

Chile Fact Sheet

Total retail units as of November 30, 2009: 251

Lider Hiper	67
Econo	108
Acuenta	26
Lider Express	48
Revive	1
El Buen Corte	1

Associates: 34,446*

History: In January 2009, Walmart acquired a majority in Distribución y Servicio D&S S.A., Chile's leading food retailer. D&S began as a family-owned operation led by Manuel Ibáñez Ojeda in 1957 with its first supermarket called Almac. The business was expanded by his sons, Felipe Ibáñez Scott and Nicolas Ibáñez Scott, who remain engaged in the business. With headquarters in Santiago, D&S has more than 34,000 associates. The company operates several formats including hypermarkets Hiper de LIDER, supermarkets Express de LIDER, Super Bodega Acuenta and Econo convenience stores. It also has developed a significant credit business through its Presto credit card, with 1.6 million users.

Awards

- Ranked among the most admired companies by Diario Financiero newspaper.
- Best Company for "Por un Chile Líder Educamos" – Amcham 2008
- Ranked 11 in the PROHumana Social Responsibility ranking - 2008
- Ranked 33 in the Great Place to Work® ranking - 2008
- Effie Silver Award (for creative ideas) in the commerce category - 2008
- Best company for Electric Energy Efficiency – National Award 2008
- Best Company for Codecos Lider Program – Amcham 2006

Opportunity

At D&S, we are proud of the positive economic impact we have on communities. Last year, D&S created new jobs through the opening of Econo and Super Bodega Acuenta stores. D&S is very proud of being one of the few companies that pays PyMe suppliers in 30 days, while the industry average is approximately 60 days. The company executes various CSR programs and has a reputation for being a responsible company and good citizen.

Community

- In 2008, D&S invested \$1.5 million in community initiatives and \$5 million in conjunction with community partners.
- Since 1996, D&S's "Leave Your Change in Good Hands with Hogar de Cristo" has raised \$2 million annually. Also, approximately, 2,500 associates volunteer 53,000 hours every year.
- D&S's "Por un Chile Líder Educamos," program on healthy lifestyles in conjunction with local schools is a program to reduce obesity, American and Chilean Commerces received the best program award in 2008.
- The past two years, D&S associates have donated USD \$10,000 to Teleton, a TV campaign for handicapped.
- Every year, Codecos Líder (Local community councils) at each store participate in 270 local projects with municipalities and neighbors. The American and Chilean Commerces awarded D&S the best program award in 2006.

Sustainability

- During 2009, D&S opened the first environmentally friendly supermarket in the country with energy efficient, state-of-the-art technology.
- The past three years, D&S has made advancements in electric energy efficiency, reducing energy usage by 5 percent annually. D&S achieved a national award for this initiative in 2008.
- In June 2008, D&S launched the 3Rs: Reducing, Recycling and Reusing, which is a strategy in regards to plastic bags. D&S is the first supermarket in Chile to sell reusable bags. In April, D&S began offering recycled t-shirt bags. D&S is working to reduce plastic bag waste by 50 percent by 2011.
- D&S has offered in-store community recycling for paper, glass, and aluminum cans since 2001, as well as in-store operational recycling on carton and plastic films.
- The company's 2008 Sustainability and Social Responsibility report achieved an A+ grade in the Global Report Initiative (GRI), verified by Deloitte.

* As of September 2009

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