

20 Investment Community  
20 Meeting | INNOVATION CONTINUED



# Doug McMillon

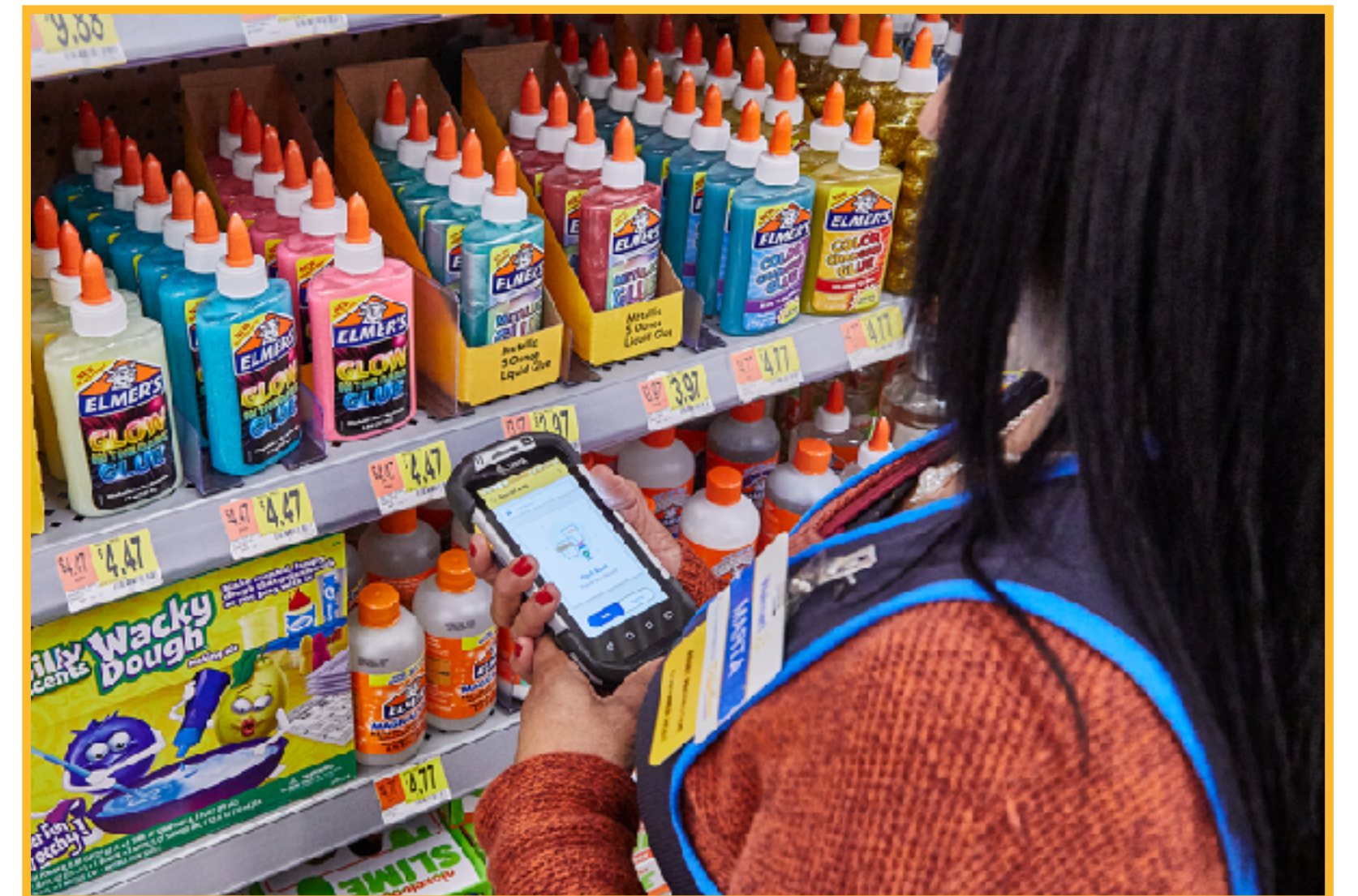
President & Chief Executive Officer,  
*Walmart*

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# In-store productivity





# Pickup and Delivery



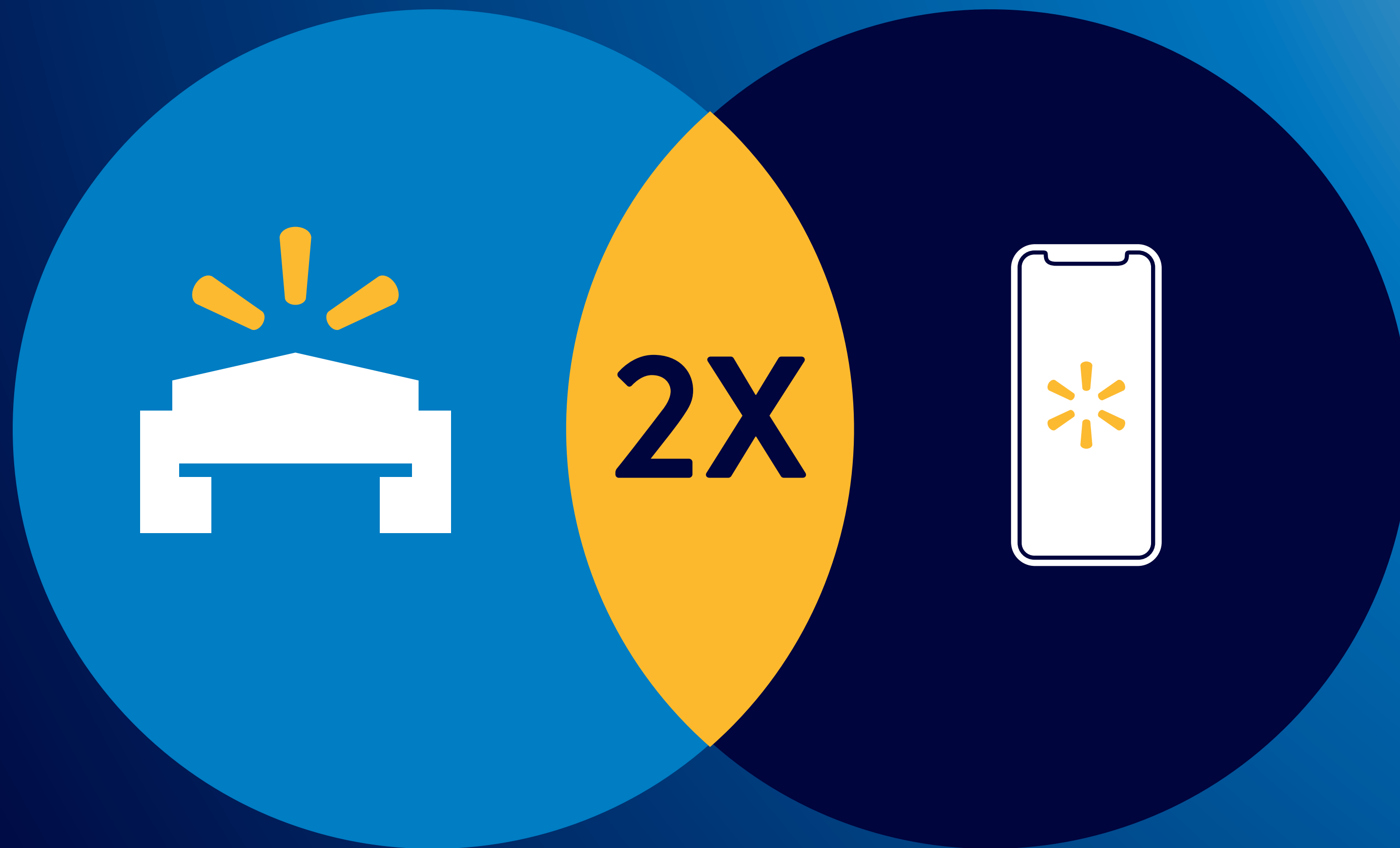


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Customers who shop both online and in-store spend more annually





# A seamless omnichannel experience

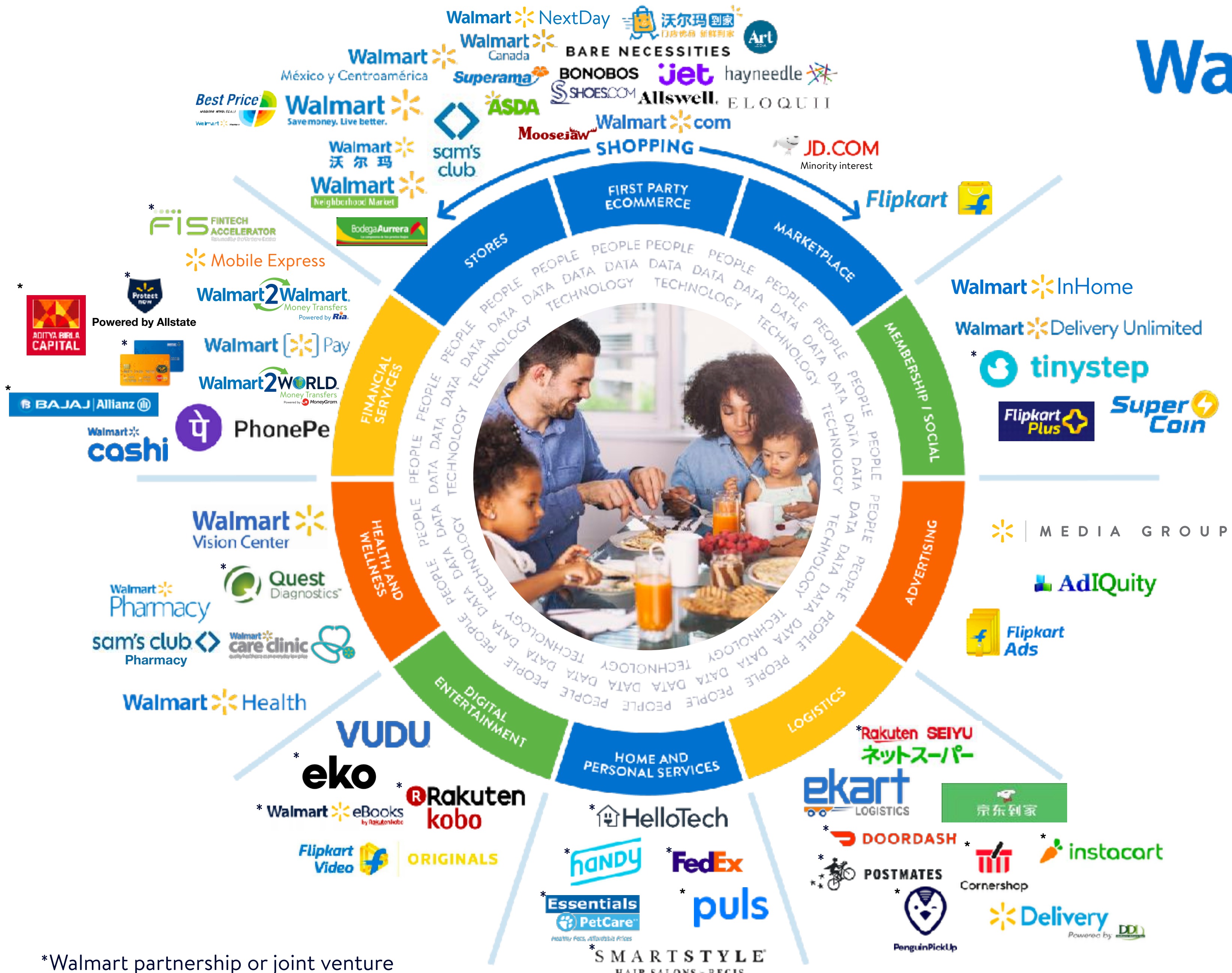




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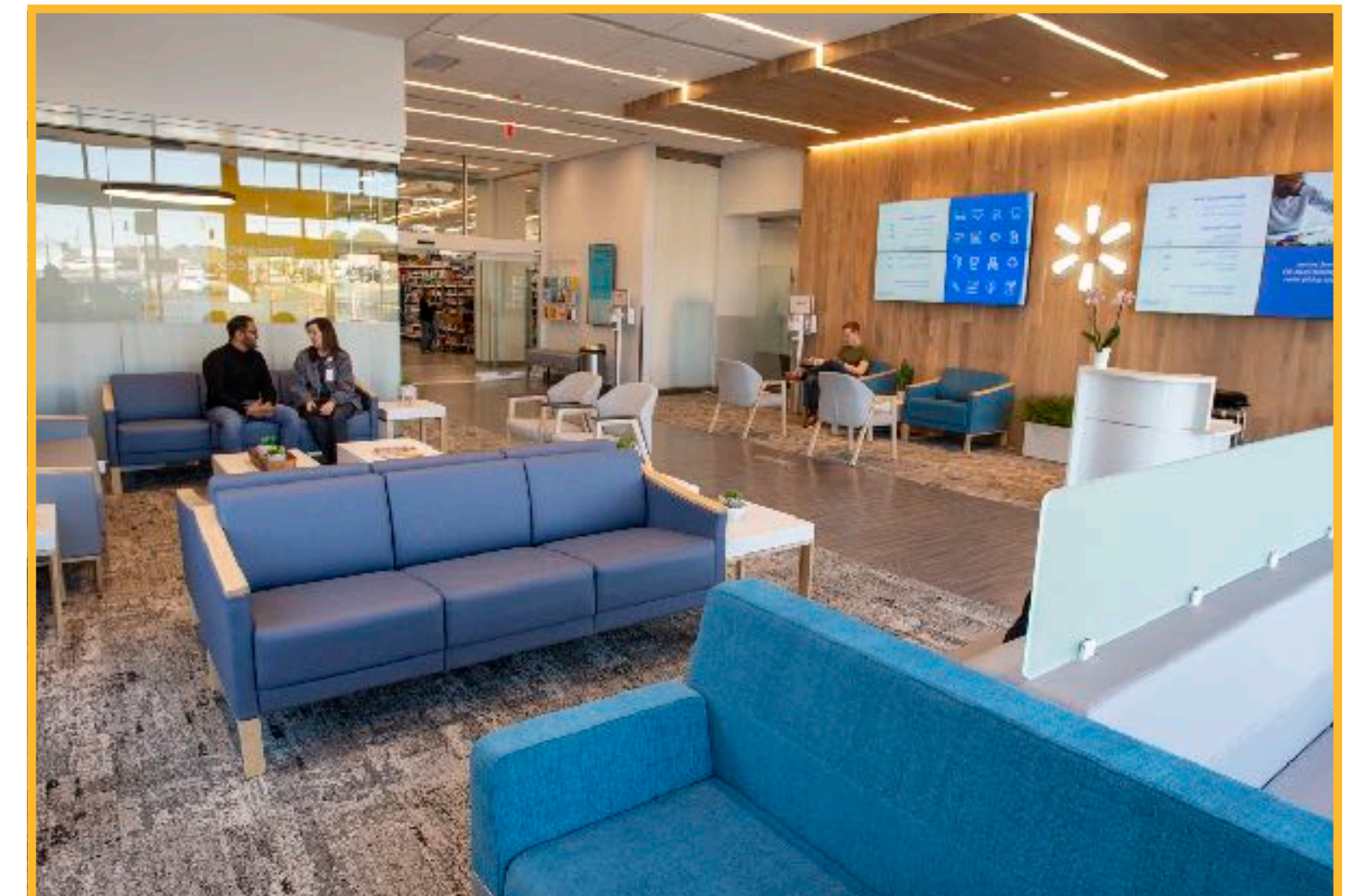
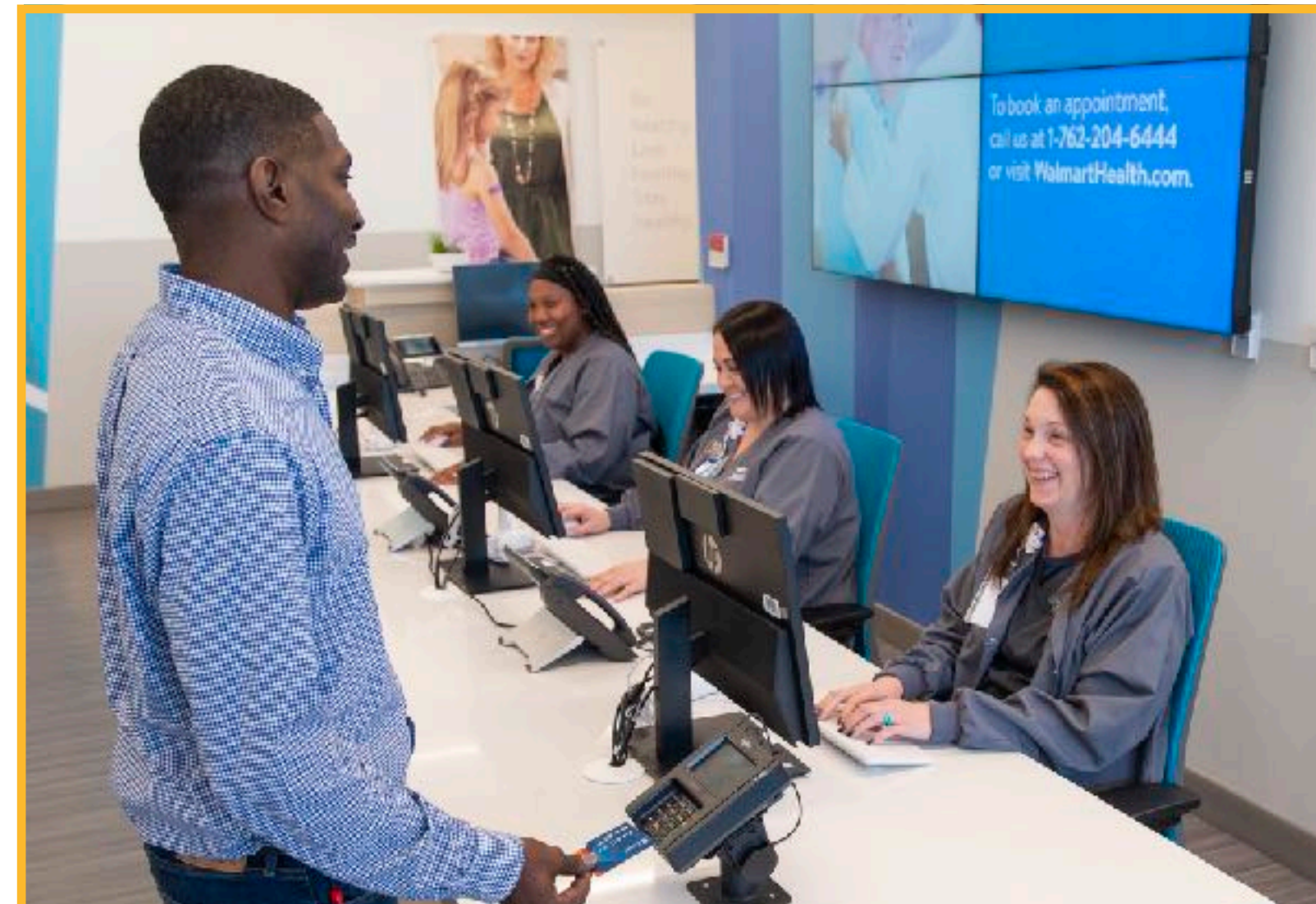




\*Walmart partnership or joint venture



# Health and Wellness





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# InHome





# Customer relationship





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# Our global footprint





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# Investing in our people







## Customers

**+6,100**

pickup and delivery locations globally

**NextDay Delivery**

now available to 75% of U.S. population

**Walmart Health**

first two Walmart Health Clinics in Georgia



## Associates

**+1.1M**

associate trainings in Walmart Academies in FY20

**Live Better U**

debt-free college degree program for \$1 per day

**Top score**

from the Human Rights Campaign Foundation



## Communities

**\$1.4B**

cash and in-kind donations to communities

**+630K**

hours volunteered by U.S. associates in FY20

**590M**

pounds of food donated in the U.S. alone during FY20



## Shareholders

**\$11.8B**

returned to shareholders through dividends and share repurchases

**22**

consecutive quarters of positive comp growth in Walmart U.S.

**+22%**

stock appreciation in FY20



## Suppliers

**+50K**

Walmart Vriddhi to train Indian small businesses

**+\$30B**

spent with women-owned businesses in the past 8 years

**80K**

small-holder farmers in India supported through Walmart.org



## Planet

**Project Gigaton**

+200M metric tons of emissions avoided by more than 2,300 suppliers

**~1.5M**

acres conserved by Acres for America program

**'A' rating**

from CDP for climate action





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## Communities

**590M**

pounds of food donated in the U.S. alone during FY20



## Shareholders

**+22%**

stock appreciation in FY20



## Suppliers

**50K**

small businesses trained through Priddhi to train small businesses

**30B**

investment with women-owned businesses in the next 8 years

**80K**

small-holder farmers in India supported through Walmart.org



## Planet

**Project Gigaton**

+200M metric tons of emissions avoided by more than 2,300 suppliers

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“While each of our individual companies serves its own corporate purpose, we share a fundamental commitment to all of our stakeholders.”

***Business Roundtable: Statement on the Purpose of a Corporation***





**Suresh Kumar**  
Technology

**Marc Lore**  
U.S. eCommerce

**Judith McKenna**  
International

**Kath McLay**  
Sam's Club U.S.

**Dan Bartlett**  
Corporate Affairs

**Donna Morris**  
People

**Rachel Brand**  
Governance

**John Furner**  
Walmart U.S.

**Brett Biggs**  
Finance

**Doug McMillon**  
CEO



# Key takeaways

We know where the customer is going

We're adapting quickly

Our assets and core are strong

We can deliver results as we transform



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