

# Walmart de México y Centroamérica Reports November 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, December 6, 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 November 2018, sales amounted to **\$56,572 million pesos**. This figure represents a **6.8%** increase over sales reported in the same month of 2017.

	Total Sales			January – November		
	November			January – November		
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
<b>Mexico</b>	46,424	43,383	<b>7.0</b>	440,509	406,741	<b>8.3</b>
<b>Central America*</b>	10,148	9,606	<b>5.6</b>	100,250	94,970	<b>5.6</b>
<b>Consolidated</b>	56,572	52,989	<b>6.8</b>	540,759	501,711	<b>7.8</b>

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

## Mexico Sales

During **November 2018**, total sales for Mexico increased **7.0%** over sales reported in November 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 **five-week period** from **October 27 to November 30, 2018**, as compared to the five-week period ending December 1, 2017, total sales increased **5.9%** and comp store sales increased **4.7%**

## 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>October</b>	4.5	3.0	4	7.3	5.7
<b>November</b>	7.0	5.9	5	5.9	4.7
<b>January - November</b>	8.3	6.9	48	8.5	7.1

During the month of November on a comp unit basis, the average ticket increased **5.4%** and the number of transactions increased **0.5%** 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 **4.2%** and comp store sales posted a variation of **0.0%** 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
October	1.4	(2.3)	4	4.3	0.5
November	4.2	0.0	5	2.4	(1.5)
January - November	6.1	2.2	48	6.3	2.3

## Openings

In **November**, we opened **11** units:

**Mexico:** 7 units

- 3 **Bodegas Aurrerá Express:** 1 in Guadalajara, Jalisco and 2 in Monterrey, Nuevo León.
- 3 **Mi Bodegas:** 1 in El Salto, Durango, 1 in Zacatlán, Puebla and 1 in Rincón de Tamayo, Guanajuato
- 1 **Bodega:** 1 in Piedras Negras, Coahuila

**Central America:** 4 units

- 2 **Discount Stores:** 1 in Heredia, Costa Rica and 1 in Baja Verapaz, Guatemala
- 1 **Bodega:** in Guanacaste, Costa Rica
- 1 **Supermarket:** in San José, Costa Rica

Additionally, during **December** we have opened **3** units in Mexico:

- 2 **Bodegas Aurrerá Express:** 1 in Guadalajara, Jalisco and 1 in Cuauhtémoc, Mexico City
- 1 **Mi Bodega:** in Maxcanú, Yucatán

## Corporate Social Responsibility and other news

In November, **Walmart de México y Centroamérica** ranked 11 in the Forbes' Green Companies list, which recognizes companies' internal efforts to reduce their environmental impact and improve their environmental care practices, both in their internal operations and as a commitment with their surroundings throughout 2016 and 2017.

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In November, **Walmart de México y Centroamérica** was granted, for the second consecutive year, the MX HRC Equality Recognition by *The Human Rights Campaign* (HRC) Foundation, highlighting policies and practices related with the inclusion of the LGBT+ community at workplaces. Our Company was recognized as one of the "Best places to work in terms of LGBT+ equality", obtaining the highest index rate. In addition, **Walmart de México y Centroamérica** is part of the 69 leading companies in LGBT inclusion in Mexico, its Diversity and Inclusion Advisory Board stands out for its focus on developing people with disabilities, LGBT+ people, gender equality and inter-generation collaboration.

### Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **November 30, 2018**, it operated **3,222** units, broken down as follows:

<b>2,416 Mexico</b>	<b>806 Central America</b>
1,884 Bodegas Aurrerá:	537 Discount Stores
515 Bodegas	97 Supermarkets
363 Mi Bodegas	31 Walmarts
1,006 Bodegas Express	141 Bodegas
273 Walmarts	
163 Sam's Clubs	
94 Superamas	
2 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)

Business 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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