

# Walmart Inc. Investor Community Meeting

Walmart

APRIL 2023



# Kath McLay

CEO, Sam's Club U.S.

APRIL 2023

Walmart



# Sam's Club is turning 40

## Today

\$84-billion business

600 Clubs in U.S. and  
Puerto Rico

12 quarters double-digit  
comp sales growth

Several membership  
metrics at record highs



# FY23 highlights sustained momentum in the Sam's Club U.S. business

**Comparable sales**

(ex. fuel and tobacco)

**+10.9%**

**Transactions**

**+7.7%**

**Membership  
income**

**+8.6%**

**eComm growth**

**+22%**

**Average ticket**

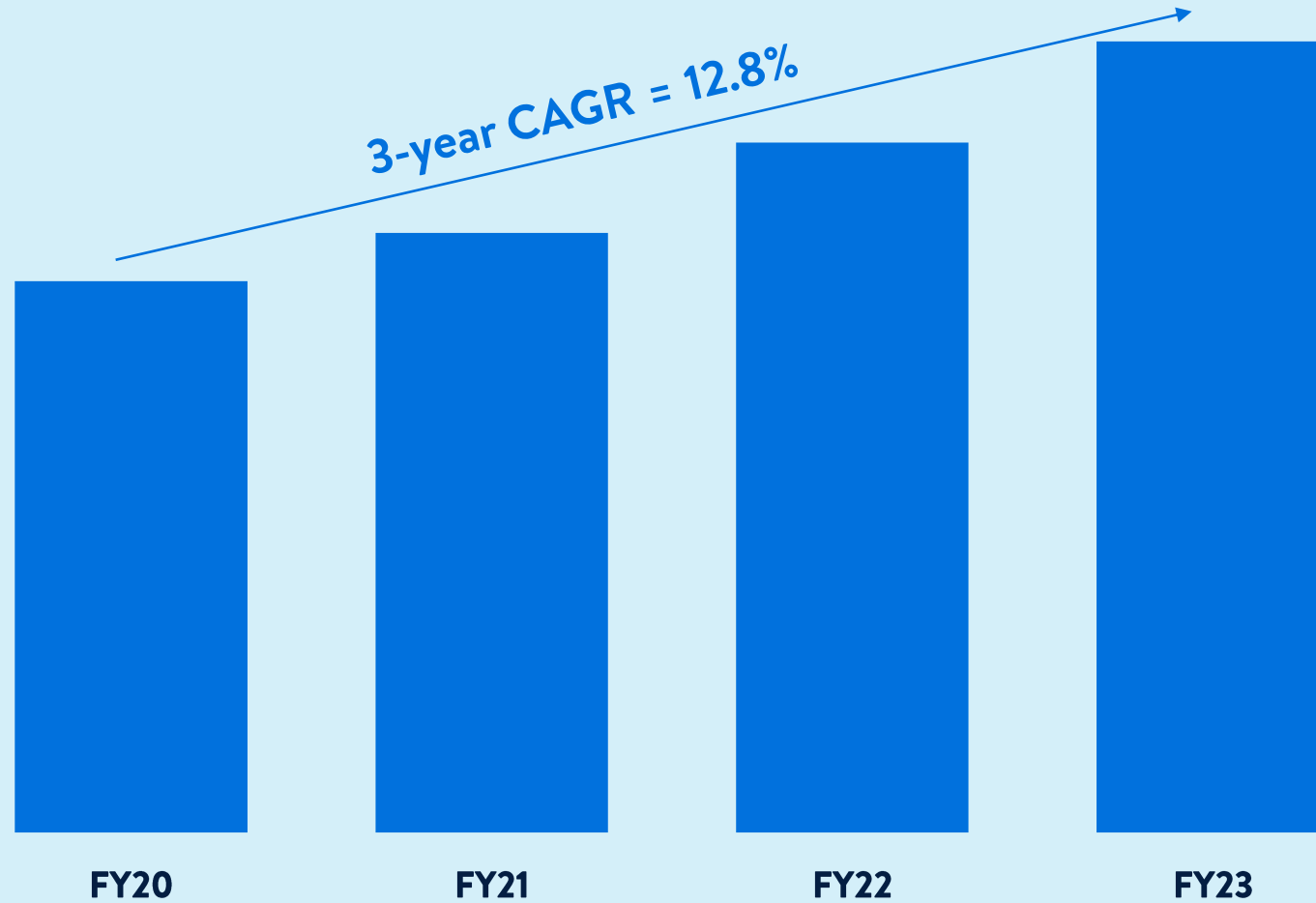
**+2.6%**

**Operating margin**

**2.3%**



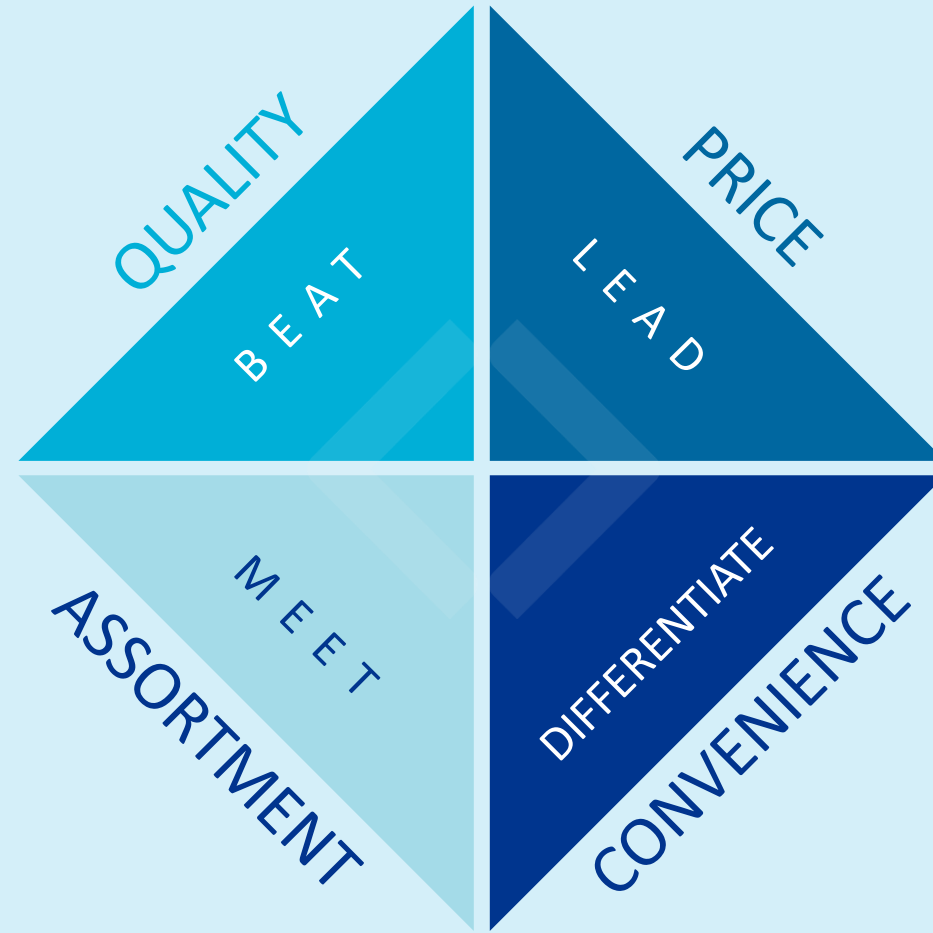
# Strong top-line results



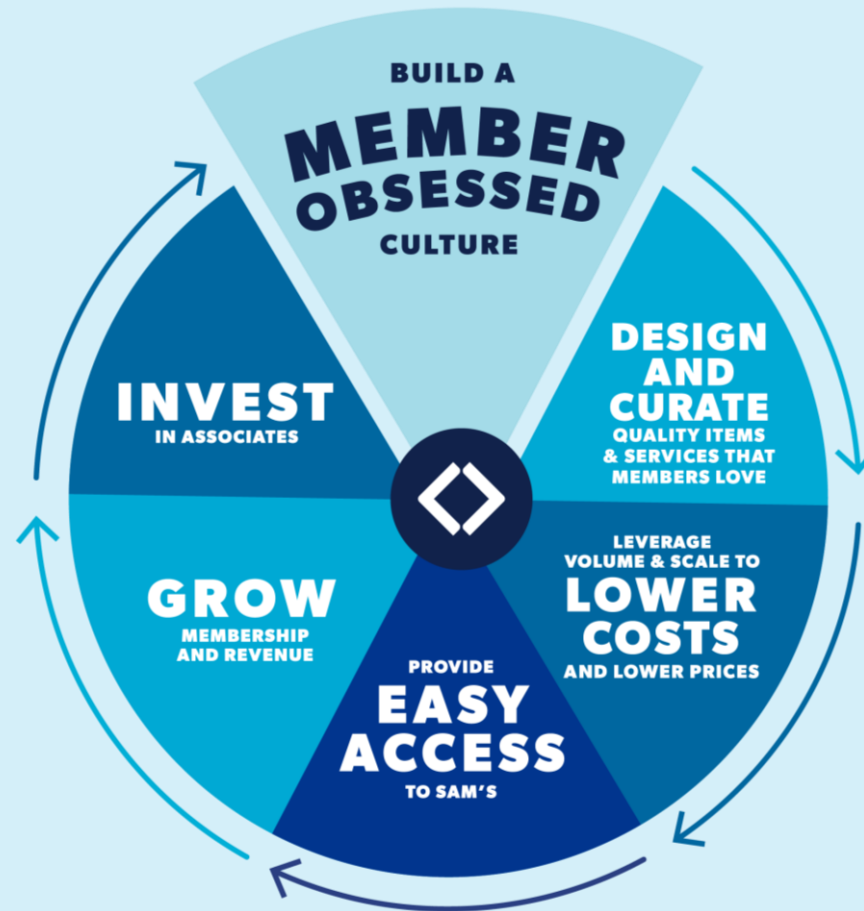
# Expanding physical footprint



# Sam's Club is an item-driven business



# Flywheel starts with the member





# Member's Mark is a multibillion-dollar brand



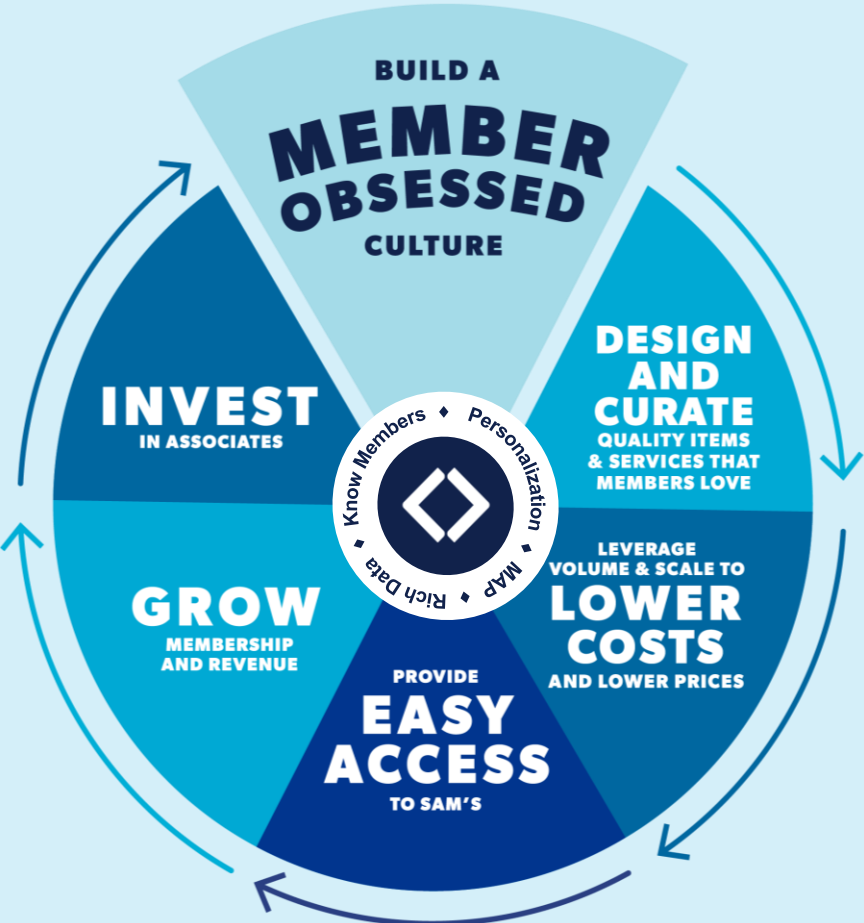
# Apparel sales +12% year-over-year



# Membership growth and demographic changes



# Unlocking data for lucrative relationships



# People-led, tech-powered omnichannel retailer



# Ways Sam's Club generates growth, margin, and returns

1. **Members love Sam's value**, so we are **adding Clubs** as we continue to **grow eCommerce**
2. **Work with and for members** to design **high-quality products and items**
3. **Attracting younger members** who have a **more digital relationship**
4. **eCommerce business** is growing in a way that **is profit positive**
5. **Using our data to work differently** with our suppliers

