



Sam's Club® Corporate Facts

Sam's Club, a division of Wal-Mart Stores, Inc. (NYSE: WMT), is the nation's eighth largest retailer and a leading membership warehouse club across the U.S and Puerto Rico. Members saved an average of 33% vs. traditional retailers.* To learn more about Savings Made SimpleSM, visit SamsClub.com/newsroom, shop SamsClub.com and m.SamsClub.com, try our [mobile apps](#), and look for Sam's Club on [Twitter](#) and [Facebook](#).

- **President & CEO:** Rosalind "Roz" Brewer, named January 2012
- **Headquarters:** 2101 SE Simple Savings Drive, Bentonville, AR 72712
- **Size:** Eighth largest retailer in the U.S. by annual net sales
- **Annual revenue:** \$56 billion
- **Clubs:** 621 Clubs in the U.S. and Puerto Rico
- **First club opened:** Midwest City, Okla., 1983
- **Latest club opened:** La Marque, Texas, March 21, 2013
- **Membership:** 47 million members in the U.S. and Puerto Rico
- **Associates:** More than 110,000 in the U.S. and Puerto Rico and an average of 175 per club. More than 70 percent of club management was promoted from hourly positions.

Our History and Values

Our founder Sam Walton is one of the world's most successful entrepreneurs, and Sam's Club was his solution for aiding the success of small businesses and entrepreneurs everywhere. Launched in 1983 in Midwest City, OK, Sam's Club today provides simple solutions for businesses, consumers and families seeking value and quality solutions for everyday life.

Since our inception, our operating philosophy has remained the same—we work hard to be the buying agent for our members. We deliver on this agreement by eliminating unnecessary costs and maintaining a simple shopping environment, passing on the savings to our members.

As a membership club, we listen to our members to give them what they want: quality, name-brand merchandise at exceptional price. It sounds simple enough, but at Sam's Club, it's a concept we take to a higher level.

Membership

Annual memberships are available at three levels: Sam's Plus (\$100), Sam's Business (\$45) and Sam's Savings (\$45). A sampling of the benefits associated with each membership level includes:

- **Sam's Savings:** great values on quality brands, Instant Savings that are electronically loaded onto the member's card and automatically redeemed at checkout, and in-club pickup of online orders through Click 'n' Pull.
- **Sam's Business:** Early Shopping Hours starting at 7 am Monday – Saturday, a Pharmacy Discount of 40% on many generics and 8% on name-brand prescriptions when not using prescription drug coverage, and add-on memberships available for purchase for business associates
- **Sam's Plus:** All Savings & Business benefits plus additional Instant Savings Plus each month on merchandise in-club and online, access to an extra year of coverage with the purchase of a service or warranty plan and up to 2% cash back on all purchases with the Sam's Club Discover card virtually anywhere Discover is accepted.

We are adding value to our members through improvements in merchandise, club remodels, and expanding Instant Savings to every member household, who receive a bi-monthly Instant Savings Booklet by mail with more than \$2500 in savings for 100+ in-club and online items.

*Based on estimated annualized savings on items members purchased in select categories derived from a survey conducted in 30 US markets between 2/25/2013 and 3/15/2013 comparing our regular unit prices to regular and shelf-visible sale and loyalty discount unit prices of selected non-Club competitors, including but not limited to grocery stores and mass retailers, but excluding Walmart®. Local savings for individual customers vary. For more information, please send requests to the attention of Sam's Club Member Services, 2101 SE Simple Savings Drive., Bentonville, AR 72716-0745.