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Nearly 50,000 Walmart Associates in California Receive Share of \$157 Million in Cash Bonuses

Bonuses follow company's strongest quarterly comp sales performance of the year

SACRAMENTO, Calif. (March 10, 2017) – Walmart today is announcing that more than 850,000 Walmart associates in the U.S., including 49,593 in California, will receive a share of more than \$157 million in cash bonuses based on their stores' performance in the fourth quarter. The bonuses, along with an annual pay raise, were included in their March 9 paycheck.

Walmart associates can earn quarterly bonuses based on the performance of their store. The bonuses come on the heels of Walmart U.S. recording its strongest comp sales performance of the year in the fourth quarter at 1.8 percent. Customer service and inventory have also improved. For the full fiscal year, U.S. associates shared more than \$700 million in bonuses.

"I would like to personally thank each and every Walmart associate for their hard work throughout the year," said Chester Gray, Walmart regional general manager in Northern California. "Our associates are an intrinsic part of our business – when Walmart succeeds, our associates succeed – and we make sure this is recognized. That's why we're proud to award more than \$9 million in quarterly cash bonuses to our California associates in appreciation of their outstanding work and exemplary customer service."

Doug McMillion, Walmart president and CEO, shared his own "Thank You" message to associates this week on Facebook. View the video [here](#).

Over the past two years, Walmart has invested billions of dollars in training, education and higher wages. These investments offer associates skills, knowledge and tools to help them grow with the company and provide great customer service during a time of rapid change in shopping habits. During 2016, Walmart launched new training programs for entry-level associates, frontline supervisors, department managers and assistant managers, creating clearer career paths and preparing them to succeed in a new, technology-enabled age of retail.

OPPORTUNITY AND ADVANCEMENT

A job at Walmart means opportunity for associates, no matter their education or work background, and when associates are successful, the company is successful. Opportunity and advancement highlights from fiscal year 2017 include:

- Walmart U.S. **promoted more than 200,000 associates**, including 15,304 in California, to jobs with higher pay and more responsibility.
- More than 150,000 associates, including 9,424 in California, were **converted from part-time to full-time**.
- More than 75% of current **store management teams started as hourly workers**.

- Walmart **opened 40 Training Academies** — physical facilities that serve as learning hubs for hourly supervisors, department managers and assistant managers from approximately 25 area stores.

WALMART IN CALIFORNIA

Walmart's recent pay raises are just one part of the company's local investment and impact. In California, the company:

- Operates 301 retail units
- Spent \$20 billion with local suppliers, supporting 226,507 supplier jobs in FYE17*
- Paid more than \$315.6 million in taxes and collected more than \$1 billion in sales taxes in FYE16

**Information supplied by Dunn & Bradstreet*

ABOUT WALMART

Wal-Mart Stores, Inc. (NYSE: WMT) helps people around the world save money and live better - anytime and anywhere - in retail stores, online, and through their mobile devices. Each week, over 260 million customers and members visit our 11,695 stores under 59 banners in 28 countries and e-commerce websites in 11 countries. With fiscal year 2017 revenue of \$485.9 billion, Walmart employs approximately 2.3 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 <http://corporate.walmart.com> on Facebook at <http://facebook.com/walmart> and on Twitter at <http://twitter.com/walmart>.

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