

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

FORM 8-K  
CURRENT REPORT  
PURSUANT TO SECTION 13 or 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

Date of Report (date of earliest event reported)  
November 19, 2024

Walmart Inc.

(Exact name of registrant as specified in its charter)

DE  
(State or other jurisdiction of incorporation or  
organization)

001-06991  
(Commission File Number)

71-0415188  
(I.R.S. Employer Identification No.)

702 S.W. 8th Street  
Bentonville, AR 72716-0215  
(Address of Principal Executive Offices) (Zip code)

Registrant's telephone number, including area code  
(479) 273-4000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.10 per share	WMT	New York Stock Exchange
2.550% Notes due 2026	WMT26	New York Stock Exchange
1.050% Notes due 2026	WMT26A	New York Stock Exchange
1.500% Notes due 2028	WMT28C	New York Stock Exchange
4.875% Notes due 2029	WMT29B	New York Stock Exchange
5.750% Notes due 2030	WMT30B	New York Stock Exchange
1.800% Notes due 2031	WMT31A	New York Stock Exchange
5.625% Notes due 2034	WMT34	New York Stock Exchange
5.250% Notes due 2035	WMT35A	New York Stock Exchange
4.875% Notes due 2039	WMT39	New York Stock Exchange



Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

## **Item 2.02. Results of Operations and Financial Condition.**

In accordance with Item 2.02 of Form 8-K of the Securities and Exchange Commission (the "SEC"), Walmart Inc., a Delaware corporation (the "Company"), is furnishing to the SEC a press release that the Company will issue on November 19, 2024 (the "Press Release") and a financial presentation that will be first posted by the Company on the Company's website at <http://stock.walmart.com> on November 19, 2024 (the "Financial Presentation"). The Press Release and the Financial Presentation will disclose information regarding the Company's results of operations and cash flows for the three and nine months ended October 31, 2024, and the Company's financial condition as of October 31, 2024.

In accordance with General Instruction B.2 of Form 8-K, the information in this Item 2.02 of this Current Report on Form 8-K, including Exhibits 99.1 and 99.2 hereto, which are furnished herewith pursuant to and relate to this Item 2.02, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise be subject to the liabilities of Section 18 of the Exchange Act. The information in this Item 2.02 of this Current Report on Form 8-K and Exhibits 99.1 and 99.2 hereto shall not be incorporated by reference into any filing or other document filed by the Company with the SEC pursuant to the Securities Act of 1933, as amended, the rules and regulations of the SEC thereunder, the Exchange Act, or the rules and regulations of the SEC thereunder except as shall be expressly set forth by specific reference in such filing or document.

## **Item 9.01. Financial Statements and Exhibits.**

### **(d) Exhibits**

The following documents are furnished as exhibits to this Current Report on Form 8-K:

99.1 [Press Release](#)

99.2 [Financial Presentation](#)

Exhibit 104 Cover Page Interactive Data File (formatted as Inline XBRL).

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: November 19, 2024

WALMART INC.

By: /s/ John David Rainey

Name: John David Rainey

Title: Executive Vice President and  
Chief Financial Officer



# Walmart Reports Third Quarter Results

- Strong revenue growth of 5.5% with operating income growing faster at 8.2%
- eCommerce up 27% globally
- GAAP EPS of \$0.57; Adjusted EPS of \$0.58<sup>1</sup>
- Company raises guidance for FY25

BENTONVILLE, Ark., November 19, 2024 – Walmart Inc. (NYSE: WMT) announces third-quarter results with strong growth in revenue and operating income. Globally, eCommerce grew 27% with penetration up across all segments. Walmart U.S. comp sales up 5.3%<sup>2</sup> with positive growth in general merchandise. Looking ahead, the Company raises its guidance for FY25 with net sales expected to grow 4.8% to 5.1% and adjusted operating income to grow 8.5% to 9.25% in constant currency (“cc”)¹.

## Third-Quarter Highlights

- Consolidated revenue of \$169.6 billion, up 5.5%, or 6.2% (cc)<sup>1</sup>
- Consolidated gross margin rate up 21 bps, led by Walmart U.S.
- Consolidated operating income up \$0.5 billion, or 8.2% , up 9.8% (cc)<sup>1</sup> due to higher gross margins and growth in membership income; also benefited from reduced losses in eCommerce
- ROA at 7.8%; ROI at 15.1%<sup>1</sup>, up 100 bps
- Global eCommerce sales grew 27%, led by store-fulfilled pickup & delivery and marketplace
- Global advertising business<sup>3</sup> grew 28%, including 26% for Walmart Connect in the U.S.
- Adjusted EPS<sup>1</sup> of \$0.58 excludes the effect, net of tax, from a net loss of \$0.01 on equity and other investments
- Global inventory down 1.0%, including a decrease of 0.6% for Walmart U.S.; in-stock levels healthy

“ We had a strong quarter, continuing our momentum. Our associates are working hard to save people time and money and to transform our business. In the U.S., in-store volumes grew, pickup from store grew faster, and delivery from store grew even faster than that. Our teams are executing and delighting our customers and members with the value and convenience they expect from Walmart.”

**Doug McMillon**  
President and CEO, Walmart



<sup>1</sup> See additional information at the end of the release regarding non-GAAP financial measures.

<sup>2</sup> Comp sales for the 13-week period ended October 25th, 2024 compared to the 13-week period ended October 27th, 2023, and excludes fuel. See Supplemental Financial Information for additional information.

<sup>3</sup> Our global advertising business is recorded in either net sales or as a reduction to cost of sales, depending on the nature of the advertising arrangement.

“cc” - constant currency



Dollars in billions, except per share data. Dollar and percentage changes may not recalculate due to rounding. Charts may not be to scale.



- Cash and cash equivalents of \$10.0 billion
- Total debt of \$47.3 billion<sup>3</sup>
- Operating cash flow of \$22.9 billion, an increase of \$3.9 billion year-to-date
- Free cash flow of \$6.2 billion<sup>2</sup>, an increase of \$1.9 billion year-to-date
- Repurchased 46.0 million shares<sup>4</sup> year-to-date, or \$3.0 billion
- Inventory of \$63.3 billion, a decrease of \$0.6 billion, or 1.0%

<sup>1</sup>Comparison period per-share amounts have been retroactively adjusted to reflect the February 23, 2024 stock split.

<sup>2</sup>See additional information at the end of this release regarding non-GAAP financial measures.

<sup>3</sup>Debt includes short-term borrowings, long-term debt due within one year, finance lease obligations due within one year, long-term debt and long-term finance lease obligations.

<sup>4</sup>\$13.5 billion remaining of \$20 billion authorization approved in November 2022.



# Business Highlights and Strategic Initiatives

Dollars in billions, except as noted. Dollar and percentage changes may not recalculate due to rounding.

Walmart U.S.	FY'25Q3	FY'24Q3	Change	
Net sales	\$114.9	\$109.4	\$5.5	5.0%
Comp sales (ex. fuel) <sup>2</sup>	5.3%	4.9%	NP	NP
Transactions	3.1%	3.4%	NP	NP
Average Ticket	2.1%	1.5%	NP	NP
eCommerce contribution to comp	~290 bps	~300 bps	NP	NP
Operating income	\$5.4	\$5.0	\$0.5	9.1%

## Walmart U.S.

- Sales reflect broad-based strength across merchandise categories and physical and digital channels
- Strong transaction counts and unit volumes; share gains primarily from upper-income households
- E-commerce sales up 22%, led by store-fulfilled pickup & delivery, advertising and marketplace
- Walmart Connect grew 26%; marketplace sellers driving growth in advertiser counts
- Gross profit rate increased 42 bps; membership income up double-digits; operating expense deleveraged 33 bps
- Operating income up 9.1% with expansion of gross margin and membership income as well as lower losses in eCommerce, aided by improved business mix
- Inventory declined 0.6% while maintaining healthy in-stock levels

Walmart International	FY'25Q3	FY'24Q3	Change	
Net sales	\$30.3	\$28.0	\$2.3	8.0%
Net sales (cc) <sup>1</sup>	\$31.5	\$28.0	\$3.5	12.4%
Operating income	\$1.2	\$1.1	\$0.1	7.8%
Operating income (cc) <sup>1</sup>	\$1.3	\$1.1	\$0.2	16.7%

## Walmart International

- Growth in net sales (cc)<sup>1</sup> led by Flipkart, Walmex, and China; transaction counts & unit volumes up across markets
- Sales reflects growth in general merchandise and food & consumables
- Timing of Flipkart's The Big Billion Days ("BBD") event benefited growth in Q3 and will impact growth in Q4
- E-commerce sales up 43%, led by marketplace and store-fulfilled pickup & delivery; penetration up across markets
- Advertising business<sup>3</sup> grew 50%, led by Flipkart
- Growth in eCommerce sales and advertising business for 2H expected to be similar to 1H
- Operating income (cc)<sup>1</sup> grew across markets; benefited from lower losses in eCommerce

<sup>1</sup> See additional information at the end of this release regarding non-GAAP financial measures.

<sup>2</sup> Comp sales for the 13-week period ended October 25th, 2024 compared to the 13-week period ended October 27th, 2023, and excludes fuel. See Supplemental Financial Information for additional information.

<sup>3</sup> Our global advertising business is recorded in either net sales or as a reduction to cost of sales, depending on the nature of the advertising arrangement.

NP - Not provided

cc - constant currency



Sam's Club U.S.	FY'25Q3	FY'24Q3	Change	
Net sales	\$22.9	\$22.0	\$0.9	3.9%
Net sales (ex. fuel)	\$20.3	\$18.9	\$1.4	7.2%
Comp sales (ex. fuel) <sup>1</sup>	7.0%	3.8%	NP	NP
Transactions	6.4%	4.0%	NP	NP
Average Ticket	0.5%	-0.2%	NP	NP
eCommerce contribution to comp	~290 bps	~170 bps	NP	NP
Operating income	\$0.6	\$0.6	\$0.0	6.9%

### Sam's Club U.S.

- Strong sales growth across club and digital channels, led by food and health & wellness categories
- Comp growth primarily driven by transaction counts and unit volumes
- Share gains in grocery and general merchandise categories, including apparel and consumer electronics
- E-commerce sales up 26%, led by club-fulfilled pickup and delivery
- Strong growth in membership income, up 15%
- Gross profit rate increased 47 bps; operating expense deleveraged 63 bps
- Associate wage investments announced Sep 17 and effective Nov 2 will impact Q4 operating income growth

<sup>1</sup> Comp sales for the 13-week period ended October 25th, 2024 compared to the 13-week period ended October 27th, 2023, and excludes fuel. See Supplemental Financial Information for additional information.

NP - Not provided





# Guidance

The following guidance reflects the Company's expectations for fiscal year 2025 and is provided on a non-GAAP basis as the Company cannot predict certain elements that are included in reported GAAP results, such as the changes in fair value of the Company's equity and other investments. Growth rates reflect an adjusted basis for prior year results.

## Fiscal Year 2025

The Company's fiscal year guidance is based on the following FY24 figures: Net sales: \$642.6 billion, adjusted operating income<sup>1</sup>: \$27.1 billion, and adjusted EPS<sup>1</sup>: \$2.22. The Company's full year guidance assumes a generally stable consumer and continued pressure from its mix of products and formats globally.

Consolidated Metric	FY 2025 as of Nov. 19, 2024	FY 2025 as of Aug. 15, 2024	FY 2025 as of Feb. 20, 2024
Net sales (cc)	Increase 4.8% to 5.1%	Increase 3.75% to 4.75%	Increase 3.0% to 4.0%
Adj. operating income (cc)	Increase 8.5% to 9.25%	Increase 6.5% to 8.0%	Increase 4.0% to 6.0%
Interest, net	Approximately flat to last year	Increase approximately \$100M	Increase approximately \$100M to \$200M
Effective tax rate	Approximately 24.5%	Lower-end of original guidance	Approximately 25.0% to 26.0%
Non-controlling interest	Unchanged from original guidance	Unchanged from original guidance	Relatively flat
Adjusted EPS	\$2.42 to \$2.47	\$2.35 to \$2.43	\$2.23 to \$2.37
Capital expenditures	Unchanged from original guidance	Unchanged from original guidance	Approximately 3.0% to 3.5% of net sales

<sup>1</sup> For relevant reconciliations, see Q4 FY24 earnings release furnished on Form 8-K on February 20, 2024. Per share amounts have been retroactively adjusted to reflect the February 23, 2024 stock split.

cc - constant currency





## About Walmart

Walmart Inc. (NYSE: WMT) is a people-led, tech-powered omnichannel retailer helping people save money and live better - anytime and anywhere - in stores, online, and through their mobile devices. Each week, approximately 255 million customers and members visit more than 10,500 stores and numerous eCommerce websites in 19 countries. With fiscal year 2024 revenue of \$648 billion, Walmart employs approximately 2.1 million associates worldwide. Walmart continues to be a leader in sustainability, corporate philanthropy, and employment opportunity. Additional information about Walmart can be found by visiting [corporate.walmart.com](https://corporate.walmart.com), on Facebook at [facebook.com/walmart](https://facebook.com/walmart), on X (formerly known as Twitter) at [twitter.com/walmart](https://twitter.com/walmart), and on LinkedIn at [linkedin.com/company/walmart](https://linkedin.com/company/walmart).

**Investor Relations contact:** Steph Wissink – [ir@walmart.com](mailto:ir@walmart.com)

**Media Relations contact:** Molly Blakeman – (800) 331-0085



# Forward-Looking Statements

This release and related management commentary contains statements or may include or may incorporate by reference Walmart management's guidance regarding adjusted earnings per share, consolidated net sales, consolidated operating income and consolidated adjusted operating income, consolidated operating expense, net interest expenses, non-controlling interest, capital expenditures, share repurchases, Walmart's effective tax rate for the fiscal year ending January 31, 2025, and comparable sales, among other items. Walmart believes such statements may be deemed to be "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Act") and are intended to enjoy the protection of the safe harbor for forward-looking statements provided by the Act as well as protections afforded by other federal securities laws. Assumptions on which such forward-looking statements are based are also forward-looking statements. Such forward-looking statements are not statements of historical facts, but instead express our estimates or expectations for our consolidated, or one of our segment's or business', economic performance or results of operations for future periods or as of future dates or events or developments that may occur in the future or discuss our plans, objectives or goals. Our actual results may differ materially from those expressed in or implied by any of these forward-looking statements as a result of changes in circumstances, assumptions not being realized or other risks, uncertainties and factors including: capital markets and business conditions; trends and events around the world and in the markets in which we operate; currency exchange rate fluctuations, changes in market interest rates and market levels of wages; changes in the size of various markets, including eCommerce markets; unemployment levels; inflation or deflation, generally and in particular product categories; consumer confidence, disposable income, credit availability, spending levels, shopping patterns, debt levels and demand for certain merchandise; the effectiveness of the implementation and operation of our strategies, plans, programs and initiatives; unexpected changes in our objectives and plans; the impact of acquisitions, investments, divestitures and other strategic decisions; our ability to successfully integrate acquired businesses; changes in the trading prices or fair value of certain equity investments we hold; initiatives of competitors, competitors' entry into and expansion in our markets, and competitive pressures; customer traffic and average transactions in our stores and clubs and on our eCommerce websites; the mix of merchandise we sell, the cost of goods we sell and the shrinkage we experience; our gross profit margins; the financial performance of Walmart and each of its segments, including the amounts of our cash flow during various periods; the amount of our net sales and operating expenses denominated in the U.S. dollar and various foreign currencies; commodity prices and the price of gasoline and diesel fuel; challenges with our supply chain, including disruptions and issues relating to inventory management; disruptions in seasonal buying patterns; the availability of goods from suppliers and the cost of goods acquired from suppliers; our ability to respond to changing trends in consumer shopping habits; consumer acceptance of and response to our stores, clubs, eCommerce platforms, programs, merchandise offerings and delivery methods; cyber security events affecting us and related costs and impact to the business; developments in, outcomes of, and costs incurred in legal or regulatory proceedings to which we are a party or are subject, and the liabilities, obligations and expenses, if any, that we may incur in connection therewith; casualty and accident related costs and insurance costs; the turnover in our workforce and labor costs, including healthcare and other benefit costs; our effective tax rate and the factors affecting our effective tax rate, including assessments of certain tax contingencies, valuation allowances, changes in law, administrative audit outcomes, impact of discrete items and the mix of earnings between the U.S. and Walmart's international operations; changes in existing tax, labor and other laws and regulations and changes in tax rates including the enactment of laws and the adoption and interpretation of administrative rules and regulations; the imposition of new taxes on imports, new tariffs and changes in existing tariff rates; the imposition of new trade restrictions and changes in existing trade restrictions; adoption or creation of new, and modification of existing, governmental policies, programs, initiatives and actions in the markets in which Walmart operates and elsewhere and actions with respect to such policies, programs and initiatives; changes in accounting estimates or judgments; the level of public assistance payments; natural disasters, changes in climate, geopolitical events, global health epidemics or pandemics and catastrophic events; and changes in generally accepted accounting principles in the United States.

Our most recent annual report on Form 10-K and subsequent quarterly reports on Form 10-Q filed with the SEC discuss other risks and factors that could cause actual results to differ materially from those expressed or implied by any forward-looking statement in the release and related management commentary. We urge you to consider all of the risks, uncertainties and factors identified above or discussed in such reports carefully in evaluating the forward-looking statements in this release. Walmart cannot assure you that the results reflected in or implied by any forward-looking statement will be realized or, even if substantially realized, that those results will have the forecasted or expected consequences and effects for or on our operations or financial performance. The forward-looking statements made today are as of the date of this release. Walmart undertakes no obligation to update these forward-looking statements to reflect subsequent events or circumstances.



# Walmart Inc.

## Condensed Consolidated Statements of Income

(Unaudited)

	Three Months Ended October 31,			Nine Months Ended October 31,		
	2024	2023	Percent Change	2024	2023	Percent Change
(Amounts in millions, except per share data)						
<b>Revenues:</b>						
Net sales	\$ 168,003	\$ 159,439	5.4 %	\$ 495,708	\$ 470,723	5.3 %
Membership and other income	1,585	1,365	16.1 %	4,723	4,014	17.7 %
Total revenues	169,588	160,804	5.5 %	500,431	474,737	5.4 %
<b>Costs and expenses:</b>						
Cost of sales	127,340	121,183	5.1 %	375,581	358,317	4.8 %
Operating, selling, general and administrative expenses	35,540	33,419	6.3 %	103,361	96,662	6.9 %
<b>Operating income</b>	<b>6,708</b>	<b>6,202</b>	<b>8.2 %</b>	<b>21,489</b>	<b>19,758</b>	<b>8.8 %</b>
<b>Interest:</b>						
Debt	496	572	(13.3)%	1,650	1,683	(2.0)%
Finance lease obligations	122	110	10.9 %	361	305	18.4 %
Interest income	(140)	(145)	(3.4)%	(368)	(400)	(8.0)%
Interest, net	478	537	(11.0)%	1,643	1,588	3.5 %
Other (gains) and losses	132	4,750	(97.2)%	500	3,840	(87.0)%
<b>Income before income taxes</b>	<b>6,098</b>	<b>915</b>	<b>566.4 %</b>	<b>19,346</b>	<b>14,330</b>	<b>35.0 %</b>
Provision for income taxes	1,384	272	408.8 %	4,614	3,738	23.4 %
<b>Consolidated net income</b>	<b>4,714</b>	<b>643</b>	<b>633.1 %</b>	<b>14,732</b>	<b>10,592</b>	<b>39.1 %</b>
Consolidated net income attributable to noncontrolling interest	(137)	(190)	(27.9)%	(550)	(575)	(4.3)%
<b>Consolidated net income attributable to Walmart</b>	<b>\$ 4,577</b>	<b>\$ 453</b>	<b>910.4 %</b>	<b>\$ 14,182</b>	<b>\$ 10,017</b>	<b>41.6 %</b>
<b>Net income per common share:</b>						
Basic net income per common share attributable to Walmart	\$ 0.57	\$ 0.06	850.0 %	\$ 1.76	\$ 1.24	41.9 %
Diluted net income per common share attributable to Walmart	\$ 0.57	\$ 0.06	850.0 %	\$ 1.75	\$ 1.24	41.1 %
<b>Weighted-average common shares outstanding:</b>						
Basic	8,038	8,078		8,044	8,080	
Diluted	8,082	8,110		8,082	8,110	
<b>Dividends declared per common share</b>	<b>\$ —</b>	<b>\$ —</b>		<b>\$ 0.83</b>	<b>\$ 0.76</b>	



# Walmart Inc.

## Condensed Consolidated Balance Sheets

(Unaudited)

(Amounts in millions)	October 31, 2024	January 31, 2024	October 31, 2023
<b>ASSETS</b>			
<b>Current assets:</b>			
Cash and cash equivalents	\$ 10,049	\$ 9,867	\$ 12,154
Receivables, net	10,039	8,796	8,625
Inventories	63,302	54,892	63,951
Prepaid expenses and other	3,548	3,322	3,661
Total current assets	86,938	76,877	88,391
Property and equipment, net	116,598	110,810	107,471
Operating lease right-of-use assets	13,701	13,673	13,547
Finance lease right-of-use assets, net	6,227	5,855	5,806
Goodwill	27,942	28,113	28,015
Other long-term assets	11,993	17,071	15,944
<b>Total assets</b>	<b>\$ 263,399</b>	<b>\$ 252,399</b>	<b>\$ 259,174</b>
<b>LIABILITIES, REDEEMABLE NONCONTROLLING INTEREST, AND EQUITY</b>			
<b>Current liabilities:</b>			
Short-term borrowings	\$ 3,579	\$ 878	\$ 9,942
Accounts payable	62,863	56,812	61,049
Dividends payable	1,674	—	1,533
Accrued liabilities	28,117	28,759	26,132
Accrued income taxes	783	307	606
Long-term debt due within one year	3,246	3,447	2,806
Operating lease obligations due within one year	1,507	1,487	1,474
Finance lease obligations due within one year	789	725	688
Total current liabilities	102,558	92,415	104,230
Long-term debt	33,645	36,132	36,342
Long-term operating lease obligations	12,927	12,943	12,817
Long-term finance lease obligations	6,056	5,709	5,670
Deferred income taxes and other	13,748	14,629	14,304
Commitments and contingencies			
Redeemable noncontrolling interest	189	222	228
<b>Equity:</b>			
Common stock	803	805	808
Capital in excess of par value	5,395	4,544	4,390
Retained earnings	94,435	89,814	85,831
Accumulated other comprehensive loss	(12,525)	(11,302)	(11,573)
Total Walmart shareholders' equity	88,108	83,861	79,456
Nonredeemable noncontrolling interest	6,168	6,488	6,127
Total equity	94,276	90,349	85,583
<b>Total liabilities, redeemable noncontrolling interest, and equity</b>	<b>\$ 263,399</b>	<b>\$ 252,399</b>	<b>\$ 259,174</b>



# Walmart Inc.

## Condensed Consolidated Statements of Cash Flows

(Unaudited)

(Amounts in millions)	Nine Months Ended October 31,	
	2024	2023
<b>Cash flows from operating activities:</b>		
Consolidated net income	\$ 14,732	\$ 10,592
Adjustments to reconcile consolidated net income to net cash provided by operating activities:		
Depreciation and amortization	9,599	8,736
Investment (gains) and losses, net	654	4,028
Deferred income taxes	(245)	(669)
Other operating activities	1,685	1,412
Changes in certain assets and liabilities, net of effects of acquisitions and dispositions:		
Receivables, net	(1,395)	(671)
Inventories	(9,200)	(7,321)
Accounts payable	7,406	7,346
Accrued liabilities	(807)	(4,295)
Accrued income taxes	489	(144)
Net cash provided by operating activities	22,918	19,014
<b>Cash flows from investing activities:</b>		
Payments for property and equipment	(16,696)	(14,674)
Proceeds from the disposal of property and equipment	358	163
Proceeds from disposal of certain operations	3	135
Proceeds from disposal of certain strategic investments	3,813	—
Other investing activities	(139)	(998)
Net cash used in investing activities	(12,661)	(15,374)
<b>Cash flows from financing activities:</b>		
Net change in short-term borrowings	2,680	9,583
Proceeds from issuance of long-term debt	—	4,967
Repayments of long-term debt	(2,817)	(4,213)
Dividends paid	(5,004)	(4,606)
Purchase of Company stock	(3,049)	(1,282)
Dividends paid to noncontrolling interest	(17)	(218)
Sale of subsidiary stock	35	707
Purchase of noncontrolling interest	—	(3,462)
Other financing activities	(1,501)	(1,655)
Net cash used in financing activities	(9,673)	(179)
Effect of exchange rates on cash, cash equivalents and restricted cash	(351)	(7)
Net increase in cash, cash equivalents and restricted cash	233	3,454
Cash, cash equivalents and restricted cash at beginning of year	9,935	8,841
Cash, cash equivalents and restricted cash at end of period	\$ 10,168	\$ 12,295



# Walmart Inc.

## Supplemental Financial Information

(Unaudited)

### Net sales and operating income

	Net Sales			Operating Income		
	Three Months Ended October 31,			Three Months Ended October 31,		
	2024	2023	Percent Change	2024	2023	Percent Change
(dollars in millions)						
Walmart U.S.	\$ 114,875	\$ 109,419	5.0 %	\$ 5,435	\$ 4,981	9.1 %
Walmart International	30,277	28,022	8.0 %	1,204	1,117	7.8 %
Sam's Club	22,851	21,998	3.9 %	634	593	6.9 %
Corporate and support	—	—	—	(565)	(489)	15.5 %
<b>Consolidated</b>	<b>\$ 168,003</b>	<b>\$ 159,439</b>	<b>5.4 %</b>	<b>\$ 6,708</b>	<b>\$ 6,202</b>	<b>8.2 %</b>

### U.S. comparable sales results

	With Fuel		Without Fuel		Fuel Impact	
	13 Weeks Ended		13 Weeks Ended		13 Weeks Ended	
	10/25/2024	10/27/2023	10/25/2024	10/27/2023	10/25/2024	10/27/2023
Walmart U.S.	5.1 %	5.0 %	5.3 %	4.9 %	-0.2 %	0.1 %
Sam's Club	3.7 %	3.3 %	7.0 %	3.8 %	-3.3 %	-0.5 %
Total U.S.	4.8 %	4.7 %	5.5 %	4.7 %	-0.7 %	0.0 %

Comparable sales is a metric that indicates the performance of our existing stores and clubs by measuring the change in sales for such stores and clubs, and it is important to review in conjunction with the company's financial results reported in accordance with GAAP. Walmart's definition of comparable sales includes sales from stores and clubs open for the previous 12 months, including remodels, relocations, expansions and conversions, as well as eCommerce sales.

Comparable sales excluding fuel is also an important, separate metric that indicates the performance of our existing stores and clubs without considering fuel, which is volatile and unpredictable. Other companies in our industry may calculate comparable sales differently, limiting the comparability of the metric.



# Walmart Inc.

## Reconciliations of and Other Information Regarding Non-GAAP Financial Measures

(Unaudited)

The following information provides reconciliations of certain non-GAAP financial measures presented in the press release to which this reconciliation is attached to the most directly comparable financial measures calculated and presented in accordance with U.S. generally accepted accounting principles (GAAP). The company has provided the non-GAAP financial information presented in the press release, which is not calculated or presented in accordance with GAAP, as information supplemental and in addition to the financial measures presented in the press release that are calculated and presented in accordance with GAAP. Such non-GAAP financial measures should not be considered superior to, as a substitute for or alternative to, and should be considered in conjunction with, the GAAP financial measures presented in the press release. The non-GAAP financial measures in the press release may differ from similar measures used by other companies.

### Constant Currency

In discussing our operating results, the term currency exchange rates refers to the currency exchange rates we use to convert the operating results for countries where the functional currency is not the U.S. dollar into U.S. dollars. We calculate the effect of changes in currency exchange rates as the difference between current period activity translated using the current period's currency exchange rates and the comparable prior year period's currency exchange rates. Additionally, no currency exchange rate fluctuations are calculated for non-USD acquisitions until owned for 12 months.

Throughout our discussion, we refer to the results of this calculation as the impact of currency exchange rate fluctuations. When we refer to constant currency operating results, this means operating results without the impact of the currency exchange rate fluctuations. The disclosure of constant currency amounts or results permits investors to better understand Walmart's underlying performance without the effects of currency exchange rate fluctuations.

The table below reflects the calculation of constant currency for total revenues, net sales and operating income for the three and nine months ended October 31, 2024.

(Dollars in millions)	Three Months Ended October 31, 2024				Nine Months Ended October 31, 2024			
	Walmart International		Consolidated		Walmart International		Consolidated	
	2024	Percent Change <sup>1</sup>	2024	Percent Change <sup>1</sup>	2024	Percent Change <sup>1</sup>	2024	Percent Change <sup>1</sup>
<b>Total revenues:</b>								
As reported	\$ 30,644	8.0 %	\$ 169,588	5.5 %	\$ 90,799	9.0 %	\$ 500,431	5.4 %
Currency exchange rate fluctuations	1,229	N/A	1,229	N/A	1,166	N/A	1,166	N/A
Total revenues (cc)	\$ 31,873	12.4 %	\$ 170,817	6.2 %	\$ 91,965	10.4 %	\$ 501,597	5.7 %
<b>Net sales:</b>								
As reported	\$ 30,277	8.0 %	\$ 168,003	5.4 %	\$ 89,677	9.1 %	\$ 495,708	5.3 %
Currency exchange rate fluctuations	1,217	N/A	1,217	N/A	1,149	N/A	1,149	N/A
Net sales (cc)	\$ 31,494	12.4 %	\$ 169,220	6.1 %	\$ 90,826	10.5 %	\$ 496,857	5.6 %
<b>Operating income:</b>								
As reported	\$ 1,204	7.8 %	\$ 6,708	8.2 %	\$ 4,097	18.0 %	\$ 21,489	8.8 %
Currency exchange rate fluctuations	99	N/A	99	N/A	64	N/A	64	N/A
Operating income (cc)	\$ 1,303	16.7 %	\$ 6,807	9.8 %	\$ 4,161	19.9 %	\$ 21,553	9.1 %

<sup>1</sup> Change versus prior year comparable period reported results.

N/A - Not applicable



## Adjusted operating income

Adjusted operating income is considered a non-GAAP financial measure under the SEC's rules because it excludes certain charges included in operating income calculated in accordance with GAAP. Management believes that adjusted operating income is a meaningful measure to share with investors because it best allows comparison of the performance with that of the comparable period. In addition, adjusted operating income affords investors a view of what management considers Walmart's core earnings performance and the ability to make a more informed assessment of such core earnings performance as compared with that of the prior year.

When we refer to adjusted operating income in constant currency, this means adjusted operating results without the impact of the currency exchange rate fluctuations. The disclosure of constant currency amounts or results permits investors to better understand Walmart's underlying performance without the effects of currency exchange rate fluctuations. The table below reflect the calculation of adjusted operating income and adjusted operating income in constant currency for the nine months ended October 31, 2024.

	Nine Months Ended October 31,	
	Consolidated	
(Dollars in millions)	2024	2023
<b>Operating income:</b>		
Operating income, as reported	\$ 21,489	\$ 19,758
Business reorganization charges <sup>2</sup>	255	—
Incremental opioid settlement expense <sup>1</sup>	—	93
Adjusted operating income	\$ 21,744	\$ 19,851
Percent change <sup>3</sup>	9.5 %	NP
Currency exchange rate fluctuations	64	—
Adjusted operating income, constant currency	\$ 21,808	\$ 19,851
Percent change <sup>3</sup>	9.9 %	NP

<sup>1</sup>Incremental opioid settlement expense recorded in Corporate and support.

<sup>2</sup>Business reorganization charges primarily relate to expenses incurred in connection with strategic decisions made in the Walmart U.S. segment, as well as incremental business reorganization expenses recorded in Corporate and support.

<sup>3</sup>Change versus prior year comparable period.

NP - Not provided



## Free cash flow

We define free cash flow as net cash provided by operating activities in a period minus payments for property and equipment made in that period. Net cash provided by operating activities was \$22.9 billion for the nine months ended October 31, 2024, which represents an increase of \$3.9 billion when compared to the same period in the prior year. The increase was primarily due to an increase in cash provided by operating income and lapping the payment of accrued opioid legal charges in the prior year comparable period, partially offset by increased inventory purchases. Free cash flow for the nine months ended October 31, 2024 was \$6.2 billion, which represents an increase of \$1.9 billion when compared to the same period in the prior year. The increase in free cash flow was due to the increase in net cash provided by operating activities described above, partially offset by an increase of \$2.0 billion in capital expenditures to support our investment strategy.

Free cash flow is considered a non-GAAP financial measure. Management believes, however, that free cash flow, which measures our ability to generate additional cash from our business operations, is an important financial measure for use in evaluating the Company's financial performance. Free cash flow should be considered in addition to, rather than as a substitute for, consolidated net income as a measure of our performance and net cash provided by operating activities as a measure of our liquidity.

Additionally, Walmart's definition of free cash flow is limited, in that it does not represent residual cash flows available for discretionary expenditures, due to the fact that the measure does not deduct the payments required for debt service and other contractual obligations or payments made for business acquisitions. Therefore, we believe it is important to view free cash flow as a measure that provides supplemental information to our Condensed Consolidated Statements of Cash Flows.

Although other companies report their free cash flow, numerous methods may exist for calculating a company's free cash flow. As a result, the method used by Walmart's management to calculate our free cash flow may differ from the methods used by other companies to calculate their free cash flow.

The following table sets forth a reconciliation of free cash flow, a non-GAAP financial measure, to net cash provided by operating activities, which we believe to be the GAAP financial measure most directly comparable to free cash flow, as well as information regarding net cash used in investing activities and net cash used in financing activities.

	Nine Months Ended	
	October 31,	
(Dollars in millions)	2024	2023
Net cash provided by operating activities	\$ 22,918	\$ 19,014
Payments for property and equipment (capital expenditures)	(16,696)	(14,674)
Free cash flow	\$ 6,222	\$ 4,340
Net cash used in investing activities <sup>1</sup>	\$ (12,661)	\$ (15,374)
Net cash used in financing activities	(9,673)	(179)

<sup>1</sup> "Net cash used in investing activities" includes payments for property and equipment, which is also included in our computation of free cash flow.



## Adjusted EPS

Adjusted diluted earnings per share attributable to Walmart (Adjusted EPS) is considered a non-GAAP financial measure under the SEC's rules because it excludes certain amounts included in the diluted earnings per share attributable to Walmart calculated in accordance with GAAP (EPS), the most directly comparable financial measure calculated in accordance with GAAP. Management believes that Adjusted EPS is a meaningful measure to share with investors because it best allows comparison of the performance with that of the comparable period. In addition, Adjusted EPS affords investors a view of what management considers Walmart's core earnings performance and the ability to make a more informed assessment of such core earnings performance with that of the prior year.

We adjust for the unrealized and realized gains and losses on our equity and other investments each quarter because although the investments are strategic decisions for our retail operations, management's measurement of each strategy is primarily focused on the operational results rather than the fair value of such investments. Additionally, management does not forecast changes in the fair value of its equity and other investments. Accordingly, management adjusts EPS each quarter for the unrealized and realized gains and losses related to those investments.

Tax impacts are calculated based on the nature of the item, including any realizable deductions, and statutory rates in effect for relevant jurisdictions. NCI impacts are based on the ownership percentages of our noncontrolling interests, where applicable.

We have calculated Adjusted EPS for the three and nine months ended October 31, 2024 by adjusting EPS for the following:

1. unrealized and realized gains and losses on our equity and other investments; and
2. business reorganization charges, primarily related to expenses incurred in connection with strategic decisions made in the Walmart U.S. segment, as well as incremental business reorganization expenses recorded in Corporate and support.

Three Months Ended October 31, 2024 <sup>1</sup>				
<b>Diluted earnings per share:</b>				
Reported EPS				\$0.57
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>2</sup></b>	<b>NCI Impact</b>	<b>Net Impact</b>
Unrealized and realized (gains) and losses on equity and other investments	\$0.02	\$(0.01)	\$—	\$0.01
Adjusted EPS				<u>\$0.58</u>

Nine Months Ended October 31, 2024 <sup>1</sup>				
<b>Diluted earnings per share:</b>				
Reported EPS				\$1.75
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>2</sup></b>	<b>NCI Impact</b>	<b>Net Impact</b>
Unrealized and realized (gains) and losses on equity and other investments	\$0.08	\$(0.01)	\$—	\$0.07
Business reorganization charges	0.03	(0.01)	—	0.02
<b>Net adjustments</b>				<u>\$0.09</u>
Adjusted EPS				<u>\$1.84</u>

<sup>1</sup> Quarterly adjustments or adjusted EPS may not sum to YTD adjustments or YTD adjusted EPS due to rounding. Additionally, the individual components in the tables above may include immaterial rounding.

<sup>2</sup> The reported effective tax rate was 22.7% and 23.8% for the three and nine months ended October 31, 2024, respectively. Adjusted for the above items, the effective tax rate was 23.0% and 23.8% for the three and nine months ended October 31, 2024.



As previously disclosed in our third quarter ended October 31, 2023 press release, we have calculated Adjusted EPS for the three and nine months ended October 31, 2023 by adjusting EPS for the following: (1) unrealized and realized gains and losses on the company's equity and other investments; and (2) incremental opioid settlement expense.

Three Months Ended October 31, 2023 <sup>1</sup>				
<b>Diluted earnings per share:</b>				
Reported EPS				\$0.06
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>2</sup></b>	<b>NCI Impact</b>	<b>Net Impact</b>
Unrealized and realized (gains) and losses on equity and other investments	\$0.59	\$(0.14)	\$—	\$0.45
Adjusted EPS				<u>\$0.51</u>
Nine Months Ended October 31, 2023 <sup>1,3</sup>				
<b>Diluted earnings per share:</b>				
Reported EPS				\$1.24
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>2</sup></b>	<b>NCI Impact</b>	<b>Net Impact</b>
Unrealized and realized (gains) and losses on equity and other investments	\$0.48	\$(0.11)	\$—	\$0.37
Incremental opioid settlement expense	0.01	—	—	0.01
<b>Net adjustments</b>				<u>\$0.38</u>
Adjusted EPS				<u>\$1.62</u>

<sup>1</sup> Individual components in the accompanying table may include immaterial rounding, including per-share amounts retroactively adjusted to reflect the February 23, 2024 stock split.

<sup>2</sup> The reported effective tax rate was 29.7% and 26.1% for the three and nine months ended October 31, 2023, respectively. Adjusted for the above items, the effective tax rate was 24.1% and 25.5% for the three and nine months ended October 31, 2023.

<sup>3</sup> Quarterly adjustments or adjusted EPS may not sum to YTD adjustments or YTD adjusted EPS due to rounding.



## Return on investment

We include return on assets ("ROA") and return on investment ("ROI") as metrics to assess our return on capital. ROA is the most directly comparable measure based on our financial statements presented in accordance with GAAP, while ROI is considered a non-GAAP financial measure. Management believes ROI is a meaningful metric to share with investors because it helps investors assess how effectively Walmart is deploying its assets. Trends in ROI can fluctuate over time as management balances long-term strategic initiatives with possible short-term impacts.

Our calculation of ROI is considered a non-GAAP financial measure because we calculate ROI using financial measures that exclude and include amounts that are included and excluded in ROA, the most directly comparable GAAP financial measure. ROA is consolidated net income for the period divided by average total assets for the period. We define ROI as operating income plus interest income, depreciation and amortization, and rent expense for the trailing 12 months divided by average invested capital during that period. We consider average invested capital to be the average of our beginning and ending total assets, plus average accumulated depreciation and amortization, less average accounts payable and average accrued liabilities for that period. Although ROI is a standard financial measure, numerous methods exist for calculating a company's ROI. As a result, the method used by management to calculate our ROI may differ from the methods used by other companies to calculate their ROI.

ROA was 7.8 percent and 6.5 percent for the trailing twelve months ended October 31, 2024 and 2023, respectively. The increase in ROA was primarily due to an increase in consolidated net income during the trailing 12 month period, as a result of higher operating income. ROI was 15.1 percent and 14.1 percent for the trailing 12 months ended October 31, 2024 and 2023, respectively. The increase in ROI was the result of an increase in operating income, primarily due to improvements in business performance as well as lapping business reorganization and restructuring charges incurred in the comparative trailing 12 months, partially offset by an increase in average invested capital primarily due to higher purchases of property and equipment.



The calculation of ROA and ROI, along with a reconciliation of ROI to the calculation of ROA, the most comparable GAAP financial measure, is as follows:

### CALCULATION OF RETURN ON ASSETS

(Dollars in millions)	Trailing Twelve Months Ended	
	October 31,	
	2024	2023
<b>Numerator</b>		
Consolidated net income	\$ 20,410	\$ 16,401
<b>Denominator</b>		
Average total assets <sup>1</sup>	261,287	253,415
<b>Return on assets (ROA)</b>	<b>7.8 %</b>	<b>6.5 %</b>

### CALCULATION OF RETURN ON INVESTMENT

(Dollars in millions)	Trailing Twelve Months Ended	
	October 31,	
	2024	2023
<b>Numerator</b>		
Operating income	\$ 28,743	\$ 25,319
+ Interest income	513	504
+ Depreciation and amortization	12,715	11,547
+ Rent	2,329	2,286
ROI operating income	\$ 44,300	\$ 39,656
<b>Denominator</b>		
Average total assets <sup>1</sup>	\$ 261,287	\$ 253,415
+ Average accumulated depreciation and amortization <sup>1</sup>	120,464	112,875
- Average accounts payable <sup>1</sup>	61,956	59,156
- Average accrued liabilities <sup>1</sup>	27,125	26,788
Average invested capital	\$ 292,670	\$ 280,346
<b>Return on investment (ROI)</b>	<b>15.1 %</b>	<b>14.1 %</b>

Certain Balance Sheet Data	October 31,	
	2024	2023
Total assets	\$ 263,399	\$ 259,174
Accumulated depreciation and amortization	122,806	118,122
Accounts payable	62,863	61,049
Accrued liabilities	28,117	26,132

<sup>1</sup> The average is based on the addition of the account balance at the end of the current period to the account balance at the end of the prior period and dividing by 2.





# Financial presentation

to accompany management commentary

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FY25 Q3



# Guidance

The following guidance reflects the Company's expectations for fiscal year 2025 and is provided on a non-GAAP basis as the Company cannot predict certain elements that are included in reported GAAP results, such as the changes in fair value of the Company's equity and other investments. Growth rates reflect an adjusted basis for prior year results.

## Fiscal Year 2025

The Company's fiscal year guidance is based on the following FY24 figures: Net sales: \$642.6 billion, adjusted operating income<sup>1</sup>: \$27.1 billion, and adjusted EPS<sup>1</sup>: \$2.22. The Company's full year guidance assumes a generally stable consumer and continued pressure from its mix of products and formats globally.

Consolidated Metric	FY 2025 as of Nov. 19, 2024	FY 2025 as of Aug. 15, 2024	FY 2025 as of Feb. 20, 2024
Net sales (cc)	Increase 4.8% to 5.1%	Increase 3.75% to 4.75%	Increase 3.0% to 4.0%
Adj. operating income (cc)	Increase 8.5% to 9.25%	Increase 6.5% to 8.0%	Increase 4.0% to 6.0%
Interest, net	Approximately flat to last year	Increase approximately \$100M	Increase approximately \$100M to \$200M
Effective tax rate	Approximately 24.5%	Lower-end of original guidance	Approximately 25.0% to 26.0%
Non-controlling interest	Unchanged from original guidance	Unchanged from original guidance	Relatively flat
Adjusted EPS	\$2.42 to \$2.47	\$2.35 to \$2.43	\$2.23 to \$2.37
Capital expenditures	Unchanged from original guidance	Unchanged from original guidance	Approximately 3.0% to 3.5% of net sales

<sup>1</sup>For relevant reconciliations, see Q4 FY24 earnings release furnished on Form 8-K on February 20, 2024. Per share amounts have been retroactively adjusted to reflect the February 23, 2024 stock split.  
cc = constant currency

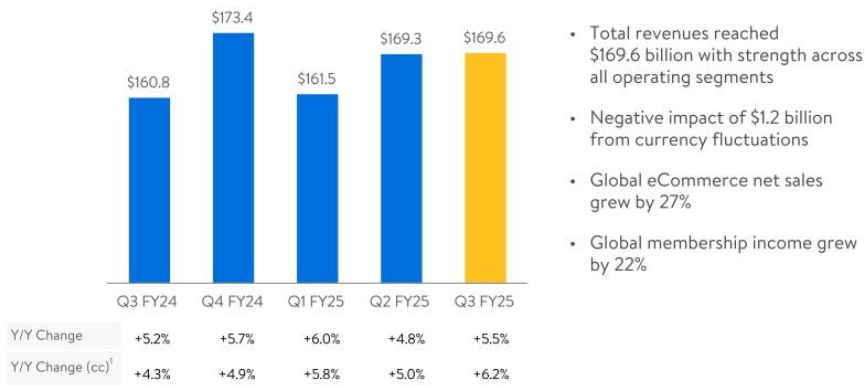




# Total revenues

Total revenues (cc)<sup>1</sup> \$170.8 billion, up +6.2%

Amounts in billions, except as noted. Dollar changes may not recalculate due to rounding.



<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.





# Gross profit rate

Gross profit rate +21bps to 24.2%



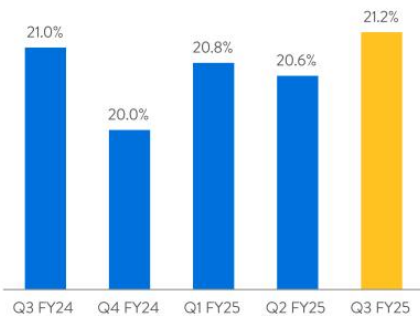
- Led by improvements in Walmart U.S.
- Reflects improved inventory management, continuing to manage pricing aligned to competitive price gaps, as well as improved eCommerce margins and favorable business mix in both Walmart US and International
- Partially offset by timing shift of Flipkart's The Big Billion Days (BBD) sales event



# Operating expenses as a percentage of net sales

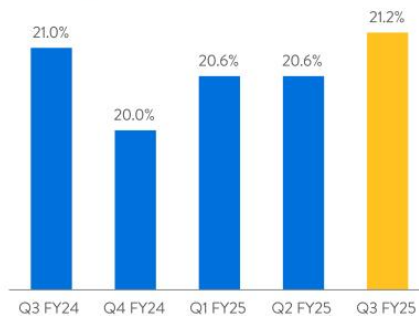
Operating expenses as a percentage of net sales, +19bps to 21.2%

Operating expenses as a percentage of net sales



Y/Y Change -182bps -36bps +40bps +35bps +19bps

Adjusted operating expenses as a percentage of net sales<sup>1</sup>



Y/Y Change +37bps +16bps +24bps +41bps +19bps

- Operating expenses deleveraged 19bps driven by hurricane-related recovery expenses, increased marketing as well as higher variable pay due to exceeding planned performance

<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.

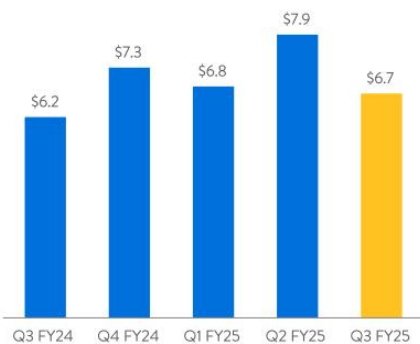


# Operating income

Operating income of \$6.7 billion, up 8.2%

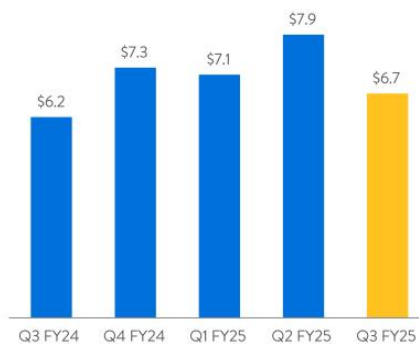
Amounts in billions, except as noted. Dollar changes may not recalculate due to rounding.

## Operating income



Y/Y Change	+130.1%	+30.4%	+9.6%	+8.5%	+8.2%
Y/Y Change (cc) <sup>1</sup>	+124.0%	+27.8%	+8.8%	+8.8%	+9.8%

## Adjusted operating income<sup>1</sup>



Y/Y Change	+3.0%	+13.2%	+13.7%	+7.2%	+8.2%
Y/Y Change (cc) <sup>1</sup>	+0.3%	+10.9%	+12.9%	+7.4%	+9.8%

- Operating income (cc)<sup>1</sup> up 9.8% relative to 6.1% growth in net sales (cc)<sup>1</sup>
- Reflects strong sales growth, higher gross margins and membership income, partially offset by expense deleverage; also benefited from reduced eCommerce losses
- Q3 FY25 net income margin increased ~240bps and adjusted EBITDA margin<sup>1</sup> increased ~10bps

<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.



# EPS

Adjusted EPS<sup>2</sup> of \$0.58, up 13.7%

## EPS<sup>1</sup>



## Adjusted EPS<sup>1,2</sup>



- Adjusted EPS<sup>2</sup> of \$0.58 excludes the effects, net of tax, of \$0.01 from net losses on equity and other investments

Y/Y Change

NM

-11.7%

+200.0%

-42.3%

+850.0%

PY

Y/Y Change

\$0.50

\$0.57

\$0.49

\$0.61

\$0.51

+2.0%

+5.3%

+22.4%

+9.8%

+13.7%

<sup>1</sup>Comparison period per-share amounts and percentage changes have been retroactively adjusted to reflect the February 23, 2024 stock split.

<sup>2</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.

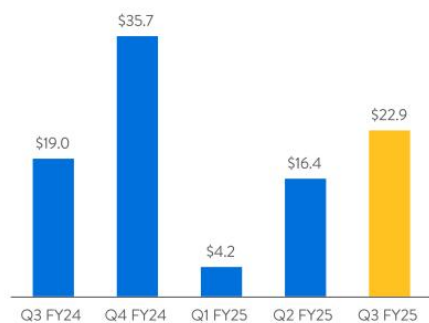
NM = not meaningful



# Cash flow

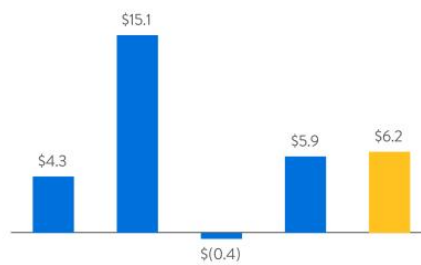
Amounts in billions, except as noted. Dollar changes may not recalculate due to rounding.

## Operating cash flow



PY	\$15.7	\$28.8	\$4.6	\$18.2	\$19.0	PY
Y/Y Change	+21.1%	+23.9%	-8.3%	-10.1%	+20.5%	Y/Y Change

## Free cash flow<sup>1</sup>



PY	\$3.6	\$12.0	\$0.2	\$9.0	\$4.3	PY
Y/Y Change	+19.3%	+26.2%	NM	-34.9%	+43.4%	Y/Y Change

- Operating cash flow increased \$3.9 billion primarily due an increase in cash provided by operating income and lapping the payment of accrued opioid legal charges in the prior period, partially offset by increased inventory purchases
- Free cash flow<sup>1</sup> increased \$1.9 billion due to the increase in operating cash flow, partially offset by an increase of \$2.0 billion in capital expenditures to support strategic investments

<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.  
NM = not meaningful

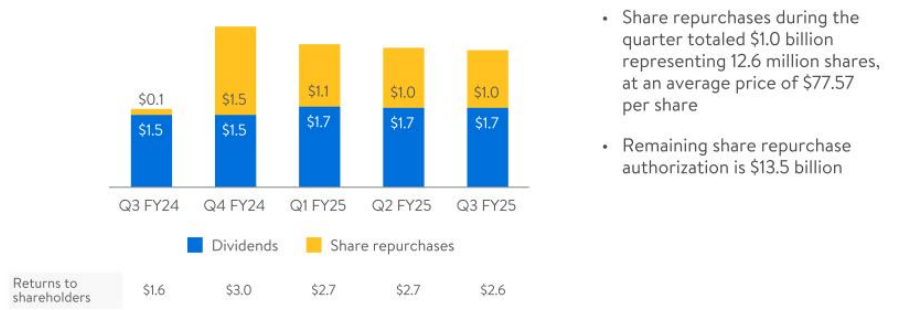




# Returns to shareholders

## Dividends and share repurchases

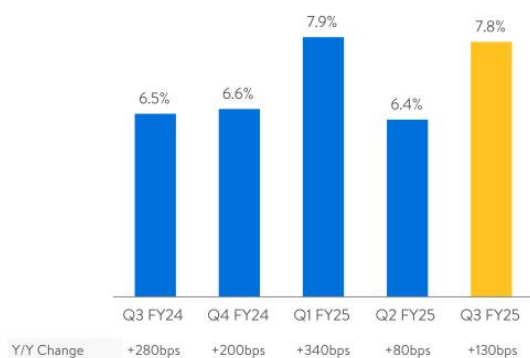
Amounts in billions, except as noted. Dollar amounts may not recalculate due to rounding.



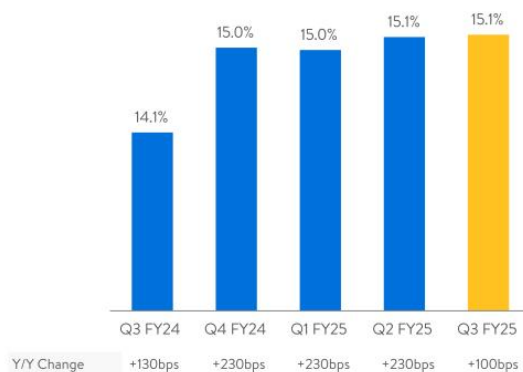


# Returns

## Return on assets (ROA)



## Return on investment (ROI)<sup>1</sup>



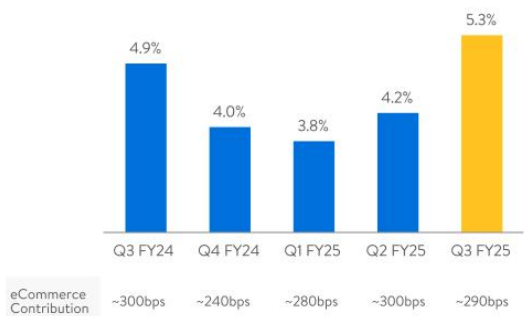
- ROI<sup>1</sup> increased primarily as a result of an increase in operating income, primarily due to improvements in business performance as well as lapping business reorganization and restructuring charges recorded in the comparative trailing twelve months
- Partially offset by an increase in average invested capital primarily due to higher purchases of property and equipment

<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.



# Walmart U.S. comp sales<sup>1</sup>

Net sales +5.0%, eCommerce +22%



- Strong momentum as customers respond to value & convenience offering
- Comp sales +5.3% driven by growth in transactions and unit volumes across both stores and eCommerce channels
  - Transactions ex fuel: +3.1%
  - Average ticket ex fuel: +2.1%
- Share gains across income cohorts, led by upper-income households
- Total like-for-like inflation +10 bps
- Strong eCommerce growth reflects nearly 50% increase in store-fulfilled delivery, 42% growth in marketplace, and 26% growth in Walmart Connect advertising
- Marketplace grew to ~700 million SKUs

<sup>1</sup>Comp sales for the 13-week period ended October 25, 2024 compared to the 13-week period ended October 27, 2023, and excludes fuel.





## Gross profit rate

+42bps

- Strong inventory management and lower markdowns as well as managing pricing to maintain competitive price gaps to the retail market
- Advertising and data analytics & insights businesses benefited business mix
- Net delivery cost per order decreased ~40%, the third consecutive quarter of 40% improvement; benefited eCommerce margins
- Offset by product mix headwinds as grocery and health & wellness sales outgrew gen merch

## Operating expenses as a percentage of net sales

+33bps

- Deleverage driven primarily by hurricane-related recovery expenses, increased marketing and depreciation expense

## Operating income

\$5.4 billion, +9.1%

- Reflects gross margin expansion, improved eCommerce losses and higher Walmart+ membership income, partially offset by expense deleverage

## Inventory

-0.6%

- Disciplined inventory management while sustaining strong in-stock levels

# Walmart U.S.

Remodels: ~240

Pickup: ~4,600 stores

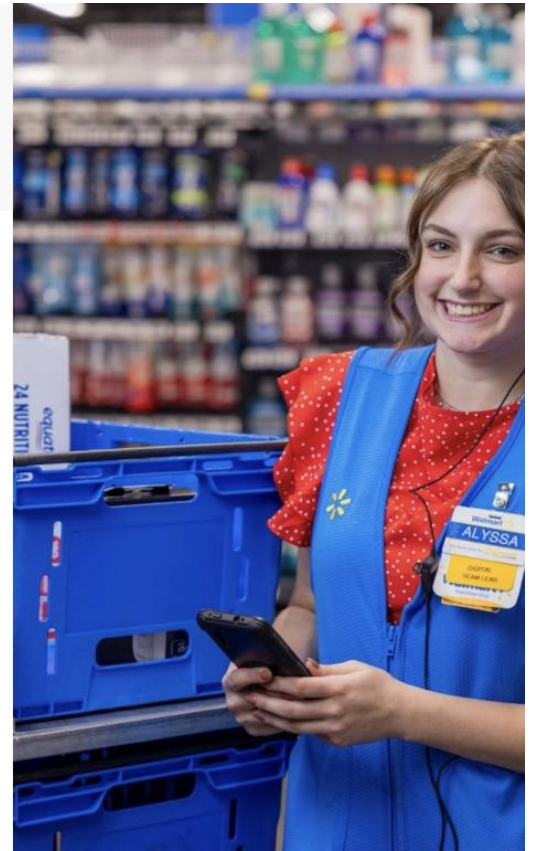
Delivery from Store: ~4,500 stores



# Walmart U.S.

## Merchandise category performance details

Category	Comp	Comments
Grocery	+ mid single-digit	<ul style="list-style-type: none"><li>• Strong comps driven by increased transactions, units and share gains</li><li>• Like-for-like inflation was ~100bps due primarily to eggs</li><li>• Food units reached highest level in four years; broad-based sales strength across categories led by pantry products</li><li>• Consumables growth primarily due to personal care and household cleaning products</li><li>• Private brand penetration increased ~80bps</li></ul>
Health & Wellness	+ mid-teens	<ul style="list-style-type: none"><li>• Reflects increased pharmacy script counts, higher mix of branded versus generic sales, and growth in over-the-counter</li><li>• GLP-1 sales contributed ~100bps to segment comp</li></ul>
General Merchandise	+ low single-digit	<ul style="list-style-type: none"><li>• Categories with newness are resonating; comp sales reflect +MSD unit growth with strength in hardlines, home and toys</li><li>• Expanded assortment is contributing to over 20% growth in marketplace categories like toys, hardlines and home</li><li>• Share gains continued across income cohorts</li><li>• MSD like-for-like deflation</li></ul>



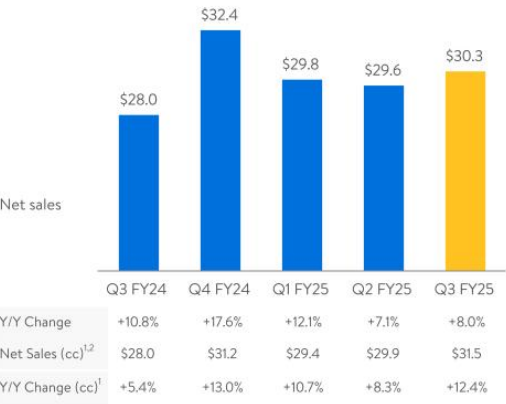




# Walmart International net sales

Net sales (cc)<sup>1</sup> \$31.5 billion, +12.4%

Amounts in billions, except as noted. Dollar changes may not recalculate due to rounding.



- Sales growth (cc)<sup>1</sup> led by Flipkart, Walmex, and China
- eCommerce sales grew 43% led by marketplace and store-fulfilled pickup and delivery
- Positively affected by the timing of Flipkart's The Big Billion Days (BBD) event, which shifted from Q4 last year to the majority in Q3 this year
- Currency rate fluctuations negatively affected sales by \$1.2 billion

<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.

<sup>2</sup>For Q3 FY24, net sales constant currency reflects reported results for comparison to current quarter growth in constant currency.



# Walmart International

Strong local businesses  
powered by Walmart

## Gross profit rate

-85bps

- Decrease due to timing shift of BBD, partially offset by a higher rate in most markets
- Benefited by business mix changes

## Operating expenses as a percentage of net sales

-86bps

- Leverage driven by timing shift of BBD, partially offset by investments in associate wages and strategic priorities
- Benefited by ongoing format mix changes

## Operating income

\$1.2 billion, +7.8%; \$1.3 billion (cc)<sup>1</sup>, +16.7%

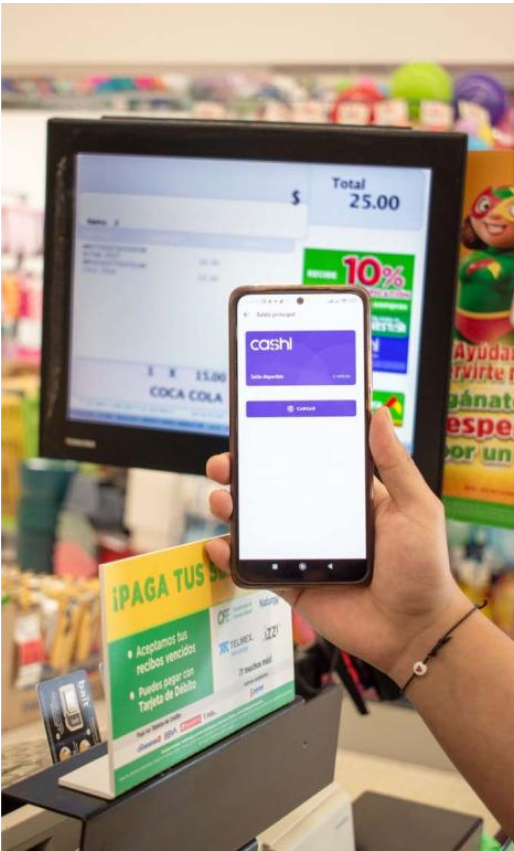
- Operating income (cc)<sup>1</sup> increased across markets
- Benefited by lower losses in eCommerce

## Inventory

-3.8%

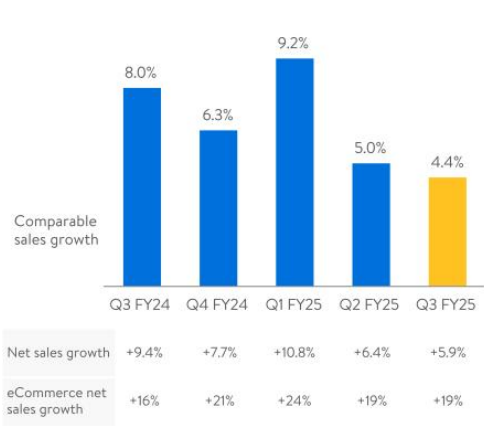
<sup>1</sup>See additional information at the end of this presentation regarding non-GAAP financial measures.





# Walmex<sup>1,2</sup>

Net sales (cc): \$13.1 billion, +5.9%



### Sales

- Balanced growth across categories with positive growth in general merchandise
- In Mexico, comp sales grew 4.5%, driven by Sam's Club and Bodega
- Opened 177 new stores in the past 12 months, including 39 new stores in Q3

### Gross profit rate Increase

- Improved margin including business mix changes

### Operating expense rate Increase

- Primarily due to planned investments in associate wages and strategic priorities

### Operating income \$ Increase

<sup>1</sup>Results are presented on a constant currency basis. Net sales and comparable sales are presented on a nominal, calendar basis and include eCommerce results. Change is calculated as the change versus the prior year comparable period.

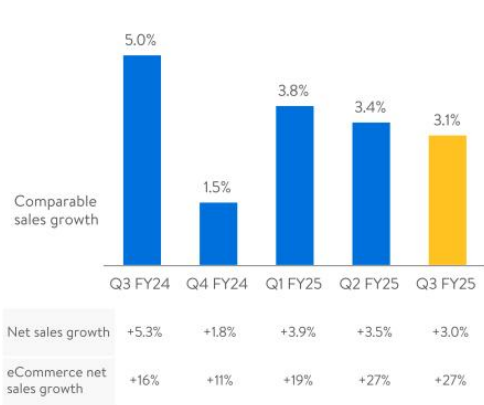
<sup>2</sup>Walmex includes the consolidated results of Mexico and Central America





# Canada<sup>1</sup>

Net sales (cc): \$5.8 billion, +3.0%



## Sales

- Growth across all channels
- Accelerated eCommerce growth, led by store-fulfilled pickup and delivery
- Continued strength in food and consumables with softness in general merchandise
- Increased private brand penetration in food

## Gross profit rate Increase

- Improved shrink partially offset by merchandise mix changes

## Operating expense rate Increase

- Investments in associate wages

## Operating income \$ Increase

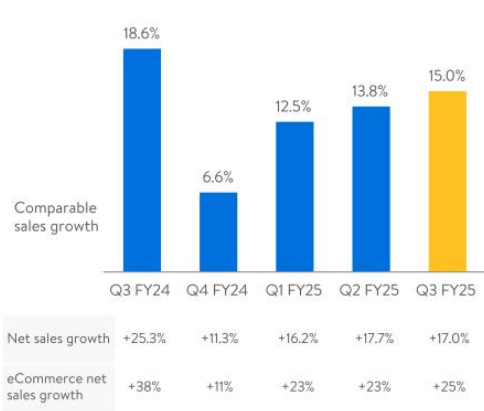
<sup>1</sup>Results are presented on a constant currency basis. Net sales and comparable sales are presented on a nominal, calendar basis and include eCommerce results. Change is calculated as the change versus the prior year comparable period.





# China<sup>1</sup>

Net sales (cc): \$4.9 billion, +17.0%



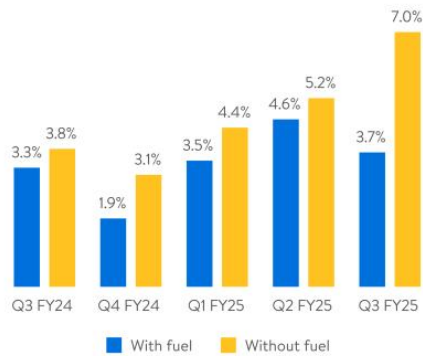
- Sales**
- Continued strength in Sam's Club and eCommerce
  - Double-digit growth during Mid-Autumn Festival
  - Positive offline comp traffic in both Sam's and Hyper formats
- Gross profit rate Increase**
- Primarily due to merchandise mix changes, partially offset by ongoing format mix changes
- Operating expense rate Decrease**
- Driven by strong sales growth, format mix changes, and operational efficiencies
- Operating income \$ Increase**

<sup>1</sup>Results are presented on a constant currency basis. Net sales and comparable sales are presented on a nominal, calendar basis and include eCommerce results. Change is calculated as the change versus the prior year comparable period.



# Sam's Club U.S. comp sales<sup>1</sup>

Net sales +3.9%, Net sales without fuel +7.2%, eCommerce +26%



eComm Cont.  
without fuel

~170bps

~190bps

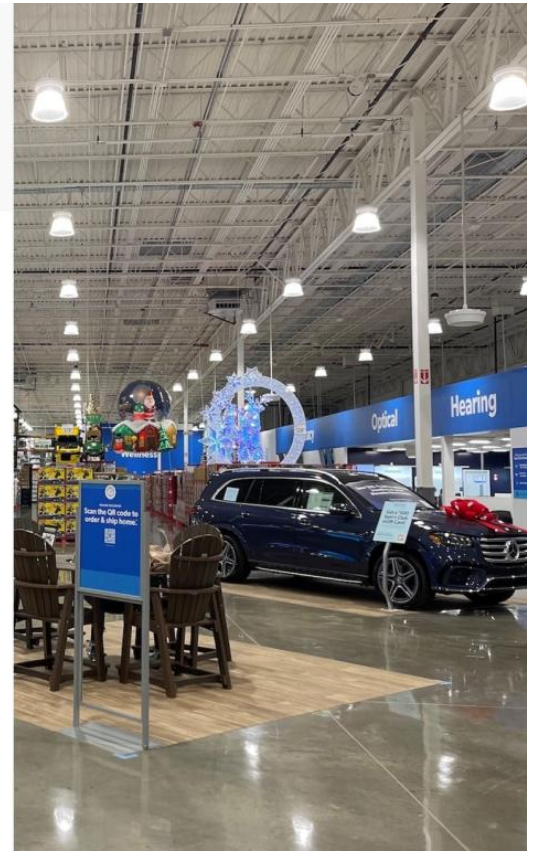
~180bps

~230bps

~290bps

- Comp sales strength driven by increases in transactions and unit volumes
  - Transactions ex fuel: +6.4%
  - Average ticket ex fuel: +0.5%
- Strength in food and health & wellness
- Share gains in grocery and general merchandise categories, including apparel and consumer electronics (according to Circana)
- Growth in eCommerce sales of +26%; club-fulfilled delivery growth more than doubled after enhancements to eCommerce offering
- Just Go rollout completed across nearly the entire chain
- Member's Mark grew high single-digits, outpacing segment comp

<sup>1</sup>Comp sales for the 13-week period ended October 25, 2024 compared to the 13-week period ended October 27, 2023.





## Gross profit rate

+47bps, without fuel +12bps

- Strong sales with good seasonal sell-through and benefits from disciplined inventory management
- Partially offset by higher eCommerce-related shipping expenses due to strong digital growth

## Operating expenses as a percentage of net sales

+63bps, without fuel +34bps

- Deleverage primarily due to ongoing investments in associates, higher incentive costs as we exceeded our planned performance and technology investments

## Membership income

+15.1%

- Strong growth in total and plus membership
- Plus penetration up +300bps Y/Y

## Operating income

\$634M, +6.9%, without fuel \$437M, +6.1%

- Strong sales and membership income, balanced by continued investments in member value proposition

## Inventory

+2.4%

- Disciplined inventory management with sustained strong sales and general merchandise focus

# Sam's Club U.S.

Scan & Go penetration up over 250bps

Member's Mark sales penetration up 50bps



# Sam's Club U.S.

Category comparable sales

Category	Comp	Comments
Fresh / Freezer / Cooler	+ low double-digit	• Driven by cooler, fresh meat, produce & floral and deli
Grocery and Beverage	+ mid single-digit	• Led by dry grocery, snacks and drinks
Consumables	+ mid single-digit	• Strength in paper goods, laundry & home care and baby care
Home and Apparel	- low single-digit	• Softness in seasonal and furniture, partially offset by strength in apparel and toys
Technology, Office and Entertainment	+ mid single-digit	• Strength in gift cards and office solutions
Health and Wellness	+ mid twenties	• Strong performance in pharmacy and over the counter





# Supplemental Information - FY25 and FY26 Comparable Sales 4-5-4 Reporting Calendars

We report U.S. comparable sales on a 13-week and 52-week retail calendar — commonly referred to as a “4-5-4” calendar — which uses 364 days in a year. In certain years, it becomes necessary to add a 53rd week to our comparable sales reporting calendar, which occurs in fiscal 2025. The following tables reflect our period ending dates for the reporting of U.S. comparable sales throughout fiscal 2025 and fiscal 2026. The additional week only affects 4-5-4 comparable sales; all other measures remain unaffected.

## FY25 Reporting

FY25 Comparable Sales					
	Q1 13 Weeks Ended	Q2 13 Weeks Ended	Q3 13 Weeks Ended	Q4 14 Weeks Ended	Full Year 53 Weeks Ended
<b>FY25 (53 weeks)</b>	<b>April 26, 2024</b>	<b>July 26, 2024</b>	<b>October 25, 2024</b>	<b>January 31, 2025</b>	<b>January 31, 2025</b>
Base: FY24 (53 weeks)	April 28, 2023	July 28, 2023	October 27, 2023	February 02, 2024	February 02, 2024
Comparison Period: FY24 Comparable Sales					
	Q1 13 Weeks Ended	Q2 13 Weeks Ended	Q3 13 Weeks Ended	Q4 13 Weeks Ended	Full Year 52 Weeks Ended
FY24 (52 weeks) <sup>1</sup>	April 28, 2023	July 28, 2023	October 27, 2023	January 26, 2024	January 26, 2024
Base: FY23 (52 weeks)	April 29, 2022	July 29, 2022	October 28, 2022	January 27, 2023	January 27, 2023

## FY26 Reporting

FY26 Comparable Sales					
	Q1 13 Weeks Ended	Q2 13 Weeks Ended	Q3 13 Weeks Ended	Q4 13 Weeks Ended	Full Year 52 Weeks Ended
<b>FY26 (52 weeks)</b>	<b>May 02, 2025</b>	<b>August 01, 2025</b>	<b>October 31, 2025</b>	<b>January 30, 2026</b>	<b>January 30, 2026</b>
Base: FY25 (52 weeks)	May 03, 2024	August 02, 2024	November 01, 2024	January 31, 2025	January 31, 2025
Comparison Period: FY25 Comparable Sales					
	Q1 13 Weeks Ended	Q2 13 Weeks Ended	Q3 13 Weeks Ended	Q4 14 Weeks Ended	Full Year 53 Weeks Ended
FY25 (53 weeks) <sup>1</sup>	April 26, 2024	July 26, 2024	October 25, 2024	January 31, 2025	January 31, 2025
Base: FY24 (53 weeks)	April 28, 2023	July 28, 2023	October 27, 2023	February 02, 2024	February 02, 2024

<sup>1</sup>Our comparable sales calculations are based on periods of equal lengths and comparison periods are presented as they were originally reported. If the comparison periods were recast to align to the same number of weeks as the reporting period, any changes to the previously reported comparable sales would be inconsequential.



# Safe harbor and non-GAAP measures

This presentation and related management commentary contains statements that may be “forward-looking statements” as defined in, and are intended to enjoy the protection of the safe harbor for forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Assumptions on which such forward-looking statements are based are also forward-looking statements. Our actual results may differ materially from those expressed in or implied by any of these forward-looking statements as a result of changes in circumstances, assumptions not being realized or other risks, uncertainties and factors including: the impact of pandemics on our business and the global economy; economic, capital markets and business conditions; trends and events around the world and in the markets in which we operate; currency exchange rate fluctuations, changes in market interest rates and market levels of wages; changes in the size of various markets, including eCommerce markets; unemployment levels; inflation or deflation, generally and in particular product categories; consumer confidence, disposable income, credit availability, spending levels, shopping patterns, debt levels and demand for certain merchandise; the effectiveness of the implementation and operation of our strategies, plans, programs and initiatives; unexpected changes in our objectives and plans; the impact of acquisitions, investments, divestitures, store or club closures, and other strategic decisions; our ability to successfully integrate acquired businesses, including within the eCommerce space; changes in the trading prices of certain equity investments we hold; initiatives of competitors, competitors’ entry into and expansion in our markets, and competitive pressures; customer traffic and average ticket in our stores and clubs and on our eCommerce websites; the mix of merchandise we sell, the cost of goods we sell and the shrinkage we experience; trends in consumer shopping habits around the world and in the markets in which we operate; our gross profit margins; the financial performance of Walmart and each of its segments, including the amounts of our cash flow during various periods; changes in the credit ratings assigned to our commercial paper and debt securities by credit rating agencies; the amount of our net sales and operating expenses denominated in the U.S. dollar and various foreign currencies; transportation, energy and utility costs; commodity prices and the price of gasoline and diesel fuel; supply chain disruptions and disruptions in seasonal buying patterns; the availability of goods from suppliers and the cost of goods acquired from suppliers; consumer acceptance of and response to our stores, clubs, eCommerce platforms, programs, merchandise offerings and delivery methods; cyber security events affecting us and related costs and impact to the business; developments in, outcomes of, and costs incurred in legal or regulatory proceedings to which we are a party or are subject, and the liabilities, obligations and expenses, if any, that we may incur in connection therewith; casualty and accident-related costs and insurance costs; the turnover in our workforce and labor costs, including healthcare and other benefit costs; consumer enrollment in health and drug insurance programs and such programs’ reimbursement rates and drug formularies; our effective tax rate and the factors affecting our effective tax rate, including assessments of certain tax contingencies, valuation allowances, changes in law, administrative audit outcomes, impact of discrete items and the mix of earnings between the U.S. and Walmart’s international operations; changes in existing tax, labor and other laws and regulations and changes in tax rates including the enactment of laws and the adoption and interpretation of administrative rules and regulations; the imposition of new taxes on imports, new tariffs and changes in existing tariff rates; the imposition of new trade restrictions and changes in existing trade restrictions; adoption or creation of new, and modification of existing, governmental policies, programs, initiatives and actions in the markets in which Walmart operates and elsewhere and actions with respect to such policies, programs and initiatives; changes in accounting estimates or judgments; the level of public assistance payments; natural disasters, changes in climate, geopolitical events and catastrophic events; and changes in generally accepted accounting principles in the United States.

Our most recent annual report on Form 10-K and subsequent quarterly reports on Form 10-Q filed with the SEC discusses other risks and factors that could cause actual results to differ materially from those expressed or implied by any forward-looking statement in the presentations. We urge you to consider all of the risks, uncertainties and factors identified above or discussed in such reports carefully in evaluating the forward-looking statements in this release. Walmart cannot assure you that the results reflected in or implied by any forward-looking statement will be realized or, even if substantially realized, that those results will have the forecasted or expected consequences and effects for or on our operations or financial performance. The forward-looking statements made in the presentation are as of the date of this meeting. Walmart undertakes no obligation to update these forward-looking statements to reflect subsequent events or circumstances.

This presentation includes certain non-GAAP measures as defined under SEC rules, including net sales, revenue, and operating income on a constant currency basis, adjusted operating expenses as a percentage of net sales, adjusted operating income, adjusted EPS, free cash flow, return on investment, and adjusted EBITDA and adjusted EBITDA margin. Refer to information about the non-GAAP measures contained in this presentation. Additional information as required by Regulation G and Item 10(e) of Regulation S-K regarding non-GAAP measures can be found in our most recent Form 10-K and our Form 8-K furnished as of the date of this presentation with the SEC, which are available at [stock.walmart.com](http://stock.walmart.com).



## Non-GAAP measures – ROI

We include return on assets ("ROA") and return on investment ("ROI") as metrics to assess our return on capital. ROA is the most directly comparable measure based on our financial statements presented in accordance with GAAP, while ROI is considered a non-GAAP financial measure. Management believes ROI is a meaningful metric to share with investors because it helps investors assess how effectively Walmart is deploying its assets. Trends in ROI can fluctuate over time as management balances long-term strategic initiatives with possible short-term impacts.

Our calculation of ROI is considered a non-GAAP financial measure because we calculate ROI using financial measures that exclude and include amounts that are included and excluded in ROA, the most directly comparable GAAP financial measure. ROA is consolidated net income for the period divided by average total assets for the period. We define ROI as operating income plus interest income, depreciation and amortization, and rent expense for the trailing 12 months divided by average invested capital during that period. We consider average invested capital to be the average of our beginning and ending total assets, plus average accumulated depreciation and amortization, less average accounts payable and average accrued liabilities for that period. Although ROI is a standard financial measure, numerous methods exist for calculating a company's ROI. As a result, the method used by management to calculate our ROI may differ from the methods used by other companies to calculate their ROI.

ROA was 7.8 percent and 6.5 percent for the trailing twelve months ended October 31, 2024 and 2023, respectively. The increase in ROA was primarily due to an increase in consolidated net income during the trailing 12 month period, as a result of higher operating income. ROI was 15.1 percent and 14.1 percent for the trailing 12 months ended October 31, 2024 and 2023, respectively. The increase in ROI was the result of an increase in operating income, primarily due to improvements in business performance as well as lapping business reorganization and restructuring charges incurred in the comparative trailing 12 months, partially offset by an increase in average invested capital primarily due to higher purchases of property and equipment.



# Non-GAAP measures – ROI (cont.)

The calculation of ROA and ROI, along with a reconciliation of ROI to the calculation of ROA, is as follows:

## CALCULATION OF RETURN ON ASSETS

	Trailing Twelve Months Ended				
	Oct 31, 2023	Jan 31, 2024	Apr 30, 2024	Jul 31, 2024	Oct 31, 2024
<i>(Dollars in millions)</i>					
<b>Numerator</b>					
Consolidated net income	\$ 16,401	\$ 16,270	\$ 19,681	\$ 16,339	\$ 20,410
<b>Denominator</b>					
Average total assets <sup>1</sup>	\$ 253,415	\$ 247,798	\$ 249,554	\$ 254,781	\$ 261,287
<b>Return on assets (ROA)</b>	6.5 %	6.6 %	7.9 %	6.4 %	7.8 %

Certain Balance Sheet Data	Oct 31, 2022	Jan 31, 2023	Apr 30, 2023	Jul 31, 2023	Oct 31, 2023	Jan 31, 2024	Apr 30, 2024	Jul 31, 2024	Oct 31, 2024
Total assets	\$ 247,656	\$ 243,197	\$ 245,053	\$ 255,121	\$ 259,174	\$ 252,399	\$ 254,054	\$ 254,440	\$ 263,399
Accumulated depreciation and amortization	107,628	110,286	113,164	115,878	118,122	119,602	118,518	120,275	122,806
Accounts payable	57,263	53,742	54,268	56,576	61,049	56,812	56,071	56,716	62,863
Accrued liabilities	27,443	31,126	27,527	29,239	26,132	28,759	24,092	27,656	28,117

<sup>1</sup>The average is based on the addition of the account balance at the end of the current period to the account balance at the end of the prior period and dividing by 2



# Non-GAAP measures – ROI (cont.)

The calculation of ROA and ROI, along with a reconciliation of ROI to the calculation of ROA, is as follows:

CALCULATION OF RETURN ON INVESTMENT					
	Trailing Twelve Months Ended				
(Dollars in millions)	Oct 31, 2023	Jan 31, 2024	Apr 30, 2024	Jul 31, 2024	Oct 31, 2024
<b>Numerator</b>					
Operating income	\$ 25,319	\$ 27,012	\$ 27,613	\$ 28,237	\$ 28,743
+ Interest income	504	546	553	519	513
+ Depreciation and amortization	11,547	11,853	12,136	12,440	12,715
+ Rent	2,286	2,277	2,291	2,306	2,329
ROI operating income	<u>\$ 39,656</u>	<u>\$ 41,688</u>	<u>\$ 42,593</u>	<u>\$ 43,502</u>	<u>\$ 44,300</u>
<b>Denominator</b>					
Average total assets <sup>1</sup>	\$ 253,415	\$ 247,798	\$ 249,554	\$ 254,781	\$ 261,287
+ Average accumulated depreciation and amortization <sup>1</sup>	112,875	114,944	115,841	118,077	120,464
- Average accounts payable <sup>1</sup>	59,156	55,277	55,170	56,646	61,956
- Average accrued liabilities <sup>1</sup>	26,788	29,943	25,810	28,448	27,125
Average invested capital	<u>\$ 280,346</u>	<u>\$ 277,522</u>	<u>\$ 284,415</u>	<u>\$ 287,764</u>	<u>\$ 292,670</u>
<b>Return on investment (ROI)</b>	<u>14.1 %</u>	<u>15.0 %</u>	<u>15.0 %</u>	<u>15.1 %</u>	<u>15.1 %</u>

<sup>1</sup>The average is based on the addition of the account balance at the end of the current period to the account balance at the end of the prior period and dividing by 2



## Non-GAAP measures – free cash flow

We define free cash flow as net cash provided by operating activities in a period minus payments for property and equipment made in that period. Net cash provided by operating activities was \$22.9 billion for the nine months ended October 31, 2024, which represents an increase of \$3.9 billion when compared to the same period in the prior year. The increase was primarily due to an increase in cash provided by operating income and lapping the payment of accrued opioid legal charges in the prior year comparable period, partially offset by increased inventory purchases. Free cash flow for the nine months ended October 31, 2024 was \$6.2 billion, which represents an increase of \$1.9 billion when compared to the same period in the prior year. The increase in free cash flow was due to the increase in net cash provided by operating activities described above, partially offset by an increase of \$2.0 billion in capital expenditures to support our investment strategy.

Free cash flow is considered a non-GAAP financial measure. Management believes, however, that free cash flow, which measures our ability to generate additional cash from our business operations, is an important financial measure for use in evaluating the Company's financial performance. Free cash flow should be considered in addition to, rather than as a substitute for, consolidated net income as a measure of our performance and net cash provided by operating activities as a measure of our liquidity. Additionally, Walmart's definition of free cash flow is limited, in that it does not represent residual cash flows available for discretionary expenditures, due to the fact that the measure does not deduct the payments required for debt service and other contractual obligations or payments made for business acquisitions. Therefore, we believe it is important to view free cash flow as a measure that provides supplemental information to our Condensed Consolidated Statements of Cash Flows. Although other companies report their free cash flow, numerous methods may exist for calculating a company's free cash flow. As a result, the method used by Walmart's management to calculate our free cash flow may differ from the methods used by other companies to calculate their free cash flow.



# Non-GAAP measures – free cash flow (cont.)

The following table sets forth a reconciliation of free cash flow, a non-GAAP financial measure, to net cash provided by operating activities, which we believe to be the GAAP financial measure most directly comparable to free cash flow, as well as information regarding net cash used in investing activities and net cash used in financing activities.

(Dollars in millions)	Year to Date Period Ended				
	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
Net cash provided by operating activities	\$ 19,014	\$ 35,726	\$ 4,249	\$ 16,357	\$ 22,918
Payments for property and equipment (capital expenditures)	(14,674)	(20,606)	(4,676)	(10,507)	(16,696)
Free cash flow	\$ 4,340	\$ 15,120	\$ (427)	\$ 5,850	\$ 6,222
Net cash used in investing activities <sup>1</sup>	\$ (15,374)	\$ (21,287)	\$ (4,409)	\$ (10,128)	\$ (12,661)
Net cash used in financing activities	\$ (179)	\$ (13,414)	\$ (321)	\$ (6,945)	\$ (9,673)

(Dollars in millions)	Year to Date Period Ended				
	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
Net cash provided by (used in) operating activities	\$ 15,698	\$ 28,841	\$ 4,633	\$ 18,201	\$ 19,014
Payments for property and equipment (capital expenditures)	(12,061)	(16,857)	(4,429)	(9,216)	(14,674)
Free cash flow	\$ 3,637	\$ 11,984	\$ 204	\$ 8,985	\$ 4,340
Net cash used in investing activities <sup>1</sup>	\$ (12,965)	\$ (17,722)	\$ (4,860)	\$ (9,909)	\$ (15,374)
Net cash provided by (used in) financing activities	(5,581)	(17,039)	1,940	(3,309)	(179)
Y/Y change in free cash flow	+19.3%	+26.2%	NM	-34.9%	+43.4%

<sup>1</sup> "Net cash used in investing activities" includes payments for property and equipment, which is also included in our computation of free cash flow.  
NM = not meaningful



# Non-GAAP measures – constant currency

In discussing our operating results, the term currency exchange rates refers to the currency exchange rates we use to convert the operating results for countries where the functional currency is not the U.S. dollar into U.S. dollars. We calculate the effect of changes in currency exchange rates as the difference between current period activity translated using the current period's currency exchange rates and the comparable prior year period's currency exchange rates. Additionally, no currency exchange rate fluctuations are calculated for non-USD acquisitions until owned for 12 months. Throughout our discussion, we refer to the results of this calculation as the impact of currency exchange rate fluctuations. When we refer to constant currency operating results, this means operating results without the impact of the currency exchange rate fluctuations. The disclosure of constant currency amounts or results permits investors to better understand Walmart's underlying performance without the effects of currency exchange rate fluctuations.

The table below reflects the calculation of constant currency for net sales for the Walmart International segment for the trailing five quarters and operating income for the current quarter.

(Dollars in millions)	Three Months Ended				
	Walmart International				
	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
<b>Net sales:</b>					
As reported	\$ 28,022	\$ 32,419	\$ 29,833	\$ 29,567	\$ 30,277
Currency exchange rate fluctuations	(1,357)	(1,259)	(385)	317	1,217
Net sales (cc)	\$ 26,665	\$ 31,160	\$ 29,448	\$ 29,884	\$ 31,494
PY Reported	\$ 25,295	\$ 27,575	\$ 26,604	\$ 27,596	\$ 28,022
% change (cc)	+5.4%	+13.0%	+10.7%	+8.3%	+12.4%
<b>Operating income:</b>					
As reported					\$ 1,204
Currency exchange rate fluctuations					\$ 99
Operating income (cc)					\$ 1,303
PY Reported					\$ 1,117
% change (cc)					+16.7%



# Non-GAAP measures – constant currency (cont.)

The table below reflects the calculation of constant currency for total revenues, net sales and operating income for the trailing five quarters.

(Dollars in millions)	Three Months Ended				
	Consolidated				
	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
<b>Total revenues:</b>					
As reported	\$ 160,804	\$ 173,388	\$ 161,508	\$ 169,335	\$ 169,588
Currency exchange rate fluctuations	(1,366)	(1,268)	(386)	324	1,229
Total Revenue (cc)	\$ 159,438	\$ 172,120	\$ 161,122	\$ 169,659	\$ 170,817
PY Reported	\$ 152,813	\$ 164,048	\$ 152,301	\$ 161,632	\$ 160,804
% change (cc)	+4.3%	+4.9%	+5.8%	+5.0%	+6.2%
<b>Net sales:</b>					
As reported	\$ 159,439	\$ 171,914	\$ 159,938	\$ 167,767	\$ 168,003
Currency exchange rate fluctuations	(1,357)	(1,259)	(385)	317	1,217
Net sales (cc)	\$ 158,082	\$ 170,655	\$ 159,553	\$ 168,084	\$ 169,220
PY Reported	\$ 151,469	\$ 162,743	\$ 151,004	\$ 160,280	\$ 159,439
% change (cc)	+4.4%	+4.9%	+5.7%	+4.9%	+6.1%
<b>Operating income:</b>					
As reported	\$ 6,202	\$ 7,254	\$ 6,841	\$ 7,940	\$ 6,708
Currency exchange rate fluctuations	(164)	(146)	(52)	17	99
Operating income (cc)	\$ 6,038	\$ 7,108	\$ 6,789	\$ 7,957	\$ 6,807
PY Reported	\$ 2,695	\$ 5,561	\$ 6,240	\$ 7,316	\$ 6,202
% change (cc)	+124.0%	+27.8%	+8.8%	+8.8%	+9.8%



# Non-GAAP measures – adjusted operating expenses as a percentage of net sales

Adjusted operating expenses as a percentage of net sales is considered a non-GAAP financial measure under the SEC's rules because it excludes certain charges included in operating, selling, general and administrative expenses calculated in accordance with GAAP. Management believes that adjusted operating expenses as a percentage of net sales is a meaningful measure to share with investors because it best allows comparison of performance with that of the comparable period. In addition, adjusted operating expenses as a percentage of net sales affords investors a view of what management considers Walmart's core operating expenses and the ability to make a more informed assessment of such core operating expenses as compared with that of the prior year.

The table below reflects the calculation of adjusted operating expenses as a percentage of net sales for the trailing five quarters.

(Dollars in millions)	Three Months Ended									
	Q3 FY24	Q3 FY23	Q4 FY24	Q4 FY23	Q1 FY25	Q1 FY24	Q2 FY25	Q2 FY24	Q3 FY25	Q3 FY24
<b>Operating, selling, general and administrative expenses</b>	\$ 33,419	\$ 34,505	\$ 34,309	\$ 33,064	\$ 33,236	\$ 30,777	\$ 34,585	\$ 32,466	\$ 35,540	\$ 33,419
Less: Business reorganization and restructuring charges <sup>1</sup>	—	—	—	849	255	—	—	—	—	—
Less: Opioid legal charges <sup>2</sup>	—	3,325	—	—	—	—	—	93	—	—
<b>Adjusted operating expenses</b>	<b>\$ 33,419</b>	<b>\$ 31,180</b>	<b>\$ 34,309</b>	<b>\$ 32,215</b>	<b>\$ 32,981</b>	<b>\$ 30,777</b>	<b>\$ 34,585</b>	<b>\$ 32,373</b>	<b>\$ 35,540</b>	<b>\$ 33,419</b>
<b>Net sales</b>	\$ 159,439	\$ 151,469	\$ 171,914	\$ 162,743	\$ 159,938	\$ 151,004	\$ 167,767	\$ 160,280	\$ 168,003	\$ 159,439
Operating, selling, general and administrative expenses as a percentage of net sales	+21.0%	+22.8%	+20.0%	+20.3%	+20.8%	+20.4%	+20.6%	+20.3%	+21.2%	+21.0%
Adjusted operating expenses as a percentage of net sales	+21.0%	+20.6%	+20.0%	+19.8%	+20.6%	+20.4%	+20.6%	+20.2%	+21.2%	+21.0%
Y/Y Change (bps)	37	NP	16	NP	24	NP	41	NP	19	NP

<sup>1</sup>Business reorganization and restructuring charges in the fourth quarter of fiscal 2023 primarily relate to compensation expenses incurred in connection with strategic decisions made in the Walmart International segment. Business reorganization charges in the first quarter of fiscal 2025 primarily relate to expenses incurred in connection with strategic decisions made in the Walmart U.S. segment, as well as incremental business reorganization expenses recorded in Corporate and support.

<sup>2</sup>Recorded in Corporate and support.

NP = not provided



# Non-GAAP measures – adjusted operating income

Adjusted operating income is considered a non-GAAP financial measure under the SEC's rules because it excludes certain charges included in operating income calculated in accordance with GAAP. Management believes that adjusted operating income is a meaningful measure to share with investors because it best allows comparison of performance with that of the comparable period. In addition, adjusted operating income affords investors a view of what management considers Walmart's core earnings performance and the ability to make a more informed assessment of such core earnings performance as compared with that of the prior year.

When we refer to adjusted operating income in constant currency, this means adjusted operating results without the impact of the currency exchange rate fluctuations. The disclosure of constant currency amounts or results permits investors to better understand Walmart's underlying performance without the effects of currency exchange rate fluctuations.

The table below reflects the calculation of adjusted operating income and adjusted operating income in constant currency, when applicable, for the trailing five quarters.

	Three Months Ended									
	Consolidated									
(Dollars in millions)	Q3 FY24	Q3 FY23	Q4 FY24	Q4 FY23	Q1 FY25	Q1 FY24	Q2 FY25	Q2 FY24	Q3 FY25	Q3 FY24
<b>Operating income:</b>										
Operating income, as reported	\$ 6,202	\$ 2,695	\$ 7,254	\$ 5,561	\$ 6,841	\$ 6,240	\$ 7,940	\$ 7,316	\$ 6,708	\$ 6,202
Business reorganization and restructuring charges <sup>1</sup>	—	—	—	849	255	—	—	—	—	—
Opioid legal charges <sup>2</sup>	—	3,325	—	—	—	—	—	93	—	—
Adjusted operating income	\$ 6,202	\$ 6,020	\$ 7,254	\$ 6,410	\$ 7,096	\$ 6,240	\$ 7,940	\$ 7,409	\$ 6,708	\$ 6,202
Percent change <sup>3</sup>	+3.0%	NP	+13.2%	NP	+13.7%	NP	+7.2%	NP	+8.2%	NP
Currency exchange rate fluctuations	\$ (164)	\$ —	\$ (146)	\$ —	\$ (52)	\$ —	\$ 17	\$ —	\$ 99	\$ (164)
Adjusted operating income, constant currency	\$ 6,038	\$ 6,020	\$ 7,108	\$ 6,410	\$ 7,044	\$ 6,240	\$ 7,957	\$ 7,409	\$ 6,807	\$ 6,038
Percent change <sup>3</sup>	+0.3%	NP	+10.9%	NP	+12.9%	NP	+7.4%	NP	+12.7%	NP

<sup>1</sup>Business reorganization and restructuring charges in the fourth quarter of fiscal 2023 primarily relate to compensation expenses incurred in connection with strategic decisions made in the Walmart International segment. Business reorganization charges in the first quarter of fiscal 2025 primarily relate to expenses incurred in connection with strategic decisions made in the Walmart U.S. segment, as well as incremental business reorganization expenses recorded in Corporate and support.

<sup>2</sup>Recorded in Corporate and support.

<sup>3</sup>Change versus prior year comparable period.

NP = not provided



# Non-GAAP measures – adjusted EPS

Adjusted diluted earnings per share attributable to Walmart (Adjusted EPS) is considered a non-GAAP financial measure under the SEC's rules because it excludes certain amounts included in the diluted earnings per share attributable to Walmart calculated in accordance with GAAP (EPS), the most directly comparable financial measure calculated in accordance with GAAP. Management believes that Adjusted EPS is a meaningful measure to share with investors because it best allows comparison of the performance with that of the comparable period. In addition, Adjusted EPS affords investors a view of what management considers Walmart's core earnings performance and the ability to make a more informed assessment of such core earnings performance with that of the prior year.

We adjust for the unrealized and realized gains and losses on our equity and other investments each quarter because although the investments are strategic decisions for our retail operations, management's measurement of each strategy is primarily focused on the operational results rather than the fair value of such investments. Additionally, management does not forecast changes in the fair value of its equity and other investments. Accordingly, management adjusts EPS each quarter for the unrealized and realized gains and losses related to those investments.

We have calculated Adjusted EPS for the trailing five quarters as well as the prior year comparable periods by adjusting EPS for the relevant adjustments for each period presented.

	Three Months Ended October 31, 2024 <sup>3</sup>				Three Months Ended October 31, 2023 <sup>3</sup>				Percent Change
<b>Diluted earnings per share:</b>									
Reported EPS				\$0.57				\$0.06	+850.0%
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1,4</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1,4</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	
Unrealized and realized (gains) and losses on equity and other investments <sup>5</sup>	\$0.02	\$(0.01)	\$—	\$0.01	\$0.59	\$(0.14)	\$—	\$0.45	
Adjusted EPS				<u>\$0.58</u>				<u>\$0.51</u>	+13.7%

<sup>1</sup>Tax impact calculated based on nature of item, including any realizable deductions, and statutory rate in effect for relevant jurisdictions.

<sup>2</sup>Calculated based on the ownership percentages of our noncontrolling interests, where applicable.

<sup>3</sup>Individual components in the accompanying tables may include immaterial rounding, including per-share amounts and percentage changes retroactively adjusted to reflect the February 23, 2024 stock split.

<sup>4</sup>The reported effective tax rate was 22.7% and 29.7% for the three months ended October 31, 2024 and October 31, 2023, respectively. Adjusted for the above items, the effective tax rate was 23.0% and 24.1% for the three months ended October 31, 2024 and October 31, 2023, respectively.

<sup>5</sup>For the three months ended October 31, 2024, net losses were primarily driven by a realized loss on the sale of our investment in JD.com (sold in August 2024), partially offset by an increase in the underlying stock price of our investment in Symbotic. For the three months ended October 31, 2023, net losses were primarily driven by decreases in the underlying stock prices of our investments in Symbotic and JD.com.



# Non-GAAP measures – adjusted EPS (cont.)

	Three Months Ended July 31, 2024 <sup>3</sup>				Three Months Ended July 31, 2023 <sup>3</sup>				Percent Change
Diluted earnings per share:									
Reported EPS				\$0.56				\$0.97	-42.3%
Adjustments:	Pre-Tax Impact	Tax Impact <sup>1</sup>	NCI Impact <sup>2</sup>	Net Impact	Pre-Tax Impact	Tax Impact <sup>1</sup>	NCI Impact <sup>2</sup>	Net Impact	
Unrealized and realized (gains) and losses on equity and other investments	\$0.14	\$(0.03)	\$—	\$0.11	\$(0.48)	\$0.11	\$—	\$(0.37)	
Incremental opioid settlement expense	—	—	—	—	0.01	—	—	0.01	
Net Adjustments				\$0.11				\$(0.36)	
Adjusted EPS				\$0.67				\$0.61	+9.8%

	Three Months Ended April 30, 2024 <sup>3</sup>				Three Months Ended April 30, 2023 <sup>3</sup>				Percent Change
Diluted earnings per share:									
Reported EPS				\$0.63				\$0.21	+200.0%
Adjustments:	Pre-Tax Impact	Tax Impact <sup>1</sup>	NCI Impact <sup>2</sup>	Net Impact	Pre-Tax Impact	Tax Impact <sup>1</sup>	NCI Impact <sup>2</sup>	Net Impact	
Unrealized and realized (gains) and losses on equity and other investments	\$(0.08)	\$0.03	\$—	\$(0.05)	\$0.38	\$(0.10)	\$—	\$0.28	
Business reorganization charges	0.03	(0.01)	—	0.02	—	—	—	—	
Net Adjustments				\$(0.03)				\$0.28	
Adjusted EPS				\$0.60				\$0.49	+22.4%

<sup>1</sup>Tax impact calculated based on nature of item, including any realizable deductions, and statutory rate in effect for relevant jurisdictions.

<sup>2</sup>Calculated based on the ownership percentages of our noncontrolling interests, where applicable.

<sup>3</sup>Individual components in the accompanying tables may include immaterial rounding, including per-share amounts and percentage changes retroactively adjusted to reflect the February 23, 2024 stock split.



# Non-GAAP measures – adjusted EPS (cont.)

	Three Months Ended Jan 31, 2024 <sup>3</sup>				Three Months Ended Jan 31, 2023 <sup>3</sup>				Percent Change
<b>Diluted earnings per share:</b>									
Reported EPS	\$0.68				\$0.77				-11.7%
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	
Unrealized and realized (gains) and losses on equity and other investments	\$(0.10)	\$0.02	\$—	\$(0.08)	\$(0.47)	\$0.09	\$—	\$(0.38)	
Business reorganization charges and restructuring charges	—	—	—	—	0.10	0.13	(0.05)	0.18	
<b>Net Adjustments</b>	\$(0.08)				\$(0.20)				
Adjusted EPS	\$0.60				\$0.57				+5.3%

	Three Months Ended Oct 31, 2023 <sup>3</sup>				Three Months Ended Oct 31, 2022 <sup>3</sup>				Percent Change
<b>Diluted earnings per share:</b>									
Reported EPS	\$0.06				\$(0.22)				NM
<b>Adjustments:</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	<b>Pre-Tax Impact</b>	<b>Tax Impact<sup>1</sup></b>	<b>NCI Impact<sup>2</sup></b>	<b>Net Impact</b>	
Unrealized and realized (gains) and losses on equity and other investments	\$0.59	\$(0.14)	\$—	\$0.45	\$0.45	\$(0.08)	\$—	\$0.37	
Opioid legal charges	—	—	—	—	0.41	(0.06)	—	0.35	
<b>Net Adjustments</b>	\$0.45				\$0.72				
Adjusted EPS <sup>4</sup>	\$0.51				\$0.50				+2.0%

<sup>1</sup>Tax impact calculated based on nature of item, including any realizable deductions, and statutory rate in effect for relevant jurisdictions.

<sup>2</sup>Calculated based on the ownership percentages of our noncontrolling interests, where applicable.

<sup>3</sup>Individual components in the accompanying tables may include immaterial rounding, including per-share amounts and percentage changes retroactively adjusted to reflect the February 23, 2024 stock split.

<sup>4</sup>Adjusted EPS for the three months ended October 31, 2022 was calculated using weighted average shares outstanding of 8,161 million, which includes the dilutive impact of share-based payment awards.

NM = not meaningful



# Non-GAAP measures – adjusted EBITDA and adjusted EBITDA margin

The calculation of net income margin and adjusted EBITDA margin, along with a reconciliation of adjusted EBITDA margin to the calculation of net income margin, is as follows:

We include net income and net income margin, which are calculated in accordance with U.S. generally accepted accounting principle as well as adjusted EBITDA and adjusted EBITDA margin to provide meaningful information about our operational efficiency compared with our competitors by excluding the impact of certain items. We calculate adjusted EBITDA as earnings before interest, taxes, depreciation and amortization. We also exclude other gains and losses, which is primarily comprised of fair value adjustments on our investments which management does not believe are indicative of our core business performance. From time to time, we will also adjust certain items from operating income, which we believe is meaningful because it best allows comparison of the performance with that of the comparable period. Adjusted EBITDA margin is calculated by dividing adjusted EBITDA by consolidated net sales.

Adjusted EBITDA and adjusted EBITDA margin are considered non-GAAP financial measures. Management believes, however, that these measures provide meaningful information about our operational efficiency by excluding the impact of differences in tax jurisdictions and structures, debt levels, capital investments and other items which management does not believe are indicative of our core business performance. We consider net income to be the financial measure computed in accordance with GAAP that is the most directly comparable financial measure to our calculation of adjusted EBITDA. We consider net income margin to be the financial measure computed in accordance with GAAP that is the most directly comparable financial measure to our calculation of adjusted EBITDA margin. Although adjusted EBITDA and adjusted EBITDA margin are standard financial measures, numerous methods exist for calculating a company's adjusted EBITDA and adjusted EBITDA margin. As a result, the method used by management to calculate our adjusted EBITDA and adjusted EBITDA margin may differ from the methods used by other companies to calculate similarly titled measures.

Net income margin was 2.7% and 0.3% for the three months ended October 31, 2024 and 2023, respectively. The increase in net income margin was primarily due to the increase in net income resulting from changes in the fair value of our equity and other investments and increased operating income, partially offset by increased income taxes. Adjusted EBITDA margin was 5.9% and 5.8% for the three months ended October 31, 2024 and 2023, respectively. The increase in adjusted EBITDA margin was primarily due to operating income growth outpacing sales growth.

	Three Months Ended	
	Oct 31, 2024	Oct 31, 2023
<i>(Dollars in millions)</i>		
<b>Consolidated net income attributable to Walmart</b>	\$ 4,577	\$ 453
Consolidated net income attributable to noncontrolling interest	(137)	(190)
Provision for income taxes	1,384	272
Other (gains) and losses	132	4,750
Interest, Net	478	537
Operating Income	\$ 6,708	\$ 6,202
+ Depreciation and Amortization	3,260	2,986
<b>Adjusted EBITDA</b>	<b>\$ 9,968</b>	<b>\$ 9,188</b>
Net Sales	\$ 168,003	\$ 159,439
<b>Consolidated net income margin</b>	<b>2.7%</b>	<b>0.3%</b>
<b>Adjusted EBITDA margin</b>	<b>5.9%</b>	<b>5.8%</b>



