# Walmart de México y Centroamérica Reports June 2019 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, July 4th, 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 June 2019, sales amounted to \$51,175 million pesos. This figure represents a 4.3% increase over sales reported in the same month of 2018.

#### **Total Sales**

#### June

#### January - June

	2019 Millions MXN	2018 Millions MXN	% Growth
Mexico	41,838	39,480	6.0
Central America*	9,337	9,596	-2.7
Consolidated	51,175	49,076	4.3

2019 Millions MXN	2018 Millions MXN	% Growth
249,366	234,947	6.1
54,317	54,482	-0.3
303,683	289,429	4.9

<sup>\*</sup> Central America sales growth figures are impacted by variations in exchange rates.

#### **Mexico Sales**

January - June

During **June 2019**, total sales for Mexico increased **6.0%** over sales reported in June 2018. Comp stores, all those units in operation for over a year, posted a **4.7%** increase compared to the same month of 2018.

Considering the **four-week period** from **June 1**<sup>st</sup> **to June 28**<sup>th</sup>, **2019**, as compared to the four-week period ending June 29<sup>th</sup>, 2018, total sales increased **5.4%** and comp store sales increased **4.2%**.

#### **Mexico Sales Growth 2019**

26

### Calendar

#### Retail Calendar (Saturday-Friday)

	Total Stores %	Comp Stores %
January	5.6	4.4
February	6.4	5.4
March	5.3	4.4
April	7.1	6.1
May	6.6	5.6
June	6.0	4.7

6.1

Number of Weeks	Total Stores %	Comp Stores %
5	6.5	5.3
4	5.7	4.7
4	2.1	1.2
5	9.3	8.2
4	5.7	4.7
4	5.4	4.2

5.9

During the month of June on a comp unit basis, the average ticket increased **2.7%** and the number of transactions increased **2.0%** as compared to the same month of 2018.

5.1

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.

4.8

#### Central America Sales

In Central America, total sales increased 5.4% and comp store sales posted an increase of 2.0% on a constant currency basis.

# **Central America Sales Growth 2019** (constant currency basis)

Calendar

	Care	Galeridai		
	Total Stores %	Comp Stores %		
January	3.8	0.5		
February	4.1	0.9		
March	-1.4	-4.1		
April	7.2	3.8		
May	2.3	-0.6		
June	5.4	2.0		

Number of Weeks	Total Stores %	Comp Stores %
5	4.9	2.0
4	2.6	-0.5
4	-5.1	-7.7
5	11.3	7.7
4	0.9	-2.1
4	3.1	-0.1

3.2

0.2

Walmart

3.5 0.3 January- June

# **Openings**

In June, we opened 14 units:

Mexico:12 units

6 Bodegas Aurrera Express: 1 in Monterrey, Nuevo León, 2 in Reynosa, Tamaulipas, 1 in Saltillo, Coahuila, 1 in Tláhuac, Ciudad de México and 1 en Puebla, Puebla

26

- 4 Bodega: 1 en Tulancingo, Hidalgo, 1 in Hermosillo, Sonora, 1 in Zacatecas, Zacatecas and 1 in Cabo San Lucas, Baja California Sur
- 2 Mi Bodega: 1 in Mazatán, Chiapas and 1 in Juchipila, Zacatecas

Central America: 2 units

1 Bodega: in La Libertad, El Salvador

1 Discount Store: in Totonicapán, Guatemala

In addition, we opened one Bodega Aurrera in La Paz, Baja California Sur during July 2019.

# Corporate Social Responsibility and other news

In June, Walmart de México y Centroamérica ranked third in Expansión magazine's Top 500 Most Important Companies in Mexico after its great results regarding sales, profits, assets, liabilities, employment generation and corporate integrity.

Also in June, Walmart de México y Centroamérica ranked eighth in research company Ipsos' Top Influential Brands list, that scores leadership and innovation, trust, presence, social responsibility and digital connection.

Walmart de México y Centroamérica joined the LGBT+ Pride March in June with associates and family members for the third consecutive year in Mexico City; the second in Monterrey, Guadalajara and Mérida, and the first in Villahermosa, Culiacán and Durango. As a member of *Pride Connection*, the company supports diversity and inclusion in companies throughout the country with actions like this.

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## **Company Description**

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **June 30, 2019**, it operated **3,291** units, broken down as follows:

2,470	Mexico	821	<b>Central America</b>
1,938	Bodegas Aurrerá:	541	Discount Stores
	527 Bodegas	98	Supermarkets
	370 Mi Bodegas	32	Walmarts
	1,041 Bodegas Express	150	Bodegas
277	Walmarts		
163	Sam's Clubs		

## Ticker Symbols

92 Superamas

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

#### Websites

Investor Relations: <u>www.walmex.mx</u> Corporate: <u>www.walmartmexico.com</u>

**Business formats:** 

www.walmart.com.mx www.superama.com.mx www.sams.com.mx

#### **Contacts**

Investor Relations	Corporate Communication
Pilar de la Garza Fernández del Valle (52-55) 5283 - 0289 pilar.de@walmart.com	Gabriela Buenrostro Ortega (52-55) 5283 - 0237 gabriela.buenrostro@walmart.com
Rubén Ariza (52-55) 2629-6000 ext.18856 ruben.ariza@walmart.com	

Note: The information presented in this document is preliminary.



