



NEWS

5 October 2011

NEW TARGET MANAGING DIRECTOR APPOINTED

Wesfarmers has appointed Dene Rogers as Managing Director of its retail chain, Target, effective 2 November, 2011.

Mr Rogers has been chief executive officer of North American retail giant Sears Canada since 2006. Sears Canada is a diversified retailer with major businesses including mid-tier retailing, Canada's largest catalogue and internet business, travel, home improvement, one of Canada's largest credit card portfolios and a wide range of other smaller businesses.

Prior to Sears Canada, Dene Rogers was based in Chicago as Executive Vice President and General Manager of Sears-owned Kmart (USA), where he oversaw the operations of approximately 1,500 stores and US\$18 billion of revenue.

West Australian-born, Mr Rogers has worked in the United States, Canada, Japan, the U.K. and China and has an MBA from Yale University and a Bachelor of Engineering from the West Australian Institute of Technology.

Mr Rogers' appointment results from a world-wide search to find a replacement for Target Managing Director Launa Inman, who announced her decision to leave Target last month.

Wesfarmers Managing Director Richard Goyder said he was delighted Mr Rogers was joining Target as he had an outstanding record in the industry. "We are extremely pleased to have attracted a person of Dene's calibre," Mr Goyder said. "He has a track record of driving improved performance through innovation, has broad international experience, and also knows the Australian market."

Mr Rogers said: "I am excited to be returning to Australia and to be joining Target, an icon of retailing with significant potential, and Wesfarmers, one of Australia's premier companies. "I am looking forward to working with the Target team, building upon Launa's accomplishments and taking Target to new levels of customer value and satisfaction."

Prior to joining Kmart (USA) in October, 2003, Mr Rogers was a Senior Vice President at Starwood Hotels and Resorts where he helped create the W Hotels brand, to rebuild the Westin Hotels brand, and managed a range of corporate responsibilities.

Before Starwood, Mr Rogers was Senior Vice President, Business Development, G.E. Capital. In this role, he had global responsibility for corporate development, new products and operational improvement for a range of businesses.

Mr Rogers was born in 1960 in Kalgoorlie, Western Australia. He is married and has three children. His interests include history, theatre, and cycling.

RECENT CAREER SUMMARY

2003 to 2011 - Sears

President and Chief Executive Officer, Toronto

2003 to 2006 Kmart

Executive Vice President and General Manager, Kmart Retail, Sears Holding Company, Chicago

2001 to 2003 - Starwood Hotels and Resorts, White Plains, NY

Senior Vice President, Development, Planning and New Products

1998 to 2001 - General Electric Capital, USA

Senior Vice President, Business Development

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