DOUG McMILLON
PRESIDENT & CHIEF EXECUTIVE OFFICER, WALMART
Innovation and speed

Customer centric business model

Shared value
Earn Primary Destination (Food, Consumables, GM)

- In Store
- Pickup Walmart+
- Delivery
Serve customers more broadly, deepen our relationship and sustain a healthy mix by expanding:

- **eCommerce (especially GM)**
  - 1P Owned inventory
  - 3P Marketplace

- **Health and Wellness**
  - High quality
  - Preventative
  - Accessible
  - Affordable

- **Financial Services**
  - Trusted
  - Digital
  - Accessible
  - Affordable
Monetize Capabilities:
- Marketplace
- Advertising
- Data
- Fulfillment
- Last mile

Sustainably Lower Cost:
- Store productivity
- Supply chain design and automation
- Digital transformation
- Regenerative to nature
Reinvest in the Customer Value Proposition
Zero Emissions by 2040 With No Offsets