

Relevant Figures 2022



WIN IN DISCOUNT

100 bps

self-service price gap expansion in Mexico

80 bps

increase in **Private Brands** penetration in Mexico

+1,450

self-checkout stations

260 bps

increase in Private Brands penetration in Sam's Club

200 bps

increase in Private Brands penetration in Central America



LEAD IN OMNICHANNEL

~1,000

On Demand stores in Mexico

72%

increased the number of SKUs (Stock Keeping Unit) in **Extended Assortment**

470 bps

increase in **eCommerce** NPS (Net Promoter Score)

19%

GMV growth

1,088

Kiosks

1,396

Pickup points



ECOSYSTEM OF CHOICE

5.6 million

Active **Bait** users

5.4 million

Cashi users

~500 thousand

Granted credits

1 million

Customers collected remittances through **our network**

1 million

Patients with **access to** health solutions

+4,500

Walmart Connect omnichannel campaigns



ENABLERS

6 million

customers shop daily in our stores in Mexico and Central America
5 million in Mexico
1 million in Central America

+1.5 billion

pesos in savings through Smart Spending project

32

Distribution Centers
21 in Mexico
11 in Central America

233,594

associates
196,572 in Mexico
37,022 in Central America



FINANCIAL

819.2 billion

pesos in consolidated revenue
11.3% Growth vs 2021

679.4 billion

pesos in total revenue Mexico
11.5% Growth vs 2021

139.8 billion

pesos in total revenue Central America*
10.2% Growth vs 2021

10.3%

Same-store sales growth Mexico

12.9%

Same-store sales growth Central America

10 bps

Growth gap in same-store sales Walmex vs ANIAD

1.2%

new stores contribution to consolidated sales

3,745

Total units
2,863 Mexico
882 Central America

32

Total DCs
21 Mexico
11 Central America

713

cities with presence
558 Mexico
155 Central America

8.3%

operating income as percentage of sales

10.7%

EBITDA margin consolidated
11.0% Mexico
9.1% Central America

21.3 billion

pesos invested in strategic projects

29.6 billion

pesos in paid dividends

20.2%

Return On Invested Capital (ROIC)



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

Walmart
México y Centroamérica

**REGENERATIVE
COMPANY**



OPPORTUNITY

Career Opportunity for our associates

233,594

associates
196,572 in Mexico
37,022 in Central America

5.1 million

hours and **42.8 million pesos** invested in training

86%

Engagement Index
86% in Mexico
91% in Central America



14.40%

increase of associates with disabilities in the workforce vs. 2021
15.22% in Mexico
11.66% in Central America

27,773

promotions
23,557 in Mexico
4,216 in Central America

41%

executive positions held by women
41% in Mexico
41% in Central America

6,313

jobs generated
5,858 in Mexico
455 in Central America

Development for suppliers and local economies

92%

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

40,887

suppliers in the region
25,400 in Mexico
15,487 in Central America

89.12%

of the merchandise sold in Mexico is **purchased within the country**

83.49%

of the merchandise sold in Central America is **purchased within the region**



SUSTAINABILITY

3,702.93 million

pesos invested in sustainable initiatives

51.20 million

pesos saved by sustainable initiatives



Climate Change

7.7%

Reduction in scope 1 and 2 emissions intensity in 2022 vs 2021

54.6%

of total energy consumption comes from **renewable sources**

894

suppliers participated in **Gigaton Project**, **+15%** vs 2021

Circular Economy

77.4%

towards our **Zero Waste** goal

4.1 million

m³ released from landfill

341,151

kg of waste recovered through our post-consumer programs with customers in Mexico and Central America

Natural Capital

86.8%

of palm oil and palm oil by-products used by **Our Brands** are RSPO and Rainforest Alliance certified in Mexico and 100% in Central America

98.2%

of paper, pulp and timber is certified by FSC, PEFC or SFI in Central America and **95.8%** in Mexico

89%

of our fish and seafood are certified from sustainable sources or have Fishery Improvement Project (FIP) in Mexico and **69.9%** in Central America



COMMUNITY

Give access to our customers

300 thousand

health memberships sold

Serve communities

526

panic buttons in our Mexico City and Jalisco units

Support local communities

2,491 million

pesos channeled through social impact programs
2,228 million in Mexico
263 million in Central America

1,956,925

direct beneficiaries impacted
1,327,874 in Mexico
629,051 in Central America

38,547.53

tons of food donated
31,465.90 in Mexico
7,081.63 in Central America

117

foodbanks supported
110 in Mexico
7 in Central America



ETHICS AND INTEGRITY

Ethics

21,051

hours of training on our Code of Conduct
17,308 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

36%

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