



2005 Annual Results Supplementary Information Pack

9 August 2005



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1. Group Performance



Performance Highlights



- Operating revenue up 6.3%*
- Net profit up 8.6%*
- Increased earnings from all divisions except Industrial and Safety:
 - ➡ *Energy up 32.9%*
 - ➡ *Chemicals & Fertilisers up 4.3%*
 - ➡ *Hardware up 8.6%*
 - ➡ *Industrial & Safety down 1.8%*
 - ➡ *Insurance up 44.9%*
- ROE_A of 22.1%, up from 18.5% in 2003/04
- Final dividend of \$1.27 per share, up 38% on pcp

* Excluding revenue and profit on sale of Landmark (2004)

Performance Summary



Year Ended 30 June (\$m)	2004	2005	↕ %
Operating Revenue*	7,706.6	8,190.4	6.3
Net Profit (before goodwill)*	654.7	708.7	8.2
Goodwill Amortisation*	(85.5)	(90.4)	5.7
Net Profit (after goodwill)*	569.2	618.3	8.6
Net Profit on Sale of Landmark	304.0	-	<i>nm</i>
Net Profit (after goodwill)	873.1	618.3	(29.2)
Earnings Per Share (before goodwill)*	174.2	187.8	7.8
Earnings Per Share (before goodwill)	255.1	187.8	(26.4)

*Excludes sale of Landmark (2004)

Divisional EBITA



Year Ended 30 June (\$m)	2004*	2005	↑↓ %
Hardware	384.8	417.9	8.6
Energy	240.2	319.3	32.9
Insurance	95.8 #	138.8	44.9
Industrial and Safety	112.0	110.0	(1.8)
Chemicals and Fertilisers	85.6	89.3	4.3
Other	79.1	(1.7)	(102.1)
Total	997.5	1,073.6	7.6

*Excludes earnings from sale of Landmark

Lumley included since date of acquisition of 14 October 2003

Profit on Sale of Non-Current Assets



Profit After Tax Year Ended 30 June (\$m)	2004*	2005
Hardware	(0.1)	(1.4)
Energy	1.8	3.0
Insurance	0.1	(0.3)
Industrial and Safety	2.5	0.3
Chemicals and Fertilisers	0.2	0.3
Other	4.1	4.3
Total	8.6	6.2

*Excluding Landmark

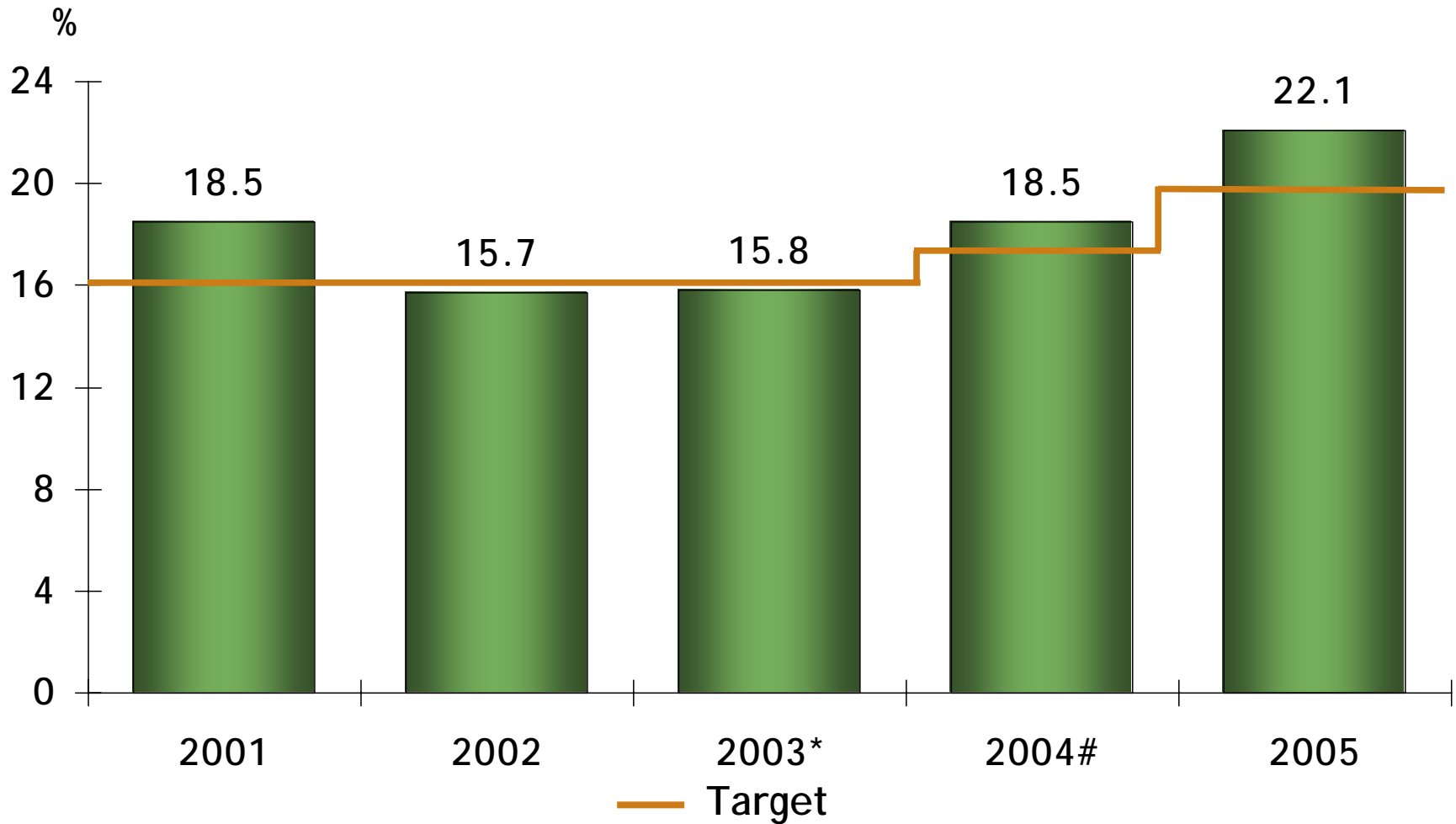
Divisional ROC & Capital Employed

(before goodwill amortisation)



Year Ended 30 June (\$m)	2005			2004
	EBITA (\$m)	Capital Employed (\$m)	ROC _A %	ROC _A %
Hardware	417.9	1,791.5	23.3	21.8
Energy	319.3	850.9	37.5	31.2
Insurance	138.8	430.2	32.3	25.4
Industrial and Safety	110.0	801.3	13.7	13.8
Chemicals and Fertilisers	89.3	493.9	18.1	17.7

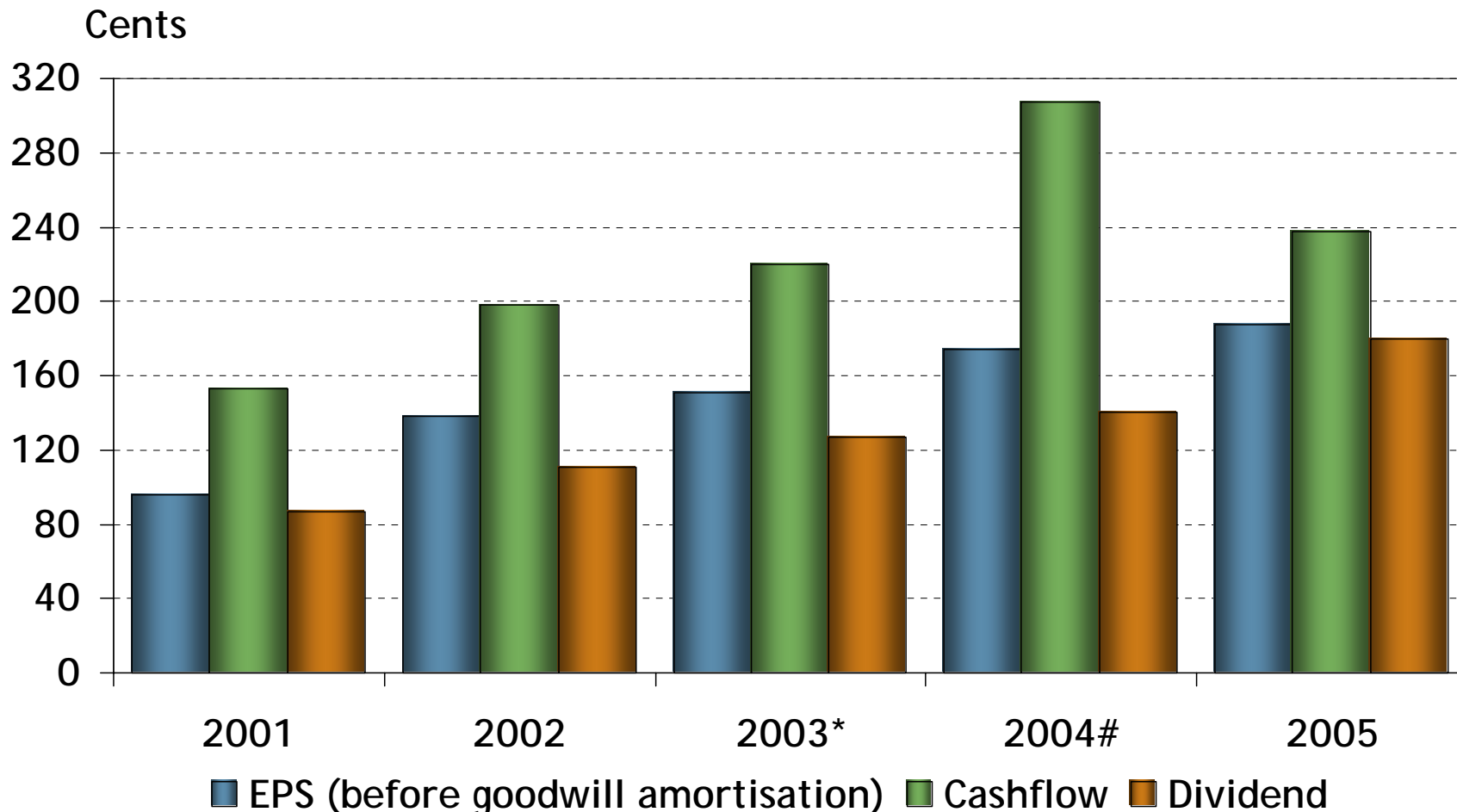
Return on Shareholders' Funds (pre goodwill)



* Excludes sale of Girrah # Excludes sale of Landmark

EPS, Cashflow & Dividend

(earnings, cashflow and dividend per share)



* EPS excludes sale of Girrah # EPS excludes sale of Landmark



- A-IFRS adoption from 1 July 2005
- Key changes and impact identified and reported
 - Reduction in shareholders' equity 30 June 2005 of \$260m
 - key impact on net profit; no goodwill amortisation
- Employee share plan expense from 2005/06
- A-IFRS is likely to result in greater volatility in reported earnings and balance sheet values
- A-IFRS will not affect Wesfarmer's borrowing or dividend paying capacity

A-IFRS: Impact on Shareholders' Equity



(\$m)	2005
AGAAP Shareholders' Equity	3,081.0
Derecognition of Employee Share Loan	(215.3)
Impairment of assets including goodwill	(17.3)
Write-back of goodwill amortisation	90.4
Tax effect of earnings from associates	(31.6)
Tax effect of fair value adjustments on acquisition	(17.4)
Recognition of mine and plant rehabilitation costs	(55.6)
Derecognition of store pre-opening costs	(12.4)
Other adjustments	(0.8)
A-IFRS Shareholders' Equity	2,821.0
Net change	(260.0)

A-IFRS: Impact on Net Profit



(\$m)	2005
AGAAP Net profit after tax (before OEI)	618.9
Amortisation of goodwill	90.4
Adjustment for pre-opening store expenses	(3.8)
Adjustment for impairment losses	(1.1)
Adjustment for mine and plant rehabilitation expenses	(0.1)
Other adjustments	(0.6)
Tax effect of above adjustments	1.8
Adjustment for revaluation of investment properties: BWPT	8.9
Tax effect of untaxed undistributed earnings of associates	(8.9)
A-IFRS Net profit after tax	705.5
Net change	86.6

2. Energy



Energy Performance Summary



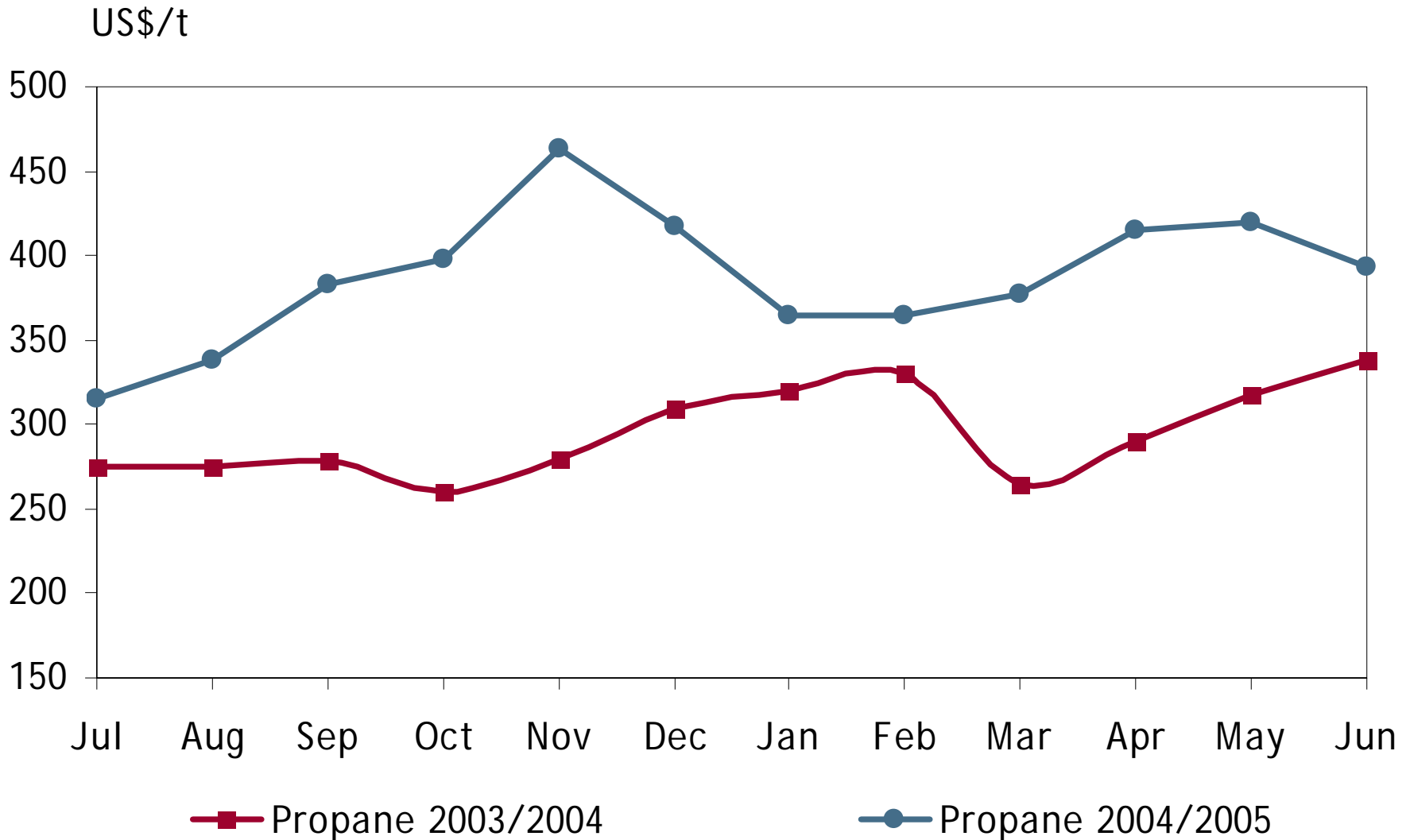
(\$m)		2004	2005	↕ %
Revenue		1,008.6	1,186.7	17.7
EBITDA		319.0	395.2	23.9
Depreciation		(78.8)	(75.9)	(3.7)
EBITA		240.2	319.3	32.9
Amortisation		(0.8)	(1.1)	37.5
EBIT		239.4	318.2	32.9
Gas & Power	Revenue (\$m)	380.8	421.2	10.6
	EBITA (\$m)	54.5	65.6	20.4
Coal	Revenue (\$m)	627.8	765.5	21.9
	EBITA (\$m)	185.7	253.7	36.6
ROC _A (%)		31.2	37.5	20.2

Energy Highlights



- Higher export coal prices
- Curragh North development
- Higher international LPG prices
- New WLPG gas supply arrangements
- LNG market development activities
- Power station opportunities

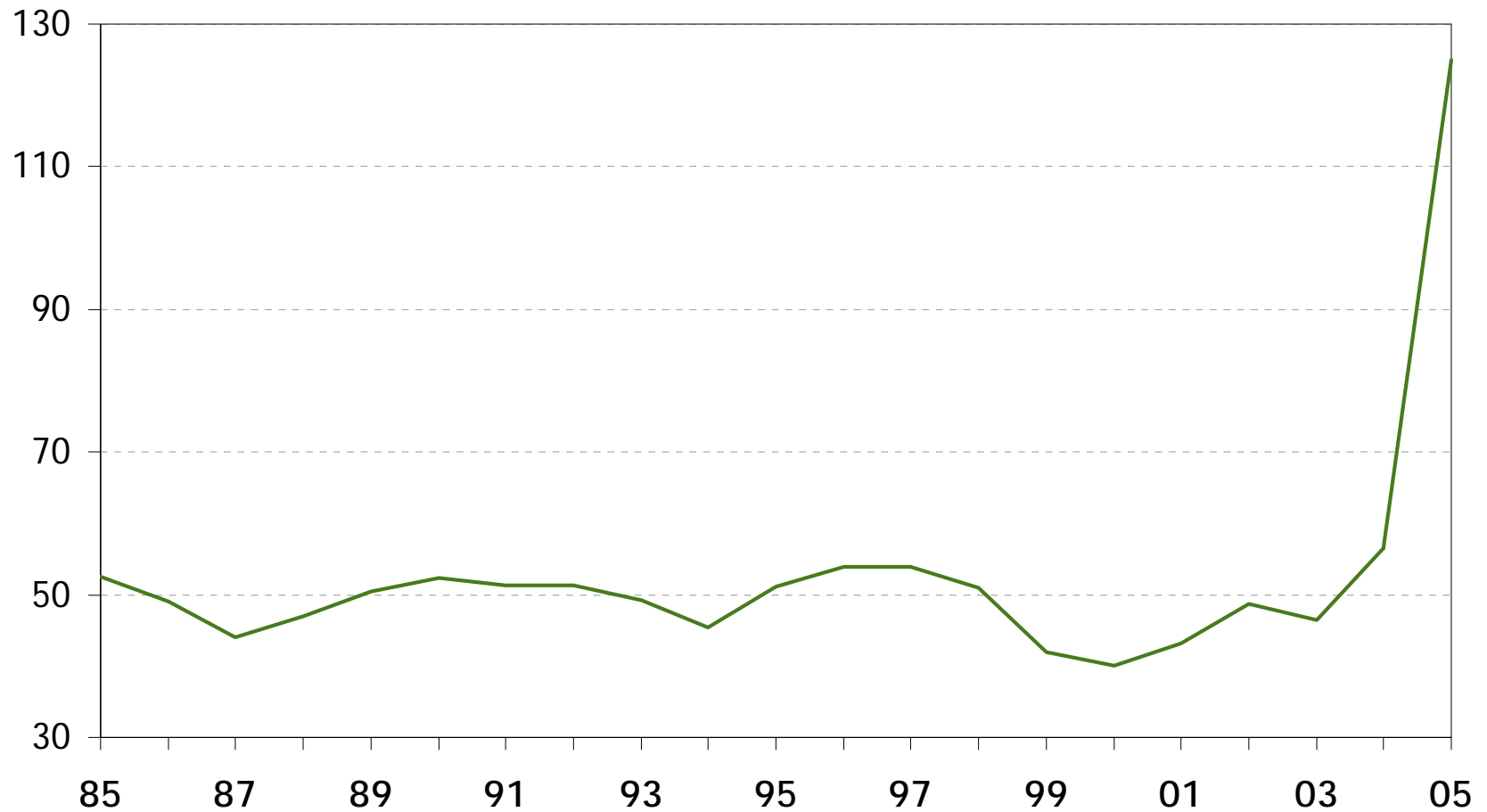
Saudi Aramco Contract Price



Hard Coking Coal Prices



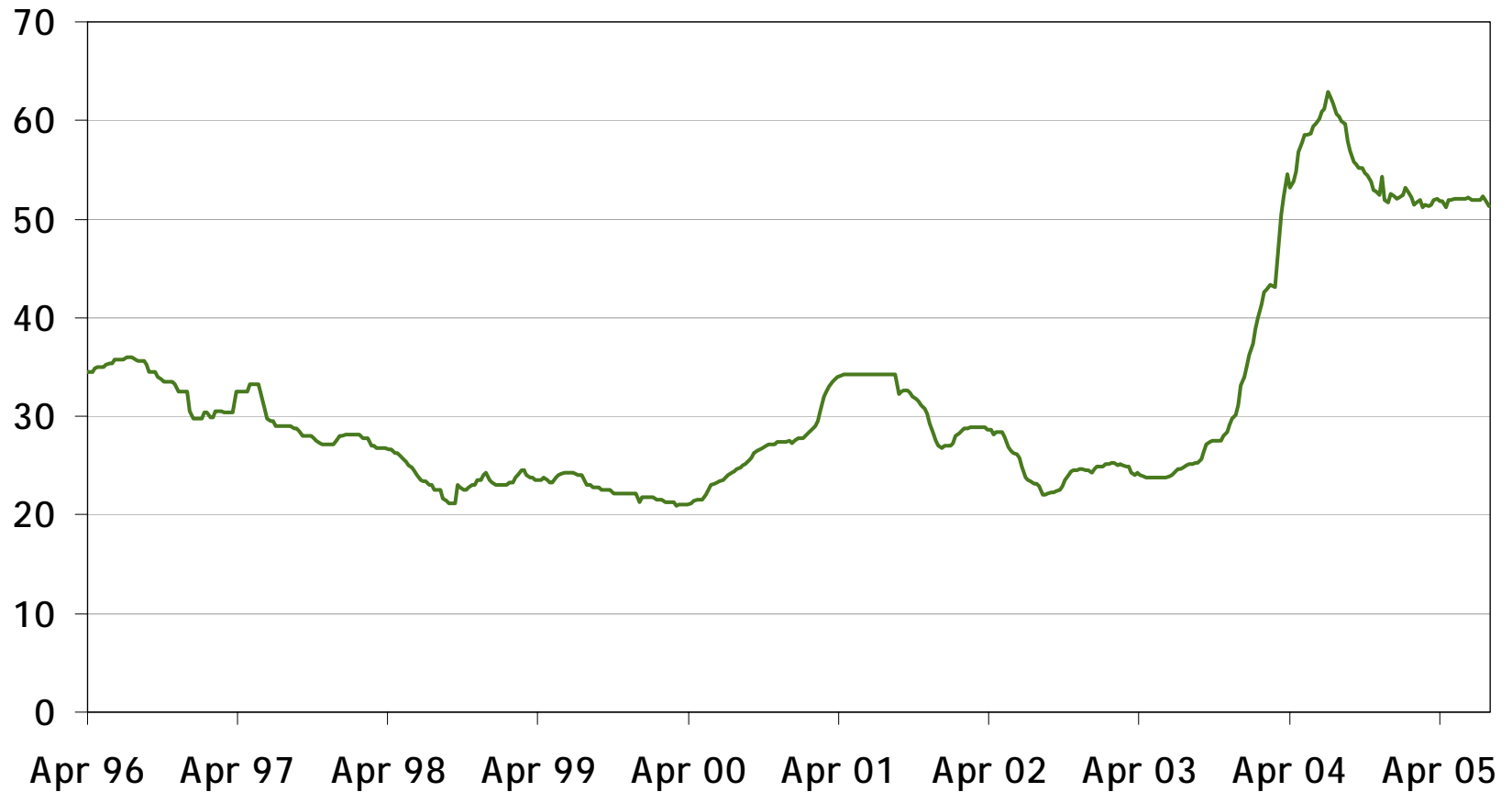
JRP US\$/Tonne FOB nominal



Thermal Coal Prices

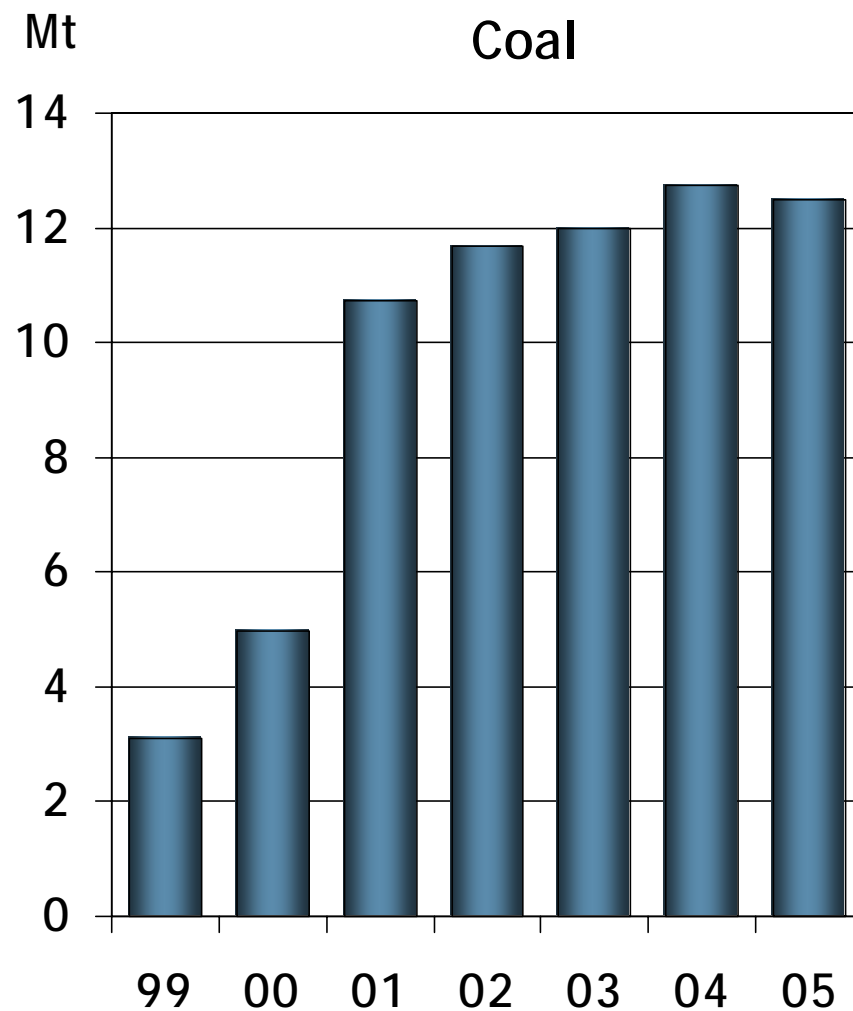
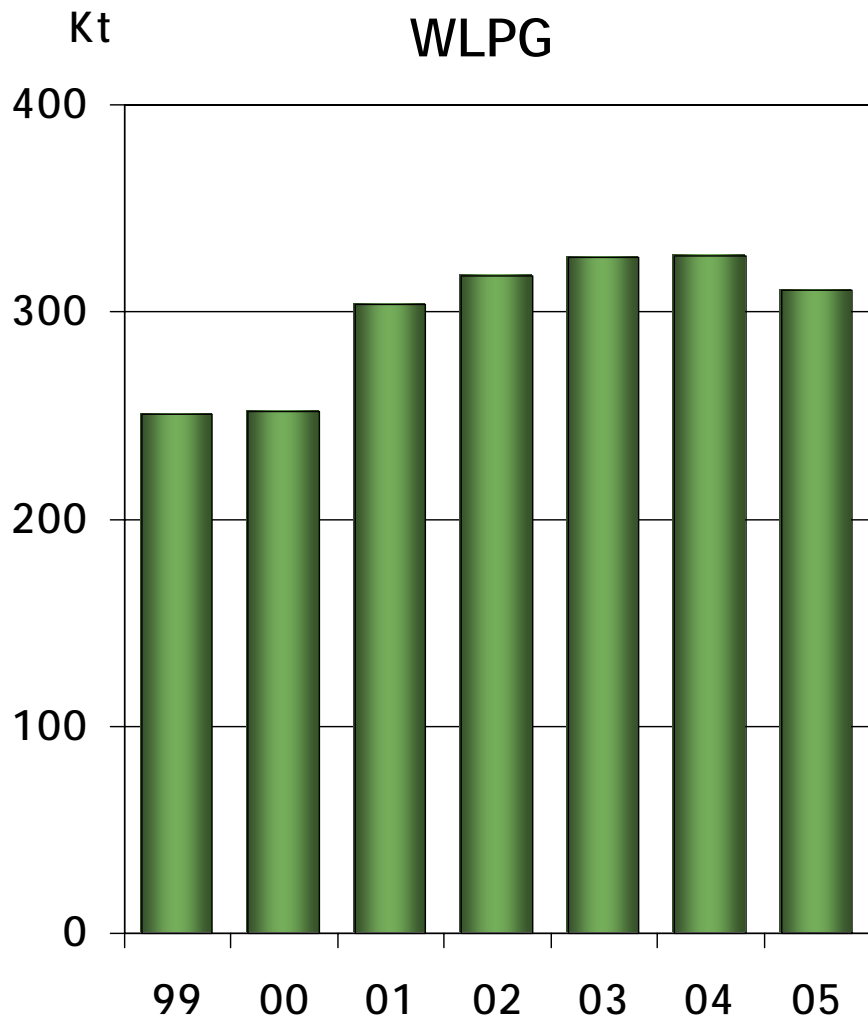


US\$/Tonne FOB nominal



Source: Barlow Jonker

Production



Coal Production



Mine (million tonnes)	Beneficial Interest	Coal Type	Year Ended	
			Jun 04	Jun 05
			('000 tonnes)	
Premier, WA	100%	Thermal	3,398	3,307
Curragh, QLD	100%	Coking	4,599	4,537
		Thermal	2,457	2,492
Bengalla, NSW	40%	Thermal	2,292	2,167
Total		Coking	4,599	4,537
		Thermal	8,147	7,966

Energy - Sales Volumes

2005 versus 2004

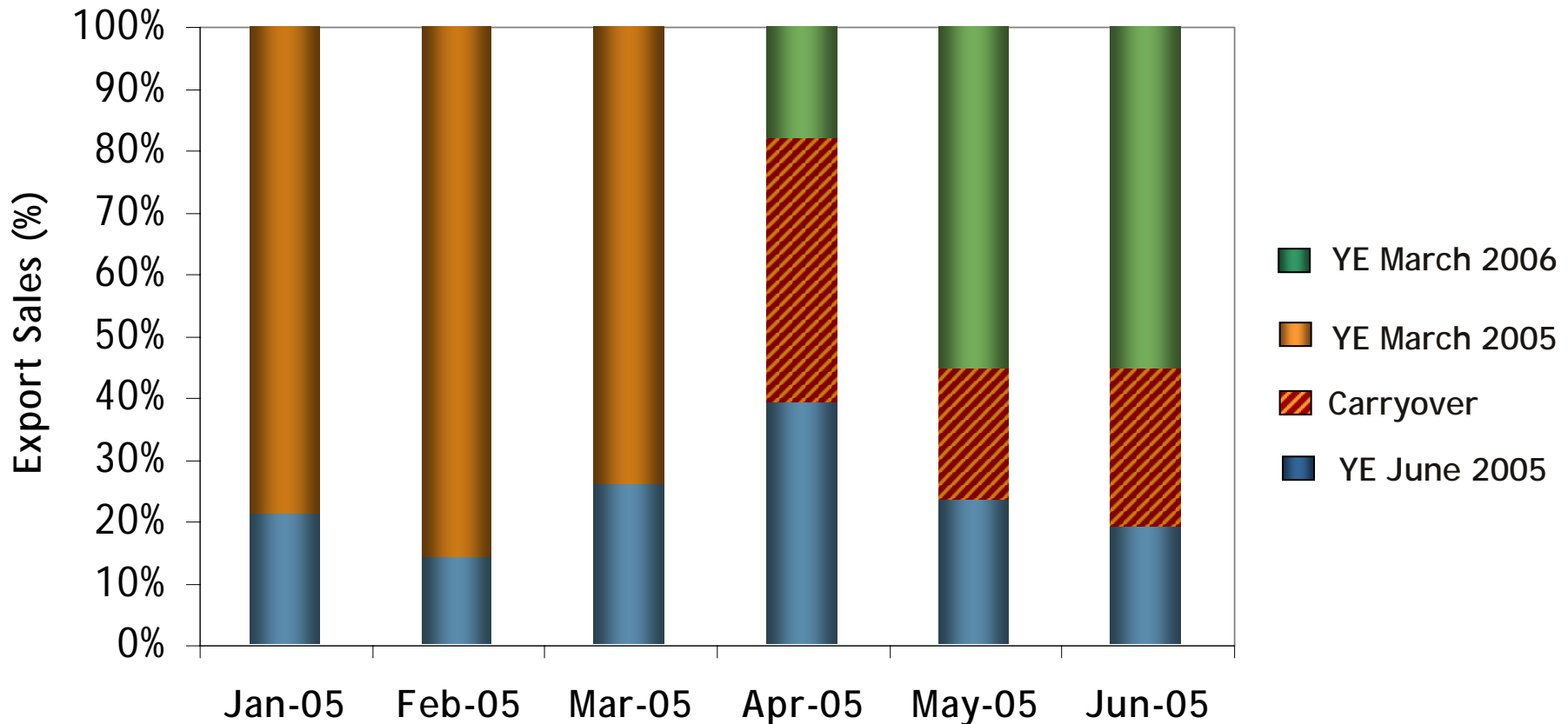


- Kleenheat Gas -2.9%
- Wesfarmers LPG -8.5%
- Premier -2.2%
- Curragh +2.2%
- Bengalla -3.4%

Curragh "Carryover" Sales Volumes



Curragh Export Coal Sales Contract Pricing



Carryover Volume 406kt

Wesfarmers Curragh Hedging Profile

at 9 August 2005



Period end 30 June	Current proportion of USD revenue hedged *	Average AUD/USD hedge rate
2006	89%	0.7035
2007	71%	0.6539
2008	50%	0.6893
2009	30%	0.7184
2010	10%	0.7161

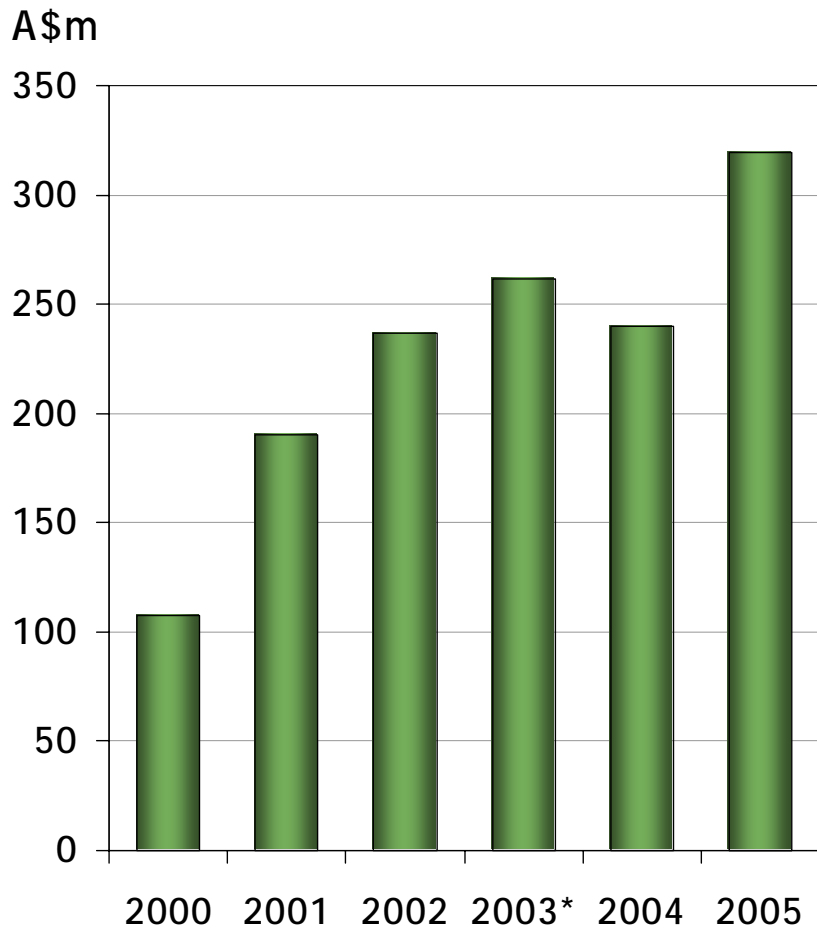
* Calculated using known contract outcomes, long run pricing assumptions, and after adjusting for USD capital and operational expenditure and USD royalty payments.

Energy - Profitable Growth

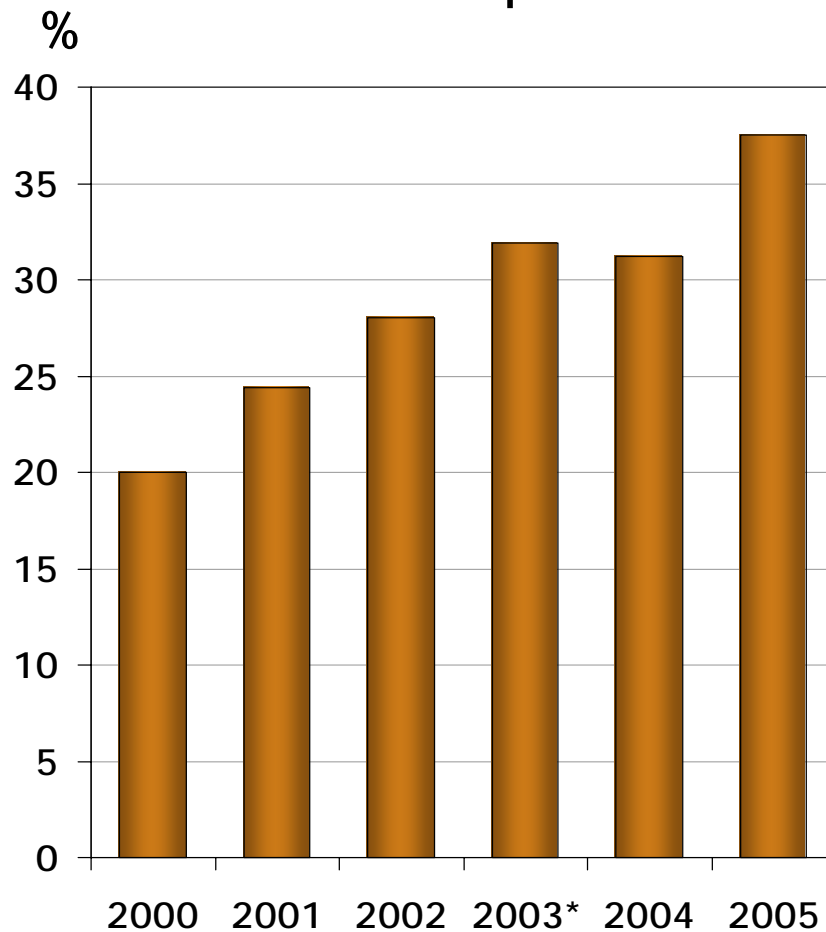
Financial Performance



EBITA



EBITA/Capital



* Excludes Girrah A\$80.5m in 2003



- Curragh North development continues
- Coking Coal price negotiations
- Increased Coking Coal exports
- Mine and infrastructure performance critical
- Premier tender outcomes
- LPG content uncertainty

3. Hardware



Hardware Performance Summary



(\$m)	2004	2005	↕ %
Revenue	3,845.7	4,067.5	5.8
EBITDA	436.1	464.7	6.6
Depreciation	(51.3)	(46.8)	(8.8)
EBITA	384.8	417.9	8.6
Amortisation	(50.1)	(52.3)	4.4
EBIT	334.7	365.6	9.2
ROCA (%)	21.8	23.3	6.9
Safety (R12 LTIFR)	14.5	11.4	
Trading Revenue* (\$m)	3,771.6	4,015.5	6.5
Trading EBITA* (\$m)	374.6	408.3	9.0
Trading EBITA/Revenue (%)	9.9	10.2	3.0

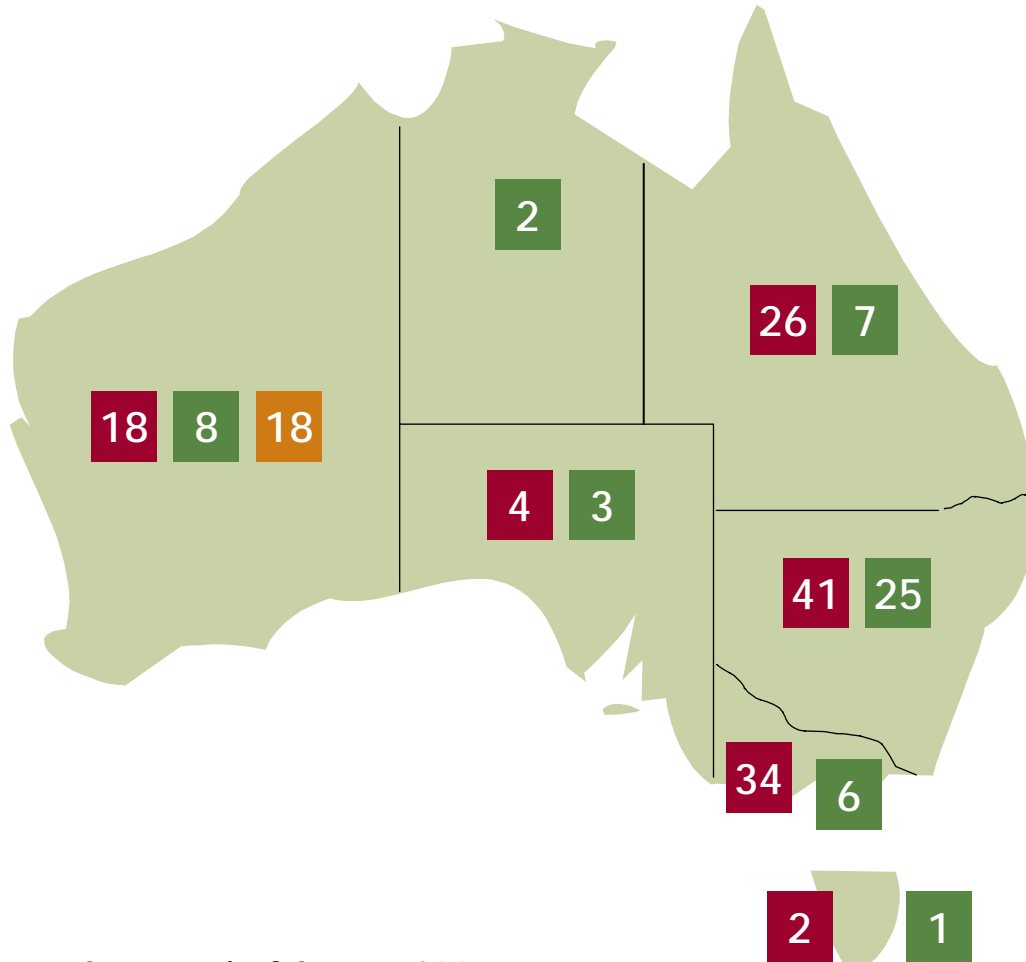
*Excludes property and other non-trading items

Hardware Highlights



- 9.1% cash sales growth
 - cash store on store growth 5.6%
 - first half 6.6%
 - second half 4.4%
- 1.9% decline in trade sales
- 10 new store openings and 16 store upgrades
- Good progress on major strategies
 - merchandising, stock, shrinkage, supply chain, systems

Current Store Network



STORE NETWORK	No.
Warehouse stores	134
Small format stores	80
WA Salvage stores	18

As at end of August 2005
Excludes trade business facilities

Store Network Development



- 3 warehouses opened by end August 2005
 - Nerang, QLD (July)
 - Sunbury, VIC (August)
 - Vermont South, VIC (to open mid August)
- 6 warehouses under construction



- Continued cash sales growth
 - tighter retail conditions
 - market broadening merchandising initiatives
- Modest trade sales growth
 - difficult Australian market
- 10-14 new store openings likely
- Accelerated Store upgrades (25-30 planned)
- Ongoing effectiveness and efficiency gains



- Impact of ongoing business initiatives
 1. Net impact of store upgrade programme
 - Average \$0.5m per store in write-offs and non-capital works
 2. Business systems upgrade
 - Phase 1 implementation completed in fourth quarter
 - Subsequent annual depreciation impact approx. \$10m

4. Insurance



Insurance Performance Summary



(\$m)	2004*	2005	↕ %
Gross Written Premium	787.3	1,019.9	29.5
Net Earned Premium	508.1	700.4	37.8
Net Claims	(295.8)	(418.1)	41.3
Net Commission and Expenses	(143.7)	(183.6)	27.8
Underwriting Result	68.6	98.7	43.9
Investment Income on TR	16.6	24.8	49.4
Insurance Margin	85.2	123.5	45.0
Investment Income on SHF	10.4	10.2	(1.9)
Non-Insurance Activities	0.2	5.1	<i>nm</i>
EBITA	95.8	138.8	44.9

* Lumley included since date of acquisition of 14 October 2003

Insurance Division KPIs



(%)	2004*	2005	↕ %
Gross Earned Loss Ratio	53.2	56.5	(3.3)
Net Earned Loss Ratio	58.1	59.7	(1.6)
Reinsurance Expense (%GEP)	37.5	32.4	5.1
Exchange Commission (%RI Cost)	21.1	24.1	3.0
Commission Expense (%GWP)	13.2	13.9	(0.7)
Total Expenses (%GWP)	25.1	26.5	(1.4)
Combined Operating Ratio	86.5	85.9	0.6
Insurance Margin	17.0	17.4	0.4

* 2004 includes a full year contribution from Lumley companies

Insurance Highlights

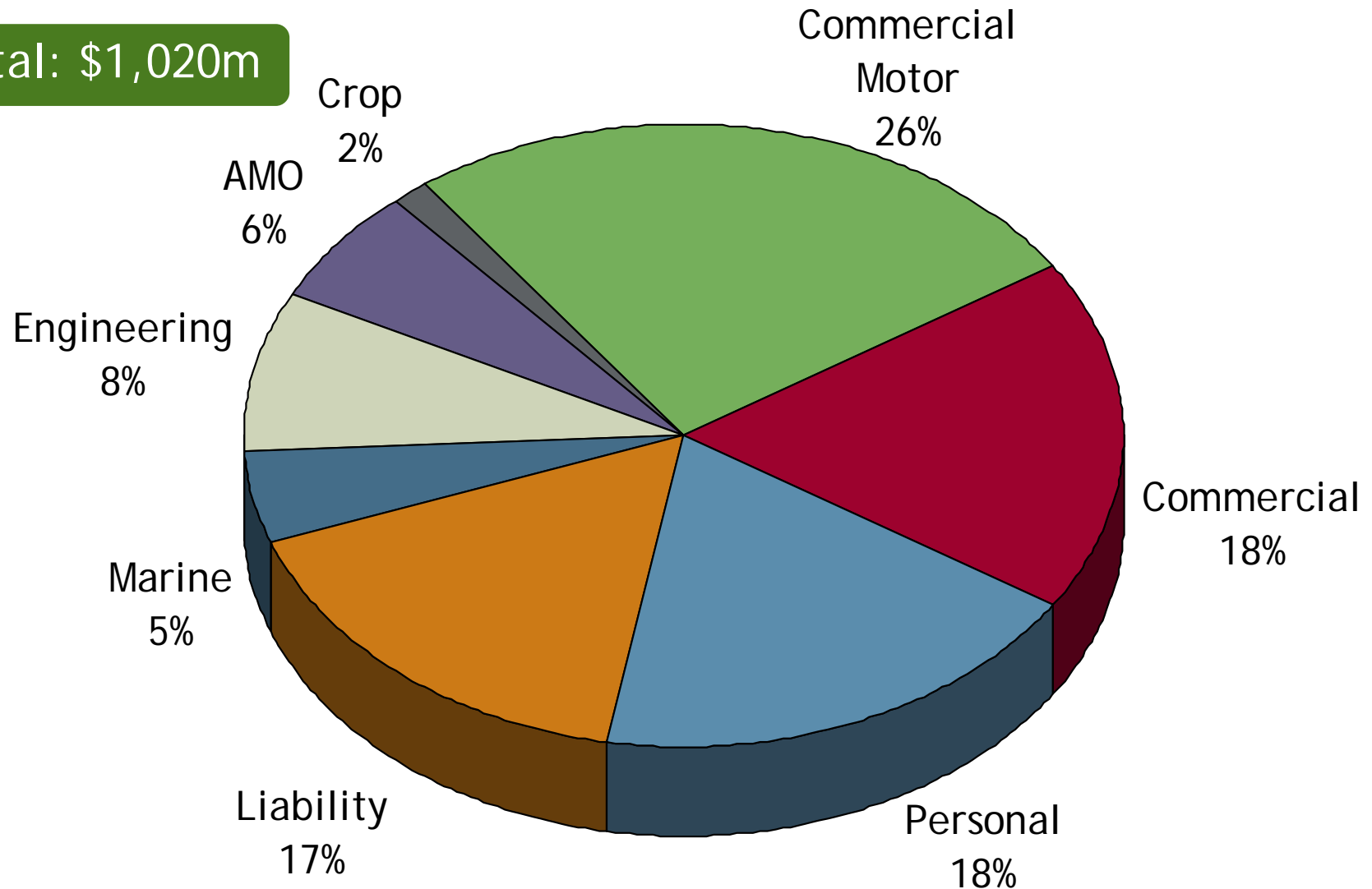


- Completion of Lumley integration
- Record results for all insurance businesses
- Creditable performance for premium funding businesses
- Koukia made its first external sale

Divisional - Gross Written Premium



Total: \$1,020m



LGA - KPIs



(%)	2004*	2005	↕ %
Gross Earned Loss Ratio	50.2	56.2	(6.0)
Net Earned Loss Ratio	56.6	58.4	(1.8)
Reinsurance Expense (%GEP)	42.5	37.6	4.9
Exchange Commission (%RI Cost)	20.3	24.7	4.4
Commission Expense (%GWP)	13.8	15.0	(1.2)
Total Expenses (%GWP)	24.3	25.8	(1.5)
Combined Operating Ratio	85.1	83.2	1.9
Insurance Margin	18.7	20.7	2.0

* 2004 includes a full year contribution from LGA

LGNZ – KPIs



(%)	2004*	2005	↕ %
Gross Earned Loss Ratio	54.2	55.0	(0.8)
Net Earned Loss Ratio	58.5	61.2	(2.7)
Reinsurance Expense (%GEP)	48.1	39.3	8.8
Exchange Commission (%RI Cost)	25.5	26.6	1.1
Commission Expense (%GWP)	15.7	16.0	(0.3)
Total Expenses (%GWP)	25.5	27.0	(1.5)
Combined Operating Ratio	86.9	88.0	(1.1)
Insurance Margin	14.9	14.1	(0.8)

* 2004 includes a full year contribution from LGNZ

WFI - KPIs



(%)	2004	2005	↑↓ %
Gross Earned Loss Ratio	58.9	58.8	0.1
Net Earned Loss Ratio	60.2	57.9	2.3
Reinsurance Expense (%GEP)	16.7	14.3	2.4
Exchange Commission (%RI Cost)	14.2	14.0	(0.2)
Commission Expense (%GWP)	9.7	9.6	0.1
Total Expenses (%GWP)	24.8	25.4	(0.6)
Combined Operating Ratio	88.3	86.2	2.1
Insurance Margin	15.7	18.0	2.3



Year Ended 30 June (%)	2004	2005
Including AMO		
Reinsurance Expense (% GEP)	37.5	32.4
Excluding AMO		
Reinsurance Expense (% GEP)	32.1	28.2



- Challenging outlook
- All business units experiencing increased competition
- Rates are stabilising with some moderate reductions
- NEP growth to continue - reduced reinsurance impact
- Margins to decline
- Continuation of compliance burden

5. Industrial and Safety

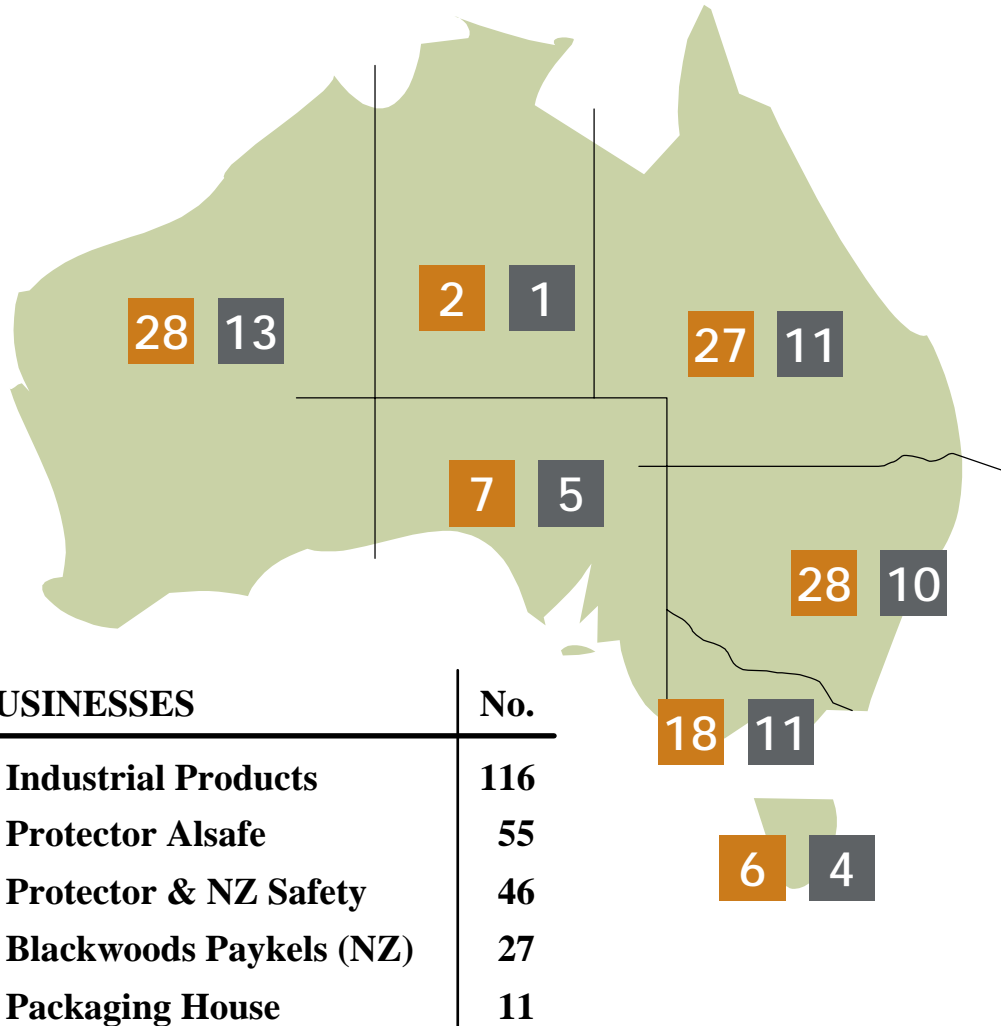


Industrial & Safety Performance Summary



(\$m)	2004	2005	↕ %
Revenue	1,150.6	1,171.5	1.8
EBITDA	124.4	125.0	0.5
Depreciation	(12.4)	(15.0)	21.0
EBITA	112.0	110.0	(1.8)
Amortisation	(25.2)	(26.1)	3.6
EBIT	86.8	83.9	(3.3)
EBITA/Revenue Ratio (%)	9.7	9.4	(3.1)
ROCA (%)	13.8	13.7	(0.7)
Safety (R12 LTIFR)	5.3	4.1	

Distribution Network



BUSINESSES	No.
Industrial Products	116
Protector Alsafe	55
Protector & NZ Safety	46
Blackwoods Paykels (NZ)	27
Packaging House	11

Quick Facts

100,000 customers
 6,500,000 orders pa
 15,000,000 order lines pa
 12,000 vendors
 3,300 employees
 255 locations

Industrial & Safety Highlights



- Industrial Products:
 - solid growth in Qld and WA
 - market conditions more subdued in NSW, Vic & SA
- Protector Alsafe:
 - modest sales growth in the 2nd half of the year and compared with same period last year
- Blackwoods Paykels (NZ):
 - sales below expectations; improvement initiatives underway
- Other NZ businesses continued to perform well and experience good sales growth



- Moderate sales and profit growth in 2005/06
- Continued strong performance from the resources sector
- Further earnings improvement from Protector Alsafe
- Completion of business improvement initiatives at Blackwoods Paykels; improved earnings during the first half of 2005/06
- Focus on existing and new business improvement initiatives

6. Chemicals and Fertilisers



Chemicals & Fertilisers Performance Summary



(\$m)		2004	2005	↕ %
Revenue:	Chemicals	191.7	210.6	9.9
	Fertilisers	326.8	378.1	15.7
		518.5	588.7	13.5
EBITDA		123.3	128.0	3.8
Depreciation		(37.7)	(38.7)	2.7
EBITA		85.6	89.3	4.3
Amortisation		(0.2)	(0.2)	-
EBIT		85.4	89.1	4.3
Sales Volume:	Chemicals	442	456	3.2
	Fertilisers	1,062	1,120	5.5
('000t)				
ROC (%)		17.7	18.1	2.3
Safety (R12 LTIFR)		2.4	2.0	

Chemicals & Fertilisers Highlights



- Higher sales in both chemicals and fertilisers activities
- Ammonium nitrate feasibility study
- Expansion of sodium cyanide capacity
- Completion of ammonium nitrate shutdown
- Strong demand for liquid fertiliser products
- Improved safety performance



- Ammonia plant performed steadily during the year
- Strong demand for ammonium nitrate in WA and Qld
- Ammonium nitrate feasibility study
- Ammonium nitrate plant shutdown during 2005
- Export volumes of sodium cyanide into African and South American markets increased strongly
- Chlorine and industrial chemicals in line with expectations



- Strong market and seasonal conditions in WA
- 5.5 per cent increase in sales volumes in 2004/05
- Strong demand for liquid fertiliser products
- Expansion of liquid fertiliser production and distribution capacity to meet increasing demand
- Unseasonably high rainfall in June, but positive outlook for 2005 harvest



- Continued strong demand for core chemical products
- Ammonium nitrate expansion
- QNP shutdown October 2005
- Good start to 2005 growing season and a positive outlook for this years harvest
- Expansion of liquid fertiliser capacity to meet increasing demand

7. Other Businesses



Other Businesses Performance Summary

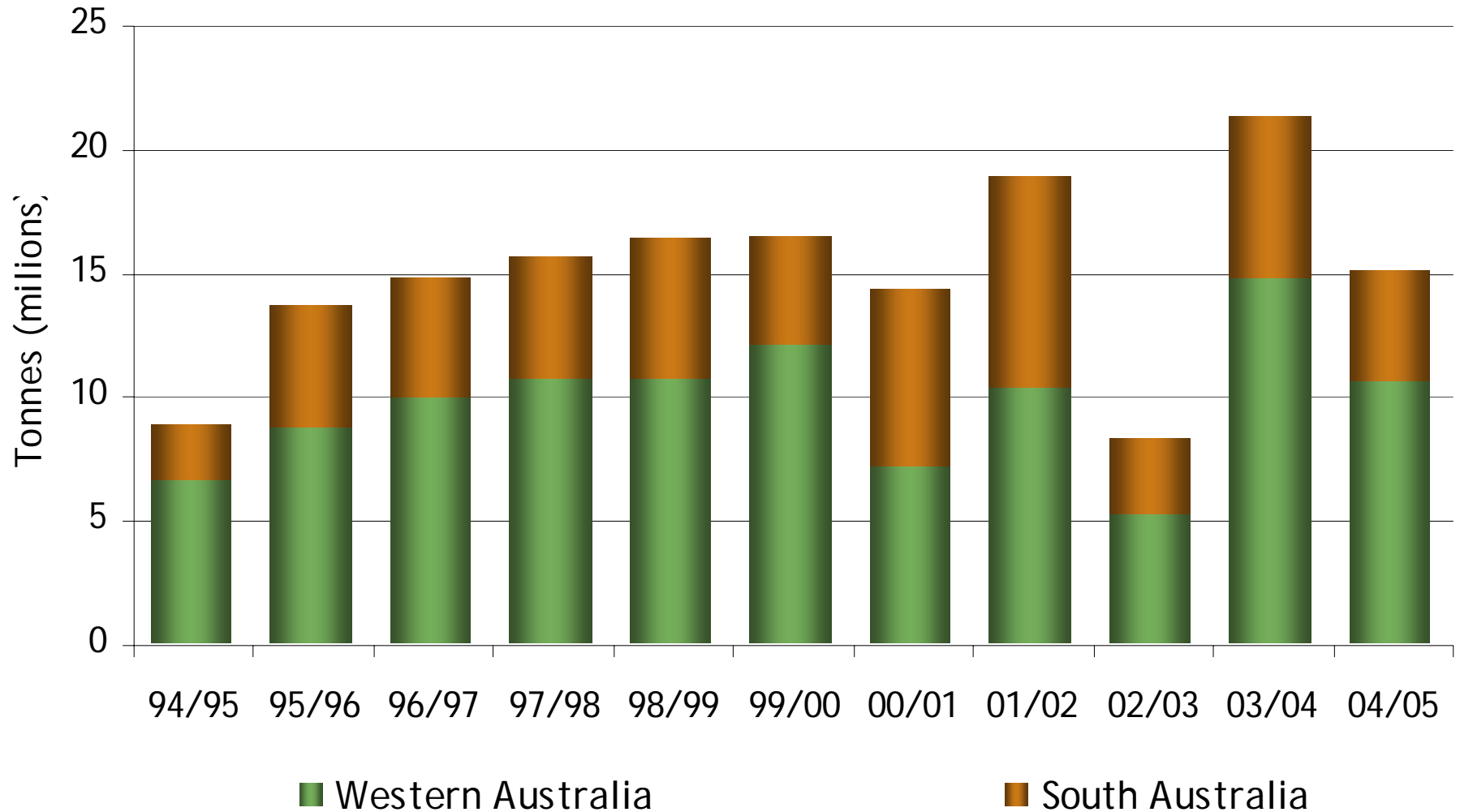


Contribution to Group EBITA (\$m)	Holding %	2004	2005
Associates:			
ARG	50	19.0	16.1
Gresham Private Equity - Fund 1	50	74.1	5.9
Gresham Private Equity - Fund 2	67	(0.7)	(3.4)
Gresham Partners	50	4.3	4.7
Wespine	50	9.2	9.9
Tax on ARG, GPG and Wespine		(8.2)	(7.8)
Rural		8.4	-
Corporate overheads and Other		(27.0)	(27.2)
Total		79.1	(1.8)



- Tonnage up due to minerals; but less than planned
- Grain volumes volatile
- Cost pressures (fuel and labour) continue
- One-off incident cost
- Capital expenditure on plan:
 - major track refurbishment
 - more rolling stock upgrades

Grain Harvests in WA and SA

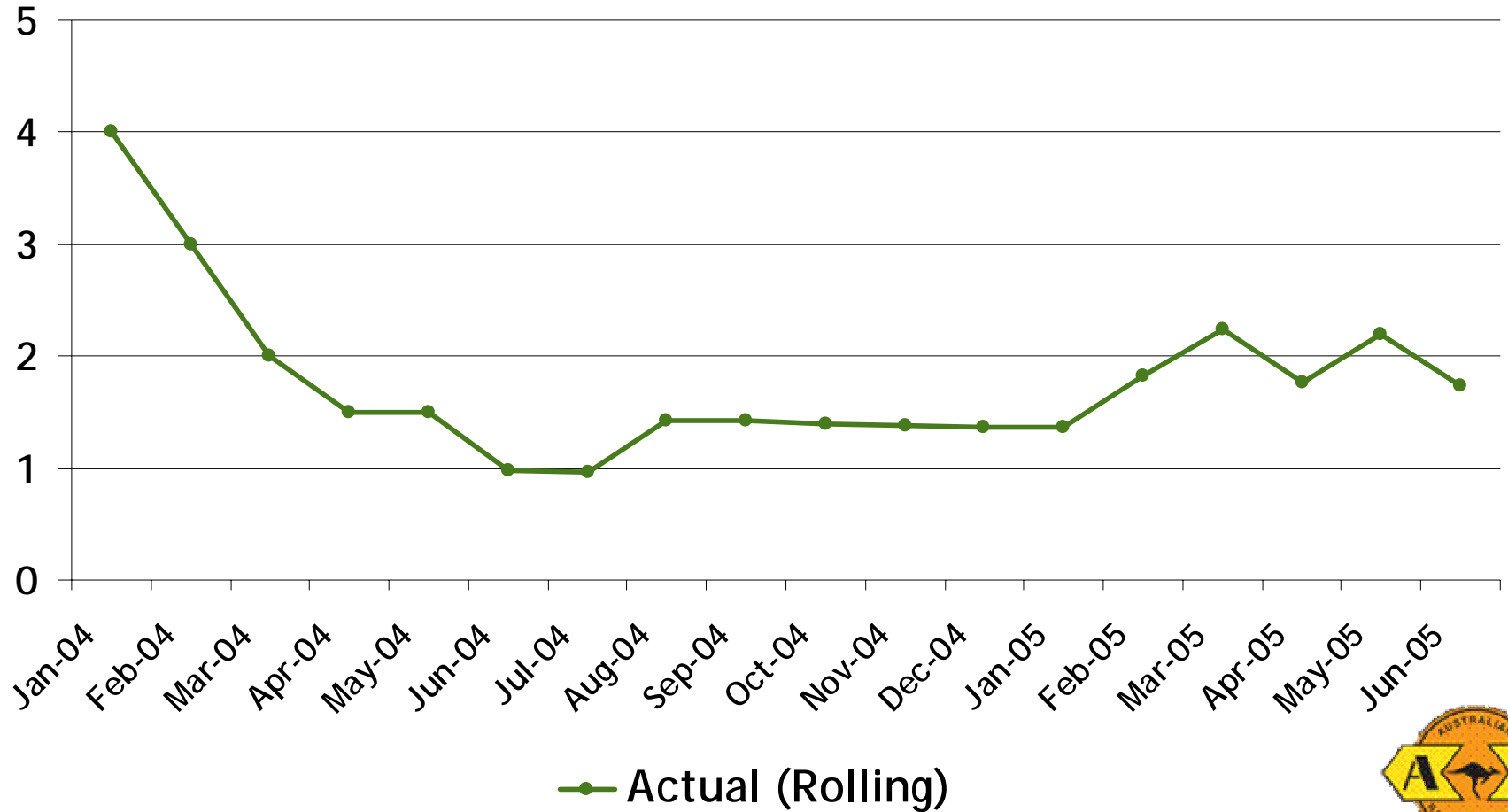


ARG

Rolling LTIFR



Frequency Rate








Gresham Private Equity - Fund 1

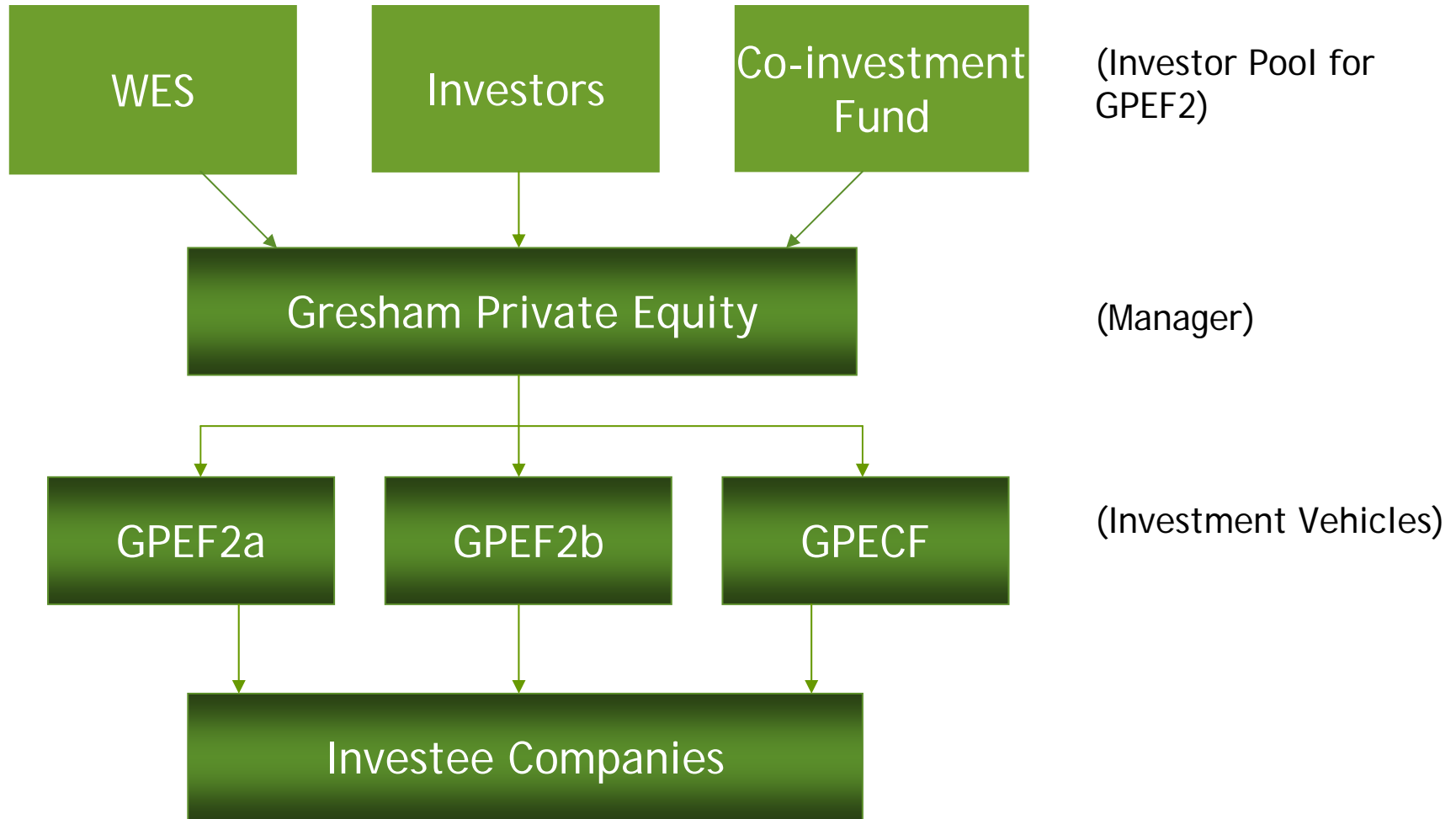


- Net investment of \$37m by Wesfarmers
- Divestments expected over the next several years

CURRENT INVESTMENT PORTFOLIO

<i>EROC</i>	<i>mining / infrastructure contractor</i>	 EROC
<i>Norcros</i>	<i>UK based building materials, coatings</i>	
<i>Riviera</i>	<i>ocean cruisers</i>	
<i>Virgin Active</i>	<i>health clubs in Europe and South Africa</i>	
<i>Raywood</i>	<i>vehicle control systems</i>	

Gresham Private Equity Fund 2 Structure





- Current commitment \$323m (Wesfarmers \$150m)
- Acquisition of Australian Pacific Paper Products in June 2005

CURRENT INVESTMENT PORTFOLIO

Noel Leeming

electrical retailer (New Zealand)



Australian Pacific Paper Products

manufacturer and distributor of disposable nappies (Australia)



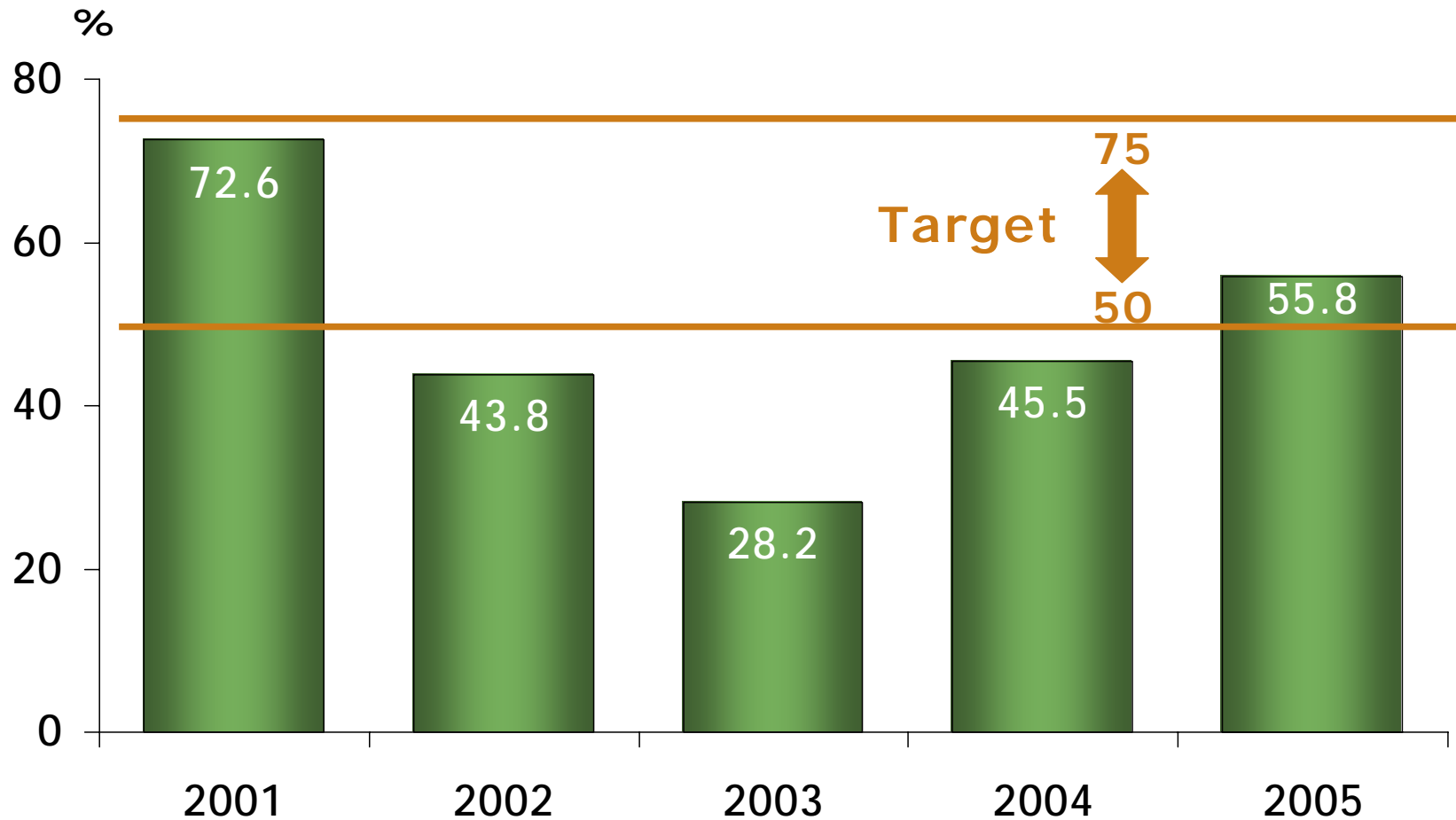
8. Capital Management





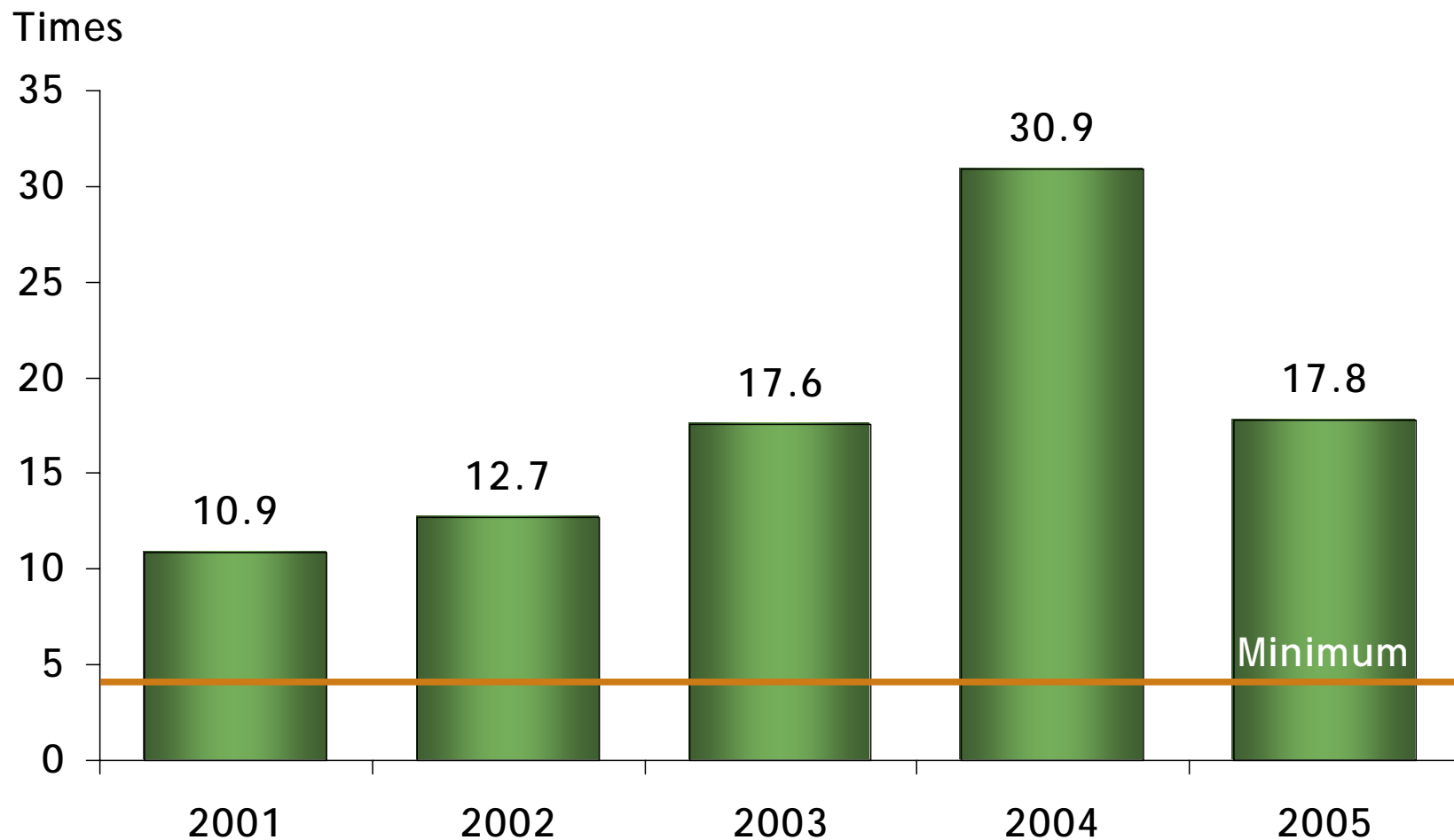
- Net Debt / Equity of 55.8% at 30 June 2005
- Cash interest cover ratio in excess of 17 times
- Group capital expenditure for 2004/05 of \$465m
- Strong capital expenditure programme for 2005/06
- Continued suspension of dividend investment plan
- No shares acquired during 2004/05 under buyback program

Net Debt/Equity



Note: Assumes no upstreaming of investment funds from insurance operations

Interest Cover Ratio (cash basis)

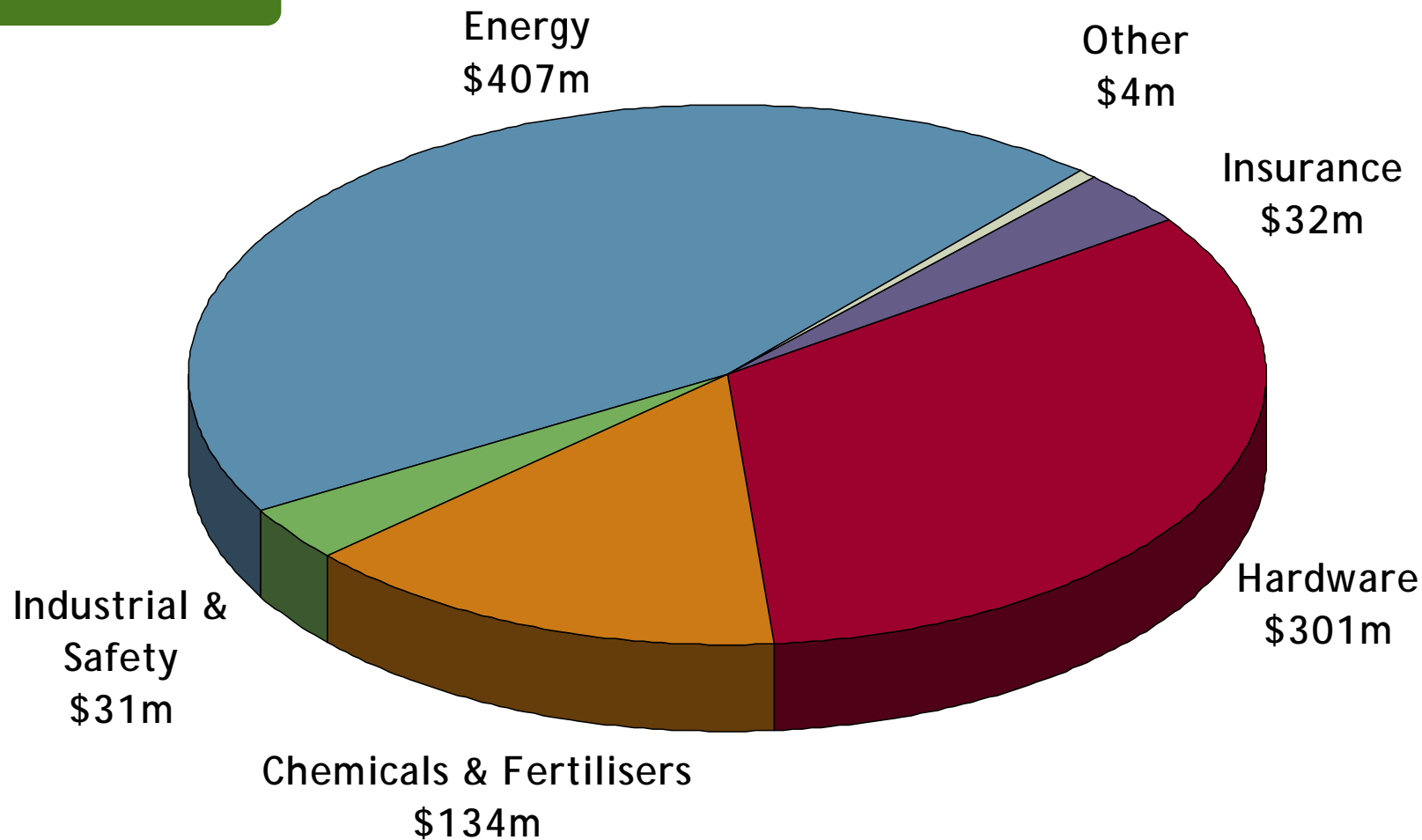


Capital Expenditure Programme

2006 Budget



Total: \$909m



9. Outlook





- Full year profit significantly above 2004/05 driven by:
 - high export coal prices; and
 - generally improved operating performance

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