# Half Yearly Report

Name of entity

#### WESFARMERS LIMITED

ABN 28 008 984 049

Half year ended
31 December 2001

#### For announcement to the market

				\$A'000
Revenues from ordinary activities (item 1.1)	up	85.29	6 to	3,612,747
Profit (loss)from ordinary activities after tax (before amortisation of goodwill) attributable to members <i>(item 1.20)</i>	of Up	88.69	6 to	217,532
Profit (loss) from ordinary activities after tax attributable to memb ( <i>item 1.23</i> )	ers Up	61.29	6 to	180,285
Profit (loss) from extraordinary items after tax attributable to men ( <i>item 2.5(d</i> ))	nbers gain	(loss) of		-
Net profit (loss) for the period attributable to members (item 1.17	<i>1)</i> Up	61.2%	6 To	180,285
Dividends	A	mount per security	Fran	ked amount per security
Interim dividend (Half yearly report only – item 15.6)		34¢		34¢
Previous corresponding period		27¢		27¢
Record date for determining entitlements to the dividend, (see item 15.2)	11 March 2002			

Brief explanation of omission of directional and percentage changes to profit in accordance with Note 1 and short details of any bonus or cash issues or other item(s) of importance not previously released to the market.

# Consolidated profit and loss account

	solution profit and loss account		
		Current period - \$A'000	Previous corresponding period - \$A'000
1.1	Revenues from ordinary activities	3,612,747	1,950,896
1.2	Expenses from ordinary activities (see item 1.24)	(3,321,203)	(1,758,615)
1.3	Borrowing costs	(48,071)	(30,652)
1.4	Share of net profit (loss) of associates and joint venture entities ( <i>see item 16.7</i> )	18,503	6,680
1.5	Profit (loss) from ordinary activities before tax	261,976	168,309
1.6	Income tax on ordinary activities	81,208	56,028
1.7	Profit (loss) from ordinary activities after tax	180,768	112,281
1.8	Profit (loss) from extraordinary items after tax ( <i>see item</i> 2.5)	_	-
1.9	Net profit (loss)	180,768	112,281
1.10	Net profit (loss) attributable to outside equity interests	483	460
1.11	Net profit (loss) for the period attributable to members	*180,285	*111,821
	*Consists of:		
	Net profit before goodwill amortisation	217,532	115,368
	Goodwill amortisation	(37,247)	(3,547)
	Net profit after goodwill amortisation	180,285	111,821
Cons	solidated retained profits		
1.12	Retained profits (accumulated losses) at the beginning of the financial period	250,666	225,121
1.13	Net profit (loss) attributable to members (item 1.11)	180,285	111,821
1.14	Net transfers (to)/from reserves	(19,610)	302
1.15	Net effect of changes in accounting policies	-	-
1.16	Dividends and other equity distributions paid or payable	(173,294)	(73,466)
1.17	Retained profits (accumulated losses) at end of financial period	238,047	263,778
amo	fit restated to exclude ortisation of goodwill	Current period \$A'000	Previous corresponding period - \$A'000
1.18	Profit (loss) from ordinary activities after tax before outside equity interests ( <i>tem 1.7</i> ) and amortisation of goodwill	218,015	115,828
1.19	Less (plus) outside equity interests	483	460

1.20	Profit (loss) from ordinary activities after tax (before amortisation of goodwill) attributable to		
	members	217,532	115,368

# Profit (loss) from ordinary activities attributable to members

		Current period \$A'000	Previous corresponding period - \$A'000
1.21	Profit (loss) from ordinary activities after tax ( <i>item 1.7</i> )	180,768	112,281
	Less (plus) outside equity interests		
1.22		483	460
1.23	Profit (loss) from ordinary activities after tax, attributable to members	180,285	111,821

## Revenue and expenses from ordinary activities

		Current period \$A'000	Previous corresponding period - \$A'000
1.24	Details of revenue and expenses		
	Revenue from sale of goods	3,194,102	1,608,140
	Revenue from services	271,213	266,829
	Proceeds on sale of non-current assets	81,572	53,729
	Dividends – other corporations	1,695	1,285
	Interest	9,350	4,905
	Rent received	2,992	2,840
	Other income	51,823	13,168
	Total revenue from ordinary activities	3,612,747	1,950,896
	Cost of goods sold	2,392,283	1,182,117
	Distribution	78,417	48,964
	Sales and marketing	503,382	255,597
	Direct service expenses	139,485	151,193
	Administration expenses	131,037	81,539
	Other expenses	76,599	39,205
	Total expenses from ordinary activities	3,321,203	1,758,615

# Intangible and extraordinary items

		Consolidated - current period			
		\$A'000 \$A'000 equity interests tax) a		Amount (after tax) attributable	
		(a)	(b)	\$A'000 (c)	to members \$A'000 (d)
2.1	Amortisation of goodwill	37,247	-	-	-
2.2	Amortisation of other intangibles	-	-	-	-
2.3	Total amortisation of intangibles	37,247	-	-	-
2.4	Extraordinary items (details)	-	-	-	-

2.5	Total extraordinary items	_	_	-	_

Cons	solidated balance sheet	At end of current period \$A'000	As shown in last annual report \$A'000	As in last half yearly report \$A'000
	Current assets			
4.1	Cash	91,262	110,753	63,203
4.2	Receivables	936,601	741,317	485,590
4.3	Investments	-	-	-
4.4	Inventories	1,324,863	722,031	653,789
4.5	Tax Assets	-	-	-
4.6	Other (provide details if material)	-	-	-
4.7	Total current assets	2,352,726	1,574,101	1,202,582
	Non-current assets			
4.8	Receivables	299,368	191,723	114,157
4.9	Investments (equity accounted)	344,289	258,558	236,008
4.10	Other investments	29,126	106,514	103,135
4.11	Inventories	-	-	-
4.12	Exploration and evaluation expenditure capitalised	_	_	_
4.13	Development properties (mining entities)	772	772	772
4.14	Other property, plant and equipment (net)	1,864,690	1,511,297	1,479,852
4.15	Intangibles (net)	1,670,320	295,751	132,655
4.16	Tax assets	178,903	57,716	29,897
4.17	Other	483	7,639	7,112
4.18	Total non-current assets	4,387,951	2,429,970	2,103,588
4.19	Total assets	6,740,677	4,004,071	3,306,170
	Current liabilities			
4.20	Payables	719,373	629,539	398,144
4.21	Interest bearing liabilities	825,957	383,212	303,698
4.22	Tax liabilities	18,850	47,657	43,331
4.23	Provisions	398,666	206,735	125,803
4.24	Other (Insurance provisions)	156,408	141,193	139,418
4.25	Total current liabilities	2,119,254	1,408,336	1,010,394
	Non-current liabilities			
4.26	Payables	3,194	2,256	2,165
4.27	Interest bearing liabilities	1,074,732	751,129	830,404
4.28	Tax liabilities	94,527	97,429	88,511
4.29	Provisions	90,462	86,625	75,493
4.30	Other (Insurance provisions)	40,810	40,488	25,167
4.31	Total non-current liabilities	1,303,725	977,927	1,021,740
4.32	Total liabilities	3,422,979	2,386,263	2,032,134

4.33	Net assets	3,317,698	1,617,808	1,274,036

## Consolidated balance sheet (continued)

	Equity			
4.34	Capital/contributed equity	2,963,859	1,234,171	945,951
4.35	Reserves	105,024	109,304	62,714
4.36	Retained profits (accumulated losses)	238,047	250,666	263,778
<b>4.37</b> 4.38	Equity attributable to members of the parent entity Outside equity interests in controlled entities	<b>3,306,930</b> 10,768	<b>1,594,141</b> 23,667	<b>1,272,443</b> 1,593
4.39	Total equity	3,317,698	1,617,808	1,274,036
4.40	Preference capital included as part of 4.34	NIL	NIL	NIL

### Exploration and evaluation expenditure capitalised

		Current period \$A'000	Previous corresponding period - \$A'000
5.1	Opening balance	-	-
5.2	Expenditure incurred during current period	-	-
5.3	Expenditure written off during current period	-	-
5.4	Acquisitions, disposals, revaluation increments, etc.	-	-
5.5	Expenditure transferred to Development Properties	-	-
5.6	Closing balance as shown in the consolidated balance sheet ( <i>item 4.12</i> )	-	-

### **Development properties**

		Current period	Previous corresponding
		\$A'000	period -
			\$A'000
6.1	Opening balance	772	772
6.2	Expenditure incurred during current period	-	-
6.3	Expenditure transferred from exploration and evaluation	-	-
6.4	Expenditure written off during current period	-	-
6.5	Acquisitions, disposals, revaluation increments, etc.	-	-
6.6	Expenditure transferred to mine properties	-	-
6.7	Closing balance as shown in the consolidated balance sheet (item 4.13)	772	772

# Consolidated statement of cash flows

		Current period \$A'000	Previous corresponding period - \$A'000
	Cash flows related to operating activities		penou - \$A.000
7.1	Receipts from customers	3,347,462	2,050,988
7.2	Payments to suppliers and employees	(3,019,815)	(1,852,218)
7.2	Dividends received from associates	2,686	5,009
7.4	Other dividends received	1,195	426
7.5	Interest and other items of similar nature received	10,436	4,766
7.6	Interest and other costs of finance paid	(55,841)	(29,322)
7.7	Income taxes paid	(103,356)	(59,738)
7.8	GST paid	(64,865)	(45,493)
7.9	Net operating cash flows	117,902	74,418
	Cash flows related to investing activities		
7.10	Payment for purchases of property, plant and equipment	(134,685)	(137,356)
7.11	Proceeds from sale of property, plant and equipment	71,153	14,582
7.12	Payment for purchases of equity investments	-	(37,658)
7.13	Proceeds from sale of equity investments	10,419	-
7.14	Loans to other entities	-	-
7.15	Loans repaid by other entities	1,032	-
7.16	Other - Acquisition of controlled entities	(563,382)	-
	- Acquisition of associated entities	(8,437)	(119,108)
	- Disposal of entities	-	59,105
	- Other	599	(3,648)
7.17	Net investing cash flows	(623,301)	(224,083)
	Cash flows related to financing activities		
7.18	Proceeds from issues of securities (shares, options, etc.)	25,439	-
7.19	Proceeds from borrowings	630,851	195,687
7.20	Repayment of securitised receivable facility	(100,000)	-
7.21	Dividends paid	(105,886)	(66,808)
7.22	Repayment of employee share plan loans	35,504	25,990
7.23	Net financing cash flows	485,908	154,869
7.24	Net (decrease)/increase in cash held	(19,491)	5,204
7.25	Cash at beginning of period	110,753	57,999
7.26	Exchange rate adjustments to item 7.25.	-	-
7.27	Cash at end of period	91,262	63,203

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Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows are as follows.	Current period \$A'000	Previous corresponding period - \$A'000
Share capital issues - Dividend investment plan - Employee share plan - Acquisition of Howard Smith Limited	102,874 155,020 1,446,303	53,752 - -
Dividends – employee share plan repayments	6,721	6,637

#### **Reconciliation of cash**

Reconciliation of cash at the end of the period (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current period \$A'000	Previous corresponding period - \$A'000
8.1	Cash on hand and at bank	72,879	36,622
8.2	Deposits at call	18,383	26,581
8.3	Bank overdraft	-	-
8.4	Other (provide details)	-	-
8.5	Total cash at end of period (item 7.27)	91,262	63,203

Ratios		Current period	Previous corresponding Period
9.1	<b>Profit before tax / revenue</b> Consolidated profit (loss) from ordinary activities before tax ( <i>item 1.5</i> ) as a percentage of revenue ( <i>item 1.1</i> )	7.3%	8.6%
9.2	<b>Profit after tax / equity interests</b> Consolidated net profit (loss) from ordinary activities after tax attributable to members ( <i>item 1.11</i> ) as a percentage of equity (similarly attributable) at the end of the period ( <i>item 4.37</i> )		
	(a) before goodwill amortisation	6.6%	9.1%
	(b) after goodwill amortisation	5.4%	8.8%

#### Supplementary Information 'Cash Flow Per Share'

In accordance with general principles used by financial analysts, "cashflow per share" has been calculated by adding all forms of depreciation and amortisation to net profit after tax and dividing by the weighted average number of ordinary shares on issue during the year.

Current period	Previous corresponding period
93.3¢	71.6¢

Ear	ning	js per security (EPS)	Current period	Previous corresponding period
10.1		culation of the following in accordance with AASB 7: Earnings per Share Basic EPS - before goodwill amortisation - after goodwill amortisation Diluted EPS (if materially different from (a)) Weighted average number of ordinary shares outstanding during the period used in the calculation of the Basic EPS	63.5 cents 52.6 cents - 342,586,667	43.5 cents 42.2 cents - 265,110,702

NTA backing	Current period	Previous corresponding period
11.1 Net tangible asset backing per ordinary security	\$4.42	\$4.26

# Details of specific receipts/outlays, revenues/expenses

		Current period \$'A000	Previous corresponding Period - \$A'000
12.1	Interest revenue included in determining item 1.5	9,350	4,905
12.2	Interest revenue included in item 12.1 but not yet received (if material)	-	-
12.3	Interest costs excluded from borrowing costs, capitalised in asset values	-	-
12.4	Outlays (except those arising from the acquisition of an existing business) capitalised in intangibles (if material)	-	-
12.5	Depreciation and amortisation (excluding amortisation of intangibles)	102,154	74,536
12.6	Other specific relevant items not shown in item 1.24	-	-

#### Control gained over entities having material effect

	-		
13.1	Name of entity (or group of entities)	Howard Smith Limited	
13.2	Consolidated profit (loss) from ordinary	activities and extraordinary	
	items after tax of the entity (or group of end current period on which control was acq		See below
13.3	Date from which such profit has been ca	Iculated	1 August 2001
			176996-2001
13.4	Profit (loss) from ordinary activities and e of the entity (or group of entities) for the corresponding period	3	See below

In August 2001, the company acquired control of Howard Smith Limited ("HSL") and the activities of HSL have been consolidated into the Wesfarmers group from 1 August 2001.

There is no meaningful comparative data for the HSL group of entities in the period 1 July to 31 December 2001 due to the following factors:

- (i) in the period 1 July to 31 December 2000, the HSL group results included significant earnings from towage operations in Australia and the United Kingdom and these operations were divested by HSL prior to August 2001; and
- (ii) since acquiring HSL, its underlying businesses have been fully integrated into the Wesfarmers group which has included a substantial restructuring of the BBC Hardware operations and the retirement of HSL's former external funding arrangements.

#### Loss of control of entities having material effect

14.1 Name of entity (or group of entities)

Not applicable

- 14.2 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the entity (or group of entities) for the current period to the date of loss of control
- 14.3 Date to which the profit (loss) in item 14.2 has been calculated
- 14.4 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the entity (or group of entities) while controlled during the whole of the previous corresponding period
- 14.5 Contribution to consolidated profit (loss) from ordinary activities and extraordinary items from sale of interest leading to loss of control

NIL
NIL
NIL
NIL

#### Dividends

- 15.1 Date the dividend is payable
- 15.2 Record date to determine entitlements to the dividend (ie, on the basis of registrable transfers received by 5.00 pm if securities are not CHESS approved, or security holding balances established by 5.00 pm or such later time permitted by SCH Business Rules if securities are CHESS approved)

28 March 2002		

11 March 2002

#### Amount per security

		Amount per security	Franked amount per security at 36% tax	Amount per security of foreign source dividend
15.6	Interim dividend: Current year	34¢	34¢	-
15.7	Previous year	27¢	27¢	-

### Interim dividend on all securities

		Current periodPrevious correspon\$A'000period - \$A'000	
15.10	Ordinary securities	125,878	73,466
15.11	Preference securities	-	-
15.12	Other equity instruments	-	-
15.13	Total	125,878	73,466

The dividend or distribution plans shown below are in operation

Wesfarmers Limited Shareholders' Investment Plan Dividend Investment Plan.

The last date(s) for receipt of election notices for the dividend or distribution plans

11 March 2002

Any other disclosures in relation to dividends (distributions)

NIL

Details	of	aggregate	share	of	profits	(losses)	of	associates	and	joint
venture	en	tities								

		Current period \$A'000	Previous corresponding period - \$A'000
16.1	Profit (loss) from ordinary activities before income tax	24,522	9,904
16.2	Income tax on ordinary activities	6,019	3,224
16.3	Profit (loss) from ordinary activities after income tax	18,503	6,680
16.4	Extraordinary items net of tax	-	-
16.5	Net profit (loss)	18,503	6,680
16.6	Adjustments	-	-
16.7	Share of net profit (loss) of associates and joint venture entities	18,503	6,680

### Material interests in entities which are not controlled entities

The economic entity has an interest in the following entities.

Name of entity		Percentage of ownership interest held at end of period or date of disposal		Contribution to net profit (loss) ( <i>item 1.9</i> )		
17.1	Equity accounted associates and joint venture entities	Current Period	Previous corresponding period	Current period - \$A'000	Previous corresponding period- \$A'000	
17.2	Total					
17.3	Other material interests					
17.4	Total	NIL	NIL	NIL	NIL	

## Issued and quoted securities at end of current period

Category of securities		Total number	Number quoted	Issue price per security	Amount paid up per security
18.1	Preference securities	NIL			
18.2	Changes during current period (a) Increases through issues (b) Decreases through returns of	NIL			
	capital, buybacks, redemptions	NIL			
18.3	Ordinary securities	370,230,694	370,230,694		
18.4	Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks	88,484,428			
18.5	Convertible debt securities	NIL			
18.6	Changes during current period (a) Increases through issues (b) Decreases through securities	NIL			
	matured, converted	NIL			
18.7	Options	NIL		Exercise price	Expiry date (if any)
18.8	Issued during current period	NIL			
18.9	Exercised during current period	NIL			·
18.10	Expired during current period	NIL			·
18.11	Debentures (totals only)	NIL			
18.12	Unsecured notes (totals only)	NIL			

# Segment Information

19(a)	Segment Earnings	<b>2001</b> 2000		Amortis 2001			s after nortisation 2000
		\$000	\$000	\$000	\$000	\$000	\$000
	Hardware	145,749	78,952	22,347	3,196	123,402	75,756
	Energy	106,987	92,548	190	98	106,797	92,450
	Industrial and safety	39,202	-	10,111	-	29,091	-
	Rural services and insurance	34,564	26,127	4,467	121	30,097	26,006
	Fertiliser and chemicals	9,934	7,646	132	132	9,802	7,514
	Other	35,098	18,181	-	-	35,098	18,181
		371,534	223,454	37,247	3,547	334,287	219,907
	Consolidation adjustments	(3,666)	(4,372)			(3,666)	(4,372)
	Interest paid and corporate overheads	(68,645)	(47,226)			(68,645)	(47,226)
	Operating profit before income tax	299,223	171,856	37,247	3,547	261,976	168,309
	Income tax expense	81,208	56,028			81,208	56,028
		218,015	115,828	37,247	3,547	180,768	112,281

		Operating	Revenue
		2001	2000
19(b)	Segment Revenue	\$000	\$000
	Hardware	1,542,465	706,414
	Energy	474,577	470,346
	Industrial and safety	485,026	-
	Rural services and insurance	806,263	424,687
	Fertiliser and chemicals	156,102	160,249
	Other	152,040	193,651
		3,616,473	1,955,347
	Consolidation adjustments	(3,726)	(4,451)
		3,612,747	1,950,896

Material factors affecting the revenues and expenses of the economic entity for the current period

Refer to the press release dated 12 February 2002 accompanying this statement.

A description of each event since the end of the current period which has had a material effect and is not related to matters already reported, with financial effect quantified (if possible)

NIL

Franking credits available and prospects for paying fully or partly franked dividends for at least the next year

All future dividends are anticipated to be fully franked.

Changes in accounting policies since the last annual report are disclosed as follows.

NIL

Revisions in estimates are disclosed as follows.

NIL

Changes in contingent liabilities or assets are disclosed as follows.

NIL

# **Compliance statement**

1 This report has been prepared in accordance with AASB standards, AASB authoritative pronouncements and Urgent Issues Group Consensus Views or other standards acceptable to ASX.

Identify other standards used

N/A

- 2 This report, and the accounts upon which the report is based, use the same accounting policies.
- 3 This report does give a true and fair view of the matters disclosed.
- 4 This report is based on accounts to which one of the following applies. (Tick one)

The accounts have been audited.

The accounts are in the process of being audited or subject to review.

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The	accounts	have	been
subject	t to review.		

The accounts have not yet been audited or reviewed.

- 5 The independent audit review is attached.
- 6 The entity does have a formally constituted audit committee.

Sign here:

..... **Company Secretary** 

Date: 12 February 2002

Print name: J C Gillam