

"Contributing towards improving the quality of life for families in Mexico and Central America"

WALMART DE MÉXICO Y CENTROAMÉRICA REPORTS

NOVEMBER 2016 SALES

FREE TRANSLATION, NOT TO THE LETTER

Mexico City, December 5, 2016

Wal-Mart de México, S.A.B. de C.V. (BMV: WALMEX) announces to its shareholders as well as to the public in general that during the month of November 2016, sales amounted to **\$49,124 million pesos**. This figure represents a **10.3%** increase over sales reported in the same month of 2015.

Total Sales			
	November		
	2016 Million MXN	2015 Million MXN	% Growth
Mexico*	39,799	37,226	6.9
Central America**	9,325	7,307	27.6
Consolidated	49,124	44,533	10.3
	January – November		
	2016 Million MXN	2015 Million MXN	% Growth
Mexico*	378,251	346,322	9.2
Central America**	86,860	69,287	25.4
Consolidated	465,111	415,609	11.9

* Mexico sales do not include the Suburbia division, in conformity with accounting standard IFRS5.

** Central America sales growth figures are impacted by variations in exchange rates.

Mexico Sales

During **November 2016**, total sales for Mexico increased **6.9%** over sales reported in November 2015. Comp stores sales during the month, meaning all those units in operation for over a year, posted a **5.8%** increase compared to the same month of 2015.

Considering the **four-week period** from **October 29 to November 25, 2016**, as compared to the four-week period ending November 27, 2015, total sales increased **9.4%** and comp store sales increased **8.2%**.

Mexico Sales Growth 2016*		
	Calendar	
	Total Stores %	Comp Stores %
January	11.0	9.8
February	12.8	11.7
March	7.8	6.8
April	9.9	8.9
May	9.1	8.0
June	7.8	6.7
July	13.1	12.0
August	4.8	3.8
September	7.2	6.1
October	11.9	10.8
November	6.9	5.8
January–November	9.2	8.1
	Retail Calendar (Saturday-Friday)	
	Number of weeks	Comp Stores %
4	11.1	9.8
4	8.4	7.5
5	7.4	6.5
4	8.9	7.9
4	13.0	11.8
5	7.8	6.8
4	10.4	9.3
4	8.8	7.7
5	5.5	4.4
4	10.7	9.6
4	9.4	8.2
47	9.1	8.0

* Mexico sales do not include the Suburbia division, in conformity with accounting standard IFRS5.

This document may contain certain references concerning Wal-Mart de México S.A.B. de C.V.'s future performance that should be considered as good faith estimates made by the Company. These references are a reflection of Managements' expectations about the Company and are based upon currently available data. Actual results are always subject to future events, risks and uncertainties, which could materially impact the Company's actual performance.



During the month of November on a comp unit basis, the average ticket increased **6.5%** and the number of transactions decreased **0.7%** as compared to the same month of 2015.

Central America Sales

During October, total sales for Central America, on a constant currency basis, increased **8.2%**, and comp store sales posted an increase of **3.4%**.

Central America Sales Growth 2016

(based on constant currency)

Calendar

	Total Stores %	Comp Stores %
January	9.0	6.8
February	8.3	5.6
March	5.3	2.8
April	9.7	7.0
May	3.8	1.3
June	7.5	4.3
July	14.8	11.0
August	4.3	0.6
September	9.0	5.2
October	10.5	6.5
November	8.2	3.4

January–November	8.2	4.9
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Retail Calendar (Saturday-Friday)

Number of weeks	Total Stores %	Comp Stores %
4	7.5	5.0
4	6.0	3.3
5	4.5	1.8
4	7.2	4.8
4	10.0	7.3
5	6.8	3.8
4	10.4	6.7
4	10.4	6.5
5	7.3	3.6
4	9.8	6.2
4	12.9	7.8

47	8.3	5.0
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Openings

In November, we opened 17 units:

Mexico: 14 units

- **8 Bodegas Aurrerá**, one in Tuxpan, Veracruz; one in Durango, Durango; one in Xalapa, Veracruz; one in Querétaro, Querétaro; one in San Luis Rio Colorado, Sonora; one in Mexico City; one in Villaflores, Chiapas, and one in Guanajuato, Guanajuato.
- **1 Mi Bodega**, in Coalcoman de Vazquez Pallares, Michoacán.
- **3 Bodegas Aurrerá Express**, one in Mexico City; one in Nicolás Romero, Estado de México; and one in Monterrey, Nuevo León.
- **1 Walmart**, in Tijuana, Baja California.
- **1 Superama**, in Mexico City.

Central America: 3 units

- **1 Discount Store**, in Francisco Morazan, Honduras.
- **2 Supermarkets**, one in Francisco Morazan, Honduras; one in Alajuela, Costa Rica.

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Additionally during **December** we have opened three units in Mexico:

- **2 Walmarts**, one in Mérida, Yucatán and one in Tesisitan Zapopan, Jalisco.
- **1 Bodega Aurrera**, in Ixtapaluca, Estado de México.

Corporate Social Responsibility

In November, **Walmart de México y Centroamérica** ranked third under “Companies with the highest investment in programs and technology for the care of the environment” after making the “40 Companies Highly Committed to the Environment” list by Forbes magazine for the third time. This list was created to include those companies in Mexico with internal efficiency and sustainability practices in place aimed at caring for the environment.

In November, the second cycle of the “SME Academies” program was completed with the participation of 53 Central American SMEs that supply **Walmart de México y Centroamérica** and that graduated after being trained by those company executives on business strengthening issues such as value proposition, innovation and merchandising

Company Description

WALMEX is a Retail Sector company whose shares are traded in the Mexican Stock Exchange since 1977. As of **November 30, 2016**, it operated **3,009** units, broken down as follows:

2,280 Mexico	729 Central America
1,755 Bodegas Aurrera:	493 Discount Stores
487 Bodegas	92 Supermarkets
329 Mi Bodegas	27 Walmarts
939 Bodegas Express	117 Bodegas
259 Walmarts	
160 Sam's Clubs	
96 Superamas	
10 Medimart Pharmacies	

As of today, Walmex operates 3,012 units, including the stores we have opened in December 2016.

Ticker Symbols

Mexican Stock Exchange:	Bloomberg:	Reuters:	ADR's sponsored program:
Walmex	Walmex* MM WMMVY US	Walmex.Mx WMMVY.Pk	WMMVY

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Websites

Investor Relations: www.walmex.mx

Corporate: www.walmartmexicoycam.com.mx

From the different formats:

www.walmart.com.mx
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Note: The information presented in this document is preliminary.

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