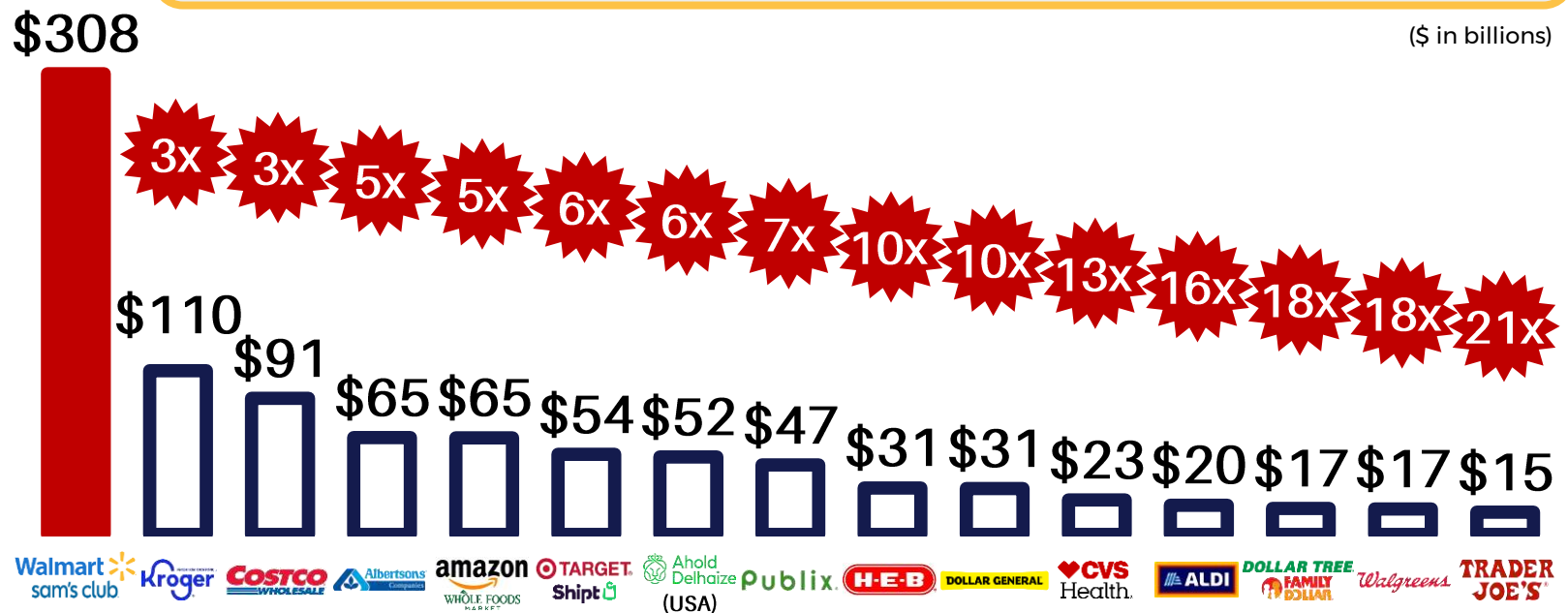


5 THINGS YOU MIGHT NOT KNOW

By Scott Moses June 2023

1 **#1** U.S. Grocer

- >\$300 Billion U.S. Grocery Sales (Walmart & Sam's)
- >\$200 Billion Grocery Sales *growth* in past 20 years
- Grocery is ~60% of U.S. sales; was 36% 20 years ago



2 **5,200** U.S. Stores

- Opened >1,800 stores over the past 20 years
- >90% of Americans live within 10 miles of a Walmart
- 1.6 Million non-union employees

3 **#1** U.S. Online Grocer

- >\$40B estimated online grocery sales
- >200 Company fulfillment centers nationwide

4 **~20M** Walmart+ Members

- ~1 in 6 U.S. households are Walmart+ members
- 28% of U.S. households with \$150k+ annual income

5 **~\$450B** Valuation

- Worth >3x all publicly-traded supermarkets and grocery suppliers in the U.S., *combined*⁽¹⁾
- AA Credit Rating facilitates extraordinary investment

"Walmart and Sam's Club performed well with good transaction growth, positive units in food and strong e-commerce growth. We continue to gain market share in the grocery category, including with higher income and younger shoppers, and we saw good growth in membership income in both businesses."
 - Doug McMillon, CEO, Q1 FY24 Earnings Call, 5.18.23

"We've continued to grow market share in food. So that's always been a driver for the company, particularly with the advent of the supercenter..."
 - Brett Biggs, EVP & CFO, Investor Conference, 3.9.22