Paulo Garcia

Chief Financial Officer

Walmart
México y Centroamérica

5.5%

Revenue growth

Value Creation

Walmart México y Centroamérica

Revenues

Walmart México y Centroamérica

Value Creation

5.5%

Revenue growth

12th

Consecutive year above the market

Walmart
México y Centroamérica

SSS | 12th consecutive year above the market

Walmart
México y Centroamérica

5.5%

Revenue growth

12th

Consecutive year above the market

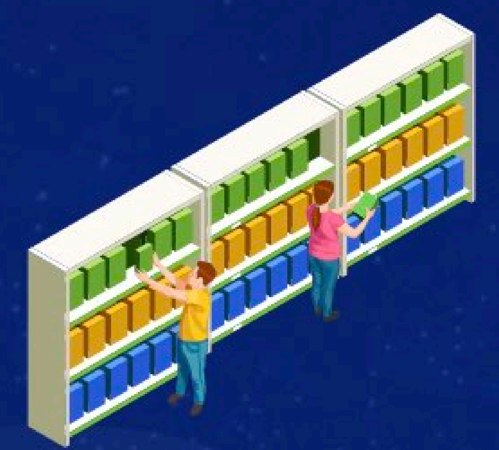
Progressing on the Fundamentals

Value Creation

Value Creation

EDLP

+260 bps
Price perception
in 4Q25 vs. LY



Availability

-4.4 DOH

Total
Availability

eCommerce
acceleration

+17% GMV

+21.5%
On Demand GMV

5.5%
Revenue growth

12th
Consecutive year above the market

Progressing on the Fundamentals

+212K
New square meters of expansion

Value Creation

Walmart
México y Centroamérica

Accelerating **expansion**

1.7%
Contribution to total sales in 2025

5.5%
Revenue growth

12th
Consecutive year above the market

Progressing on the Fundamentals

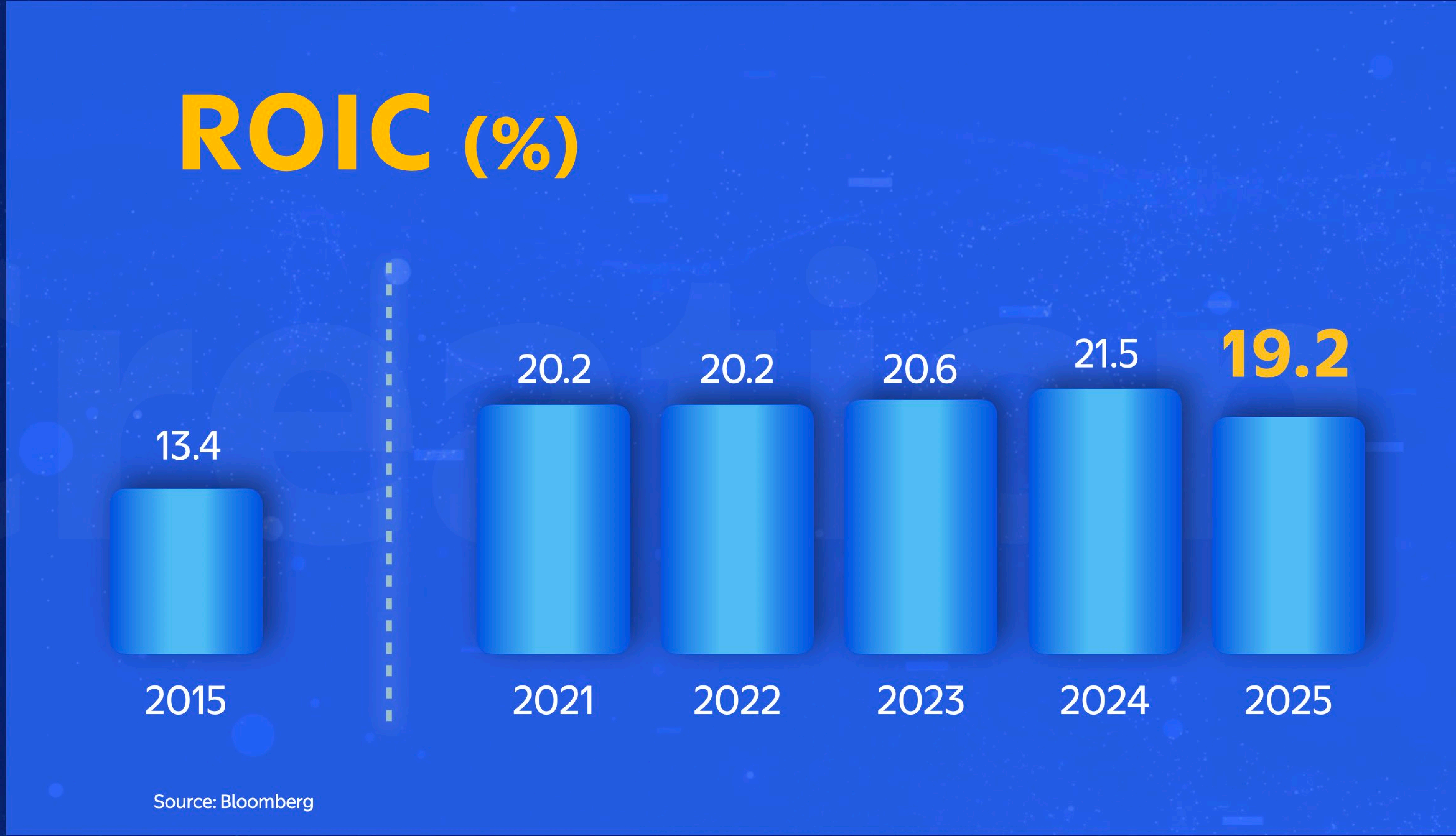
+212K
New square meters of expansion

$39Bn MXN
Strategic investments

19.2%
Return on Invested Capital

Walmart México y Centroamérica


CAPEX
$12.5
2015
$20.5
2021
$21.3
2022
$28.8
2023
$34.8
2024
$39.0
2025
MXN billion


ROIC (%)
13.4
2015
20.2
2021
20.2
2022
20.6
2023
21.5
2024
19.2
2025
Source: Bloomberg

5.5%
Revenue growth

12th
Consecutive year above the market

Progressing on the Fundamentals

+212K
New square meters of expansion

$39Bn MXN
Strategic investments

19.2%
Return on Invested Capital

Walmart
México y Centroamérica

Enhancing the **Core**

bait®

$11.5
Billion pesos sales in 2025

Walmart Connect

$5
Billion pesos revenues in 2025*

* Mexico and Central America

+70% omnichannel sales identified

20% Customers → **60%** Sales

Walmart México y Centroamérica

+70% omnichannel sales identified

Halo Effect

3.1x
Average spend when redeeming Beneficios

Walmart
México y Centroamérica

+70% omnichannel sales identified

Halo Effect

Omnichannel Customer

5x	**+60%**
Frequency	Spend per visit

Walmart México y Centroamérica

+70% omnichannel sales identified

Halo Effect

2.5x
Average spend w/Bait

Walmart
México y Centroamérica

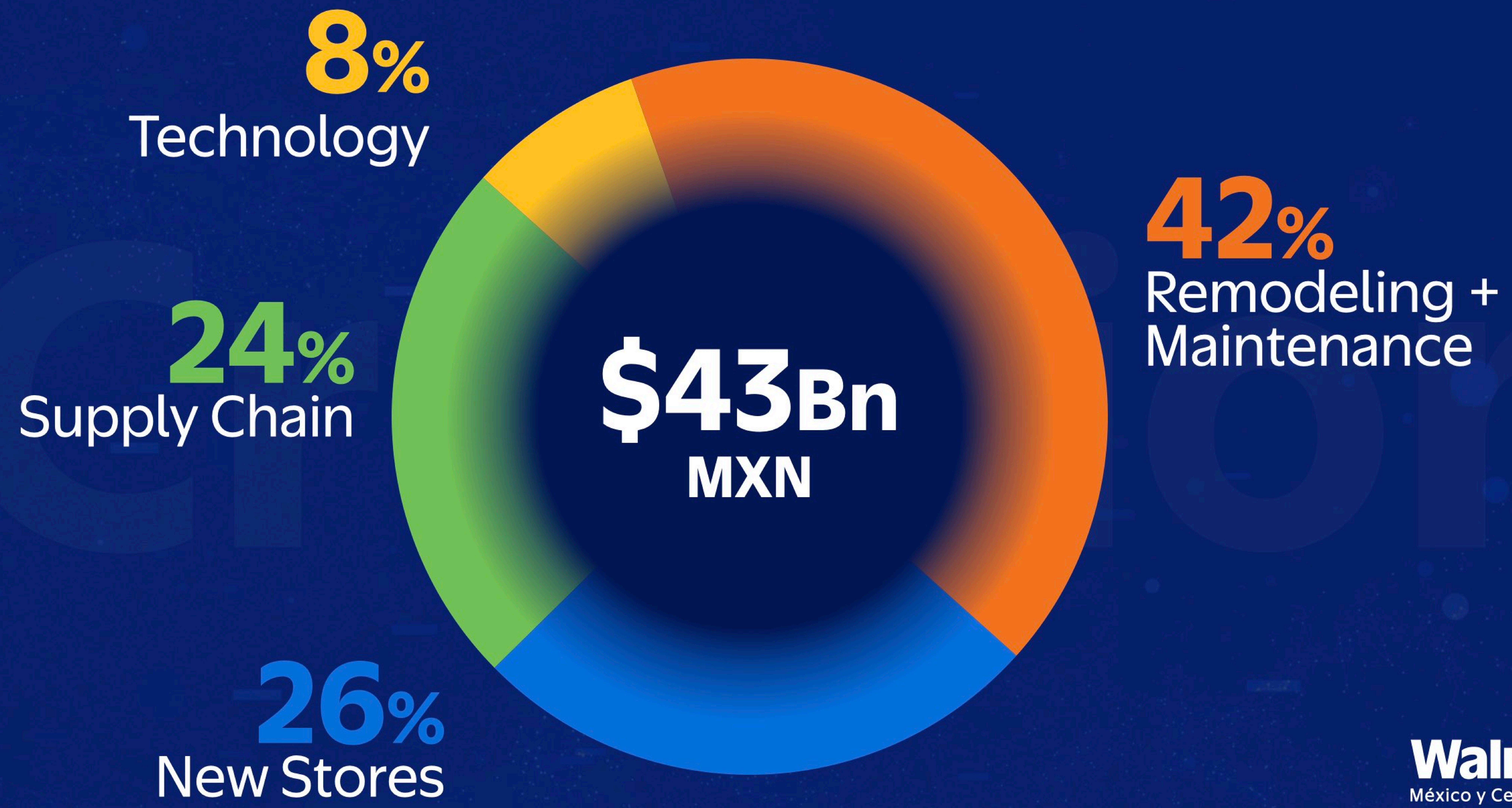

EDLP
Precio bajo
Todos los días
$149
$65
$53
$19
$700
$400


Availability
Aceite de cocina
Capullo


eCommerce
acceleration
Participa por
boletos y playeras
Protector Solar
Desde $200
Tus productos favoritos
Hasta 70%
Flash Deals
Tus favoritos para el hogar
Limpieza profunda a la primera
¡Con Walmart Pass pide hoy y recibe SIN COSTO para tus momentos favoritos!
Únete ahora
Prepara un rico helado desde $4,799

CAPEX 2026

Mexico & Central America



Walmart
México y Centroamérica

42%
Remodeling + Maintenance

99.3% **+33M**
Customer reach

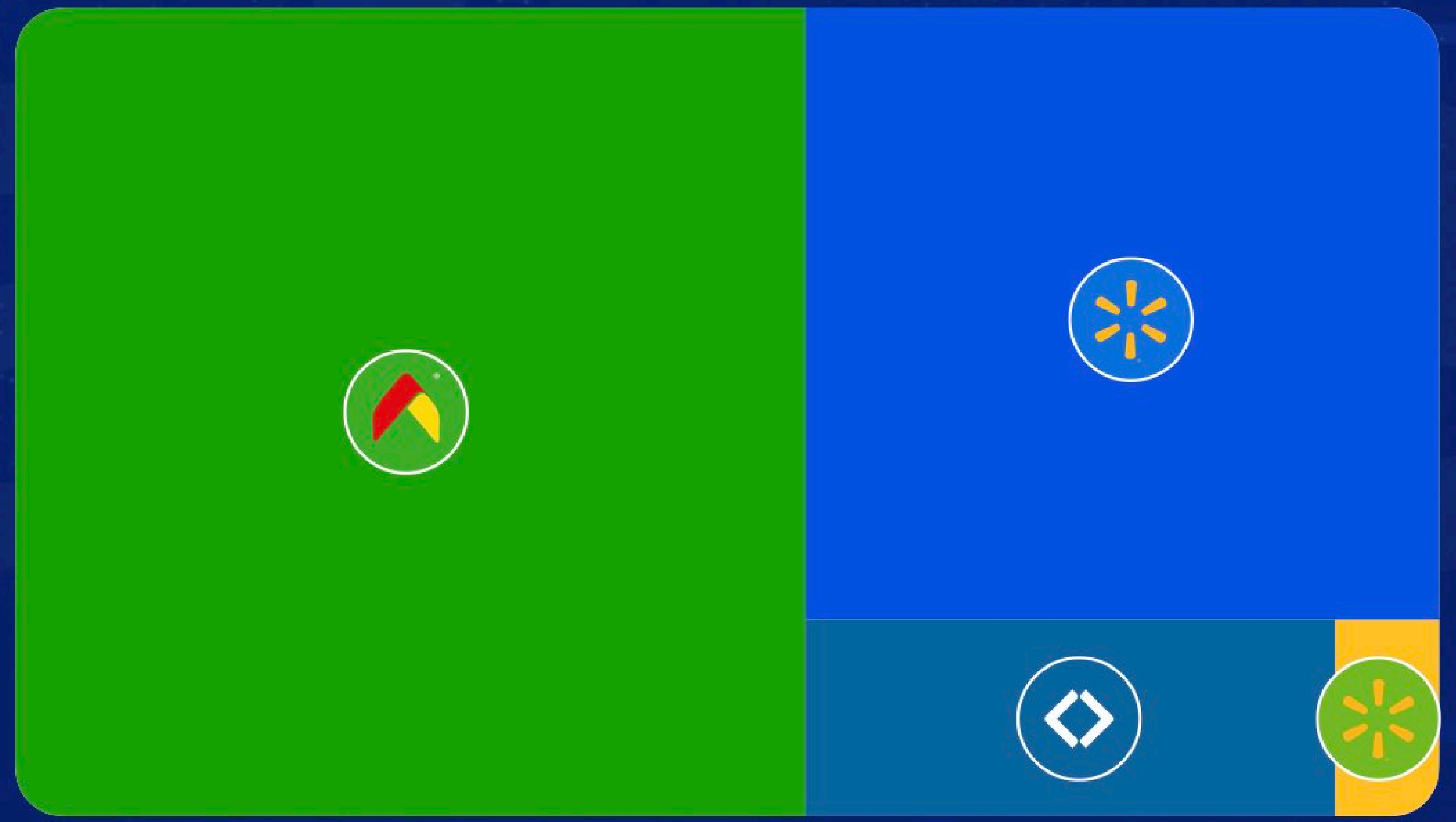
Refresh and **modernize** store fleet

Walmart México y Centroamérica

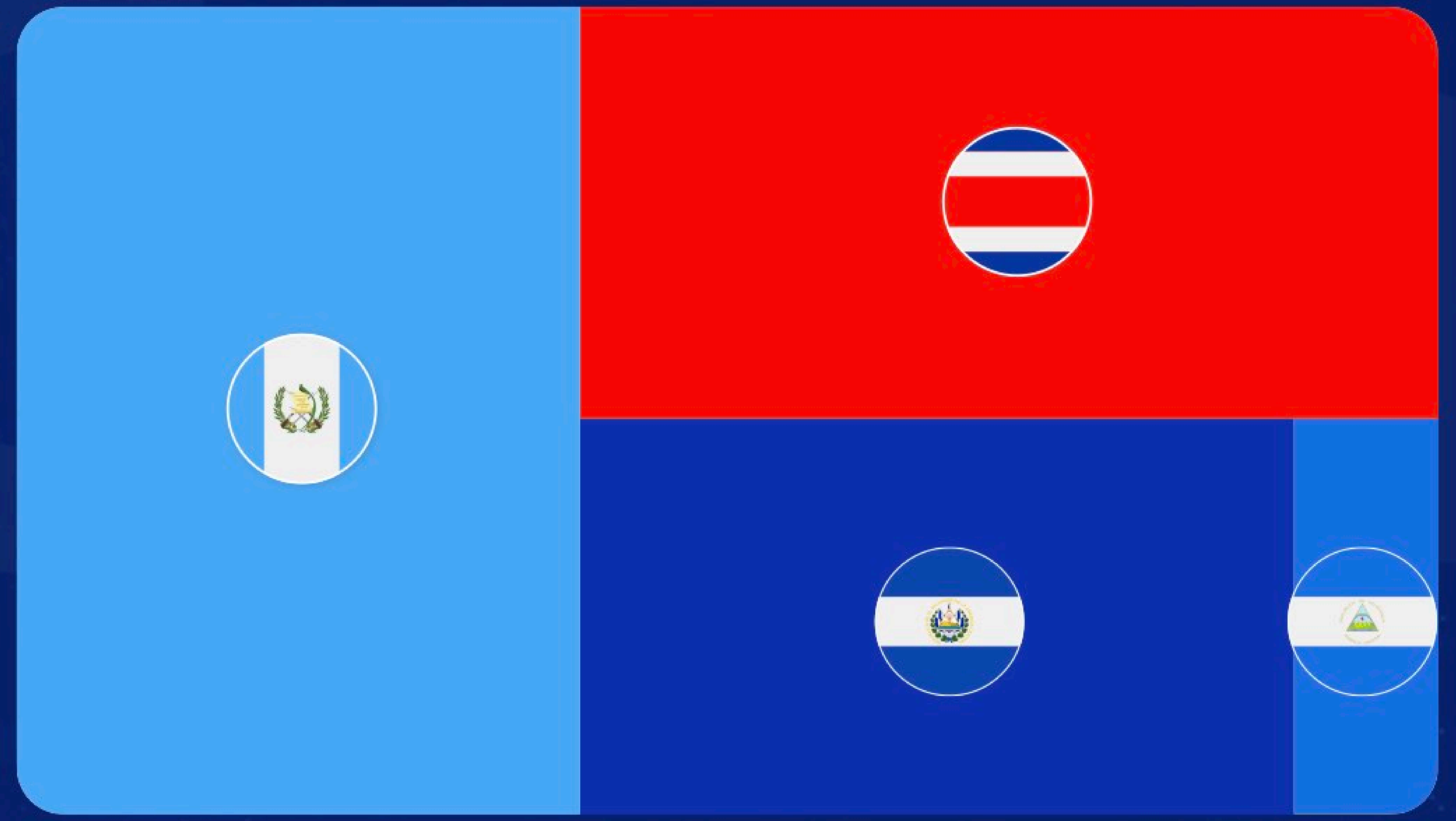
2026

26%
New Stores

Mexico sales floor square meters by format



Central America sales floor square meters by Country



Walmart
México y Centroamérica

24%
Supply Chain

8%

Technology

2026 **Dividends** and **Share Buyback**

$10 Bn MXN
Share Repurchase
or
Extraordinary
dividend

* Additional extraordinary dividend as a result of higher cash generation and lower Capex deployment in 2022

Walmart
México y Centroamérica

Long-term financial framework

8%
Revenues CAGR

Stable Operating Margin

ROIC
Expansion

Guidance 2026

Higher **Sales growth** vs 2025*

Stable **EBITDA Margin**

1.5% - 1.7% New stores contribution to total sales

* In constant currency

Accelerating execution of fundamentals

Committed to **Shareholder return**

Investing for the **long term**

Walmart México y Centroamérica

Walmart

Strong local businesses powered by **Walmart**

Walmart
México y Centroamérica

The commitment to create long-term value for shareholders

The commitment to invest with discipline and increase returns

The commitment toimprove execution of our fundamentals

Walmart
México y Centroamérica

The commitment to reach more families in Mexico and Central America

Walmex Day 2026