

# Walmart de México y Centroamérica Reports September 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, October 4<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 September 2018, sales amounted to **\$48,224 million pesos**. This figure represents a **9.0%** increase over sales reported in the same month of 2017.

	Total Sales			January – September		
	September					
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
<b>Mexico</b>	39,345	36,309	<b>8.4</b>	354,628	325,606	<b>8.9</b>
<b>Central America*</b>	8,879	7,922	<b>12.1</b>	81,436	76,645	<b>6.3</b>
<b>Consolidated</b>	48,224	44,231	<b>9.0</b>	436,064	402,251	<b>8.4</b>

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

## Mexico Sales

During **September 2018**, total sales for Mexico increased **8.4%** over sales reported in September 2017. Comp stores, all those units in operation for over a year, posted a **6.9%** increase compared to the same month of 2017.

Considering the **four-week period** from **September 1<sup>st</sup> to September 28<sup>th</sup>, 2018**, as compared to the four-week period ending September 29<sup>th</sup>, 2017, total sales increased **6.3%** and comp store sales increased **4.9%**.

## Mexico Sales Growth 2018

	Calendar		Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
<b>January</b>	8.7	7.6	4	11.6	10.4
<b>February</b>	10.1	8.9	4	10.5	9.3
<b>March</b>	15.1	13.5	5	13.2	11.6
<b>April</b>	3.6	2.4	4	3.6	2.3
<b>May</b>	8.6	7.2	4	8.2	6.8
<b>June</b>	11.5	10.0	5	10.2	8.7
<b>July</b>	7.3	5.9	4	9.4	8.1
<b>August</b>	7.5	5.9	5	7.0	5.5
<b>September</b>	8.4	6.9	4	6.3	4.9
<b>January - September</b>	8.9	7.5	39	9.0	7.6

During the month of September on a comp unit basis, the average ticket increased **4.1%** and the number of transactions increased **2.8%** 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 **7.9%** and comp store sales posted an increase of **4.0%** 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
August	4.6	1.6	5	3.6	0.7
September	7.9	4.0	4	7.0	3.0
January - September	6.9	3.0	39	7.1	3.1

## Openings

In **September**, we opened 9 units:

**Mexico:** 5 units

- 4 **Bodegas Aurrerá Express:** 1 in Acuitlapilco, Estado de México, 2 in Guadalajara, Jalisco y 1 in Puebla, Puebla
- 1 **Superama:** in Huixquilucan, Estado de México

**Central America:** 4 units

- 3 **Discount Stores:** in Cortés, Honduras, 1 in Masaya, Nicaragua and 1 in Alajuela, Costa Rica
- 1 **Walmart:** in Masaya, Nicaragua

Additionally, during October we have opened 2 units

**Mexico:** 1 **Mi Bodega** in Cajeme, Sonora

**Central America:** 1 **Bodega** in Ahuachapan, El Salvador

## Corporate Social Responsibility and other news

On September, **Walmart de México y Centroamérica** launched Zona 18®, Walmart's innovation area in Mexico, whose objective is generating solutions to corporate strategic issues, and driving digital transformation by creating items and projects aimed at finding better ways to serve our customers and members.

During September, Operations in **Honduras**, was recognized for the eleventh consecutive year, with the Socially Responsible Company Seal, granted by the Social Responsibility Honduran Foundation (Fundahrse). This prize is awarded to recognize corporations that year after year, make great efforts to boost programs and projects, benefitting those communities where they operate.

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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 **September 30<sup>th</sup>, 2018**, it operated **3,205** units, broken down as follows:

<b>2,406 Mexico</b>	<b>799 Central America</b>
1,866 Bodegas Aurrerá:	534 Discount Stores
510 Bodegas	95 Supermarkets
356 Mi Bodegas	31 Walmarts
1,000 Bodegas Express	139 Bodegas
273 Walmarts	
163 Sam's Clubs	
94 Superamas	
10 Medimart Pharmacies	

## Ticker Symbols

<b>Mexican Stock Exchange:</b>	<b>Bloomberg:</b>	<b>Reuters:</b>	<b>ADR's sponsored program:</b>
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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