, without ever losing sight of what makes our existing stores successful.



# Product & Margin Strategy

## Portfolio-Level Governance

Portfolio-led product and margin management focused on sustainable return improvement

✓ We're managing our products and margins more effectively to ensure we're bringing in steady, long-term returns.

✓ We're refining our product mix and tightening up our margins to make sure every item we sell contributes to our long-term success.



# Customer Touchpoints

## Operating Model

Continuous evolution of customer touchpoints to support efficiency, scalability, and engagement.

- ✓ We're refining how we reach our customers so we can grow quickly without losing the quality of our service.
- ✓ We're always upgrading our customer experience to ensure it stays easy to use, stays personal, and scales with us as we grow.
- ✓ We're making it easier than ever for customers to engage with us, while building systems that can handle our growth



# Brand Strategy

## Long-Term Demand Quality and Pricing Power

Strengthening brand equity to support long-term demand quality and pricing power.

- ✓ We're building a brand people truly value, which helps us maintain steady demand and keep our prices competitive without constant discounting
- ✓ By making our brand more meaningful to our customers, we're ensuring they stay loyal to us for the long haul
- ✓ We're investing in our brand's reputation so we can drive higher-quality sales and protect our margins over time.



# Q & A



**THANK YOU!**

**WILCON**

**DEPOT**