

5 THINGS YOU MIGHT NOT KNOW

March 2024

1

#1

Global & U.S. Grocer

- ❑ \$394 Billion Global Grocery Sales
- ❑ \$321 Billion U.S. Grocery Sales
- ❑ >\$200 Billion Grocery *growth* in past 20 yrs
- ❑ Grocery is ~61% of U.S. sales (36% 20 yrs ago)

\$394

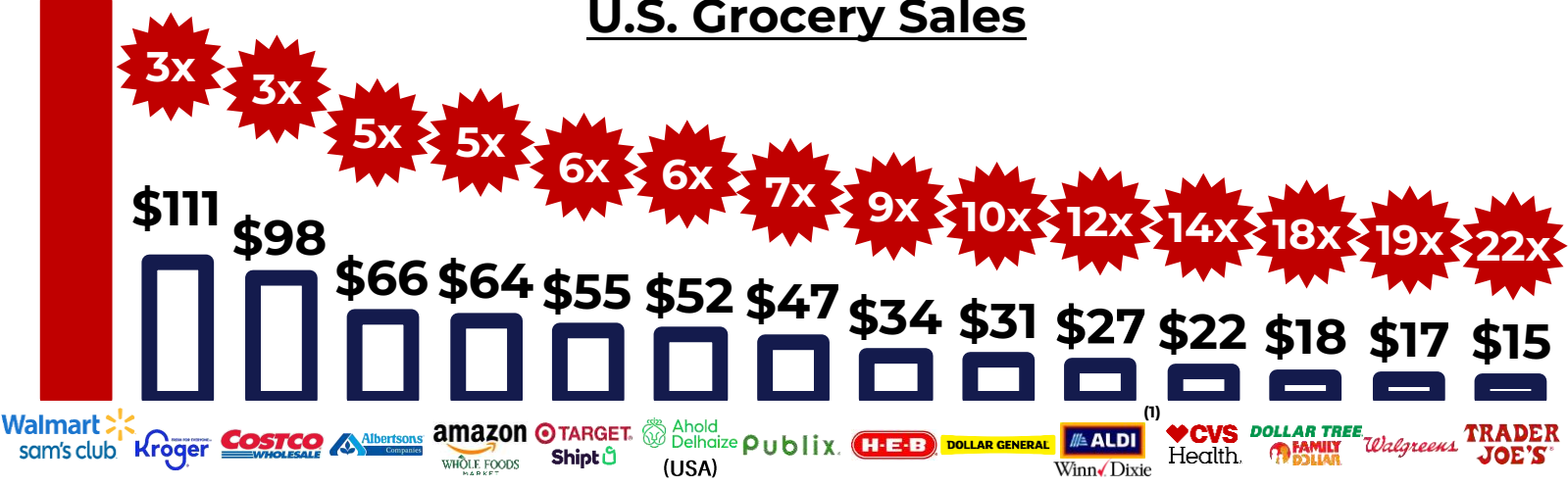
Global Grocery Sales (U.S. Grocers)

(\$ in billions)



\$321

U.S. Grocery Sales



Walmart's U.S. Grocery Sales are roughly equal to its next four competitors, *combined*

2

5,214

U.S. Stores

- ❑ Opened >1,800 stores in past 20 years
- ❑ >90% of Americans live w/in 10 mi of a WMT
- ❑ 1.6 Million non-union employees

3

#1

U.S. Online Grocer

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

4

~20M

Walmart+ Members

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

5

\$531B

Valuation

- ❑ Worth ~3x all public supermarkets and grocery suppliers in the U.S., combined ⁽²⁾
- ❑ AA Credit Rating: extraordinary investment, e.g., plans to open 150 and remodel 650 U.S. stores over the next few years after spending \$9B to remodel 1,400 U.S. stores in last 2 years

“Walmart's price gaps with competitors and curbside pickup and delivery options is also attracting a lot more high-end customers from rivals since the pandemic. Kroger and Albertsons will have to “play catch-up.”

– Michael Baker, D.A. Davidson Analyst, “Analysis - What Walmart May Gain From FTC's Kroger-Albertsons Lawsuit, Reuters, 2.28.24

“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

Source: Company filings, Bloomberg and Wall Street Research.

1) Reflects pro forma sales, including ~400 Winn Dixie and Harvey's stores to be acquired, per announcement in August 2023

2) Includes Kroger, Ahold Delhaize, Albertsons, Sprouts, Publix, Ingles, Weis, Village, SpartanNash, Natural Grocers and UNFI.