

# Walmart Inc. Investor Community Meeting

Walmart

APRIL 2023



# John Furner

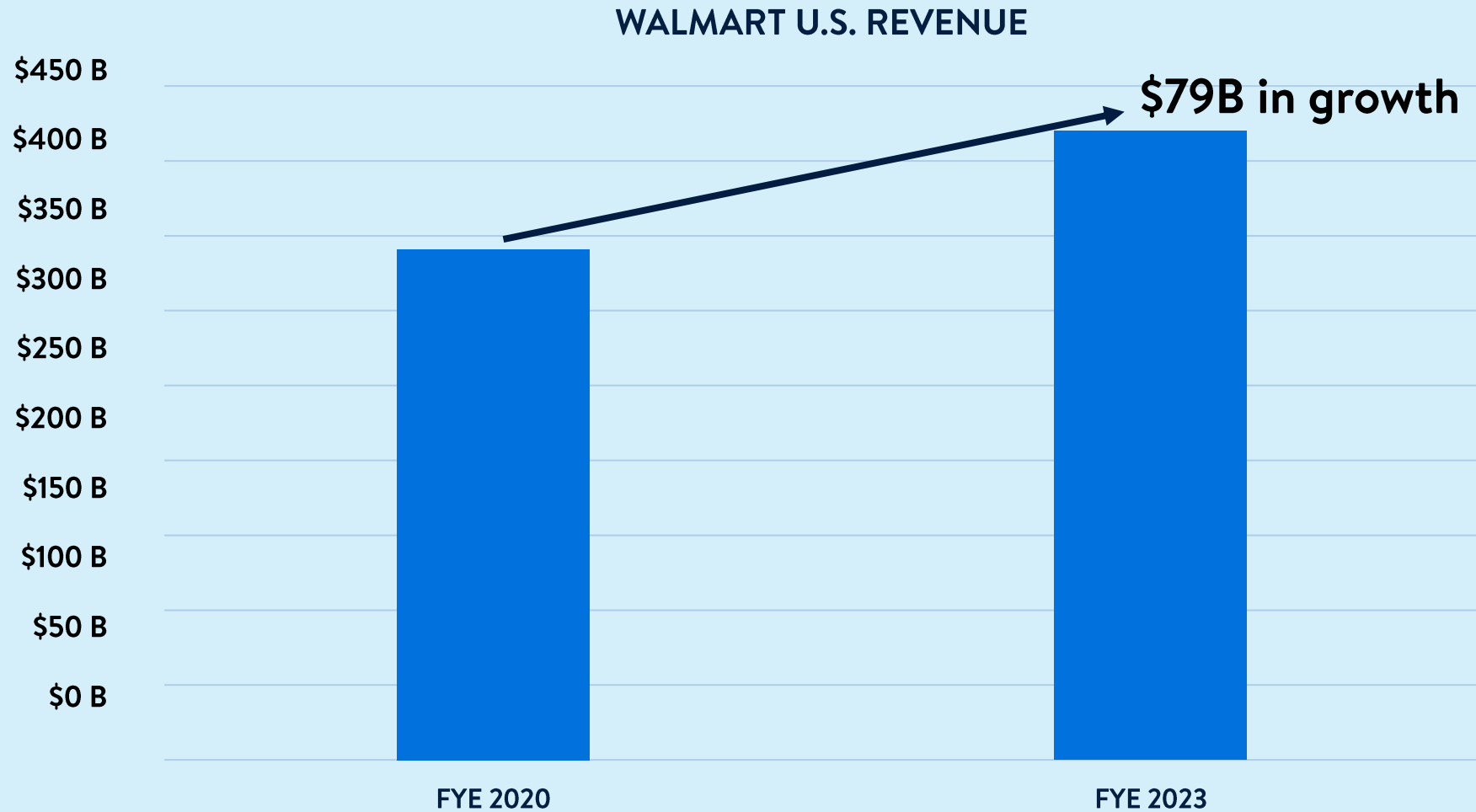
## CEO, Walmart U.S.

APRIL 2023

Walmart



# We're growing





**HYPER TROUGH**  
1.5-AMP  
DETAIL SANDER  
2 YEAR WARRANTY



# Since FY20 we...

Created an omni merchant organization

Created End to End organization across supply chain, operations, and logistics

Hired first ever chief revenue officer

Merged two apps into single Walmart app

Scaled store fulfillment

Scaled InHome

Expanded slot capacity

Built and scaled Express delivery

Launched GoLocal

Simplified seller onboarding

Scaled Walmart Fulfillment Services

Advancing in Automation

Expanding drones, electric, and driverless vehicles

Built new online omni capabilities (scheduling, lists)

Launched virtual try on

Launched new brands

Reimagined retail membership through Walmart+

Launched Data Ventures

Grew Walmart Connect

Store of the Future launched

Consolidated associate tools in to Me@

Invested in wages

Debuted Walmart Creator

Grew omni healthcare capabilities

Created financial services joint venture, ONE



# Priorities

## 1. Winning in retail





eat

Lunch Meat

Hot Dogs







**Retaining  
customers**



The Ultimate Closet

## New from Scoop

Get in on the top spring trends—so bold, so beautiful, so you.

[Shop all](#)



### The Ultimate Closet



Tops & tees



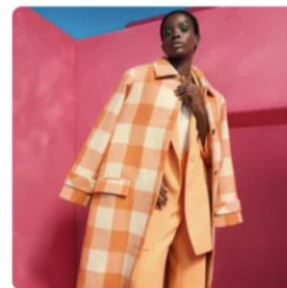
Dresses & jumpsuits



Denim



Pants, shorts, & skirts



Coats & jackets



Shoes



Cat & Small Pet

Arts & Crafts

Wonder, Fully.  
\$44<sup>97</sup>

Joy, Fully.  
\$29<sup>97</sup>

Fetch holiday gifts  
\$21<sup>98</sup>



Add these items to your registry



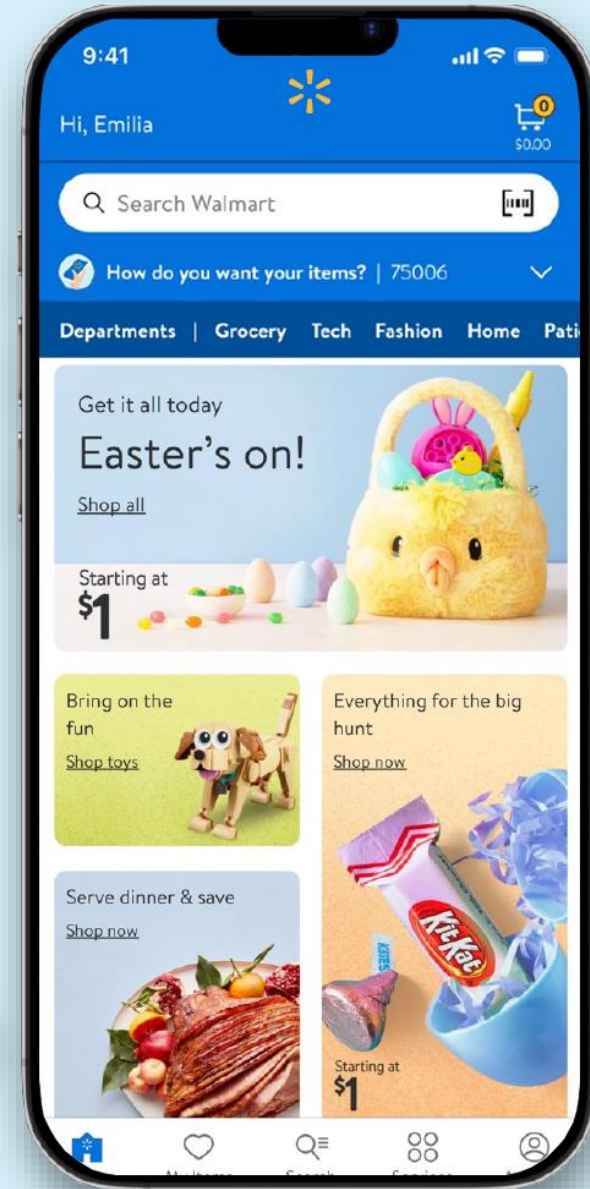
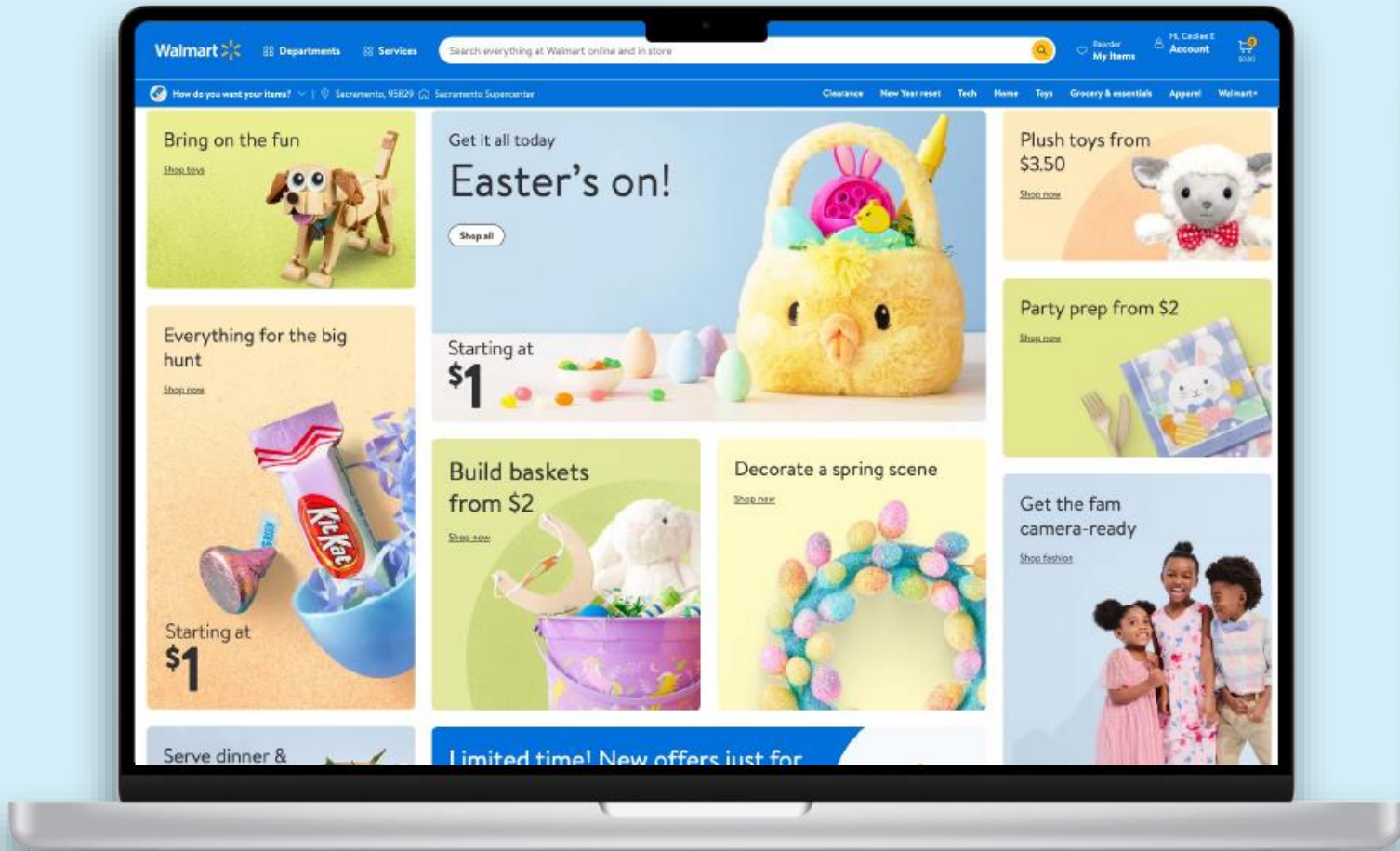
Shop the full collection online

Create or find a registry today

Find top brands, convenient services, & more











40T  
CHAINWHEEL

An orange square containing the text "40T CHAINWHEEL" and a white icon of a 40-tooth chainring.

Kazuno  
TRIGGER  
SHIFTERS

An orange square containing the text "Kazuno TRIGGER SHIFTERS" and a white icon of a hand operating a trigger shifter.

microSHIFT M26  
DERAILLEUR

An orange square containing the text "microSHIFT M26 DERAILLEUR" and a white icon of a microSHIFT M26 derailleur.

13-34T 8 SPEED  
FREEWHEEL

An orange square containing the text "13-34T 8 SPEED FREEWHEEL" and a white icon of a 13-34T 8-speed freewheel.

# Priorities

1. Winning in retail
2. Our people





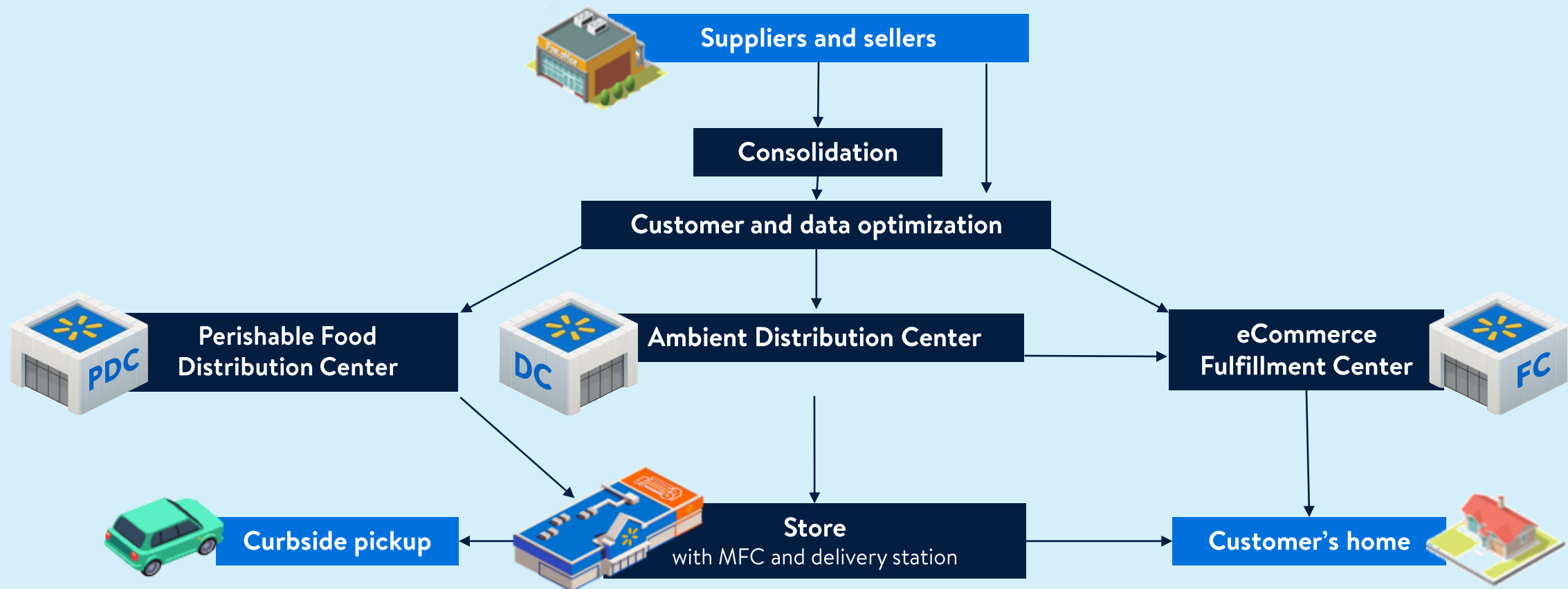


# Priorities

1. **Winning in retail**
2. **Our people**
3. **Next gen network**



# Supply Chain – flexible, connected network, enabled by data









Organic/gluten free

Look for Gluten Free

Look for Gluten Free

Walmart  
RAE LYN

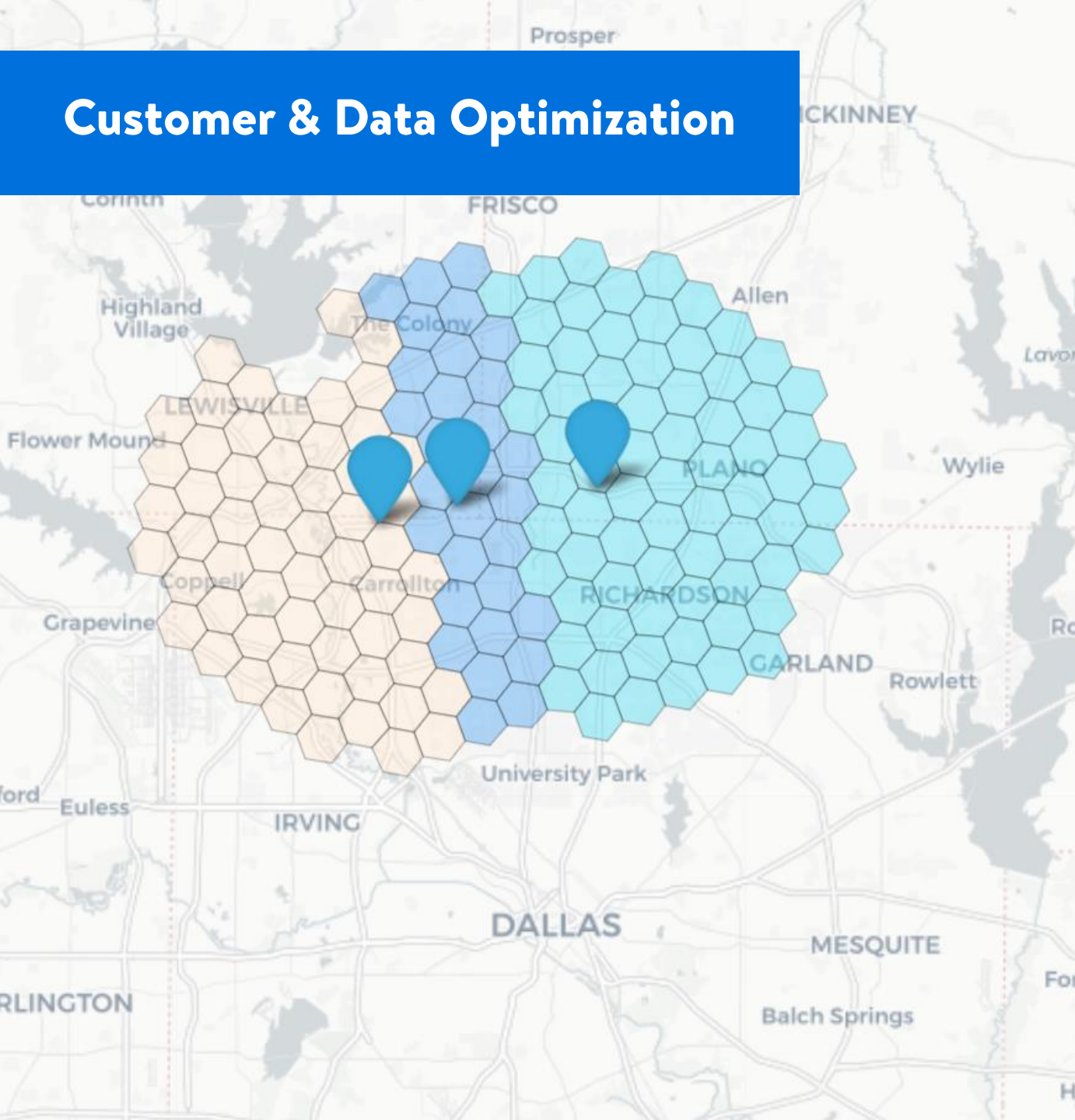








# Customer & Data Optimization







## Growth

We serve **customers and members** however they want to shop.



## Margin

We will improve our operating margin through **productivity improvement** and our **mix of businesses**.



## Returns

We will improve our ROI through **margin improvement** and being **disciplined with capital**.