

Walmart de México y Centroamérica Reports March 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, April 5th, 2018

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 the month of March 2018, sales amounted to **\$50,563 million pesos**. This figure represents a **14.6%** increase over sales reported in the same month of 2017.

	Total Sales			Total Sales		
	March	March	% Growth	January - March	January - March	% Growth
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
Mexico	40,730	35,396	15.1	116,901	105,042	11.3
Central America*	9,833	8,709	12.9	27,052	26,668	1.4
Consolidated	50,563	44,105	14.6	143,953	131,710	9.3

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

Mexico Sales

During **March 2018**, total sales for Mexico increased **15.1%** over sales reported in March 2017. Comp stores, all those units in operation for over a year, posted a **13.5%** increase compared to the same month of 2017.

Considering the **five-week period** from **February 24 to March 30, 2018**, as compared to the five-week period ending March 31, 2017, total sales increased **13.2%** and comp store sales increased **11.6%**

Mexico Sales Growth 2018					
Calendar			Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
January	8.7	7.6	4	11.6	10.4
February	10.1	8.9	4	10.5	9.3
March	15.1	13.5	5	13.2	11.6
January - March	11.3	10.0	13	11.9	10.5

During the month of March on a comp unit basis, the average ticket increased **7.7%** and the number of transactions increased **5.8%** as compared to the same month of 2017.

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Central America Sales

During March, total sales for Central America, on a constant currency basis, increased **18.8%**, and comp store sales posted an increase of **13.9%**.

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
January - March	11.5	7.1	13	12.2	7.6

Openings

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

Mexico: 2 units

- **1 Bodega Aurrerá:** in Mexico City
- **1 Bodega Aurrerá Express:** in Mexico City

Central America: 4 units

- **2 Discount Stores:** 1 in León, Nicaragua and 1 in Managua Nicaragua
- **1 Bodega:** in Chiquimula, Guatemala
- **1 Supermarket:** in Alajuela, Costa Rica

Additionally, during April we have opened 1 **Bodega Aurrerá Express** in Mexico City.

Corporate Social Responsibility

In March, the *InformaBTL* Magazine acknowledged **Walmart de México y Centroamérica** as the Retailer of the year in the framework of the 7th edition of the *InformaBTL* Awards.

The Company stands out for being one of the retailers with greater market share, in addition to the philosophy it upholds, that is offering customers low prices always. Our Company also stood out for the innovation implemented on offline and online sales channels, its product and brand offering, as well as marketing campaigns developed during 2017.

Walmart de México y Centroamérica was recognized for being amongst the “Humanitarian Companies and Business” - September 19, 2017, due to its donation of 20 million pesos to support the impact that Mexico City had because of the earthquake.

This month Ivonne Montiel, VP for Marketing, Customer Insights and Market Intelligence for **Walmart de México y Centroamérica**, was included in the list of the “Top 50 Marketing Leaders”, published by *Merca 2.0* Magazine, for her focus on customers, strengthening of digital transformational inside teams, and content distribution to make omichannel more robust. In addition, she was also recognized in the 3rd.

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edition of “Women to Watch”, for the centralization of marketing functions of the different formats across the company; all this in order to have a better understanding and relationship with customers and members.

The “Mundo Ejecutivo” Magazine published the list of “The top 30 best CRHOs in Mexico”, where the most recognized Human Resources Executives in Mexico are included. María Betancourt, VP for Human Resources Operations and Logistics for **Walmex** stands out for her professional career and results in the Company.

On its March edition, the *Expansión* Magazine published the ranking of “The 100 most powerful Women”, highlighting female role positioning in Mexican Companies. Seven Vice Presidents of **Walmart de México y Centroamérica** excel in such publication: Lilia Jaime, Senior VP, for **Bodega Aurrera**; María Guadalupe Morales, VP, for **Superama**; Olga González, Senior VP and CFO; Carmen Kingston, VP Operations for **Sam’s Club**; Martha Laura García, VP, Merchandising Self-Service, Consumables, Health and Beauty Care; Ivonne Montiel Gonzalez, VP, Marketing, Customer Insights and Market Intelligence, and Adriana Velazquez, VP, Ethics and Compliance.

Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **March 31th, 2018**, it operated **3,156** units, broken down as follows:

2,369 Mexico	787 Central America
1,830 Bodegas Aurrera:	527 Discount Stores
504 Bodegas	95 Supermarkets
344 Mi Bodegas	29 Walmarts
982 Bodegas Express	136 Bodegas
272 Walmarts	
163 Sam’s Clubs	
94 Superamas	
10 Medimart Pharmacies	

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

Corporate: www.walmartmexico.com

From the different formats:

www.walmart.com.mx

www.sams.com.mx

www.superama.com.mx

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Note: The information presented in this document is preliminary.

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