

# 2005 report

# SOCIAl responsibility

wal-mart de mexico

### contents

Message from the President and CEO			
Our Company Profile			
Sustainable Development Strategy			
Economic Performance			
Sustainable Development Strategy			

Э	1	Environmental Performance	page	8
	2	Social Performance		
	4	Our People		10
	6	Our Suppliers		12
		Our Communities		14

The mission upholding our Company's permanence and success is value creation. All our efforts, strategies and actions are aimed at this objective.

### Our vision

The vision of our Company summarizes our commitment to Mexico: "Contribute towards improving the quality of life for Mexican families."

### Our Basic Beliefs

Respect for the Individual, Service to Our Customer, and Strive for Excellence, with Integrity being the underlying principle.

### To all the readers,

It is with great satisfaction that we once again open the doors of our Company to present the **second** Corporate Social Responsibility report and to share our Basic Beliefs with all of you, as well as the actions that embody our **commitment** to Mexico.

# 2005

we continued harvesting the fruits of success



During 2005, we continued harvesting the fruits of success thanks to the great dedication and perseverance of all our Associates. This can be seen in the fact that we accomplished a significant expansion, we have been honored for the fifth consecutive year as a Socially Responsible Corporation and were named the third most admired company in Mexico, the most admired in the retail industry and the largest private company in Latin America.

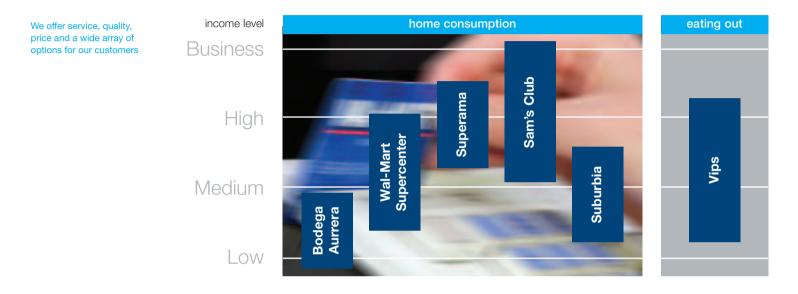
I am proud to say that the good performance of our Company, the results we have achieved with regards to corporate ethics, the commitment to our Associates, the development of communities and environmental protection practices have been possible thanks to our people, our committed Associates who are exceptional agents of change.

The cornerstone of our commitment to Mexico is our culture, which is also based on the integrity that governs our actions and allows us to supervise the ethical performance of the Company. Our culture is based on our basic beliefs, namely, respect, service and excellence, which foster a work environment where there is commitment, continuous improvement and collaboration with others. During this year, we realized our vision of contributing towards improving the quality of life for Mexican families by generating development opportunities for our Associates, by creating alliances with our suppliers, and by conducting environment-friendly operations and programs that have a positive impact in our communities.

I reiterate our commitment to improve our operation every day, supervise our actions and creatively drive the sustainable development of our country.

Eduardo Solorzano President and Chief Executive Officer

# **Our Company** Profile



# Our business formats

Our multi-format business includes self-service stores, apparel stores, wholesale membership clubs and restaurants.

### Self-service Bodega Aurrera

Austere discount stores offering staple goods, food and household items.

### Wal-Mart Supercenter

Supercenters providing the widest merchandise assortment, from groceries and fresh to apparel and general merchandise

### Superama

Supermarkets located in residential areas, with special emphasis made on quality and convenience.

# Wholesale Membership Clubs Sam's Club

Membership wholesale outlets targeting businesses and consumers who buy large volumes.

### Apparel Suburbia

Apparel stores aimed at middle-income families, providing quality and fashion at the best price.

### Restaurants Vips

Restaurant chains known for their service, quality, price and location. This division includes Vips and El Porton restaurants, which specializes in Mexican cuisine.



# Corporate Governance

In Wal-Mart de Mexico, integrity is the foundation of our corporate culture, which we practice through our three basic beliefs: Respect for the Individual, Service to our Customers and Strive for Excellence.

Our culture underlies our Corporate Governance as it promotes transparency, timely presentation of information to our shareholders and ethical company management, which in turn contribute towards increasing the value of the Company and the benefits for all our customers, members, shareholders, Associates, suppliers and communities.

To consolidate our Company as an honest organization with a solid set of corporate ethic practices, we develop and every day instill a culture of compliance with beliefs, laws, standards and policies.

The basic actions to ensure compliance revolve around the following:

- Keep our Associates informed on the laws, policies and procedures we must follow.
- Provide them with the necessary tools to ensure their behavior abides by Wal-Mart culture and compliance standards.
- Allow them to express their concerns and provide them with independent channels other than their supervisors, until they receive an appropriate answer.
- Monitor compliance through our Corporate Governance entities and company transaction audits.
- Addressing any potentially irregular situation that might affect the Company's integrity, finances and equity.

Through our Statement of Ethics and Compliance program we ensure that integrity is not only a belief, but also that it becomes part of our corporate identity, a regular and general practice. This year, we issued a general Statement of Ethics that sets ethical guidelines to be observed in each and every transaction performed by the Company nationwide. This Statement of Ethics is compulsory and should be understood and signed by each and every Associate.

We are convinced that doing what is right always, being honest and obeying the law gives us a competitive advantage, allows us to fuel and make our business formats grow in Mexico, and be proactive in building a better country.

# Sustainable Development **Strategy**

1,380 new Mexican suppliers in 2005

Through our daily operations and growth, we create permanent jobs, and give our Associates and suppliers the opportunity to grow. The vision of sustainable growth for our Company is rooted in realizing our vision of *Contribute towards improving the quality of life for Mexican families* through opportunities and tools that foster growth among our Associates, suppliers and the communities where we operate.

We offer a wide variety of products at low prices, which positively impact the household income in the various locations where we are present.

The vision of sustainable growth is also applied to the design and operation of our business units by reducing water and energy use, minimizing noise and efficiently managing waste produced by our operations.



million dollars invested in 45 Waste Water Treatment Plants during 2005.













# Wal-Mart de Mexico and its stakeholders

Commitments	Actions
Customers Offer the right merchandise assortment, in the right amount, and at the right time at <i>Everyday Low Prices, Always</i>	<ul> <li>We work to obtain efficiencies and generate savings that we pass on to our customers through <i>Every Day Low Prices.</i></li> <li>In order to benefit our customers and together with our suppliers, we look for ways to reduce costs throughout the entire supply chain, starting with item production, to its final display in our stores.</li> <li>We ensure and improve the quality of our service to provide the best possible shopping experience.</li> </ul>
Shareholders Look after and grow the equity we have been entrusted with, observing the highest standards of integrity and the Corporate Governance best practices	<ul> <li>We foster transparency, timely presentation of information to our shareholders and ethical company management, which in turn contributes towards increasing the value of the Company, all within a control environment and with Corporate Governance best practices.</li> <li>Through our Statement of Ethics and Compliance program, we ensure that Integrity is an ever-present and global principle.</li> <li>We develop and every day instill a culture of compliance with beliefs, laws, standards and policies.</li> </ul>
Associates Honor our commitment to make everyday Wal-Mart de Mexico the best place to work	<ul> <li>We have a sound organizational culture (Integrity, Respect for the Individual, Service to Our Customers, and Strive for Excellence).</li> <li>Personal and professional development for our people is a priority, as well as providing job security for them and economic stability for their families through our continuous growth as a company and the diversity of our operations.</li> <li>We have created programs to improve the quality of life for our Associates, promote gender equality, and benefit the Associates as well as their families.</li> </ul>
Suppliers Support their development, growth and consolidation	<ul> <li>We provide development opportunities to suppliers through our constant growth.</li> <li>Through our Regional Trade Fairs we develop local suppliers as a means of providing additional support for small and medium enterprises.</li> <li>We have created areas of development for the textile and garment-making industry, the production chain for perishables, and new regional products.</li> <li>Our information systems help suppliers to plan production and buy of raw materials, thereby creating greater operations efficiencies and market competitiveness.</li> </ul>
<b>Communities</b> With the participation of our Associates we create and foster programs that promote development and improve the quality of life for all families throughout Mexico	<ul> <li>Through our programs and our on-going support of organizations, we contribute towards generating sustainable changes and creating solutions for malnutrition and food safety issues throughout the country.</li> <li>We encourage the committed participation of our Associates in social assistance programs.</li> <li>We convert community actions into local commitment, allowing each business unit of our Company to become an agent of change.</li> <li>We provide direct financial assistance to support high impact projects regarding nutrition for communities in need.</li> </ul>
Environment Environment-friendly and responsible operations	<ul> <li>We plan, design and build all our new units with innovative practices and environment-friendly technologies.</li> <li>In our units we have water treatment plants and equipment requiring little or no water use.</li> <li>We separate garbage, have refrigerated chambers to preserve organic waste, and we instill the practice of recycling.</li> <li>We limit the consumption of electric energy by using energy-efficient lighting systems and refrigeration equipment.</li> </ul>

# Economic Performance



In the last six years, we have created more than 53,000 new direct jobs

With our units we foster the growth of:

- Banks
- Car dealerships
- Car dealership
   Candy stores
- Candy stores
  Shoe stores
- Taxi stands
- Drv cleaners
- Ice-cream parlors
- Fast food establishments
- Lottery ticket stands
- Newspaper stands
- Movie theaters
- Restaurants
- Gas stations, among others.

#### **Economic Impact**

Even if we were not to take into account the direct and indirect jobs created during the construction and operation of each new store, the customer count and the commercial dynamics generated by these two activities alone, favor the appearance of small commercial establishments. The products and services these establishments offer complement our self-service stores.

As for consumer spending, Mexican purchasing power for durable goods has increased thanks to consumer credits. These have become a driving force for the country's economic activity in light of having posted double-digit growth figures in the last few years.

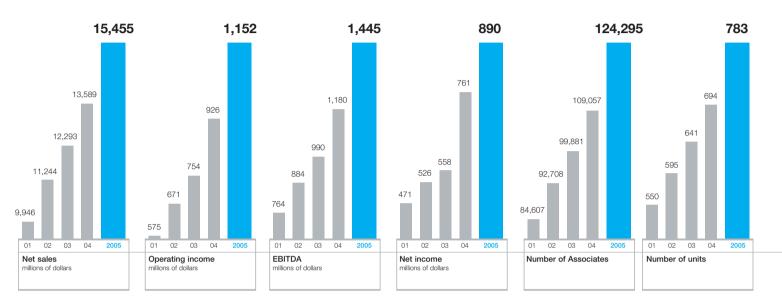
Wal-Mart de Mexico, through our Wal-Mart and Suburbia credit cards and *Compra Facil* program, is making credit accessible to people with a monthly income of as little as \$ 200 dollars and who do not have any prior credit history. We will continue working to develop and expand credit as a vehicle for economic growth, and to make it possible for more families to improve their standards of living with the purchase of durable goods.

#### **Every Day Low Prices**

Through our philosophy of *Every Day Low Prices* we have helped meet the needs of Mexican families at the lowest possible price.

This year, Mexico reached the lowest inflation level since the National Consumer Price Index (INPC) started to be calculated, namely 1969. This is a historical achievement for our country, and we believe that our permanent philosophy of *Every Day Low Prices* has contributed to making this possible.

This is how we have helped to strengthen the purchasing power of millions of Mexican families, which has led to 742 million customers favoring us with their trust and preference throughout this year. In general terms, self-service chains have a multiplying effect on the economy of the communities where they operate because they become centers for development.



Note: The financial data in this report has been derived by converting pesos of constant purchasing power as of December 31, 2005 into dollars at the exchange rate of 10.635 pesos to 1.00 dollar prevailing on the same date.

# Financial Highlights

#### **Investment and Job Creation**

Throughout the year, we invested to open 95 new units and expanded our geographic coverage to 29 new cities, 18 of which had no prior presence of any other self-service chain.

This investment exceeded \$ 752 million dollars and represented approximately 4.5% of the total Direct Foreign Investment in Mexico for the year.

It is worthwhile to highlight that one hundred percent of these resources were financed with resources generated by our own operations. As a matter of fact, in the last six years we have reinvested our earnings in our own growth, which has made it possible, year after year, to offer assortment and low prices to an ever growing number of communities.

One of the most positive effects of our growth is the creation of jobs. In the last six years we have more than doubled the number of permanent jobs in the Company, that is, we have created more than 53,000 new sources of direct permanent jobs; hence, to date there are 124,295 Associates in the Company.

Additionally, for each store we open, close to 175 indirect jobs are created in various fields related to the construction industry. This means that during 2005, we indirectly helped generate approximately 16,300 jobs.

742 million customers favored us with their trust and preference.

# Environmental Performance



117

of our business units have a water treatment plant

Our store operations are not natural resource intensive; however, we develop practices and new technologies that generate significant savings thanks to the large number of units and the awareness of our Associates. The responsibility we have as a Company to take care of the environment starts in the planning and design stage of each of our units, and continues with waste management and the maintenance needed for every one of our units. This responsibility can be witnessed in the behavior and awareness of our Associates regarding the use of all natural resources.

Furthermore, we have designed facades that are in line with the store surroundings, and also organize events to reforest parks and take care of public areas. These activities allow us to strengthen the environmental conscience of our Associates and their families.

#### Water Conservation

Our units recycle water. We have wastewater treatment plants in 117 of our business units and equipment requiring little or no water use. Additionally, we test new technologies such as waterless urinals, allowing us to save millions of liters of water daily, both in stores and in offices. Moreover, we collect rainwater and return it to the subsoil through seepage wells to recharge ground water levels.

#### Waste Recycling

We have refrigerated chambers to conserve organic waste, which has been previously separated and sorted in our units. Additionally, we develop ongoing training programs and give information to Associates regarding waste control and management of things that can pollute the environment. We also give special treatment to hazardous waste and substances generated in our operation such as used mineral oil, batteries, etc., making sure they are disposed of properly.

We have instilled a culture of recycling by inviting our Associates, customers and members to participate in Pet and Multilayer-container recycling campaigns. During 2005, some 18,127 kilograms of Multilayer containers were collected in 19 of our business units, and 8,469 kilograms of Pet containers were collected in 24. On the other hand, we participated in the trash The biggest challenge our Company faces is to improve the way we operate all Wal-Mart de Mexico business formats and create an attitude of respect for the **environment** in each and every Associate and their communities.



separation campaign by printing 857 million bags containing the information necessary to efficiently separate trash, which we then distributed among our self-service customers.

#### **Energy Consumption**

The reduction of energy consumption depends on each and every Wal-Mart de Mexico Associate and the efficiency of our daily operations. Our strategy aims at implementing new technologies and raising awareness regarding efficient energy use in our offices, business units and distribution centers.

With all these purposes in mind, we produce and drive programs that motivate and recognize areas or individuals in our Company who contribute with new ideas to improve the rational use of resources, increase efficiency and exceed expectations, as well as programs that more efficiently communicate the same.

We use a highly efficient lighting system that uses little energy, computerized equipment to control

and monitor energy use in our stores, and a more efficient refrigeration equipment that strongly impacts energy savings.

#### **Environmental Protection**

In order to contribute towards improving the environment, we organized volunteer brigades to reforest woodlands, take care of parks, sidewalks and esplanades. A clear example is the National Wal-Mart de Mexico Volunteer Week, which encourages our Associates and their families to participate. During 2005, there were 9,888 volunteers who participated in activities, such as planting 15,448 trees, aimed at improving the environment.

When new stores are designed, green areas are included so as to grow a significant amount of tree species that are native to the region.



In addition to separating organic waste, we separate recyclable waste such as plastic, glass, paper, cardboard and aluminum.

# Our people



# 16,118

Associates were promoted

#### Assistance after Hurricane Wilma Floriberta Sanchez, Maintenance Associate, SAM'S Playa del Carmen "I am grateful to the Company in general for helping and caring about us. For example, my husband received no assistance from his job. His company didn't worry about him. With what Wal-Mart gave me, we are rebuilding our house and replacing what was ruined during the hurricane."

#### Assistance after Hurricane Stan Noel de la Rosa,

Team Leader Meat Dept. SAM'S Tapachula "I lost everything, and I received economic assistance as well as staple goods from the Company, which was of great help. What really boosted our spirits was the moral support of still having a job. I am at ease because I know that I have the support of such a great company as Wal-Mart, and there is no doubt that I feel like a member of this great family." Our organizational culture is the firmest platform we have. Based on Integrity and practiced each day through our basic beliefs –Respect for the Individual, Service to Our Customer, and the Strive for Excellence– our culture is what binds us together as one great family and it supports the manner in which we achieve our results. All 124,295 of us who are part of Wal-Mart de Mexico are committed to practicing these beliefs to exceed the expectations of our customers and members, as well as laying the groundwork for making our Company an increasingly better place to work everyday.

The on-going expansion of our Company and the diversity of its operations serve to drive the professional and personal development of our people, placing special emphasis on acquiring new skills, and helping them to grow within Wal-Mart. Some 101,119 Associates received classroom training throughout the year and 16,118 were promoted. All of this translates to job security for them and economic stability for their families.

The opportunities offered by the Company, as well as its concern for the well-being and development of our Associates, serve to create loyalty and strengthen the spirit of solidarity and generosity. This solidarity can be seen in the commitment of our Associates and their families to community work, and how readily they lend a hand to their fellow Associates during times of need, further creating a sense of pride and ownership regarding the Company.

Our constant expansion into different locations, including those with little infrastructure and scarce job opportunities, has a multiplying effect for the local inhabitants by opening the door to a large number of people, offering new jobs that undoubtedly contribute towards the development of their communities and improve the household income for those who join the Company.

The responsibility Wal-Mart de Mexico assumes in guaranteeing safe working conditions leads to the creation of on-going programs aimed at reducing

The most important asset for our Company is **our people**; with their behavior they are the ones who build an honest company, and who with their **efforts** and **work** have made Wal-Mart de Mexico what it is **today**.



# 4'127,687

101,119 Associates received classroom training 112,183 Associates accessed computer-based learning 49% of our Associates are women. Some 255 Associates with different challenges currently work in our Company.

> We achieved a 35% reduction in the accident rate at our Distribution Centers.

accident rates. For example, in 2005 we were able to reduce the number of accidents companywide by 10%. In 2006 we shall continue with our plan of fostering a culture of prevention and safety among our people.

Wal-Mart de Mexico is a constantly changing company, which favors the ongoing learning experience for our Associates. It is with great pride that we witness the excellent performance of our people, always working towards continuous improvement, which in the end leads to personal success stories and sound results for the Company.

Wal-Mart de Mexico rewards the commitment of its Associates through a fringe benefit plan that surpasses the requirements set forth under the Federal Labor Act, as is the case of the Stakeholder Bonus, which is given to those who exceed the forecasted Business Plan. In 2003, 57% of our operating units were paid this bonus; in 2005, the figure rose to 74%. The Bonus is in addition to Employee Profit Sharing, and is the unique manner in which Wal-Mart de Mexico recognizes the excellent performance of its people.

Mart México

Each one of us who is a part of our Company builds our work environment on a daily basis. At an institutional level we highlight the policy of fostering activities that improve the quality of life of our Associates, equal opportunities for men and women alike, and benefit programs for which our families are also eligible.

49% of our Associates are women.

Some 255 Associates with different challenges currently work in our Company.

Moreover, we promote open and frank communication. Our Open-Door policy ensures compliance with our policies, the protection of human rights and a positive, challenging and fair atmosphere. An example of development Erendira Peña, *Vips District Manager, joined the Company at 19, on March 23, 1991.* "The 180-degree change in my life, from what it was 13 years ago to what it is today, has been incredible. I think what I have been able to accomplish is thanks to what I have been taught here, what others, my bosses, my workmates have given me, and of course, the experience I have acquired."

- 1991 Sales person,
- Vips Satelite 1993 Floor Manager,
- Vips Satelite 1995 Assistant Manager,
- Vips Tlanepantla
- 1996 Manager at Vips Atizapan, Vallejo, Echegaray, Lilas, Cuajimalpa, Tecamachalco, Legaria, Aguascalientes and
- Guadalajara 2004 District Manager,

a position she presently holds

# Social Performance



8 Regional Trade Fairs helped to include 487 items from 96 local suppliers

We promoted \$ 968 million dollars in public financing for micro, small and medium-sized companies. Our Company provides the entryway for products to new markets, creates different viable business possibilities through growth that benefits economic development, and drives employment for communities throughout Mexico.

Moreover, we identified and developed synergies between the nation's different producers and government authorities so as to obtain financial support, and so the different fields of production could be in the ideal position to consistently provide quality products through the company's domestic and international networks.

The growth of our suppliers favors the development of a large diversity of quality products, thus driving the development of Mexico through the growth of the supply chain. Our information systems help suppliers to plan production, buy raw materials, schedule promotional events, etc., thereby creating greater operational efficiencies and market competitiveness. We support our growth and that of our suppliers by investing in technology and infrastructure such as the logistics network so as to enhance supply, by creating specific areas that search for new and innovative products, and by developing suppliers for local, domestic and international markets.

Specific initiatives such as the Regional Trade Fairs that are meant to assist local producers, have proven to be a key tool for our Company's desire to promote suppliers by driving the growth of small and medium-sized producers in the states where Wal-Mart de Mexico operates. A Regional Trade Fair is a priceless opportunity to learn from our Company's operation process and test products on the market. Through areas that provide assistance, we support supplier production efficiency, cost reduction, design, packaging and labeling, among other factors.

Our expansion allows us to take our suppliers to new communities, thereby generating the need to search for increased efficiency, improved production Our commitment to the development of Mexico can be witnessed in all our operating units, where a variety of **products** from small and medium-sized Mexican companies can be found.

> Wal-Mart de Mexico currently purchases 20% of a single strawberry producer's volume, from Zamora, Michoacan, without the use of brokers, which affords him the benefit of not putting his production at risk.

Avocado was an ever present feature during the Michoacan suppliers' fair.

By leveraging the Company's

produce growers, and in turn

assist Mexico in its development.

potential, we support local

planning, and greater access to better financing due to the stability the Company offers them.

The relationship suppliers enjoy with our Company also demands a constant search for means to modernize their production, invoicing and logistics systems, that in turn support greater efficiency for the supply chain in Mexico. As a result, our Company has created areas of development for the textile and garment-making industry, the production chain for perishables, and new regional products.

The support given to produce growers, the most vulnerable sector of the nation's economy, is an initiative that promotes self-sufficiency and independence for groups of producers.

We identify producers, generate action plans to include their products in our chain, and provide support for planning and efficient production and real sale opportunities. In this manner, we can transfer market benefits and medium and long-term growth potential directly to the producer. Each one of these initiatives is a source of great pride and satisfaction because it allows us to drive our country's labor force and leverage the potential that our own business has to generate value chains, which in turn support the development of Mexico's producers and that of our country as well.

# Social Performance

# Our communities

In 2005, we made in-kind donations of **9,734** tons of products nationwide

#### Food Bank

"We at *Alimento para Todos, I.A.P* consider the support of the Wal-Mart de Mexico Foundation to be priceless."

"The strength of our relationship began in 1997, with the joint pilot program to collect donations at four self-service stores..."

"Thank you Wal-Mart de Mexico Foundation for your commitment, trust, sensitivity, patience, devotion and support for all the Food Banks, and especially for *Alimento para Todos*. You are an essential part of this important project, and having you as one of our principal donors fills us with endless gratitude for all your support." Throughout the years, our Company has been very actively involved with the community. The primary characteristic of our community work has been to convert our support into a local commitment, allowing each business unit of our Company to become an agent of change, to detect priority problems and opportunities in its community, and to involve its Associates and customers.

The approach to development in our communities lies in fostering the committed participation of our Associates in social assistance programs, together with building and supporting the programs of not-for-profit organizations that develop needy communities, with the purpose of being a part of the solution to problems regarding health and food safety in Mexico.

#### **In-Kind Donations**

We are innovative and creative in our quest to improve the in-kind donation processes at each of our stores, clubs and distribution centers, fostering quality donations and increasingly efficient processes that ensure the use of the 9,734 tons of products donated during 2005 in a more expedite and cost-effective manner.

#### The Matching Fund Campaign

In order to favor the participation of our customers and members, we launched matching fund campaigns such as "Challenge 2005", which had the participation of 221 stores, clubs and restaurants located in 7 states throughout Mexico, thereby benefiting 9 not-for-profit local organizations.

#### **Nutrition Program Support**

We contributed monetary donations to support nutrition-related projects. This year, we selected 23 projects in 17 states nationwide. Among these projects are the financing for 232 backyard gardens and farms, latrines, infrastructure for food banks or dining areas, nutrition training, a rainwater treatment plant, etc. The Wal-Mart de Mexico Foundation was created in March 2003 with the purpose of **contributing** towards the development of our communities. Today we are experiencing its growth and development and are therefore proud to display the fruits of a year of **commitment** and growth.

#### SAF AFIONIE LA CICKCAE FUNDACIEN BURLMA CURPIO LO RAHAJOSEMO ROT SU COMPRO de La COSIUNA MAZAUA POT 902 EN FORMA NOS ACIA FALIA CSIE ITADAJE GOE OJ TENERE ATACÍA ROT PORJU ESIO 62 SICE EN MAZAUA RO

RESA MAJier Cruz Planc Cruz Cruz Niciof Cruz MAIRO Loiz Miguel Cruz MAIRO Enbrics Cruz MAIRO Mario WRES Cruz MAIRO Sosc JUAN Con MAIRO In 2005, the "Giving is Also an Art" program benefited 1,315 artisans and their families.

A Mazahua woman with seven children used to walk 2 hours each day to reach a well with water.

In the village of La Soledad, located in the municipality of San Felipe in the State of Mexico, we invested in a rain water purification plant that benefits 6,000 people from the Mazahua community.

#### Food Safety Program "Giving is Also an Art"

When witnessing the malnutrition experienced by children and trying to understand how different their reality is living in a place that has historically faced conditions of extreme poverty, leads us to think of ways to generate development, and with it help them to build a different and brighter future.

With this purpose in mind, our Wal-Mart de Mexico Foundation focuses its efforts on health by promoting food safety, addressing malnutrition in rural communities and improving poor eating habits in urban areas, which together are situations that have led to the alarming rates of child malnutrition and obesity in our country.

Given these conditions, in August 2005 we launched the "Giving is Also an Art" program to provide indigenous communities (Mazahua and Tarahumara) with the opportunity to offer their handcrafts to our customers through the use of our logistics network and 101 of our stores. During the launch phase, we benefited 1,315 artisans, returning 100% of the income from the sale of these products to

the aforementioned communities, as well as the profits generated.

Today we are designing a work program for the Mazahua and Tarahumara communities in the hopes that the results of this initial phase will multiply into long-term benefits.

#### The Victims of Hurricanes Stan and Wilma

In situations of disaster our Company puts its capacity for response, organization and motivation to the test. Year after year we have worked on improving our actions thanks to a multi-disciplinary group from different areas of the Company that is charged with said response. In 2005, we proved that the strength we possess as a Company –thanks to our Associates, our presence nationwide, the trust of our customers, and our logistics network– can produce outstanding results.

#### Stan and Wilma

Fundación

Hurricane Relief We channeled 1,114 tons of merchandise for the victims in the states of Chiapas, Oaxaca, Quintana Roo and Veracruz through the use of our logistics network.

We thank our customers and members for their trust and participation in our 455 relief centers nationwide.



In 2005, we channeled donations that benefited 1'225,307 people, by working in alliance with **138** not-for-profit organizations.



#### **Volunteer Work**

Volunteer work is the fundamental principle for our Foundation, which is why we conduct local and national volunteer programs that allow all of us who work in the Company the chance to involve ourselves and our families in this effort. Throughout the year, some 13,869 Associates volunteered their time to different activities.

So as to give our Associates the opportunity to become involved, for the second consecutive year, we conducted our National Volunteer Week with the participation of 9,888 volunteers. The new units that were opened this year conducted pre-opening volunteer activities. Moreover, we held different monthly activities throughout the country.

During the Christmas season, our customers, members and Associates make a special effort and give away smiles. In 2005, we conducted *Peloton Guadalajara*, the "Gift of a Smile" program, and "Take a Picture with Santa". All our stores, clubs, restaurants, Home Offices, and distribution centers 13,869 volunteers 135,370 man-hours 1,114 activities



Thanks to our volunteers we were able to reforest parks, paint schools and not-for-profit organization facilities, in addition to providing training and support for nutrition-related programs.

joined together to produce moments of joy for 79,500 children and senior citizens throughout the country.

We offer congratulations to each and every one of our Associates and their families who have made our Company proud through their actions, who express with enthusiasm the joy of giving, the desire to make a difference, and who remind us that the commitment to Mexico belongs to all of us. We can make a difference in each place where our Company operates, through the fortitude and, above all, the quality of our people.

To each and every one of our Associates: We thank you a thousand times over! At Christmas, we put a smile on the faces of 79,500 children and senior citizens.

#### Our volunteers Adriana Sonia,

Associate "It's wonderful that Bodega Aurrera helps and cares about others. It is nice to know that the children and their parents will have a clean, newly painted kindergarten. I am proud to be a part of Bodega Aurrera."

### **Benefited** Organizations

A Favor del Niño • Alcance Familiar • Alimento para Todos • APAC • Asociación Asistencial Doña Nico • Asociación de Superación Familiar de México • Asociación Mexicana de Bancos de Alimentos • Asociación Mexicana de Espina Bífida • Asociación Mexicana de la Cruz Blanca Neutral • Atención Integral a la Senectud Luz de Azteca • Centro de Rehabilitación para Adictos Proyecto Ave Fénix • Ayuda y Solidaridad con las Niñas de la Calle • Banco de Alimentos de Acapulco • Banco de Alimentos de Aguascalientes • Banco de Alimentos de Campeche • Banco de Alimentos de Cancún • Banco de Alimentos de Celaya • Banco de Alimentos del Centro del Estado de Hidalgo • Banco de Alimentos de Chihuahua • Banco de Alimentos de Ciudad Guzmán • Banco de Alimentos de Ciudad Obregón • Banco de Alimentos de Ciudad Victoria • Banco de Alimentos de Colima • Banco de Alimentos de Cuauhtémoc • Banco de Alimentos de Cuautitlán • Banco de Alimentos de Cuernavaca • Banco de Alimentos de Culiacán • Banco de Alimentos de Durango • Banco de Alimentos de Guadalajara • Banco de Alimentos de Guanajuato • Banco de Alimentos de Hermosillo • Banco de Alimentos de León • Banco de Alimentos de Los Mochis • Banco de Alimentos de Matamoros • Banco de Alimentos de Mazatlán • Banco de Alimentos de Mérida • Banco de Alimentos de Mexicali • Banco de Alimentos de México • Banco de Alimentos de México II • Banco de Alimentos de Monclova • Banco de Alimentos de Monterrey • Banco de Alimentos de Morelia • Banco de Alimentos de Navojoa • Banco de Alimentos de Nuevo Laredo • Banco de Alimentos de Oaxaca • Banco de Alimentos de Pachuca • Banco de Alimentos de Puebla • Banco de Alimentos de Puerto Vallarta • Banco de Alimentos de Querétaro • Banco de Alimentos de Reynosa • Banco de Alimentos de Saltillo • Banco de Alimentos de San Luis Potosí • Banco de Alimentos de Sólo por Ayudar • Banco de Alimentos de Tampico • Banco de Alimentos de Tapachula • Banco de Alimentos de Tepic • Banco de Alimentos de Tijuana • Banco de Alimentos de Toluca • Banco de Alimentos de Torreón • Banco de Alimentos de Tuxtla • Banco de Alimentos de Veracruz • Banco de Alimentos de Xalapa • Banco de Alimentos de Zacatecas • Cáritas de Monterrey • Casa Cuna de Irapuato • Casa de Cuna Oasis del Niño • Casa de la Amistad para Niños con Cáncer • Casa del Niño Villa de la Asunción • Casa de Santa Hipólita • Casa Hogar Dulce Refugio • Casa Hogar la Buena Madre • Casa Hogar para la Joven • Casa Hogar Unidos por la Niñez • Centro Acopio para la Tarahumara • Centro de Adaptación e Integración Familiar • Centro de Desarrollo Alternativo Indígena • Centro Social Reffo • Ciudad del Niño Don Bosco • Cuidad de los Niños de Monterrey • Comunidad Rural lorema • Corason • Cruz Roja Mexicana • Desarrollo Integral del Individuo • Ejército de Salvación • El Pobrecillo de Asís • Emmanuel del Bajío • Fondo para la Paz • Fondo Unido • Fundación Azteca • Fundación Burton Blooms • Fundación Clara Moreno y Miramón • Fundación de Protección y Asistencia para Ancianas Desvalidas • Fundación de Ayuda a la Ancianidad • Fundación de Obras Sociales de San Vicente • Fundación EDUCA • Fundación Emmanuel • Fundación León XIII • Fundación Mexicana de Apoyo Infantil • Fundación Mexicana para el Desarrollo Rural • Fundación Mexicana para la Salud Capítulo Peninsular • Fundación Nicolás García de San Vicente • Fundación Nutrición y Vida • Fundación para la Formación Integral en Busca de un México Mejor • Fundación para la Protección de la Niñez • Fundación Ser Humano Internacional • Fundación Tarahumara José A. Llaguno • Fundación Vida Plena • Grupo Amigos de Niños Afectados de Cáncer • Grupo para Promover la Educación y el Desarrollo Sustentable • Grupo Reto Querétaro • Grupo Voluntario Mexicano-Alemán • Guardería San Vicente Casa Hogar • Hábitat para la Humanidad • Hogar Marillac • Hogar para Ancianos Matías Romero • Hogares Providencia • Instituto para el Desarrollo de la Mixteca • Junior League de la Ciudad de México • Junta de Asistencia Privada del Estado de México • La Casa de la Divina Providencia • Luz de Vida • Manos de Ayuda • Ministerios de Amor • Movimiento de Apoyo a Menores Abandonados • Nocaltzin • Nuestros Niños • Organismo de Nutrición Infantil • Patronato de Apoyo del Hospital General de Occidente • Patronato Pro-zona Mazahua • Promoción y Desarrollo Social • Residencia Corpus Christi 2000 • Reto a la Esperanza • Sanut • San Vicente de Paul del Estado de Morelos • Sistema para el Desarrollo Integral de la Familia del Estado de Oaxaca • Tokoneme Coatzacoalcos • Un Kilo de Ayuda • Visión Mundial

#### Wal-Mart de Mexico

Home Office Blvd. Manuel Avila Camacho 647 Delegacion Miguel Hidalgo 11220 Mexico, D.F. Telephone (52) 55 5283-0100

#### **Corporate Affairs**

Raul **Argüelles** raul.arguelles@wal-mart.com (52) 55 5387-9241

#### Wal-Mart de Mexico Foundation

Maria Gisela **Noble** mmgnobl@wal-mart.com (52) 55 5283-0100 ext. 8336

# www.walmartmexico.com.mx