

China Fact Sheet

Total retail units as of December 31, 2011: 357

Trust-Mart Hypermarket	103
Supercenter	241
Sam's Club	6
Neighborhood Market	2
Smart Choice	3
Discount Compact Hyper	2

Associates Walmart: 67,454 Trustmart: 27,463*

History Walmart began its retail operations in China in 1996, with the opening of a supercenter and Sam's Club in Shenzhen. Walmart's Global Sourcing Office opened in February 2002. In February 2007, Walmart purchased a 35 percent interest in Trust-Mart. In June 2011, Walmart signed a memorandum of understanding with Shanghai's local government to establish Walmart China's eCommerce headquarters in Shanghai.

Awards Walmart China has received numerous awards and recognition for the company's business practices including:

- Walmart was awarded the "Most Influential Enterprise in 2011" by Oriental Entrepreneur, Manager, Xinmin Weekly, Financial Circle, and BTV.
- Walmart China was awarded The Year 2011 Best Employer by China HR, rank 20 in the Top50.
- Walmart China was awarded as the 2011 Special Award on Corporate Social Responsibility by China Association of Enterprises with Foreign Investment (CAEFI), China Foundation on Consumer Protection.
- Walmart's Beijing Wangjing Store (1016#) was chosen by China Chain Store & Franchise Association as one of the first companies to receive the 100 Model Low-carbon Stores Award
- 2010 Best Corporate Social Responsibility Contribution Award of China by the Chinese Red Cross Foundation, Jinghua Commonweal Fund and Beijing Times newspaper
- China Women's Charity Award by All-China Women's Federation and China Women's Development Foundation
- Low-Carbon Innovation Company by China Youth Daily newspaper and The Economy Journal magazine
- Best Retail Place to Work and Retail Innovation Award of 2010
- The China Best Employer Enterprise by the International Human Resources Association
- Leading Brand of 2010 Low-carbon China by People.com.cn.
- 2010 Hurun CSR Top 50
- Top 10 Global Leaders in Green Economy by International Green Economy Association
- The Top Charity Brand that Influences China by China Media Culture Promotion Association (CMCPA)
- Topped the 2009 Multinational Company's Contribution to China List by the China Enterprise Federation, China Enterprise News and China CSR Research Center
- China Top 100 Brands and Top 10 Foreign Brands at the P.R. China's 60th Anniversary by People's Net of the People's Daily and the China Newsweek

Opportunity At Walmart China, opportunity means continuous engagement with customers, suppliers, our associates and the communities where we operate. This is a long-term strategy for our business in China, including delivering real value to our customers, building and keeping mutually-beneficial partnerships with our suppliers and providing our associates with development and

career opportunities.

Walmart China firmly believes in local sourcing. We have established partnerships with nearly 20,000 suppliers in China. More than 95 percent of the merchandise in our stores in China is sourced locally. In addition, Walmart is committed to local talent development and diversity, especially the cultivation and full utilization of female staff and executives. Ninety nine percent of Walmart China associates are Chinese nationals. All our stores in China are managed by local Chinese. Furthermore and more than 60 percent of Walmart China associates are female and about 40 percent of those are at management level. In 2009, the company established the “Walmart China Women’s Leadership Development Commission” for driving women’s career development.

Following themes recently emphasized in the Chinese government’s 12th Five Year Plan, we have created programs that support domestic consumption, boost rural economic development, create economic opportunities to raise employment, strengthen food safety systems and promote sustainability across our business.

For example, beginning in the 2011 spring season, vegetable farmers in many area of China, including Henan, Shanxi, Guangdong, Zhejiang and Liaoning, have suffered from unsellable vegetables. To answer the call of the Ministry of Commerce and local governments to help this situation, Walmart signed a proposal in Beijing to help farmers sell excess vegetables through our direct farm program. The company has been purchasing vegetables and fruits from farmers and selling them at fair price in its store outlets across China, which has helped farmers through a period of difficulty and ensured that our customers get safe and affordable produce.

Community

At Walmart China, we are contributing to a harmonious society and community. Over the past 15 years, we’ve donated more than RMB 65 million (USD 9.7 million) in cash and in-kind support in community involvement and brought our expertise to assist in disaster relief. Walmart China associates have volunteered more than 200,000 hours in their communities. Helping communities is what we do every day. And when a crisis strikes, this becomes an even greater priority.

- On July 5, 2011, One year after the earthquake hit Yushu in Qinghai Province, more than RMB 760,000 donated by Walmart was used to build "Walmart Love Libraries" in nine schools in the hardest hit areas of Yushu, and equip the libraries with a total of 317 book shelves, which can store 374,600 books and 208 sets of reading tables and chairs.
- Since the start of the spring season, vegetable farmers in many area of China, including Henan, Shanxi, Guangdong, Zhejiang, and Liaoning, have suffered from unmarketable vegetable. In answering the call of the Ministry of Commerce and local governments, Walmart signed a proposal in Beijing to help farmers sell unmarketable vegetables through “Direct Farm” activity. The company has been purchasing vegetables and fruits from the suffered farmers and selling them at fair price in its store outlets across China, which help tide the farmers over a period of difficulty while ensuring that customers get safe and affordable produce.
- On April 1, 2011, Walmart China launched its nationwide sustainability campaign themed “2011 Walmart Earth Month”, in six Chinese cities, including Beijing, Shenzhen, Shanghai, Xi’an, Wuhan and Xiamen. With the theme “Go green with no plastic bags, the campaign was held in more than 210 Walmart supercenters across China, calling on people from different walks of life to reduce the use of plastic bags, and encouraged the use of reusable bags in some pilot cities. Walmart China also turned off one third of the lighting in the stores during off-peak hours in continuous response to WWF’s Earth Hour program. This campaign helped our stores and neighboring communities save 500,000 kilowatt-hours of electricity. Around 8.2 million customers in more than 110 cities, 100 thousand Walmart associates and their families were actively involved in this campaign.

- March 15, 2010, Walmart announced an initial commitment of \$5 million in cash and in-kind donations for emergency relief efforts in response to the tragic earthquake and resulting tsunami in Japan and was also mounting a full scale operation to get additional relief supplies into Japan. The supplies were sent from China. The Walmart China union also donated RMB 100,000. Walmart China also started donation campaigns in the home office and operation units.

In 2010, China donated a total of more than RMB 4.3 million to communities nationwide including:

- In October 21, 2010, Walmart and the China Women's Development Foundation signed an MOU that included a Walmart RMB 1 million donation to be used as seed funding for the "Walmart Women's Development Fund." The fund will finance the "Revolving Fund on Poverty Alleviation Program for Mothers" led by the China Women's Development Foundation.
- In August, Walmart China and its union donated RMB 150,000 in emergency aid for landslide-hit Zhouqu, Gansu Province.
- Walmart donated more than RMB 370,000 to the flooded area since June 2010. More than 600 Walmart China associates have donated to these relief activities.
- In April 2010, Walmart China, its union and the Walmart Global Sourcing team in China donated RMB 525,000 in cash and in-kind support to Qinghai Yushu, which was devastated by a massive earthquake. Walmart China associates made an additional donation of RMB 401,500. Walmart China and Walmart's global foundation are joining efforts to support Qinghai relief with a total donation worth RMB 1.95 million.
- Walmart China, its union and Walmart's Global Sourcing team in China donated RMB 400,000 in cash and in-kind support to Chile following the devastating earthquake in February 2010.
- Following the 2010 earthquake in Haiti, Walmart China donated RMB 200,000 for disaster relief.

In addition, China associates have contributed more than 12,000 voluntary hours in more than 1,000 community events nationwide. Such as:

- During May to August 2010, Walmart China launched a campaign called "Be Little Environmental Guardians and Win a Shanghai Expo Tour" among customers and associate families to raise awareness of environmental sustainability. On July 15, 2010, the award ceremony of the "Walmart Cup" Youth Technological Innovation Competition was held at the Walmart-sponsored U.S. Pavilion of the Shanghai Expo. Awards were presented to 30 students and five schools and universities chosen as best organizers. In October 2009, Walmart and the ACCA21 launched the competition to increase young people's awareness of independent innovation, energy-saving and emission reduction and to encourage them to become active in technological innovation.
- In March and April 2010, Walmart China launched its "Earth Month" green campaign across China turning off one-third of the lighting in the stores during off-peak hours in response to the WWF's Earth Hour program. The campaign helped our stores and neighboring communities save one million kilowatt-hours of electricity and cut 860 tons of carbon dioxide emissions.
- On April 1, 2011, Walmart China launched its nationwide sustainability campaign "2011 Walmart Earth Month" in six Chinese cities, including Beijing, Shenzhen, Shanghai, Xi'an, Wuhan and Xiamen. This one-month campaign was held in more than 210 Walmart supercenters across China. The campaign of the April "Walmart Earth Month" was "Go green with no plastic bags", and called on people from different walks of life to reduce the use of plastic bags while encouraging the use of reusable bags in cities which have adopted low-carbon and eco-friendly initiatives.

Sustainability Walmart China continues to focus on building awareness, community involvement, in-store initiatives and supplier management. Programs include:

- As of August 2011, our direct farm program has set up 68 direct farm projects in more than 19 provinces and cities, spanning a total space of nearly 800,000 mu, directly benefiting nearly 760,000 farmers. In October 2010, Walmart China awarded its outstanding direct farm partners at the USA Pavilion at the Shanghai Expo and announced its new sustainable agriculture goal: to engage as many as two million farm workers and upgrade 15 percent of the company's direct farm products from green to organic by the end of 2015. Compared to 2009, the incomes of farmers involved in the direct farm program are expected to increase significantly and food waste to decrease by 15 percent in 2015.
- By using LED lighting, adopting energy-saving refrigeration, installing heat reclamation systems and turning down lighting during off-peak hours Walmart China accomplished the following results in 2010:
 - 40.16 percent reduction in energy use in new prototype stores against 2005 baseline, which exceed our original goal of 40 percent reduction in energy use by the end of 2010.
 - 54.17 percent water use reduction in new prototype stores against 2005 baseline, exceeding or original goal of 50 percent reduction in water use.
 - By the end of 2010, we achieved 7.4 percent greenhouse gas reduction in energy use in existing stores. Our goal is 20 percent greenhouse gas reduction by 2013 against a 2005 baseline.
- In December 2010, Walmart China signed an MOU with Peking University for cooperation in Waste Management and Recovery, and reducing the amount of waste generated by our facilities.
- In October 2010, Walmart China signed an MOU with the Zhonglin Tianhe (Beijing) Forest Certification Center of the State Forest Administration (SFA) for a joint effort to provide technical consulting and professional training in forest certification to help forest certification assessors, suppliers, managers of forest-related businesses and agencies be certified.
- In September 2010 Walmart Global Sourcing honors outstanding suppliers in energy efficiency program. Compared to 2007, 135 factories participating in the program reach more than 10 percent energy efficiency improvement with 80 million KWh of energy saved.
- In June 2010, the cornerstone laying ceremony of China's first sustainable school, Liangping New Jindai Primary School, was held in Liangping County, Chongqing. This school will be built with Walmart's donation of RMB 6.5 million (Around USD \$1M).
- In April, 2010, we signed an MOU with the China Beverage Industry Association for a joint effort on promoting clean production and sustainable development in the beverage industry.

* As of August 2011

###