



# NYSE:WMT

**2012 International Meeting for the Investment Community**





# Leverage & Productivity

## Breakout Session





**Jim Thompson**  
Chief Operations Officer



# Walmart Canada's strategy





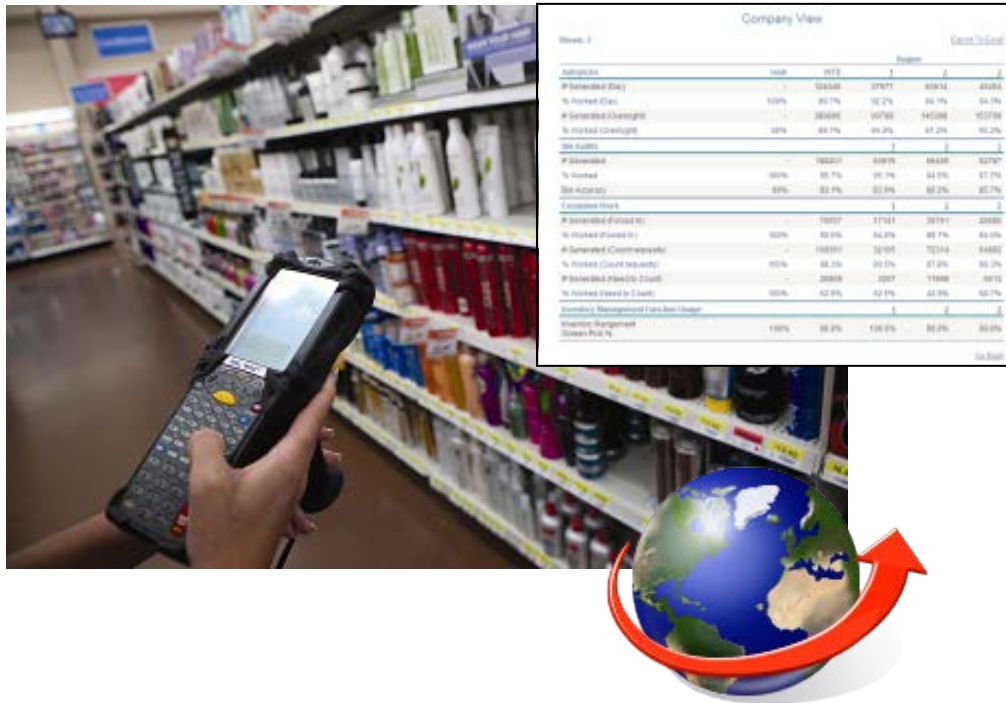
# A way of working



Local strategy leveraging  
a proven business model  
powered by Walmart



# Operate for less



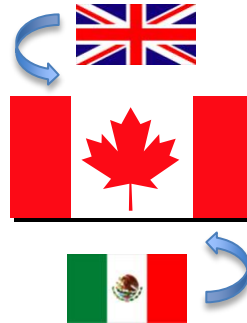
- Local innovation
  - Automated price change tools
  - Store inventory management tools



# Solutions from other markets

Single queue lines for express checkouts

Execution management tools

A screenshot of the ASDA (Advanced Stock Data Analysis) software interface. The interface shows a table with columns for "Symbol", "Description", "Quantity", "Price", "Order Type", "Status", "Order ID", "Order Date", "Order Time", "Order Price", "Order Quantity", "Order Status", "Order Type", "Order ID", "Order Date", "Order Time", "Order Price", "Order Quantity", "Order Status", "Order Type", "Order ID", "Order Date", "Order Time", "Order Price", "Order Quantity", "Order Status". The table contains multiple rows of data, likely representing stock orders and their execution details. The interface also includes a search bar at the top and various filters on the left side.





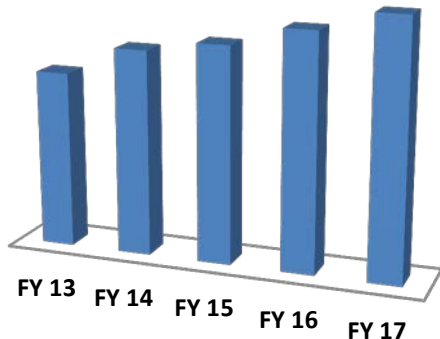
# Chris West

## Vice President, Canada Sourcing



# Buy For Less – growing direct imports

67% increase in  
import \$ volume



EDLC to drive price  
leadership



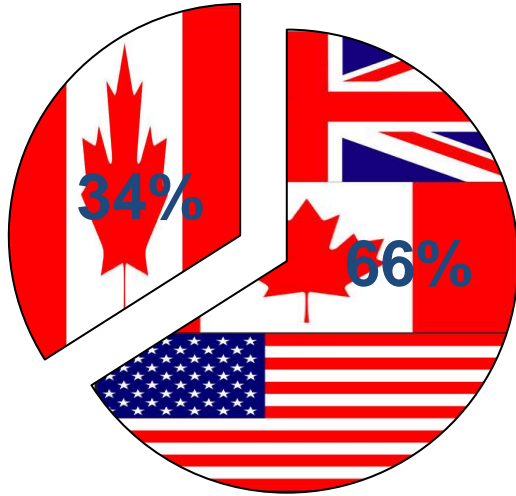
Balance total  
margin mix



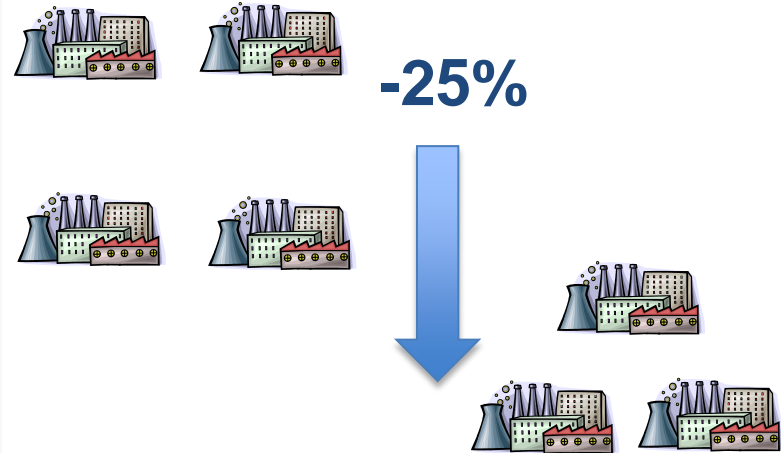


# Optimize supplier base

## Vendor Leverage



## Vendor Efficiency





# Ethical and sustainable sourcing

## Ethical Standard Scorecard



## 20% Energy Reduction



## 31,000 Import Items Submitted

### Sustainable Packaging **SCORECARD**





# Accelerating newness and innovation

## New Vendor Development



## Canada/ASDA Innovation Fair







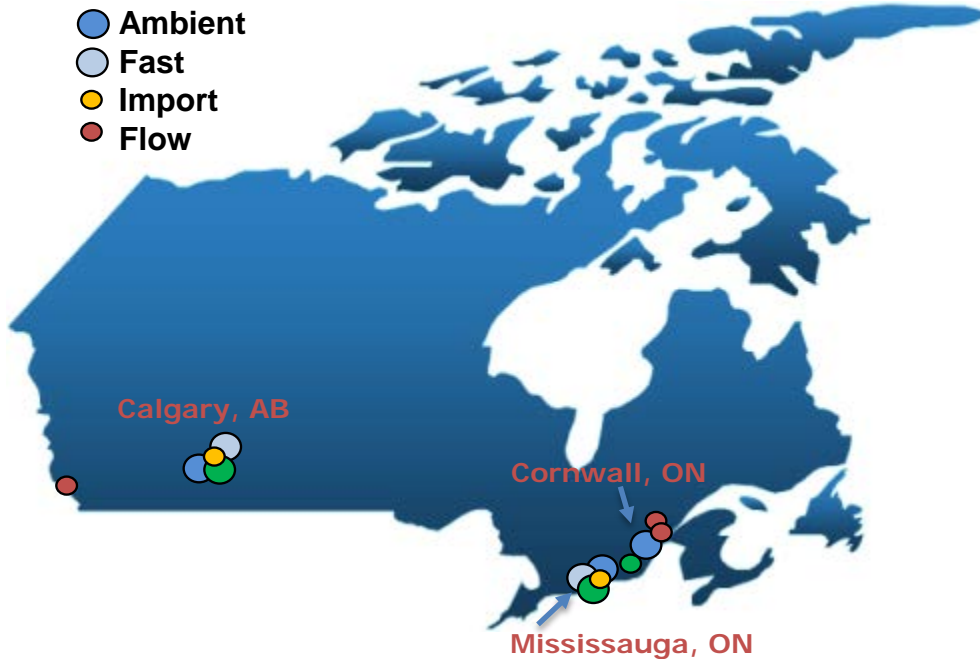
# Andy Ellis

## SVP, Supply Chain and Logistics



# Canadian supply chain overview

- Fresh
- Ambient
- Fast
- Import
- Flow



3

- Core distribution centre formats
- Fresh, fast, ambient

400+

- Weighted average distance to stores in kilometres

70%

- Goods distributed through DC network

Distribution  
Centres

- Controlled by Walmart
- Operated by 3<sup>rd</sup> party SCM

Transportation

- Performed by 3<sup>rd</sup> party providers



# Walmart Canada themes

## Supply Chain



## Transport



## Network



## Global





# Leverage through...



- Supply Chain
  - Focus on flow, faster store service
  - Direct Import volume to double in next 5 years
  - On Shelf Customer Availability (OSCA) tool



- Network
  - Common platform for delivering to multiple formats
  - Evolution of DI buildings, hub and spoke, flow
  - Further increase in centralized replenishment



# Leverage through...



- Transport
  - 25% growth in carrier base FY13
  - Rail use, fuel surcharge reduction
  - Private fleet, larger equipment



- Global
  - Best practices shared and applied
  - U.S. expertise, systems, engineering, procurement
  - Sustainability leadership



# Sustainability



- Equipment
  - Hydrogen fuel cells
  - Hybrid reefer trailers
- Buildings
  - LED lighting
  - Solar & wind power



# Balzac

# Video



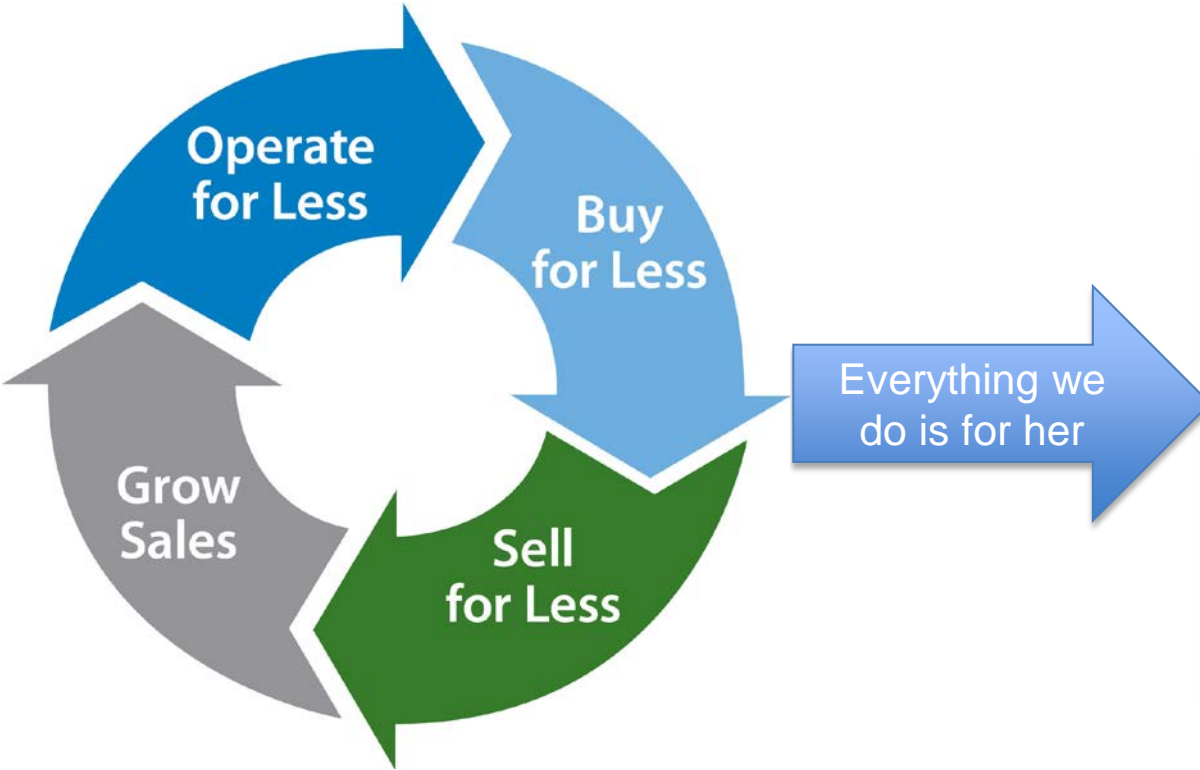


# Dwayne Milum

## Corporate Controller



# Operate for less





# Better home-office decisions



- Integrated feature planning
- Reduced frequency of modular changes
- Reduced frequency of price changes



# Better customer service through licensees



- Operated by Jack Nathan Health Centre
- 28 in operation across Canada



# Better customer service through licensees



 **Furama** 富麗華餅店  
Cake & Desserts Garden

Operating in  
**Walmart**  
Save money. Live better.™

 **MEAT** 以客為先  
以誠為本

Operating in  
**Walmart**  
Save money. Live better.™

東海洋 **Seafood**  
**Ocean Premium**

Operating in  
**Walmart**  
Save money. Live better.™



# Cheaper to operate





# Faster to operate





# Key takeaways

- Global best practices
- Direct import growth
- Supply chain
- Operate for less
- Better, simpler, cheaper, faster



A large, stylized red maple leaf is positioned behind the text, centered horizontally and partially obscured by the letters.

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