SHAREHOLDER QUICK GUIDE

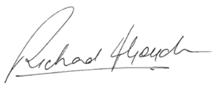
2017 HALF-YEAR RESULTS

Wesfarmers

GROUP PERFORMANCE SUMMARY

We are pleased to provide shareholders with a summary of Wesfarmers Limited's results for the half-year ended 31 December 2016. For more detail we encourage you to read the relevant announcements released by the ASX on 15 February 2017.

Michael Chaney AO
Chairman



Richard Goyder AO
Managing Director

16 February 2017

The Group reported a net profit after tax (NPAT) of $1,577 million for the half-year ended 31 December 2016, an increase of 13.2 per cent on the prior corresponding period. Earnings per share increased 12.8 per cent to $1.40 per share, and return on equity (R12) increased 20 basis points to 10.2 per cent[1].

It was pleasing to record strong earnings growth for the half, with the results reflecting the benefits of the Group's conglomerate structure.

In light of the overall improved Group earnings and cash flows, the directors have declared an increase of 13.2 per cent in the interim dividend to $1.03 per share.

Retail

Total retail earnings were in line with the prior corresponding period, with very strong results reported for Bunnings Australia and New Zealand (BANZ), Kmart and Officeworks. The continued momentum in these businesses was particularly pleasing and reflects the strong market positions they have each established.

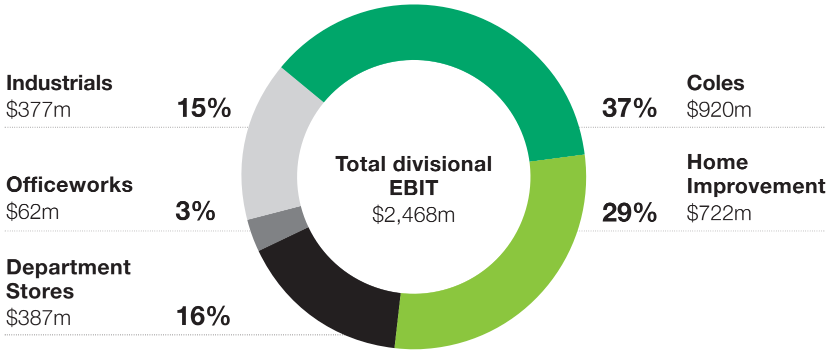
Coles' sales performance during the half built on the strong growth achieved in the prior corresponding period, but significant investment in value, particularly in the second quarter, led to lower earnings despite a reduction in costs.

BANZ delivered very strong improvements in both earnings and return on capital due to good execution of its strategic agenda. In the United Kingdom and Ireland, Bunnings (BUKI) has moved at pace, making solid progress on phase one of its transformation plan. Earnings for BUKI were affected by necessary restructuring, including clearance of deleted lines and high levels of price deflation associated with the move to 'Always Low Prices'.

While reported earnings for Department Stores declined marginally, underlying earnings[2] were higher than the prior corresponding period, with strong growth in Kmart partially offset by difficult trading and further restructuring activity in Target.

Officeworks' performance was pleasing as it continued to drive growth from its 'every channel' strategy.

EARNINGS BEFORE INTEREST AND TAX BREAKDOWN



Industrials

Earnings for the Industrials division were significantly above the prior corresponding period, with Resources benefitting from higher coal prices and strong production in the second quarter. The Chemicals, Energy and Fertilisers business (WesCEF) delivered a strong result for the half, primarily driven by higher chemicals earnings and growth in natural gas retailing, while earnings for Industrial and Safety also improved, benefitting from lower costs following 'Fit for Growth' restructuring activities.

Cash flow

The Group's cash flow management was a highlight for the half. Operating cash flows increased $244 million to $2,648 million, with the cash realisation ratio improving to 119.7 per cent[3].

Strict disciplines were also maintained in respect of capital expenditure, which contributed to a $566 million increase in free cash flows to $2,231 million. This resulted in a strengthening of the Group's balance sheet, with net financial debt at 31 December 2016 largely in line with the prior corresponding period, despite the debt-funded acquisition of Homebase in February 2016.

Portfolio management

The Group continues to focus on enhancing shareholder value through portfolio optimisation and, during the half, announced divestment options were being evaluated for the Resources business. This process is ongoing.

The Group has also commenced a strategic review of Officeworks. Since Wesfarmers acquired Officeworks in 2007, the business has successfully executed a turnaround plan, more than doubling its earnings and improving its return on capital from 5.7 per cent in the 2009 financial year to 13.9 per cent in the current period. Officeworks is well positioned for future growth with a strong competitive position and ongoing initiatives to grow its addressable market. In light of its performance, options to monetise the value created for shareholders, including via an initial public offering[4], are being evaluated. The business will be retained if divestment options do not meet Wesfarmers' valuation hurdles.

See page 3 for footnotes.

INTERIM DIVIDEND PER SHARE

$1.03

up 13.2 per cent

Outlook

The Group continues to remain generally optimistic in its outlook. Strong momentum and strong market positions provide for a positive outlook for BANZ, Kmart and Officeworks for the second half of the financial year. Coles will continue to focus on delivering a strong customer proposition to support long-term growth in earnings and returns. In the short term, margin pressures are expected to persist as the focus remains on delivering customer value in a competitive market. Target's performance in the second half is expected to improve relative to the prior corresponding period as merchandising progressively improves and restructuring costs and provisions incurred in the prior year are not repeated.

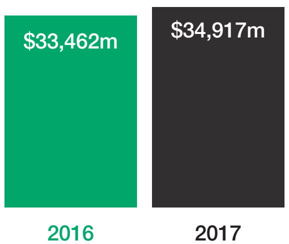
The full-year result for the Resources business is expected to benefit from the increases in coal prices experienced during the first half, but prices are expected to remain highly volatile for the remainder of the year, with recent spot prices trading significantly below their November 2016 peak. The focus for the business will remain on improving operational productivity, cost control and capital discipline. WesCEF's earnings in the second half will be subject to international commodity prices, exchange rates and seasonal conditions in fertilisers. In Industrial and Safety, improved merchandising, sourcing and pricing strategies, as well as realised cost savings, are expected to continue to mitigate the impact of subdued market conditions.

It was pleasing to record strong earnings for the half with the results reflecting the benefits of the Group's conglomerate structure.

REVENUE

$34,917M

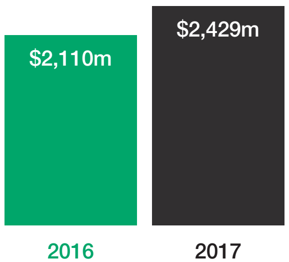
up 4.3 per cent



EARNINGS BEFORE INTEREST AND TAX

$2,429M

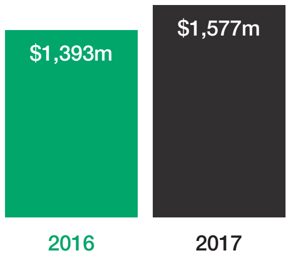
up 15.1 per cent



NET PROFIT AFTER TAX

$1,577M

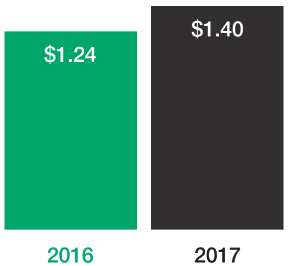
up 13.2 per cent



EARNINGS PER SHARE

$1.40

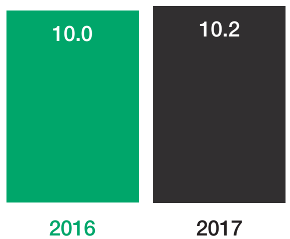
up 12.8 per cent



RETURN ON EQUITY (R12)[1]

10.2%

up 20 bps



1 Excludes post-tax non-cash impairments of $1,844 million relating to Target and Curragh recorded in the 2016 financial year.

2 Underlying earnings exclude: in 2016, a provision of $13 million recognised for restructuring costs associated with the planned relocation of Target's store support office. In 2015 for Target, rebate income of $21 million recognised contrary to Group policy which was reversed in the second half of 2016, having no effect on the 2016 full-year results.

3 Operating cash flows as a percentage of net profit after tax, before depreciation and amortisation and NTIs.

4 This announcement does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in any jurisdiction, including the United States. Any securities to be offered and sold in an initial public offering have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States absent registration or an applicable exemption from registration requirements.

COLES

Financial performance

- Headline food and liquor sales up 2.2 per cent on strong prior corresponding period
- Comparable food and liquor sales up 1.3 per cent
- Food and liquor deflation of 0.9 per cent
- Decline in EBIT of 2.6 per cent mainly driven by a decline in shelf margin (gross margin excluding loss and logistics)
- Shelf margin decline was driven by
  - Proactive investment in the customer experience
  - Price investment including absorption of cost price increases in meat
  - A highly competitive market
- Lower gross margins partially offset by disciplined cost management
- Double digit transaction and sales growth in Coles Online
- Positive comparable sales growth in Liquor
- Coles Express revenue declined on lower fuel volumes and prices but convenience store sales continued to grow

Outlook

- Gross margin pressures expected to persist through the rest of the year
- Providing a market-leading customer offer will remain a priority
- Over the long term, simplicity benefits expected to fund investments in the customer offer
- Progress the liquor transformation and provide a market leading convenience store offer

HOME IMPROVEMENT

Bunnings Australia and New Zealand

Financial performance

- Total store sales growth of 8.4 per cent and store-on-store sales growth up 6.5 per cent
- Sales growth achieved in consumer and commercial markets and across all major trading regions
- Earnings growth from solid trading and strong focus on cost control
- Focus on long-term value creation through store upgrades, category refresh work and investments in customer value
- Good outcomes on property divestments
- Nine new trading locations opened during the half

Outlook

- Dynamic and competitive environment
- Continued focus on creating better experiences for customers, strengthening the core of the business and driving stronger growth

Bunnings United Kingdom and Ireland

Financial performance

- Trading volumes in line with prior year after adjusting for previous owner's store closures and the exit of Habitat, Argos and other discontinued ranges
- Pleasing customer participation with transactions increasing 9.1 per cent on a like-for-like trading basis
- First Bunnings Warehouse pilot store opened on 2 February 2017 at St Albans
- One-off costs of £13 million (A$21 million) for transition work, concession exits, intangible write-offs and pilot store establishment costs

Outlook

- All work prioritised around building strong business foundations
- Continued focus on implementing plans to establish four pilot Bunnings Warehouse stores in FY2017

DEPARTMENT STORES

Target

Financial performance

- First half reflected a difficult trading period and the transition underway
- Total store sales down 17.4 per cent and comparable store sales down 18.2 per cent
- Sales affected by deflation resulting from the conversion to everyday low pricing which included the end of the Toy Sale event in July 2016
- Good progress on reducing costs
- Higher cash flows due to improved working capital management and moderated capital expenditure
- $13 million of restructuring costs related to support office relocation

Outlook

- Outlook for balance of FY2017 reflects a transitional year
- Earnings in second half expected to be materially above prior corresponding period due to no repeat of restructuring costs and provisions in the prior period

Kmart

Financial performance

- Total store sales up 9.1 per cent, comparable sales up 5.7 per cent
- Strong sales growth supported by increased transactions and units sold
- Earnings growth driven by a strong contribution from everyday ranges sold at full price, sourcing and supply chain efficiencies and clearance management
- Opened five new stores, including two conversions from Target to Kmart, and completed 15 refurbishments

Outlook

- Well positioned for continued growth
- Continued focus on sustainable growth by providing a great place to shop that is simple to run, better products at even lower prices and relentlessly pursuing lowest cost
- Plans to open five new stores and complete 18 store refurbishments in the second half

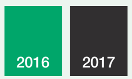
REVENUE

COLES

$20,056M

down 0.2 per cent

2016	$20,087m
2017	$20,056m



HOME IMPROVEMENT

$6,995M

up 27.2 per cent

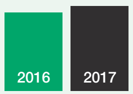
2016	$5,500m
2017	$6,995m

BUNNINGS AUSTRALIA AND NEW ZEALAND

$5,957M

up 8.3 per cent

2016	$5,500m
2017	$5,957m

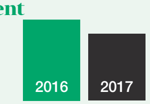


TARGET

$1,623M

down 17.7 per cent

2016	$1,972m
2017	$1,623m

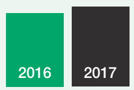


KMART

$2,996M

up 8.9 per cent

2016	$2,750m
2017	$2,996m

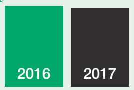


EARNINGS BEFORE INTEREST AND TAX

$920M

down 2.6 per cent

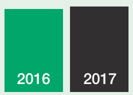
2016	$945m
2017	$920m



$722M

up 3.0 per cent

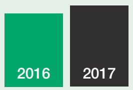
2016	$701m
2017	$722m



$770M

up 9.8 per cent

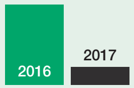
2016	$701m
2017	$770m



$16M

down 78.4 per cent

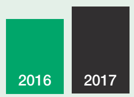
2016	$74m
2017	$16m



$371M

up 16.3 per cent

2016	$319m
2017	$371m

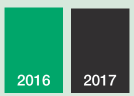


RETURN ON CAPITAL (R12)

11.1%

down 10 bps

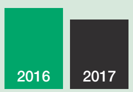
2016	11.2%
2017	11.1%



30.7%

down 504 bps

2016	35.8%
2017	30.7%



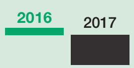
39.0%

up 317 bps

2016	35.8%
2017	39.0%

(15.1%)

2016	3.8%
2017	(15.1%)



41.5%

up 492 bps

2016	36.6%
2017	41.5%

OFFICEWORKS

Financial performance

- Sales up 5.8 per cent
- ‘Every channel’ strategy continued to produce pleasing sales growth in stores and online
- Growth in sales and earnings driven by improved merchandise layouts and store design, new and expanded product ranges, ongoing price investment and continued focus on great customer service
- Strong momentum maintained in the business-to-business customer segment
- Sales growth, effective cost control and disciplined inventory management increased return on capital
- Four new stores opened

Outlook

- Continue to drive growth and improve productivity by executing strategic agenda
- The critical back to school trading period has provided a solid start to the second half
- Key focus areas include:
  - Strengthening and expanding the customer offer
  - Enhancing the physical and digital offers
  - Providing the best value
  - Delivering great customer service through an engaged team
- Competitive intensity expected to remain high but Officeworks is well placed to continue to drive growth.

INDUSTRIALS

Earnings grew strongly with all three business units increasing earnings. The growth was predominantly driven by significant increases in export coal prices during the half, as well as strong earnings growth across Chemicals, Energy and Fertilisers.

Chemicals, Energy and Fertilisers

Financial performance

- Increased ammonium nitrate earnings, supported by good operational performances and lower ammonia input pricing
- Ammonia earnings were affected by lower international benchmark prices and unplanned plant shutdowns
- Kleenheat earnings increased with strong growth in natural gas retailing partially offset by lower earnings in LPG and LNG
- A strong WA harvest supported a positive start to the year for fertilisers
- Reported EBIT includes a profit of $22 million on sale of land

Industrial and Safety

Financial performance

- Earnings improved on cost savings from the ‘Fit for Growth’ simplification program
- Sales in Blackwoods and Workwear Group continue to be affected by subdued investment in the resources and mining sectors
- Work continued to transform Blackwoods into a more customer-centric and competitive platform
- Coregas continued to grow earnings through higher sales volumes aided by growth in new distribution channels and expansion into New Zealand

Resources

Financial performance

- Strong revenue and earnings growth due to significantly higher export coal prices
- Sales volumes remained broadly in line with the prior period despite the impact of wet weather disruptions in the first quarter
- Unit mine cash costs at Curragh increased due to weather disruptions and increased use of contract fleet to take advantage of higher prices
- Conditional Commonwealth Government approval received for mining leases within the MDL162 area, extending Curragh’s mine life into the mid 2030s

Outlook

- WesCEF will continue to focus on strong operational and safety performance with earnings in the second half expected to be subject to global commodity prices, exchange rates and seasonal conditions in fertilisers
- WIS will continue to implement performance improvement plans across Blackwoods and Workwear Group, with a particular focus on enhancing customer service and sales, and improving merchandising and supply chain capabilities
- Highly volatile export coal prices will continue to impact earnings in Resources
- Curragh’s metallurgical coal sales volumes for FY2017 are forecast to be 8.0 to 8.5 million tonnes, subject to mine operating performance, weather, and key infrastructure availability
- Wesfarmers continues to evaluate strategic options for the Resources division

REVENUE

	OFFICEWORKS	INDUSTRIALS	CHEMICALS, ENERGY AND FERTILISERS	INDUSTRIAL AND SAFETY	RESOURCES
Headline	$927M	$2,321M	$695M	$884M	$742M
Change	up 5.9 per cent	up 1.9 per cent	down 7.7 per cent	down 4.6 per cent	up 24.1 per cent
2016	$875m	$2,278m	$753m	$927m	$598m
2017	$927m	$2,321m	$695m	$884m	$742m

EARNINGS BEFORE INTEREST AND TAX

	OFFICEWORKS	INDUSTRIALS	CHEMICALS, ENERGY AND FERTILISERS	INDUSTRIAL AND SAFETY	RESOURCES
Headline	$62M	$377M	$187M	$52M	$138M
Change	up 5.1 per cent	up $355 million	up 79.8 per cent	up 44.4 per cent	up $256 million
2016	$59m	$22m	$104m	$36m	($118m)
2017	$62m	$377m	$187m	$52m	$138m

RETURN ON CAPITAL (R12)

	OFFICEWORKS	CHEMICALS, ENERGY AND FERTILISERS	INDUSTRIAL AND SAFETY	RESOURCES
Headline	13.9%	25.1%	5.9%	(6.1%)
Change	up 136 bps	up 943 bps	up 166 bps	
2016	12.5%	15.7%	4.2%	(7.0%)
2017	13.9%	25.1%	5.9%	(6.1%)

Key dates

2017 Half-year results announcement and briefing	15 February 2017
2017 Interim dividend	
– Ex-dividend date	20 February 2017
– Record date	5:00pm WST 21 February 2017
– Last date for receipt of election notice for DIP	5.00pm WST 22 February 2017
– Payment date and DIP allocation date	28 March 2017
***2017 Third Quarter retail sales update**	27 April 2017
***Strategy Briefing Day**	7 June 2017

* Dates are subject to change should circumstances require. All changes will be advised to the ASX.

Share registry

Shareholders seeking information about their shareholdings or who wish to manage their shareholdings should contact our share registry, Computershare Investor Services Pty Limited. The registry can assist with queries such as share transfers, dividend payments, the Dividend Investment Plan, and changes of name, address or bank details.

Computershare Investor Services Pty Limited

Shareholder information line:
1300 558 062 (in Australia)
or (+61 3) 9415 4631

www.investorcentre.com/wes

Dividend Investment Plan (DIP)

The DIP provides a convenient way for shareholders to invest their dividends in new fully paid shares in Wesfarmers, without paying brokerage or other costs. At each dividend payment date, dividends on shares nominated to be subject of the Plan are automatically invested in Wesfarmers ordinary shares.

Wesfarmers Limited

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Wesfarmers Investor Centre

The Investor Centre is a dedicated online resource for keeping shareholders informed about our performance. For information such as current and historical share prices, company announcements, reports and presentations, dividend and capital management information and key financial dates, visit **http://www.wesfarmers.com.au/investor-centre**. You can also link to our share registry where you can manage your shareholding.

GO ELECTRONIC

Shareholders are encouraged to elect to receive electronic communications. It's quicker, it reduces costs and it's better for the environment.

Notifications of dividends and payments, Notices of Meetings, Annual Reports, Shareholder Reviews and/or ASX announcements can all be delivered instantly to your email inbox. To receive some or all shareholder communications electronically, contact our share registry, Computershare Investor Services Pty Limited.

Wesfarmers brands

COLES

coles, coles.com.au, coles express, Vintage Cellars, first choice liquor, BI-LO, Liquorland, spirit hotels, coles Financial Services

HOME IMPROVEMENT

Bunnings warehouse, Bunnings, Bunnings Trade, Homebase

DEPARTMENT STORES

Kmart, Kmart Tyre & Auto Service, Target

OFFICEWORKS

Officeworks

INDUSTRIALS

Wesfarmers Chemicals, Energy & Fertilisers, CSBP, Australian Vinyls, AGA, QNP, EVOL LNG, Kleenheat, Modwood, Quadrant Energy

Wesfarmers Industrial and Safety, Blackwoods, NZ Safety Blackwoods, Workwear Group, coregas, Greencap

Wesfarmers Resources, Curragh, Bengalla

OTHER BUSINESSES

bwp Trust, Gresham, Wespine