

Walmart de México y Centroamérica Reports October 2018 Sales

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, November 7, 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 October 2018, sales amounted to **\$48,124 million pesos**. This figure represents a **3.6%** increase over sales reported in the same month of 2017.

	Total Sales			January – October		
	October			January – October		
	2018 Million MXN	2017 Million MXN	% Growth	2018 Million MXN	2017 Million MXN	% Growth
Mexico	39,458	37,752	4.5	394,085	363,358	8.5
Central America*	8,666	8,719	-0.6	90,102	85,364	5.6
Consolidated	48,124	46,471	3.6	484,187	448,722	7.9

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

Mexico Sales

During **October 2018**, total sales for Mexico increased **4.5%** over sales reported in October 2017. Comp stores, all those units in operation for over a year, posted a **3.0%** increase compared to the same month of 2017.

Considering the **four-week period** from **September 29 to October 26, 2018**, as compared to the four-week period ending October 27, 2017, total sales increased **7.3%** and comp store sales increased **5.7%**

Mexico Sales Growth 2018

	Calendar		Retail Calendar (Saturday-Friday)	
	Total Stores %	Comp Stores %	Number of weeks	Comp Stores %
January	8.7	7.6	4	10.4
February	10.1	8.9	4	9.3
March	15.1	13.5	5	11.6
April	3.6	2.4	4	2.3
May	8.6	7.2	4	6.8
June	11.5	10.0	5	8.7
July	7.3	5.9	4	8.1
August	7.5	5.9	5	5.5
September	8.4	6.9	4	4.9
October	4.5	3.0	4	5.7
January - October	8.5	7.0	43	7.4

During the month of October on a comp unit basis, the average ticket increased **3.3%** and the number of transactions decreased **0.3%** 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 **1.4%** and comp store sales posted a decrease of **2.3%** 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
January - October	6.3	2.4	43	6.9	2.8

Openings

In **October**, we opened 14 units:

Mexico: 11 units

- 3 **Bodegas Aurrerá Express:** 1 in Reynosa, Tamaulipas, 1 in Saltillo, Coahuila and 1 in Cuernavaca, Morelos.
- 4 **Mi Bodegas:** 1 in Ciudad Obregón, Sonora, 1 in Mazatlán, Sinaloa, 1 in Comacalco, Tabasco and 1 in Rincón de Romos, Aguascalientes
- 4 **Bodegas:** 1 in Saltillo, Coahuila, 1 Durango, Durango, 1 in Uruapan Michoacán and 1 in Altamira, Tamaulipas

Central America: 3 units

- 1 **Discount Store:** in Villa Nueva, Guatemala
- 1 **Bodega** in Ahuachapan, El Salvador
- 1 **Supermarket:** in Managua, Nicaragua

Additionally, during **November** we have opened **3** units:

Mexico 3 Bodegas Aurrerá Express: 1 in Tlajomulco de Zúñiga, Jalisco, 1 in Pesquería, Nuevo León and 1 in Santa María La Ribera en CDMX.

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Corporate Social Responsibility and other news

Adriana Velázquez, Vice President, Ethics and Compliance for **Walmart de México y Centroamérica**, was awarded the “*Premio Integridad AMPEC 2018*” (2018 Integrity Award AMPEC), granted by the *Asociación Mexicana de Profesionales de Ética y Cumplimiento* (Mexican Association of Ethics and Compliance), for her outstanding contribution towards strengthening the role of Compliance Officers fighting corruption via regulatory improvements.

Olga González, CFO for **Walmart de México y Centroamérica** was distinguished in October, as one of the best 25 CFOs by *Mundo Ejecutivo* Magazine. She stands out for her development and leadership in boosting the business.

Walmart de México y Centroamérica was included in the “500 companies against corruption” ranking, of the *Expansión* Magazine, in collaboration with Civil Associations *Transparencia Mexicana* and *Mexicanos contra la Corrupción y la Impunidad*, due to its corporate integrity and anticorruption policies.

Walmart de México y Centroamérica was granted in October, the National Logistics Award “Galardón Tameme”, for the third consecutive year, for its project “Flota de Última Milla Omnicanal” (Omni channel last mile fleet), in the enterprise category. This recognition is granted by the Economy and the Communications and Transport Ministries.

In October, **Walmart de México y Centroamérica** was included in the “Super Companies for women” ranking, of Top Companies and the *Expansión* Magazine, ranking 10th in the above-3000 employee category. Walmart had outstanding results, regarding the number of women employed by the company, benefits and executive positions, among others.

Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **October 31, 2018**, it operated **3,211** units, broken down as follows:

2,409 Mexico	802 Central America
1,877 Bodegas Aurrerá:	535 Discount Stores
514 Bodegas	96 Supermarkets
360 Mi Bodegas	31 Walmarts
1,003 Bodegas Express	140 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

Corporate: www.walmartmexico.com

From the different formats:

www.walmart.com.mx

www.superama.com.mx

www.sams.com.mx

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Note: The information presented in this document is preliminary.

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