

Brazil Fact Sheet

Total retail units as of December 31, 2011: 509

Walmart Supercenter	51	Magazine (Bompreco)	1
Sam's Club	26	Mercadorama (Sonae)	21
TodoDia	152	BIG (Sonae)	36
HyperMarket (Bompreco)	36	Maxxi Atacado (Sonae)	54
SuperMarket (Bompreco)	63	Nacional (Sonae)	69

Associates 87,000*

History Walmart Brazil began its operations in 1995 with two supercenters and three Sam's Clubs in the state of São Paulo. In 15 years, the company has become the third largest retailer in Brazil. Two acquisitions propelled Walmart Brazil during this time: Bompreço's 118 stores in the northeast region of Brazil and Sonae's 140 stores in the south region. With these acquisitions, Walmart Brazil grew from a two brand company to a nine brand company with multiple store formats. During the last two years the company has grown organically by building new stores for all of the brands across 18 states and the Federal District.

Awards In 2011 Walmart Brazil has received the following awards:

Prêmio Vasconcelos Sobrinho – Awarded by Agência Estadual de Meio Ambiente e Recursos Hídricos (CPRH) of Pernambuco, Walmart Brazil was recognized at the Community Participation category, by the project “Agenda 21 da Bomba do Hemetério”.

Prêmio Von Martius de Sustentabilidade – Walmart Brazil was recognized by its Sustainability Program

Ranking Benchmarking Ambiental –The case “Communication Visual at Stores” was recognized by Instituto Mais.

Prêmio Expressão de Ecologia – Hosted by the Publishing House “Expressão”, Walmart was selected by the End to End Project.

Prêmio E-Bit – Diamante Azul – The Walmart Brazil's e-commerce channel was elected, by the customers, as the best virtual store, for the second year.

Opportunity Through the Clube dos Produtores (Producer's Club), small and medium-sized producers join Walmart's supply chain and can negotiate directly with the company. The program participants enjoy priority for delivery of merchandise and shorter payment terms, providing access to a large retail chain. In order to participate in the program, producers must follow good labor practice, compliance with legislation and environmental sustainability. By the end of August, Clube dos Produtores had approximately 8,600 families participating in the program through cooperatives and associations in more than 340 cities in 12 Brazilian states.

The E-Solidário is a partnership with Solidarium that gathers 14 cooperatives/groups. It sells 92 different types of products (handmade clothes, bags, handicrafts, etc.), in different regions of the country, on walmart.com.br. The initiative 209 participants, among which nearly 80% are women, have benefited from this partnership.

Recently, Walmart launched a new initiative in the Brazilian retail market; hiring women to build its new stores. A Sam's Club unit currently under construction in São Bernardo do Campo is the first store to count on women bricklayers.

Community

In June, the Caravana do Instituto Walmart (Walmart Institute Carvan) started in São Paulo. The goal is to "unravel" Brazil through action and community mobilization initiatives in support of communities in the country. The idea is to know and recognize those who promote such actions, as well as stimulate new initiatives. The project has made three more stops in the Northeast of Brazil (Salvador, Fortaleza and Maceió).

In November 2010, Instituto Walmart and Impulso NGO promoted the event "Microcredit: An Ally for Social Inclusion," which launched the first Brazilian portal of microcredit in order to create a credit channel aimed at low-income entrepreneurs around the country.

Walmart Brazil works with food banks to distribute surplus food of good quality that does not quite meet sales standards. The company's main partner is the Mesa Brasil program. In 2010, the company donated more than 2,300 tons of products to Banco de Alimentos (Food Bank) in Rio Grande do Sul state, Prato Amigo in Bahia state and Mesa Brasil, which is run by Sesc (Social Service for Commerce) in 14 states and the Federal District. Stores choose local partners in locations not attended by these programs.

The Walmart Brazil Institute's Escola Social de Varejo (Social Retail School) prepares participants to work in entry level positions in several areas of the retail business, including operations, fresh, sales floor, restaurants, customer service and administrative positions. Since opening in 2010, approximately 1,000 young people from six states completed courses supported by Walmart and more than 100 of them were hired by Walmart. Nearly 60 percent of the students are women and 80 percent of the graduates are expected to enter the market. Several partners around the country support the initiative, such as government entities, NGOs, etc. The goal is to have 20,000 young people trained and incorporated into the labor market by 2014.

In July 2008, the Walmart Institute launched a five year development program in partnership with the municipal administration of Recife and the Pernambuco State Government. The location chosen was a neighborhood called Bomba de Hemetério (Hemetério's Pump) in the North Zone of Recife, Pernambuco. This is a long-term program, making use of a number of indicators to measure progress such as drops in the unemployment rate, number of children behind in their school levels, sanitary conditions and the neighborhood's Human Development Index (HDI).

Sustainability

Walmart Brazil has opened 17 eco-efficient stores and one distribution center since 2008. They are expected to reduce energy consumption by at least 25 percent, water consumption by 40 percent and greenhouse gas emissions by at least 30 percent.

In August, Walmart Brazil held their fourth Sustainability Forum, focused on transportation. More than 100 representatives of industry, logistics providers and network professionals, participated in discussions between Walmart and their partners regarding more sustainable technologies and practices. The Forum also reinforced the commitment of Walmart Brasil with the "Na Mão Certa Pact" that has the role of fighting against the abuse of child and teenagers along Brazilian highways.

In 2010, the company developed a system to monitor the progress of social and environmental commitments announced in 2009. Data tracked ranges from emission inventory of greenhouse gases to the purchase of products related to illegal deforestation of the Amazon to the signature of the Pact for the Eradication of Slave Labor by the Ministry of Labor.

Walmart Brazil's End-to-End project just completed its second edition. This initiative is a partnership with Walmart and its top suppliers to examine the life cycle of a product, from raw materials to post consumption, and find ways to reduce the environmental impact. Thirteen suppliers participated in the second edition, including Danone, Kimberly-Clark, L'Oreal, Kraft Foods, Sara Lee and Whirlpool.

Walmart Brazil is in the third year of a five year partnership with Conservation International to help preserve the National Forest of Amapá, also known as Flona do Amapá. The 412,000 hectares of forest will receive an investment of R\$ 5 million. The project is intended to conserve the forest and promote sustainable development practices for the population of this state, located in the northern part of the country. The objective is to make Flona a model in administration and sustainable use of resources in the Brazilian Amazon.

**As of August 2011*

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