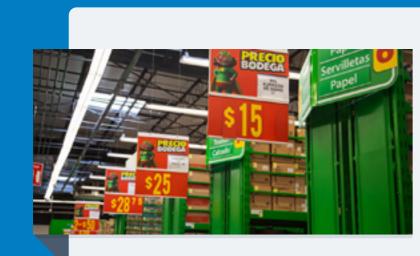
Walmart : México y Centroamérica

Relevant Figures 2022



WIN IN DISCOUNT

100 bps +1,450 80 bps self-service price gap increase in **Private Brands** self-checkout stations expansion in Mexico

200 bps 260 bps increase in Private Brands

72%





LEAD IN OMNICHANNEL

~1,000

Keeping Unit) in **Extended Assortment**

19% 1,088 470 bps increase in **eCommerce** NPS (Net Promoter

1,396

ECOSYSTEM OF CHOICE

5.6 million 5.4 million ~500 thousand Active **Bait** users Cashi users 1 million 1 million +4,500 Walmart Connect omnichannel campaigns Patients with access to health solutions our network



ENABLERS

6 million **5 million** in Mexico **1 million** in Central America

+1.5 billion **32** pesos in savings through Smart

21 in Mexico

233,594 **196,572** in Mexico **37,022** in Central America



FINANCIAL 819.2 billion 679.4 billion 139.8 billion 10.3% pesos in consolidated revenue pesos in total revenue Mexico pesos in total revenue Same-store sales growth **11.3%** Growth vs 2021 11.5% Growth vs 2021 Central America* Mexico **10.2%** Growth vs 2021 10 bps 1.2% 3,745 12.9% Growth gap in same-store sales Same-store sales growth new stores contribution Total units **2,863** Mexico Central America Walmex vs ANTAD to consolidated sales **882** Central America 32 713 8.3% 10.7% EBITDA margin consolidated operating income as Total DCs cities with presence **11.0%** Mexico **21** Mexico **558** Mexico percentage of sales 9.1% Central America 11 Central America **155** Central America 21.3 billion 29.6 billion 20.2% Return On Invested Capital pesos invested in strategic pesos in paid dividends (ROIC) projects

Note: growth sales percentages in Central America are on a constant currency basis.







OPPORTUNITY

Career Opportunity for our associates 5.1 million 233,594

196,572 in Mexico **37,022** in Central America 14.40%

11.66% in Central America

23,557 in Mexico

hours and **42.8 million pesos**

41% **4,216** in Central America 41% in Mexico **41%** in Central America

86%

86% in Mexico

91% in Central America

6,313 **5,858** in Mexico **455** in Central America

40,887 92%

Development for suppliers and local economies

15.22% in Mexico

Mexico are SMEs

25,400 in Mexico **15,487** in Central America 89.12% Mexico is purchased within the 83.49% Central America is purchased within the region



SUSTAINABILITY

3,702.93 million pesos invested in sustainable initiatives

51.20 million

vs 2021



7.7%

Climate Change

pesos saved by sustainable inititatives

54.6%

894 suppliers participated in **Gigaton Project**, +15%

Circular Economy

in 2022 vs 2021

77.4% towards our **Zero Waste goal**

Reduction in scope 1 and 2 emissions intensity

renewable sources

341,151 kg of waste recovered through our

Natural Capital

86.8% Our Brands are RSPO and Rainfores Alliance 98.2%

4.1 million

m³ released from landfill

PEFC or SFI in Central America and 95.8% in

89%

of our fish and seafood are certified

69.9% in Central America



COMMUNITY Give acces to our customers

300 thousand

Serve communities

526

panic buttons in our Mexico City and Jalisco units

2,491 million

Support local communities

health memberships sold

2,228 million in Mexico **263** million in Central America 1,956,925 **1,327,874** in Mexico **629,051** in Central America 38,547.53 **31,465.90** in Mexico 7,081.63 in Central America

110 in Mexico 7 in Central America

117



ETHICS AND INTEGRITY

Code of Conduct **17,30**8 in Mexico **3.743** in Central America Health and Safety

-7.31% reduction of associates accidents in Mexico and Central America

Anticorruption



20,706 associates trained 744 suppliers informed **Board of Directors**

of the members are women 45% of the members are independent

36%