

Walmart de México y Centroamérica Reports December 2019 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, January 8, 2020

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 December 2019, total sales were **\$73,652 million pesos**, an increase of **3.1%** over sales reported in the same month of 2018.

Total Sales

	December			January - December		
	2019 Millions MXN	2018 Millions MXN	% Growth	2019 Millions MXN	2018 Millions MXN	% Growth
Mexico	61,189	58,790	4.1	527,513	499,298	5.7
Central America*	12,463	12,638	-1.4	114,302	112,889	1.3
Consolidated	73,652	71,428	3.1	641,815	612,187	4.8

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

Mexico Sales

Total sales for Mexico increased **4.1%** over sales reported in December 2018. Comp store sales, which considers all units in operation for over a year, increased **2.6%** compared to the same month last year.

Considering the **four-week period from November 30th to December 27th, 2019**, as compared to the four-week period ending December 28th, 2018, total sales increased **4.4%** and comp store sales increased **2.9%**.

Mexico Sales Growth 2019

	Calendar		Retail Calendar (Saturday-Friday)	Retail Calendar (Saturday-Friday)	
	Total Stores %	Comp Stores %		Number of weeks	Total Stores %
January	5.6	4.4	5	6.5	5.3
February	6.4	5.4	4	5.7	4.7
March	5.3	4.4	4	2.1	1.2
April	7.1	6.1	5	9.3	8.2
May	6.6	5.6	4	5.7	4.7
June	6.0	4.7	4	5.4	4.2
July	3.6	2.2	5	4.8	3.4
August	7.4	6.1	4	5.8	4.5
September	4.4	3.1	4	6.9	5.6
October	3.5	2.3	5	2.8	1.6
November	8.4	6.9	4	7.4	6.0
December	4.1	2.6	4	4.4	2.9
January- December	5.7	4.4	52	5.6	4.3

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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During December, average comp ticket increased **2.6%** and the number of comp transactions remained flat compared to last year.

Central America Sales

In Central America, total sales increased **2.1%** and comp store sales decreased **0.5%** on a constant currency basis.

Central America Sales Growth 2019 (Constant currency basis)

	Calendar		Retail Calendar (Saturday-Friday)		
	Total Stores %	Comp Stores %	Number of weeks	Total Stores %	Comp Stores %
January	3.8	0.5	5	4.9	2.0
February	4.1	0.9	4	2.6	-0.5
March	-1.4	-4.1	4	-5.1	-7.7
April	7.2	3.8	5	11.3	7.7
May	2.3	-0.6	4	0.9	-2.1
June	5.4	2.0	4	3.1	-0.1
July	2.0	-1.2	5	1.3	-1.8
August	6.1	3.1	4	3.5	0.6
September	-0.2	-2.6	4	1.6	-0.9
October	2.3	-0.2	5	4.5	1.9
November	7.8	4.8	4	4.1	1.0
December	2.1	-0.5	4	3.6	0.8
January- December	3.4	0.4	52	3.2	0.2

Openings

In **December**, we opened **28** units:

Mexico: 27 units

- **2 Bodegas Aurrera:** 1 in Aguascalientes, Aguascalientes and 1 in Puebla, Puebla
- **2 Mi Bodegas:** 1 in San Patricio, Jalisco and 1 in Querétaro, Querétaro
- **23 Bodegas Express:** 6 in Monterrey, Nuevo León, 1 in Toluca, Estado de México, 2 in Mexico City, 3 in Aguascalientes, Aguascalientes, 7 in Guadalajara, Jalisco, 1 in Reynosa, Tamaulipas, 1 in Puebla, Puebla and 1 Estado de México and 1 in Tizayuca, Hidalgo

Central America: 1 units

- **1 Discount Store:** in Amatitlán, Guatemala

Additionally, during January we opened in Central America 1 Discount Store in San José, Costa Rica.

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Corporate Social Responsibility and other news

In December, **Walmart de México y Centroamérica** was included in the “The 500 companies against corruption” ranking of the Expansion Magazine, in collaboration with Civil Associations *Transparencia Mexicana* and *Mexicanos contra la Corrupción y la Impunidad*, due to its corporate integrity and advances in the anti-corruption polices.

Walmart de México y Centroamérica ranked 6th in the Green Companies list “20 Mexican companies with high environmental commitment”, which recognizes companies that reduce their environment impact and improve their environmental practices.

Walmart de México y Centroamérica was selected as one of “The 50 most outstanding companies in sustainability” by Mundo Executive Magazine, which recognizes companies’ internal efforts to create sustainable initiatives and actions as well as its commitment to the environment

In December, **Walmart de México y Centroamérica** was recognized as one of the “2020 Inclusive Companies” by Expansión Magazine for raising awareness about the importance of LGBT+ diversity and inclusion in workplaces in Mexico.

Walmart de México y Centroamérica was granted with the MX HRC Equality certification by *The Human Rights Campaign* Foundation for the third consecutive year, highlighting policies and practices related to the inclusion of the LGBT+ community.

Company Description

WALMEX is a Retail Sector company trading on the Mexican Stock Exchange since 1977. As of **December 2019**, it operated **3,407** units:

2,571 Mexico	836 Central America
2,035 Bodegas Aurrera:	549 Discount Stores
541 Bodegas	99 Supermarkets
395 Mi Bodegas	33 Walmarts
1,099 Bodegas Express	155 Bodegas
280 Walmarts	
163 Sam’s Clubs	
93 Superamas	

Ticker Symbols

Mexican Stock Exchange:	Bloomberg:	Reuters:	ADR’s sponsored program:
Walmex	Walmex* MM WMMVY US	Walmex.Mx WMMVY.Pk	WMMVY

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Websites

Investor Relations: www.walmex.mx

Corporate: www.walmartmexico.com

Business formats:

www.walmart.com.mx

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Note: The information presented in this document is preliminary.

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