2009 Half Year Results
Information Pack

16 February 2009

Wesfarmers

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Group Performance

Wesfarmers

Group Performance Summary

Half Year ended 31 December ($m)	2008	2007*	%
Operating revenue	**26,363**	9,808	*168.8*
EBITDA	**2,236**	1,266	*76.6*
EBIT	**1,759**	1,046	*68.2*
Net profit after tax	**879**	601	*46.3*
Operating cash flow	**1,770**	1,241	*42.6*
Earnings per share (excl. employee res. shares)	**106.4**	127.3	*(16.4)*
Earnings per share (incl. employee res. shares)	**105.8**	125.7	*(15.8)*
Cash flow per share (incl. employee res. shares)	**219.7**	274.9	*(20.1)*
Dividends per share	**50**	65	*(23.1)*

*2007 Coles, Kmart, Officeworks and Target included for period of 23 Nov to 31 Dec 2007

Divisional EBIT

Half Year ended 31 December ($m)	2008	2007*	%
Home Improvement & Office Supplies	**395**	332	*19.0*
Coles	**431**	130	*n.m.*
Target	**215**	118	*n.m.*
Kmart	**75**	101	*n.m.*
Resources	**686**	112	*512.5*
Insurance	**67**	64	*4.7*
Industrial & Safety	**68**	61	*11.5*
Chemicals & Fertilisers	**4**	48	*(91.7)*
Energy	**30**	48	*(37.5)*
Other^	**(138)**	72	*(291.7)*
Divisional EBIT	**1,833**	1,086	*68.8*
Corporate overheads	**(74)**	(40)	*(85.0)*
Group EBIT	**1,759**	1,046	*68.2*

*Coles, Officeworks, Target, Kmart included for period of 23 Nov to 31 Dec 2007
^Includes $148m (pre tax) of provisions and write-downs in investments in 2008
n.m. = not meaningful given acquisition date of 23 November 2007

Provisions and write-downs

Period ended 31 December ($m)	2008	Comment
Coles	(65)	Coles Property writedown
Kmart	(14)	DC Closure and restructure costs
Non-trading items	(79)	
Self Insurance	(48)	Increase in provisions
Investments	(21)	Mark-to-market of investments
One-off trading items	(69)	
Total Significant Items (pre-tax)	(148)	$125m post tax

Note: these provisions and investment write-downs are non-cash

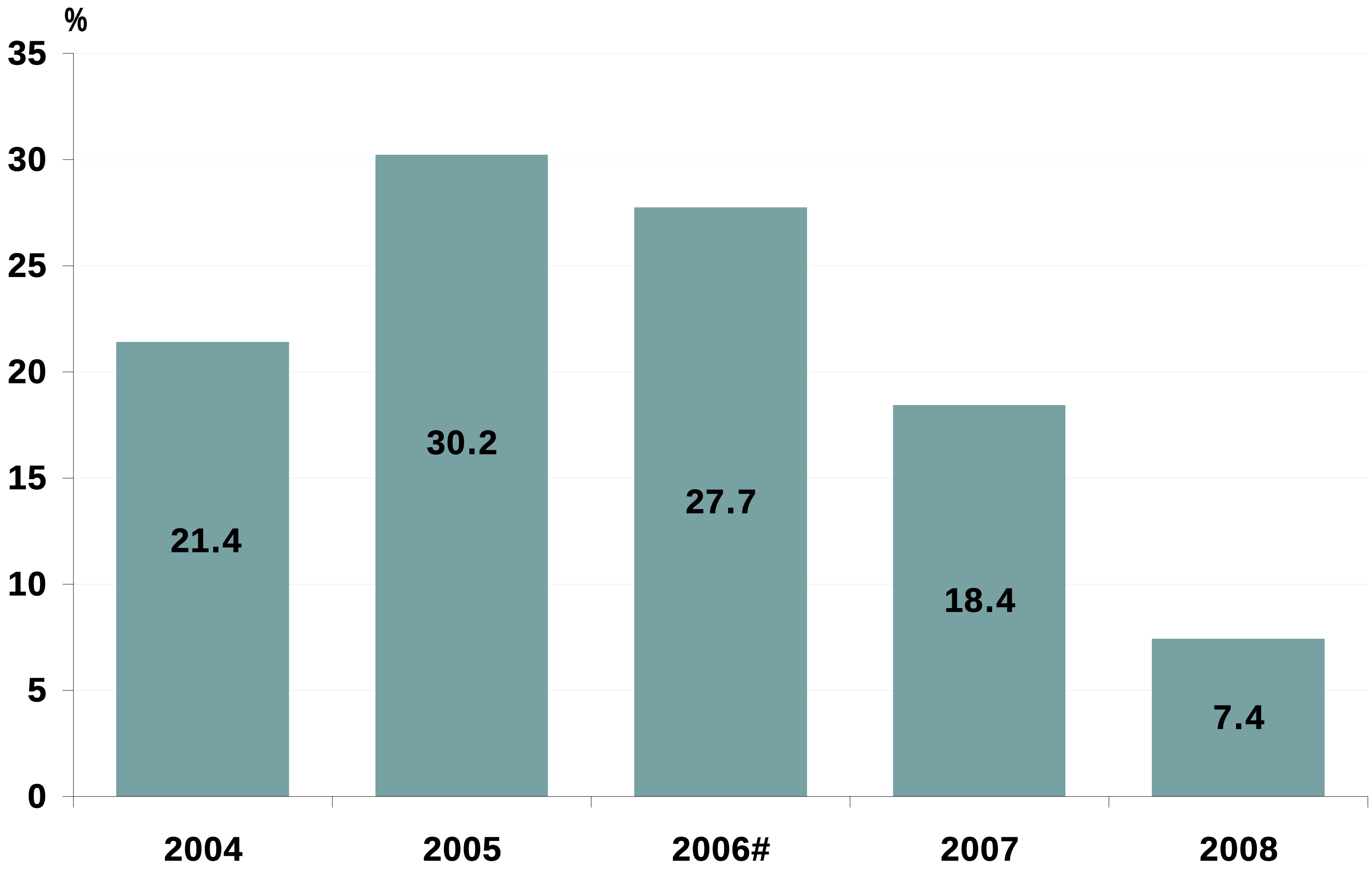
Divisional ROC & Capital Employed

Rolling 12 months to 31 December	2008 EBIT $m	2008 Cap Emp $m	2008 ROC %	2007 ROC %
Home Improvement & Office Supplies	688	3,278	21.0	31.4^
Coles	775	15,144	5.1	n.m.
Target	318	3,421	9.3	n.m.
Kmart	88	1,055	8.3	n.m.
Resources	997	1,048	95.1	30.3
Insurance	136	1,263	10.8	11.2
Industrial & Safety	136	796	17.1	16.9
Chemicals & Fertilisers	80	1,091	7.3	16.2
Energy	73	802	9.1	12.0

^Excludes Office Supplies given acquisition date of 23 November 2007

n.m. = not meaningful given acquisition date of 23 November 2007

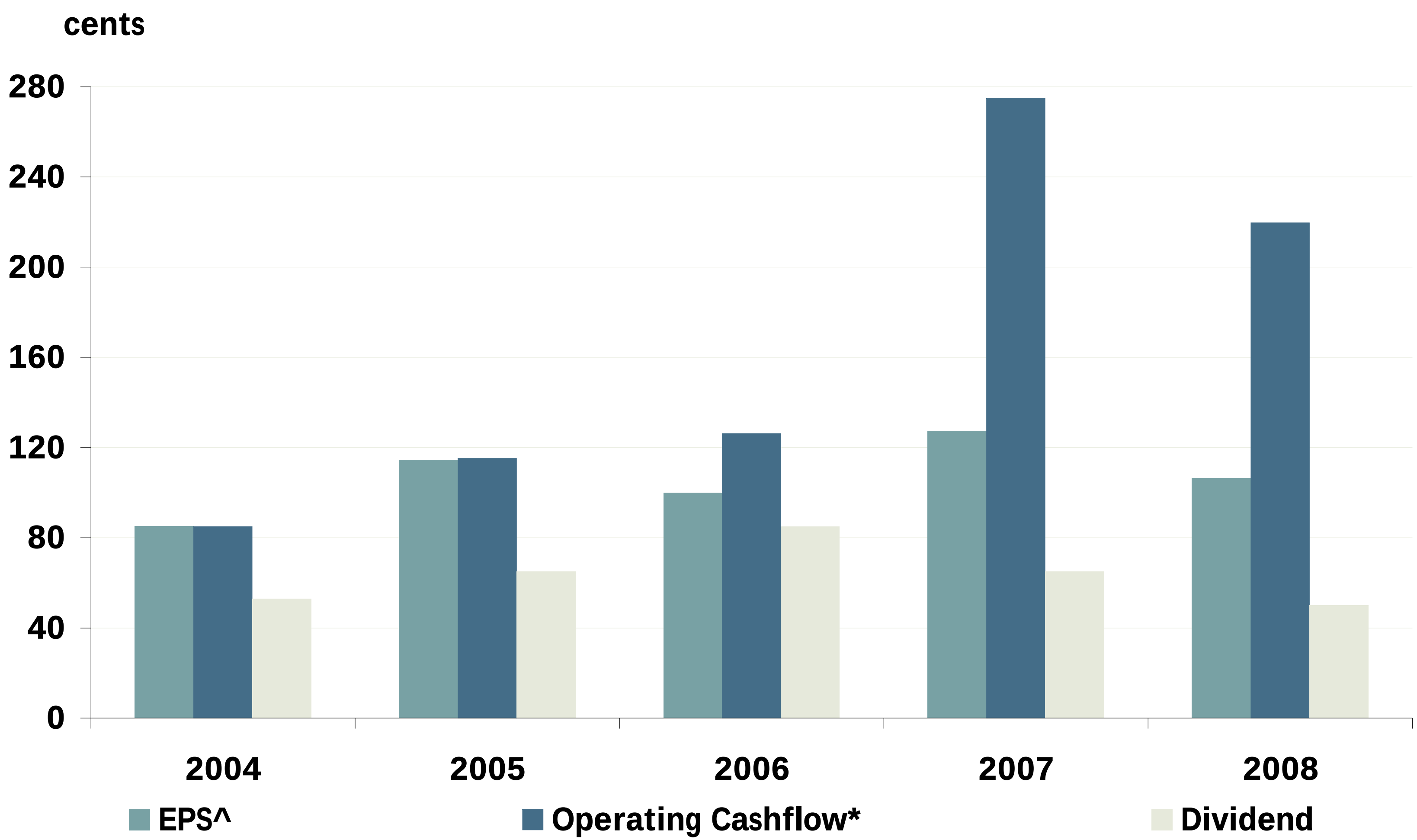
Return on Shareholders' Funds
(rolling 12 months to 31 December)



#Excludes sale of ARG

Cash Flow & Dividend (Half Year to 31 Dec)

(per share)



*WANOS includes employee reserved shares

^AIFRS excl. employee reserved shares. 2008 and 2007 adjusted for rights issues.

Capital Management

Equity Raising

- 3 for 7 entitlement offer plus $900m placement
- Institutional Entitlement raised $2.0bn
- Retail Entitlement closes 23 February 2009
- Strengthens balance sheet and provides increased flexibility
- Extension and refinancing of maturing debt facilities
  - Proforma 31 Dec debt down from $9.7 billion to $6.8 billion

Equity Raising

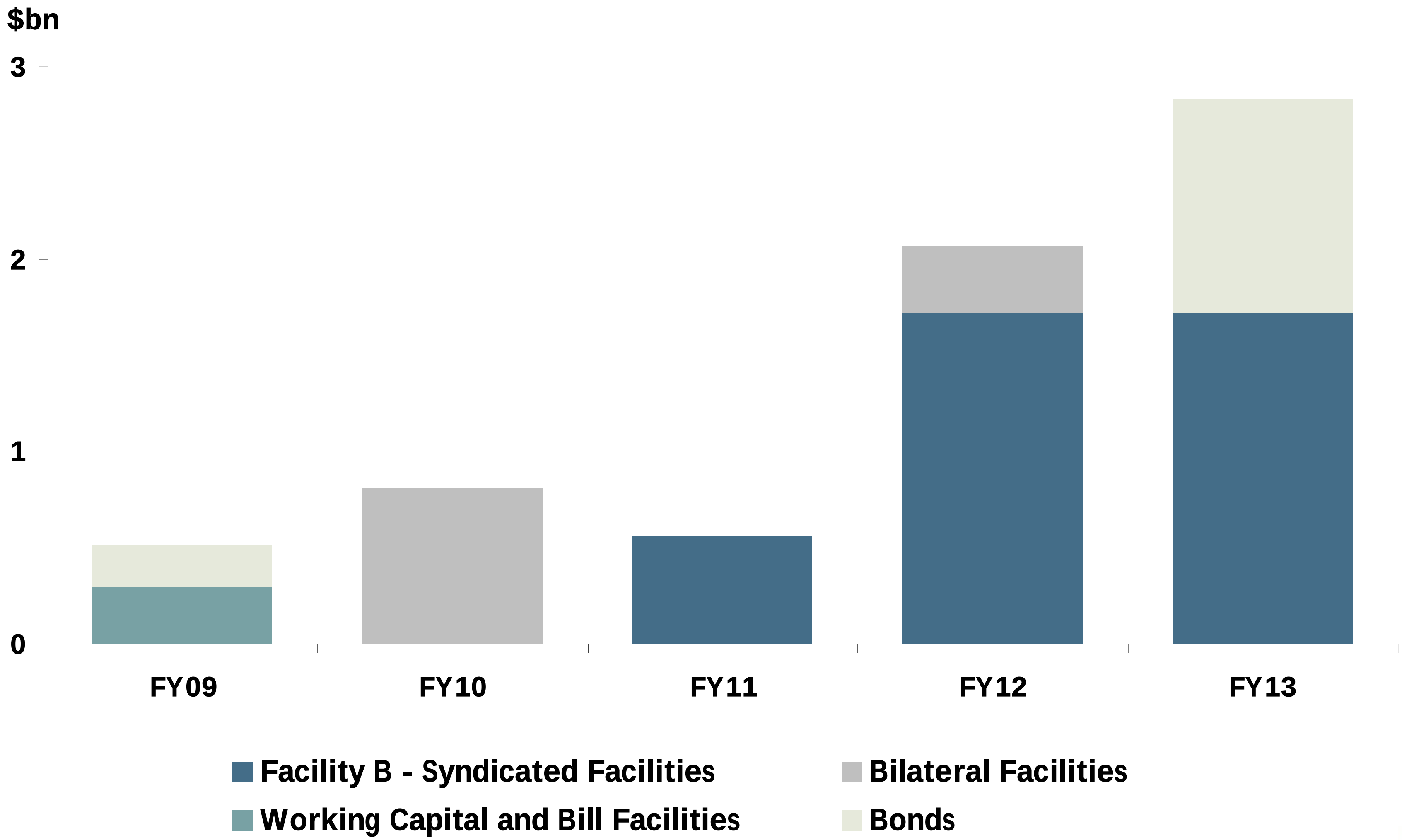
	Position 31 December 2008			Pro Forma 31 December 2008		
Facility	**Due**	**Drawn ($bn)**	**Undrawn ($bn)**	**Due**	**Drawn ($bn)**	**Undrawn ($bn)**
Working Capital and Bill Facilities*	2009-2010	1.8	0.6	2009-2010	0.4	1.9
Facility C (Revolver)	Oct-09	0.5	0.5	Oct-09	-	0.5
Bilateral Facilities*	Dec-09	1.1	0.1	Dec-09	0.7	0.1
				Dec-11	0.4	-
Facility B	Oct-10	5.0	-	Oct-10	0.6	-
				Dec-11	1.7	-
				Dec-12	1.7	-
Bonds:						
WES Fixed Rate Notes	Mar-09	0.2	-	Mar-09	0.2	-
Coles Fixed Rate Notes^	Jul-12	0.4	-	Jul-12	0.4	-
WES US 5 Year Fixed Bonds^	Apr-13	0.7	-	Apr-13	0.7	-
Total		**9.7**	**1.2**		**6.8**	**2.5**

* $0.3bn from proceeds of the equity raising will initially be used to repay working capital and bill facilities but will likely be redrawn by 30 June 2009 to permanently retire $0.3bn of the $1.1bn drawn bilateral facilities currently maturing in December 2009

^Face value of bond/note on issue

Note: The above table assumes $2.9bn raised to date and does not include any funds raised through the Retail Entitlement offer, the table may include rounding differences

Maturity Profile Analysis



Note: based on $2.9bn equity raised to date not including Retail Entitlement Offer closing 23 February 2009

Capital Management

- Net Debt to Equity of 49% at 31 December 2008 (29% on a pro-forma basis*)
- Cash Interest Cover Ratio of 5.2 times (rolling 12 month basis)
- Well within all debt covenants (pre equity raising)
- S&P rating BBB+ (stable), Moody's Baa1 (stable)
- Weighted average cost of debt including hedges 8 - 8.5% for next 3 years
- Retain dividend investment plan with no underwrite expected for FY09 dividends

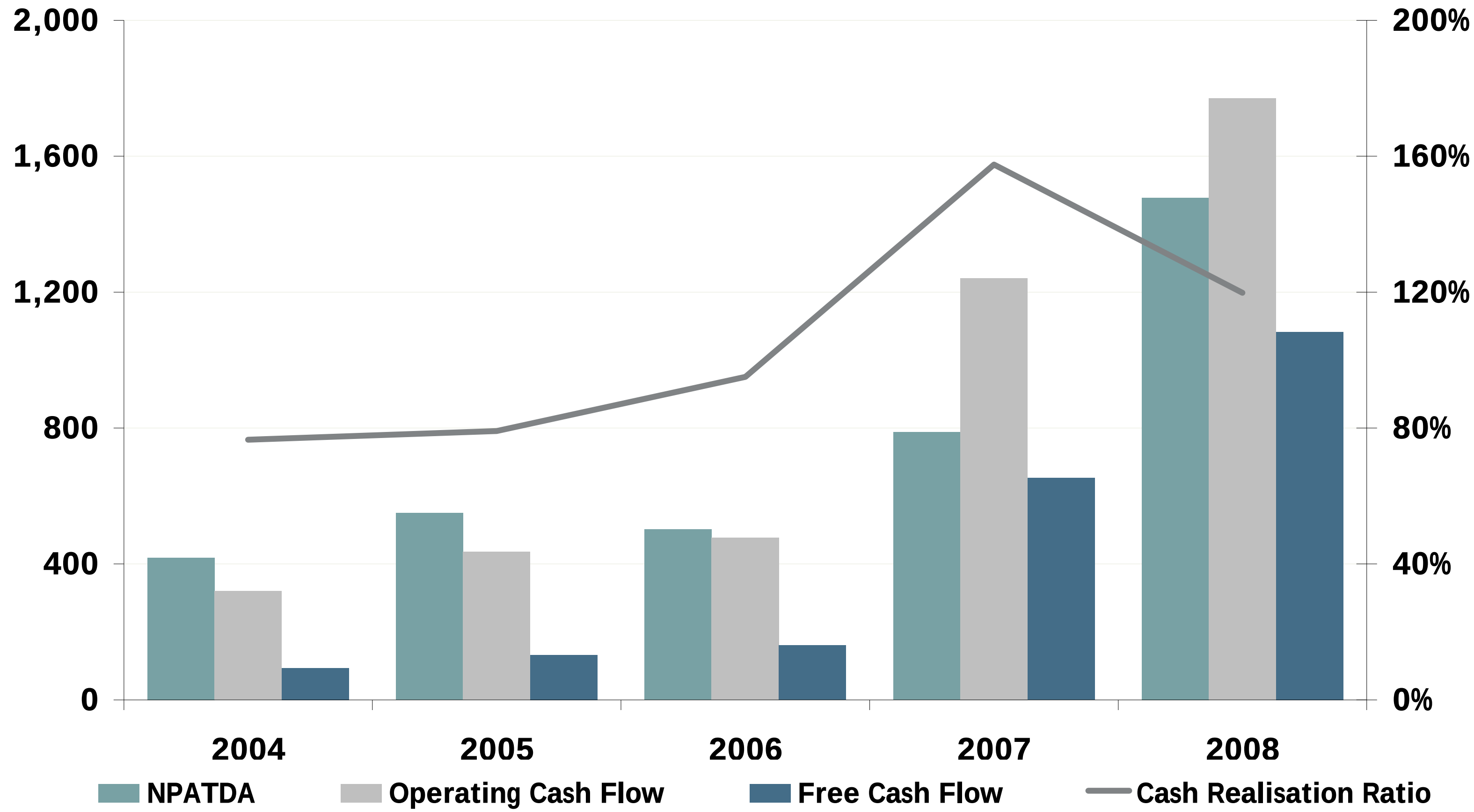
*based on $2.9bn equity raised to date not including Retail Entitlement Offer closing 23 February 2009

Hedging Profile

- At 31 Dec 08, ~50% of debt hedged for 5 years at average 7.2% (excluding margins)
- Rebalancing of hedge positions underway
- Post rebalancing, expect debt to be ~50% hedged for 5 years at average 7.2% (excluding margins)
- Expect to realise ~$150m of hedge losses as a result of reducing overall hedge position
  - ~$60m to be recognised in 2H09 with balance to be amortised over next 4 years (weighted towards FY10 and FY11)
  - Includes ~$40m in relation to ineffective hedges in 2H09

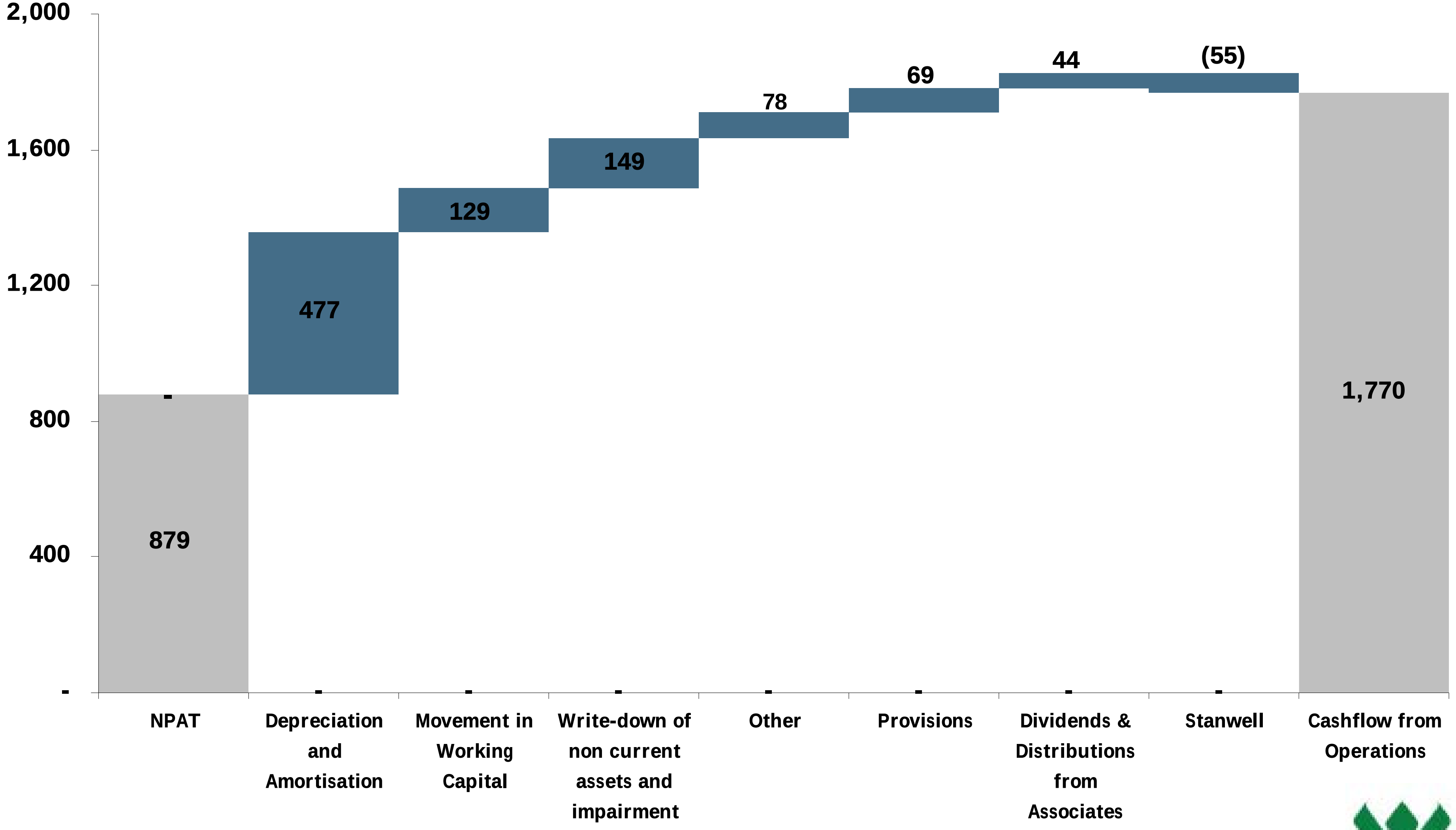
Cashflow
(Half Year to 31 Dec)

- Focus on working capital management
- Strong free cash flows



*adjusted for Stanwell and significant non-cash asset writedowns and provisions

Cashflow from Operations



Capital Expenditure

- Continued focus on prudent capital expenditure
- Coles capital expenditure weighted towards 2H09
- Completion of Ammonia Nitrate expansion and LNG Plant in FY08
- Forecast capital expenditure for FY09 <$1.8bn

Half Year ended 31 December (A$m)	2008	2007
Home Improvement & Office Supplies	**214**	173
Coles	**204**	93
Target	**51**	-
Kmart	**41**	-
Resources	**109**	95
Insurance	**6**	6
Industrial & Safety	**10**	14
Chemicals & Fertiliser	**22**	127
Energy	**21**	78
Other	**9**	3
Total	**687**	589

Home Improvement & Office Supplies

Home Improvement & Office Supplies Performance Summary

Half Year ended 31 December ($m)		**2008**	2007	↕ %
Revenue	**Home Improvement**	**3,009**	2,795	*7.7*
	Office Supplies	**602**	115*	*n.m.*
		3,611	2,910	*n.m.*
EBIT	**Home Improvement**	**370**	325	*13.8*
	Office Supplies	**25**	7*	*n.m.*
		395	332	*n.m.*

*Officeworks ownership period of 23 November to 31 December 2007

Home Improvement

Home Improvement Performance Summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	**3,009**	2,795	*7.7*
EBIT	**370**	325	*13.8*
ROC (R12 %)	**31.1**	31.4	*(0.3)pt*
Safety (R12 LTIFR)	**13.3**	14.5	
Trading Revenue*	**3,007**	2,760	*8.9*
Net property contribution	**7**	12	*(41.7)*
Trading EBIT*	**363**	318	*14.0*
Trading EBIT / Trading Revenue (%)	**12.1**	11.3	*0.8pt*

*Excludes property, Houseworks and non-trading items

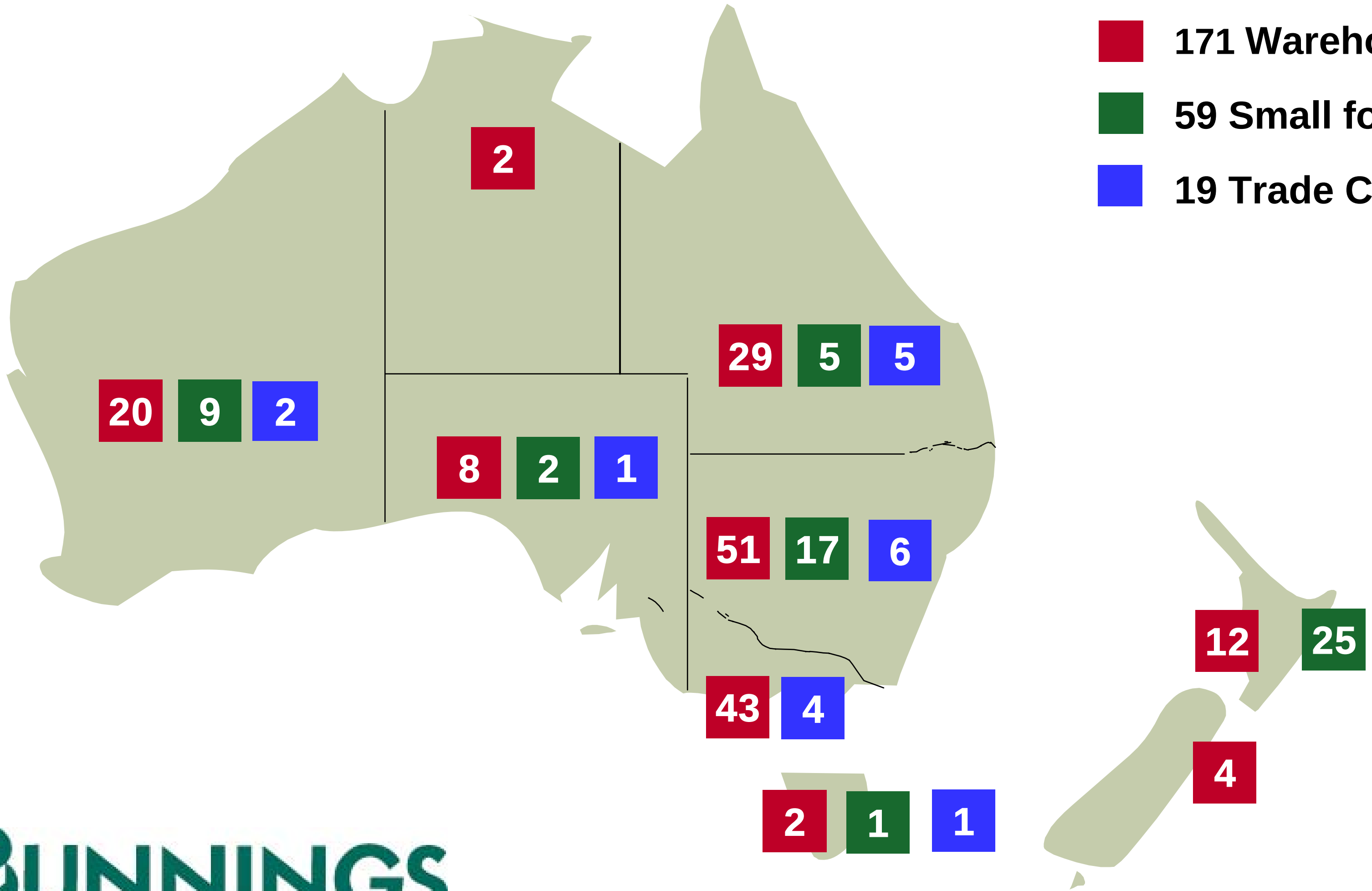
Home Improvement Highlights

- 10.3% cash sales growth
  - Store-on-store growth of 7.7%
- 1.6% lift in trade sales
  - Ongoing re-alignment of trade business from a customer perspective
- Opened 6 warehouses, 2 smaller formats & 6 trade centres
- Continued investment in the existing network
- Ongoing strategic commitment;
  - on strengthening the customer offer, and
  - operational effectiveness & efficiency

Home Improvement Outlook

- Cash sales growth
  - Possible lower rate given volatile economic conditions
- Trade sales sensitive to any further slowing in housing construction
- Strong customer and business improvement focus.

Bunnings Network
at 31 December 2008



171 Warehouse stores

59 Small format stores

19 Trade Centres

Office Supplies

Officeworks

Wesfarmers

Office Supplies - Performance Summary

Half Year ended 31 December ($m)	2008	2007*
Revenue	602	115
EBIT	25	7
Trading Revenue	602	115
Trading EBIT	25	7
Trading EBIT/Trading revenue (%)	4.1	6.1

*Ownership period of 23 November to 31 December

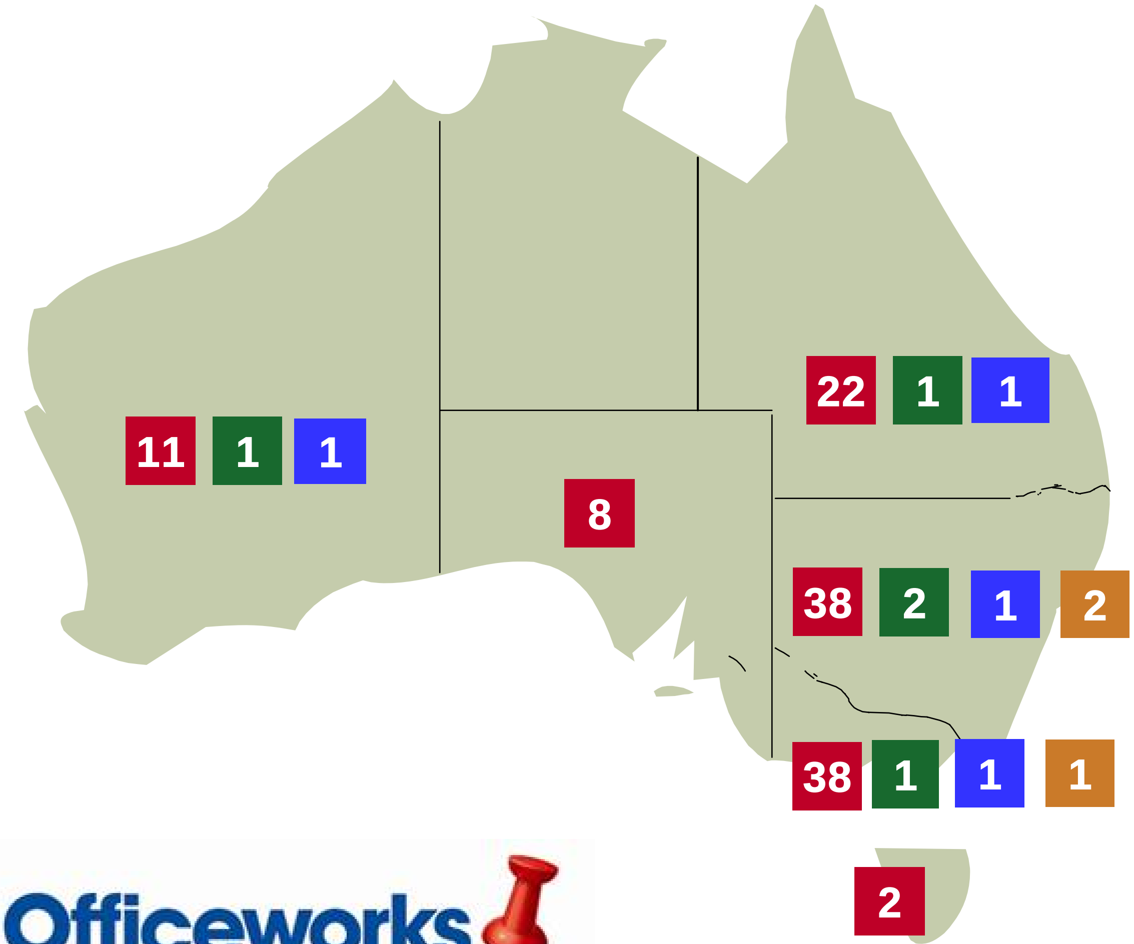
Office Supplies Highlights

- Officeworks retail store sales growth 3.9%
  - Underpinned by strong transaction growth
  - Transitioning to EDLP
  - Pressures on margin
- Range authority being re-established
- Customer-facing channel conflict eliminated
- Adverse sales trends for OW Business and HT
- Small business sector exposed to economic adversity
- Substantial work to address strategic impediments

Office Supplies Outlook

- Focused on gaining traction with reset strategic agenda
- Difficult trading conditions for remainder of year
  - Pressure on sales and margin, particularly in small business sector
  - Moderate sales growth expected

Office Supplies Network
at 31 December 2008



Retail Stores

- 119 Officeworks
- 5 Harris Technology

Business

- 4 Fulfilment Centres
- 3 Service Centres

Store Network Movements

	Jun 2008	Opened	Closed	Dec 2008	Under construction
Home Improvement					
Warehouse format	165	6	0	171	8
Smaller format	61	2	4	59	2
Bunnings Trade centres	14	6	1	19	3
Frame & Truss plants	8	0	0	8	0
Office Supplies					
Officeworks	115	4	-	119	3
Harris Technology	11	-	6	5	-

Coles

Coles Performance Summary

Half Year ended 31 December ($m)		2008	2007*
Revenue		14,626	2,919
EBITDA		628	175
Depreciation & Amortisation		(197)	(45)
EBIT [1]		431	130
Food & Liquor	Revenue [3]	11,191	2,271
	Total store sales growth %	3.9	3.4
	Comp store sales growth %	2.6	2.0
	Trading EBIT [1,3]	382	118
Convenience	Revenue [3]	3,425	648
	Total store sales growth % [2]	8.9	9.6
	Comp store sales growth % [2]	5.3	6.2
	Trading EBIT [3]	36	12

*Ownership period 23 November to 31 December
1. Excludes $65m non-trading item re property valuation writedowns
2. Excl. fuel 3. Excl. Property

Coles Transformation

- Intensive period of change led by new management team
- Change programme will be transformational
  - Retail disciplines
  - Fresh offer
  - Service
  - Store format
  - Culture

- Encouraging signs in early phase of recovery programme
- Meaningful and sustainable change will take time

Coles Highlights

- Food & Liquor Sales
  - Q2 comparative stores sales growth of 3.8%
  - Improving growth trend driven by rising customer numbers
  - Positive results from promotional programme overhaul
  - Strong Christmas trading, particularly in Fresh
  - Seasonal sell through well managed

Coles Highlights

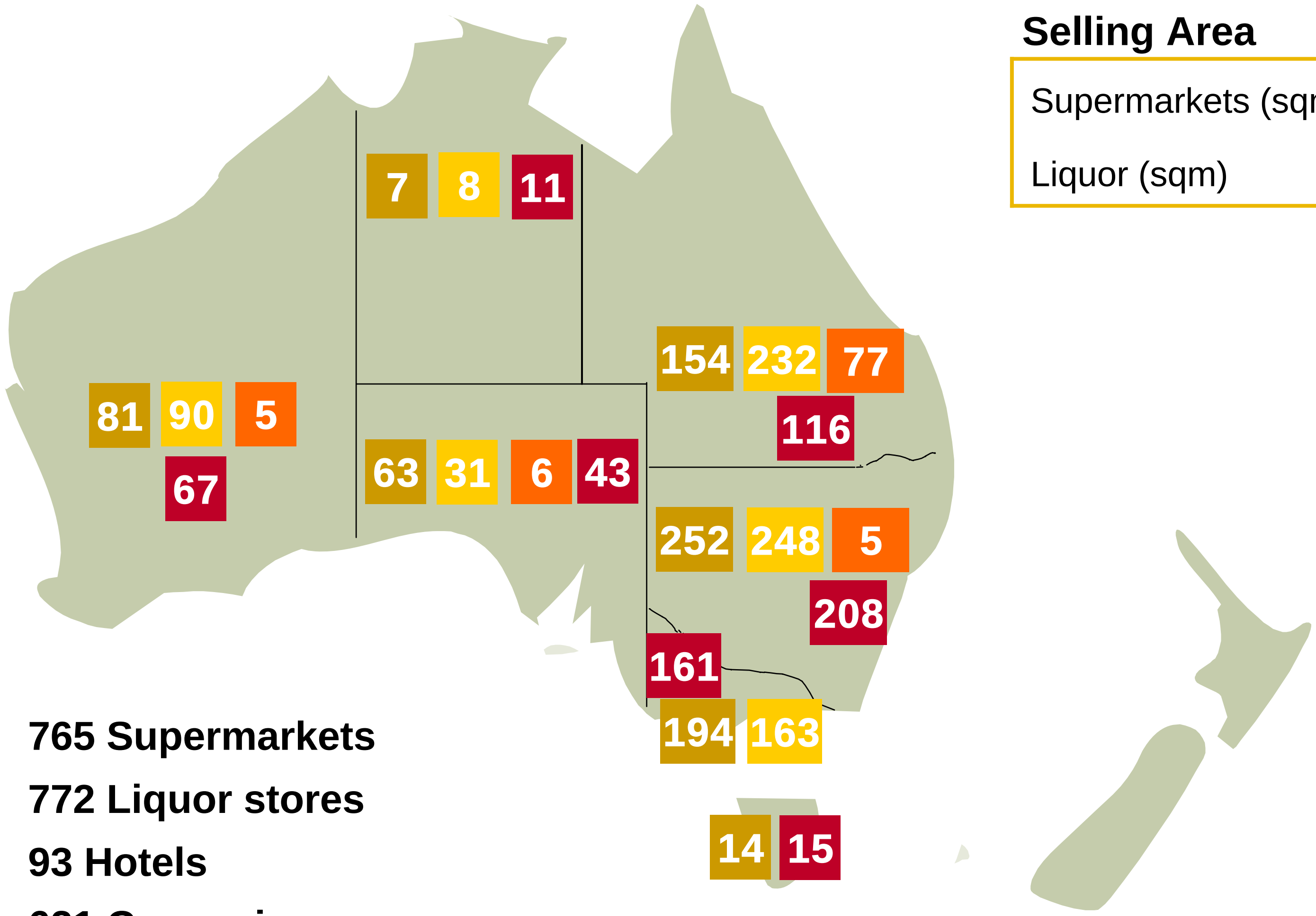
- Food
  - Improving Fresh with largest trading uplifts in Produce and Bakery
  - Markedly better on-shelf availability
  - Begun transforming store service standards
  - Store ‘spring clean’ programme completed
  - “Renewal” store pilots encouraging
  - Distribution network transformation nearing completion
  - Further efficiencies achieved in non-store central costs
  - Long term overstocks further reduced

Coles Highlights

- Liquor
  - Liquor ‘renewal’ intensified
  - Strong Christmas trading period
  - Value significantly strengthened in all Brands
  - Improving ranges to meet local demand

- Convenience
  - New store format and value on key staples driving results
  - Lower petrol prices in Q2
  - Q2 comparative shop sales growth strong at 5.9%

Food and liquor store network
at 31 December 2008



765 Supermarkets
772 Liquor stores
93 Hotels
621 Convenience

Selling Area

Supermarkets (sqm)	1,591,279
Liquor (sqm)	273,181

Store network movements

	Open at 30 Jun 2008	Opened	Closed	Open at 31 Dec 2008
Supermarkets				
Coles	685	24	7	702
Bi-Lo	65	-	2	63
Total Supermarkets	750	24	9	765
Liquor				
1st Choice	52	8	-	60
Vintage Cellars	85	-	3	82
Liquorland	630	12	12	630
Hotels	95	-	2	93
Total Liquor	862	20	17	865
Convenience	619	4	2	621

Coles – Strategy
5 years – 3 phases of recovery

Performance

Building a Solid Foundation (Year 1 - 2)

- Create a strong top team
- Cultural change
- Availability & store standards
- Value and customer trust
- Renewal store development
- IT & supply chain infrastructure
- Liquor renewal
- Efficient use of capital

Delivering Consistently Well (Year 2 - 4)

- Embed the new culture
- Team member development
- Improved customer service
- Improved efficiency
- Appealing Fresh food offer
- Stronger delivery of value
- Scale rollout of new format
- Auto replenishment completed

Driving the Coles Difference (Year 4 - 5+)

- Culture of continuous improvement
- Strong customer trust and loyalty
- Strong operational efficiency
- Innovative & Improved offer
- New stores, new categories

Year 1 - 2 **Year 2 - 4** **Year 4 - 5+**

Coles Outlook

- Tougher economic conditions and lower consumer confidence
- Growing customer focus on value
- Strategic programmes being driven at pace
- Store Renewal development expected in new financial year
- Scale of change significant but confidence in its delivery over time

Target

Target
Performance Summary

Half Year ended 31 December ($m)	2008	2007*
Revenue	2,094	605
EBITDA	245	123
Depreciation & Amortisation	(30)	(5)
EBIT	215	118
Total revenue growth (%)	8.0	6.4
Comp. store sales growth (%)	4.0	3.1
EBIT margin (%)	10.3	19.5
Store numbers	283	274

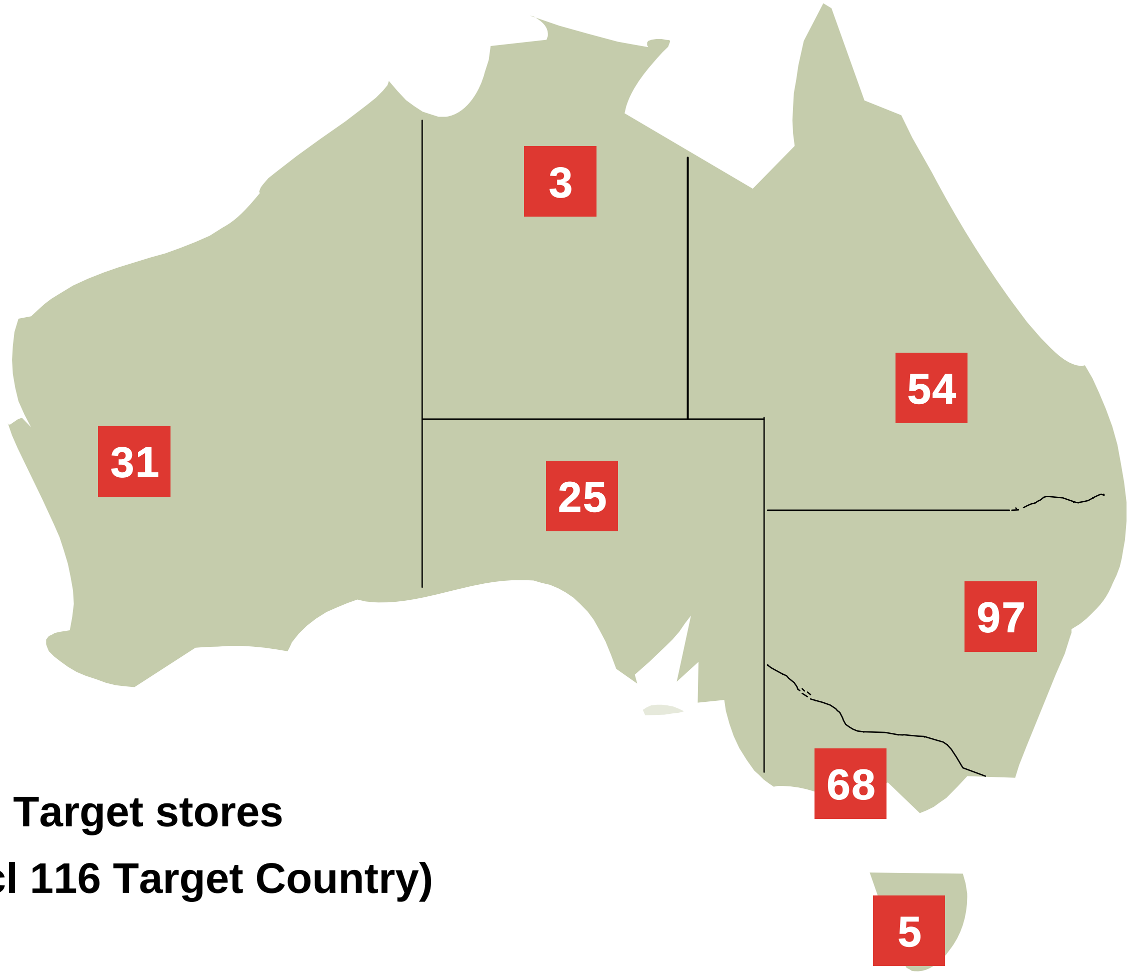
*Ownership period 23 November to 31 December

Target Highlights

- EBIT margin strength maintained at 10.3%
  - Overall margins maintained
- Comp Store sales growth for the half 4.0% (Q2 growth 4.8%)
  - All departments increased sales over last year
  - Women's Youth Apparel, Electrical and Toys all had excellent growth
- Outstanding Christmas trading reinforced market share gain
- Costs well controlled in a difficult environment
- Inventory fresh and below last year even with new stores
- Eleven new store openings taking the total number of stores to 283
  - 19 refurbishments in 1H09

Target Store Network

at 31 December 2008



283 Target stores

(incl 116 Target Country)

Store Network Movements

	June 2008	Opened	Closed	Dec 2008	Under construction
Target	159	8	-	167	3
Target Country	118	3	5	116	3

- Target openings includes 2 stores converted from Target Country
- Target Country openings include 2 replacement stores.
- Target Country Broome closed in September 2008. It was replaced by a new Target store which opened last financial year (April 2008).

Target Outlook

- Five new stores in next six months; 15 refurbishments
- Well positioned for slow down in retail spending
  - Close attention to costs and inventory in difficult trading conditions
- Well positioned to benefit from stimulus package
- Margins on direct imports supported by hedging in the near term
  - Significant cost increases for imported product will require price management
- Electrical will continue to drive traffic and sales

Kmart

Kmart
Performance Summary

Half Year ended 31 December ($m)	2008	2007*
Revenue	**2,249**	692
EBITDA	**100**	106
Depreciation & Amortisation	**(25)**	(5)
EBIT^	**75**	101
Total revenue growth (%)	**0.8**	4.6
Comp. store sales growth (%)	**0.4**	5.0
EBIT margin (%)	**3.3**	14.6
Store numbers (incl. Kmart Tyre & Auto)	**446**	450

*Ownership period 23 November to 31 December

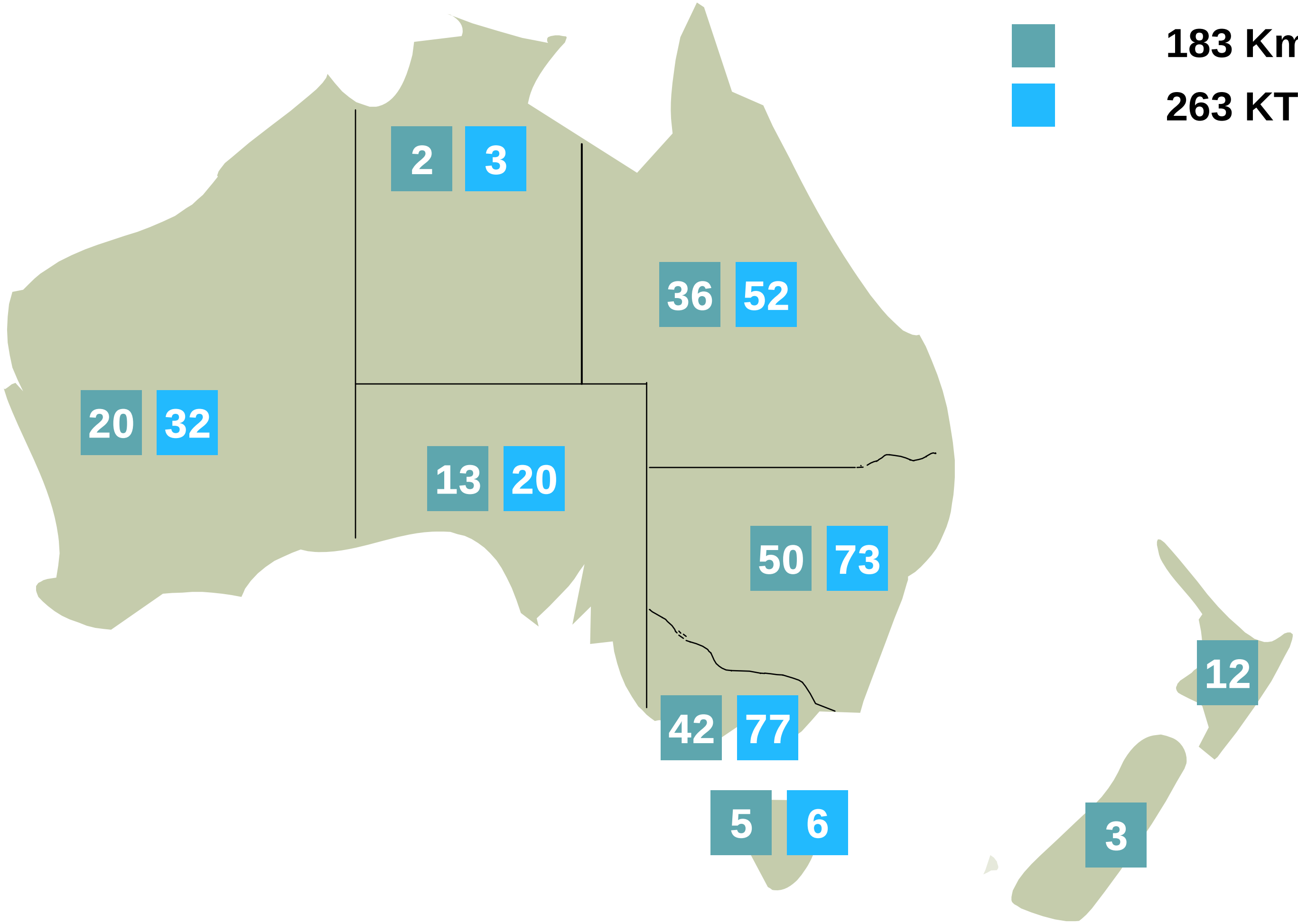
^2008 excludes $14m of non-trading items relating to DC closure provision and restructuring

Kmart Highlights

- Average trading performance
  - Christmas trading helped deliver 2Q09 comp growth of 1.0%
  - Apparel and toys were the strongest performers
  - In-store execution and offer requires improvement
- Inventory levels significantly below last year
  - Reduce complexity in operations
- Senior management changes complete
- New store opened in Toormina (NSW) and 11 refits completed
- Good performance from Kmart Tyre & Auto

Kmart Store Network

at 31 December 2008



183 Kmart stores

263 KTAS centres

Store Network Movements

	June 2008	Opened	Closed	Dec 2008	Under construction
Kmart	182	1	-	183	2
Kmart Tyre & Auto	263	3	3	263	1

Kmart Outlook

- Anticipate trading performance to remain soft in 2H09
- The renewal of Kmart
  - Fix the customer experience
  - Significantly reduce cost base
  - Rebuild customer trust
  - Make every site a success
  - Right people and accountability
- Two new stores to open in 2H09 and complete 3 refits

Resources

Resources
Performance summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	1,427	530	*169.2*
EBITDA	**791**	179	*341.9*
Depreciation & Amortisation*	**(105)**	(67)	*56.7*
EBIT#	**686**	112	*512.5*
ROC (R12 %)	**95.1**	30.3	*64.8pt*
Coal Production (‘000 tonnes)	**7,938**	6,963	*14.0*
Safety (R12 LTIFR)^	**5.0**	4.4	

*Includes Stanwell rebate amortisation of $55m in 2008 (2007: $33m)

#2008 includes Royalties of $116m (2007: $29m), non-cash increase in mine rehabilitation provision of $16m and $8m Char Plant write-down

^Curragh and Premier only

Resources Highlights

- Record half year production and sales levels
  - Curragh achieving consistent production
  - Reduced impact of rail and port constraints
  - Strong coal shipping in 1H09
- Record prices for metallurgical and steaming coal
- Significant increase in earnings
- Blackwater Creek Diversion underway

Coal – production volumes

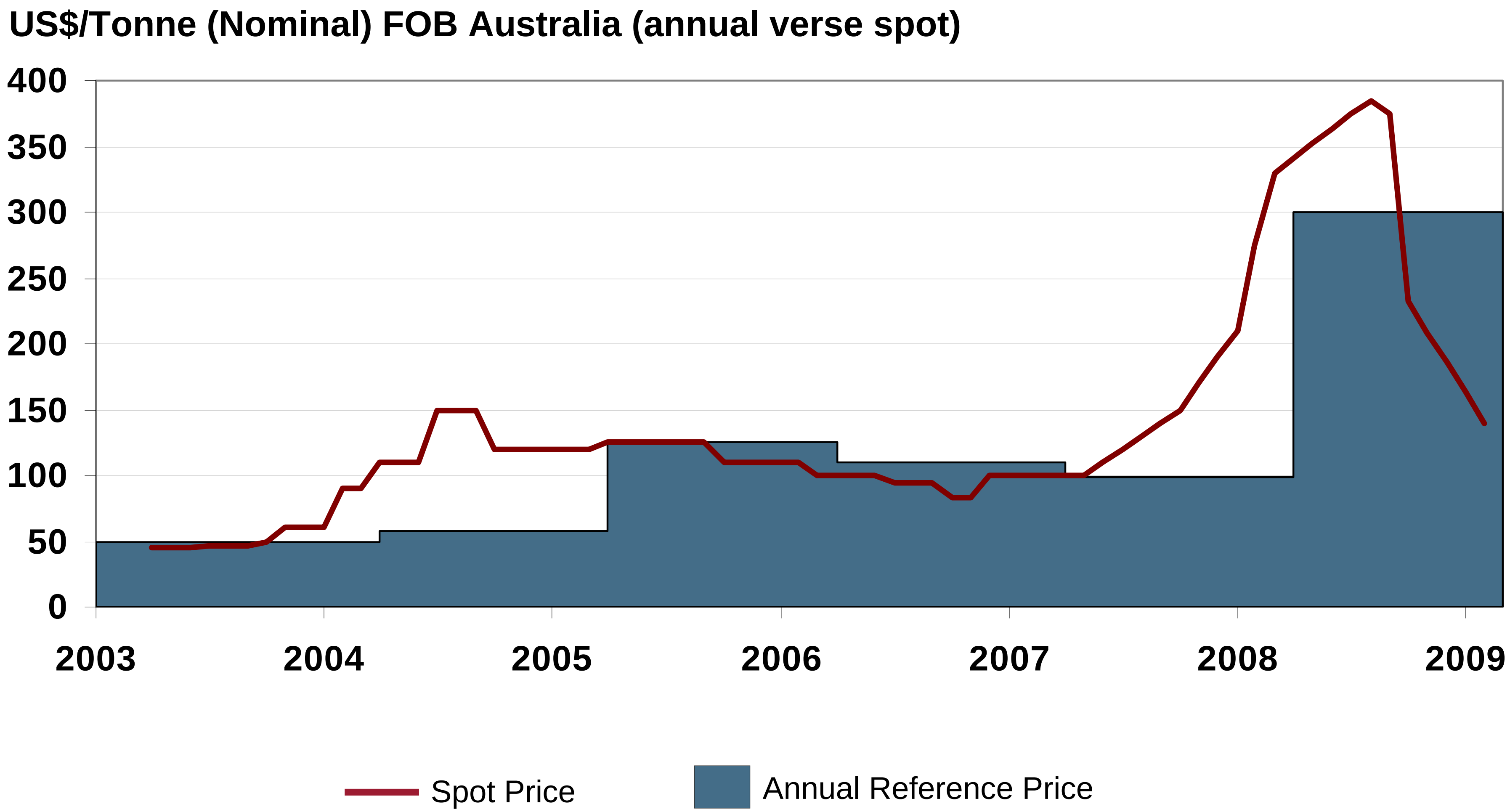
Mine	Beneficial Interest	Coal Type	Half Year ended ('000 tonnes) Dec-08	Dec-07
Premier, WA	100%	Steaming	1,783	1,323
Curragh, QLD	100%	Metallurgical	3,565	3,184
		Steaming	1,511	1,348
Bengalla*, NSW	40%	Steaming	1,079	1,108
Total			**7,938**	**6,963**

*Wesfarmers attributable production

Business environment

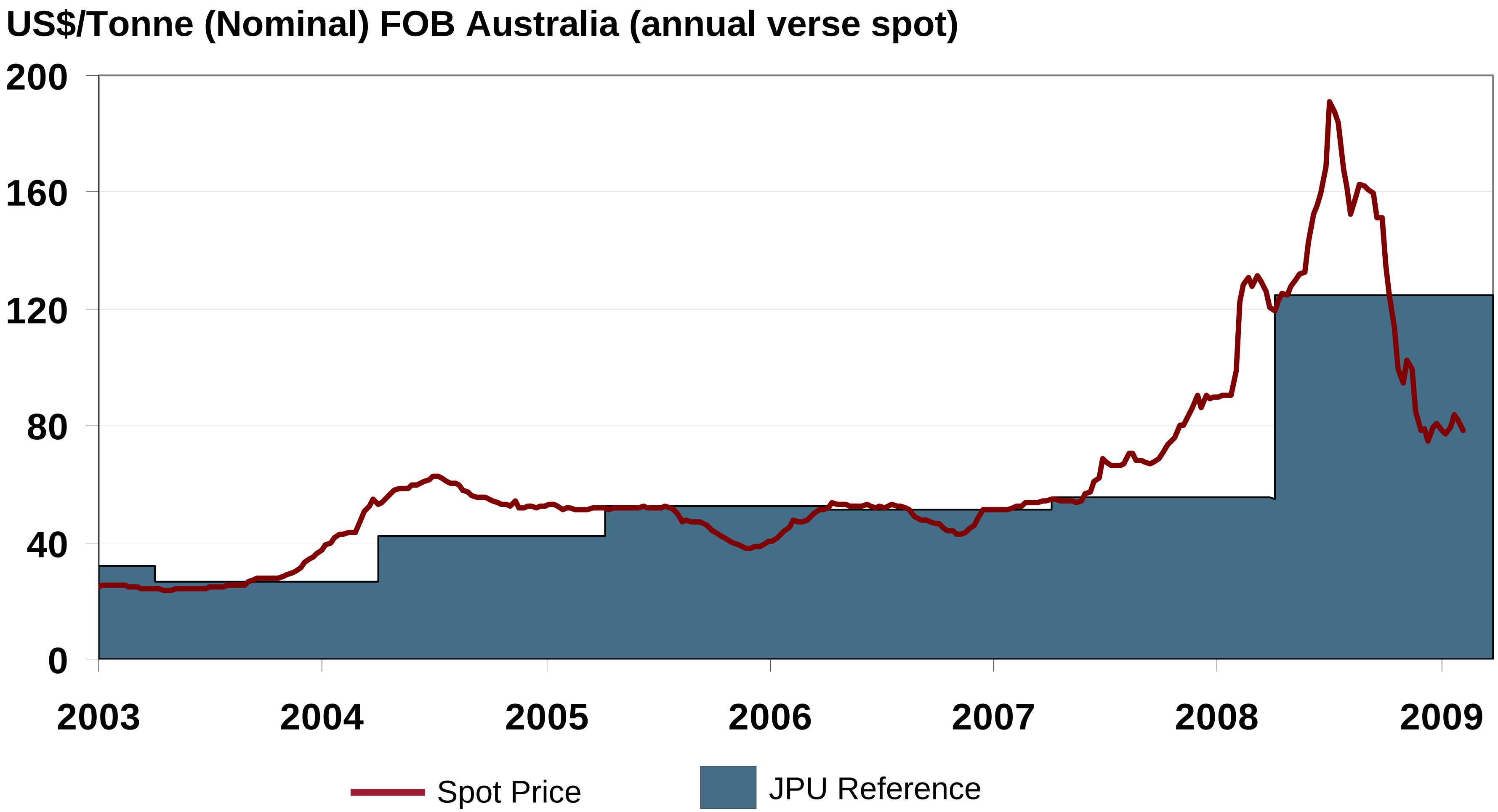
- Challenging environment due to global economic crisis
  - Customers
    - Significant reduction in global steel production
    - Reducing metallurgical coal demand and prices
  - Suppliers: Major industry announcements of metallurgical coal output cuts
  - Uncertain metallurgical coal sales and price outlook
- Strategies to reduce operating costs
- Export coal chain constraints easing at Gladstone
- Weakened Australian dollar with significant near-term hedge exposure
- Preparing for introduction of CPRS and emissions trading
- Timing of expansion projects subject to market conditions

Australian hard coking coal prices



Source: Barlow Jonker, Tex Report, Macquarie Research

Australian steaming coal prices



Source: Barlow Jonker

Coal – sales volumes

Mine	Beneficial Interest	Coal Type	Half Year ended ('000 tonnes) Dec-08	Dec-07
Premier, WA	100%	Steaming	1,802	1,330
Curragh, QLD	100%	Metallurgical	3,485	3,134
		Steaming	1,687	1,348
Bengalla*, NSW	40%	Steaming	1,123	1,214
Total			**8,097**	**7,026**

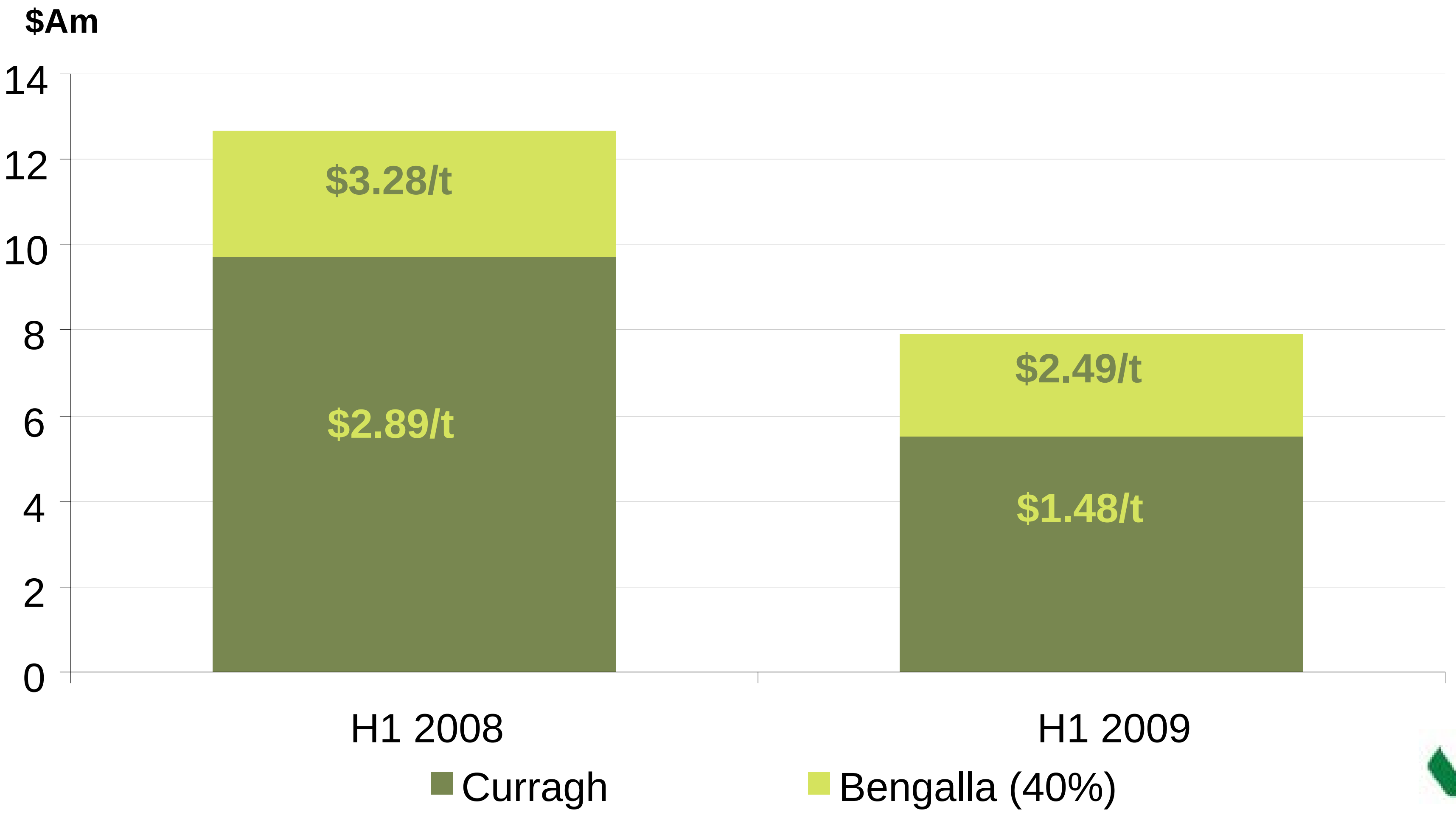
*Wesfarmers attributable production

Curragh production costs

- Significant cost increases industry-wide; signs pressure now easing
- Curragh in lowest quartile of hard coking coal industry cost curve
  - per Dec 2008 independent review
- Curragh costs fall into three key categories
  - Discretionary eg: incremental contractor truck & shovel; stripping-in-advance
  - Market cyclical eg: royalties, Stanwell rebate, fuel, explosives, steel, contractor rates
  - Base eg: labour, electricity, strip-ratio impacts
- Cost reduction initiatives in place
- Impact of Dragline 302 boom failure – estimated costs
  - Boom repair cost - $20m; higher operating cost of replacement equipment - $20m
  - June 2009 planned return to work

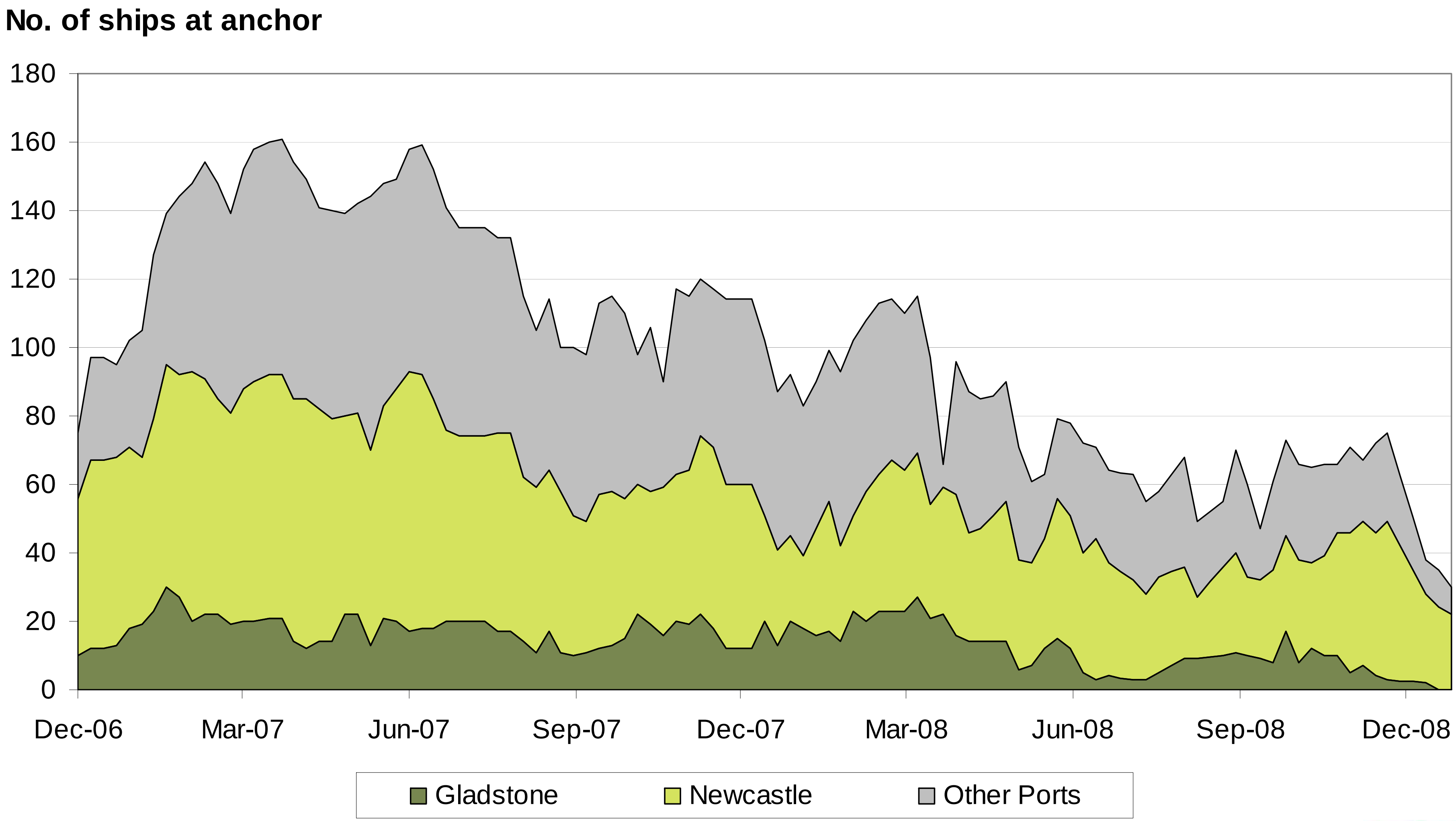
Demurrage

- Easing demurrage costs
- Newcastle coal chain remains constrained



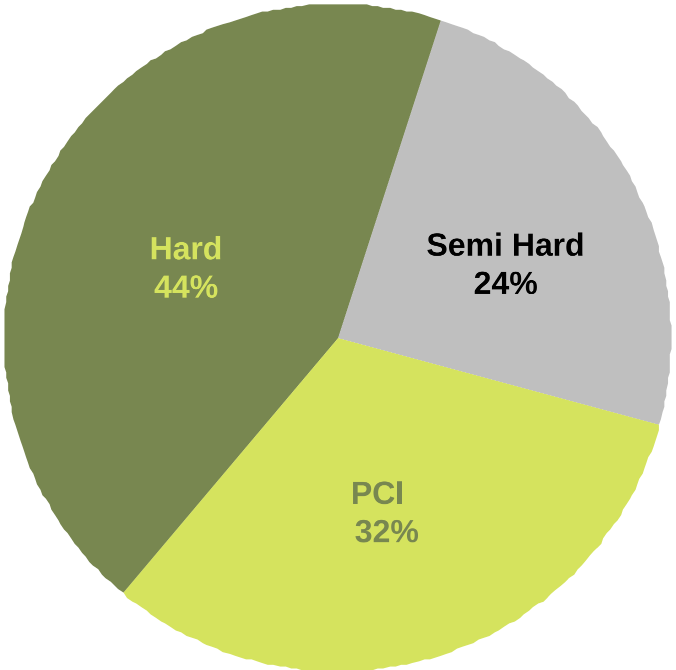
Coal port congestion

East coast Australia as at 30 January 2009



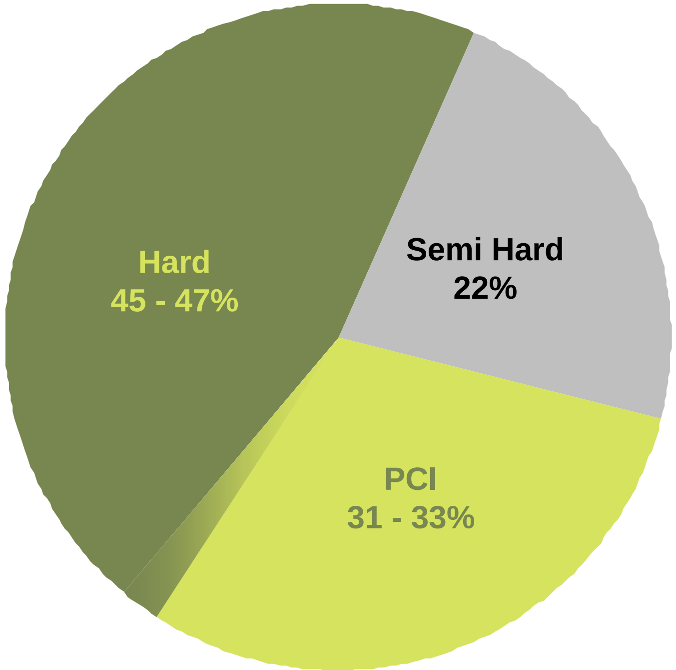
Source: McCloskey Fax

Curragh export metallurgical sales
Product mix 2008/09



First half 2008/09 actual

3.5 million tonnes

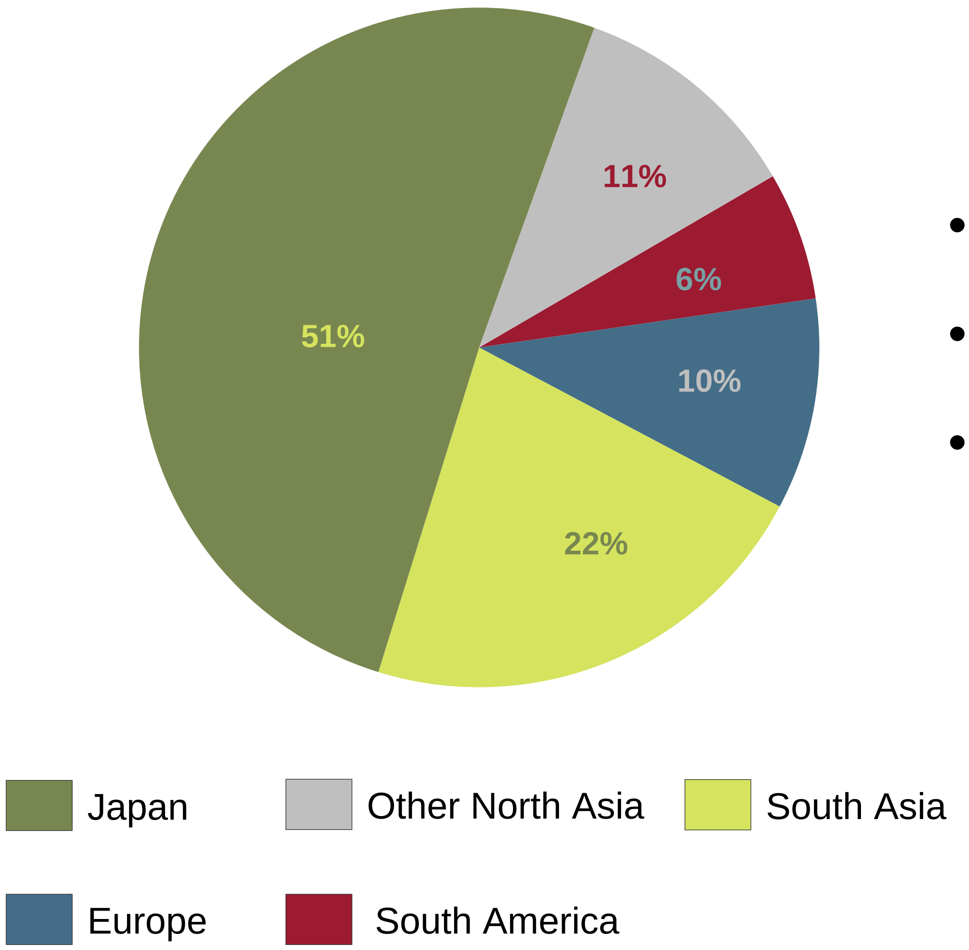


2008/09 estimate

6.5 - 6.9 million tonnes

Curragh export sales

Destination



- World leading steel mills
- Strong direct customer relationships
- Long history of performance

Hedging profile
as at 31 December 2008

Curragh – Open Contracts

Year end 30 Jun	Current US$ sold forward (US$m)	Average A$ / US$ hedge rate
2009*	264	0.82
2010	315	0.78
2011	285	0.79
2012	62	0.80
2013	24	0.76

* Represents six month period ending 30 June 2009

Bengalla – Open Contracts

Year end 30 Jun	Current US$ sold forward (US$m)	Average A$ / US$ hedge rate
2009*	55	0.80
2010	97	0.79
2011	65	0.79
2012	34	0.77
2013	10	0.78

* Represents six month period ending 30 June 2009

Closed contracts: In addition to the above open contracts; US$405m forward exchange contracts have been 'closed out' by offsetting US$ buy contracts in response to changed global market conditions

- **A$83m** locked-in losses to be booked in H2 2009; **A$85m** locked-in losses to be booked in FY2010

Coal delivery system

- Gladstone
  – Short-term rail capacity significantly improved
  – Ongoing rail duplication projects
  – Adequate port capacity in place
  – Wiggins Island Coal Terminal feasibility study continues into CY2009
- Newcastle
  – Port constraints continue into 2009
  – Decreasing vessel queues and demurrage
  – Shippers “in principle” agreement with NSW Government
  – Enabling port expansions and take or pay port contracts
  – Existing Capacity Balancing System extended to 31 March 2009

Resources Outlook

- Global steel production uncertain
- 2009/10 price negotiation underway
- Signs mining input cost pressures are easing
- Forecast Curragh metallurgical sales of 6.5 – 6.9mt in 2008/09
- Timing of expansion projects subject to market conditions
- Significant increase in Stanwell rebate in 2H09
  - Estimated $130 -150m for 2H09 assuming AUD:USD of $0.65 (subject to shipment volumes/timing, FX and price outcomes)
- Near-term impact of foreign exchange contract close-out costs
- Dragline 302 planned to return to work ~June 2009
  - repair cost $20m; higher operating cost of replacement equipment - $20m

Insurance

Wesfarmers

Insurance Performance Summary

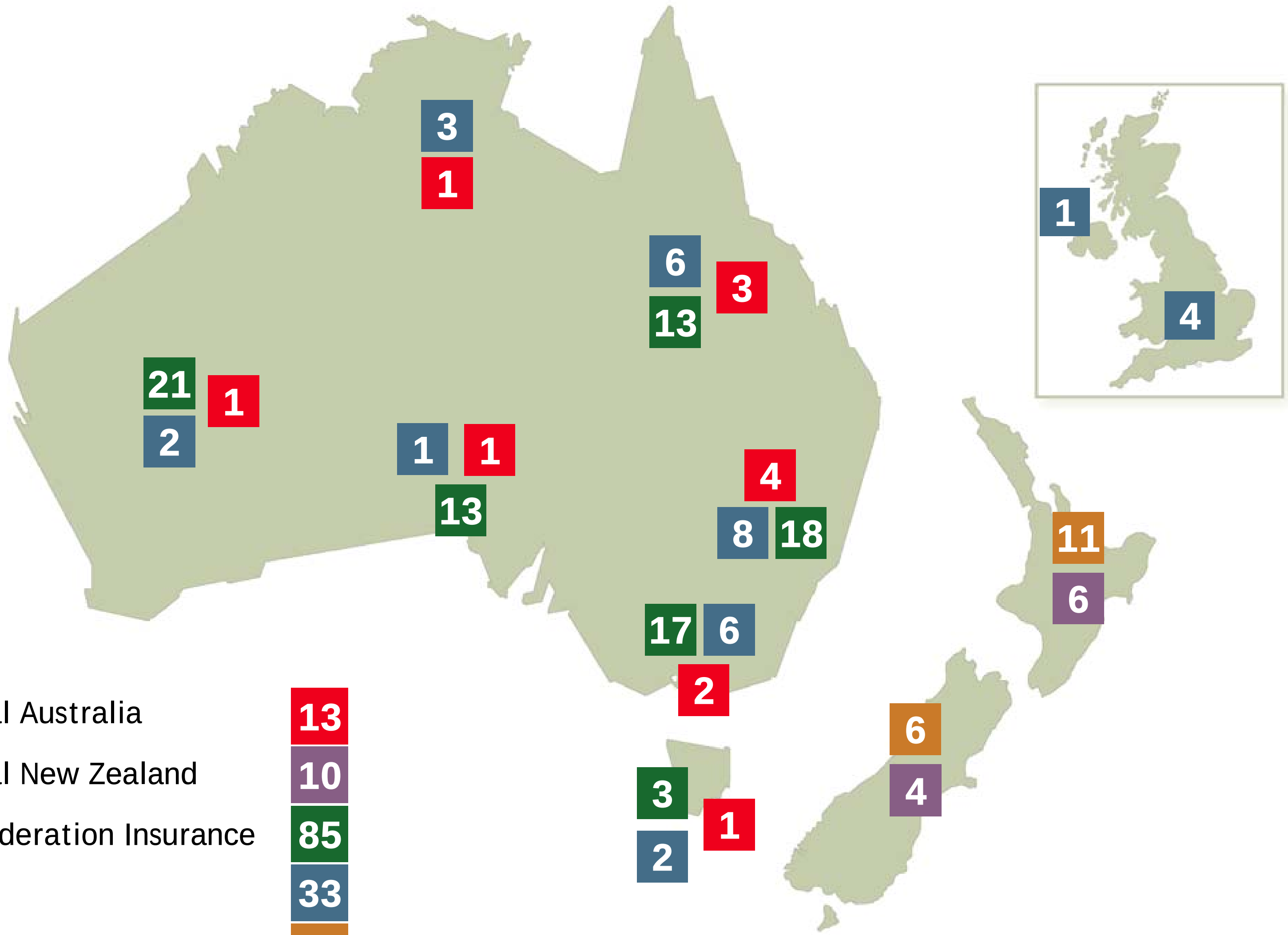
Half Year ended 31 December ($m)	**2008**	2007	↕ %
Gross Written Premium Underwritten	**679**	618	*9.9*
EBITA Underwriting	44	38	*15.8*
EBITA Broking*	27	28	*(3.6)*
EBITA Other	4	5	*(20.0)*
EBITA Insurance Division	75	71	*5.6*
EBIT Insurance Division	67	64	*4.7*
Net Earned Loss Ratio (%)	68.9	67.4	*(1.5) pt*
Combined Operating Ratio (%)	99.4	98.1	*(1.3) pt*
EBITA Margin (Broking) (%)	25.9	27.4	*(1.5) pt*

*Timing difference on recognition of $5m of earnings in 2H09 compared with 1H08

Insurance Highlights

- Turnaround of Lumley New Zealand
- Rate increases achieved in motor portfolios
- Higher than expected crop claims in WFI (worst since 1992)
- Underwriting losses in Lumley Australia marine and retail agencies
- Consolidation of Australian underwriting licenses on track
  - One-off benefit from Liability Adequacy Test (“LAT”) grouping
- Adverse discount rate effect on premium liabilities (offset one-off LAT benefit)
- Increased investment earnings
- Improved revenues and underlying earnings (on like-for-like basis) in broking
  - Timing difference on recognition of $5m of earnings in 2H09 compared with 1H08
- Credit rating of S&P A- (stable) and Actual Capital Ratio (“ACR”) of 1.84

Geographical Presence



Lumley General Australia	13
Lumley General New Zealand	10
Wesfarmers Federation Insurance	85
OAMPS	33
Crombie Lockwood	17

Underwriting Performance Summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Gross Written Premium	**679**	618	*9.9*
Net Earned Premium	**513**	464	*10.6*
Net Claims	**(353)**	(313)	*(12.8)*
Net Commission and Expenses	**(157)**	(142)	*(10.6)*
Underwriting Result	**3**	9	*(66.7)*
Insurance Margin	**31**	27	*14.8*
EBITA	**44**	38	*15.8*
EBIT	**42**	35	*20.0*
Net Earned Loss Ratio (%)	**68.9**	67.4	*(1.5)pt*
Combined Operating Ratio (%)	**99.4**	98.1	*(1.3)pt*
Insurance Margin (%)	**6.1**	5.6	*0.5pt*

Broking Performance Summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Commission and Fee Income	**92**	85	*8.2*
Other Income*	**12**	18	*(33.3)*
Total Income	**104**	103	*1.0*
Expenses	**(77)**	(75)	*(2.7)*
EBITA	**27**	28	*(3.6)*
Amortisation of Identifiable Intangible Assets	**(6)**	(5)	*(20.0)*
EBIT	**21**	23	*(8.7)*
EBITA Margin (%)	**25.9**	27.4	*(1.5)pt*

*Timing difference on recognition of $5m of earnings in 2H09 compared with 1H08

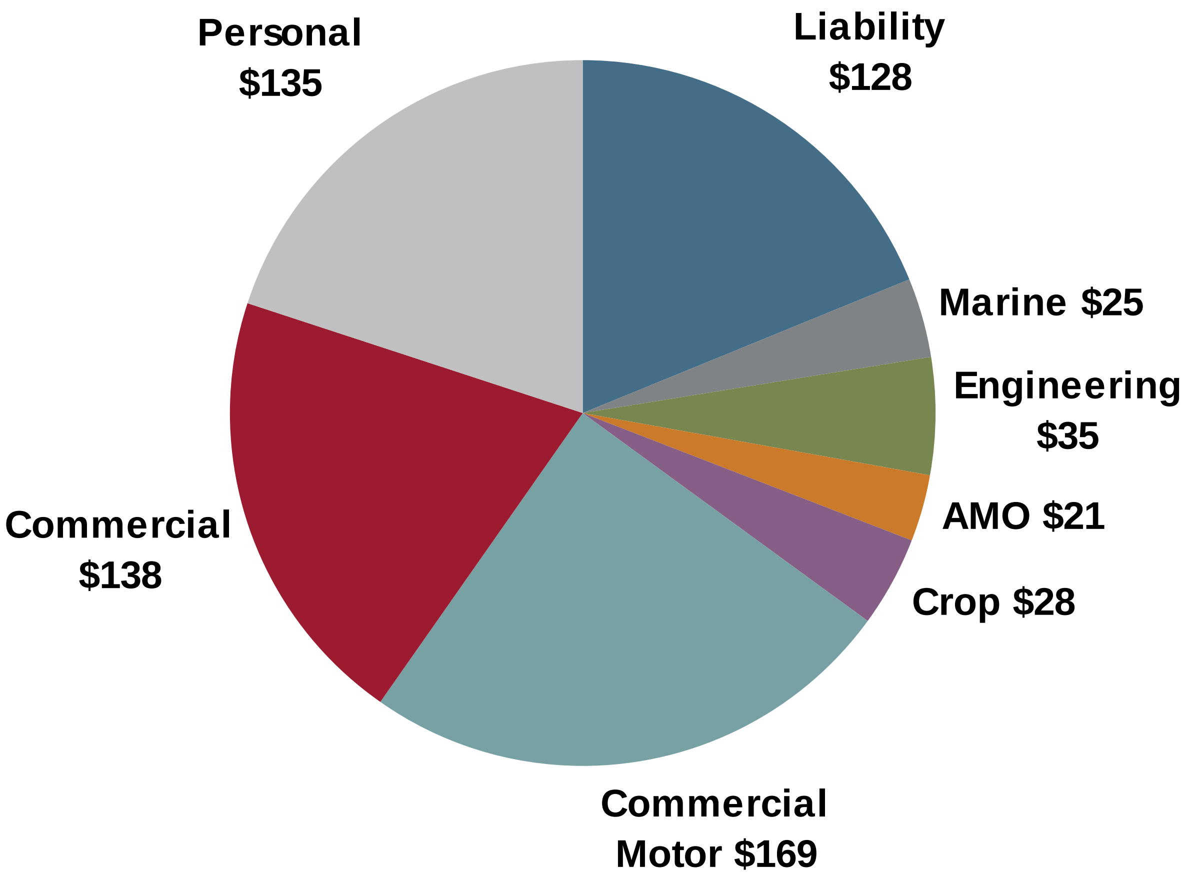
Underwriting KPIs

Half Year ended 31 December (%)	2008	2007	↕ %pt
Gross Earned Loss Ratio	68.0	69.6	*1.6*
Net Earned Loss Ratio	68.9	67.4	*(1.5)*
Reinsurance Expenses (% GEP)	21.9	23.6	*1.7*
Exchange Commission (% RI excl XOL)	24.1	24.9	*0.8*
Commission Expense (% GWP)	13.9	13.5	*(0.4)*
Total Earned Expenses (% GEP)	28.0	28.1	*0.1*
Combined Operating Ratio (% NEP)	99.4	98.1	*(1.3)*
Insurance Margin (% NEP)	6.1	5.6	*0.5*

Gross Written Premium (underwriting)

(for the six month period to 31 December 2008)

Total $679m



Insurance Outlook

- Rate increases being achieved in most classes
- Lower investment returns resulting from lower interest rates
- Retained losses from Victorian bushfires estimated at $13 million
- Conditions support underwriting margin improvement
- Strengthening of management across Lumley Aust & New Zealand
- Stronger contribution from broking in 2H09
- New business growth constrained by economic environment
- Further bolt-on broking acquisitions anticipated

Industrial & Safety

Wesfarmers

Industrial & Safety Performance Summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	687	642	7.0
EBITDA	75	66	13.6
Depreciation & Amortisation of PPE	(7)	(5)	(40.0)
EBIT	**68**	61	11.5
EBIT margin (%)	9.9	9.5	0.4pt
ROC (R12 %)	17.1	16.9	0.2pt
Safety (R12 LTIFR)	4.4	5.2	

Industrial & Safety Highlights

- Operating revenue up 7% to $687m
  - Strong growth in Blackwoods, Protector Alsafe and Bullivants
  - New Zealand achieved sales growth in NZ dollars despite challenging economic conditions
- Earnings increased by 11.5% to $68m
  - Strong improvements from Blackwoods, Protector Alsafe, Bullivants and Blackwoods Paykels
  - Margin and cost management disciplines offsetting recent downturn, particularly in New Zealand
- Return on Capital continued increasing trend to 17.1%
- Results reflect more competitive product and service offerings, high performing teams and improved delivery performance to customers

Industrial & Safety Business Portfolio

Australia

"All your workplace needs"

Safety Specialist

Industrial Specialists

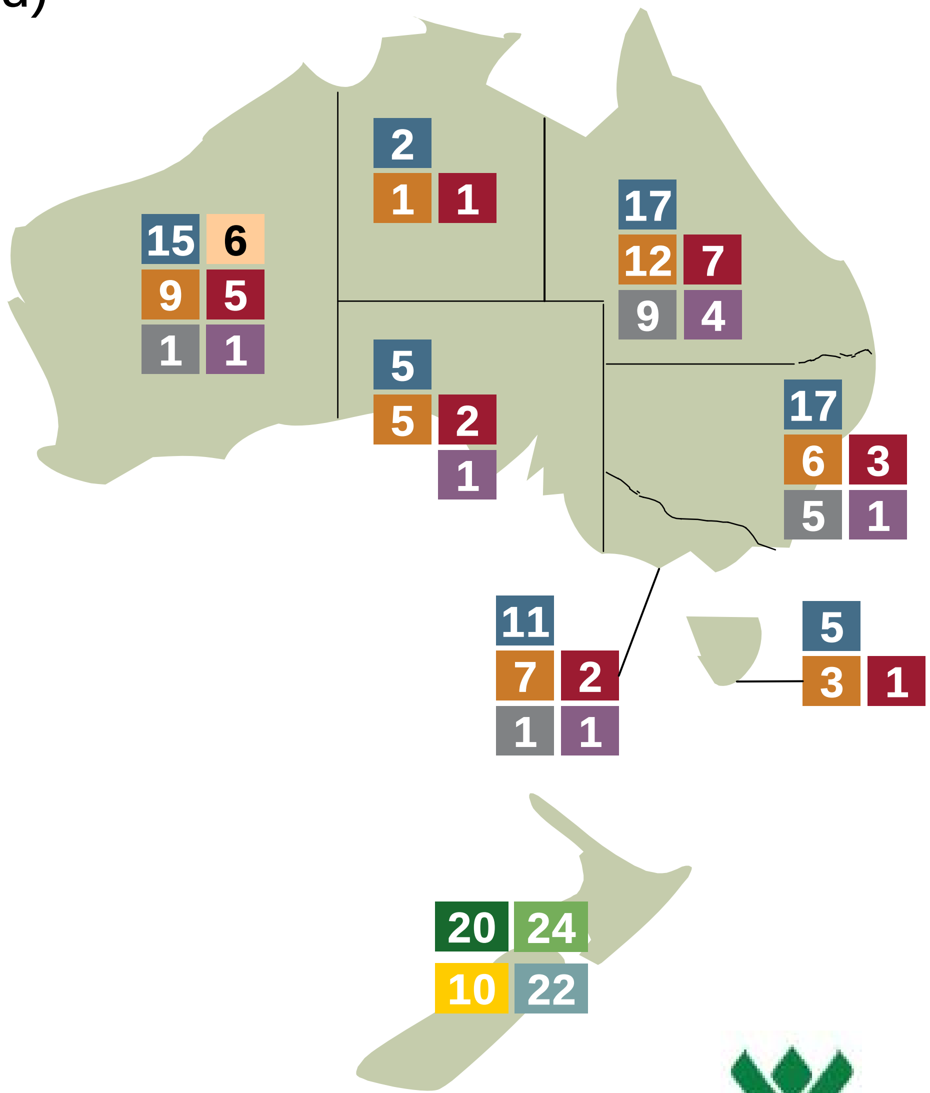
New Zealand

Industrial & Safety - Distribution Network

242 locations (166 Australia, 76 New Zealand)

Australia		No.	
Blackwoods	■	72	MRO, “All your workplace needs”
Atkins Electrical Supplies	■	6	Electrical
Protector Alsafe	■	43	Safety
Bullivants Handling Safety	■	21	Materials handling, lifting, rigging
Total Fasteners	■	16	Fasteners
Motion Industries	■	8	Engineering

New Zealand		No.	
Blackwoods Paykels	■	20	MRO, hose, conveyor
NZ Safety	■	24	Safety
protectorsafety	■	22	Safety
Packaging House	■	10	Packaging, hygiene



As at 1 January 2009

Business Activity Highlights

- Continued focus on safety resulting in reduction in lost days and severity of injuries
- Customer service and delivery performance initiatives delivering benefits
  - Continued improvements in delivery performance and supply chain efficiency
  - Branch and Distribution Centre upgrade programmes continuing
- Further improved competitiveness of businesses
  - Benefits from pricing systems ensuring consistency and competitiveness
  - Further strengthened contract management with large customers
  - Tight control of expenses and management of input costs delivering sustainable margins
- Successful growth initiatives
  - Increased industry and product specialist resources
  - Continued investment in e-business capability
  - Grew penetration of services, including training, testing, embroidery and on-site services
  - Investment in sales effectiveness underway (CRM, tools, coaching and training)

Industrial & Safety Outlook

- Market conditions are expected to be more challenging in the second half
  - Large customers scaling back production and project plans in Australia
  - Difficult conditions in New Zealand expected to continue
- Pressure on margins expected due to input cost inflation, exchange rate impacts and competitive pressures
- However, impact of current crisis will be mitigated through
  - Strong competitive foundations
  - Tight expense and capital management
  - Proactive margin management through sourcing, pricing and contract management disciplines
- Focus on increasing share of customer spend
  - Sustaining strong competitive positions of Blackwoods and industrial specialists
  - Enhancing value propositions through the roll-out of business and customer service improvement initiatives
  - Leveraging improved sales effectiveness and targeted investments in higher growth sectors

Chemicals & Fertilisers

Chemicals & Fertilisers Performance Summary

Half Year ended 31 December ($m)		2009	2008	↕ %
Revenue	Chemicals	**291**	218	*33.5*
	Fertilisers	**167**	173	*(0.3)*
		458	391	*17.1*
EBITDA		**34**	69	*(50.7)*
Depreciation & Amortisation of PPE		**(30)**	(21)	*(42.9)*
EBIT		**4**	48	*(91.7)*
Sales Volume (‘000t):	Chemicals	**334.4**	281.4	*18.8*
	Fertilisers	**225.7**	386.6	*(41.6)*
ROC (R12 %)		**7.3**	16.2	*(8.9)pt*
Safety (R12 LTIFR)		**2.2**	2.9	

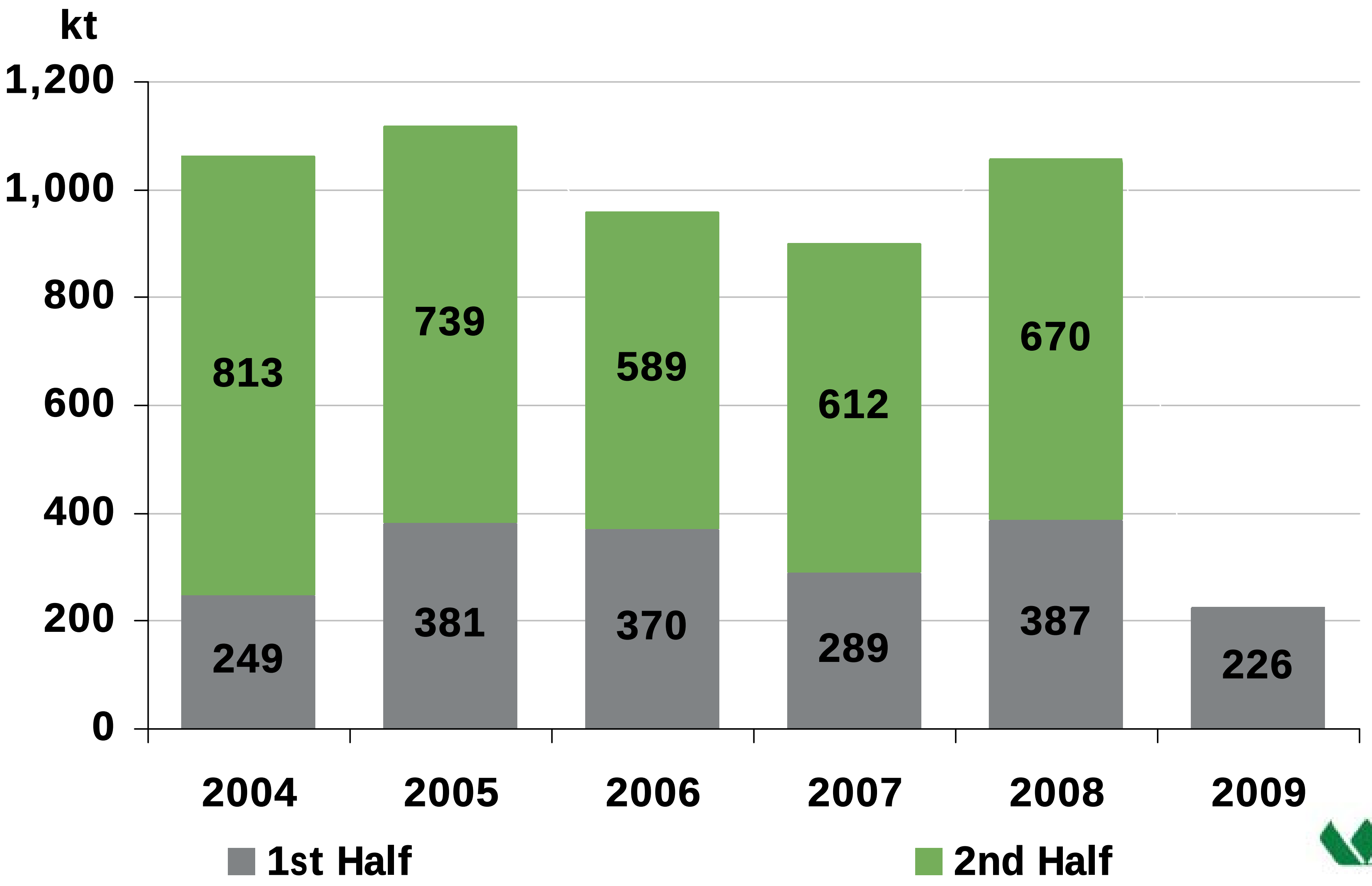
Chemicals & Fertilisers Highlights

- Varanus Island gas incident:
  - no gas supply to Kwinana ammonia plant during July, August and September
  - contracted gas supply curtailed by >50 percent since November, spot gas purchases
  - estimated lost EBIT for the 6 months ~ $50 million
  - all customer requirements for CSBP products met
- Six months successful operation of AN Expansion
- Debottlenecking of QNP complete. Commissioning underway (+30,000 tpa)
- Fertiliser volumes down due to global price volatility, late harvest and uncertainty around customer's terms of trade
- 1H09 inventory write-down of $14m due to collapsing commodity prices
- Improved plant performance from Australian Vinyls following major overhaul in 2H08

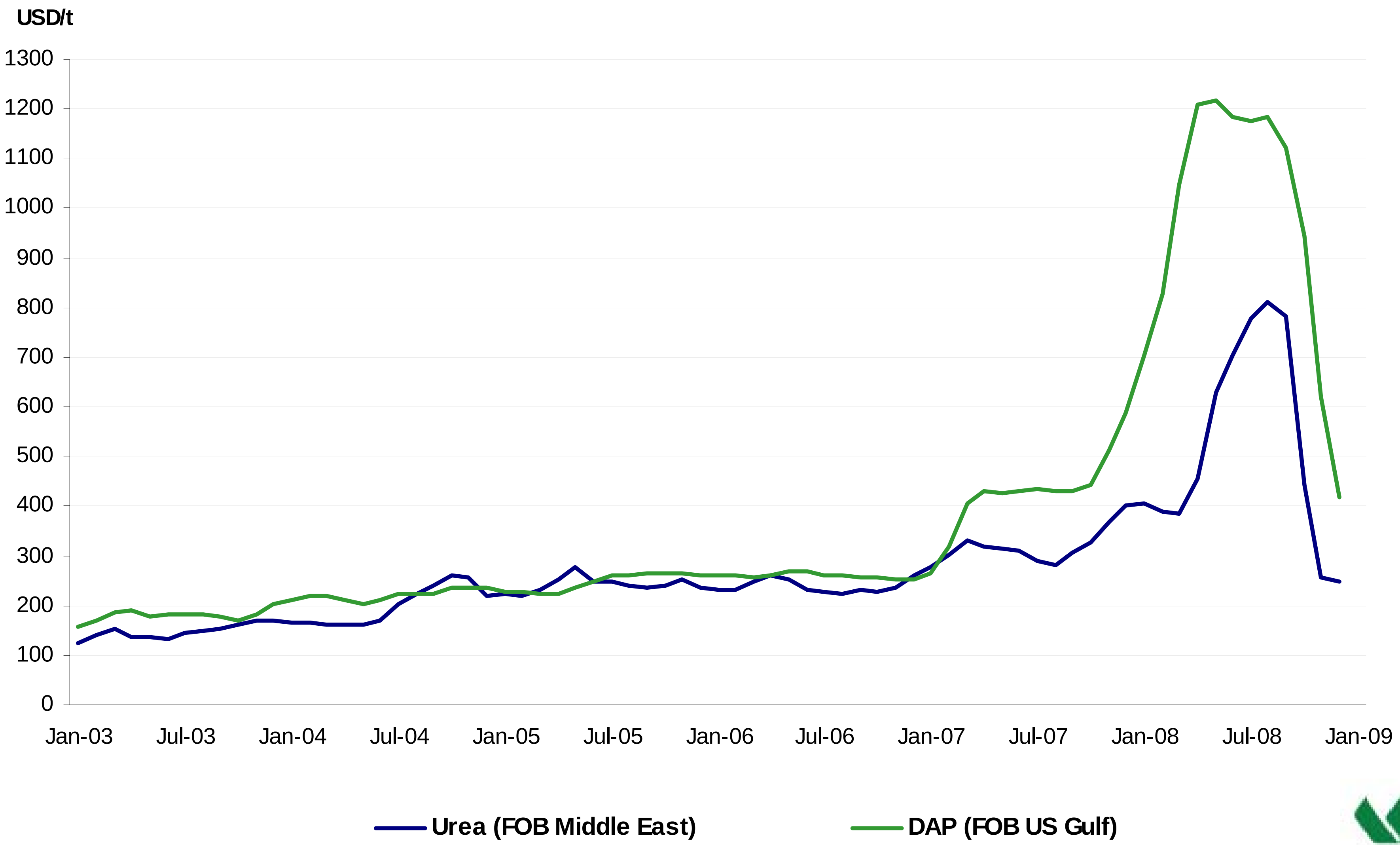
Chemicals & Fertilisers Outlook

- Demand for mining chemicals remains strong, although growth softening
- Demand for PVC softening
- Advised of return to full contracted gas supply by 1 June 2009
- Commission $15 million sodium cyanide expansion in H2 FY09
- Volatile commodity prices
- Seasonal break critical for fertilisers

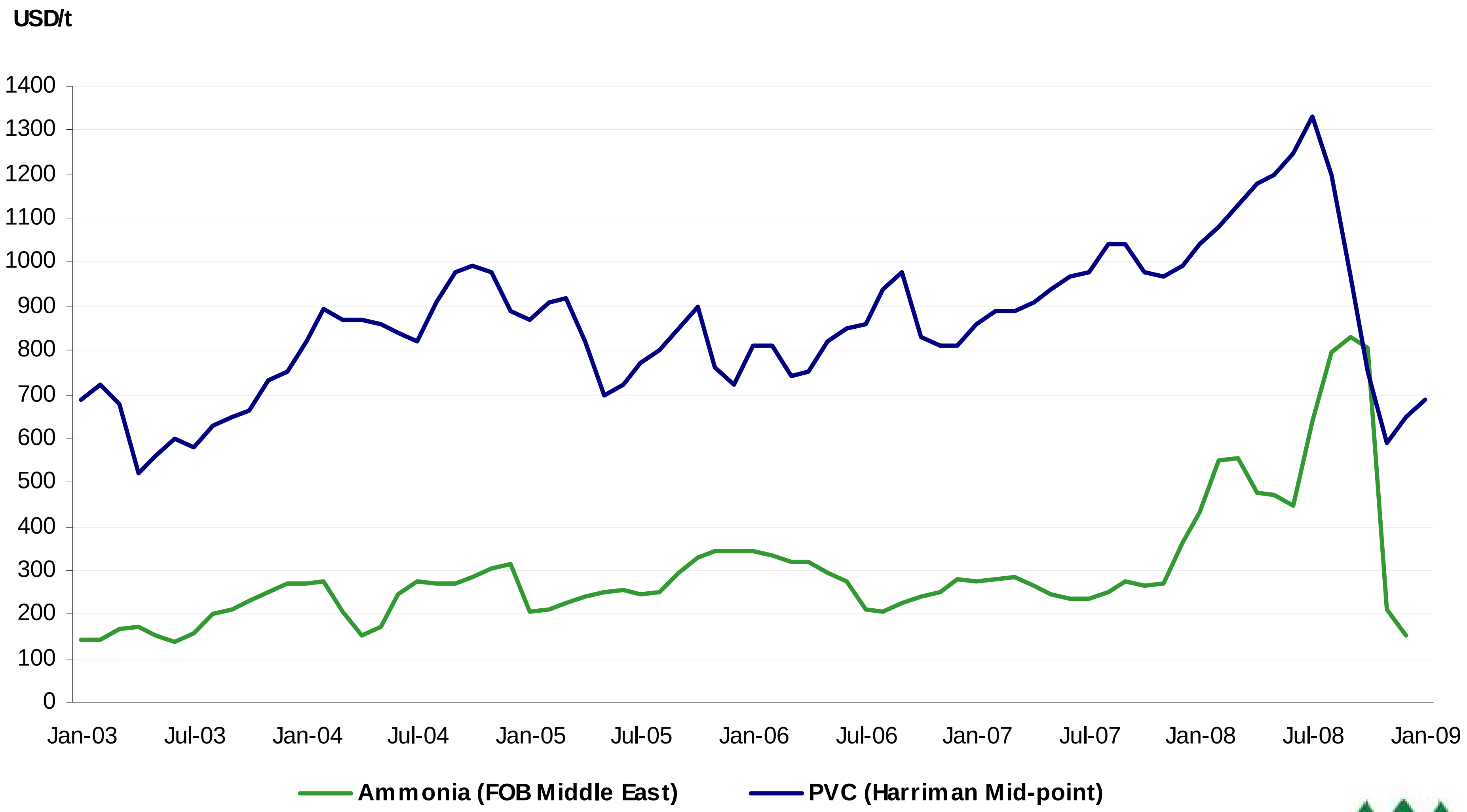
Fertiliser Sales



Global Fertiliser Pricing



Global Ammonia & PVC Pricing



Energy

Wesfarmers

Energy Performance Summary

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	322	281	*14.6*
EBITDA	**52**	66	*(21.2)*
Depreciation & Amortisation	**(22)**	(18)	*(22.2)*
EBIT	**30**	48	*(37.5)*
ROC (R12 %)	**9.1**	12.0	*(2.9pts)*
WLPG production (kt)	**84.4**	82.3	*2.6*
Safety (R12 LTIFR)	**5.9**	3.0	

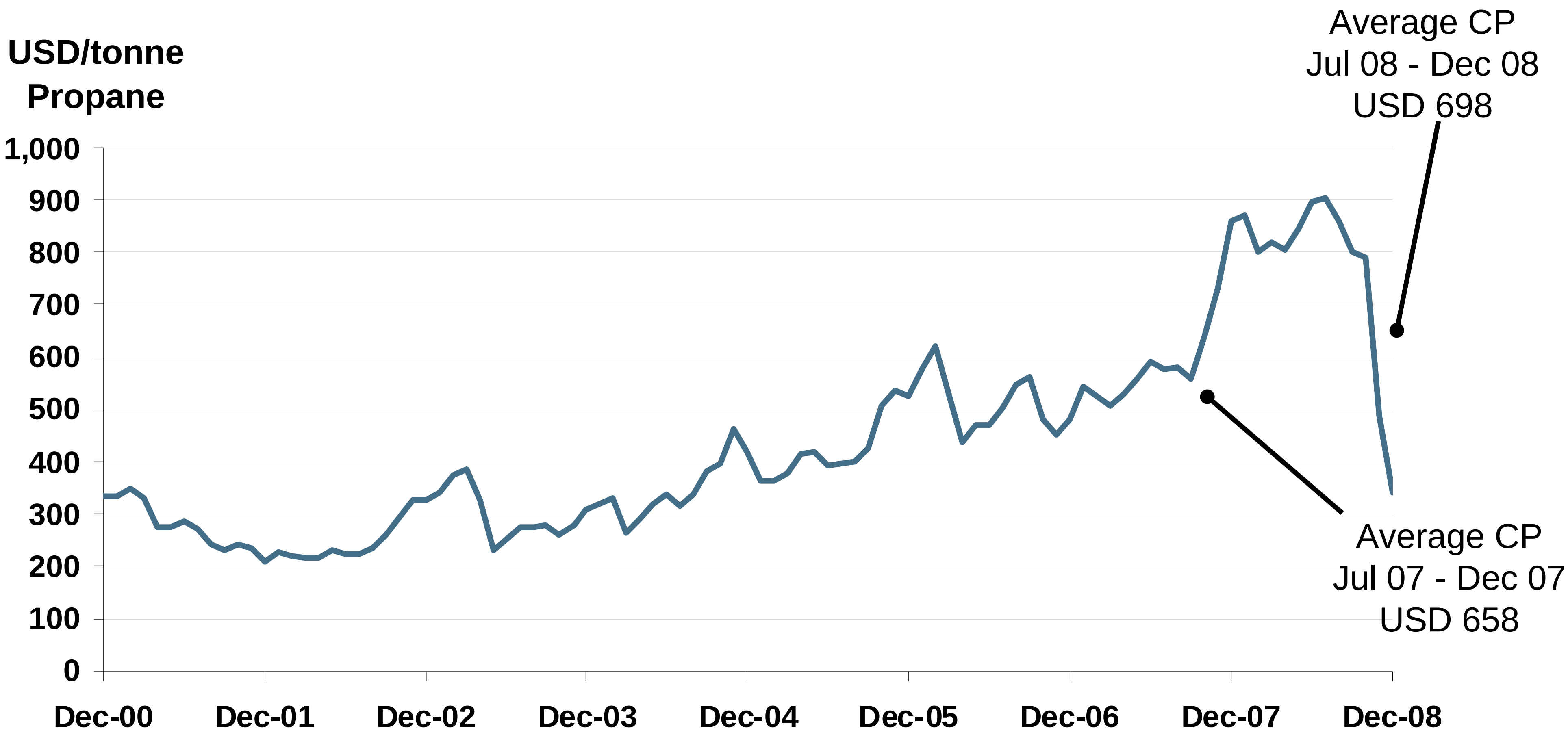
Energy Highlights

- Western Australian LNG project operational
  - LNG plant commissioned
  - Ramp up of sales to heavy duty vehicle customers
  - Power stations increasing LNG consumption
- Growth in industrial gas sales
- Varanus Island
  - Maintained supply of LPG
  - ~$15m EBIT impact in 1H09
  - Gas supply now restored

Energy Key Issues

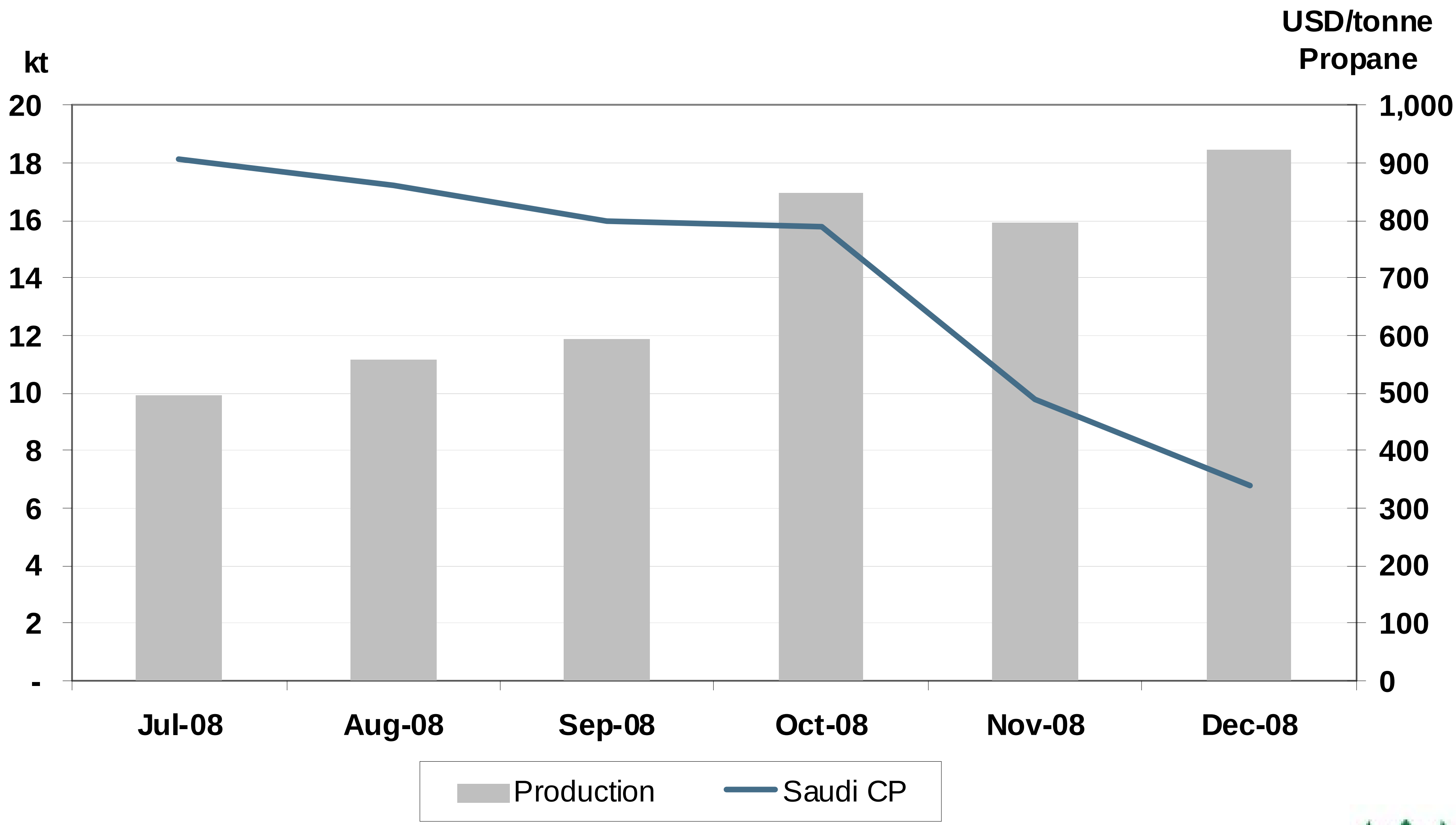
- Varanus Island gas disruption
  - Emergency LPG import at premium price
  - ~$15m EBIT impact across several business units
  - Insurance claim in preparation
- Lower world energy prices from Q2
  - Lower sales margins for WLPG
  - $9m inventory write-downs in 1H09

World LPG prices – Saudi CP



Sharp reduction in LPG price affects WLPG's profits

WLPG Production and Price



Energy Outlook

- LPG earnings dependant on international LPG prices and content
- Economic slow down to impact:
  - Industrial gases sales growth
  - Resource project demand
- Volume growth in LNG sales

Other Businesses

Other Business Performance Summary

Half Year ended 31 December (A$m)	Holding %	**2008**	2007
Associates:			
Gresham Private Equity - Fund 1	*51*	**(2)**	3
Gresham Private Equity - Fund 2	*67*	**2**	23
Gresham Private Equity - Fund 3	*75*	**(1)**	n.a.
Gresham Partners	*50*	**1**	5
Wespine	*50*	**4**	3
Bunnings Warehouse Property Trust	*23*	**(5)**	8
Tax on relevant associates		**(4)**	(4)
Sub-total		**(5)**	38
Write-downs and provisions^		**(148)**	(8)
Other*		**15**	42
Total		**(138)**	72

*Incl. corporate interest & investment income, BPML, self insurance trading. 2007 incl. $32m Coles dividend

^Refer slide 6

Breakdown of reported result

Half Year ended 31 December ($m)	2008	2007
Divisional EBIT (excl Other)	**1,971**	1,014
Profit from associates	**(5)**	38
Write-downs and provisions^	**(148)**	(8)
Other EBIT	**15**	42
Less: Corporate overheads	**(74)**	(40)
Group EBIT	**1,759**	1,046
Finance costs		
- expense net of capitalisation	**(434)**	(235)
- discounts*	**(41)**	(6)
- other borrowing costs	**(13)**	(9)
Reported profit before tax	**1,271**	**796**

*relates mainly to Coles onerous contracts provision and Stanwell rebate
^refer slide 6

Gresham Private Equity

Fund 1

- Riviera only remaining investment
- Wesfarmers' current investment $34m

Fund 2

- Wesfarmers' current commitment $183m; capital invested $165m
- Divestment of Australian Pacific Paper Products
- Investments include:
  - Barminco, Witchery, Noel Leeming, Silk Logistics Group, GEON and Anthology
- Revaluations are to Wesfarmers' earnings

Fund 3

- Wesfarmers' initial commitment $100m; capital invested $16m

Outlook

Outlook

- Challenging global economic environment
- Expect turnaround in Coles to gather pace over next 12 months
- Lower export coal prices from April 2009
- Lower borrowing costs from reduced debt levels

Wesfarmers

For all the latest news visit

www.wesfarmers.com.au