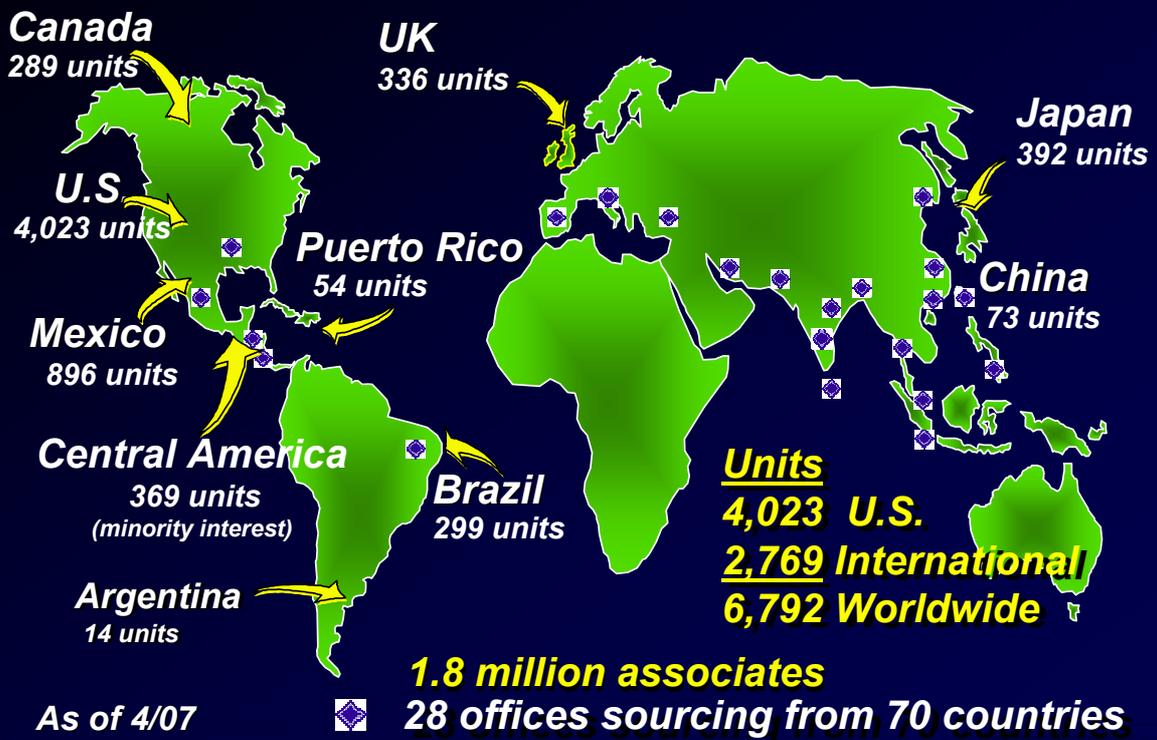


WAL★MART®

Always.SM

**Buying Power as an
Instrument of Change**

Wal-Mart's Global Presence



Expansion Plans

FYE 1/08 Planned

New Units ^(a)

Supercenters	265 – 270
Discount Stores	5 – 10
SAM'S Clubs	20 – 30
Neighborhood Markets	15 – 20
U.S. Total	<u>305 – 330</u>
International *	320 – 330
Global Total *	625 – 660

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

** Without acquisitions*

WAL★MART®

Why is environmental sustainability important for Wal-Mart?

- Continued license to grow
 - Doing the right thing for the environment pro-actively builds trust with influential stakeholders
- Continuity of supply
 - In many categories (eg. Fish, wood products, etc) working with suppliers to ensure long-term safe supply is in everyone's interest
- The right thing to do
 - Our company has been built around strong values completely consistent with environmental sustainability. Associates will be proud to work with a company that is committed to sustainability
- Competitive advantage
 - Through innovation to create efficiencies *and* positive environmental outcomes, we can establish long-term market advantage

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

How We're Getting it Done



Sustainable Value Network Structure



Macro Trends Cut Across Networks and Set Context for Strategic Direction

- **Demand of Nature Resources Outstripping supply impacting price and availability (eg, energy, food, mineral)**
- **Centralized to decentralized production of energy and product are increasing efficiencies and dependability**
- **Technological advances create ability to measure & reduce 'hidden' costs**
- **Business will be held accountable for addressing local and global societal needs**

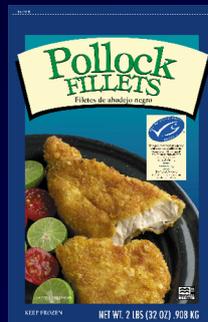
What is a sustainable network?

- 14 across the company.
- Seafood network divided in to 5 topics
- Certification is the biggest initiative MSC / ACC).
- Close assistance by key NGOs.

Seafood Sustainability Network

Vision for a Sustainable Future

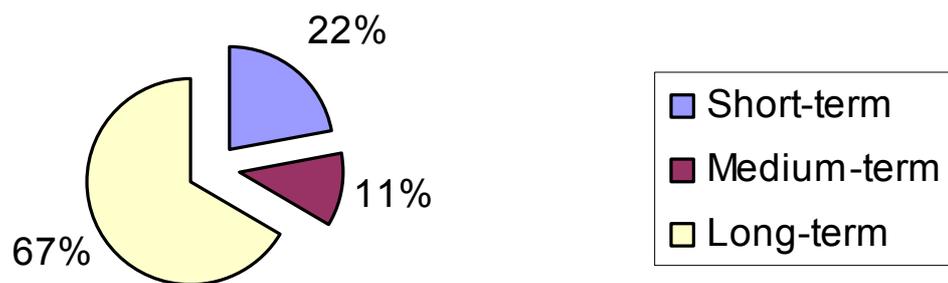
- Stable/restored ocean fisheries meeting present and future needs
- Wise global management of ocean commons
- Certified sustainable fisheries and aquaculture worldwide
- Seafood practices do not threaten species with extinction



Work to date in Wild Caught

- 2004 Conservation International assist Wal-Mart with seafood sustainability issues
- MSC (Marine Stewardship Council) certification program approved January 06.
- 2007 projected volume of MSC products \$56 million.
- Initiative includes Wal-Mart US, SAMs Club US and ASDA.
- Goal: Wal-Mart U.S. will only buy wild caught product from MSC certified sources within two to four years.

Approximate Sales Volume by Category for Potential Certification (vol. categorized 5000 MT)



Approximation does not include already certified product (1000 MT),
Farmed product (11,000 MT not certifiable in MSC system currently)
Small volumes or unidentified species or source fisheries (3000 MT)

Work to date in shrimp?

- 2004 Conservation International assist Wal-Mart with seafood sustainability issues
- ACC certification program approved Oct. 05.
- Processing facilities ACC certified summer of 2006 (65 facilities).
COMPLETE
- Next phase is Farm certification, to be concluded late autumn / early winter 2007.
- Wal-Mart will only buy farm raised shrimp from ACC certified sources January 08 (Farm and Processing facility).

Wal-Mart Domestic Seafood

Wal-Mart is dedicated to our domestic seafood vendors.
In the last year we have sold over \$66 million worth of
domestic seafood.

\$66,000,000



American Caught

Wal-Mart Bought



- certified -
**WILD
AMERICAN
SHRIMP™**

HOW CHOICE CAN IMPACT
YOUR BOTTOM LINE



Who is Wild American Shrimp Inc. (WASI)

- WASI is a non-profit marketing organization (federally funded) that represents the domestic US shrimp industry
- The board of directors is comprised of shrimp vessel owners, processors, and packers as they exist in eight southern shrimp processing states from NC to TX
- WASI liaises and communicates information as given in detail by third party review relating to the industry's sustainable practices and good works efforts

What We Know: Consumers are looking for Wild American Shrimp

- In the US, shrimp is now the #1 seafood
- COOL (Country of Origin Legislation) is educating consumers on origin of their seafood at POS (Point of Sale)
- Sales risk if retailers don't offer a sustainable wild gulf shrimp choice
- Research tells us that consumers assume Certified Wild Gulf American Shrimp is more natural, fresher and tastes better
- Given a choice, 94% of people would prefer wild-caught, USA shrimp
- Consumers want a wild-caught premium gulf shrimp choice

What are we doing with what we know...

- WASI is educating consumers about sustainable Wild Gulf shrimp, the choice, through aggressive media and marketing campaigns
- WASI marketing has delivered over 3 billion targeted consumer impressions – all educating consumers on the choice and attributes as contained in Wild American Shrimp

What we are doing with what we know....over 3 billion impressions and counting



Food Network TV



Consumer ads target female "food diva" and male "foodie"

What we are doing with what we know...retail merchandizing



What we are doing with what we know: Wild American shrimp certification mark (logo), quality standards and good works

- Certification program sets a quality standard at the highest level for every kind of shrimp from shell-on blocks, to IQF shell-on, to peeled to peeled and de-veined
- Tested for uniformity, flavor, texture, aroma, proper handling
- Assures they are wild-caught, warm-water shrimp caught by American shrimpers from NC to TX
- The good works board -- in action subject to state and federal regulations and in compliance to 3rd party review (OceanTrust) -- remains diligent in sustainable fishing effort and improvement, assuring retailing partners and their customers they are working to improve our environment for the fishing generations to come

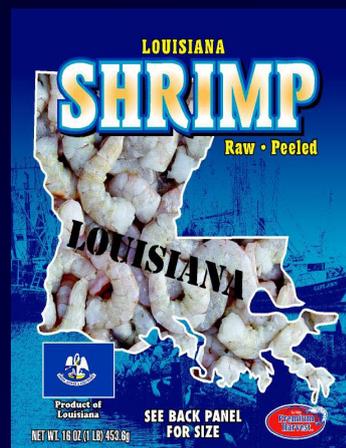
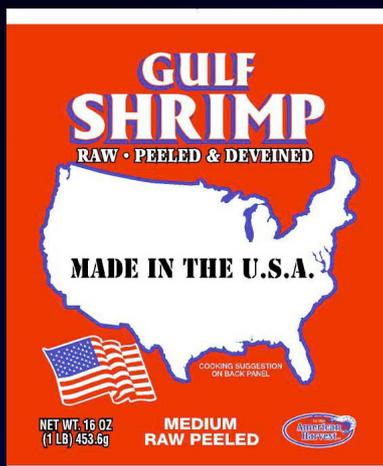
Our suppliers are processing and packing unprecedented volumes of quality wild-caught American shrimp for Wal-Mart

- Current sales are a 108.01% increase over last year
- Tonnage for 2005 (Jan-Dec) was 525,840 lbs
- Tonnage for 2006 (Jan-Dec) was 1,661,590 lbs
- Tonnage for 2007 (Jan-Mar) was 464,980 lbs

What we will do as a result of what everyone will know

- Using our historical growth sales results for 2005/2006, we can accurately forecast **32% growth** for 2007/2008 year
- Wal-Mart Wild Gulf Shrimp projected at 5.9 million lbs
- The gulf produced 160,000,000 million lbs in 2006
- The gulf produced 148,000,000 million lbs in 2004
- The gulf produced 145,000,000 million lbs in 2003
- The gulf produced 138,000,000 million lbs in 2002

REGIONAL PACKAGING



American Caught

Wal-Mart Bought

Sustainability within Wal-Mart is a way of life, a road map to our future.

