

Walmart in India Fact Sheet

Total retail units as of July 31, 2010: 2

Best Price: 2

Associates: 544*

About Bharti Walmart Private Limited

Bharti Walmart Private Limited is a joint venture between Bharti Enterprises, one of India's leading business groups with interests in telecom, agri-business, insurance and retail, and Walmart, the world's leading retailer, renowned for its efficiency and expertise in logistics, supply chain management and sourcing. The joint venture is establishing wholesale cash-and-carry and back-end supply chain management operations in line with Government of India guidelines. Under the agreement, Bharti and Walmart hold a 50:50 stake in Bharti Walmart Private Limited. The first wholesale cash-and-carry facility named "Best Price Modern Wholesale" opened in Amritsar in May 2009.

Wholesale Cash-and-Carry to Benefit Retailers

Best Price Modern Wholesale store is a one-stop shop that meets the day-to-day needs of restaurant owners, hoteliers, caterers, fruit and vegetable resellers, kiranas, other retail store owners, offices and institutions. The store offers an assortment of approximately 6,000 items, including food and non-food items, which are available at competitive wholesale prices, allowing retailers and business owners to lower their cost of operations.

More than 90 percent of these goods and services are being sourced locally; thereby helping keep costs to a minimum, adding to the growth of the local economy and creating job opportunities, with the cash and carry store directly employing more than 200 local people.

Wide Range of Quality Merchandise

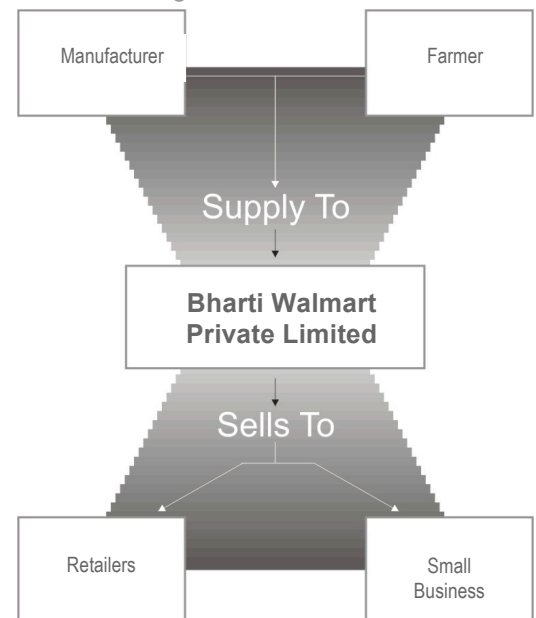
A typical wholesale cash-and carry facility will stand between 50,000 and 100,000 square feet and sell a wide range of fruits and vegetables, groceries and staples, stationery, footwear, clothing, consumer durables, and other general merchandise items.

Efficient Supply Chain to Help Minimize Wastage and Maximize Value for all Key Stakeholders

The joint venture has also invested in establishing an efficient back-end supply chain management operation. The joint venture works with the existing supply chain infrastructure to help make it more efficient, thereby maximizing value for farmers and manufacturers on the one end and retailers, and in turn, consumers on the other. The supply chain operation supports farmers and small manufacturers who have limited infrastructure and distribution strength and help minimize wastage, particularly of fresh foods and vegetables. An efficient supply chain can play an important role in transforming farmers and small manufacturers into successful entrepreneurs.

Technical Collaboration between Bharti Retail and Walmart

In addition to the joint venture, Bharti Retail (a wholly-owned subsidiary of Bharti) has entered into a franchise agreement with Walmart whereby Walmart provides certain technical support to Bharti Retail. For its front-end retail venture, Bharti Retail requires critical retail technology and technical know-how. Within the framework of permitted franchise arrangements, Bharti Retail has entered into a technical collaboration with Walmart whereby Walmart provides such critical technical support to Bharti Retail. Since April 2008,



Bharti Retail has opened 48 small format stores and two medium format stores in the states of Punjab, Haryana, Rajasthan and Delhi.

Sourcing from India

Walmart has been sourcing a variety of products from suppliers in India for more than 20 years. Walmart's office in Bangalore serves as Walmart's Global Procurement (GP) hub for the sourcing of merchandise from India and Sri Lanka to Walmart stores and Sam's Clubs globally. GP India also manages Global Procurement from Sri Lanka, including quality control/ assurance audits and ethical sourcing factory compliance audits in Sri Lanka.

Major categories sourced from India include home textiles (including towels, shower curtains, bath mats, accessories, bedding sheets, and kitchen linens), apparel (including woven, knitwear and leather footwear), leather accessories, fine jewelry, and house wares (including fine dining ware, home décor and tabletops). The main categories sourced from Sri Lanka are apparel, textiles and gifts.

* As of September 2009

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