

Wal-Mart Stores, Inc. (NYSE: WMT)

Bill Simon
President & CEO, Walmart U.S.

William Blair
31st Annual Growth Stock Conference

June 15, 2011



Walmart 
Save money. Live better.

Expect forward looking statements

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Financial priorities

Growth



Leverage



Returns



Financial priorities

Growth



- Drive comp sales
- Add supercenters
- Open new formats
- Expand through multi-channel

Leverage



- Drive productivity loop
- EDLC → EDLP

Returns



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- Apply disciplined capital allocation
- Increase ROI

FY12 four-point plan to improve Walmart U.S. sales

EDLP

**Improve remodel
program**



**Broadest assortment
possible**

Multi-channel initiatives

Delivering broadest assortment

CATEGORY	SKUs RETURNED*	EXAMPLES
Grocery	1,800	Food, dry grocery
Consumables and H&W	1,700	Pets, personal care, cosmetics
Hardlines	3,100	Hunting, fishing, fabrics & crafts
Home	800	Outdoor decor
Toys/Seasonal	500	Toys, seasonal, e.g., pool
Entertainment	400	Electronic accessories, computer related categories
Apparel	200	Ladies' plus size offerings
TOTAL SKUs RETURNED	8,500	

* As of April 30, 2011

Action alley communicates EDLP, promotional intensity

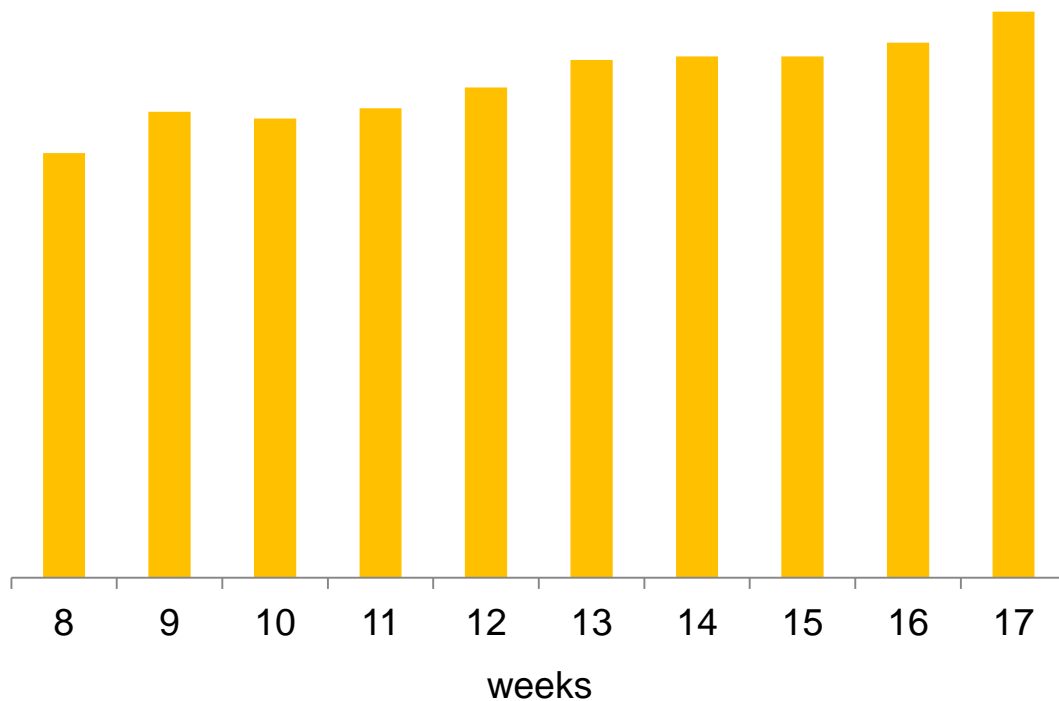
- Bold price communications
- Deliver promotional intensity to customers
- Added a total box lift of ~15 bps to comp sales in Q1
- More robust seasonal presence



* As of April 2011

Changing focus for in-stock to on-shelf availability

On-shelf availability from week 8 to week 17

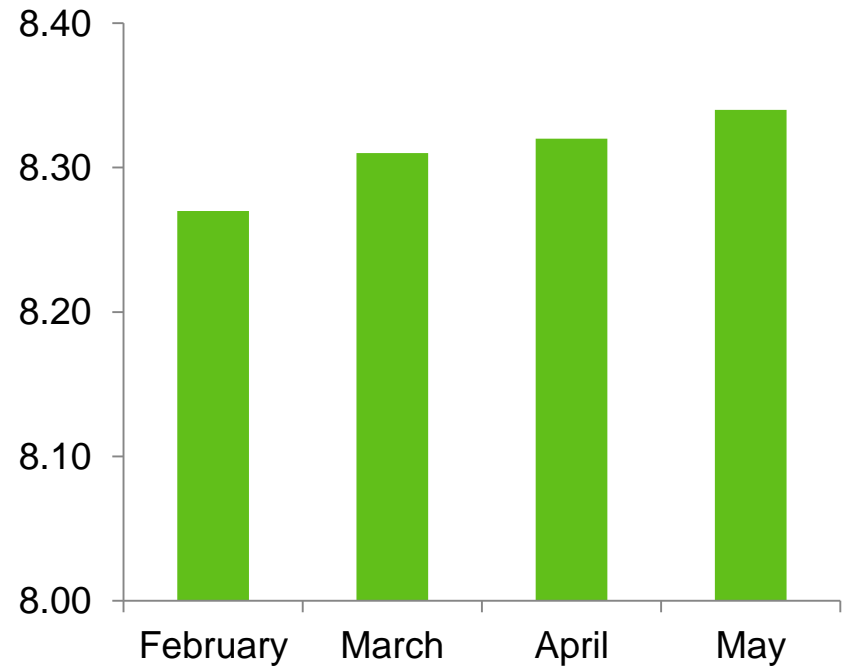


Week 8 represents March 19 forward

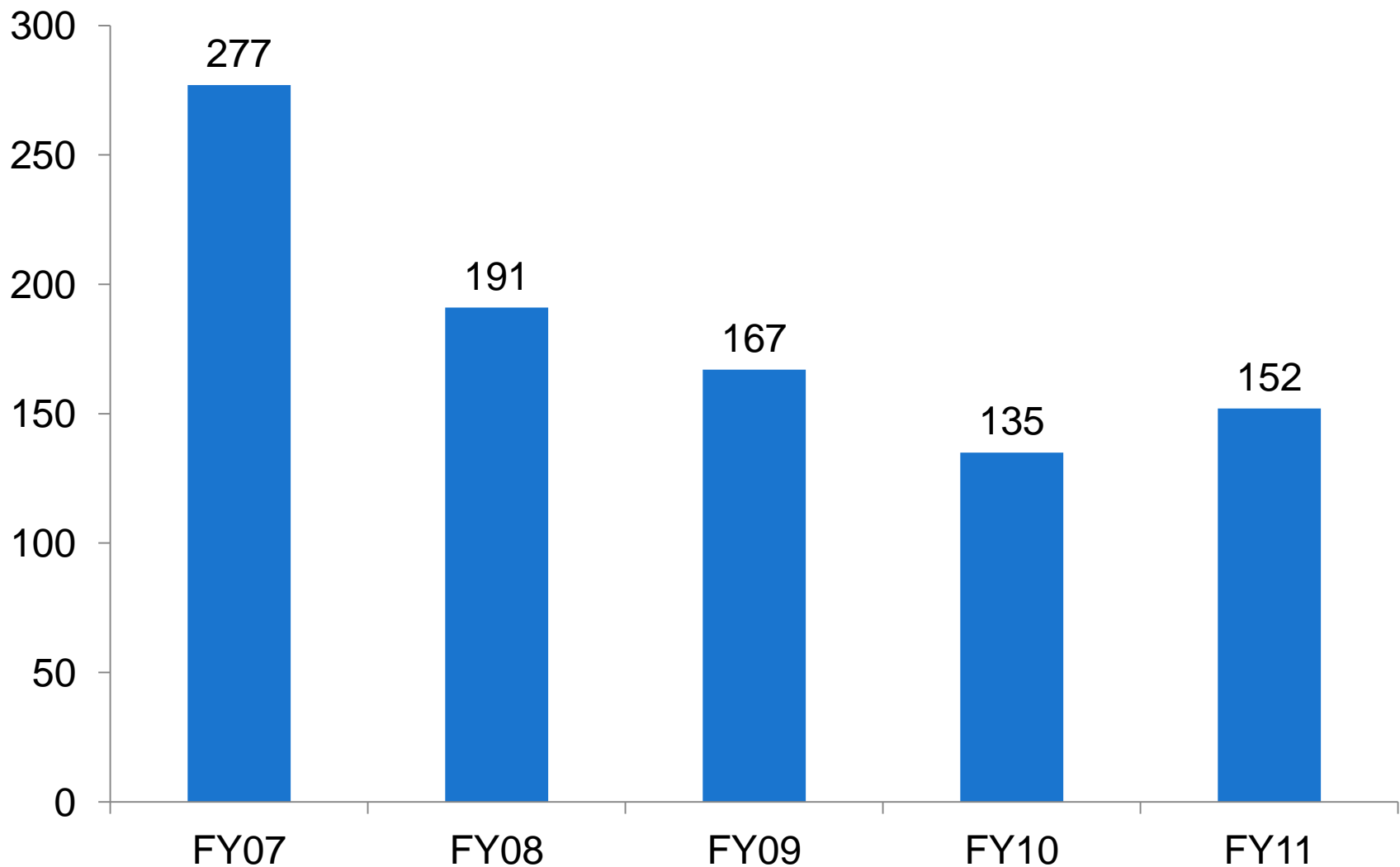
Customer experience levels remained high in FY12 Q1



Overall satisfaction



Moderated supercenter growth affected comp sales



Growing through new stores



Supercenter

- Primary growth vehicle



Neighborhood Market

- 185 stores currently
- 180 new stores approved by Real Estate Committee
- 300+ by FY13



Walmart Express

- 15 - 20 in current pipeline

Walmart Express pilot program under way

- Pleased with opening performance of two rural Arkansas pilots
- Grand opening today in Richfield, NC
- Late July grand opening in Chatham, IL (Chicago)



Improving remodel efficiency, reducing costs & disruption

- Supercenter remodel conversions are on hold, pending evaluation
- Consolidating remodel prototypes into a single prototype
 - Stabilize customer traffic through remodel process
 - Lessen customer & associate disruption
 - Reduce remodel time from 8 weeks to 5 weeks, down from the previous 12-16-week period for Project Impact remodels
- Results in greater capital efficiency and ROI
 - Delivering cost reduction of ~15% versus last year



Driving sales turnaround in a difficult economy

**Inflation? Not with a 9% jobless rate;
Despite rising fuel and food costs, the economy is still too sluggish**

- USA Today, June 9, 2011

Inflated Worries

- The New York Times, March 25, 2011

New York: Any American who has shopped for groceries or pumped gasoline in the last few months knows that prices for food and energy have been soaring.

**Jobs jump, but worries linger;
Unemployment up; growth of long-term jobless troublesome**

- Chicago Tribune, May 7, 2011

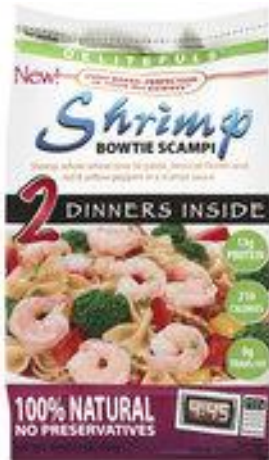
Merchandise assortment critical to comp sales improvement



- New meat program improved beef quality
 - Piloted in 3 markets
 - Sales up 10-12% in pilots
 - Program rolling to all stores in June
- Hardlines assortment improved
 - Adding back fabric, including pre-cut
 - Expanding tire assortment
 - Good, better, best paint line



Driving innovation with product launches



Integrate sales through multi-channel & eCommerce



- Combined with stores creates competitive advantage
- Greater price transparency through mobile devices
- Walmart U.S. integration with walmart.com
 - Site-to-Store sales are up vs. last year
 - Site-to-Store is available in all formats
 - Pick up today now in all U.S. supercenters

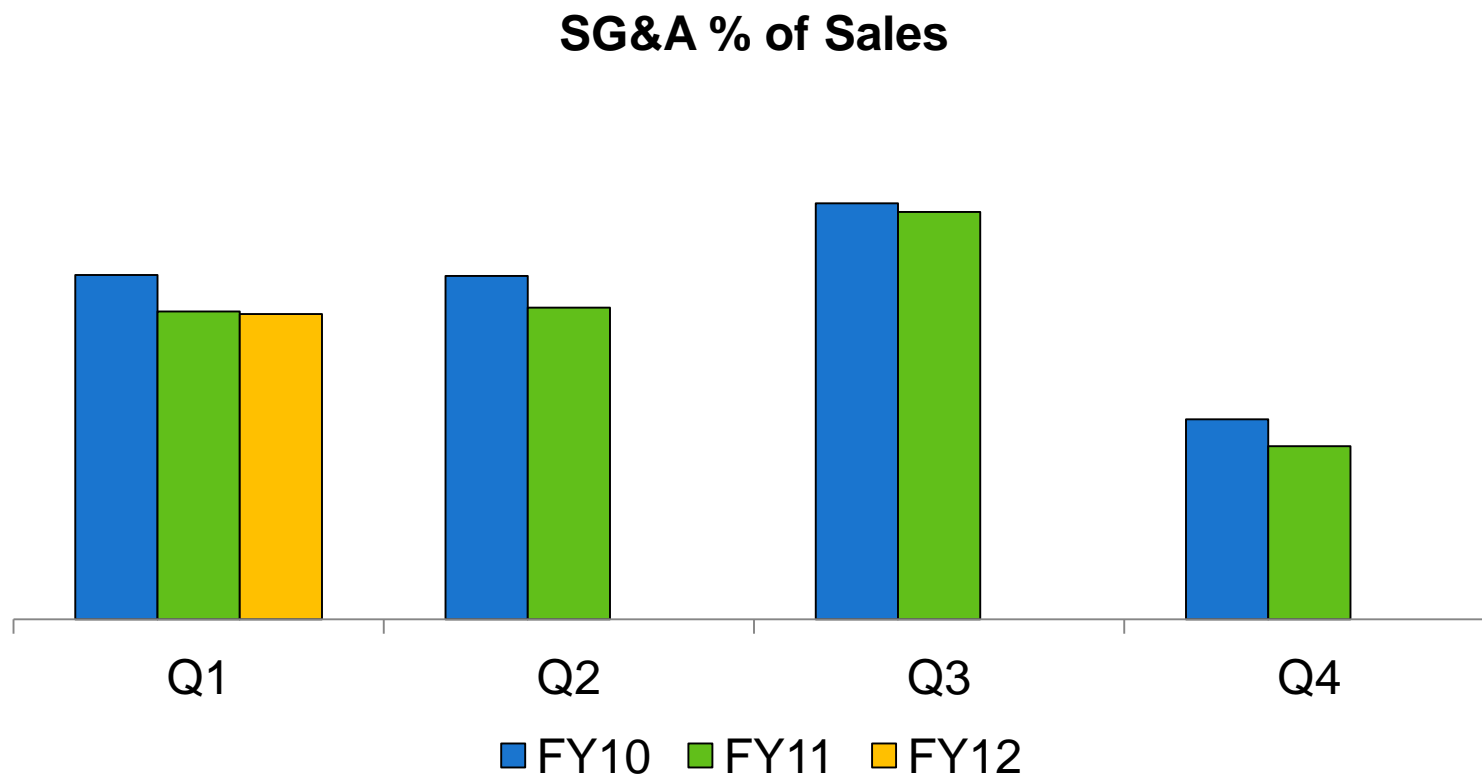


Leverage



- Drive productivity loop
- EDLC → EDLP

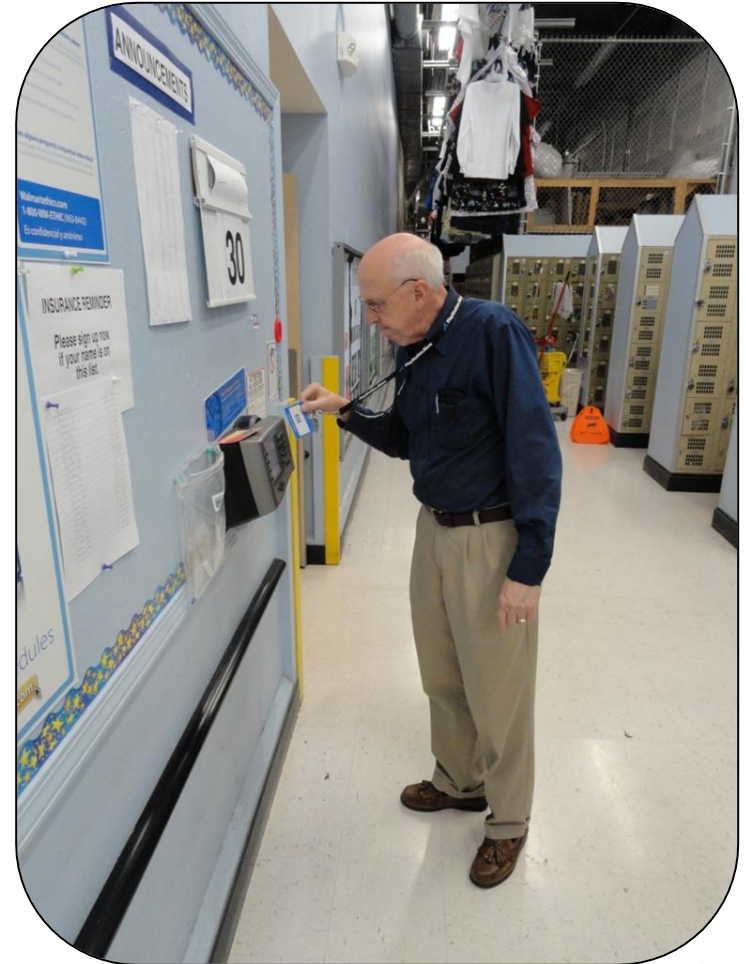
Delivered continued expense leverage



* Chart axis is condensed

Leverage through various productivity initiatives

- Examples of cost reduction & labor efficiency
 - One-touch freight program to optimize pallet delivery at store
 - Collaborating with suppliers on deliveries
 - Work-flow task system initiated by associate's badge



Logistics driving productivity loop

- Saved ~\$450M in capital over the past 10 years with distribution center (DC) productivity gains
- CAGR for cost per case shipped declined during past 5 years
- CAGR for fuel price per gallon increased nearly 9% during past 5 years

Cases shipped per hour	5-year CAGR
Business Unit	6.4%
Grocery DC	7.3%
Regional DC	5.0%
Fashion DC	5.4%



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Questions?



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