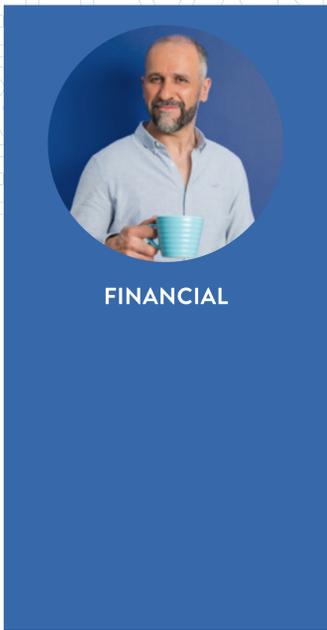


RELEVANT FIGURES

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

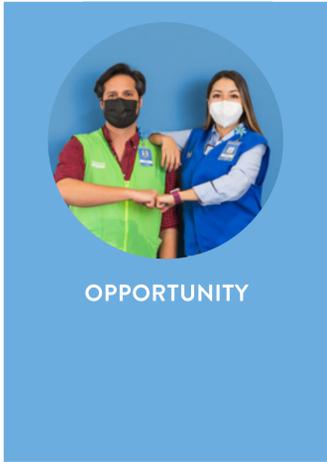
+50%
Walmart Connect advertisers
growth vs 2020

+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/m²
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 m³
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

