

# Walmart de México y Centroamérica Reports December 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, January 8, 2019

Wal-Mart de México, S.A.B. de C.V. (BMV: WALMEX) announces to its shareholders as well as to the public in general that during December 2018, sales amounted to **\$71,428 million pesos**. This figure represents a **5.6%** increase over sales reported in the same month of 2017.

	December			January – December		
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
<b>Mexico</b>	58,790	55,585	<b>5.8</b>	499,298	462,327	<b>8.0</b>
<b>Central America*</b>	12,638	12,070	<b>4.7</b>	112,889	107,040	<b>5.5</b>
<b>Consolidated</b>	71,428	67,655	<b>5.6</b>	612,187	569,367	<b>7.5</b>

\* Central America sales growth figures are impacted by variations in exchange rates.

## Mexico Sales

During **December 2018**, total sales for Mexico increased **5.8%** over sales reported in December 2017. Comp stores, all those units in operation for over a year, posted a **4.7%** increase compared to the same month of 2017.

Considering the **four-week period** from **December 1 to December 28, 2018**, as compared to the four-week period ending December 29, 2017, total sales increased **5.5%** and comp store sales increased **4.5%**.

## Mexico Sales Growth 2018

	Calendar		Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
<b>January</b>	8.7	7.6	4	11.6	10.4
<b>February</b>	10.1	8.9	4	10.5	9.3
<b>March</b>	15.1	13.5	5	13.2	11.6
<b>April</b>	3.6	2.4	4	3.6	2.3
<b>May</b>	8.6	7.2	4	8.2	6.8
<b>June</b>	11.5	10.0	5	10.2	8.7
<b>July</b>	7.3	5.9	4	9.4	8.1
<b>August</b>	7.5	5.9	5	7.0	5.5
<b>September</b>	8.4	6.9	4	6.3	4.9
<b>October</b>	4.5	3.0	4	7.3	5.7
<b>November</b>	7.0	5.9	5	5.9	4.7
<b>December</b>	5.8	4.7	4	5.5	4.5
<b>January - December</b>	8.0	6.7	<b>52</b>	8.1	6.8

This document may contain certain references concerning Wal-Mart de México S.A.B. de C.V.'s future performance that should be considered as good faith estimates made by the Company. These references are a reflection of Managements' expectations about the Company and are based upon currently available data. Actual results are always subject to future events, risks and uncertainties, which could materially impact the Company's actual performance.

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During the month of December on a comp unit basis, the average ticket increased **4.2%** and the number of transactions increased **0.5%** as compared to the same month of 2017.

## Central America Sales

In Central America, total sales increased **4.8%** and comp store sales posted a variation of **1.4%** on a constant currency basis.

### Central America Sales Growth 2018 (Constant currency basis)

	Calendar		Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
January	7.3	3.0	4	11.3	6.9
February	8.1	4.1	4	8.0	4.0
March	18.8	13.9	5	16.4	11.2
April	(1.5)	(5.4)	4	(1.2)	(5.1)
May	6.8	2.3	4	7.6	3.1
June	8.8	4.8	5	5.7	1.6
July	2.1	(1.0)	4	5.1	1.7
August	4.6	1.6	5	3.6	0.7
September	7.9	4.0	4	7.0	3.0
October	1.4	(2.3)	4	4.3	0.5
November	4.2	0.0	5	2.4	(1.5)
December	4.8	1.4	4	4.6	1.2
<b>January - December</b>	<b>6.0</b>	<b>2.1</b>	<b>52</b>	<b>6.1</b>	<b>2.2</b>

## Openings

In **December**, we opened **32** units:

**Mexico:** 27 units

- 19 **Bodegas Aurrerá Express:** 3 in Guadalajara, Jalisco, 4 in Monterrey, Nuevo León, 5 in Mexico City, 4 in Reynosa, Tamaulipas and 3 in Estado de México
- 2 **Mi Bodegas:** 1 in Maxcanú, Yucatán and 1 in Jalpan de Serra, Querétaro
- 5 **Bodegas:** 1 in Huajuapán de León, Oaxaca, 1 in Tuxtla Gutiérrez, Chiapas, 1 in Estado de México, 1 in Zamora, Michoacán and 1 in San Luis Potosí, San Luis Potosí
- 1 **Walmart:** in Tlaxcala, Tlaxcala

**Central America:** 5 units

- 3 **Discount Stores:** 2 in Guatemala, Guatemala and 1 in Cartago, Costa Rica
- 2 **Bodegas:** 1 in El Progreso and 1 in Escuintla both in Guatemala

## Corporate Social Responsibility and other news

**Walmart de México y Centroamérica** was granted the Golden certification of the Mexican Standard NMX-R-025-SCFI-2015 on Labor Equality and non-discrimination, due to its commitment to strengthening Diversity and Inclusion Culture. The Company moved up by two levels in its performance vs 2016, when Walmart was granted the Bronze certification.

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Olga González, Senior Vice President and CFO for **Walmart de México y Centroamérica** was awarded as one of "The best CFO's in México" by Grupo Mundo Ejecutivo and *Bank of America Merrill Lynch*.

**Walmart de México y Centroamérica** was included in the "Philanthropic Organizations" report of Forbes magazine, in which **Walmart de México Foundation** ranked 4th in the list. Such report, considers the submission of transparent financial results and the consistency of the work carried out by foundations to assist vulnerable groups of society.

### Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **December 31, 2018**, it operated **3,249** units, broken down as follows:

<b>2,438 Mexico</b>	<b>811 Central America</b>
1,910 Bodegas Aurrerá:	540 Discount Stores
520 Bodegas	97 Supermarkets
365 Mi Bodegas	31 Walmarts
1,025 Bodegas Express	143 Bodegas
274 Walmarts	
163 Sam's Clubs	
91 Superamas	

### Ticker Symbols

Mexican Stock Exchange:	Bloomberg:	Reuters:	ADR's sponsored program:
Walmex	Walmex* MM WMMVY US	Walmex.Mx WMMVY.Pk	WMMVY

### Websites

Investor Relations: [www.walmex.mx](http://www.walmex.mx)

Corporate: [www.walmartmexico.com](http://www.walmartmexico.com)

Business formats:

[www.walmart.com.mx](http://www.walmart.com.mx)

[www.superama.com.mx](http://www.superama.com.mx)

[www.sams.com.mx](http://www.sams.com.mx)

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Note: The information presented in this document is preliminary.

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