

# Quarterly Report

## for the Nine Months to 31 March 1997

Name of Entity

WESFARMERS LIMITED

ACN

008 984 049

Nine Months Ended

31 MARCH 1997

### For announcement to the market

				\$A'000
Sales (or equivalent operating) revenue (item 1.1)	up	4.3%	to	1,816,105
Operating profit (loss) before abnormal items and tax (item 1.4)	up	45.0%	to	150,835
Abnormal items before tax (item 1.5)				Nil
Operating profit (loss) after tax but before outside equity interests (item 1.8)	up	49.1%	to	97,259
Extraordinary items after tax attributable to members (item 1.13)				Nil
Operating profit (loss) and extraordinary items after tax attributable to members (item 1.16)	up	50.5%	to	* 97,001
* Consists of				
Profit before abnormal items and goodwill amortisation	up	52.9%	to	102,236
Goodwill amortisation				5,235
Profit before abnormal items	up	50.5%	to	97,001
(Loss)/profit on abnormal items				-
				97,001

# Consolidated profit and loss account

(The figures shown are not equity accounted)

	Current 9 Months \$A'000	Previous Corresponding 9 Months \$A'000
1.1 Sales (or equivalent operating) revenue	1,816,105	1,741,951
1.2 Other revenue	86,530	50,261
<b>1.3 Total Revenue</b>	<b>1,902,635</b>	<b>1,792,212</b>
<b>1.4 Operating profit (loss) before abnormal items and tax</b>	<b>150,835</b>	<b>104,052</b>
1.5 Abnormal items before tax	-	-
1.6 Operating profit (loss) before tax (items 1.4 + 1.5)	150,835	104,052
1.7 Less tax	53,576	38,841
1.8 Operating profit (loss) after tax but before outside equity interests	97,259	65,211
1.9 Less outside equity interests	258	759
<b>1.10 Operating profit(loss) after tax attributable to members</b>	<b>97,001</b>	<b>64,452</b>
1.11 Extraordinary items after tax	-	-
1.12 Less outside equity interests	-	-
1.13 Extraordinary items after tax attributable to members	-	-
<b>1.14 Total operating profit (loss) and extraordinary items after tax (items 1.8 + 1.11)</b>	<b>97,259</b>	<b>65,211</b>
1.15 Operating profit (loss) and extraordinary items after tax attributable to outside equity interests (items 1.9 + 1.12)	258	759
<b>1.16 Operating profit (loss) and extraordinary items after tax attributable to members (items 1.10 + 1.13)</b>	<b>97,001</b>	<b>64,452</b>
* Consists of:		
Profit before abnormal items and goodwill amortisation	102,236	66,846
Goodwill amortisation	5,235	2,394
Profit before abnormal items	97,001	64,452
(Loss)/profit on abnormal items	-	-
	<b>97,001</b>	<b>64,452</b>

## Earnings per security (EPS)

	Current 9 Months	Previous Corresponding 9 Months
Calculation of basic, and fully diluted, EPS in accordance with AASB 1027: Earnings per Share		
Basic and diluted		
(a) Before goodwill amortisation	44.0¢	30.0¢
(b) After goodwill amortisation	41.8¢	28.9¢

## Supplementary information - "cashflow 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 operating profit after tax and before abnormal items and dividing by the weighted average number of ordinary shares on issue during the year.

GROUP	
Current 9 Months	Previous Corresponding 9 Months
75.6¢	60.5¢

## Details of specific receipts/outlays, revenues/expenses

	Current 9 Months \$A'000	Previous Corresponding 9 Months \$A'000
Interest revenue included in determining item 1.4	8,245	11,612
Interest revenue included in item 1.2 but not yet received (if material)	-	-
Interest expense included in item 1.4 (include all forms of interest, lease finance charges, etc.)	20,889	25,830
Interest costs excluded from item 1.4 and capitalised in asset values (if material)	1,118	3,286
Outlays (except those arising from the acquisition of an existing business) capitalised in intangibles (if material)	-	-
Depreciation (excluding amortisation of intangibles)	73,395	68,275
Amortisation of intangibles	5,235	2,394

## Comments by directors

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

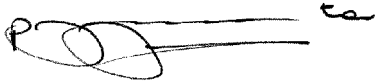
Refer to the press release dated 6 May 1997 accompanying this statement.

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 quantified. (if possible)

Nil

## Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Law.
- 2 This statement gives a true and fair view of the matters disclosed.
- 3 This statement is based on financial statements which have not been audited
- 4 The entity has a formally constituted audit committee.



Sign here: .....  
(Company Secretary)

Date: 6 May 1997

Print name: P J JOHNSTON