

# Walmart de México y Centroamérica Reports July 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, August 6<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 July 2018, sales amounted to **\$49,521 million pesos**. This figure represents a **7.3%** increase over sales reported in the same month of 2017.

	Total Sales			January – July		
	July					
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
Mexico	40,258	37,537	7.3	275,206	252,001	9.2
Central America*	9,263	8,614	7.5	63,744	60,651	5.1
Consolidated	49,521	46,151	7.3	338,950	312,652	8.4

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

## Mexico Sales

During **July 2018**, total sales for Mexico increased **7.3%** over sales reported in July 2017. Comp stores, all those units in operation for over a year, posted a **5.9%** increase compared to the same month of 2017.

Considering the **four-week period** from **June 30<sup>th</sup> to July 27<sup>th</sup>, 2018**, as compared to the four-week period ending July 28<sup>th</sup>, 2017, total sales increased **9.4%** and comp store sales increased **8.1%**

## 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
April	3.6	2.4	4	3.6	2.3
May	8.6	7.2	4	8.2	6.8
June	11.5	10.0	5	10.2	8.7
July	7.3	5.9	4	9.4	8.1
January - July	9.2	7.8	30	9.7	8.3

During the month of July on a comp unit basis, the average ticket increased **3.8%** and the number of transactions increased **2.1%** 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

In Central America, total sales increased **2.1%**, and comp store sales posted a decrease of **1.0%** on a constant currency basis.

### 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)
May	6.8	2.3	4	7.6	3.1
June	8.8	4.8	5	5.7	1.6
July	2.1	(1.0)	4	5.1	1.7
January - July	7.1	3.0	30	7.7	3.5

## Openings

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

**Mexico:** 3 units

- 2 **Mi Bodegas:** 1 in Los Mochis, Sinaloa and 1 in Loreto, Zacatecas.
- 1 **Bodega Aurrerá Express**, in Reynosa, Tamaulipas.

**Central America:** 2 units

- 2 **Discount Stores:** 1 in Santa Bárbara, Honduras and 1 in Chimaltenango, Guatemala.

Additionally, during August we have opened 2 units:

**Mexico:**

- 1 **Supercenter:** in Iztapalapa, Ciudad de México

**Central America:**

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

## Corporate Social Responsibility

In July, **Walmart de México y Centroamérica** was recognized in the first position of the "Inclusive business" ranking, published by *Expansion* magazine. This result was due to the Company's vision by integrating vulnerable groups in its growth strategies in the short and medium term, emphasizing Diversity and Inclusion policies and practices in Talent hiring.

Also in July, *Mundo Ejecutivo* magazine published its ranking "The top 500 most important companies in Latin America", where **Walmart de México y Centroamérica** ranked eighth. This publication measured the total income of companies during 2017.

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In July, *Expansion* magazine published its ranking "The top 500 most important companies in Latin America", where **Walmart de México y Centroamérica** ranked in the 10 position. This publication measured the total income of companies during 2017.

This month, the League of American Communications Professionals (*LACP*) presented its "2017 Vision Awards", granting three awards to **Walmart de México y Centroamérica** for its 2017 Financial and Corporate Responsibility Report. The first one for being one of the best 10 Mexican Reports in 2017; the second, as one of the best 100 reports worldwide; and the third, a Platinum Award for its excellence, within the retail industry, in the elaboration of its Annual *online* Report.

### Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **July 31<sup>st</sup>, 2018**, it operated **3,186** units, broken down as follows:

<b>2,395 Mexico</b>	<b>791 Central America</b>
1,857 Bodegas Aurrerá:	530 Discount Stores
510 Bodegas	95 Supermarkets
355 Mi Bodegas	29 Walmarts
992 Bodegas Express	137 Bodegas
271 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](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)

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Note: The information presented in this document is preliminary.

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