Updated as per ASX release made on 21/08/07 “Revisions to Appendix 4E - preliminary final report”

2007 Annual Results Briefing

16 August 2007

Wesfarmers

Presentation Outline

Group Performance Highlights	Richard Goyder
Group Financial Results	Gene Tilbrook
Divisional Comments	
Home Improvement	John Gillam
Coal	Stewart Butel
Insurance	Rob Scott
Industrial & Safety	Terry Bowen
Chemicals & Fertilisers	Keith Gordon
Energy	Tim Bult
Other Businesses	Gene Tilbrook
Outlook	Richard Goyder

Group Performance Highlights

Richard Goyder

Managing Director, Wesfarmers Limited

Wesfarmers

Group Performance Highlights

- Operating revenue up 10.1%
- Group profit after tax of $786 million
- Earnings per share of 210.5 cents per share
- Operating cash flow up 15.2%
- Return on Equity of 25.1%
- Full year dividend increased to $2.25 per share, up 4.7%

Divisional Performance

Year ended 30 June	2007 EBIT^ $m	2007 ROC %	2006 ROC %
Home Improvement	528.4	28.1	22.9
Coal	338.0	38.8	78.3
Insurance	120.3	15.8	30.9
Industrial & Safety	114.6	15.6	12.6
Chemicals & Fertilisers*	100.6	16.7	15.1
Energy*	75.4	17.9	26.8

^ 2007 EBIT is after amortisation of intangibles of $9.8m in Insurance and $0.2m in Energy

* 2007 ROC impacted by significant project capital expenditure

Group Financial Evaluation Process

- Has remained unchanged
- Applies to acquisitions and major capital expenditure projects
- Based on long-term discounted cash flows
  - Generally 15-25 years, un-geared, after tax
  - Discounted at risk-adjusted WACC (Hurdle Rate)
- Return on Capital targets set for each division
  - Not an investment criterion
  - 5yr plan reviewed annually with positive trends expected
  - Group target of 20%
- Impact analysis of acquisitions
  - Impact on group's earnings, dividends and gearing considered

Group Financial Results

Gene Tilbrook
Finance Director, Wesfarmers Limited

Group Performance Summary

Year ended 30 June ($m)	**2007**	2006*	%
Operating revenue	**9,753.7**	8,858.8	*10.1*
EBITDA	**1,650.0**	1,649.5	*0.0*
EBIT	**1,305.3**	1,366.0	*(4.4)*
Net profit after tax	**786.3**	869.4	*(9.6)*
Operating cash flow	**1,300.6**	1,129.1	*15.2*
Earnings per share (ex. employee res. shares)	**210.5**	235.6	*(10.7)*
Earnings per share (inc. employee res. shares)	**206.5**	229.9	*(10.2)*
Cash flow per share (inc. employee res. shares)	**341.5**	298.7	*14.3*
Dividends per share ^	**225.0**	215.0	*4.7*

^ 2007 Dividends per share includes 25 cents per share relating to franking credits from ARG sale

* Excludes the sale of ARG

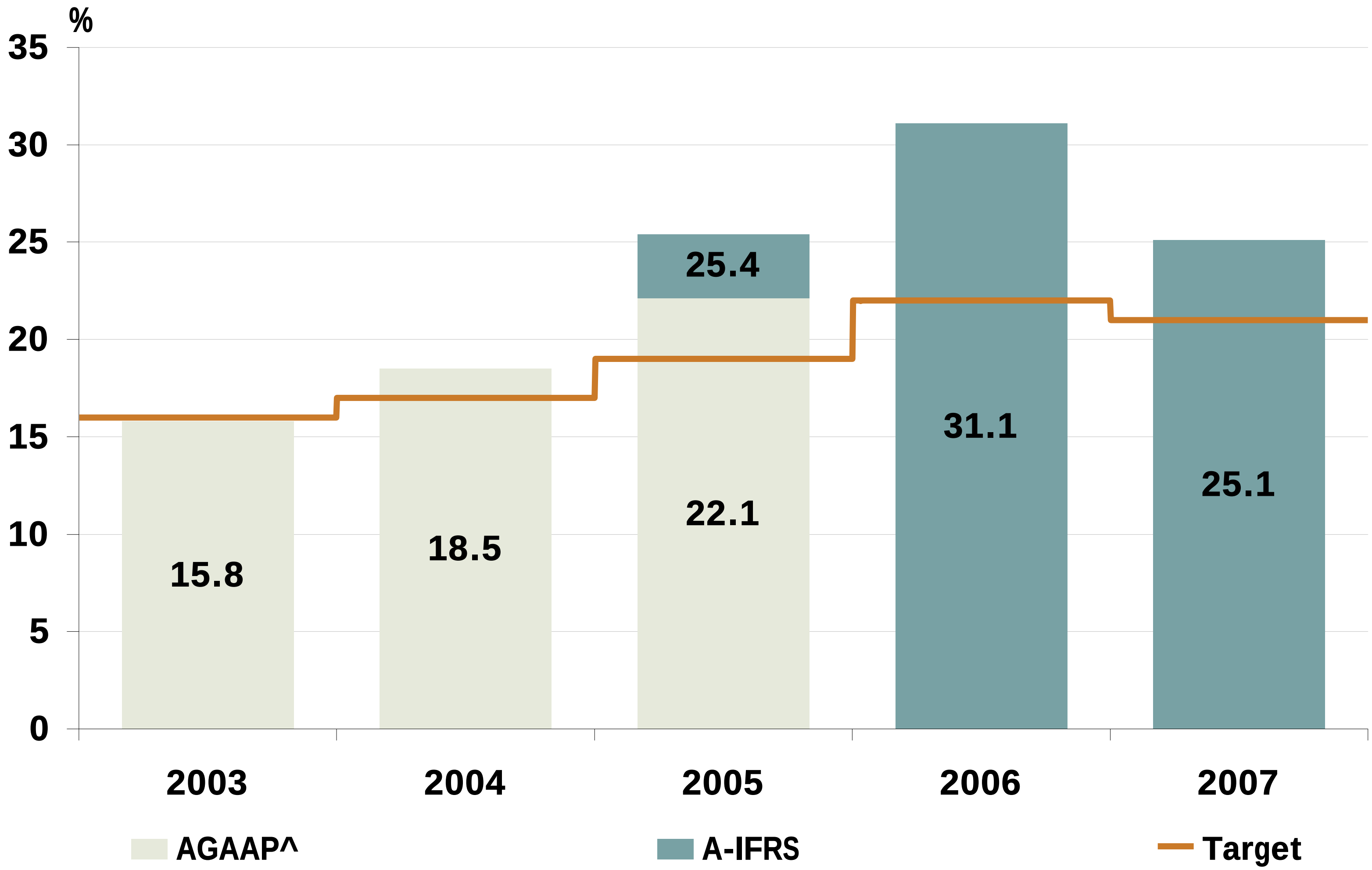
Divisional EBIT

Year ended 30 June ($m)	**2007**	2006*	⇕ %
Home Improvement	**528.4**	420.5	*25.7*
Coal	**338.0**	577.8	*(41.5)*
Insurance	**120.3**	124.8	*(3.6)*
Industrial & Safety	**114.6**	96.8	*18.3*
Chemicals & Fertilisers	**100.6**	81.4	*23.6*
Energy	**75.4**	49.4	*52.6*
Other	**94.8**	72.2	*31.3*
Divisional EBIT^	**1,372.1**	1,422.9	*(3.6)*
Corporate overheads and consolidation adj	**(66.8)**	(56.8)	*(17.5)*
Group EBIT	**1,305.3**	1,366.0	*(4.4)*

^ 2007 EBIT is after amortisation of intangibles of $9.8m in Insurance and $0.2m in Energy

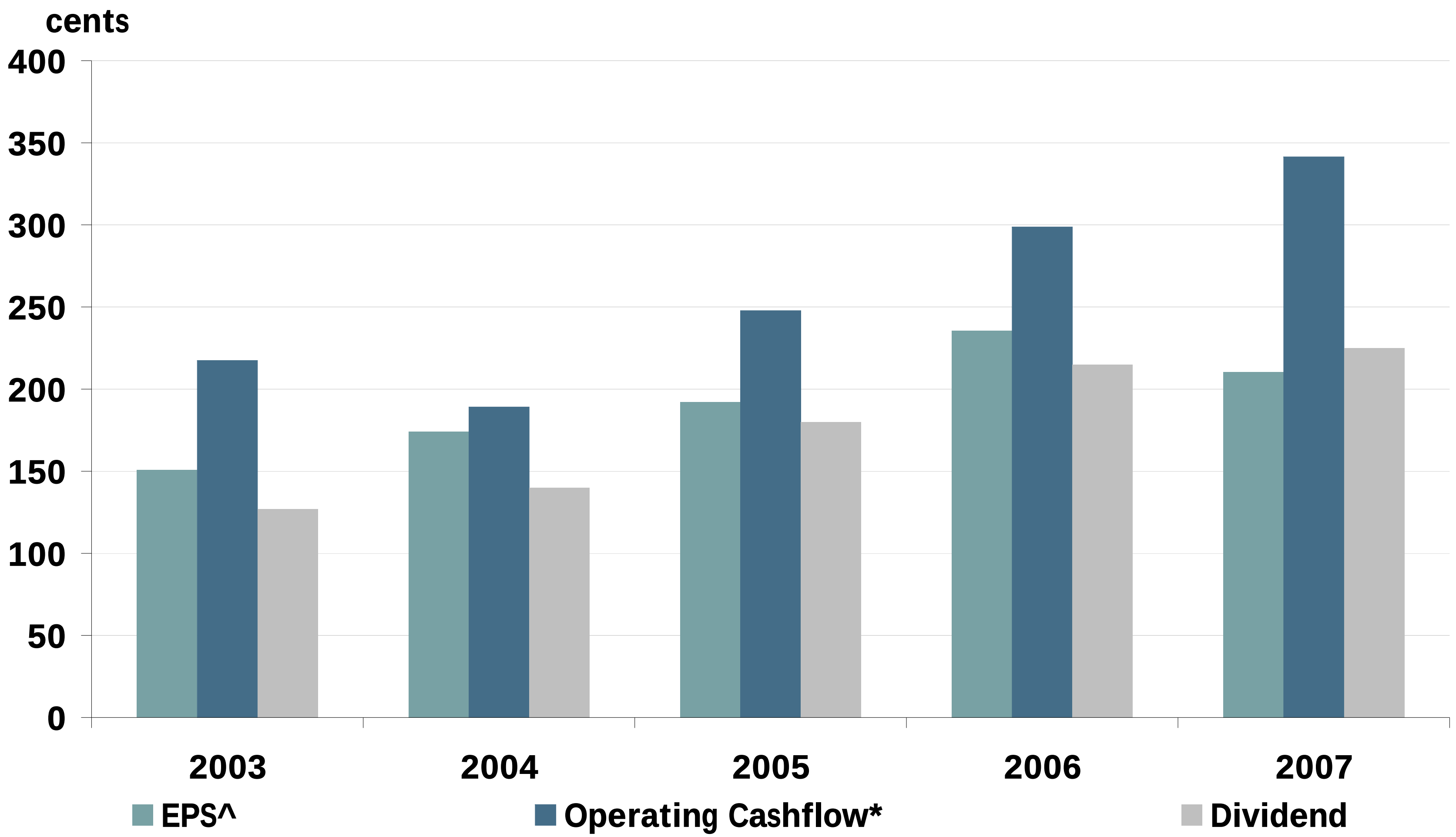
* Excludes the sale of ARG

Return on Shareholders' Funds
(rolling 12 months to 30 June)



Excludes the sales of Girrah (2003), Landmark (2004) and ARG (2006)
^ Before goodwill amortisation

Earnings, Cash Flow & Dividend
(per share)



EPS and Cashflow excl. sale of Girrah (2003), Landmark (2004) and ARG (2006)

* Based on weighted average number of ordinary shares incl. employee reserved shares

^ AGAAP excl. goodwill amortisation (2003 and 2004), AIFRS excl. employee reserved shares (2005 onwards)

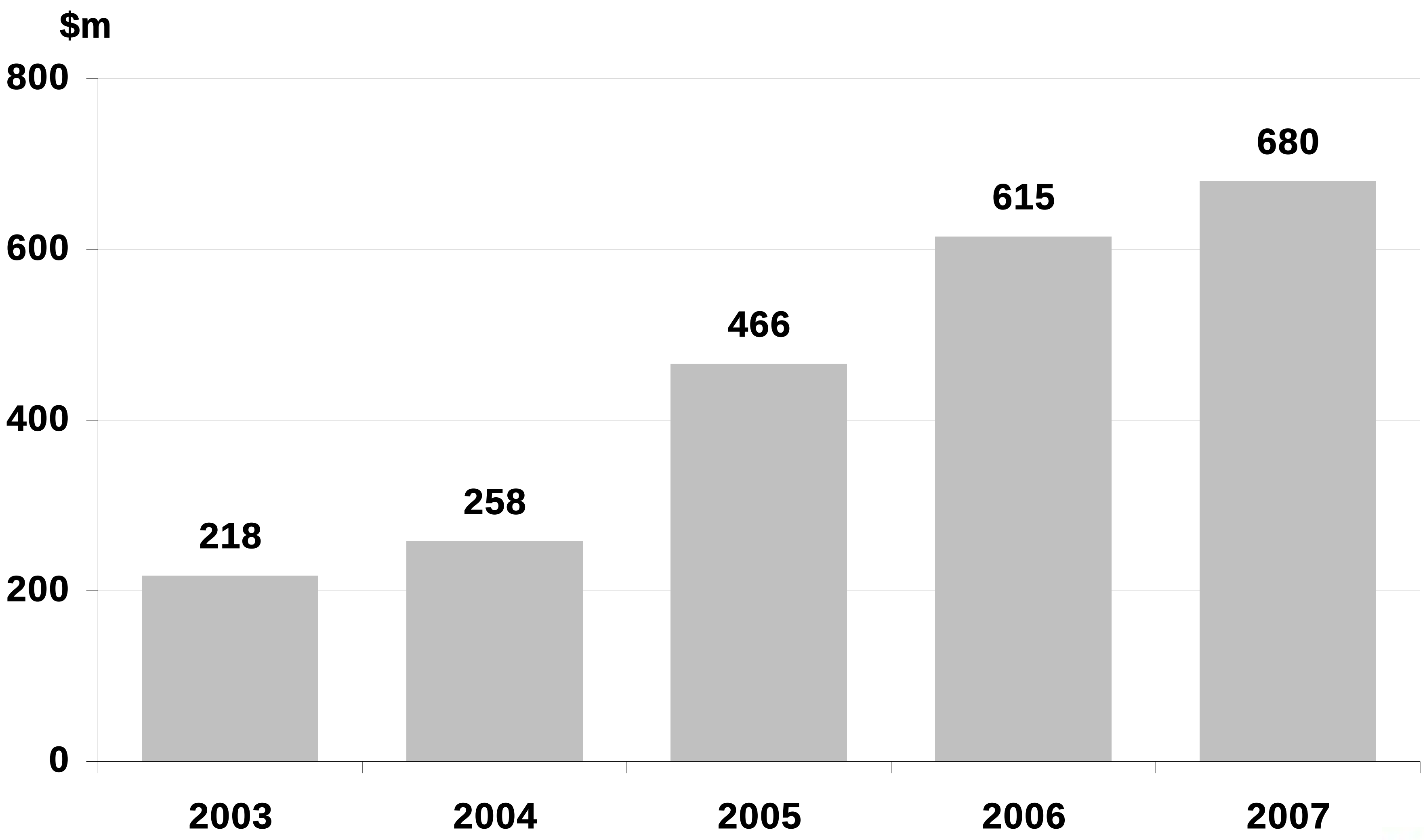
Capital Management

- Balance sheet includes $2.1 billion debt relating to Coles shareholding
  - $33.4 million of related interest expense included in results
- Net Debt / Equity of 143.6% at 30 June 2007
  - 84.3% excluding Coles debt
- Cash Interest Cover Ratio to 30 June 2007 of 8.7 times
  - 10.6 times excluding interest on Coles debt
- Working capital reduced by $340 million ($219 million relating to Insurance)
- Dividend Investment Plan
  - Reinstated in February 2007
  - 100% underwritten for interim dividend ($322 million)
  - No underwrite for final dividend, 1% discount

Capital Expenditure Programme

30 June ($m)	**Budget 2008**	Actual 2007	Actual 2006
Home Improvement	**269.4**	196.3	220.3
Coal	**241.1**	163.7	232.6
Insurance	**24.1**	14.9	19.6
Industrial & Safety	**13.5**	25.8	16.3
Chemicals & Fertiliser	**136.3**	198.7	71.9
Energy	**132.3**	78.1	50.8
Other	**8.2**	2.3	3.3
Total	**824.9**	679.9	614.8

Capital Expenditure History



Home Improvement

John Gillam

Managing Director, Home Improvement

Home Improvement Performance Summary

Year ended 30 June ($m)	2007	2006	↕ %
Revenue	4,938.9	4,275.5	*15.5*
EBIT	**528.4**	420.5	*25.7*
ROC (R12 %)	**28.1**	22.9	*5.2 pt*
Trading Revenue* ($m)	**4,689.8**	4,193.0	*11.9*
Net property contribution ($m)	**53.7**	5.3	*907.1*
Trading EBIT*	**485.3**	417.9	*16.1*
Trading EBIT / Trading Revenue (%)	**10.3**	10.0	*0.3 pt*
Safety (R12 LTIFR)	**14.5**	12.4	

* Excludes property, WA Salvage, and other non-trading items

Home Improvement Highlights

- 13.8% cash sales growth and 3.2% lift in trade sales
  - store on store cash sales growth of 10.4%
- 13 warehouse and 3 small format store openings
  - 31 store upgrades, NZ re-branding largely complete
- Good progress on merchandising and operational strategic agenda
- Phase 1 system upgrade successfully completed
- Strong property contribution

Home Improvement Outlook

- Continued cash sales growth
  - Positive retail conditions, some concerns on the horizon
- Improving trade performance
- Continued network development
- Maintaining strong focus on core retail drivers
- Reducing the cost of doing business
- Strong focus on improving customer service

Coal

Stewart Butel

Managing Director, Wesfarmers Coal

Coal Performance Summary

Year ended 30 June ($m)	2007	2006	↕ %
Revenue	**1,133.7**	1,304.2	*(13.1)*
EBITDA	**519.5**	720.8	*(27.9)*
Depreciation & Amortisation*	**(181.5)**	(143.1)	*(26.9)*
EBIT#	**338.0**	577.8	*(41.5)*
ROC (R12 %)	**38.8**	78.3	*(39.5 pt)*
Coal Production (‘000 tonnes)	**13,754**	14,959	*(8.1)*
Safety (R12 LTIFR)^	**3.4**	4.5	

* Includes Stanwell rebate amortisation of $119.6m in 2007 and $80.9m in 2006

Includes positive adjustment of $17.8m in 2007 in relation to the mine rehabilitation provision

^ Curragh and Premier only

Coal Highlights

- Continued increase in metallurgical coal sales
- Completion of Curragh North Materials Handling project
- Curragh North Project completed on budget at $360 million
- Gladstone Port expansion
- Bengalla Modified Development Consent approved
- Feasibility study commenced to expand Curragh exports to 8.0 - 8.5mtpa
- Active in coal industry support of clean coal technologies

Coal Outlook

- Strong market fundamentals and customer demand
- Appreciating Australian dollar
- Constrained export coal chains
- Ongoing industry cost pressure
- Continued increase in metallurgical coal sales
  - 6.5mt to 6.9mt in 2007/08
- Lower Stanwell Rebate
- Bengalla expansion feasibility study
- Curragh expansion feasibility study

Insurance

Rob Scott

Managing Director, Wesfarmers Insurance

Wesfarmers

Insurance Performance Summary

Year ended 30 June ($m)	2007*	2006	↕ %
Gross Written Premium Underwritten	1,191.0	1,025.9	*16.1*
EBITA Underwriting	**96.7**	121.6	*(20.5)*
EBITA Broking	**32.2**	--	--
EBITA Other	**1.1**	1.2	*(8.3)*
EBITA Insurance Division	**130.0**	124.8	*4.2*
EBIT Insurance Division^	**120.3**	124.8	*(3.6)*
Net Earned Loss Ratio (%)	**62.4**	60.1	*(2.3 pt)*
Combined Operating Ratio (%)	**94.2**	88.1	*(6.1 pt)*
EBITA Margin (Broking) (%)	**27.1**	--	--

* Includes 8 months of OAMPS' result and 4 months of Crombie Lockwood's results

^ EBIT is after amortisation of intangibles in 2007 of $9.8m and a non-trading gain in 2006 of $2.0m

Highlights/Overview

- A difficult year in a soft insurance market with intense competition
- Higher claims incidence in Lumley Australia/NZ
- Significant events (Hunter and Victorian storms)
- Reduced reinsurance levels in line with strategy to retain more risk
- Record earnings for WFI
- Earnings contribution from acquisitions in line with expectations
  - OAMPS acquisition in November 2006
  - Crombie Lockwood acquisition in March 2007
- Acquisition of other specialist distribution businesses
- One-off provisions, write-offs and acquisition integration costs

Insurance Outlook

- Underwriting performance constrained by competitive pressures
- Full year contribution from recent acquisitions
- Efficiency gains from integration of recent acquisitions
- Maintain business focus in selected market segments
- Improved Crop outlook due to favourable weather patterns
- Continue to seek opportunities for profitable growth via acquisition

Industrial & Safety

Terry Bowen

Managing Director, Industrial & Safety

Wesfarmers

Industrial & Safety Performance Summary

Year ended 30 June ($m)	2007	2006	↕ %
Revenue^	1,208.0	1,163.5	3.8
EBITDA	**128.2**	111.0	*15.6*
Depreciation & Amortisation of PPE	**(13.7)**	(14.2)	*3.4*
EBIT	**114.6**	96.8	*18.3*
EBIT / Revenue (%)	**9.5**	8.3	*1.2 pt*
ROC (R12 %)	**15.6**	12.6	*3.0 pt*
Safety (R12 LTIFR)*	**4.4**	5.1	

^ 2006 revenue has been restated in line with 2007 Wesfarmers Group Accounting Policies

* Includes Bullivants for 7 months in 2007

Industrial & Safety Highlights

- Operating Revenue up 3.8% at $1,208m
  - Sales growth of 8.7% in the second half (inclusion of Bullivants from January)
  - Growth in Blackwoods and generally stronger performance from all businesses
- Earnings increased by 18.3% to $114.6m
  - Stronger performance from Blackwoods, Protector Alsafe and Blackwoods Paykels
  - Half year contribution from Bullivants
  - Property income exceeded restructuring costs
- Strong cash flow performance, with working capital reduced by 13%
- Return on Capital up 3.0 percentage points to 15.6%

Industrial & Safety Outlook

- Mixed market conditions
- Stronger platform allowing WIS to meet competition
- Each business firmly focused on profitable growth
- Ongoing review of acquisition opportunities to complement organic growth

Chemicals & Fertilisers

Keith Gordon

Managing Director, Chemicals & Fertilisers

Wesfarmers

Chemicals & Fertilisers Performance Summary

Year ended 30 June ($m)		2007	2006	↕ %
Revenue	Chemicals	**247.6**	252.1	*(1.8)*
	Fertilisers	**344.5**	343.1	*0.4*
		592.1	595.2	*(0.5)*
EBITDA		**137.6**	123.1	*11.8*
Depreciation & Amortisation of PPE		**(37.0)**	(41.7)	*11.3*
EBIT		**100.6**	81.4	*23.6*
Sales Volume (‘000t):	Chemicals	**449**	469	*(4.3)*
	Fertilisers	**901**	959	*(6.0)*
ROC (R12 %)		**16.7**	15.1	*1.6 pt*
Safety (R12 LTIFR)		**1.6**	4.6	

Chemicals & Fertilisers Highlights

- Continued safety improvement
- Chemicals contribution in line with last year
  - Improved contribution from ammonium nitrate and QNP
- Fertiliser contribution higher than prior year
  - Continued focus on working capital management and expenses
- $11 million positive one-offs during year
  - Profit on sale of chlor-alkali business
  - Demonstration that soil contamination at Bayswater was prior to CSBP ownership

Chemicals & Fertilisers Outlook

- Chemicals
  - Positive outlook for demand
  - Improved performance from ammonia plant
  - Commissioning of Kwinana ammonium nitrate project
  - Expansion of sodium cyanide capacity
- Fertilisers
  - Second poor season in northern agricultural areas
  - Volumes for balance of calendar year likely to be suppressed
  - Harvest critical to 2008 volumes
- Complete Australian Vinyls acquisition, expected September 2007

Energy

Tim Bult

Managing Director, Wesfarmers Energy

Wesfarmers

Energy Performance Summary

Year ended 30 June ($m)	**2007**	2006	↕ %
Revenue	**463.0**	371.9	*24.5*
EBITDA	**104.1**	74.1	*40.4*
Depreciation & Amortisation	**(28.7)**	(24.7)	*(16.0)*
EBIT*	**75.4**	49.4	*52.6*
ROC (R12 %)	**17.9**	26.8	*(8.9pt)*
LPG production (kt)	**185.9**	157.6	*17.9*
Safety (R12 LTIFR)	**2.0**	1.6	

* Amortisation of intangibles in 2007 of $0.2m

Energy Highlights

- Completed $500 million acquisition of Coregas - national producer and distributor of industrial and medical gases
- Higher LPG production and export sales
- LNG Project
  - announced commitment to a $138 million LNG project
  - construction has commenced and is on schedule and on budget
- Kleenheat Gas – improved earnings in challenging market
- Power generation – new power station construction progressing well

Energy Outlook

- Higher contributions from industrial and medical gases:
  - a full year from Coregas
  - completion of new supply projects
  - growth opportunities in oil and gas sector
- LPG earnings dependent on:
  - Saudi contract prices
  - export and production volumes
- Commissioning of LNG plant in March 2008
- Further development of LNG markets
- Implementation of new power generation projects

Other Businesses

Gene Tilbrook

Finance Director, Wesfarmers Limited

Other Business Performance Summary

Share of net profit of associates included in EBIT Year ended 30 June ($m)	Holding %	**2007**	2006*
Associates:			
ARG	*0*	**-**	16.5
Gresham Private Equity - Fund 1	*50*	**0.3**	11.7
Gresham Private Equity - Fund 2	*67*	**12.5**	(1.6)
Gresham Partners	*50*	**3.9**	2.7
Wespine	*50*	**8.1**	9.8
Bunnings Warehouse Property Trust	*23*	**46.9**	17.0
Tax on relevant associates		**(8.3)**	(8.6)
Sub-total		**63.3**	47.5
Other^		**31.6**	24.7
Total		**94.8**	72.2

* Excludes sale of ARG

^ Includes corporate interest & investment income, BPML and self insurance, and in 2007 includes $5m profit on sale of Overseas & General and $10m from settlement of Goninan dispute

Gresham Private Equity

GPE Fund 1

- Current investment of $30.2m
- Raywood exited in 06/07; Norcros in July 07; and Riviera likely within 2 years

GPE Fund 2

- Wesfarmers' commitment of $161m; capital invested $90.1m
- GEON expanding with acquisition of Promentum
- Acquisition of Barminco announced in July 2007 and Mimco in August 2007
- Revaluations are taken to Wesfarmers' earnings

Outlook

Richard Goyder

Managing Director, Wesfarmers Limited

Wesfarmers

Outlook

- Growth initiatives in each business
- Generally strong economic conditions
- Positive coal price outlook
- Coles acquisition

Questions

Wesfarmers

For all the latest news visit

www.wesfarmers.com.au