



# NYSE:WMT

22nd Annual Meeting for the  
Investment Community

October 14, 2015

# Doug McMillon

**President and CEO  
Walmart Stores, Inc.**

NYSE:**WMT**

**Walmart** 

**Walmart** ®

# Today's Meeting



Overall  
strategy



Financial  
guidance



eCommerce



Walmart U.S.

**Walmart** ®

# Position of Strength

260 million  
customers  
a week

Supply  
chain

Reputation  
for value

People and  
culture

Free cash  
flow



Investing  
to Grow

**People**



**Technology**

NYSE:**WMT**



# Our Strategy

## 1. Winning with stores



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# Our Strategy

## 2. Adding capabilities to our supply chain



# A More Sustainable Supply Chain



# Our Strategy

## 3. Building digital relationships with customers



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We will be the **first** to deliver a  
**seamless shopping experience**  
at scale



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In-store **\$1,400** > **\$2,500** Commerce **\$200**

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# Positioning for Growth

## Delivering value



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# Positioning for Growth

## Providing convenience



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1 in 4 online grocery customers in  
Denver is new to Walmart





dougmcmillon

382 likes

2w

carolinereeve @tauberc  
@sarahestelle @tjjackson11 @conzworth  
we should check this store out!!!

emmapepper28 Wow!!! The  
colleagues should be soooo proud!  
Amazing job! Id love to see some of that  
in the UK 🍷🍷🍷🍷

sarahestelle @carolinereeve yes!!!

amberbynum8 So inviting and warm.  
The apples make me want to make an  
apple pie!! Looks great!

sassycas Next time non in next door



Add a comment...



# Positioning for Growth

**Being great merchants**



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# Positioning for Growth

## In priority markets – North America



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# Positioning for Growth In priority markets – China

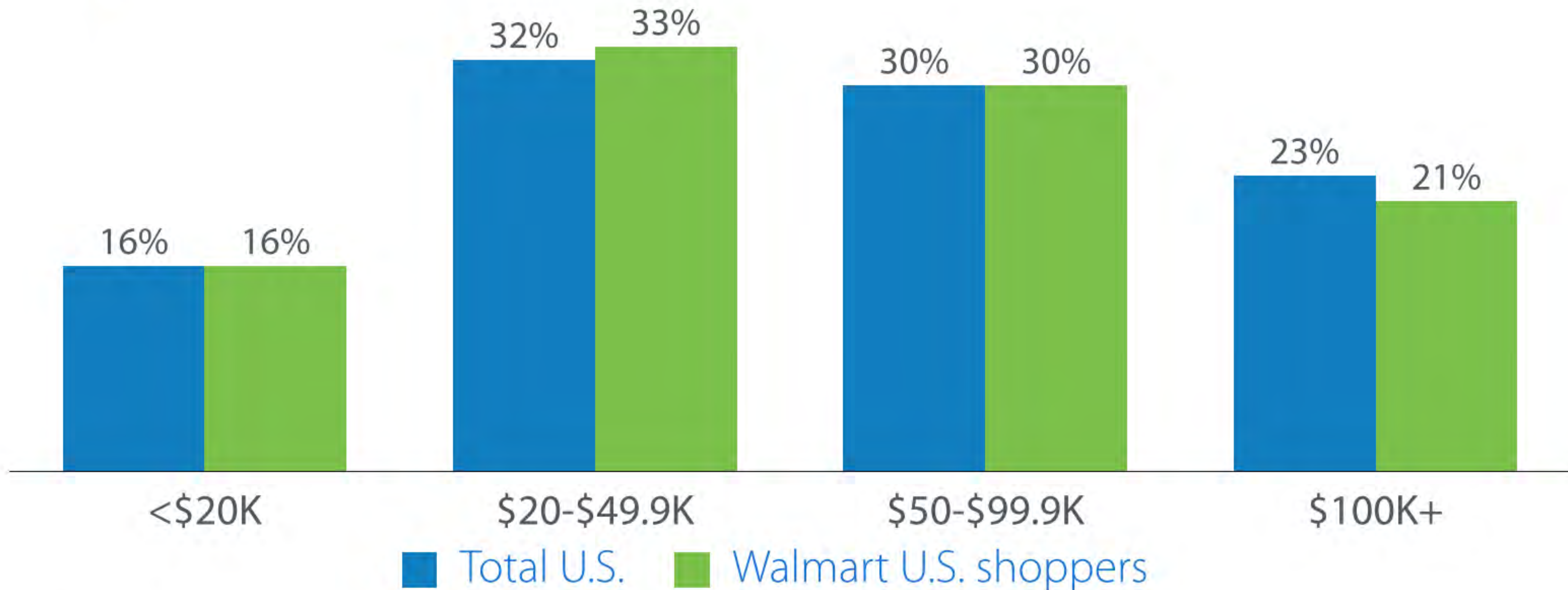


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# Positioning for Growth

## Appealing to a blend of incomes



©AC Nielsen 2015, based on Household Panel Data (Food/Consumables/OTC)- 52 weeks ended May 9.





# Key Takeaways

- First to deliver a seamless shopping experience at scale
- Growing sales at a faster rate than the market
- Disciplined with capital
- Strong returns for shareholders