Brett Biggs

Executive Vice President & CFO,
Walmart
Achieved most FY20 financial goals
Expense leverage is sustainable
Recent investments are paying off
Productivity loop is alive and well
Leveraging scale & unique assets
FY21 guidance reflects continued progress
Investment Community Meeting
INNOVATION CONTINUED
Solid sales results

FY20 net sales +2.7%
- $510.3B
- $524.1B¹

Q4 net sales +2.1%
- $137.7B¹
- $140.6B¹

Full-year highlights:

Walmart U.S. comp sales +2.8%; two-year stack +6.4%

Strong U.S. eCommerce growth (incl. online grocery) +37%

International net sales¹ +2.8%
- Strength in China, Mexico & India; softness in U.K., Canada & Chile

Sam’s Club comp sales² +3.8%
- Strong membership trends, transactions & eCommerce growth

¹On a constant currency basis. See non-GAAP reconciliations provided in Q4 FY20 earnings presentation.
²Excludes fuel and tobacco
Note: Comp sales are presented on a 53-week basis
FY20 underlying profitability healthy

FY20 adj. operating income (1.9%)

Q4 adj. operating income (3.7%)

Full-year highlights:

Walmart U.S. adjusted operating income +2.6%
- Strong progress on expense leverage

International strength in Mexico & China
- Headwind from Chile unrest

Sam’s Club operating income +8%
- Continued strength in membership trends

Note: See non-GAAP reconciliations provided in Q4 FY20 earnings presentation
Achieved most FY20 guidance metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Original guidance</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated net sales growth</td>
<td>At least 3% in constant currency</td>
<td>✗</td>
</tr>
<tr>
<td>Walmart U.S. comp sales growth</td>
<td>+2.5% - +3%</td>
<td>✓</td>
</tr>
<tr>
<td>Walmart U.S. eCommerce sales growth</td>
<td>Around 35%</td>
<td>✓</td>
</tr>
<tr>
<td>International net sales growth</td>
<td>Around 5% in constant currency</td>
<td>✗</td>
</tr>
<tr>
<td>Sam’s Club comp sales growth <em>(excludes fuel &amp; tobacco)</em></td>
<td>+3%</td>
<td>✓</td>
</tr>
<tr>
<td>Adjusted expense leverage</td>
<td>Approximately 20 bps</td>
<td>✓</td>
</tr>
<tr>
<td>Adjusted operating income</td>
<td>Decline by a low single digit percentage range, including Flipkart</td>
<td>✓</td>
</tr>
<tr>
<td>Adjusted EPS</td>
<td>Decline by a low single digit percentage range, including Flipkart</td>
<td>✓</td>
</tr>
</tbody>
</table>

Note: See non-GAAP reconciliations provided in Q4 FY20 earnings presentation
Company has evolved significantly

**Net sales growth contributors**
- **FY15**
  - New stores/clubs
  - eCommerce
  - Store/club comps

- **FY20**
  - New stores/clubs
  - eCommerce

**CapEx spending by type** (Excludes acquisitions)
- **FY15**
  - New stores/clubs
  - Remodels & customer initiatives
  - Supply Chain
  - eCommerce & tech
  - Maintenance & other

- **FY20**
  - New stores/clubs
  - Remodels & customer initiatives
  - Supply Chain
  - eCommerce & tech
  - Maintenance & other
Leveraging our scale & unique assets

- **Revenue**: ~$525B
- **Customers each week**: >265M
- **Associates**: 2.2M
- **AA credit rating**
- **Diversified asset base**
- **Strong, stable cash flow**
Financial framework remains consistent

- Strong, efficient growth
- Consistent operating discipline
- Strategic capital allocation
Strong, efficient growth

FY21 sales guidance:

- Total net sales$^1$: ~+3%
- Walmart U.S. comp: ≥+2.5%
  - U.S. eCommerce: ~+30%
- Walmart International$^1$: ~+4%
- Sam’s Club comp$^2$: ≥3%

$^1$On a constant currency basis
$^2$Excludes fuel and tobacco
Consistent operating discipline

FY20 adjusted expense leverage\(^1\)

24bps

\(^1\)Excluding externally adjusted items

Note: See non-GAAP reconciliations provided in Q4 FY20 earnings presentation
Strong progress on expense leverage

FY16: 20.3%
FY17: 21.2%
FY18: 21.5%
FY19: 21.0%
FY20: 20.8%
FY21E: ~20.6%

*On an externally adjusted basis
Note: See non-GAAP reconciliations provided in Q4 FY20 earnings presentation
Cost culture is strong

“Smart Spend”  Operational efficiencies  Goods not for resale
Expense leverage is sustainable

Annual expense leverage goal
(for FY21 and beyond)

~20bps
Strategic capital allocation - customer focused

FY21 CapEx spending by type
Excludes acquisitions

- Almost 1,000 store/club remodels globally
- Expansion of same-day pickup & delivery
- ~250 new stores/clubs - Mexico & China
- Technology upgrades

~$11.0B

- New stores/clubs
- Remodels & customer initiatives
- Supply Chain
- eCommerce & tech
- Maintenance & other
Significant cash returns for shareholders

- $130B over the past 10 years

- 47 consecutive years of dividend increases

- Intend to complete current share repurchase program in FY21
# Fiscal year 2021 guidance

<table>
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<th>Metric</th>
<th>Guidance</th>
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<td><strong>Net sales growth</strong></td>
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<td><strong>Sam’s Club comp sales growth</strong></td>
<td>≥ 3%</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$5.00-$5.15 [+1.5%-4.5% growth]</td>
</tr>
<tr>
<td><strong>Operating income growth</strong></td>
<td>Similar range to EPS growth</td>
</tr>
<tr>
<td><strong>SG&amp;A leverage</strong></td>
<td>~20bps</td>
</tr>
<tr>
<td><strong>Effective tax rate</strong></td>
<td>25%-26%</td>
</tr>
<tr>
<td><strong>Capital expenditures</strong></td>
<td>~$11.0B</td>
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1. Assumes metrics on a constant currency basis and compared to adjusted FY20 metrics. Refer to the complete listing of FY21 guidance metrics in our Q4 FY20 earnings release.

2. Excludes ~350 bps impact for tobacco.
Key takeaways

- Company is strong
- Transformation leverages scale & unique assets
- Recent investments paying off
- Expense leverage is sustainable
- FY21 guidance reflects continued progress