

20 Investment Community
20 Meeting | INNOVATION CONTINUED



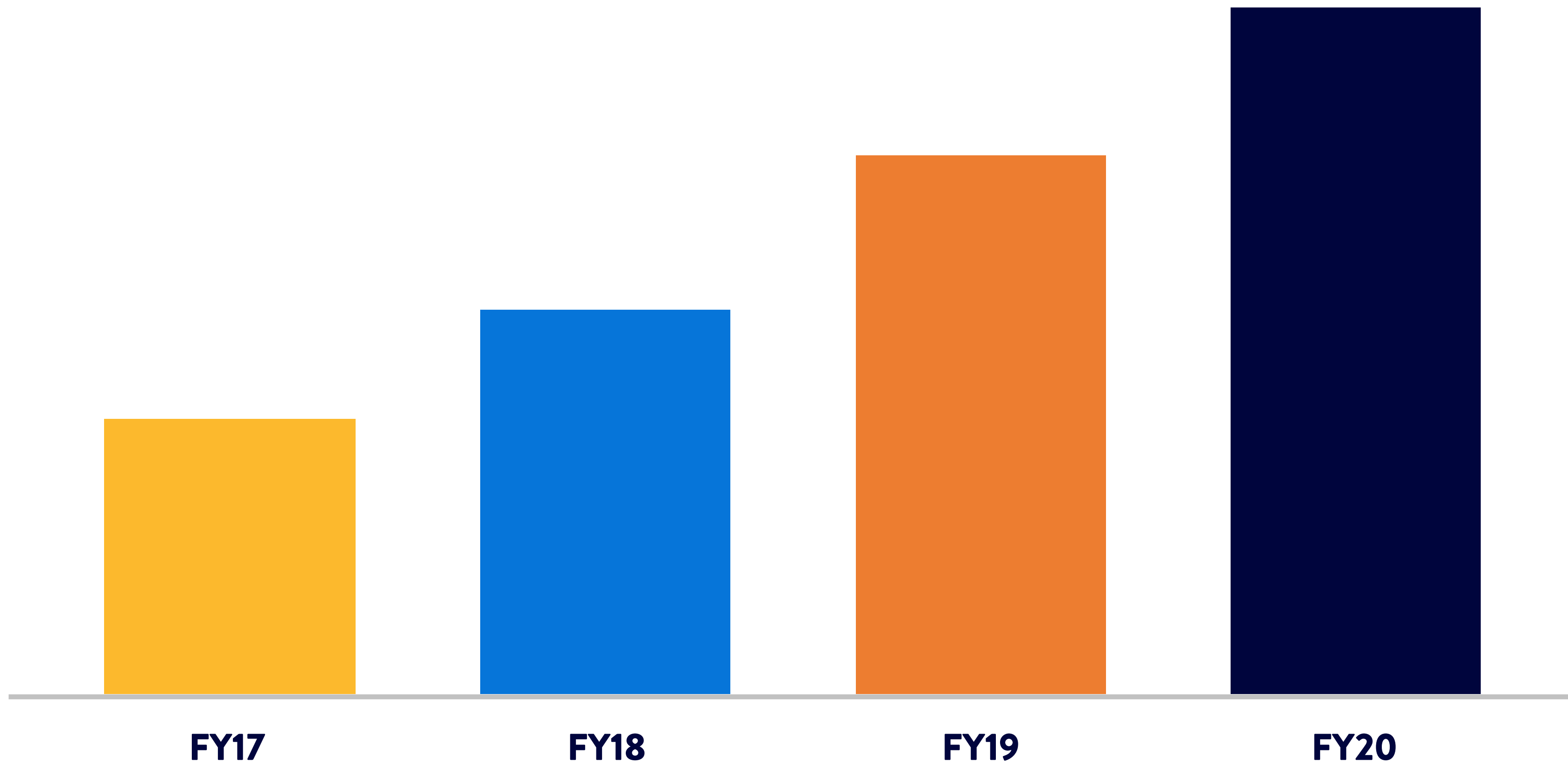
Marc Lore

President & Chief Executive Officer,
Walmart U.S. eCommerce

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Walmart U.S. eCommerce sales



~30%
Expected FY21
growth

Winning with eCommerce

**Nail the
fundamentals**

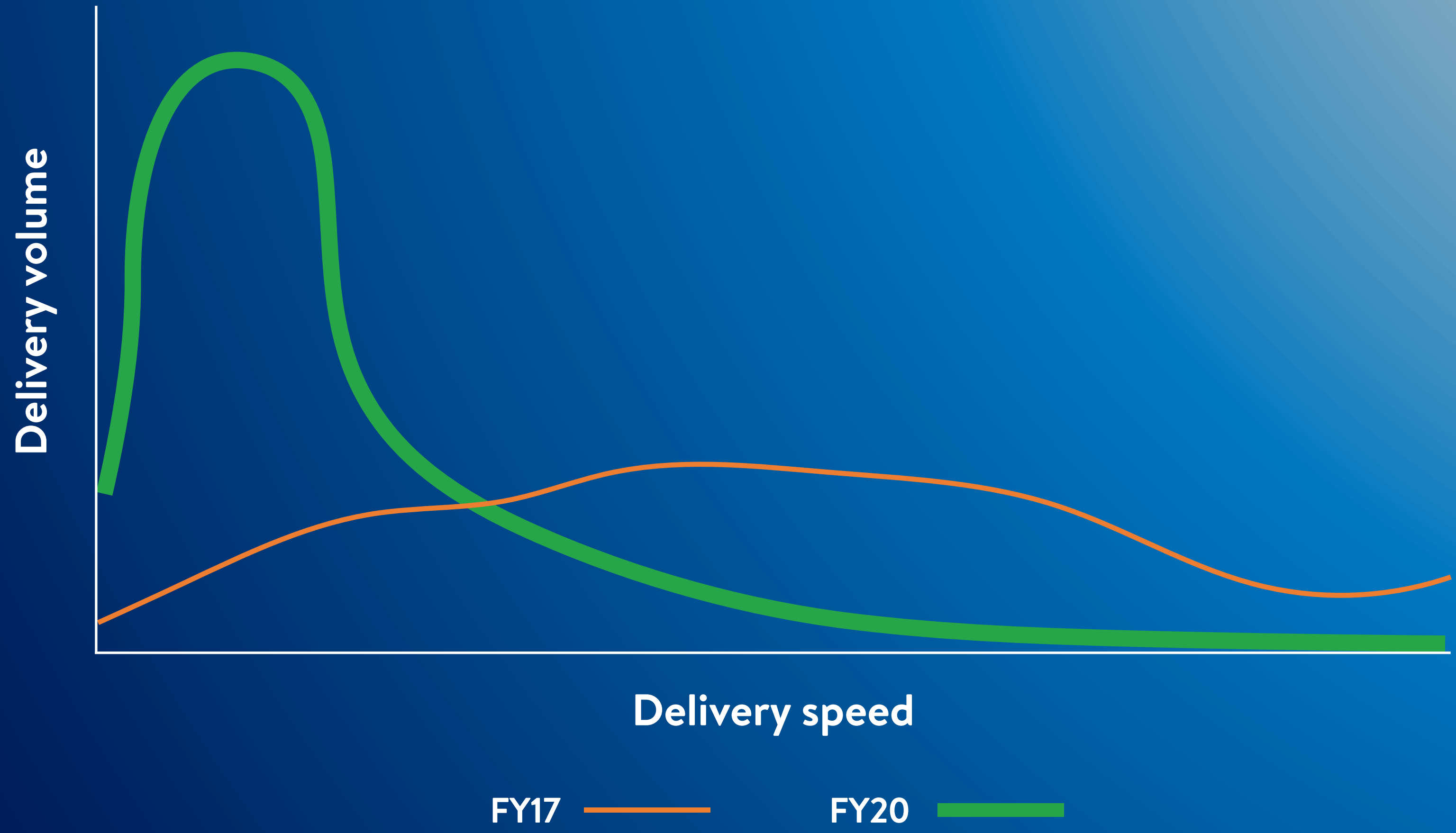
**Leverage
unique
assets
to play
offense**

**Innovate for
the future**



Nail the fundamentals


Customer value index Deliver it





Nail the fundamentals



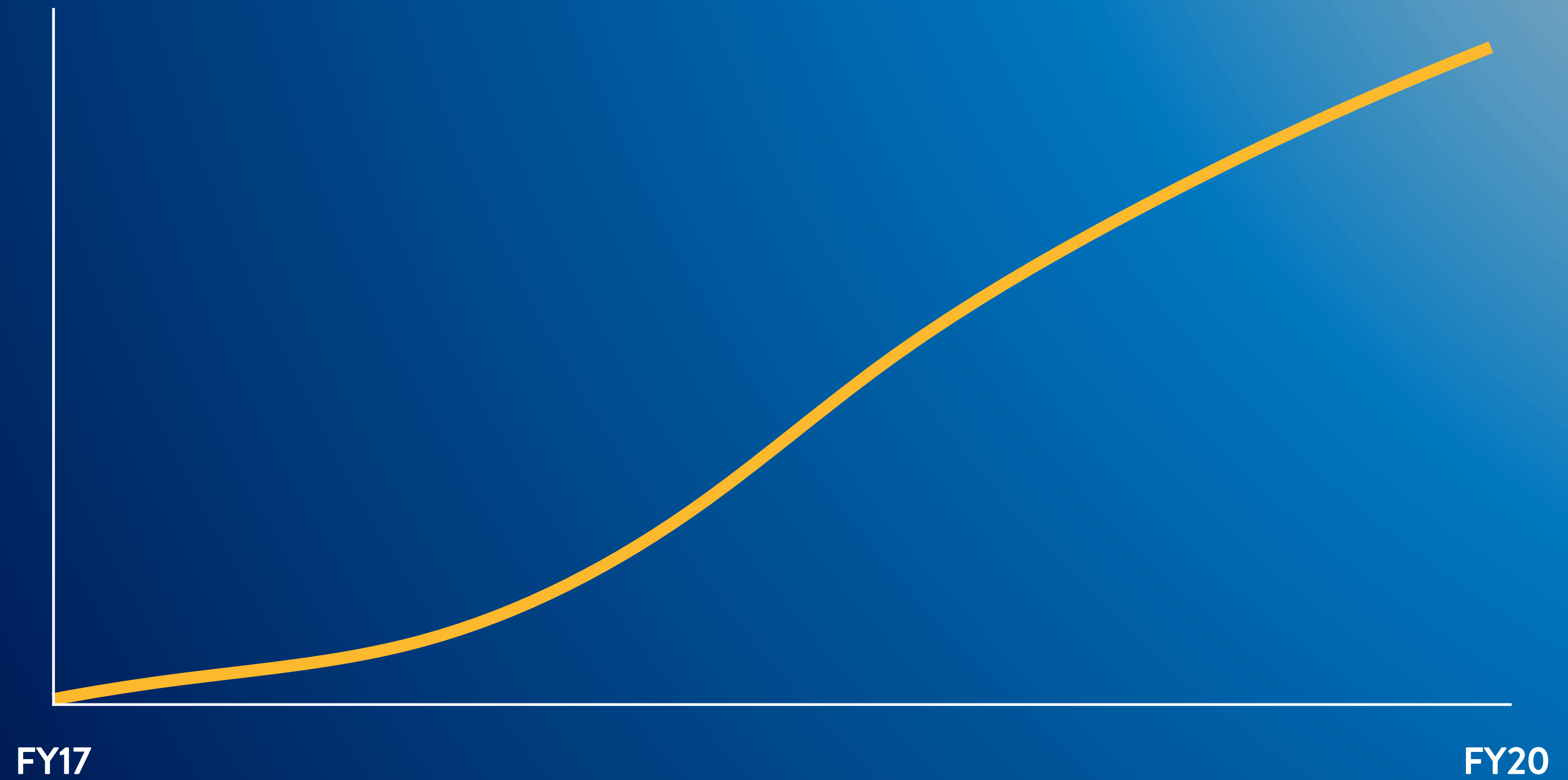
 You're now shopping
NextDay delivery



Nail the fundamentals

Customer value index

3 year CVI



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Walmart Fulfillment Services



Nail the
fundamentals



Winning with eCommerce



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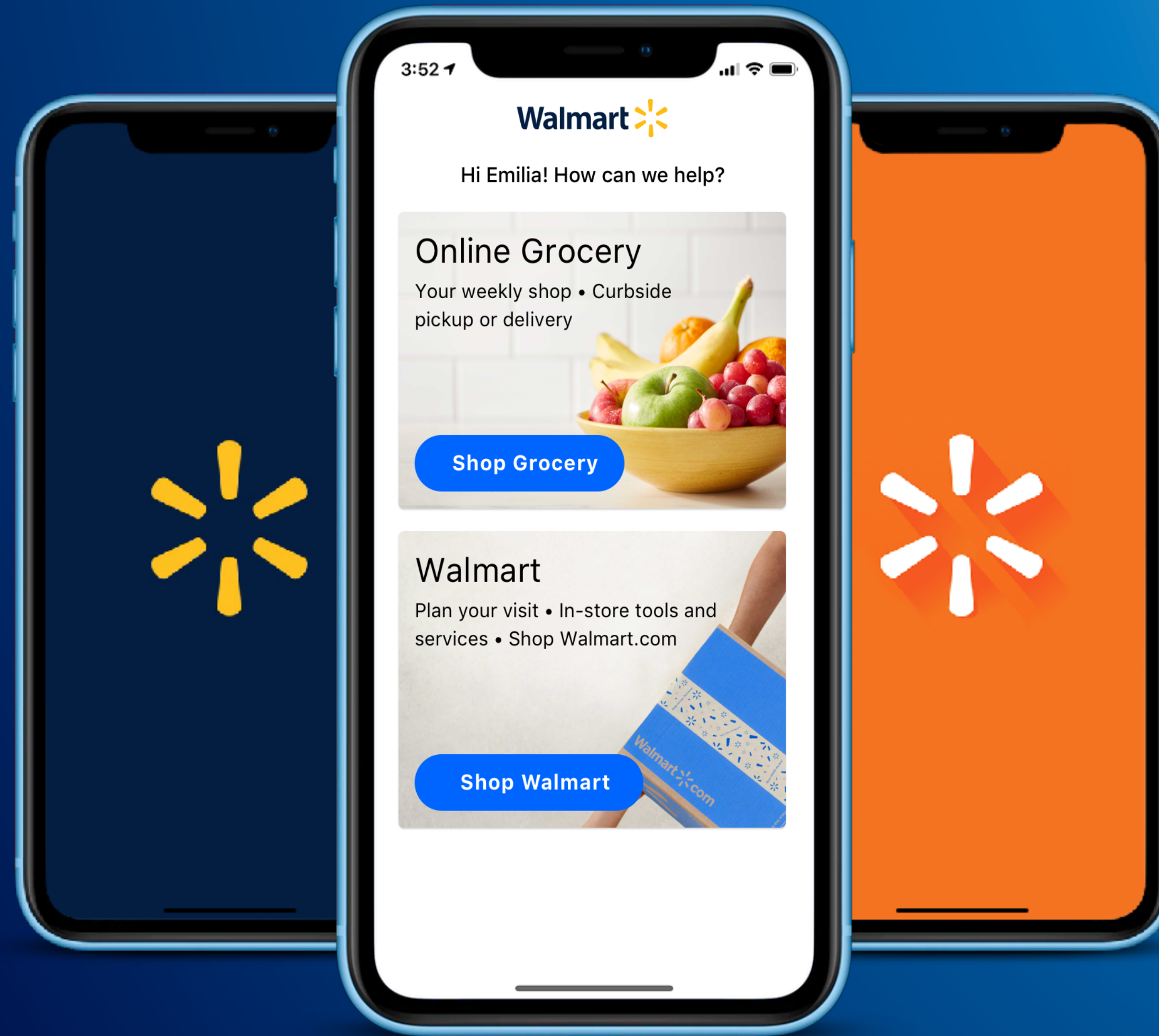




Leverage unique
assets to play
offense

One app

 Leverage unique assets to play offense



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Winning with eCommerce

Nail the
fundamentals

Leverage
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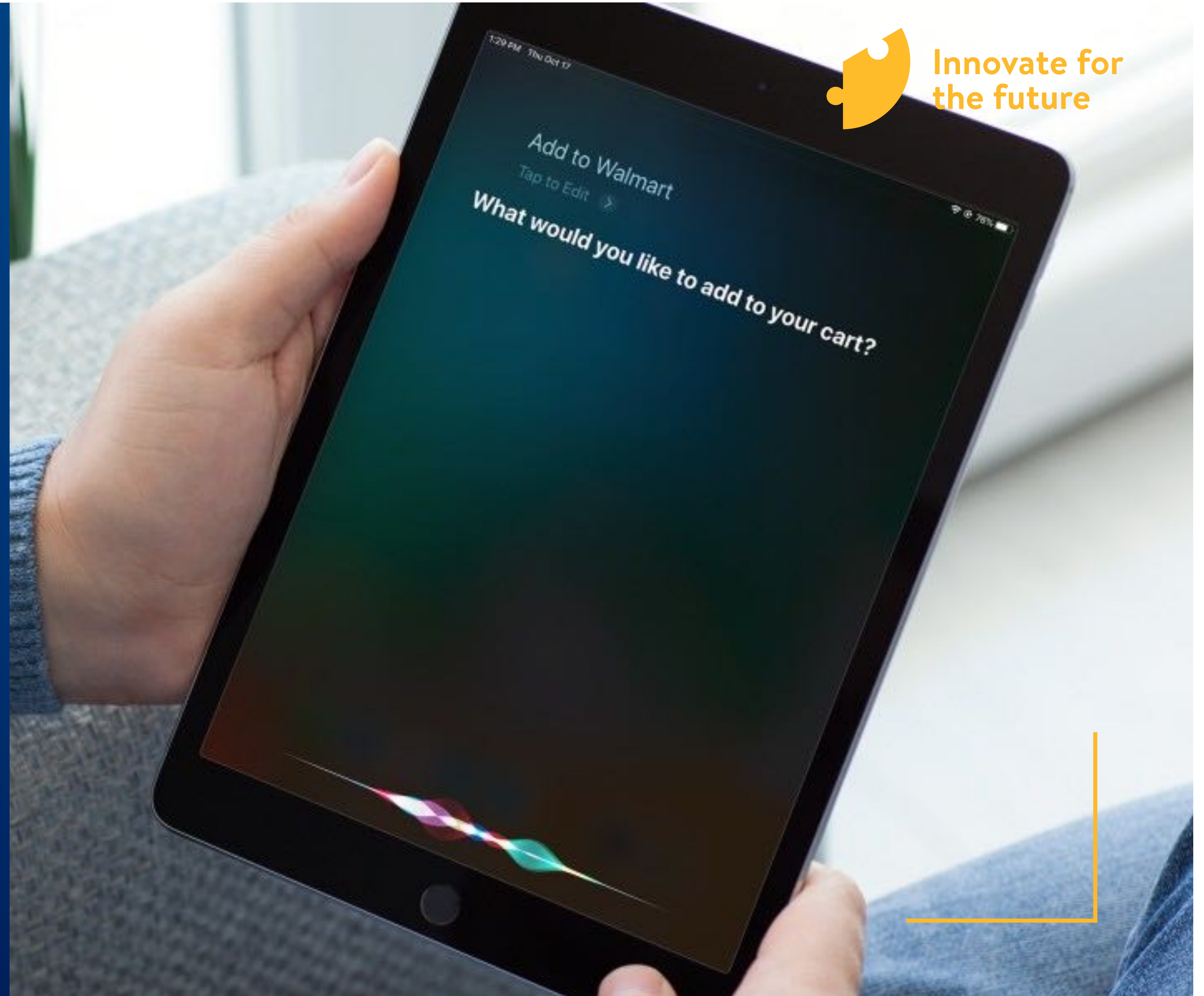
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Conversational commerce



Innovate for the future



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20 Investment Community
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Unique
brands



Innovate for
the future





Innovate for
the future

Unique
brands



MÖDRN

Unique
brands



Innovate for
the future

Key takeaways

Our team is aligned on a winning strategy.

Customers are drawn to new, unique offerings from Walmart.

We're monetizing our relationships with customers.

We expect losses to be flat to slightly down this year.

We expect to grow around 30 percent this year.

Winning with eCommerce



Winning with eCommerce



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