



23 October 2025

Wickes Group plc – Trading Update for the thirteen weeks ending 27 September 2025

Continued strong sales growth in both Retail and Design & Installation Comfortable with market forecasts for 2025 adjusted PBT

In Q3 2025 we have delivered another quarter of volume-led growth across all areas of the business. Overall Group revenue¹ increased in the period by 6.9% year-on-year; Retail sales² continued to perform well with revenue up 6.7% and Design & Installation³ revenue growth has strengthened to 7.8%.

		Q1 2025 ⁴	Q2 2025 ⁵	Q3 2025 ⁶	YTD 2025 ⁷
Retail ²	Revenue ¹	£275.0m	£359.4m	£312.5m	£946.9m
	Revenue growth	4.9%	8.3%	6.7%	6.8%
	LFL revenue growth	4.4%	7.9%	5.6%	6.1%
Design & Installation ³	Revenue ¹	£100.9m	£112.5m	£107.6m	£321.1m
	Revenue growth	(1.7)%	5.7%	7.8%	3.9%
	LFL revenue growth	(5.6)%	3.5%	7.0%	1.6%
Group	Revenue ¹	£375.9m	£471.9m	£420.1m	£1,268.0m
	Revenue growth	3.0%	7.7%	6.9%	6.0%
	LFL revenue growth	1.6%	6.9%	5.9%	5.0%

This has been another period of strong sales growth for Retail, driven by a sustained increase in volumes, combined with stable pricing. We successfully fulfilled strong customer demand across all fulfilment channels, which saw us further increase our market share. In particular, the faster Click & Collect time of 15 minutes (previously 30 minutes) has been very popular, with Click & Collect sales up 18% year-on-year in Q3. We also launched a nationwide rollout of Wickes Rapid, offering up to 800kg deliveries to home or site, within three hours.

Within Retail, TradePro continued to perform strongly, with sales up 8% year-on-year, as local trade professionals continue to choose Wickes to save them time and money. This was driven by the increase in active TradePro members⁸ to 632,000. DIY sales were once again in mid-single digit growth, with volumes driven by increasing customer transactions.

The positive growth within Design & Installation has strengthened. Following the actions taken in H2 2024 to enhance our customer offer, we achieved a fourth consecutive quarter of growth in orders⁹ and a second quarter of positive LFL delivered sales¹⁰ growth. We

recently hosted an investor insight event focussed on Design & Installation and the materials are available on our website:
<https://www.wickesplc.co.uk/media/2gbn3tts/investor-insight-event-design-installation.pdf>

Investment in our strategic growth levers continues, with the opening of two new stores in Bury St Edmunds and Dunfermline during Q3. We will open a further two stores in Q4, totalling five for the year. Our successful refit programme continues, with a further two stores refreshed in the quarter. As previously communicated, in 2025 we are stepping up the level of investment in SaaS technology, which will increase P&L costs by c£10m on a full year basis. This will enhance the customer experience further and support productivity initiatives, positioning us for profitable growth in the next few years.

The continued investment in our growth levers and digital initiatives is enabling us to deliver our plan and we remain comfortable with current consensus expectations¹¹ for adjusted PBT in 2025.

We expect to report Q4 trading in late January 2026.

David Wood, Chief Executive of Wickes, commented:

"This has been another strong period for Wickes, with sales driven by an increase in volumes. Within Retail, our continued outperformance has seen us take further market share. In Design and Installation, the changes made to our offer are showing through in increased demand and ongoing momentum. Looking ahead, we remain well-placed for the full year as we continue to support our customers across all their home improvement projects."

Enquiries

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About Wickes

Wickes is a digitally-led, service-enabled home improvement retailer, delivering choice, convenience, value and best-in-class service to customers across the United Kingdom, making it well placed to outperform its growing markets. In response to gradual structural shifts in its markets over recent years, Wickes has a balanced business focusing on three key customer journeys - TradePro, DIY (together reported as Retail) and our project-based Design & Installation division.

Wickes operates from its network of 230 right-sized stores, which support nationwide fulfilment from convenient locations throughout the United Kingdom, and through its digital channels including its website, TradePro mobile app for trade members, and Wickes DIY app.

These digital channels allow customers to research and order an extended range of Wickes products and services, arrange virtual and in-person design consultations, and organise convenient Home Delivery or Click-and-Collect.

Footnotes

- 1) The Group has reviewed its presentation of revenue arising from delivery charges and has now disclosed delivery revenue within Revenue, which was previously recognised net within Cost of Sales. £1.5m of delivery revenue has been re-presented from Cost of Sales to Revenue for the 13 weeks ended 28 September 2024. The reclassification has been applied to the comparative period for the purposes of calculating the revenue growth and LFL revenue growth percentages disclosed here. There are no impacts to any profit measures, balance sheet or cash flows for the 13 weeks ended 28 September 2024 as a result of the re-presentation.
- 2) Retail revenue relates to all products and related delivery income sold to customers (both DIY and local trade), in stores or online, excluding those reported as Design & Installation.
- 3) Design & Installation revenue includes all product categories which could be sold as part of a design and/or installation and where the majority of sales of those products are designed and/or installed. This relates principally to projects such as kitchens, bathrooms and solar, sold by our Design Consultants. Revenue is recognised when delivery and installation (where applicable) is complete. Design & Installation includes Solar Fast from 21 May 2024 onwards.
- 4) 13 weeks to 29 March 2025
- 5) 13 weeks to 28 June 2025
- 6) 13 weeks to 27 September 2025
- 7) 39 weeks to 27 September 2025
- 8) TradePro members deemed 'active' are those who have shopped with us in the last 12 months.
- 9) Ordered sales refers to the value of orders at the point when the order has been placed.
- 10) Delivered sales refers to the revenue which is recognised when the Group has satisfied its performance obligation to the customer and the customer has obtained control of the goods or services being transferred.
- 11) As at 8 October 2025, consensus compiled from all covering analysts is for adjusted PBT in 2025 of £48.3m, with a range of £46.8-50.7m.