Wesfarmers Limited
ABN 28 008 984 049

NEWS

12 August 2003

Wesfarmers announces record profit

The directors of Wesfarmers Limited today announced a record net profit of $538.2 million for the year ended 30 June 2003. The result includes an after tax profit of $56.3 million from the sale of the Girrah coal deposit in Queensland. Excluding the Girrah profit, the net profit was $481.9 million which represents an increase of 16.4 per cent over the $413.9 million earned last year.

Operating revenue of $7.8 billion was five per cent higher than last year's $7.4 billion.

All key business units recorded increased revenues and earnings over last year's result with the exception of the rural services business which was negatively impacted by the drought.

The group's earnings per share (before goodwill amortisation) excluding the Girrah profit, was $1.51, nine per cent higher than last year's $1.38. Cash flow per share was $2.20 compared with $1.98 reported last year.

The group results for the 2002/03 year included profit after tax of $14.4 million (excluding Girrah) from the sale of non-current assets, compared with $9.9 million earned last year.

Final dividend

The directors have declared a fully-franked final dividend of 85 cents per share (last year 77 cents per share) which will be paid on 25 September 2003. This lifts the full-year dividend to $1.27 per share compared to last year's $1.11, an increase of 14.4 per cent.

Finance

Net operating cash flows for the year for the group's activities were $818.7 million compared to $683.7 million last year, an increase of 19.7 per cent due to higher profits and a strong focus on working capital management. Operating cash flow was more than adequate to finance the group's replacement and expansion expenditure of $218 million.

As a result of the group's strong cash flows, there was a significant decrease in the group's ratio of net debt to equity from 38.8 per cent last year to 23.7 per cent at 30 June 2003. Cash interest cover was 17.6 times and remains well above the group's minimum benchmark of four times.

The directors have decided to continue the suspension of the company's dividend investment plan while debt levels remain low. The plan is expected to be reinstated when gearing has risen to target levels.

During the year a buyback of up to five per cent of the shares of the company was instituted. At 30 June 2003 the company had repurchased 1.1 per cent (4,094,428 shares) under the buyback for $98,756,356 at an average price of $24.12.

Hardware

Operating revenue for the Bunnings hardware merchandising business increased to $3.5 billion for the year, 13 per cent higher than the previous year. Earnings before interest and tax (before goodwill amortisation) of $349 million were 17 per cent higher than in 2001/02.

The increased revenue compared to last year, was partially due to an extra one month's trading from the Howard Smith hardware business which was integrated from 1 August 2001, and higher revenue from the sale of properties of $99.5 million compared to $38.8 million in the previous year. Earnings before interest and tax (before goodwill amortisation) for the 11 month period to 30 June 2003 increased by 14 per cent over the comparative period. July cash sales increased significantly compared to the same month last year while trade sales were marginally down.

Total normalised store-on-store growth for the year was around nine per cent. Store-on-store growth for cash sales continued strongly at above 11 per cent despite more subdued trading conditions in Victoria. Trade sales were lower than last year's with performance adversely impacted by the closure of a large number of low volume, unprofitable accounts, closure of trade sites and increased competition in the key markets of Victoria and New South Wales.

Earnings for the second half of the year were negatively affected by a margin reduction associated with input pricing adjustments, inventory shrinkage and write-downs of discontinued product lines. It is not expected that these issues will impact 2003/04.

New store development continued during the year with the opening of seven new warehouse stores. In addition, the network rationalisation programme resulted in the closure of two warehouses and 19 traditional stores. At year end, there were 116 warehouse stores and 95 traditional stores operating across Australia and New Zealand.

Energy

Excluding the impact of Girrah, operating revenue of $1 billion from the group's energy businesses was above budget and four per cent above the $964 million recorded in 2001/02. Earnings before interest and tax (before goodwill amortisation and Girrah) of $259.8 million were 9.7 per cent higher than the $236.9 million earned last year due to strong growth in both gas and coal earnings.

Segment revenue and earnings declared in the full-year report include the proceeds and earnings from the sale of the Girrah coal deposit of $82.5 million and $80.5 million respectively.

Coal
Sales volumes from the Curragh coal mine in Queensland of 6.2 million tonnes were marginally above budget and in line with the volume achieved in 2001/02. Earnings for the year were ahead of budget and represented an increase of 27 per cent above last year's result due to increased export sales volumes and higher selling prices.

During the year, Wesfarmers won the right to develop the Curragh North (previously Pisces) deposit, a project that will effectively extend the life of the mine until 2025. As mentioned previously, the Girrah coal deposit, purchased as part of the acquisition of Curragh in 2000, was sold.

Premier Coal in Collie, Western Australia, achieved sales volumes of 3.3 million tonnes in 2002/03. In line with sales, earnings were higher than budget but lower than last year's reflecting the loss of a major contract, partially offset by higher deliveries to Western Power.

Wesfarmers holds a 40 per cent interest in the Bengalla coal mine in New South Wales. Despite sales volumes being higher than last year, earnings were below budget and last year's as a result of lower export prices.

Gas and power
Domestic liquefied petroleum gas (LPG) sales volumes were below budget and in line with last year's due to the impact of mild winter conditions in some regions and higher international LPG prices. Earnings were significantly above budget and last year's result due to improved margin management, continued cost control and supply optimisation.

Wesfarmers LPG achieved a record year with production being 9,000 tonnes higher than the previous year. Export volumes of 230,000 tonnes were below budget due to an unplanned plant shutdown in October 2002 but above last year's 225,000 tonnes. Earnings were above budget and higher than the previous year due to higher international LPG prices.

Earnings from the 40 per cent-owned Air Liquide W.A. were above budget and last year's result. During the year Air Liquide W.A. secured a contract to supply oxygen and nitrogen to a new pig iron plant in Kwinana, Western Australia, commencing in late 2004. Construction of a new $45 million plant is underway to meet the requirements of this contract.

The performance of StateWest Power was below expectations for the year due mainly to the delay in the commencement of the Mid-West project, which will provide power to six Western Australian country centres over the next 10 years. In March 2003, StateWest Power satisfied all contractual conditions with Western Power to allow this project to proceed.

Industrial and safety

Operating revenue of $1.11 billion was five per cent above the $1.05 billion recorded last year. Earnings before interest and tax (before goodwill amortisation) of $117.2 million were 38 per cent above those for the previous period and in line with expectations.

On a normalised full-year basis and excluding the results of the metals business, which was sold in August 2002, operating revenue increased by 2.4 per cent to $1.1 billion and earnings before interest and tax (before goodwill amortisation) increased by 29 per cent to $116.3 million.

The earnings growth was driven principally by sales increases and cost savings resulting from logistics improvements and from the successful integration of the Atkins Carlyle, Protector and Alsafe businesses into the industrial and safety division.

The Australian Blackwoods's business returned a solid result despite generally flat sales. The Australian safety business, Protector Alsafe, realised substantial expense reductions through the completion of the merger of the two previously separate businesses.

The New Zealand operations achieved strong growth, benefiting from a robust domestic economy and a strong New Zealand dollar. Integration of the recently acquired Paykel business into the existing New Zealand businesses is underway.

Rural services and insurance

Operating revenue from the group's rural services and insurance businesses, Wesfarmers Landmark and Wesfarmers Federation Insurance, was $1.5 billion compared to the $1.6 billion recorded last year. Earnings before interest and tax (before goodwill amortisation) of $76.3 million compared with last year's $89.2 million.

The results were creditable in the face of the worst drought experienced by rural Australia in the last 100 years and the fact that a $9.7 million superannuation contribution, not made in the previous year due to a contribution holiday, was paid by this division.

Merchandise revenue was the most adversely impacted segment of the rural services business, with sales down by 13 per cent on last year's result partially offset by the achievement of higher margins. Fertiliser sales were higher than those recorded last year. Wool revenue was below last year's as a result of the lowest wool production for 50 years. Lower cattle prices and the fall in the sheep flock negatively impacted the livestock result, but higher cattle throughput and strong sheep and lamb prices were positive factors. Insurance and finance gross profit results were above last year's, with real estate results only marginally below last year's record.

The severe drought has yet to break in parts of Australia, particularly New South Wales, although late autumn and winter rains in Western Australia and southern cropping areas in the Eastern States have improved the outlook for the cropping season. Livestock prices are expected to remain strong due to the lower sheep and cattle numbers but low water levels in catchments are likely to have a negative impact on activities dependent on irrigation, particularly cotton.

Wesfarmers Federation Insurance achieved a record result, with premium income eight per cent higher than in 2001/02. Strong expense management and fewer than expected claims also contributed to the excellent performance.

Chemicals and fertilisers

Operating revenue of $474 million was recorded by CSBP's chemicals and fertilisers business segment, representing a slight increase over 2001/02 with higher sales in both chemicals and fertilisers activities. Earnings contribution (before goodwill amortisation) of $78.9 million was seven per cent above last year's $73.5 million.

Chemicals
The company's chemicals activities performed well, despite some short term weakness in ammonia demand from contracted customers and a slower than expected ramp up in solid sodium cyanide production. Sales volumes and revenues were in line with last year. Ammonia production was strong, exceeding local demand which led to the first export of 7,100 tonnes of ammonia from the Kwinana production facility in May 2003.

The capacity of the nitric acid plant component of the Kwinana ammonium nitrate production facility was expanded by 10 per cent during a planned shutdown in October 2002. To meet future demand, planning for a capacity expansion of the Kwinana ammonia plant is well advanced with work to take place during a major shutdown scheduled for mid-2004.

Operations at the Queensland ammonium nitrate joint venture improved over last year and were in line with expectations.

Fertilisers

A stronger market focus lifted sales within Western Australia by four per cent over last year despite difficult conditions. Total fertiliser sales of 988,000 tonnes were five per cent lower than last year's total which included 88,000 tonnes sold to producers in other States at wholesale prices.

Gains achieved through supply chain and cost base efficiencies resulted in a slight increase in CSBP's fertiliser earnings over last year. There was continued strong growth in the demand for liquid fertilisers and with further growth anticipated, storage facilities were expanded and a liquid fertiliser production facility was established in Esperance.

Other operations

Revenues from the 50 per cent-owned Australian Railroad Group were below expectations due to reduced grain volumes in Western Australia and South Australia arising from the severe drought conditions. Earnings recorded for the year were below budget due to reduced revenue, restructuring costs and a high level of derailment incidents, offset to some extent by a favourable taxation ruling in relation to purchased assets at the date of the initial acquisition. This had a positive impact of $5.9 million in 2003 and will provide an ongoing benefit of around $3 million per annum to the Wesfarmers group.

Operating revenue for the forest products business, Sotico, remained above budget for the full-year but below that recorded last year due to divestments and the voluntary reduction of log intake. Earnings for the year were above last year's result due to hardwood timber stock reductions and the strong performance of the pine sawn timber business, Wespine Industries, in which Wesfarmers has a 50 per cent interest. Steady progress continues to be made in the orderly rationalisation of the forest products business.

The company's investment in the Gresham Private Equity Fund appreciated in value but this will not be reflected in the group accounts until investments in the fund are realised. It is expected that more substantial gains will begin to be recorded from the 2003/04 year.

Outlook

The overall operating environment for the group's businesses remains favourable.

The outlook for the hardware merchandising business in 2003/04 is for continued solid retail sales growth but subdued trade sales performance. New warehouse development is forecast to continue at between eight to twelve stores with eight new warehouse stores expected to be opened prior to the end of the calendar year. The first new Bunnings warehouse store in New Zealand is under construction and is due to open later this year.

The outlook for the coal businesses will be impacted by the combination of a stronger Australian dollar, lower export coal prices and a planned dragline shutdown at Curragh at a cost of $14 million, offset to some extent by the group's currency hedging policy. Earnings from the gas businesses will be dependent on the level of international prices and may be impacted by demand uncertainty as a result of proposed changes to excise regulations.

The outlook for the industrial and safety businesses in Australia is generally positive with the easing of the drought and continued spending in the mining and transport infrastructure segments. New Zealand's economic outlook remains steady and the acquisition of the Paykel business is expected to contribute to growth in revenue and earnings.

With improved seasonal conditions, the outlook for Wesfarmers Landmark is for a better profit result but the lag effect of lower livestock numbers from the drought will moderate the improvement.

The outlook remains positive for the insurance operations. During the year the proposed acquisition of the Australian and New Zealand insurance and associated businesses of Edward Lumley Holdings was announced. Upon finalisation of the purchase, expected later this month, Lumley and Wesfarmers Federation Insurance will form a newly created Wesfarmers insurance division.

Further improvements in the earnings of CSBP are forecast, subject to reasonable seasonal conditions in Western Australia and continued strong demand for chemicals from the mining sector.

Performance of the Australian Railroad Group is expected to continue to improve due to a return to normal grain tonnage haulage and better operating performance.

In forest products, Sotico will continue to wind down its operations but the 50 per cent interest in Wespine may be retained for some time.

Continued strong cash flow from the group's operations is expected for the 2003/04 year and further initiatives to increase the group's gearing to within target levels will be considered.

Given the strong diverse business operations of the group and the foreshadowed inclusion of the Lumley insurance business and despite a projected fall in earnings from the Energy division, the directors expect the group to continue to record profit growth from business operations in the 2003/04 financial year.

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WESFARMERS LIMITED PRELIMINARY FINAL REPORT

ABN 28 008 984 049

APPENDIX 4E

Financial year ended 30 JUNE 2003

Results for announcement to the market

				$000
Revenues from ordinary activities	up	5.0%	to	7,753,374
Profit from ordinary activities after tax attributable to members	up	30.0%	to	538,208
Net profit for the period attributable to members	up	30.0%	to	538,208*

Dividends	Amount per security	Franked amount per security
Final dividend	85 cents	85 cents
Previous corresponding period	77 cents	77 cents

Record date for determining entitlements to the dividend: 5 September 2003

* (a) Consists of:

Net profit before goodwill amortisation	up	26.5%	to	623,942
Goodwill amortisation				(85,734)
Net profit after goodwill amortisation	up	30.0%	to	538,208

(b) Includes net profit on sale of Girrah coal deposit. 56,351

Statement of Financial Performance

FOR THE YEAR ENDED 30 JUNE 2003

	Notes	**2003 $000**	2002 $000
Revenues from ordinary activities	1	7,753,374	7,385,656
Expenses from ordinary activities	2	(6,920,915)	(6,719,933)
Borrowing expenses	2	(80,197)	(94,084)
Share of net profits of associates	3	36,382	35,662
Profit from ordinary activities before income tax expense		788,644	607,301
Income tax expense relating to ordinary activities		250,726	193,115
Profit from ordinary activities after income tax expense		537,918	414,186
Net (loss)/profit attributable to outside equity interests		(290)	263
Net profit attributable to members of the parent entity		538,208	413,923
Adjustment on adoption of revised accounting standard AASB1028 "Employee Benefits"		(9,810)	-
Net increase in asset revaluation reserve		2,676	-
Net exchange difference on translation of financial report of foreign controlled entities		(1,542)	(56)
Total revenue and expenses attributable to members and recognised directly in equity		(8,676)	(56)
Total changes in equity other than those resulting from transactions with owners as owners		529,532	413,867

Net profit attributable to members of the parent entity		
(a) Consists of:		
Net profit before goodwill amortisation	623,942	493,263
Goodwill amortisation	(85,734)	(79,340)
Net profit after goodwill amortisation	538,208	413,923
(b) Includes a significant item – net profit on sale of Girrah coal deposit	56,351	-

Basic and diluted earnings per share (cents per share)		
- before goodwill amortisation	165.7	138.2
- before goodwill amortisation and net profit on sale of Girrah Coal deposit	150.7	138.2
- after goodwill amortisation	142.9	116.0
Franked dividends per share (cents per share)	127.0	111.0
The weighted average number of outstanding shares during the period used in the calculation of basic and diluted EPS	376,609,955	356,831,323

Notes to and forming part of the Statement of Financial Performance

		2003 $000	2002 $000
1	REVENUE FROM ORDINARY ACTIVITIES		
	Revenue from the sale of goods	6,959,161	6,677,365
	Revenue from services	466,675	515,172
	Proceeds on sale of non-current assets	255,634	105,732
	Dividends – other corporations	2,329	3,147
	Interest received	9,048	13,791
	Rent received	7,018	5,913
	Other income	53,509	64,536
	Total revenue from ordinary activities	7,753,374	7,385,656
2	EXPENSES AND OTHER GAINS/LOSSES		
	Expenses		
	Cost of goods sold	4,977,752	4,871,541
	Distribution expenses	143,004	131,159
	Sales and marketing expenses	1,167,637	1,075,261
	Direct selling expenses	198,220	233,763
	Administration expenses	267,609	287,503
	Other expenses	166,693	120,706
	Total expenses from ordinary activities	6,920,915	6,719,933
	Borrowing expenses		
	Interest paid	74,314	90,979
	Other borrowing costs	5,883	3,105
		80,197	94,084
	Depreciation and amortisation		
	Depreciation - Buildings	10,845	12,717
	- Plant and equipment	181,760	186,058
	Amortisation - Leasehold improvements	3,694	3,796
	- Mineral exploration and development costs	9,941	10,322
	- Goodwill	85,734	79,340
		291,974	292,233
	Write down of property, plant and equipment	2,845	-
	Gains		
	Profit on sale of property, plant and equipment other than Girrah Coal Deposit	14,439	11,522
	Profit on sale of Girrah Coal Deposit	80,505	-
	Profit on sale of listed investments	6,136	2,560
3	DETAILS OF AGGREGATE SHARE OF PROFITS OF ASSOCIATES AND JOINT VENTURE ENTITIES		
	Profit from ordinary activities before tax	38,615	46,935
	Income tax on ordinary activities	2,233	11,273
	Share of net profit of associates and joint venture entities	**36,382**	**35,662**

Individual associate and joint venture entities are not considered material.

Statement of Financial Position

AT 30 JUNE 2003

	Note	**2003 $000**	2002 $000
Current assets			
Cash assets		170,247	171,937
Receivables		915,166	971,284
Inventories		1,345,626	1,310,832
Total current assets		2,431,039	2,454,053
Non-current assets			
Receivables		313,512	255,264
Investments accounted for using the equity method		375,220	342,070
Other financial assets		6,373	30,203
Property, plant and equipment		1,688,641	1,819,127
Deferred tax assets		82,183	110,711
Intangible assets		1,519,898	1,601,291
Other		1,236	2
Total non-current assets		3,987,063	4,158,668
Total assets		6,418,102	6,612,721
Current liabilities			
Interest bearing liabilities		384,288	582,740
Payables		852,968	902,244
Current tax liabilities		117,568	45,028
Provisions		175,681	332,809
Other		181,020	159,536
Total current liabilities		1,711,525	2,022,357
Non-current liabilities			
Interest bearing liabilities		671,826	906,457
Payables		6,795	6,488
Deferred tax liabilities		107,570	94,631
Provisions		111,806	135,561
Other		43,503	37,150
Total non-current liabilities		941,500	1,180,287
Total liabilities		2,653,025	3,202,644
Net assets		3,765,077	3,410,077
Shareholders’ equity			
Contributed equity		3,159,466	3,027,008
Reserves		39,644	182,059
Retained earnings	4	559,370	190,619
Shareholders’ equity attributable to members of Wesfarmers Limited		3,758,480	3,399,686
Outside equity interests in controlled entities		6,597	10,391
Total shareholders’ equity		3,765,077	3,410,077

Notes to and forming part of the Statement of Financial Position

	2003 $000	2002 $000
4 **Retained Earnings**		
Movement in retained earnings:		
Balance at beginning of the year	190,619	236,534
Adjustment on adoption of AASB 1028 "Employee Benefits"	(9,810)	-
Net profit attributable to members of Wesfarmers Limited	538,208	413,923
Transfer from asset revaluation reserve	672	128
Transfer to foreign currency translation reserve	(454)	-
Total available for appropriation	719,235	650,585
Dividends paid (previous year paid or payable)	(159,865)	(459,966)
	559,370	190,619

Ratios

Net Tangible Asset Backing		
Net tangible asset backing per ordinary security	$5.95	$4.83
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 net profit after tax and dividing by the weighted average number of ordinary shares on issue during the year	$2.20	$1.98

Dividends

Date the dividend is payable	25 September 2003
Record date to determine entitlements to the dividend (ie, on the basis of proper instruments of transfer 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)	5 September 2003

Amount per security		Amount per security	Franked amount per security at 30% tax	Amount per security of foreign source dividend
Final dividend:	Current year	85 cents	85 cents	Nil
	Previous year	77 cents	77 cents	Nil
Interim dividend:	Current year	42 cents	42 cents	Nil
	Previous year	34 cents	34 cents	Nil

Total dividend per security (interim *plus* final)	**2003**	**2002**
Ordinary securities	127 cents	111 cents

Final dividend on all securities	**$000**	**$000**
Ordinary securities	320,056	286,664

Dividend Investment Plan
The Company’s dividend investment plan has been temporarily suspended.

Statement of Cash Flows

FOR THE YEAR ENDED 30 JUNE 2003

	2003 $000	2002 $000
Cash flows from operating activities:		
Receipts from customers	8,360,603	7,941,660
Payments to suppliers and employees	(7,365,855)	(7,052,143)
Dividends received from associates	31,509	22,078
Dividends received - other	2,430	3,147
Interest received	9,909	15,733
Borrowing costs	(77,014)	(97,931)
Income tax paid	(142,878)	(148,830)
Net cash provided by operating activities	818,704	683,714
Cash flows from investing activities:		
Acquisition of property, plant and equipment	(218,311)	(230,429)
Acquisition of investments	(27,516)	(8,444)
Acquisition of entities	-	(539,667)
Proceeds from sale of non-current assets	255,634	95,939
Other items	(9,986)	(192)
Net cash used in investing activities	(179)	(682,793)
Cash flows from financing activities:		
Proceeds from issue of shares	-	25,150
(Repayments)/proceeds from borrowings	(432,558)	247,466
Repayment of employee share plan loans	37,186	52,265
Repayment of securitised receivable facility	-	(100,000)
Share buybacks	(91,489)	-
Dividends paid to ordinary shareholders	(333,354)	(164,618)
Net cash (used in) provided by financing activities	(820,215)	60,263
Net (decrease)/increase in cash held	(1,690)	61,184
Cash at the beginning of the financial year	171,937	110,753
Cash at the end of the financial year	170,247	171,937

Notes to and forming part of the Statement of Cash Flow

	2003 $000	2002 $000
Non-cash financing and investing activities:		
Share capital issued during the year:		
Dividend investment plan	95,279	166,023
Employee share plan	135,939	155,020
Acquisition of Howard Smith Limited	-	1,446,303
	231,218	1,767,346
Dividends:		
Employee share plan repayments	17,902	11,708
Reconciliation of net cash provided by operating activities to operating profit after income tax:		
Operating profit after income tax	537,918	414,186
Depreciation and amortisation	291,974	292,233
Provisions charged against profits	47,324	53,304
Profit on sale of non-current assets	(101,080)	(14,082)
Share of associated companies profit after tax	(36,382)	(35,662)
Dividends received from associated companies	28,664	23,618
Write down of non-current assets	2,856	3,710
Other items	13,364	4,570
Changes in assets and liabilities net of effects of acquisitions of entities and businesses:		
(Increase) decrease in accounts receivable	(16,629)	115,597
Increase in inventories	(34,794)	(46,043)
(Decrease) increase in accounts payable	31,885	(111,210)
Increase in insurance provisions	27,837	15,005
Provisions applied	(82,081)	(67,374)
Increase in deferred taxes payable	39,296	38,491
Increase (decrease) in income tax payable	68,552	(2,629)
Net cash provided by operating activities	818,704	683,714

Reconciliation of cash:
For the purposes of the statement of cash flows, cash includes cash on hand and in banks and investments in money market instruments, net of outstanding bank overdrafts. Cash at the end of the financial year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

	2003 $000	2002 $000
Cash on hand	6,207	6,375
Cash on deposit and at bank	164,040	165,562
	170,247	171,937

Issued and quoted securities at end of current period

Category of securities	Total number	Number quoted	Issue price per security (cents)	Amount paid up per security (cents)
Preference securities	Nil			
Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks, redemptions	 Nil Nil			
Ordinary securities	376,536,134			
Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks	 8,339,552 4,094,428			
Convertible debt securities	Nil			
Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted	 Nil Nil			
Options	Nil		*Exercise price*	*Expiry date (if any)*
Issued during current period	Nil			
Exercised during current period	Nil			
Expired during current period	Nil			

Debentures Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted	Nil Nil Nil	
Unsecured notes Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted	Nil Nil Nil	

Segment Reporting

The segment reporting details are set out in **Attachment 1**.

Commentary on the results for the period.

The Commentary on the results for the period is contained in the press release dated 12 August 2003 accompanying this statement.

Subsequent Events

(a) A dividend of 85 cents per share resulting in a dividend payment of $320,055,714 was declared on 12 August 2003.

(b) On 30 June 2003 Wesfarmers Limited entered into an agreement with the shareholders of Edward Lumley Holdings Limited (ELH), owner of the Lumley Insurance Group to purchase all of the shares in ELH.
The acquisition price for the shares is expected to be approximately $320 million.
The transaction remains subject to approval by the Australian Prudential Regulatory Authority and implementation of changes to the corporate structure of ELH to facilitate Australian ownership.

Annual meeting

The annual meeting will be held as follows:

Place	Burswood Convention Centre
Date	Monday, 3 November 2003
Time	2:00pm
Approximate date the annual report will be available	Thursday, 2 October 2003

Audit

This report is based on accounts which are in the process of being audited.

SEGMENT REPORTING DETAILS **Attachment 1**
FOR THE FULL YEAR ENDED 30 JUNE 2003
WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

	HARDWARE		ENERGY		INDUSTRIAL AND SAFETY DISTRIBUTION		RURAL SERVICES AND INSURANCE		CHEMICALS AND FERTILISERS		OTHER		CONSOLIDATED	
	2003	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002
	$000	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000
Operating revenue	3,474,538	3,066,261	1,083,834	963,536	1,112,023	1,055,353	1,504,003	1,645,813	473,562	463,923	114,269	198,261	7,762,229	7,393,147
Consolidation adjustment													(8,855)	(7,491)
Total operating revenue													7,753,374	7,385,656
Earnings														
Earnings before interest paid, tax, goodwill amortisation, and corporate overheads	349,031	297,057	340,320	236,935	117,198	84,790	76,330	89,182	78,881	73,514	46,435	49,212	1,008,195	830,690
Goodwill amortisation	(50,074)	(46,535)	(685)	(429)	(25,258)	(23,046)	(9,455)	(9,068)	(262)	(262)	-	-	(85,734)	(79,340)
Earnings before interest paid, tax and corporate overheads	298,957	250,522	339,635	236,506	91,940	61,744	66,875	80,114	78,619	73,252	46,435	49,212	922,461	751,350
Consolidation adjustment													(8,704)	(7,369)
Interest paid and corporate overheads													(125,113)	(136,680)
Operating profit before income tax													788,644	607,301
Income tax expense													250,726	193,115
Net profit before outside equity interest													537,918	414,186
Share of net profit or loss of associates included in earnings before interest paid, tax and corporate overheads	7,253	5,274	3,768	3,518	-	-	765	(1,436)	-	(647)	24,596	28,953	36,382	35,662
Depreciation and amortisation (excluding goodwill amortisation)	52,484	58,538	79,361	81,913	10,743	8,640	20,166	16,338	37,789	38,432	5,697	9,032	206,240	212,893
Non-cash expenses other than depreciation	5,399	16,662	14,811	18,380	10,822	14,651	5,147	8,327	888	3,273	18,951	18,992	56,018	80,285

	HARDWARE		ENERGY		INDUSTRIAL AND SAFETY DISTRIBUTION		RURAL SERVICES AND INSURANCE		CHEMICALS AND FERTILISERS		OTHER		CONSOLIDATED	
	2003	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002	**2003**	2002
	$000	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000	**$000**	$000
Assets and liabilities														
Segment assets	2,303,334	2,421,180	1,009,122	1,080,577	919,137	966,685	1,005,704	978,963	541,333	511,790	727,574	712,131	6,506,204	6,671,326
Tax assets													82,183	110,711
Consolidation adjustment													(170,285)	(169,316)
Consolidated assets													6,418,102	6,612,721
Segment liabilities	301,837	348,429	249,302	252,008	131,670	158,261	561,815	538,763	71,846	59,262	55,303	73,733	1,371,773	1,430,456
Tax liabilities													225,138	139,659
Provision for dividend													-	143,332
Interest bearing liabilities													1,056,114	1,489,197
Consolidated liabilities													2,653,025	3,202,644
Investments accounted for using the equity method	64,451	53,601	16,460	19,499	-	-	10,297	17,427	6,812	6,812	247,986	215,826	346,006	313,165
Acquisition of non-current assets	84,453	1,246,731	57,792	77,571	25,373	594,517	36,248	26,345	19,198	23,865	36,654	8,807	259,718	1,977,836