



# PERFORMANCE

GRI 201: 103-1, 103-2, 103-3



Our results evolve as we implement our strategy. We are a growth Company, and we will continue to accelerate our growth by investing in our strategic plans

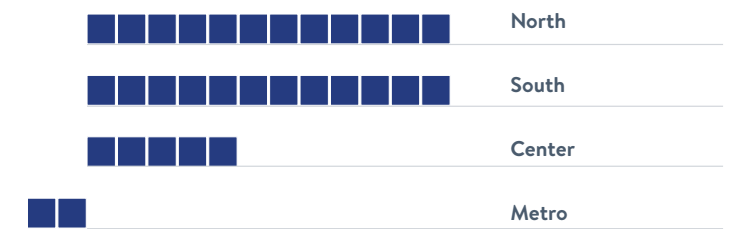
Our financial results were solid in light of an extremely challenging year, characterized by high global inflation levels and the complexities involved in an ever-changing environment. Thanks to our customers' preferences and trust, sales growth accelerated from quarter to quarter throughout the year. Despite uncertainty, we remain committed to investing in the region to accelerate growth and create shared value for all our stakeholders.

## Results by country, format and division

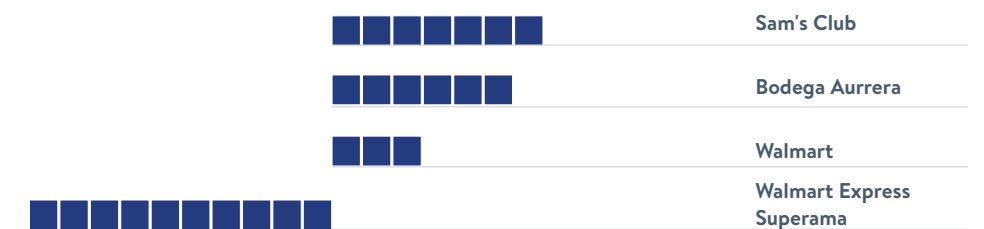
Same-store



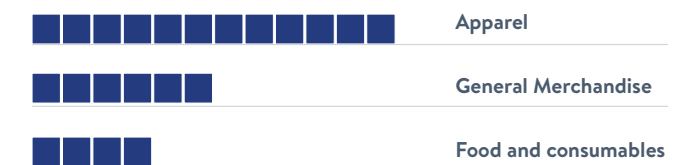
### Geographic area



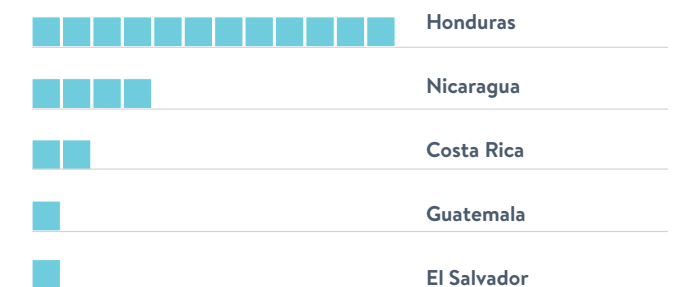
### Format



### Division



### Countries





In 2021, same-store sales performance was solid. The North, South and Center regions led the growth. On the other hand, all merchandise divisions grew, primarily Apparel, which reversed its trend compared to the previous year, followed by General Merchandise and Food and Consumables.

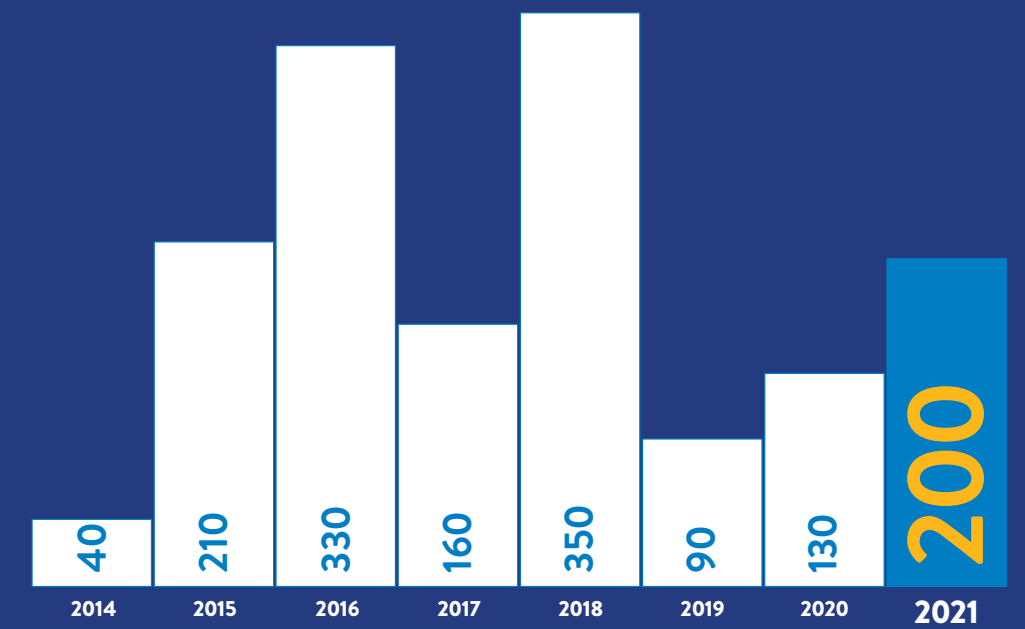
We expanded the same-store sales gap vs. ANTAD by 200 bps. We are moving fast and innovating to transform the shopping experience, and customers are rewarding us with their preference.



We are very proud of the results. We grew above the self-service and clubs market for the eighth consecutive year, as measured by ANTAD, the Mexican retail association.

**Growth gap in same-store sales**  
**Walmex<sup>1</sup> vs ANTAD self-service and clubs**

Basis points



1 Mexico: Self-service and Sam's Club






Our format results have been consistent from one period to another. This year, growth was led by Sam's Club, followed by Bodega and Supercenter. It is important to note that in 2021, we made significant progress converting our Superama format to Walmart Express, striving to satisfy our customers' need for a quick and convenient shopping experience with reduced prices for basic items. The transition period was challenging, shopping experience is not ideal when remodel works are undergoing, and this translated into softer sales.

Total revenue in 2021 grew 6.0% compared to 2020, for a total of 609.2 billion pesos, proving our consistent results.

After the strong growth reported in our eCommerce sales last year, it was not easy to settle a comparison that would allow us to determine our customers' behavior in 2021. However, we are proud to share the results obtained thanks to the great work done by the team that implemented and executed our long-term strategy in a challenging environment.

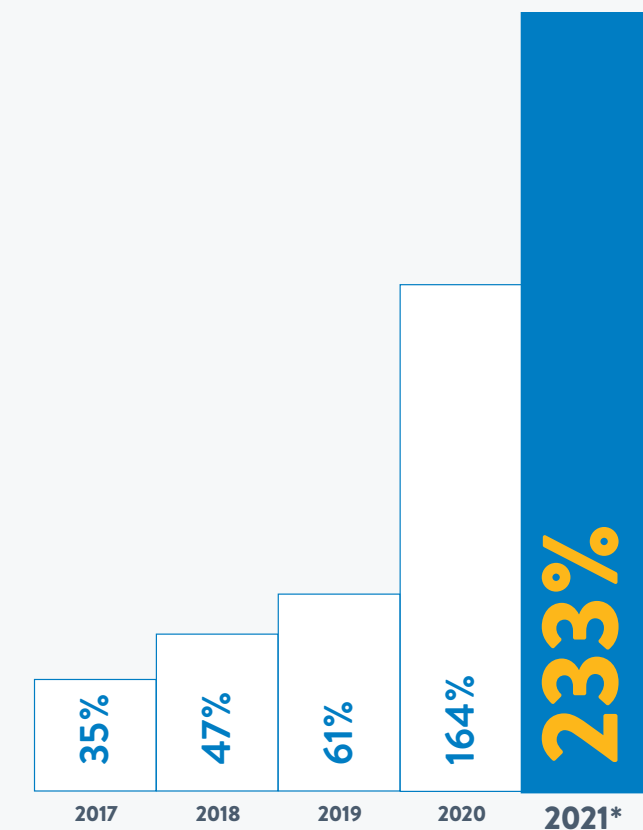
**eCommerce sales grew 36% during the year, and GMV (Gross Merchandise Value) 40%. A two-year stacked growth of more than 200%.** eCommerce represented 4.9% of Mexico sales, and contributed 1.4% to our total sales growth in 2021.

We are tailoring the omnichannel experience to meet the needs of the different customers we serve and is pleasing to see they are appreciating it. According to Euromonitor data for 2021, we increased our eCommerce market share by 190 basis points; this result shows that customers appreciate our efforts.

 **609.2 billion** pesos, a 6.0% growth of total revenue



### GMV Growth



\*Two-year stacked growth





We continue to invest to position our Company for the future and to create new revenue streams. Gross margin grew 40 basis points, representing 23.2% of total revenue this year. SG&A grew 6.8% compared to the previous year, mainly due to strategic investments in remodeling, new stores, reinforcing our omnichannel strategy, talent, and technology.

**Annual results were positive as operating income grew 10.9%, representing 9.1% of total revenue. EBITDA grew 9.6%, keeping it in double digits, representing 11.4% of revenue.**



**11.4% EBITDA margin**  
in Mexico





**Total revenue reached 126.8 billion pesos, 8.1% growth compared to the previous year.** Sales performance in same-stores by country grew consistently; Honduras and Nicaragua reported stronger growth, followed by Costa Rica, Guatemala and El Salvador. These are solid results, considering the macroeconomic environment in the region.

Gross margin fell 10 basis points, representing 24.1% of revenue this year. The reduction was mainly due to investments in prices related to the execution of the Biformato strategy in Groceries, Consumption, Fresh, and Pharmacy for the Bodega and Discount formats.

This year, we leveraged 20 basis points in SG&A, compared to 2020 because of the business simplification approach that has generated savings and operational efficiencies.

Operating income represented 5.8% of total revenue, 7.5% growth compared to the previous year.



As a result of our operating and financial discipline, EBITDA represented **9.1%** of total revenue, a **5.4% growth compared to 2020**



Note: growth sales percentages in Central America are on a constant currency basis.

# CENTRAL AMERICA



Consolidated revenue for this year totaled 736 billion pesos, a 4.9% growth and 6.3% on a constant currency basis, compared to 2020, reporting above-average market growth in both regions. We invested in prices in Mexico and Central America, and our 23.3% gross margin increased 20 basis points compared to the previous year.

SG&A increased 4.9% compared to 2020, mainly driven by strategic investments.

Operating income represented 8.5% of total revenue, with an expansion of 30 basis points and 9.5% growth compared to the previous year. EBITDA reached 81.2 billion pesos, 11.0% of total revenue, representing an expansion of 30 basis points compared to 2020.

Our financial strength provides us the flexibility to balance short-term results with long-term plans. We will continue improving our cash position through the financial discipline that characterizes us, generating solid returns.



Our cash-flow generation is solid, consistently growing year after year



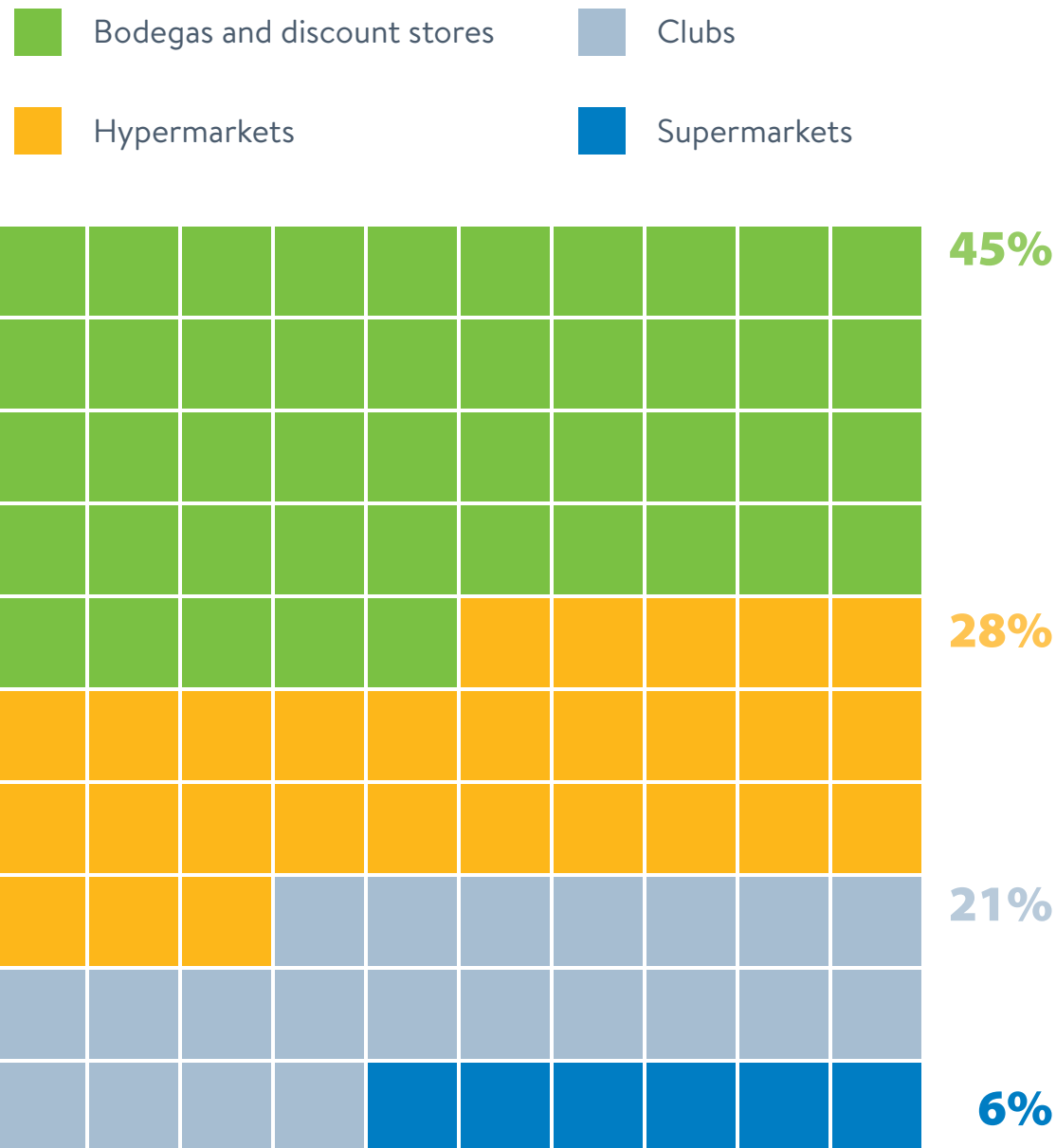
**736 billion** pesos of total revenue +4.9% growth







# SALES SHARE BY BUSINESS FORMAT



Our multi-format strategy allows us to meet different shopping occasions in different socio-economic segments

### Bodegas and discount stores

Stores focused on customers looking for the best price and value in their purchases. Through our Every Day Low Price value proposition we offer perishables, groceries, consumables, general merchandise and household items at the best prices in the market. Now also online with a wide assortment of general merchandise on our website and On Demand with same day delivery.

### Hypermarkets

Stores focused on offering a broad catalog of perishables, groceries, consumables, general merchandise and apparel through our Every Day Low Price value proposition. We offer an extended assortment from our website, where we also have a marketplace so our customers can find everything they are looking for in one place. We have enabled stores with omnichannel capabilities to offer On Demand with same-day delivery.

### Clubs

Club de Precios con membresía, donde ofrecemos los mejores productos nuevos y diferenciados en volumen a precios irresistibles. En Sam's Club atendemos socios de negocio e individuales que buscan la mejor experiencia de compra ya sea en tienda o en línea, ofrecemos *On Demand* desde todos nuestros clubes con entrega a domicilio o *pickup*.

### Supermarkets

We offer excellent quality products in departments such as perishables, groceries, consumables and selected general merchandise products, focused on providing the best shopping experience to our customers at low prices. With On Demand service with same day delivery, offering greater convenience.