



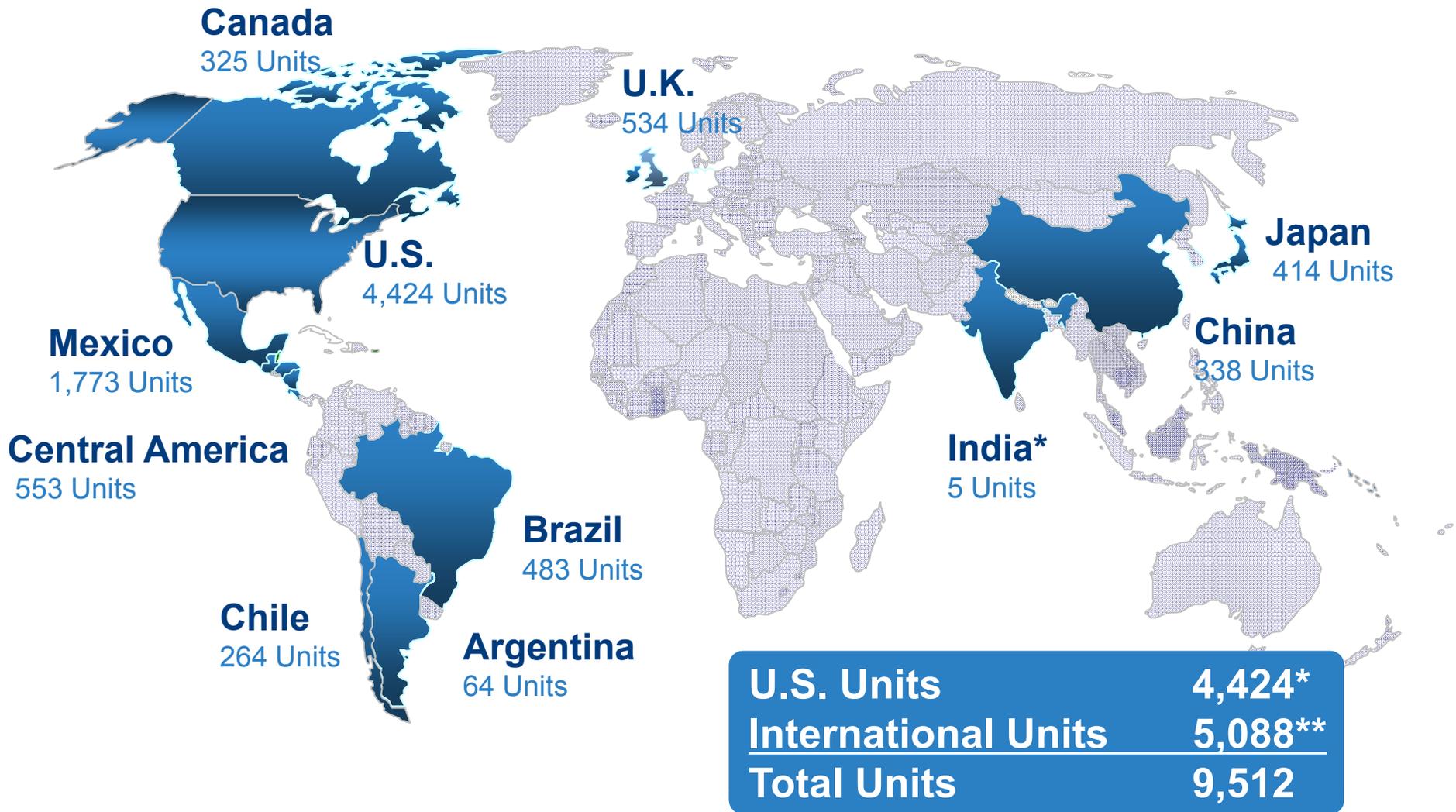
June 28, 2010

Walmart's Sustainable Agriculture Commitment

Beth Keck, Senior Director
Walmart Stores, Inc.



Walmart's Global Presence



*India Bharti Franchises (83) not included in total

*As of May 31, 2011, **As of June 22, 2011

Walmart's broad sustainability goals



**To be supplied 100%
by renewable energy**



To create zero waste



**To sell products that sustain
people and the environment**



Sustainable Agriculture: Three Areas of Focus

**Support
farmers and
their
communities**

**Produce more
food with fewer
resources, less
waste**

**Sustainably
source key
agricultural
products**



Support Farmers and Their Communities

By December 31, 2015:

In emerging markets:

- We will sell **\$1 billion in food** sourced from **1 million small and medium farmers**
- We will provide **training to 1 million farmers** and farm workers in our food supply chain, of which we expect half will be women.
- We will raise the income of the small and medium farmers we source from by 10 to 15 percent.

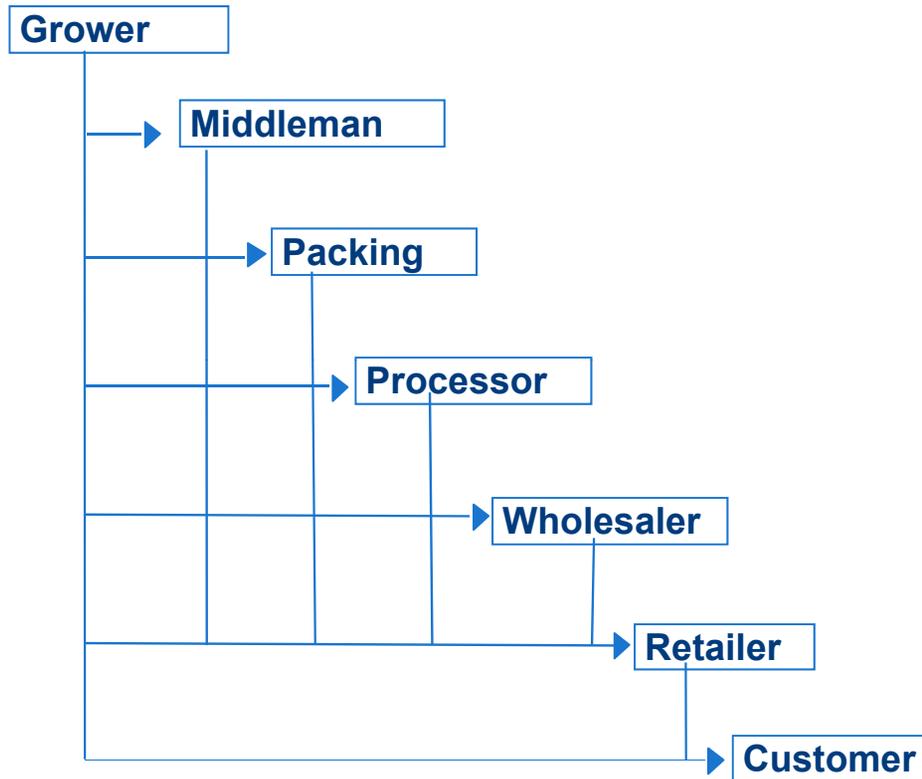
In the United States, we will **double our sales of locally sourced produce**, accounting for 9 % of all the produce we sell.

Local Producers

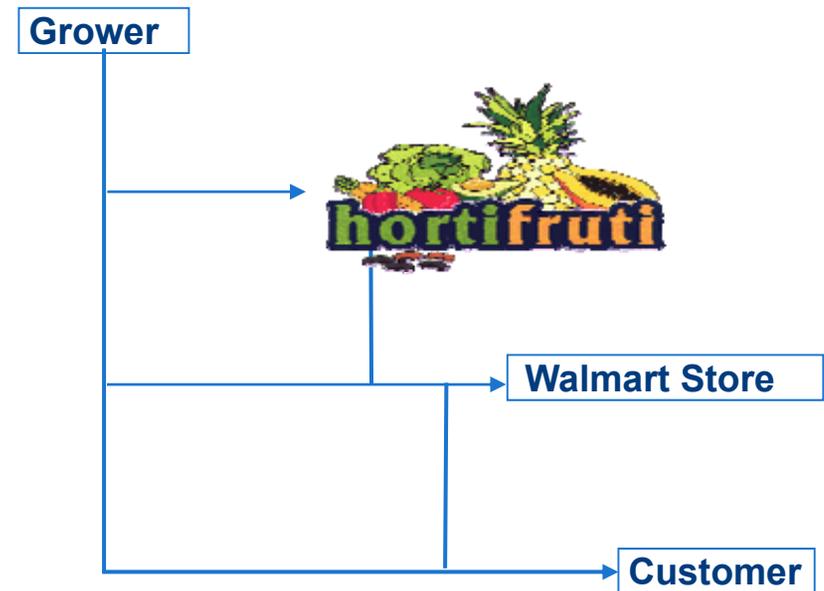


Walmart direct farm model and the Central America supply chain

Traditional Fresh Supply Chain



Walmart Central America model



Benefits

Farmers: Income ↑ 15%	Customers: ↓ prices, ↑ quality, ↑ safety, ↑ selection
Walmart: ↓ cost	Environment: ↓ fertilizer, pesticide, water use, ↑ soil quality

Central America Food Network

GUATEMALA

Exports: onions, lettuce, sweet corn, broccoli, lemons, mini vegetables

Imports: tomatoes, cassava, watermelons, various other fruits

HONDURAS

Imports: potatoes, carrots, cassava, pineapples, celery, tomatoes, coliflower, broccoli, ginger, chayote

Exports: sweet potatoes, onions, watermelons, beans

NICARAGUA

Exports: onions, pitahayas, potatoes, plantains, beans, tamarindo, mangoes

Imports: carrots, tomatoes, coliflower, chayotes, lettuce, broccoli, various other fruits

EL SALVADOR

Imports: celery, lettuce, carrots, broccoli, cassava, watermelons, tomatoes, mini vegetables

COSTA RICA

Exports: potatoes, cassava, coliflower, carrots, chayotes, lettuce, strawberries, squash, broccoli, tomatoes

Imports: lettuce, broccoli, beans, onions, pitahayas, tamarindo, potatoes, sweet potatoes, watermelons

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Direct farm is a WIN – WIN – WIN strategy

Better for the farmer



DESCRIPTION

- Technical support
- Market driven crop selection

BENEFITS

- Farmer income improves 15%
- Fair, predictable prices
- Secure market, demand driven
- Credit endorsement

Better for the customer



- Fresh, high-quality local produce

- Better prices
- Higher quality, safer
- Longer shelf life
- Broader selection
- Increase access of more nutritious food

Better for business



- Direct purchasing from growers
- Network of imports/exports in the region

- Reduced cost
- Better quality
- More reliable supply

