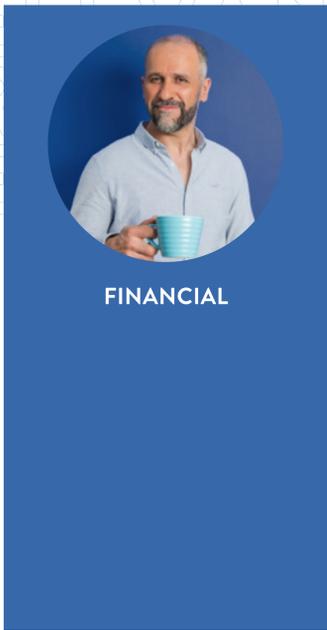


# RELEVANT FIGURES

2021 REPORT

Figures in MXN pesos



## FINANCIAL

**736.0 billion**  
consolidated total revenue  
**4.9%** growth vs 2020

**609.2 billion**  
Mexico revenue  
**6.0%** growth vs 2020

**126.8 billion**  
Central America revenue  
**8.1%** growth vs 2020  
(Constant currency basis)

**4.6%**  
same-store sales growth  
in Mexico

**6.9%**  
same-store sales growth  
in Central America

**200 bps**  
Mexico growth gap in same-store sales vs. ANTAD self-service and clubs

**131**  
new stores  
**122** Mexico  
**9** Central America

**1.3%**  
new stores contribution  
to consolidated sales

**3,620**  
total units  
**2,756** Mexico  
**864** Central America

**31**  
total DCs  
**20** Mexico  
**11** Central America

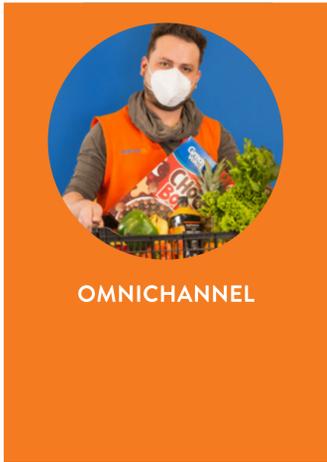
**696**  
cities with presence  
**541** Mexico  
**155** Central America

**8.5%**  
operating income as  
percentage of sales

**11.0%**  
EBITDA margin consolidated  
**11.4%** Mexico  
**9.1%** Central America

**20.5 billion**  
investment in strategic  
projects

**28.2 billion**  
paid dividends



## OMNICHANNEL

**40%**  
GMV growth

**+2,000 bps**  
eCommerce NPS

**190 bps**  
increase in eCommerce  
market share

**~1 million**  
cross-border items  
in our Marketplace

**+2,240**  
marketplace Sellers

**+760**  
On Demand stores

**+1,200**  
kiosks

**+1,400**  
pickup points

**Walmart Pass**  
launch

**Walmart Fulfillment Services**  
launch

GMV : Gross Merchandise Value  
NPS: Net Promoter Score



## ECOSYSTEM

**+2.3 million**  
Bait users

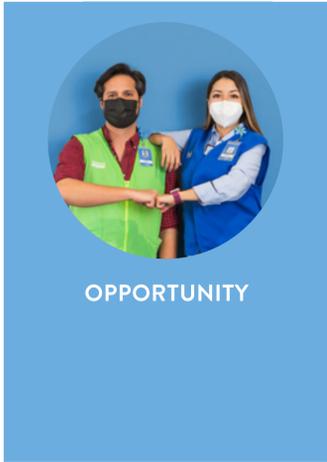
**+50%**  
Walmart Connect advertisers  
growth vs 2020

**+77%**  
Walmart Connect campaign  
growth vs 2020

**+300**  
brands served by  
Walmart Connect

**1.7 million**  
Cashi users

**10x**  
increase in the number of  
paying points for remittance  
collections



## OPPORTUNITY

**OUR TALENT**  
**231,259**  
associates  
**193,902** in Mexico  
**37,357** in Central America

**7.2 million**  
hours of training  
**43 million** pesos  
invested in training

**81%**  
Engagement Index

**6,234**  
jobs generated  
**5,980** in Mexico  
**254** in Central America

**6,792**  
associates with disabilities are  
part of our labor force,  
**51%** más vs 2020

**27,709**  
promotions,  
**56%** were women

**40%**  
of executive  
positions are held  
by women

### RESPONSIBLE AND INCLUSIVE VALUE CHAIN

**86,260**  
suppliers in the region  
**51,327** in Mexico  
**34,933** in Central America

**93%**  
of our self-service suppliers in  
Mexico are SMEs

**92%**  
of merchandise sold in Mexico  
are sourced in the country

**83%**  
of merchandise sold in Central  
America are sourced in the  
region



## SUSTAINABILITY

**189.8 million**  
pesos invested in sustainable  
initiatives

**126.3 million**  
pesos saved by implementing  
sustainable initiatives

### CLIMATE CHANGE

**0.91 GJ/m<sup>2</sup>**  
of energy intensity, which represents a  
reduction of **26%** compared to 2010

**52.5%**  
of total energy consumption  
comes from sustainable sources

**776**  
suppliers participated in  
Project Gigaton, **+450%** vs 2020

### SUSTAINABILITY

**68.6%**  
achievement towards  
Zero Waste goal

**3,586,967 m<sup>3</sup>**  
of landfill released

**1,881**  
tons of virgin plastic reduction vs  
2020, in Mexico

### NATURAL CAPITAL

**97.6%**  
of palm oil and palm oil by products  
used in Private Brands are RSPO  
or Rainforest Alliance certified in  
Mexico **95.6%** in Central America

**100%**  
of the total volume of paper, pulp  
and timber we use in Central America  
comes from certified sources such  
as FSC, PEFC and SFI or includes  
recycled content **99.4%** in Mexico

**82%**  
of our fish and seafood are  
certified as sustainable or come from  
a Fishery Improvement Project, in  
Mexico **76.1%** in Central America

**100%**  
of our canned tuna is MSC  
certified, in Mexico



## COMMUNITY

**+1,996 million**  
million pesos channeled through  
social impact programs  
**+1,771** millions in Mexico  
**+225** million in Central America

**+2 million**  
direct beneficiaries  
impacted

**+36,000**  
tons of food  
donated

**134**  
food banks supported



## ETHICS AND INTEGRITY

**ETHICS**  
**+52,000**  
hours of training on our Code  
of Conduct

**SAFETY AND HYGIENE**  
**10.3%**  
reduction in the accident  
rate for associates in Mexico

**ANTICORRUPTION**  
**33,821**  
associates trained  
**740** suppliers trained

**BOARD OF DIRECTORS**  
**36%**  
of the members are women and  
**55%** of the members are  
independent

**5%**  
reduction in the accident  
rate for associates and **5%** for  
customers in Central America

