



20 October 2026

Wickes Group plc – Trading Update for the quarter ending 26 September 2026

Strong volume-led revenue growth
On track to meet market forecasts for 2026 adjusted PBT

In the third quarter of 2026 Wickes grew revenue by 4.5%, driven by continued volume growth across the business.

		Q1 2026 ³	Q2 2026 ⁴	Q3 2026 ⁵	YTD 2026 ⁶
Retail ¹	Revenue	£274m	£366m	£331m	£971m
	Revenue growth	(0.4)%	1.8%	6.0%	2.5%
	LFL revenue growth	(1.7)%	0.7%	5.6%	1.6%
Design & Installation Ranges ²	Revenue	£109m	£117m	£108m	£334m
	Revenue growth	7.8%	3.8%	0.3%	3.9%
	LFL revenue growth	5.7%	1.8%	(0.6)%	2.2%
Group	Revenue	£383m	£483m	£439m	£1,304m
	Revenue growth	1.8%	2.3%	4.5%	2.9%
	LFL revenue growth	0.3%	1.0%	4.0%	1.8%

As anticipated, trading in Retail has seen a significantly improved performance, with a step up to 6.0% revenue growth. Customer growth continues to drive strong overall volume increases, with mild price inflation starting to come through after a sustained period of deflation. Further market outperformance has led to continued market share growth, with notable strength in timber, flooring, roofing and garden. On a two-year basis, Retail LFL increased by 11.5%.

Within Retail, TradePro continued to perform well, with sales up 8% year-on-year, as local trade professionals continue to choose Wickes to save them time and money. Active TradePro members⁷ increased by 8% year-on-year to 684,000. DIY sales were also in mid-single-digit growth, supported by strong demand across core home improvement categories.

In Design & Installation, delivered sales⁸ were broadly flat. We continue to see healthy revenue and volume growth in Lifestyle Kitchens and Bespoke Bathrooms, however our Bespoke Kitchen ranges are seeing customers being more considered for larger purchases. Accordingly we have seen the overall number of D&I projects remain flat, but ordered sales⁹ by value for the quarter were lower than last year.

Our property strategy is progressing well, with three stores refitted or refreshed in the quarter and two new stores opened, in Saffron Walden and Colne. For the full year 2026 we will open 5 new stores and refit or refresh 12 stores. We have acquired the freehold of our Perry Barr store for £6.3m¹⁰; the site was at risk of re-development and we have now secured the future of this profitable store.

Our value-led and differentiated business model leaves us well-positioned to continue outperforming the market. With our strong sales performance and with a good productivity plan in place, we are on track to meet consensus expectations¹¹ which on average show a growth in adjusted PBT of c. 10% for 2026.

We expect to report Q4 trading in late January 2027.

David Wood, Chief Executive of Wickes, commented:

"We've delivered a strong third quarter, with growth accelerating across Retail as more customers choose Wickes for their home improvement projects. Our continued market share gains demonstrate the strength of our value-led proposition and our ability to outperform in a competitive market. With good momentum across the business, we remain on track to deliver market expectations for full-year profit."

Enquiries

Investors and Analysts

Holly Grainger
Director of Investor Relations
+44 (0)7341 680426
holly.grainger@wickes.co.uk

Media

Lucy Legh, Will Smith, Eleanor Evans
PR Advisers to Wickes
+44 (0)203 805 4822
wickes@headlandconsultancy.com

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 231 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) 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 Ranges.

2) Design & Installation Ranges 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 and bathrooms, sold by our Design Consultants, as well as Wickes Solar. Revenue is recognised when delivery and installation (where applicable) is complete.

3) 13 weeks to 28 March 2026

- 4) 13 weeks to 27 June 2026
- 5) 13 weeks to 26 September 2026
- 6) 39 weeks to 26 September 2026
- 7) TradePro members deemed 'active' are those who have shopped with us in the last 12 months.
- 8) 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.
- 9) Ordered sales refers to the value of orders at the point when the order has been placed.
- 10) Excluding fees and stamp duty.
- 11) As at 7 October 2026, consensus compiled from all covering analysts is for adjusted PBT in 2026 of a mean of £54.7m, with a range of £52.8m-£56.0m.