

# Walmart de México y Centroamérica Reports April 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, May 7<sup>th</sup>, 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 April 2018, sales amounted to **\$46,561 million pesos**. This figure represents a **2.0%** increase over sales reported in the same month of 2017.

	April			January - April		
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
<b>Mexico</b>	38,027	36,693	3.6	154,928	141,735	9.3
<b>Central America*</b>	8,534	8,945	(4.6)	35,586	35,613	(0.1)
<b>Consolidated</b>	46,561	45,638	2.0	190,514	177,348	7.4

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

## Mexico Sales

During **April 2018**, total sales for Mexico increased **3.6%** over sales reported in April 2017. Comp stores, all those units in operation for over a year, posted a **2.4%** increase compared to the same month of 2017.

Considering the **four-week period** from **March 31<sup>st</sup> to April 27<sup>th</sup>, 2018**, as compared to the four-week period ending April 28<sup>th</sup>, 2017, total sales increased **3.6%** and comp store sales increased **2.3%**

## Mexico Sales Growth 2018

	Calendar		Retail Calendar (Saturday-Friday)	
	Total Stores %	Comp Stores %	Number of weeks	Comp Stores %
<b>January</b>	8.7	7.6	4	10.4
<b>February</b>	10.1	8.9	4	9.3
<b>March</b>	15.1	13.5	5	11.6
<b>April</b>	3.6	2.4	4	2.3
<b>January - April</b>	9.3	8.0	17	8.6

During the month of April on a comp unit basis, the average ticket increased **3.1%** and the number of transactions decreased **0.7%** as compared to the same month of 2017.

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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## Central America Sales

During April, total sales for Central America, on a constant currency basis, decreased **1.5%**, and comp store sales posted a decrease of **5.4%**.

### 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)
January - April	8.1	3.8	17	9.0	4.6

## Openings

In **April**, we opened 5 units:

**Mexico:** 4 units

- 1 **Bodega Aurrerá:** in Tepic, Nayarit
- 3 **Bodegas Aurrerá Express:** 1 in Mexico City, 1 in Monterrey, Nuevo León and 1 in Reynosa, Tamaulipas.

**Central America:** 1 unit

- 1 **Bodega:** in San José, Costa Rica

Additionally, during May we have opened 4 units:

**Mexico:** 4 units

- 2 **Mi Bodegas** 1 in Zihuatanejo, Guerrero and 1 in Guasave, Sinaloa
- 2 **Bodegas Aurrerá Express** in Mexico City and 1 in Querétaro, Querétaro

## Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **April 30<sup>th</sup>, 2018**, it operated **3,160** units, broken down as follows:

<b>2,372 Mexico</b>		<b>788 Central America</b>	
1,833	Bodegas Aurrerá:	527	Discount Stores
504	Bodegas	95	Supermarkets
344	Mi Bodegas	29	Walmarts
985	Bodegas Express	137	Bodegas
272	Walmarts		
163	Sam's Clubs		
94	Superamas		
10	Medimart Pharmacies		

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## 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)

From the different 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)

## Contacts

Investor Relations	Corporate Communication
Pilar de la Garza Fernández del Valle (52-55) 5283 - 0289 <a href="mailto:pilar.de@walmart.com">pilar.de@walmart.com</a>	Gabriela Buenrostro Ortega (52-55) 5283 - 0237 <a href="mailto:gabriela.buenrostro@walmart.com">gabriela.buenrostro@walmart.com</a>
María Guadalupe Horteiga de Velasco (52-55) 2629-6000 ext.14366 <a href="mailto:maria.horteiga@walmart.com">maria.horteiga@walmart.com</a>	

Note: The information presented in this document is preliminary.

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