BuildDirect Reports Third Quarter 2026 Financial Results

- *Revenue increased 13.2% to $20.45M in Q3 2026 compared to $18.07M in Q3 2025.*
- *Gross profit increased 15.3% to $8.11M in Q3 2026 compared to $7.04M in Q3 2025.*
- *Gross margin was 39.7% in Q3 2026 compared to 38.9% in Q3 2025.*
- *Sequentially, revenue increased 4.0% to $20.45M from $19.66M in Q2 2026, and Adjusted EBITDA increased 52.2% to $0.60M from $0.39M.*
- *Generated positive operating cash flow of $1.11M in Q3 2026, compared with $0.17M of cash used in operating activities in Q3 2025.*
- *Subsequent to quarter-end, signed a definitive asset purchase agreement to acquire substantially all of the operating assets of a carpet and flooring wholesale, retail and distribution business located in the U.S. Midwest.*
- *Pro Centers represented 78% of consolidated revenue during Q3 2026.*
- *The Company will host its third quarter financial results conference call on Wednesday, November 25 at 9:00 AM (PT) / 12:00 PM (ET).*

BuildDirect reports in U.S. dollars and in accordance with IFRS Accounting Standards.

Vancouver, British Columbia–(Newsfile Corp. – November 25, 2026) – BuildDirect.com Technologies Inc. (TSXV: BILD) (OTCQB: BDCTF) (“BuildDirect” or the “Company”), an omnichannel building materials retailer, today announced its financial results for the third quarter ended September 30, 2026 (“Q3 2026”).

“Tile Outlets of America contributed its first full quarter of sales across its three Florida showrooms, and Greyne helped grow our online sales,” said Shawn Wilson, CEO of BuildDirect. “Together, those businesses more than offset lower sales across our existing operations. In Michigan, softer local economic conditions and elevated interest rates weighed on construction activity and demand from production builders and multifamily customers, partly offset by stronger commercial and custom builder sales. While near-term demand remains subdued, we believe housing needs and an aging housing stock support long-term demand for our products. We’re focused on integrating the acquired businesses, strengthening purchasing and inventory management, and improving profitability while positioning BuildDirect to benefit as market conditions improve.”

“Gross profit grew 15.3% year over year to $8.11 million, and gross margin improved to 39.7% from 38.9%,” Wilson continued. “We generated $1.11 million in positive operating cash flow, compared with an operating cash outflow of $0.17 million a year earlier. Changes in non-cash working capital contributed $1.20 million to operating cash flow this quarter.”

BuildDirect Third Quarter 2026 Financial Results Conference Call

Date: Wednesday, November 25, 2026

Time: 9:00 AM (PT) / 12:00 PM (ET)
Live Webinar: https://us02web.zoom.us/webinar/register/WN_D8A8qO0MSDGAnAT_jqCwlA

Quarterly results and related materials are available on the Investor Relations section of the Company's website at https://ir.builddirect.com/financials/quarterly-results/.

Third Quarter 2026 Financial Highlights

A. Financial Position

The following table summarizes the Company's financial position at September 30, 2026 and December 31, 2025.

	September 30, 2026	December 31, 2025	Change
Cash and cash equivalents	$3,270,543	$8,195,460	($4,924,917)
Working capital[1]	4,746,587	8,831,125	(4,084,538)
Total assets	41,746,942	38,221,852	3,525,090
Total liabilities	39,100,126	32,083,158	7,016,968
Total shareholders' equity	2,646,816	6,138,694	(3,491,878)
Common shares outstanding	48,351,741	48,299,297	52,444

[1] A non-IFRS measure. See "Non-IFRS Measures".

B. Financial Results

The following table summarizes selected financial results for the three and nine months ended September 30, 2026 and 2025.

	Three months ended September 30			Nine months ended September 30		
	2026	2025	Change	2026	2025	Change
Revenue	$20,447,178	$18,066,352	$2,380,826	$54,699,734	$50,015,557	$4,684,177
Loss from operations	(1,105,379)	(40,586)	(1,064,793)	(2,760,100)	(369,426)	(2,390,674)
Comprehensive loss	(1,891,199)	(946,437)	(944,762)	(3,927,727)	(1,693,884)	(2,233,843)
Adjusted EBITDA[1]	599,037	969,105	(370,068)	654,573	2,221,681	(1,567,108)
Basic and diluted loss per share	($0.04)	($0.02)	($0.02)	($0.08)	($0.04)	($0.04)

[1] A non-IFRS measure. See "Non-IFRS Measures" for definitions and reconciliation to the relevant IFRS measures.

C. Revenue and Gross Profit per Segment

The Company reports results in two segments: (1) E-Commerce and (2) Pro Centers. We measure each reportable operating segment's performance based on revenue. The E-Commerce segment relates to our online platform while the Pro Center segment includes sales and installation revenue from brick-and-mortar locations.

The E-Commerce and Pro Center segments contributed 22% and 78% of sales, respectively, in Q3 2026 compared to 20% and 80%, respectively, in Q3 2025.

Pro Center revenue rose 10.8% to $15.96 million. Excluding Tile Outlets of America, Pro Center revenue declined 15% to $12.23 million. E-Commerce revenue rose 22.7% to $4.49

million. Excluding Greyne, E-Commerce revenue declined 11% to $3.25 million.

Three months ended September 30, 2026	E-Commerce	Pro Centers	Total
Revenue	$4,486,224	$15,960,954	$20,447,178
Cost of goods sold	2,345,594	9,990,971	12,336,565
Gross profit	**2,140,630**	**5,969,983**	**8,110,613**
Gross profit %	47.7%	37.4%	39.7%
Three months ended September 30, 2025	**E-Commerce**	**Pro Centers**	**Total**
Revenue	$3,655,611	$14,410,741	$18,066,352
Cost of goods sold	1,673,323	9,356,696	11,030,019
Gross profit	**1,982,288**	**5,054,045**	**7,036,333**
Gross profit %	54.2%	35.1%	38.9%

D. Working Capital

Working capital is calculated as total current assets less total current liabilities.

	September 30, 2026	December 31, 2025	Change
Total current assets	23,553,906	22,490,509	1,063,397
Total current liabilities	18,807,319	13,659,384	5,147,935
Working capital	**4,746,587**	**8,831,125**	**(4,084,538)**

E. Quarterly Financial Information

(Unaudited)	Q3 2026	Q2 2026	Q1 2026	Q4 2025
Revenue	$20,447,178	$19,659,320	$14,593,236	$16,176,504
Gross profit	8,110,613	7,708,688	5,865,335	6,742,487
Gross margin %	39.7%	39.2%	40.2%	41.7%
Net income (loss)	(1,891,199)	(188,569)	(1,847,959)	(632,435)
Basic and diluted EPS	($0.04)	($0.01)	($0.04)	($0.01)
EBITDA[1]	(406,691)	1,214,009	(723,005)	335,818
Adjusted EBITDA[1]	599,037	393,539	(338,004)	913,195
(Unaudited)	**Q3 2025**	**Q2 2025**	**Q1 2025**	**Q4 2024**
Revenue	$18,066,352	$16,860,359	$15,088,846	$16,723,578
Gross profit	7,036,333	6,723,013	6,224,672	6,562,882
Gross margin %	38.9%	39.9%	41.3%	39.2%
Net income (loss)	(946,437)	138,458	(885,905)	243,237
Basic and diluted EPS	($0.02)	$0.01	($0.02)	$0.01
EBITDA[1]	587,253	1,466,045	345,803	396,232
Adjusted EBITDA[1]	969,105	602,472	650,104	376,331

[1] EBITDA and Adjusted EBITDA are non-IFRS measures. See “Non-IFRS Measures”.

Subsequent Events

On November 5, 2026, BuildDirect signed a definitive agreement to acquire substantially all of the operating assets of a carpet and flooring wholesale, retail and distribution business located in the U.S. Midwest.

On November 20, 2026, BuildDirect announced the closing of a C$4.37 million non-brokered private placement issuing 1,987,476 common shares at a price of C$2.20 per share for gross proceeds of C$4,372,445.

2026 & 2027 Outlook

BuildDirect remains focused on building a larger and more profitable omnichannel flooring platform through the continued expansion of its Pro Center network, disciplined strategic acquisitions and improvement of its E-Commerce operations.

The Company's priorities include:

- Pro Center Expansion: Continue expanding the Company's physical footprint through targeted acquisitions and new locations, with an emphasis on sustainable growth and profitability.
- Integration of Recent Acquisitions: Continue integrating Greyne Custom Wood and Tile Outlets of America into BuildDirect's broader platform, including operating processes, sourcing capabilities, technology and inventory management.
- E-Commerce Optimization: Improve lead quality, digital marketing effectiveness, website performance and inventory availability while leveraging the Company's Pro Center network to efficiently fulfill customer orders.
- Operational Efficiency: Continue pursuing cost efficiencies across the Company's existing operations and acquired businesses through standardized processes, procurement initiatives, technology improvements and shared services.
- Disciplined M&A: Evaluate additional acquisition opportunities that can expand BuildDirect's geographic footprint, product offering and professional customer base while maintaining a disciplined approach to valuation and expected returns.

About BuildDirect

BuildDirect (TSXV: BILD) (OTCQB: BDCTF) is an expanding omnichannel building materials retailer, specializing in Pro Centers-strategic distribution hubs designed to serve professional contractors and trades. The Company is actively scaling its footprint through a combination of organic growth and strategic acquisitions, driving efficiency and market expansion. For more information, visit www.BuildDirect.com.

Forward-Looking Information:

This press release contains statements which constitute "forward-looking statements" and "forward-looking information" within the meaning of applicable securities laws (collectively, "forward-looking statements"), including statements regarding the plans, intentions, beliefs and current expectations of the Company with respect to future business activities and operating performance. Forward-looking statements are often identified by the words "may", "would", "could", "should", "will", "intend", "plan", "anticipate", "believe", "estimate", "expect" or similar expressions. These statements reflect management's current beliefs and expectations and are based on information currently available to management as at the date hereof.

Forward-looking statements include statements concerning the proposed acquisition, the

expected expansion of BuildDirect's reach in the U.S. Midwest, the integration of acquired businesses, purchasing and inventory initiatives and the Company's plans for its Pro Center and E-Commerce operations.

Forward-looking statements involve significant risk, uncertainties and assumptions. Many factors could cause actual results, performance or achievements to differ materially from the results discussed or implied in the forward-looking statements. Among those factors are changes in consumer spending, inflation, availability of mortgage financing and consumer credit, changes in the housing market, changes in trade policies, tariffs or other applicable laws and regulations both locally and in foreign jurisdictions, availability and cost of goods from suppliers, fuel prices and other energy costs, interest rate and currency fluctuations, retention of key personnel and changes in general economic, business and political conditions and other factors referenced under the "Risk Factors" section of our MD&A. These forward-looking statements may be affected by risks and uncertainties in the business of the Company and general market conditions.

These factors should be considered carefully, and readers should not place undue reliance on the forward-looking statements. Although the forward-looking statements contained in this press release reflect the Company's expectations, estimates or projections concerning future results or events based on the opinions, assumptions and estimates of management considered reasonable at the date the statements are made, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this press release, and BuildDirect assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.

NON-IFRS MEASURES

This announcement refers to certain non-IFRS measures. These measures are not recognized measures under IFRS, and do not have a standardized meaning prescribed by IFRS Accounting Standards and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS Accounting Standards measures by providing further understanding of our results of operations from management's perspective. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS Accounting Standards. We use non-IFRS measures including "EBITDA" and "Adjusted EBITDA". Management uses these non-IFRS measures to facilitate operating performance comparisons from period to period, to prepare annual operating budgets and forecasts, and to determine components of management compensation. As required by Canadian securities laws, we reconcile these non-IFRS measures to the most comparable IFRS Accounting Standards measures in this announcement. See below regarding definitions and reconciliation of these non-IFRS

measures to the relevant reported measures. We define EBITDA as net income or loss before interest, income taxes, depreciation and amortization. Adjusted EBITDA removes fair value adjustments to financial liabilities, share-based compensation determined by option pricing models. Non-recurring items, such as restructuring costs, bargain purchase gains, or government grants are removed. Similarly, foreign exchange gains/losses and gains/losses on disposal of assets are excluded.

These measures are presented because we believe that our current and potential investors, and many analysts, use them to assess our current and future operating results and to make investment decisions. Management uses these measures in managing the business and making decisions. EBITDA and adjusted EBITDA are not intended as substitutes for IFRS measures.

EBITDA and Adjusted EBITDA for the three months ended September 30, 2026 and 2025

	Three months ended September 30	
	2026	**2025**
Total loss and comprehensive loss	(1,891,199)	(946,437)
Add:		
Interest expense, net	514,744	492,000
Income tax expense	74,850	147,000
Depreciation and amortization	894,914	894,690
EBITDA	**(406,691)**	**587,253**
EBITDA – %[1]	(2.0%)	3.3%
Add (deduct):		
Share-based compensation	244,290	70,813
Change in fair value of financial liabilities	(88,655)	158,372
Government grant	–	–
Fair value adjustment on sublease	–	–
Acquisition & Restructuring costs	609,339	89,368
Bargain purchase gain	–	–
Loss (gain) on disposal of equipment	233,203	(3,000)
Penalties & interest on tax	7,506	–
Foreign exchange (gain) loss	45	66,299
Adjusted EBITDA	**599,037**	**969,105**
Adjusted EBITDA – %[2]	2.9%	5.4%

[1] EBITDA % is EBITDA divided by total revenue.

[2] Adjusted EBITDA % is Adjusted EBITDA divided by total revenue.

EBITDA and Adjusted EBITDA for the nine months ended September 30, 2026 and 2025

	Nine months ended September 30	
	2026	**2025**
Total loss and comprehensive loss	(3,927,727)	(1,693,884)
Add:		
Interest expense, net	1,565,445	1,231,609
Income tax expense	224,550	455,000
Depreciation and amortization	2,222,045	2,406,376
EBITDA	**84,313**	**2,399,101**
EBITDA – %[1]	0.2%	4.8%
Add (deduct):		
Share-based compensation	456,557	140,543
Change in fair value of financial liabilities	60,890	405,993
Government grant	–	(1,170,137)
Fair value adjustment on sublease	127,834	–
Acquisition & Restructuring costs	863,351	246,253
Bargain purchase gain	(1,080,402)	–
Loss (gain) on disposal of equipment	232,921	(11,471)
Penalties & interest on tax	38,569	–

Foreign exchange (gain) loss	(129,460)	211,399
Adjusted EBITDA	**654,573**	**2,221,681**
Adjusted EBITDA – %[2]	1.2%	4.4%

[1] EBITDA % is EBITDA divided by total revenue.
[2] Adjusted EBITDA % is Adjusted EBITDA divided by total revenue.

Neither TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this release.

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Condensed Consolidated Interim Statements of Financial Position

(Unaudited)
(Expressed in United States dollars)

	September 30, 2026	December 31, 2025
Assets		
Current assets:		
Cash and cash equivalents	$ 3,270,543	$ 8,195,460
Trade and other receivables	4,050,274	3,401,996
Inventories	14,807,674	9,564,586
Prepaid materials, expenses and deposits	1,425,415	1,328,467
Total current assets	23,553,906	22,490,509
Non-current assets:		
Property and equipment	1,439,197	716,904
Right-of-use assets	9,674,703	8,247,773
Lease receivable	301,476	–
Non-current deposits	181,718	408,931
Loans receivable	437,088	533,706
Intangible assets	841,398	241,446
Goodwill	2,530,622	2,530,622
Deferred tax asset	2,786,834	3,051,961
Total non-current assets	18,193,036	15,731,343
Total assets	**$ 41,746,942**	**$ 38,221,852**
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable and accrued liabilities	$ 10,106,255	$ 6,566,232
Income taxes payable	249,162	467,580
Deferred revenue	1,985,828	1,352,113
Debt – current	3,964,864	3,898,625
Current portion of lease	2,501,210	1,374,834
Total current liabilities	18,807,319	13,659,384
Non-current liabilities:		
Debt – non-current	10,744,382	9,941,165
Lease liability	8,434,543	7,466,729
Warrants liability	563,767	593,917
Deferred share units liability	550,115	421,963
Total non-current liabilities	20,292,807	18,423,774
Shareholders' equity:		
Share capital	128,386,659	128,360,133
Share based payment reserve	12,019,757	11,610,434
Deficit	(137,759,600)	(133,831,873)
Total shareholders' equity	2,646,816	6,138,694

Total liabilities and equity	**$ 41,746,942**	**$ 38,221,852**

Condensed Consolidated Interim Statements of Operations and Comprehensive Loss

(Unaudited)

(Expressed in United States dollars)

	For the three months ended September 30		For the nine months ended September 30	
	2026	**2025**	**2026**	**2025**
Revenue	$ 20,447,178	$ 18,066,352	$ 54,699,734	$ 50,015,557
Cost of goods sold	12,336,565	11,030,019	33,015,097	30,031,539
Gross profit	**8,110,613**	**7,036,333**	**21,684,637**	**19,984,018**
Operating expenses:				
Fulfillment costs	1,109,282	941,622	3,056,721	2,742,600
Selling and marketing	2,114,037	1,483,825	5,296,906	4,365,102
Administration	5,097,759	3,756,782	13,869,065	10,839,366
Depreciation and amortization	894,914	894,690	2,222,045	2,406,376
Total operating expenses	9,215,992	7,076,919	24,444,737	20,353,444
Loss from operations	**(1,105,379)**	**(40,586)**	**(2,760,100)**	**(369,426)**
Other income (expense):				
Interest expense, net	(514,744)	(492,000)	(1,565,445)	(1,231,609)
Rental income	28,710	4,188	36,638	4,188
Fair value adjustment – financial liabilities	88,655	(158,372)	(60,890)	(405,993)
Government grant	–	–	–	1,170,137
Restructuring costs	(80,343)	(49,368)	(202,486)	(206,253)
Foreign exchange gain (loss)	(45)	(66,299)	129,460	(211,399)
Gain on bargain purchase	–	–	1,080,402	–
Realized gains (losses)	(233,203)	3,000	(360,756)	11,471
Total other income (expense)	(710,970)	(758,851)	(943,077)	(869,458)
Loss before income taxes	(1,816,349)	(799,437)	(3,703,177)	(1,238,884)
Income tax expense	(74,850)	(147,000)	(224,550)	(455,000)
Total loss and comprehensive loss for the period	**$ (1,891,199)**	**$ (946,437)**	**$ (3,927,727)**	**$ (1,693,884)**
Deficit, beginning of period	(135,868,401)	(132,244,624)	(133,831,873)	(131,497,177)
Deficit, end of period	$ (137,759,600)	$ (133,191,061)	$ (137,759,600)	$ (133,191,061)
Loss per share:				
Basic and diluted loss per share	$ (0.04)	$ (0.02)	$ (0.08)	$ (0.04)

Condensed Consolidated Interim Statement of Changes in Equity (Deficiency)

(Unaudited)

(Expressed in United States dollars)

	Common Shares				
	Number	**Amount**	**Share based payment reserve**	**Deficit**	**Total**
Balance – December 31, 2024	**42,032,706**	**$ 123,136,971**	**$ 11,515,195**	**$ (131,497,177)**	**$ 3,154,989**
Exercise of stock options	41,918	28,057	(11,522)	–	16,535
Issuance of share capital, net	6,087,173	5,126,960	–	–	5,126,960
Loss and comprehensive loss for the period	–	–	–	(1,693,884)	(1,693,884)
Share-based payment expense	–	–	140,543	–	140,543
Balance – September 30, 2025	**48,161,797**	**$ 128,291,988**	**$ 11,644,216**	**$ (133,191,061)**	**$ 6,745,143**
Balance – December 31, 2025	**48,299,297**	**$ 128,360,133**	**$ 11,610,434**	**$ (133,831,873)**	**$ 6,138,694**
Exercise of stock options	52,444	26,526	(10,122)	–	16,404
Loss and comprehensive loss for the period	–	–	–	(3,927,727)	(3,927,727)
Share-based payment expense	–	–	419,445	–	419,445
Balance – September 30, 2026	**48,351,741**	**$ 128,386,659**	**$ 12,019,757**	**$ (137,759,600)**	**$ 2,646,816**

Condensed Consolidated Interim Statement of Cash Flows

(Unaudited)

(Expressed in United States dollars)

	For the three months ended September 30		For the nine months ended September 30	
	2026	**2025**	**2026**	**2025**
Cash provided by (used in):				
Operating activities:				
Loss for the period	$ (1,891,199)	$ (946,437)	$ (3,927,727)	$ (1,693,884)
Add (deduct) items not affecting cash:				
Depreciation and amortization	894,914	894,690	2,222,045	2,406,376
Income tax expense	74,850	147,000	224,550	455,000
Stock-based compensation expense	264,380	70,813	289,267	140,543
Performance share unit compensation	38,816	–	130,178	–
Deferred share unit compensation	(58,906)	–	37,112	–
Gain on bargain purchase	–	–	(1,080,402)	–
Loss (gain) on disposal of equipment and lease	233,203	(3,000)	232,921	(11,471)
Loss on sublease	6,494	–	137,411	–
Interest income on sublease	(6,494)	–	(9,576)	–
Interest paid on leases	130,202	117,567	449,332	191,813
Other interest and finance cost	304,286	281,328	919,169	826,183
Amortization of deferred financing costs	18,431	13,950	48,226	32,692
Change in fair value of warrants	(100,496)	158,372	(30,150)	405,993
Change in fair value of deferred share units liability	11,841	–	91,040	–
Unrealized foreign exchange	(4,165)	(63,185)	(146,550)	41,886
Change in non-cash operating working capital	1,203,725	(842,789)	2,991,799	(1,123,622)
Income taxes paid	(11,638)	–	(470,973)	(19,696)
Total operating activities	**1,108,244**	**(171,691)**	**2,107,671**	**1,651,813**
Investing activities:				
Purchase of property and equipment	(247,604)	(79,287)	(354,577)	(168,565)
Acquisition of assets	–	–	(4,730,120)	(593,396)
Proceeds on disposal of equipment	10,700	3,000	11,450	25,500
Total investing activities	**(236,904)**	**(76,287)**	**(5,073,247)**	**(736,461)**
Financing activities:				
Proceeds from exercise of options	–	–	16,404	16,535
Proceeds from issuance of common shares	–	5,193,044	–	5,193,044
Share issue costs	–	(66,084)	–	(66,084)
Deferred financing costs	–	(21,257)	–	(140,474)
Interest paid	(72,949)	(79,195)	(208,197)	(199,326)
Principal lease payments	(892,910)	(493,296)	(2,154,282)	(1,165,924)
Sublease payments received	21,791	–	33,308	–
Promissory note advance	59,578	–	59,578	–
Promissory note repayment	(5,286)	(311,250)	(316,536)	(933,750)
Loan receivable – advance	–	–	–	(568,075)
Loan receivable – repayment	–	59,397	71,841	59,397
Loans payable – advance	(834,988)	777,576	638,135	3,426,442
Loans payable – repayment	(1,005)	(59,769)	(99,592)	(62,477)
Total financing activities	**(1,725,769)**	**4,999,166**	**(1,959,341)**	**5,559,308**
Increase (decrease) in cash and cash equivalents	(854,429)	4,751,188	(4,924,917)	6,474,660
Cash and cash equivalents, beginning	4,124,972	4,070,963	8,195,460	2,347,491
Cash and cash equivalents, end	**$ 3,270,543**	**$ 8,822,151**	**$ 3,270,543**	**$ 8,822,151**

BuildDirect

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