



WAL*MART



Always.

John B. Menzer
Vice Chairman
Wal-Mart Stores, Inc.

- Wal-Mart includes the following cautionary statement to take advantage of the “safe harbor” provisions of the PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995 for any forward-looking statements made by, or on behalf of, Wal-Mart. You are referred to Wal-Mart’s SEC filings for additional information regarding the safe harbor. The factors which could cause actual results to differ materially from predicted results include, among other things, cost of goods, competitive pressures, geopolitical conditions, labor and healthcare costs, inflation, consumer spending patterns and debt levels, currency exchange fluctuations, trade restrictions, changes in tariff and freight rates, fluctuations in the costs of gasoline, diesel fuel and other energy, accident and insurance costs, interest rate fluctuations and other capital market conditions, weather conditions, storm related damage to our facilities and customer traffic, regulatory matters and other risks set forth with the company’s filings with the SEC.

Wal-Mart's Global Presence



Units
3,889 U.S.
2,688 International
6,577 Worldwide

As of 5/31/06

* Held for sale
 ** Excludes VIPs franchise

1.8 million associates
28 offices sourcing from 70 countries

First Quarter Earnings

(in Billions except EPS)

	Quarter Ended April 30, <u>2006</u>	Quarter Ended April 30, <u>2005</u>	% of <u>Change</u>
Sales	\$79.613	\$70.908	12.3
Net Income	2.615	2.461	6.3
EPS	0.63	0.58	8.6

Expansion Plans

	FYE 1/06 Actual	FYE 1/07 Planned
	<u>New Units (a)</u>	<u>New Units (a)</u>
Supercenters	267	270 – 280
Discount Stores	24	20 – 30
SAM'S Clubs	35	30 – 40
Neighborhood Markets	15	15 – 20
U.S. Total	<u>341</u>	<u>335 – 370</u>
International *	182	220 – 230
Global Total *	523	555 – 600
Square footage increase	55 million	60 million

(a) Includes relocations, conversions and expansions of existing stores

* Without acquisitions

WALMART

We are focused on...

Growth

New Units Existing Units

Expansion
Program

Acquisition

Traffic

Ticket

ROIC

Gross Margin

Expenses

Working Capital

Fixed Capital

Other *

* Currently includes all consolidated companies

Network Remix

Evolve the Logistics network to increase store productivity and customer service

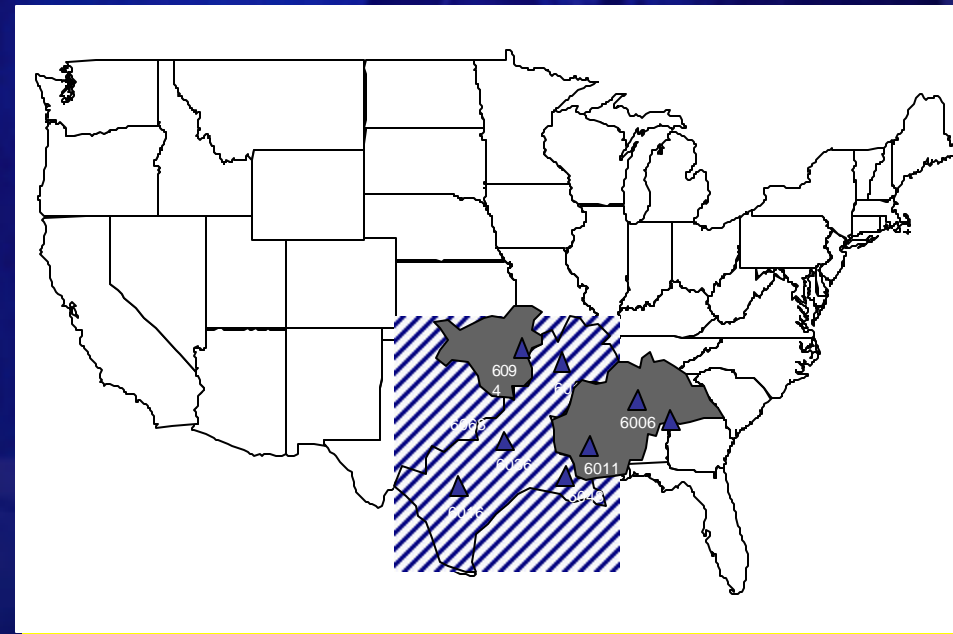
- Support store needs:

- Best items on one truck
- Delivery frequency and flow
- Quick to shelf



RFID Facility Expansion

- **Currently live in:**
 - 5 DCs
 - 487 stores
 - 36 SAM'S
 - 300 Suppliers
- **Expanding to:** (projected)
 - 515 stores
 - Up to 135 SAM'S
 - Canada Pilot
 - Over 600 Suppliers
by 01/07



Store Designs to Compliment Local Community



Pella, Iowa
Dutch Architecture

Store of the Community



Chicago (W) before

WALMART

Store of the Community



Chicago (W) after

Store of the Community



Long Beach, California

WALMART

Store of the Community



Evergreen, Colorado

WAL*MART

Store of the Community



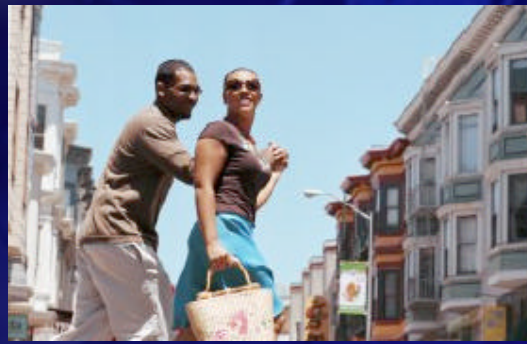
Dallas, Texas

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Segmentation is helping clarify assortment needs and in-store experience



Suburban Affluent



Urban/Multicultural



Hispanic



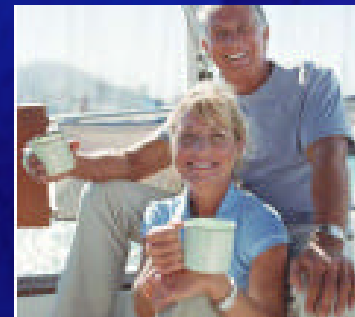
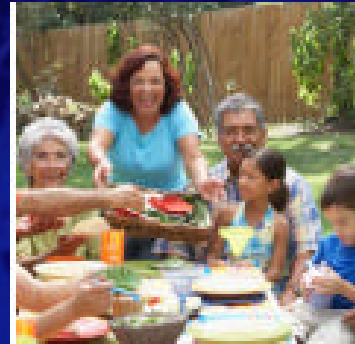
Boomers



Rural

A “one size fits all” approach doesn’t work in today’s market...

- A more ethnically diverse population demands a personalized approach
- Aging boomers have unique needs and preferences
- We’re sourcing more growth from higher income markets

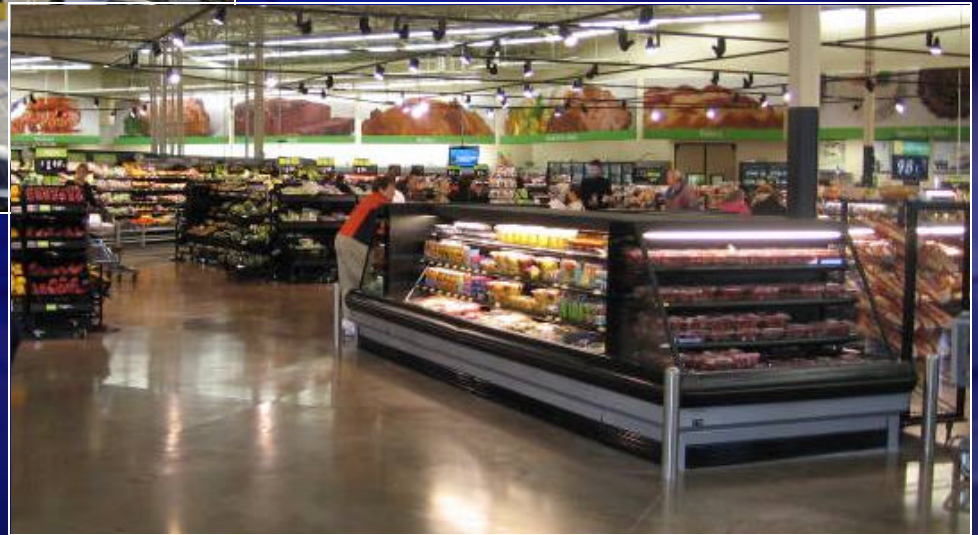


...and even as we evolve we must bring our traditional customer along

- The majority of our customer base is still in “middle America”**



Plano, Texas illustrates the ability of the Wal-Mart brand to “flex” for different markets



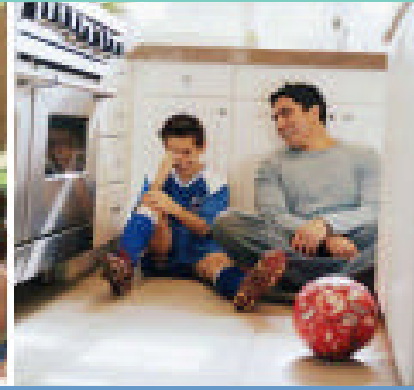
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We'll customize each of our stores to reflect its local customer base

STORE FORMAT TEMPLATES
SELECTIVE SHOPPER

STORE COUNT 1,950



STORE FORMAT TEMPLATES
HISPANIC

STORE COUNT 188

STORE FORMAT TEMPLATES
URBAN/MULTI-CULTURAL

STORE COUNT 361
Urban 223
African American 138



STORE FORMAT TEMPLATES
RURAL

STORE COUNT 1,021

Evergreen Park, IL

Expanded ethnic hair and beauty products, cosmetics



El Centro, California

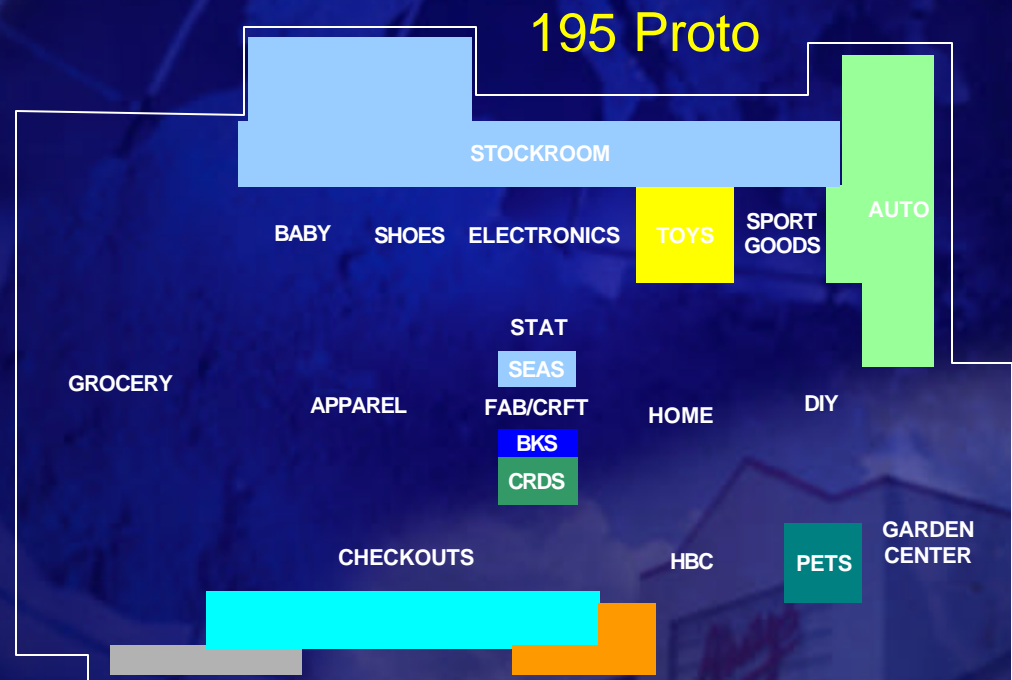
“Farmers Market”
approach



WALMART

Customer needs are driving “Financially Smart” space decisions across Store Remodel Project

- Rationalized capital expenditures dollars to focus on five things that matter most to the customer
- Using customer insights and space productivity metrics to drive department size decisions
- Almost 800 stores already remodeled or underway. Over 500 more by the end of the year



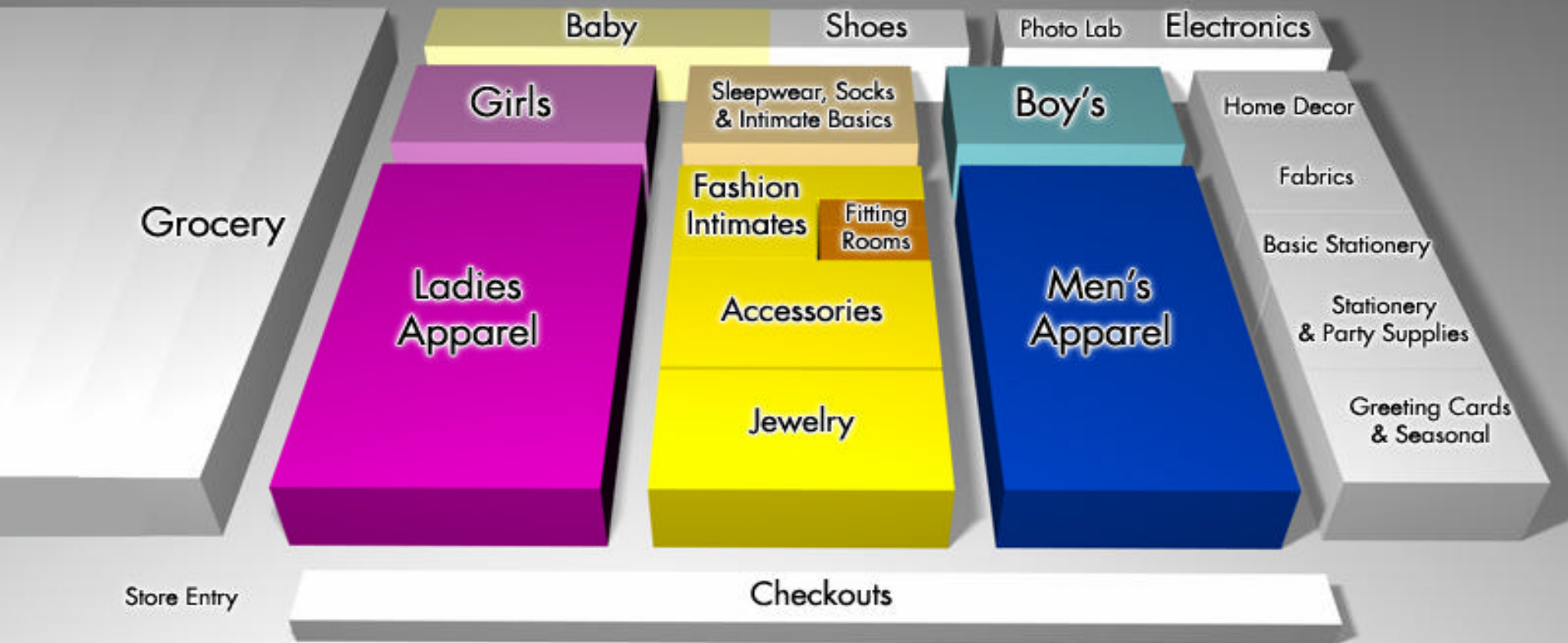
Apparel Remodel Project

CURRENT



Apparel Remodel Project

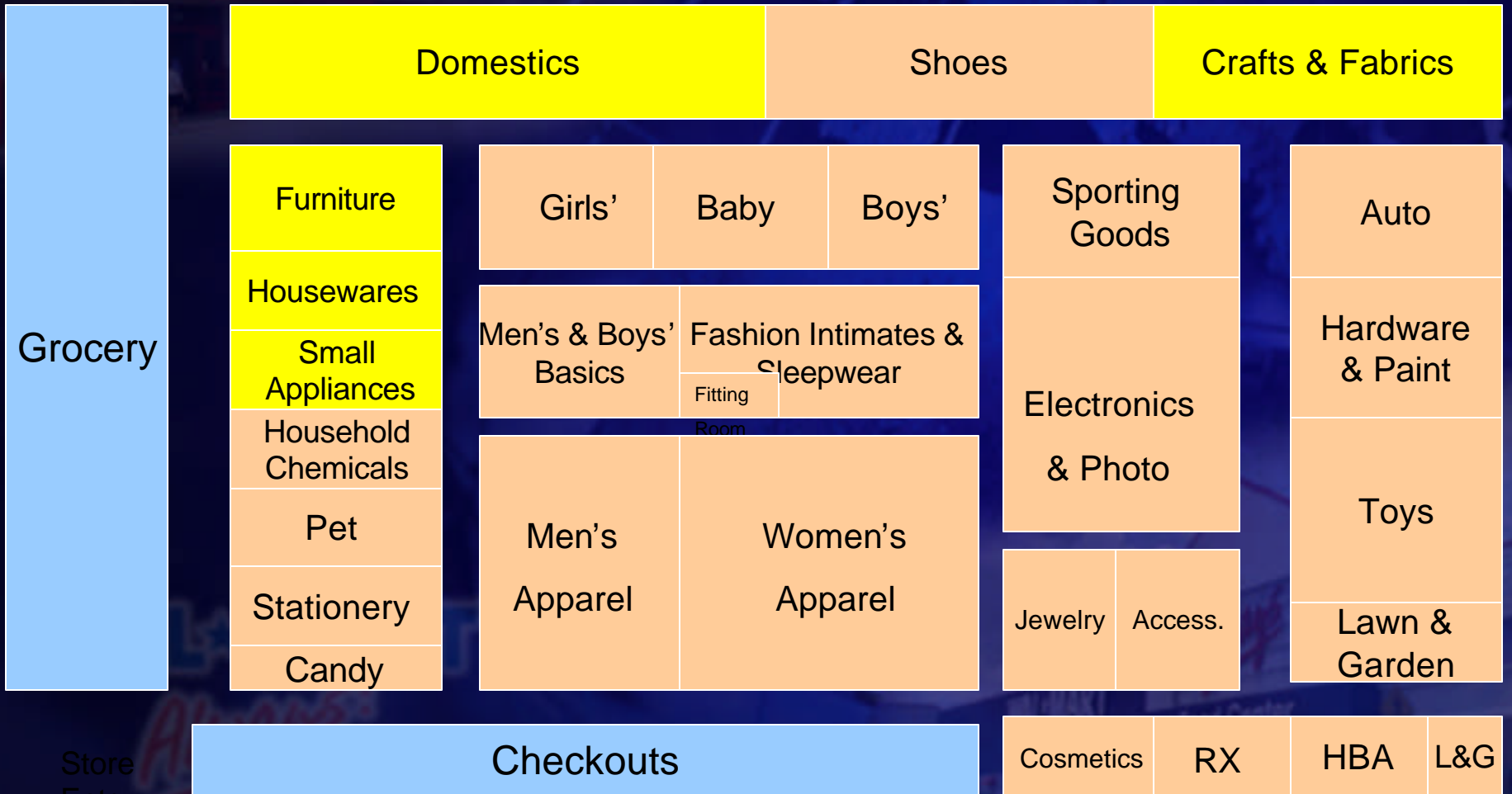
NEW



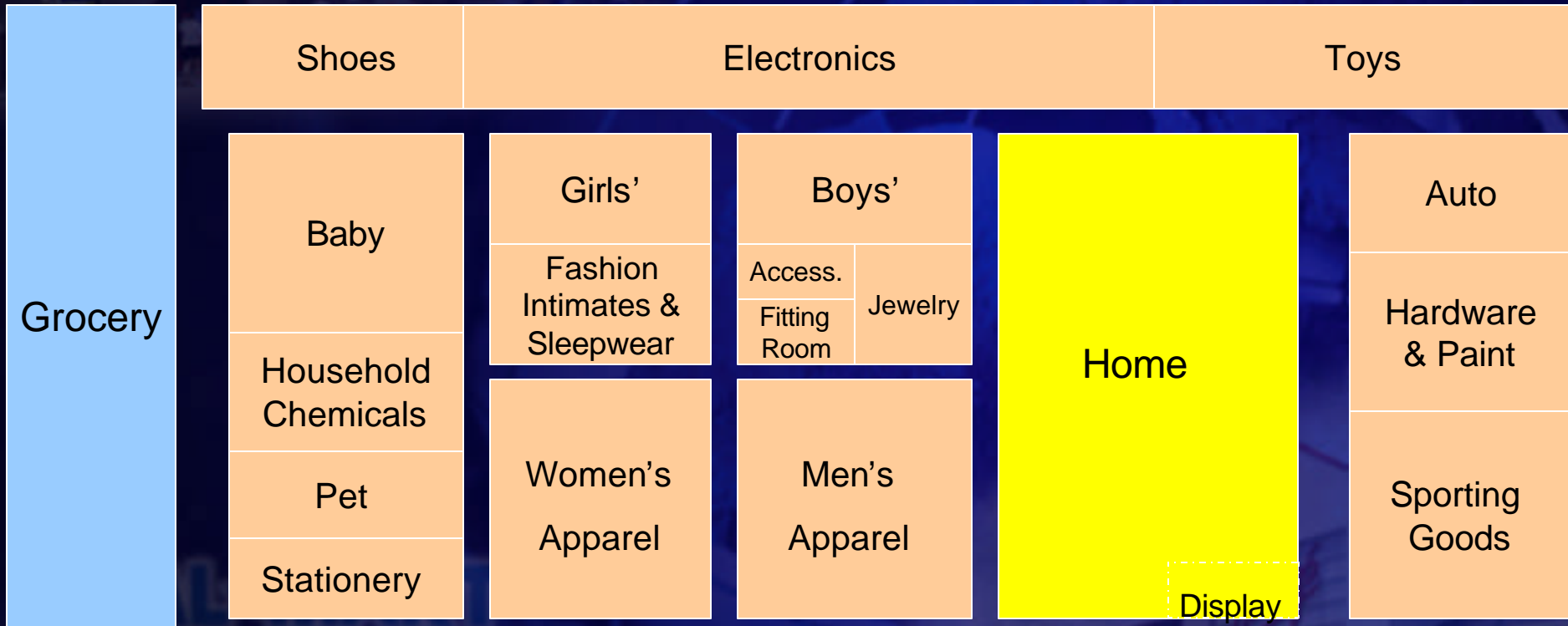
Apparel Remodel Project



Homelines Remodel Project - Before



Homelines Remodel Project - After



Store Entry

Checkouts

Cosmetics RX HBA



Pharmacy Growth Initiatives

Appearance and Access

- ▶ Open Format
- ▶ Accessible Pharmacists

Delivering Value

- ▶ ROI/Margin Growth Initiatives

Understanding Customer Needs

- ▶ Medicare Part D Project

Appearance and Access

New Pharmacy Format in Rollout Phase



New Pharmacy Result



- Improved ROI through better mix of Over-the-Counter (OTC) sales.
- Improved customer shopping experience.
- Improved access to pharmacist.
- Increased visibility results in higher Rx counts.

Delivering Value

- Increased pharmacy traffic results in increased performance in adjacent areas.
- Reduces inventory and labor cost associated with movement of inventory.



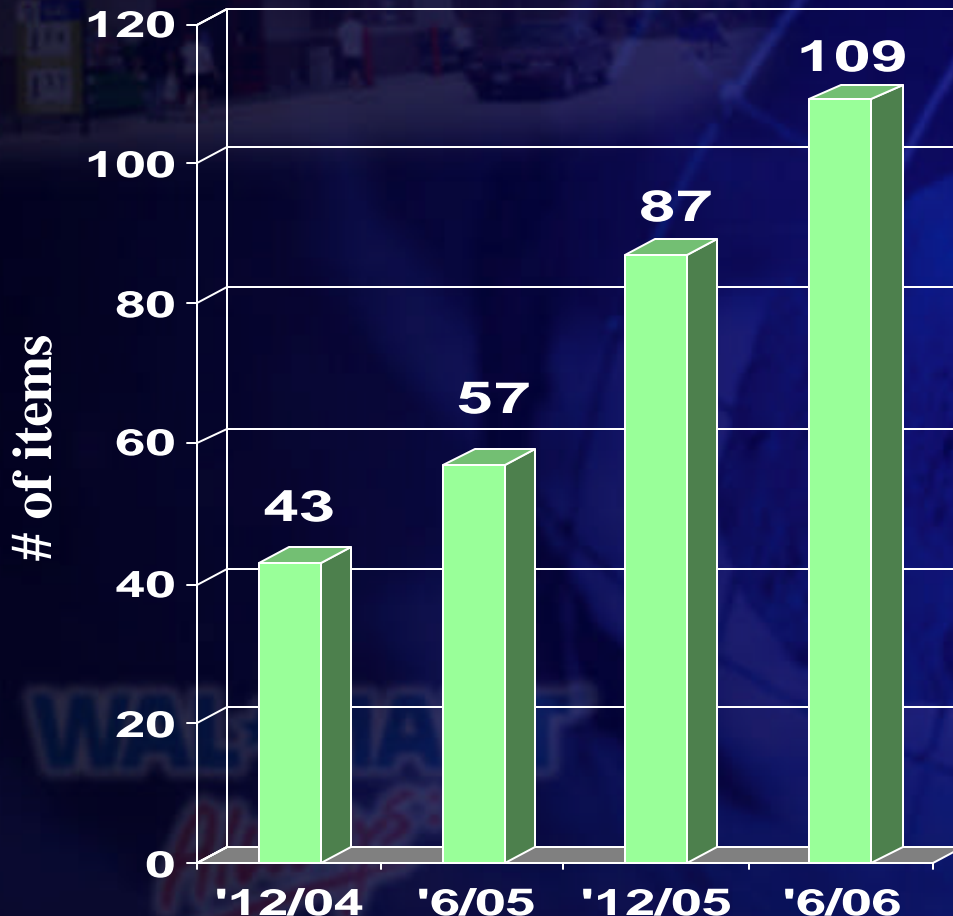
Understanding Customer Needs



- Humana Medicare Part D program.
- 850,000+ enrollments done through Wal-Mart Stores.
- Wal-Mart now #1 Humana pharmacy provider.

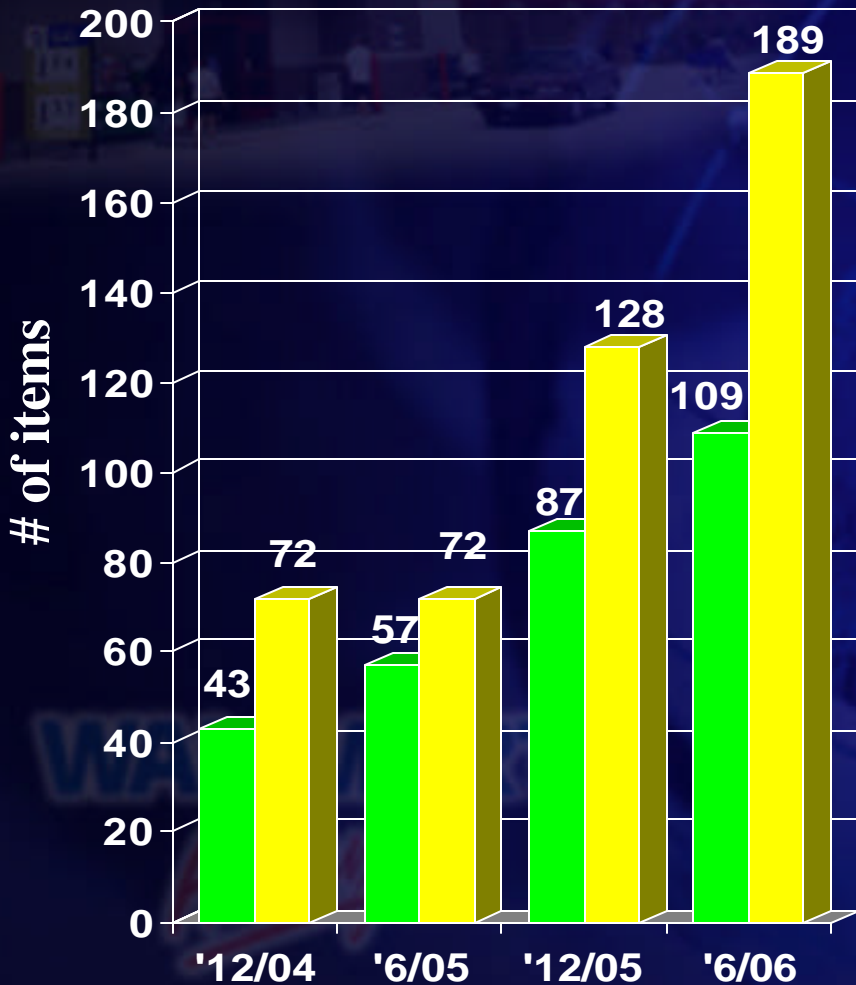


Assortment Expansion of Organic Food at an Every Day Value



- We have the Organic Consumer
- Our Program:
 - EDLP Successful Model
 - Gateway Categories
 - National Brands
 - Integrated Sets

Store of the Community will Define our Best Organic Stores



- 374 Stores Qualify
- High Index of the Consumer Organic Consumption
- Sales in our Best Stores are already Doubling Base Stores.

Organic Produce

Organic Kiwi

Organic Greens



WALMART

Organic George for Baby



GEORGE
baby™
Organic

0 to 9
months

100% CERTIFIED
ORGANIC COTTON



WAL-MART
Always

WAL-MART

Natural Life Pet Food with All-Natural Ingredients





The Latin Billboard Awards Kick-Off Pool Party, Ritz Carlton Hotel

Metro 7[®] Fashion Cabana – South Beach

The Miami Herald
BUSINESS

WAL★COUTURE

**Wal-Mart aims to cultivate a new image as a place for fashion.
The company brings its Metro 7 collection to South Beach this week.**

BY ELAINE WALKER
ewalker@MiamiHerald.com

Estee Mandel normally shops at trendy South Beach boutiques or high-end department stores like Saks Fifth Avenue and Neiman Marcus.

A friend convinced her to check out the Metro 7 clothes set up in a temporary store this week on Ocean Drive. Mandel liked the camisoles and tank tops. She got the pink, orange, white and burgundy.

But the Miami Beach resident was rendered speechless when she learned that Metro 7 is a line made by Wal-Mart.

"I'm in shock," said Mandel, 43, as she stood with her mouth agape. "I would never, ever go there for clothes. Maybe for laundry detergent or cleaning supplies."

Metro 7 is Wal-Mart's new line of women's

clothes designed to appeal to fashion-conscious consumers who have been shopping at places like Target, JC Penney and Old Navy. The clothes, which typically are now in about 860

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*TURN TO WAL-MART, 6C

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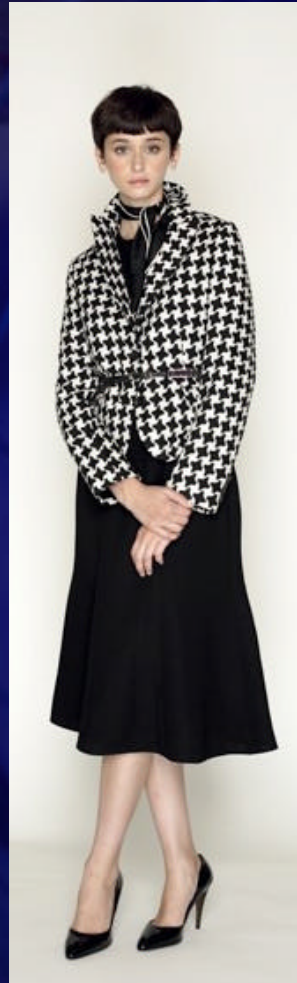
MIAMIHERALD.COM CLICK ON TODAY'S EXTRAS TO LISTEN TO AN INTERVIEW WITH A WAL-MART VP

WAL★MART

Easta



George M.E.®



G.E. Select Edition® Small Appliances



Furniture Solutions



Get It Together



Fox Glen



Mission Cove

WAL-MART
Always

WAL-MART

Botanical Islander



Home Trends Casual – Bath Products

Retail: \$5.96



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WAL-MART

Springmaid® Hotel Bedding Collection



WALMART®

On-Trend Products

Furniture built to last.

Heirloom cribs that grow with the child.



Converts to day bed for toddlers and later, a full size bed

Sustainability



To be supplied 100% by renewable energy

- Existing stores 20% more efficient in 7 years
- New stores 30% more efficient in 4 years
- Fleet 25% more efficient in 3 years, double in 10 years



To create zero waste

- 25% reduction in solid waste in 3 years
- All private brand packaging improved in 2 years (right sized, reusable materials)



To sell products that sustain our resources & environment

- 20% supply base aligned in 3 years
- Preference given to aligned suppliers in 2 years
- Design and support Green Company program in China



Packaging Opportunities

It's about
the customer, always.

WAL-MART
Always.

WAL-MART®