



**Wesfarmers Limited**  
ABN 28 008 984 049

# NEWS

30 July 2001

### **Howard Smith takeover Offer – extension of Offer period**

Wesfarmers Limited (“Wesfarmers”), through its wholly-owned subsidiary, Wesfarmers Retail Pty Ltd, announced today that it has extended its takeover offer for all the issued shares in Howard Smith Limited (“Howard Smith”) by a period of eight days to 15 August 2001.

Wesfarmers has also today sent a letter to all Howard Smith shareholders advising them of this extension. A copy of this letter is attached.

As at the close of business on Friday 27 July 2001, Wesfarmers had received acceptances from more than 47 per cent of Howard Smith shareholders, representing 20.14 per cent of the total Howard Smith shares.

For further information contact:

Mr Michael Chaney, Managing Director  
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Mr Keith Kessell, General Manager, Public Affairs  
(08) 9327 4281

30 July 2001

**Dear Howard Smith shareholder**

**Wesfarmers' Offer for Howard Smith has been extended to 15 August 2001**

We are pleased with the response by Howard Smith Limited ("Howard Smith") shareholders to the Offer made by Wesfarmers Retail Pty Ltd, a wholly owned subsidiary of Wesfarmers Limited ("Wesfarmers"). As at the close of business on Friday 27 July 2001, Wesfarmers had received acceptances from more than 47 per cent of Howard Smith's registered shareholders, representing 20.1 per cent of Howard Smith shares.

Wesfarmers' Offer has been recommended by Howard Smith directors, and the Australian Competition and Consumer Commission has confirmed that it will not oppose the Offer. The Wesfarmers' Offer is now free of all conditions except the 90 per cent minimum acceptance condition.

To provide all remaining Howard Smith shareholders (including overseas shareholders) with sufficient time to complete and return their acceptance forms, Wesfarmers has extended the Offer to 15 August 2001. Formal notice of the extension is enclosed.

After the minimum acceptance condition has been satisfied, Howard Smith shareholders will be paid the cash consideration and issued their Wesfarmers shares within 7 days.

So that the 90 per cent acceptance condition can be met quickly and in order that all shareholders can enjoy the substantial benefits of the acquisition, Wesfarmers encourages Howard Smith shareholders to accept the Offer as soon as possible.

**IF YOU HAVE NOT ALREADY ACCEPTED, PLEASE DO NOT DELAY IN COMPLETING AND RETURNING THE ACCEPTANCE FORM IN THE REPLY PAID ENVELOPE PROVIDED.**

If you have any questions relating to how to accept the offer or require any additional assistance, please contact the Wesfarmers Offer Hotline toll free on 1800 770 028.

Wesfarmers looks forward to completing the Offer as soon as possible and to welcoming you as a Wesfarmers shareholder.

Yours sincerely



Harry Perkins AO  
Chairman



Michael Chaney  
Managing Director

