

# Walmart de México y Centroamérica Reports

## March 2019 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, April 4<sup>th</sup>, 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 March 2019, sales amounted to **\$52,472 million pesos**. This figure represents a **3.8%** increase over sales reported in the same month of 2018.

### Total Sales

	March			January – March		
	2019 Millions MXN	2018 Millions MXN	% Growth	2019 Millions MXN	2018 Millions MXN	% Growth
<b>Mexico</b>	42,894	40,730	<b>5.3</b>	123,593	116,901	<b>5.7</b>
<b>Central America*</b>	9,578	9,833	<b>-2.6</b>	26,941	27,052	<b>-0.4</b>
<b>Consolidated</b>	52,472	50,563	<b>3.8</b>	150,534	143,953	<b>4.6</b>

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

### Mexico Sales

During **March 2019**, total sales for Mexico increased **5.3%** over sales reported in March 2018. Comp stores, all those units in operation for over a year, posted a **4.4%** increase compared to the same month of 2018.

Considering the **Four-week period** from **March 2<sup>nd</sup> to March 29<sup>th</sup>, 2019**, as compared to the four-week period ending March 30<sup>th</sup>, 2018, total sales increased **2.1%** and comp store sales increased **1.2%**.

### Mexico Sales Growth 2019

Calendar			Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
<b>January</b>	5.6	4.4	<b>5</b>	6.5	5.3
<b>February</b>	6.4	5.4	<b>4</b>	5.7	4.7
<b>March</b>	5.3	4.4	<b>4</b>	2.1	1.2
<b>January - March</b>	5.7	4.7	<b>13</b>	4.9	3.8

During the month of March on a comp unit basis, the average ticket increased **5.1%** and the number of transactions decreased **0.7%** as compared to the same month of 2018.

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.

April 4<sup>th</sup>, 2019



## Central America Sales

In Central America, total sales decreased **1.4%** and comp store sales posted a decrease of **4.1%** on a constant currency basis.

### Central America Sales Growth 2019 (Constant currency basis)

Calendar			Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
January	3.8	0.5	5	4.9	2.0
February	4.1	0.9	4	2.6	-0.5
March	-1.4	-4.1	4	-5.1	-7.7
January- March	2.0	-1.1	13	1.0	-1.8

## Openings

In **March**, we opened **6** units:

**Mexico:** 5 units

- 3 **Bodegas Aurrera Express:** 1 in Reynosa, Tamaulipas and 2 in Estado de México
- 2 **Bodegas:** 1 in Orizaba, Veracruz and 1 in Cabo San Lucas, Baja California

**Central America:** 1 unit

- 1 **Bodega:** in Cartago, Costa Rica

Additionally, during **April** we opened in Central America **1 Bodega** in Ilobasco, El Salvador

## Corporate Social Responsibility and other news

*Expansión* magazine posted the “100 most powerful women in Mexico” ranking in its March edition, highlighting the female role and its growth in regards with gender equality within the Organizations. Seven Directors of **Walmart de México y Centroamérica** stood out: Olga González, Senior Vice President Finance and CFO; Lilia Jaime, Senior Vice President, Bodega Aurrera; María Guadalupe Morales, Vice President, Superama; Ivonne Montiel, during her tenure as Vice President, Marketing, Customer Insights and Market Intelligence; Carmen Kingston, when she served as Vice President, Operations for Sam's Club México; Laura García, Vice President, Merchandising, Consumables, Beauty and Health; Adriana Velázquez, Vice President, Ethics and Compliance and Blanca Treviño, Board Member of the company.

During this month, **Walmart de México y Centroamérica** was recognized by MERCO (*Monitor Empresarial de Reputación Corporativa*), ranking 3rd. in the “2018 Companies with the best Corporate Responsibility and Governance” list, as one of the most valued brands in Mexico, leading the Retail sector.

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April 4<sup>th</sup>, 2019



## Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **March 31, 2019**, it operated **3,259** units, broken down as follows:

<b>2,446 Mexico</b>	<b>813 Central America</b>
1,917 Bodegas Aurrera:	539 Discount Stores
522 Bodegas	98 Supermarkets
365 Mi Bodegas	31 Walmarts
1,030 Bodegas Express	145 Bodegas
275 Walmarts	
163 Sam's Clubs	
91 Superamas	

## Ticker Symbols

<b>Mexican Stock Exchange:</b>	<b>Bloomberg:</b>	<b>Reuters:</b>	<b>ADR's sponsored program:</b>
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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April 4<sup>th</sup>, 2019

