EARNINGS
CONFERENCE CALL

AUGUST 11, 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.

SECOND QUARTER 2026 RESULTS

2Q 2026 RESULTS

Financial Highlights

₱9.8B
NET SALES

₱ 641M
NIAT

12.7%
Y-o-Y SALES PERCENTAGE

2.4%
Y-o-Y NIAT PERCENTAGE

Comparable Sales Summary

8.4%
SSSG

2.9%
TRANSACTION COUNT

5.4%
TICKET SIZE

Margins

37.5%
GPM

12.8%
EBITDAM

8.5%
EBITM

6.5%
NPM

2nd QUARTER 2026 NEW STORE

BINANGONAN, RIZAL

May 29, 2026

NEOGAN, TAGAYTAY CITY

June 26, 2026

Total Sales Mix

49.5%

In-house & exclusive contribution

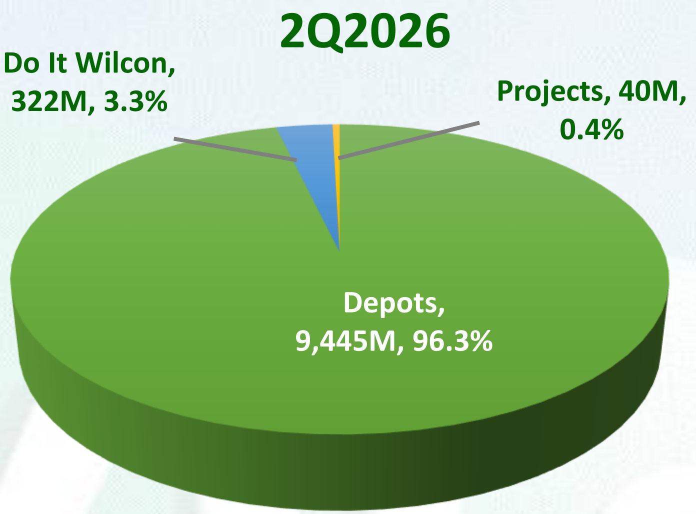
Product categories performing better than average growth

- Paints & Sundries
- Building Materials
- Appliances
- Electrical and Lighting

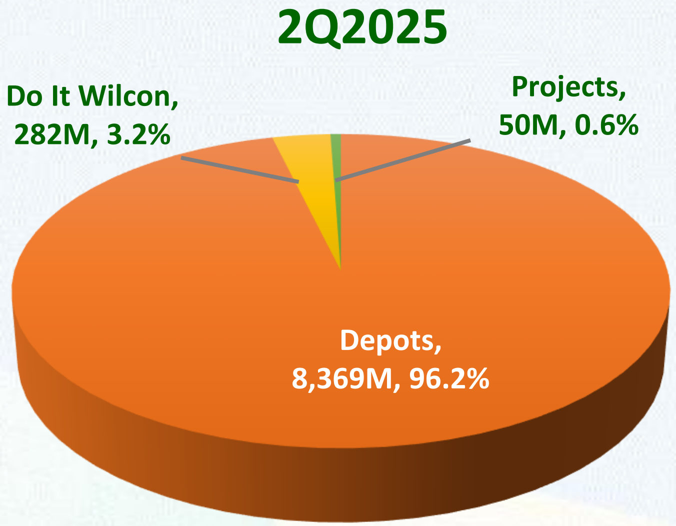
WILCON DEPOT

Total Net Sales Breakdown – 2Q 2026

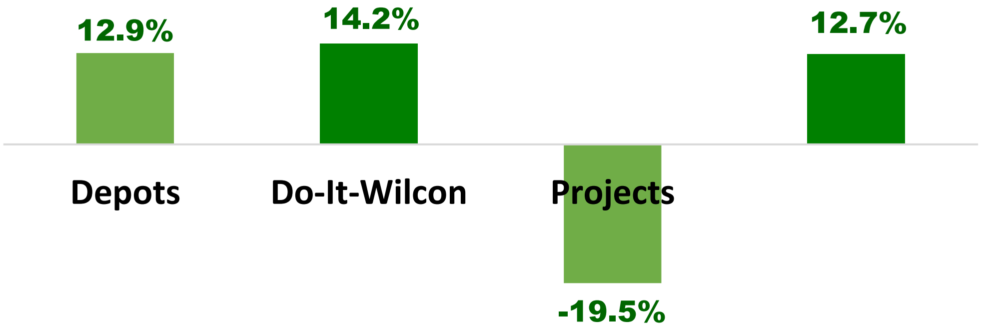
Php Millions



12.7%



Sales Growth per Store Format 2Q2026 VS 2Q2025



Product Category Performance 2Q2026 VS 2Q2025

Better than Average

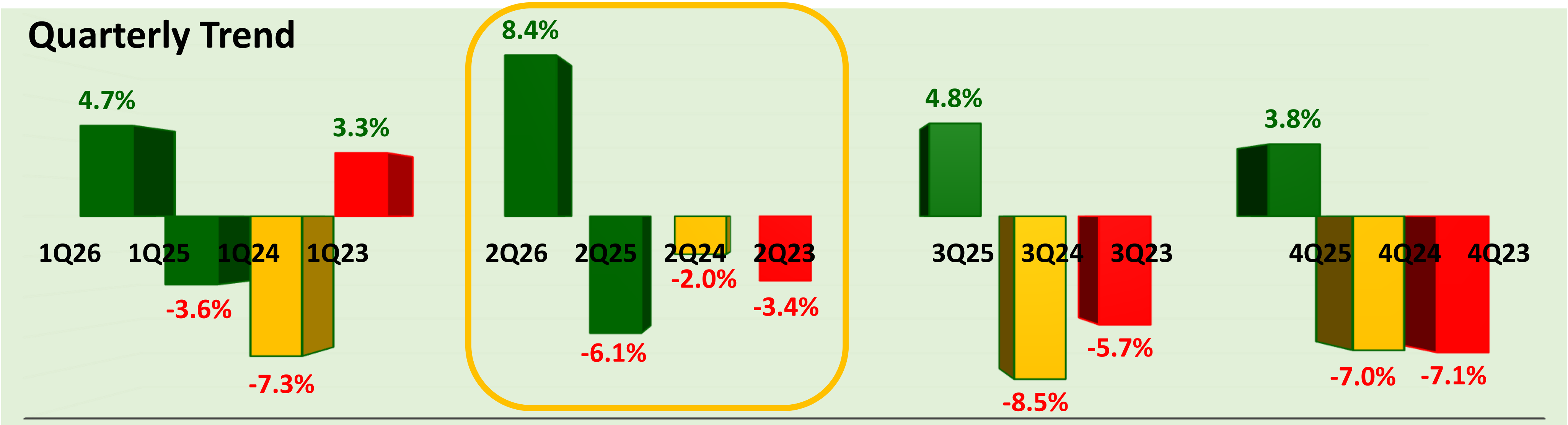
- Paints & Sundries
- Building Materials
- Electrical & Lighting
- Appliances

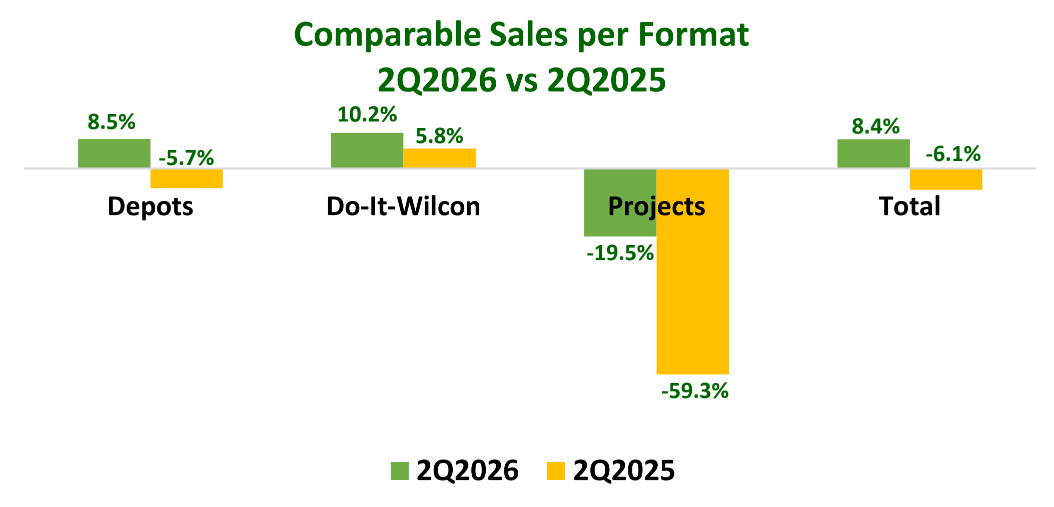
Lower than Average

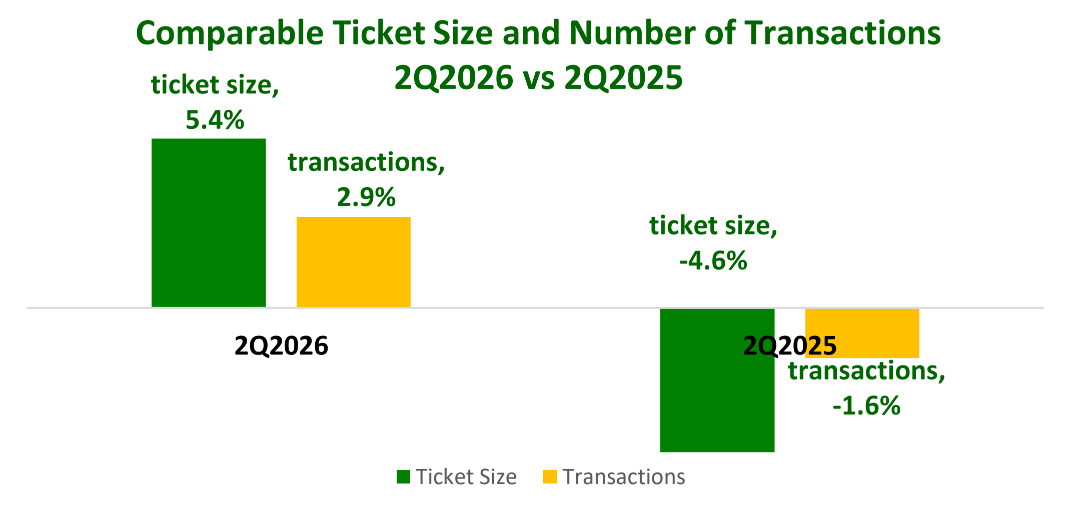
- Tiles
- Plumbing & Sanitary Wares
- Hardware & Tools
- Furniture, Furnishing & Houseware, etc.

12.7%

Comparable Sales Summary







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SECOND QUARTER 2026

GPM rate decreased to 37.5%

Lease-related expense

	2Q 2026	% of Sales	2Q 2025	% of Sales	+/-	% GROWTH
Net Sales	**9,807**	**100.0**	**8,701**	**100.0**	**1,106**	**12.7%**
Cost of sales	(6,125)	(62.5)	(5,352)	(61.5)	(773)	14.4%
Gross Profit	**3,682**	**37.5**	**3,349**	**38.5**	**333**	**10.0%**
Operating expenses	(2,750)	(28.0)	(2,520)	(29.0)	231	9.2%
Interest Exp (Lease Liab)	(187)	(1.9)	(103)	(1.2)	84	81.9%
Other Income - Net	89	0.9	98	1.1	(9)	(9.3%)
Income from Operations	**834**	**8.5**	**824**	**9.5**	**9**	**1.1%**
Non-lease related depcreciation	424	4.3	385	4.4	38	10.0%
EBITDA - Adjusted	**1,258**	**12.8**	**1,210**	**13.9**	**48**	**4.0%**
Non-operating Other Income	15	0.2	5	0.1	11	234.0%
Income before tax	**850**	**8.7**	**830**	**9.5**	**20**	**2.4%**
Income Tax	(209)	(2.1)	(203)	(2.3)	(5)	2.6%
Net Income	**641**	**6.5**	**626**	**7.2**	**15**	**2.4%**

FIRST HALF 2026 RESULTS

6M2026 RESULTS

Financial Highlights

₱ 18.98B
NET SALES

₱ 1.2B
NIAT

10.9 %
Y-o-Y SALES GROWTH

3.5%
Y-o-Y NIAT GROWTH

Comparable Sales Summary

6.6%
SSSG

1.6%
TRANSACTION COUNT

4.9%
TICKET SIZE

Margins

37.3%
GPM

12.7%
EBITDAM

8.2%
EBITM

Total Sales Mix

50.5%

In-house & exclusive contribution

Product categories performing better than average growth

- Plumbing and Sanitary Wares
- Paints & Sundries
- Appliances
- Building Materials
- Electrical and Lighting

5 NEW STORES OPENED
AS OF JUNE 30, 2026

2026 NEW STORES

DEPOT – CARMONA, CAVITE

January 23, 2026

DEPOT – SALAWAG, CAVITE

January 30, 2026

DEPOT – ANGELES CITY, PAMPANGA

January 30, 2026

BINANGONAN, RIZAL

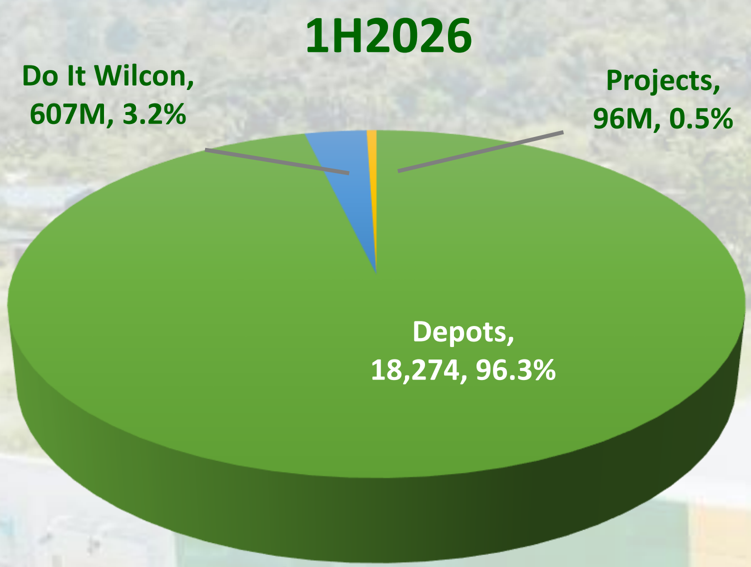
May 29, 2026

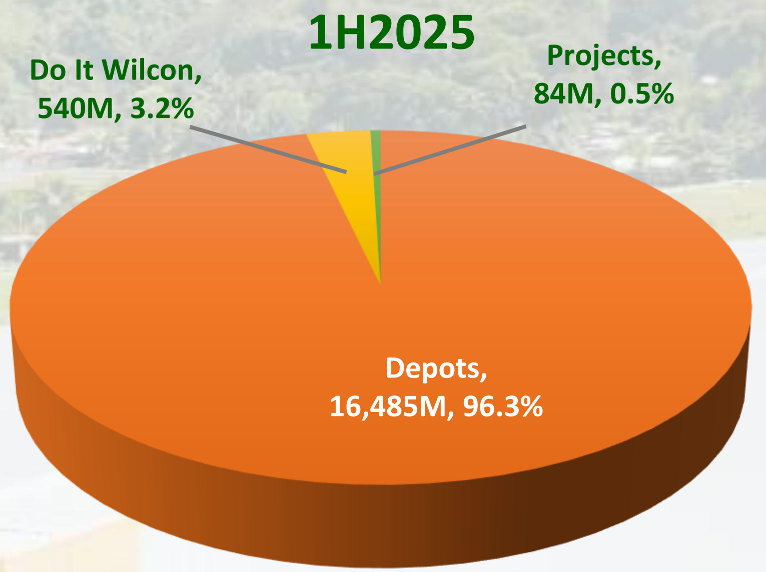
NEOGAN, TAGAYTAY CITY

June 26, 2026

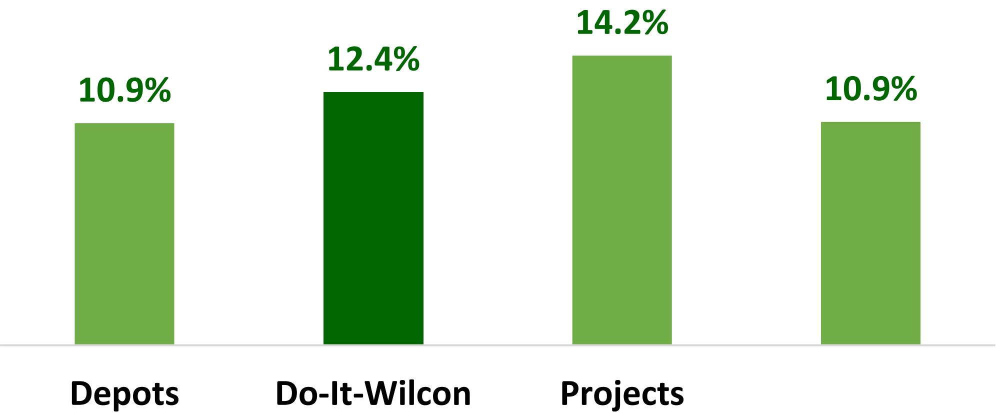
Total Net Sales Breakdown – 1H 2026

Php Millions





Sales Growth per Store Format
1H2026 VS 1H2025



Product Category Performance
1H2026 VS 1H2025

10.9%

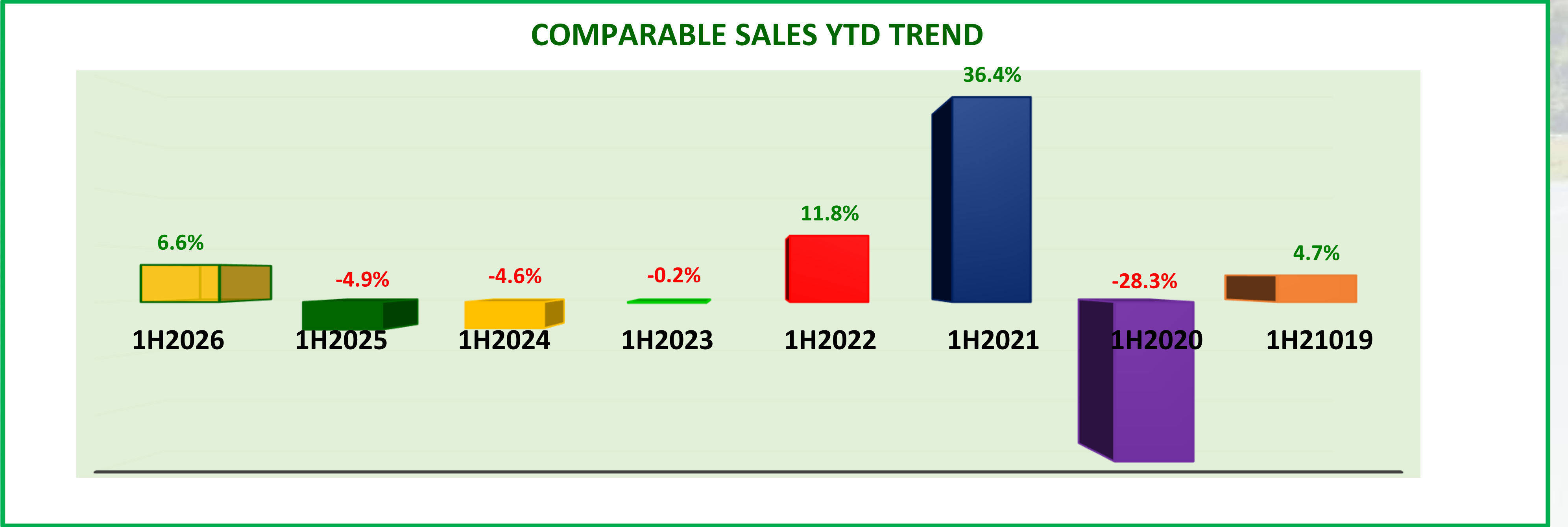
Better than Average

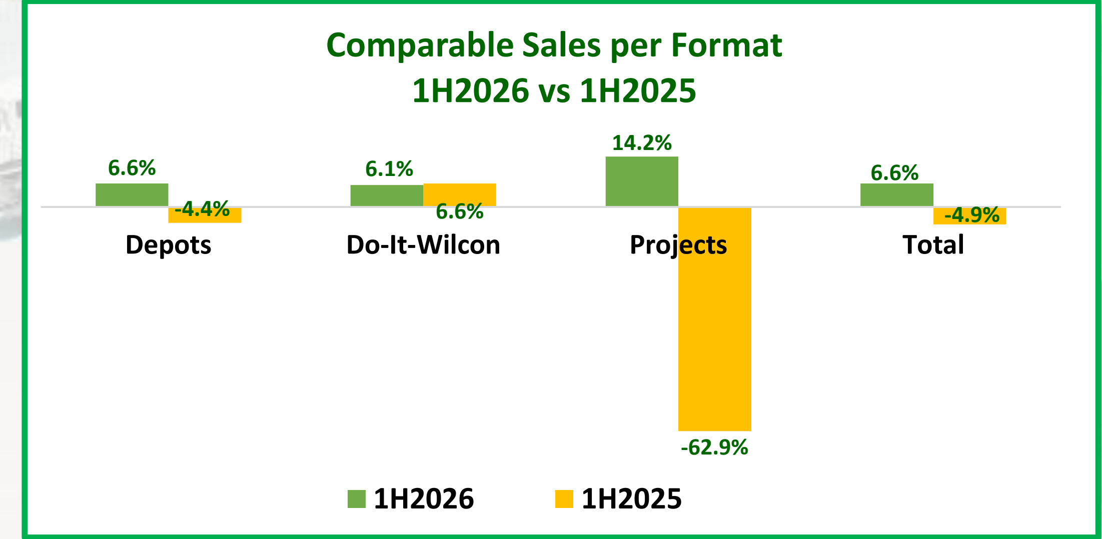
- Paints & Sundries
- Building Materials
- Plumbing & Sanitary Wares
- Appliances
- Electrical & Lighting

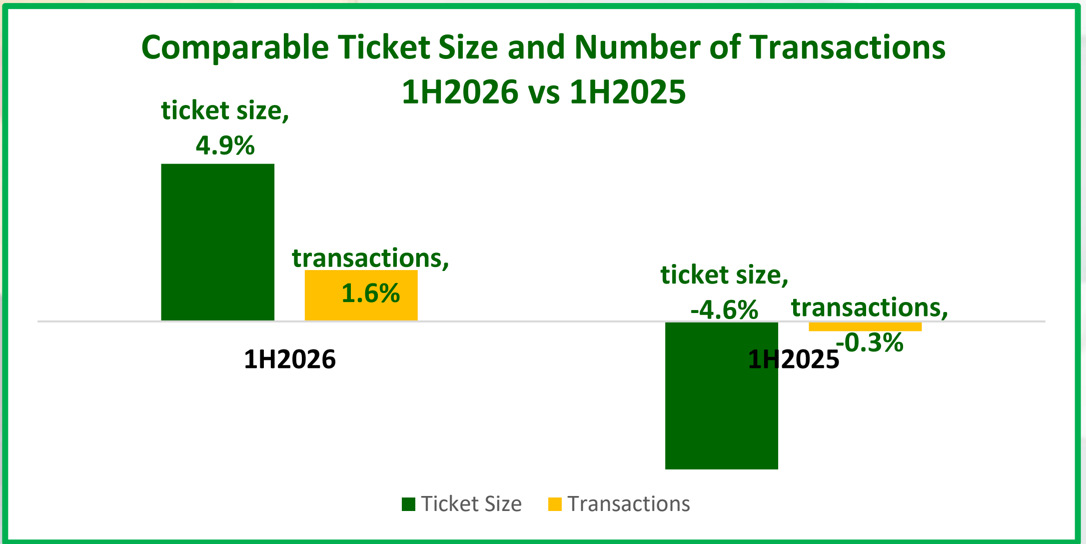
Lower than Average

- Furniture & Furnishing, Houseware, etc.
- Hardware & Tools
- Tiles

Comparable Sales Summary







FIRST HALF 2026

GPM rate decreased to 37.3%

Lease-related expense

	YTD 2026	% of Sales	YTD 2025	% of Sales	+/-	% Growth y-o-y
Net Sales	**18,977**	**100.0**	**17,109**	**100.0**	**1,868**	**10.9%**
Cost of sales	(11,900)	(62.7)	(10,496)	(61.3)	(1,404)	13.4%
Gross Profit	**7,077**	**37.3**	**6,613**	**38.7**	**464**	**7.0%**
Operating expenses	(5,345)	(28.2)	(4,928)	(28.8)	(418)	8.5%
Interest Exp (Lease Liab)	(363)	(1.9)	(358)	(2.1)	(5)	1.4%
Other Income - Net	192	1.0	194	1.1	(3)	(1.5%)
Income from Operations	**1,561**	**8.2**	**1,521**	**8.9**	**39**	**2.5%**
Non-lease related depreciation	844	4.4	751	4.4	93	12.3%
EBITDA - Adjusted	**2,405**	**12.7**	**2,274**	**13.3**	**131**	**5.8%**
Non-operating Other Income	32	0.2	19	0.1	14	76.8%
Income before tax	**1,593**	**8.4**	**1,540**	**9.0**	**52**	**3.4%**
Income Tax	(389)	(2.0)	(378)	(2.2)	(11)	3.0%
Net Income	**1,204**	**6.3**	**1,163**	**6.8**	**41**	**3.5%**

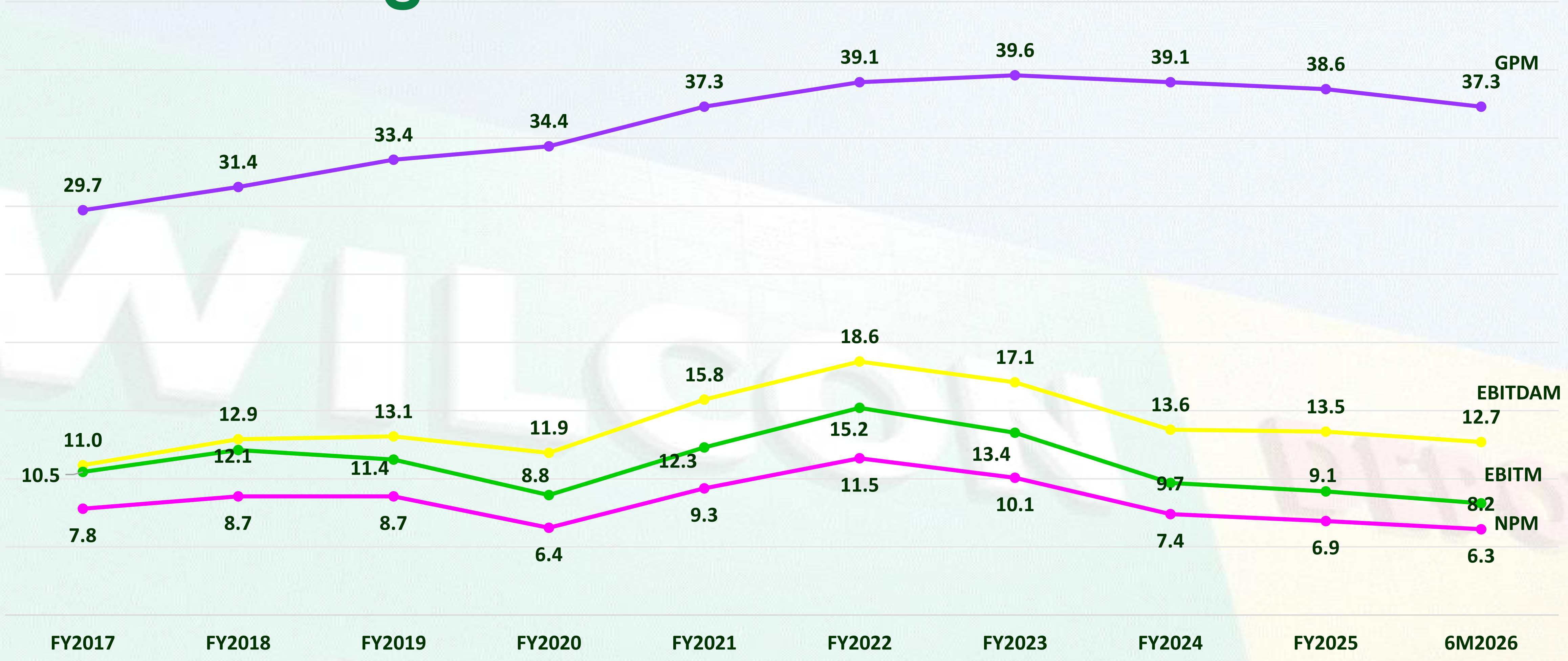
Balance Sheet

(In Million Php)	**Unaudited** *(as of June 30, 2026)*	**Audited** *(as of December 31, 2025)*
Current Assets	17,695	18,804
Noncurrent Assets*	23,939	21,730
Total Assets	**41,634**	**40,534**
Current Liabilities	6,335	6,534
Noncurrent Liabilities	10,923	9,189
Total Liabilities	**17,259**	**15,723**
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	46	46
Retained Earnings	14,855	15,291
Total Equity	**24,375**	**24,811**
Current ratio	2.79	2.88
Quick ratio	0.53	0.47
Debt to equity ratio	0.71	0.63
Return on asset	2.89%	6.03%
Return on equity	4.94%	9.86%

1H2026 vs 1H2025 CAPEX Investment

	1H2026 ACTUAL	1H2025 ACTUAL
Construction/Renovation of New Stores and Warehouses	804	668
Store and Transportation Equipment	208	244
Renovations & Repairs	184	167
IT Infrastructures and Softwares	29	26
Total CAPEX (in millions Php)	**1,225**	**1,104**

Historical Margins



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

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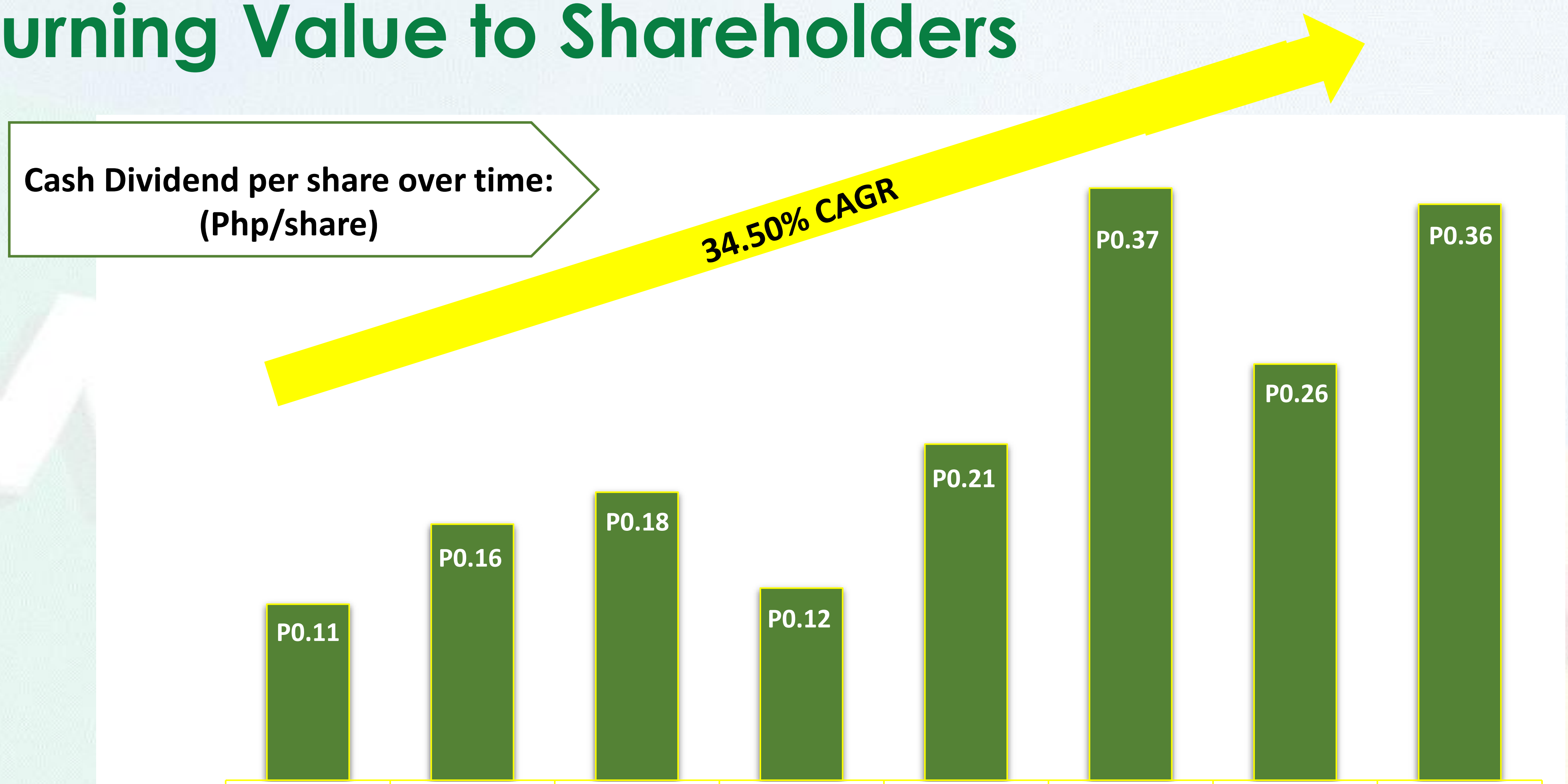
Returning Value to Shareholders



	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

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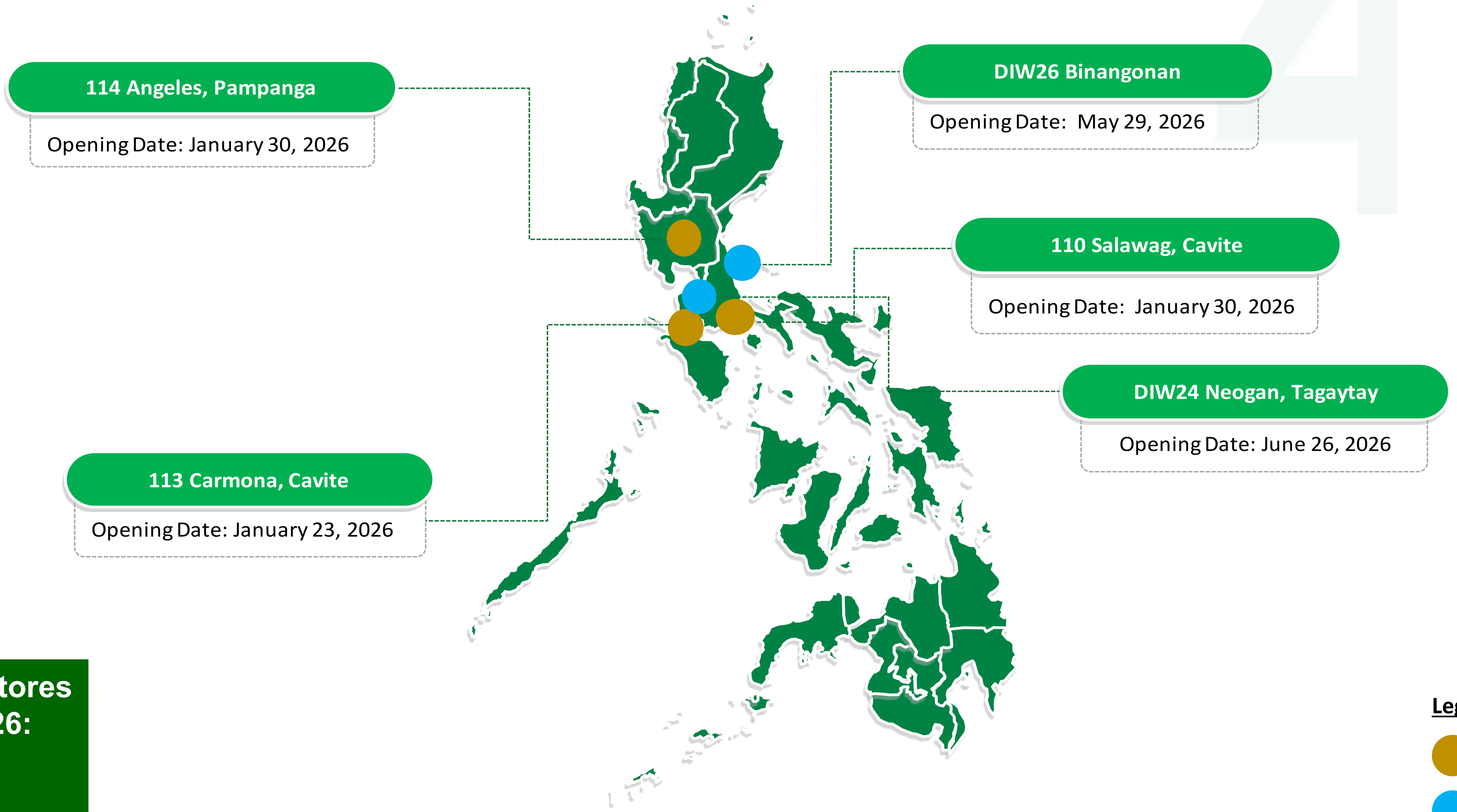
Key Growth Strategies

- 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

2026 STORE OPENINGS

YTD June 30, 2026



Total number of stores as of June 30, 2026:

109

Legend:

- Q1 2026 Opening
- Q2 2026 Opening

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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

• Capital deployment conditions:	• We manage the store network as a portfolio across different asset states:
✓ Demand supports sustainable economics	✓ Established assets focused on optimization and resilience
✓ Payback remains within thresholds	✓ Mature assets prioritized for cash generation and efficiency
✓ Operating complexity remains manageable	✓ Selective growth assets subject to return thresholds
✓ Physical expansion is a highly considered option defined by these criteria	✓ Experimental formats governed by capped capital and learning milestones

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Product & Margin Strategy — Portfolio-Level Governance

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

How Decisions Are Governed	Return
• Product and margin decisions are governed using portfolio-level principles:	• Margin improvement must strengthen overall economics:
✓ Focus on return quality	✓ Incremental margin must translate to improved ROIC
✓ Evaluation of products as part of an integrated portfolio, not in isolation	✓ Short-term gains are evaluated against long-term return sustainability
✓ Trade-offs managed across assortment breadth, pricing, and cost-to-serve	✓ Capital and complexity are explicitly accounted for in decisions

Customer Touchpoints — Operating Model

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

• Customer-facing decisions are governed by operating principles:	• The evolution of touchpoints is intended to:
✓ Touchpoints are evaluated as part of an end-to-end customer journey.	✓ Improve consistency and reliability across customer interactions.
✓ Experience enhancements must improve efficiency or scalability, not just satisfaction.	✓ Enable more efficient delivery of service and fulfillment.
✓ Complexity is actively managed to avoid cost or execution drag.	✓ Support engagement without disproportionate capital or operating expense.
✓ Changes are prioritized based on impact to overall operating leverage.	
✓ Experience is designed to scale, not to add friction or cost.	

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Brand Strategy: Long-Term Demand Quality and Pricing Power

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

• Brand decisions are governed by long-term value principles:	• Strengthened brand equity is expected to:
✓ Brand is managed as an economic asset, not a short-term spend	✓ Improve demand quality and reduce volatility.
✓ Brand actions must reinforce trust, relevance, and consistency	✓ Support pricing power and margin resilience over time.
✓ Trade-offs are evaluated between near-term impact and long-term equity	✓ Lower cost-to-serve through loyalty and repeat behavior.

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Q & A

THANK YOU!

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