



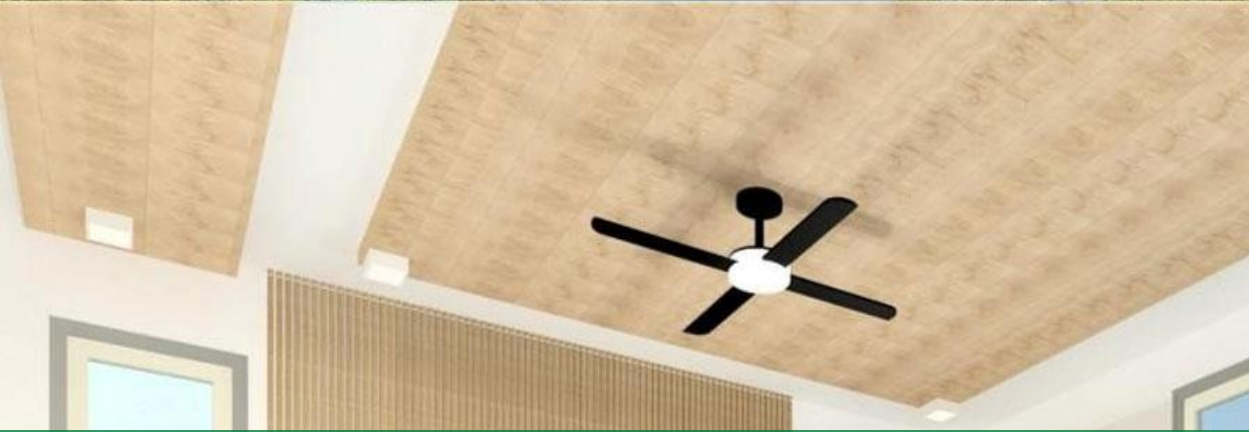
EARNINGS CONFERENCE CALL

MAY 05, 2026 | 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 2026 FINANCIAL RESULTS



1Q 2026 RESULTS

1st QUARTER 2026 NEW STORES

Financial Highlights

₱9.2B **₱ 563M**

NET SALES

NIAT

Comparable Sales Summary

4.7%

SSSG

0.2%

TRANSACTION
COUNT

4.5%

TICKET SIZE

9.1 %

Y-o-Y SALES
PERCENTAGE

4.9%

Y-o-Y NIAT
PERCENTAGE

Margins

37.0%

GPM

12.5%

EBITDAM

7.9%

EBITM

6.1%

NPM

DEPOT – CARMONA, CAVITE



January 23, 2026

DEPOT – SALAWAG, CAVITE



January 30, 2026

DEPOT – ANGELES CITY, PAMPANGA



January 30, 2026

Total Sales Mix

51.7%

**In-house & exclusive
contribution**

Product categories performed better than average growth



Paints &
Sundries



Building
Materials



Electrical &
Lighting



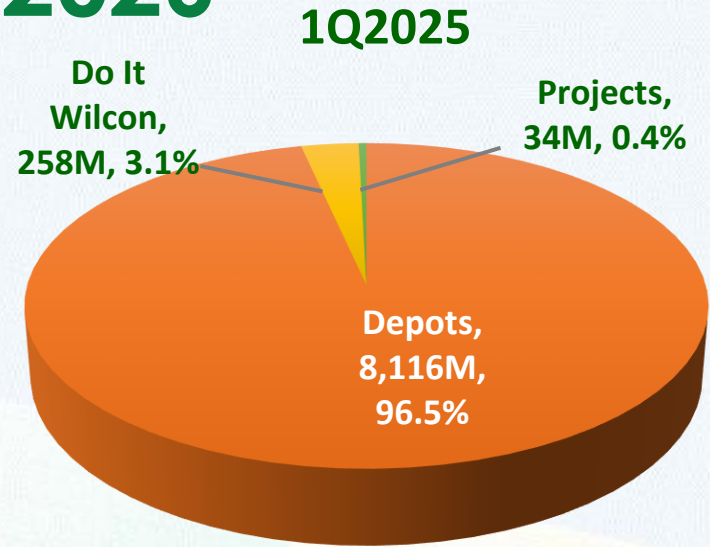
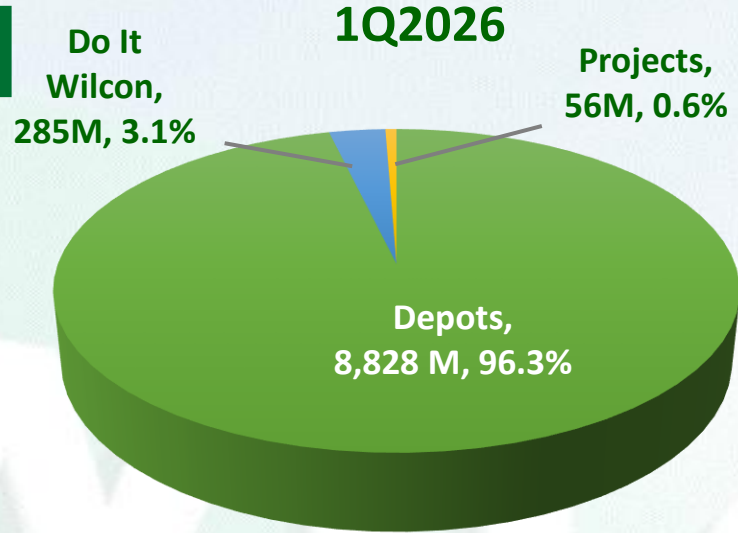
Furniture,
Furnishing &
Houseware



Plumbing &
Sanitary Wares

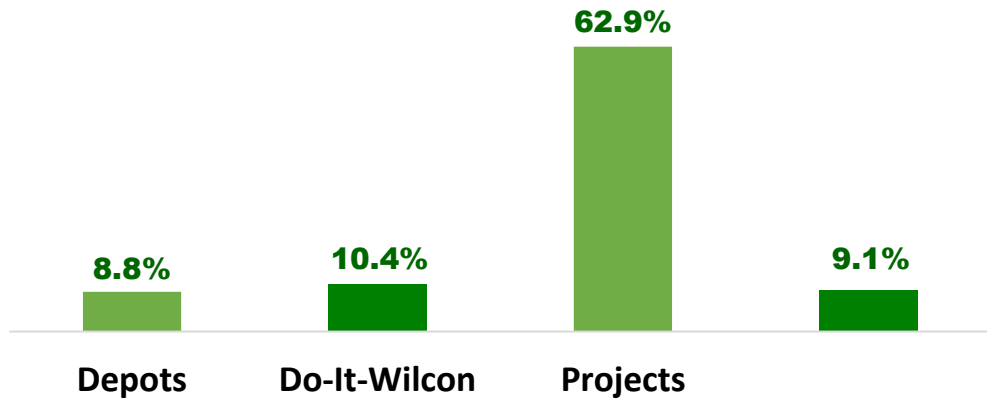
Total Net Sales Breakdown – 1Q 2026

Php Millions



9.1%

Sales Growth per Store Format 1Q2026 VS 1Q2025



Product Category Performance 1Q2026 VS 1Q2025

Better than Average

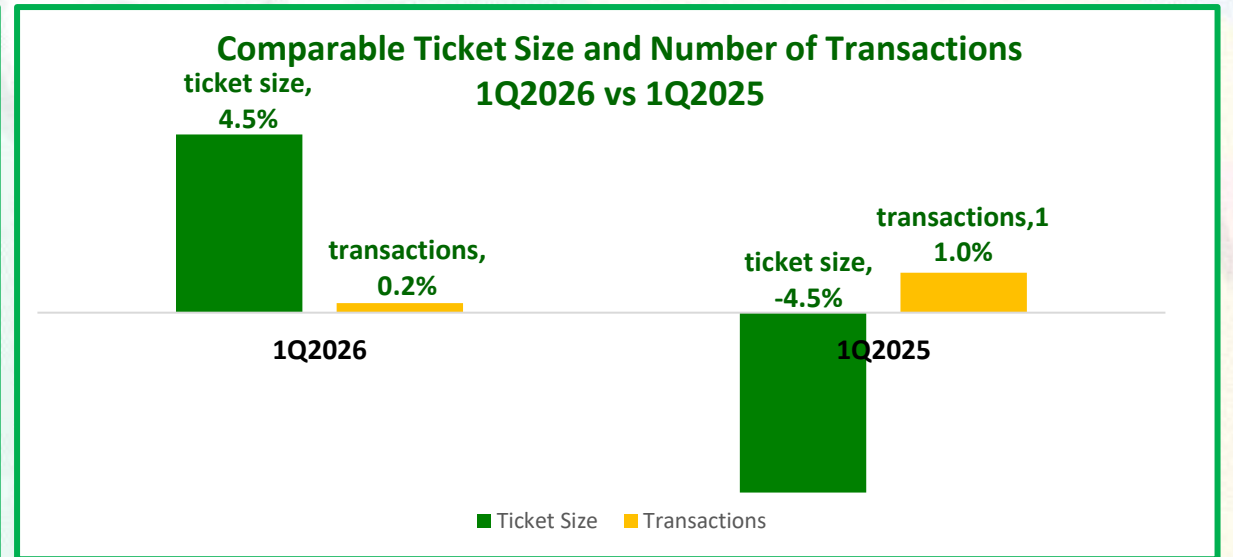
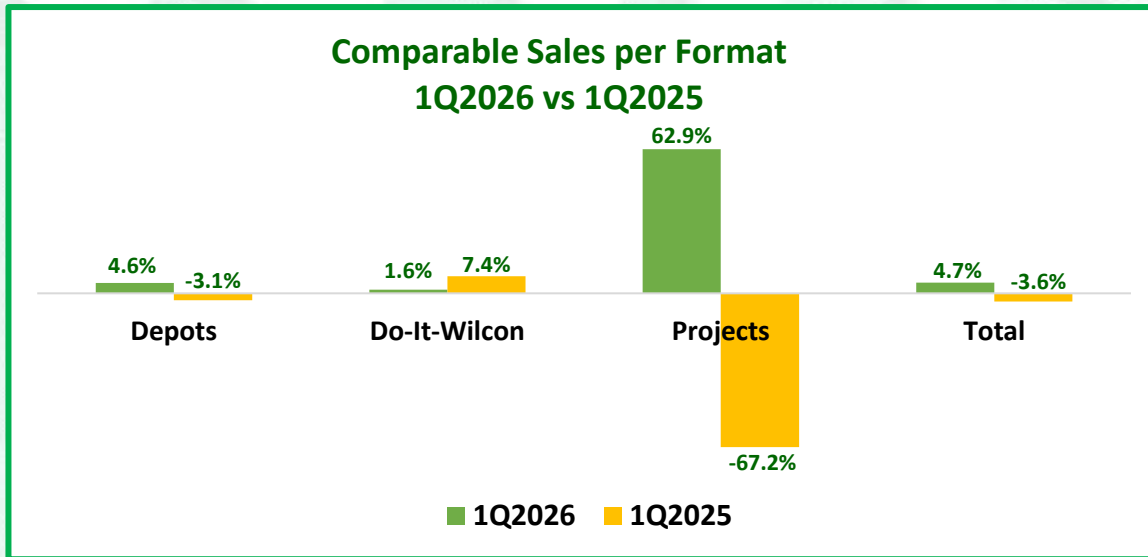
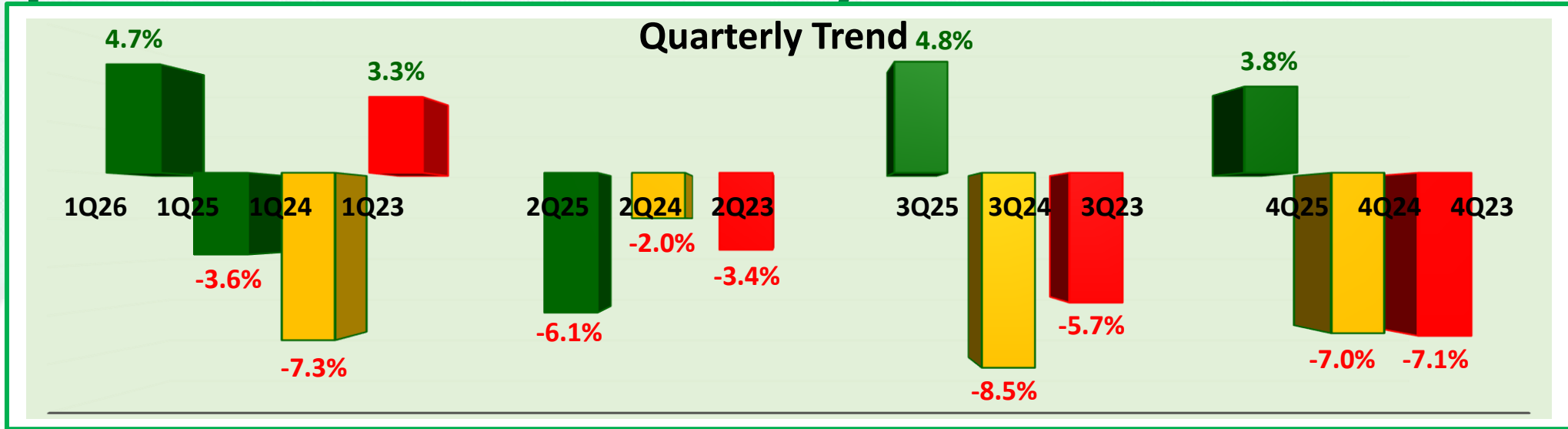
- Paints & Sundries
- Electrical & Lighting
- Furniture, Furnishing & Houseware, etc.
- Building Materials
- Plumbing & Sanitary Wares

Lower than average

- Appliances
- Tiles
- Hardware & Tools

9.1%

Comparable Sales Summary



FIRST QUARTER 2026

GPM rate
decreased to
37.0%

Lease-related
expense

	1Q 2026	% of Sales	1Q 2025	% of Sales	+/-	% GROWTH
Net Sales	9,170	100.0	8,408	100.0	761	9.1%
Cost of sales	(5,775)	(63.0)	(5,145)	(61.2)	(631)	12.3%
Gross Profit	3,394	37.0	3,264	38.8	131	4.0%
Operating expenses	(2,595)	(28.3)	(2,408)	(28.6)	187	7.8%
Interest Exp (Lease Liab)	(176)	(1.9)	(255)	(3.0)	(79)	(31.0%)
Other Income - Net	103	1.1	97	1.1	7	6.8%
Income from Operations	726	7.9	697	8.3	29	4.2%
Non-lease related depreciation	420	4.6	366	4.4	54	14.8%
EBITDA - Adjusted	1,146	12.5	1,063	12.6	83	7.8%
Non-operating Other Income	17	0.2	14	0.2	3	24.0%
Income before tax	743	8.1	711	8.5	32	4.6%
Income Tax	(180)	(2.0)	(174)	(2.1)	(6)	3.5%
Net Income	563	6.1	536	6.4	26	4.9%

Balance Sheet

<i>(In Million Php)</i>	Unaudited <i>(as of March 31, 2026)</i>	Audited <i>(as at December 31, 2025)</i>
Current Assets	19,337	18,804
Noncurrent Assets*	21,512	21,730
Total Assets	40,849	40,534
Current Liabilities	7,931	6,534
Noncurrent Liabilities	9,184	9,189
Total Liabilities	17,115	15,723
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Income	46	46
Retained Earnings	14,214	15,291
Total Equity	23,734	24,811
Current ratio	2.44	2.88
Quick ratio	0.47	0.47
Debt to equity ratio	0.72	0.63
Return on asset	1.38%	6.0%
Return on equity	2.37%	9.9%

3M2026 CAPEX Investment

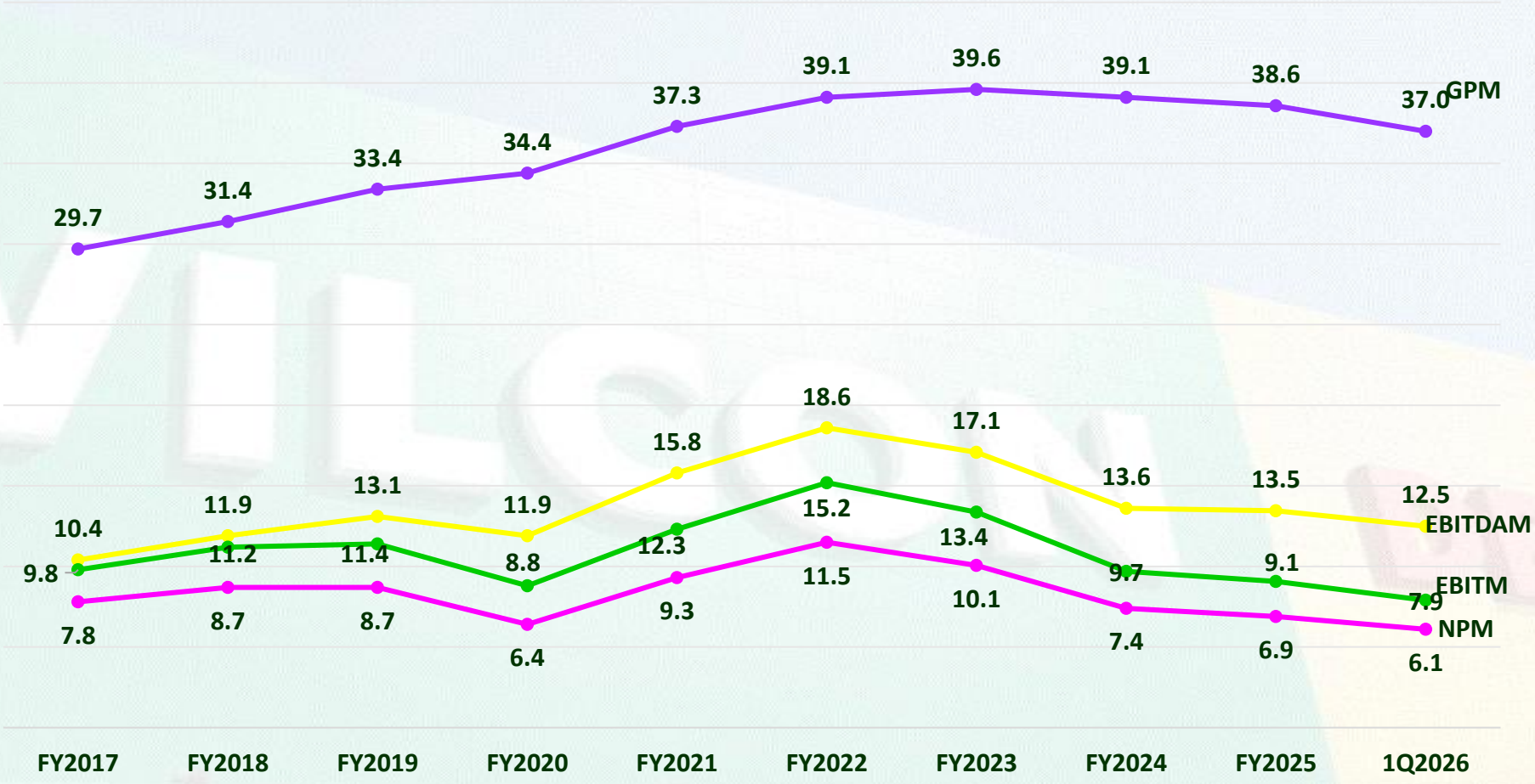
WILCON DEPOT, INC.
CAPITAL EXPENDITURES ACT vs LY
AS OF MARCH 31, 2026

	3M2026
	ACTUAL
Construction of New Stores and Warehouses	160
Store and Transportation Equipment	112
Renovations & Repairs	123
IT Infrastructures & Softwares	21
Total CAPEX (in millions Php)	417

Spent 16.1% of the Total CAPEX Budget

Total CAPEX Budget for 2026: 2.59B

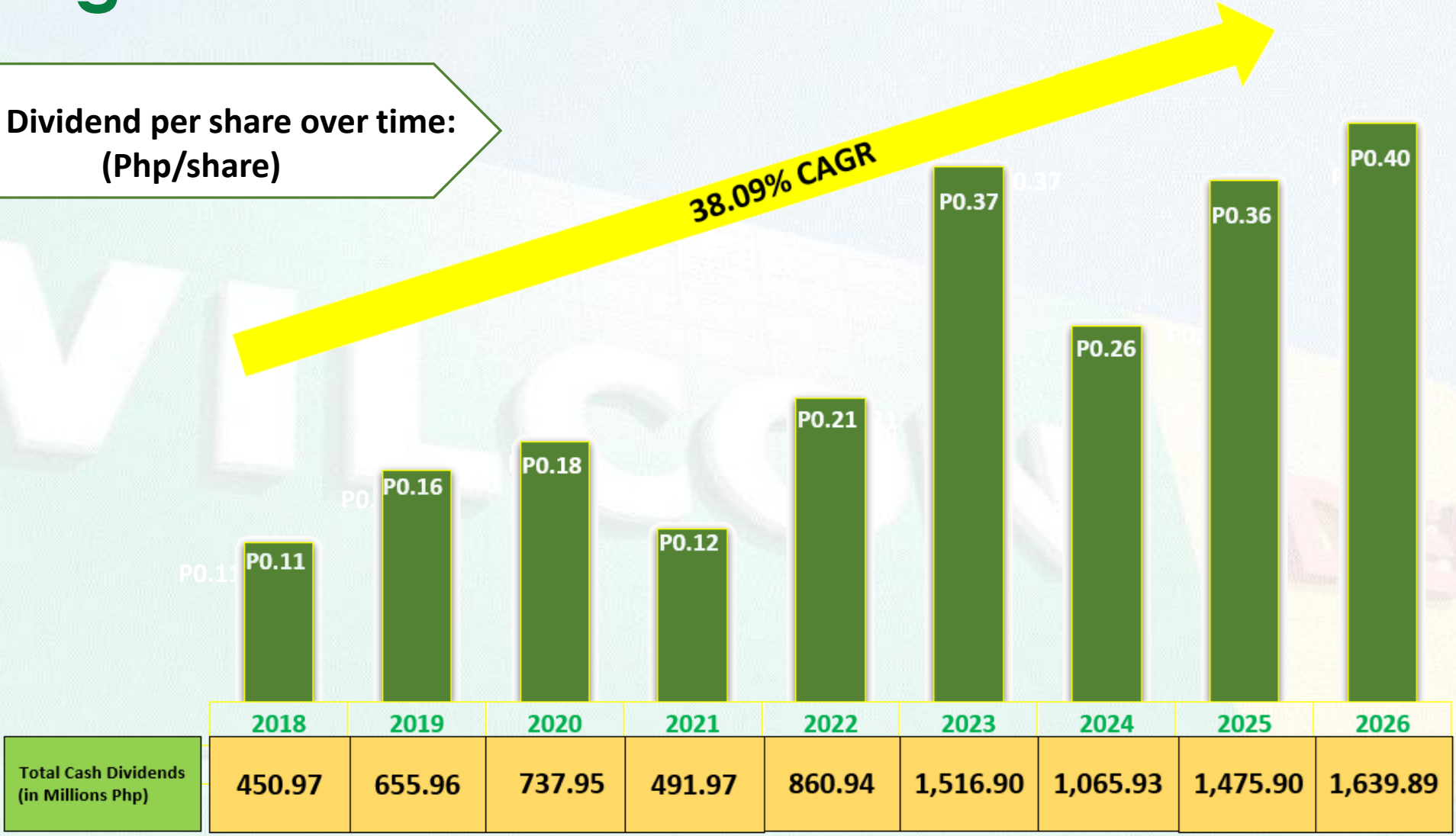
Historical Margins



Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2026.

Returning Value to Shareholders

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





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



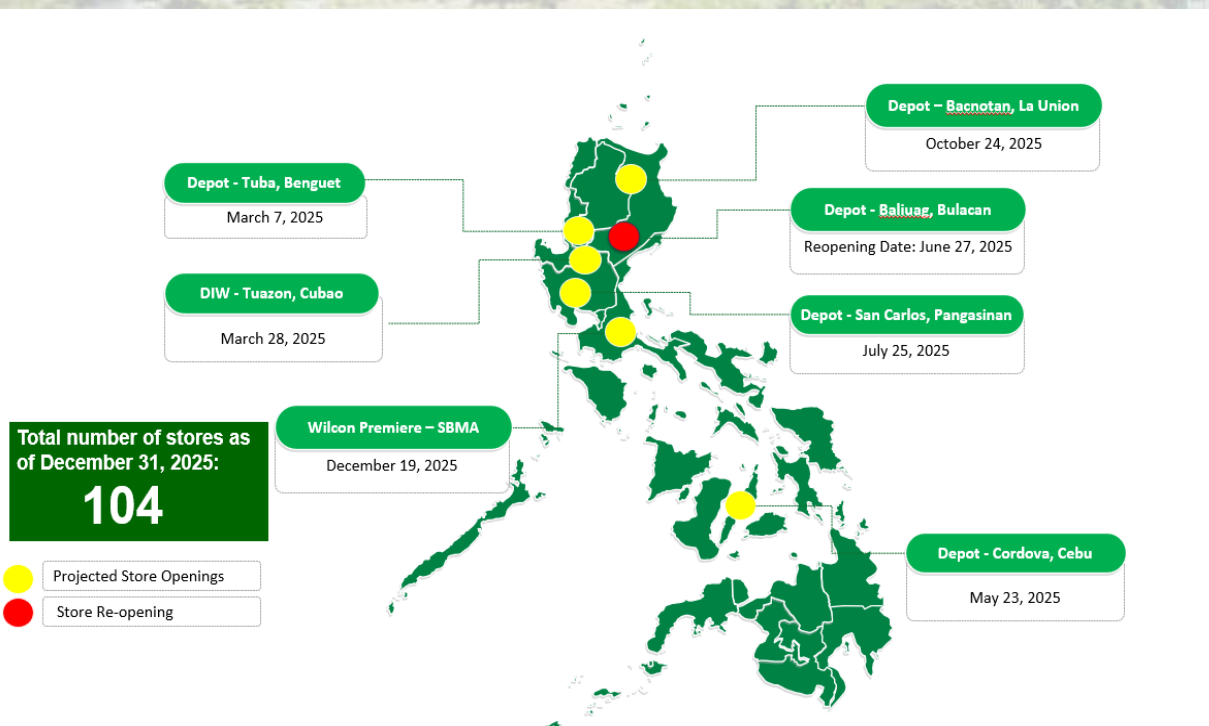
Key Growth Strategies

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**