



Wal-Mart in China 2012







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Walmart 2012

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338

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a leader in the country's booming online retail industry

· owns 370 units in 140 sities in 21 provinces and four municipalities, created over 105, 500 job opportunities

> China at a glance Walmart Supercenter

Sam's Club Neighborhood Market Compact Hypermarket





- What is the strift thing you notice when you walk through the door at Walkert!

- ina shoppers emphatize fresh food, therefore visif mero often and average total items purchased per visit is smaller accustomed to small store size

In what year did Wal-Mart enter China?

TEXT a code TO 37607 to VOTE:

1987 - 251302

1992 - 251308

1996 - 251342

1996 Citic Pacific Joint Venture

- Son of a Chinese official
- \$1.9 Billion loss from "unauthorized foreign exchange trading"
- Wal-Mart's bribery history

Acquisitions and Joint Ventures

- Trust-Mart
- Other Companies
 - · Dreamworks
 - Satellite Communications
 - Security Scanners
 - China Power International
- Audit Committee

Strategic Differences

- Logistics
- LeaderShip
- Approach
- · Labor and Supplier Relations

Logistics The Case Solutions.com

USA

Able to pit suppliers against each other for lowest bids, high level of control over suppliers

- Heavy investment in Inventory Mgmt and IT leading to extreme supply chain efficiencies
- Size is huge cost advantage

China

- Suppliers and managers rebelling against razor thin margins
- Poorer infrastructure including roads, ports, and managers ability to adjust to supply chain management
- Scale unable to reap efficiencies from distribution and logistics

LeaderShip

Joe Hatfield - 30 year WalMart veteran, thick Southern accent, focused on preserving Walmart culture

Ed Chan - Hong Kong businessman, regional director for Dairy Farm International, running stores across Asia

Greg Foran - 30 year retail veteran, joined Walmart in 2011, worked as director of supermarkets, liquor and petrol for Woolworths





