Investment Conference
Philosophy, Performance and Direction

Citigroup, London – 9 & 10 March

Goldman Sachs JBWere, New York – 12 & 13 March

JPMorgan, Singapore and Hong Kong – 16 & 17 March

March 2009

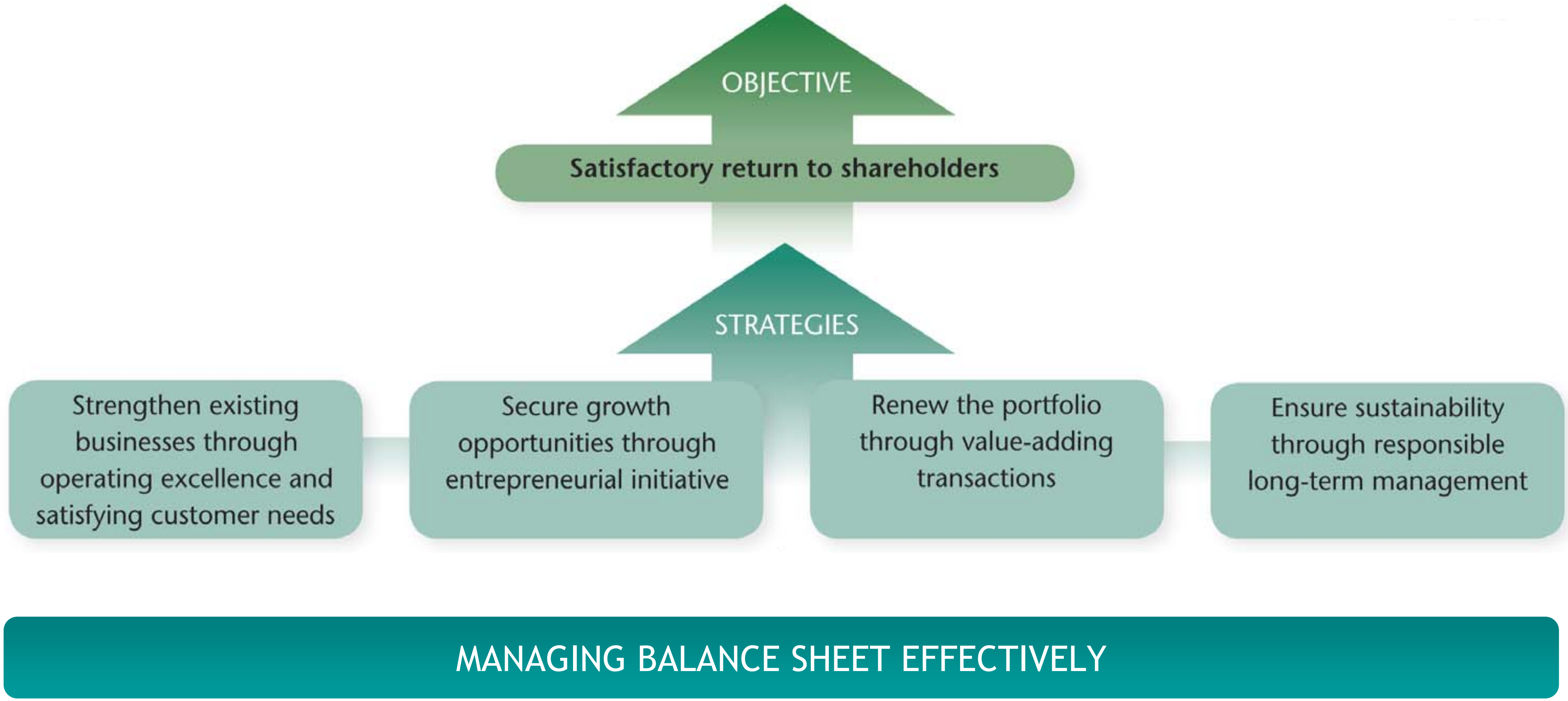
Discussion Pack

Index

Philosophy, Performance and Direction

Wesfarmers

Long-term, consistent strategies



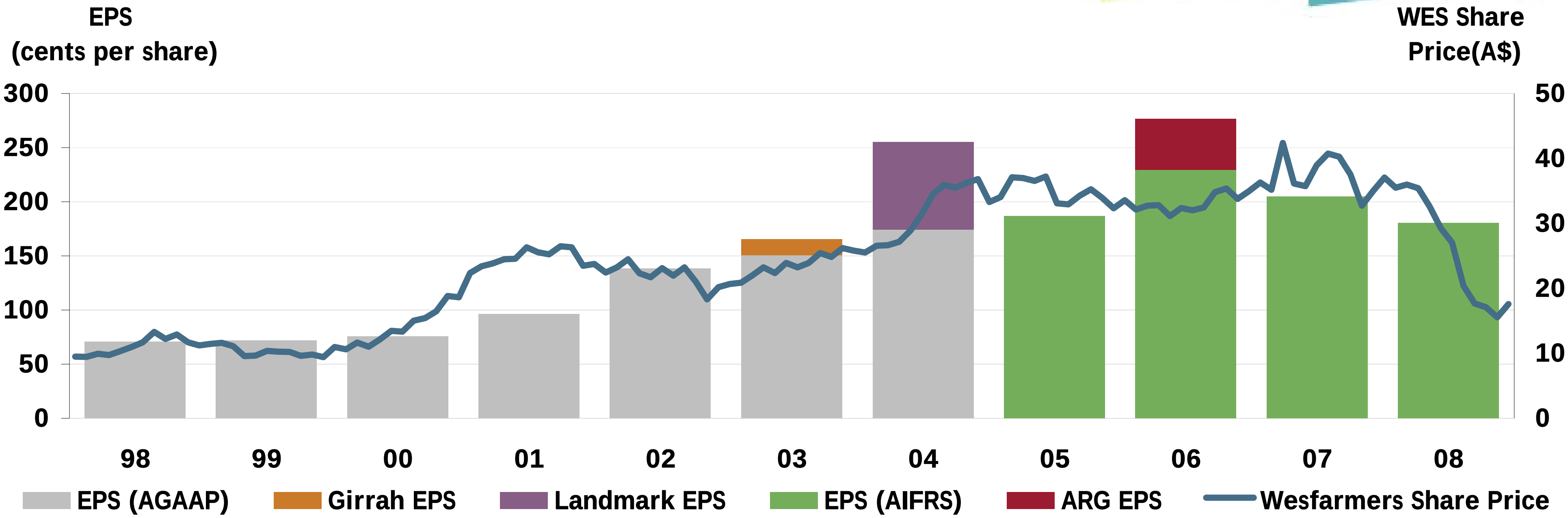
Key Attributes

	Growth Opportunities	Quality Assets	Earnings Improvement
Home Improvement & Office Supplies	• Continued store roll-out; Range expansion; Officeworks turnaround	• National store networks; Leading in sectors	• Bunnings 1H09 cash sales comp of 7.7%; EBIT up 14% • Officeworks 1H09 retail store sales up 3.9%
Coles	• Network investment; Performance turnaround	• National store networks; Strong brands; Strong management team	• 5 year turnaround; 2Q09 comp sales of 3.8%
Target	• Merchandising; Store roll-out programme	• 283 store network; Strong brand	• 1H09 sales comp of 4.0%; Continuation of strong performance
Kmart	• Performance turnaround; Network investment	• Aust. and NZ store network; Strong brand	• Upside potential

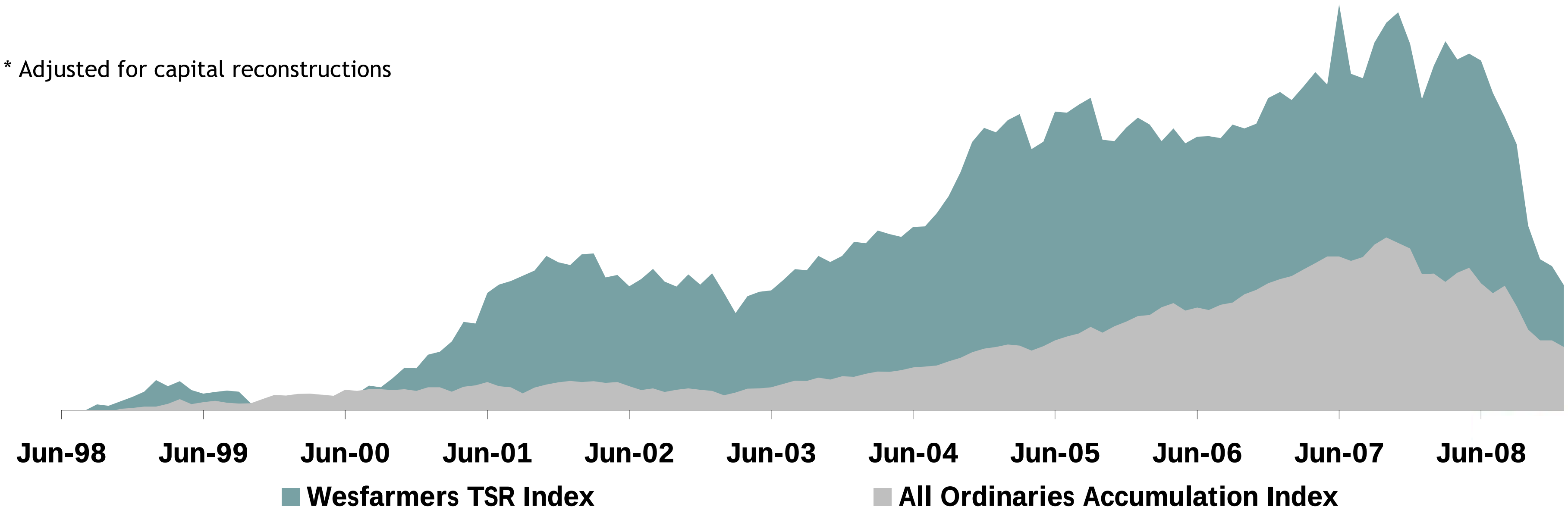
Key Attributes

	Growth Opportunities	Quality Assets	Earnings Improvement
Resources	• Long term demand; Curragh & Bengalla feasibility studies	• Sizeable production capacity; Consistent quality, low costs	• Maintaining lowest quartile cash cost production of export coal
Insurance	• Broker consolidation; Extension into related areas	• Diverse mix of businesses; 200,000 direct customer relationships	• Turnaround of Lumley NZ; Rate increases
Industrial & Safety	• Targeted sales to existing customers & new customer segments & sectors	• #1 or #2 in most markets; Blackwoods extensive branch network	• Margin & expense control; Sourcing, pricing and contract management
Chemicals & Fertilisers	• AN and Sodium Cyanide expansions; New market expansion e.g. AVC	• Sole WA producer of AN; 65% WA fertiliser market, unmatched infrastructure	• Improved AN contribution; Working capital & expense management
Energy	• East coast LNG opportunities; alternative fuels and renewables	• LPG vertical integration; Industrial gas, LNG and power production facilities	• LNG full year contribution in FY10; Industrial gases sales growth

A History of Strong Returns

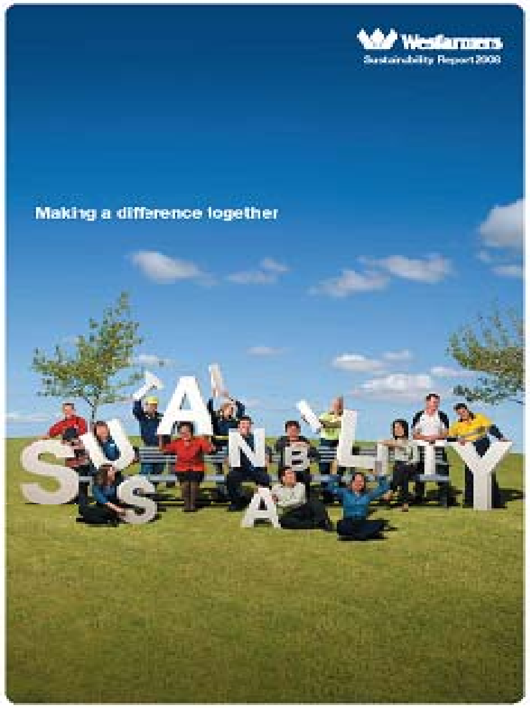


* Adjusted for capital reconstructions



Sustainability

Sustainability



Financial performance

- All our actions are directed towards satisfying our corporate objective of providing a satisfactory return to shareholders. To be sustainable, Wesfarmers must continue to achieve high standards of financial performance thereby allowing us to make the most meaningful contribution possible to the community through wealth generation and employment creation

Safe and rewarding workplaces

- Attraction and retention of skilled and committed employees is one of our key priorities. We have an obligation to provide safe workplaces, to treat our people with decency and respect and provide them with opportunities for interesting and rewarding career paths. Each business unit is set a target of reducing its lost time injury frequency rate by 50 per cent a year on the path to zero. Remuneration of some senior staff is linked to achievement of safety targets

Good value products and services

- Central to our business success is to maintain a reputation for quality and value across the range of our diversified suite of operations. We seek to apply the same principles and standards to delivering export coal as we would to dealing with clients in the insurance businesses and catering to the needs of our now much-expanded retail customer base.

Respect for customers and suppliers

- Retention of high levels of satisfaction in both these groups is essential if we are to continue to succeed. Extensive customer feedback systems are maintained in the retail operations.

Sustainability

Environmental responsibility

- Our diverse range of businesses expose us to a number of challenging or potentially challenging environmental issues, including waste disposal, contamination and greenhouse gas emissions. We set legal compliance as a minimum and seek to exceed that wherever possible.

Ethical dealings

- Respect for the letter and the spirit of the law is paramount. There are codes of ethics and conduct in place at both Group and business unit level, as well as for the Board of Directors. Every year hundreds of our employees participate in detailed seminars covering obligations under the Trade Practices Act in Australia and consumer protection legislation in New Zealand.

Wesfarmers is a member of the Dow Jones Sustainability World Indexes for 2008, rating it in the top 10 per cent of companies assessed worldwide against economic, environmental and social criteria.

Community contribution

- We believe the company benefits from having a reputation as a good corporate citizen. We have a significant community partnership programme to support community-focused organisations and activities to which the Board contributes up to 0.25 per cent of before tax profits each year. The company focus is for partnerships in health and medical research, indigenous programmes and education. In addition, in 2007/2008 Bunnings contributed over $12.5 million in fundraising activities and Coles some $8 million. All other divisions have community contribution programmes related to their specific stakeholders.

Sustainability

Sustainability reporting

- Voluntarily publicly reporting on sustainability issues since 1998/99. The stand-alone Sustainability Report is published to coincide with the company's Annual General Meeting. The 2008 report runs to more than 130 pages of very detailed information on our environmental, health and safety and community engagement performance and was independently verified using the AA1000 Assurance Standard. The report can be accessed on-line at www.wesfarmers.com.au.

Climate change

- Greenhouse gas emissions from wholly-owned business units or those where we have management responsibility are disclosed in the Sustainability Report. Four of our operating businesses – CSBP, the Curragh and Premier coal mines and Energy Generation -were members of Greenhouse Challenge Plus, the Australian government's voluntary emissions reduction programme which is now being phased out in favour of new Government policy directions.
- In 2006 , 2007 and 2008 we took part in the extension to Australia and New Zealand of the Carbon Disclosure Project which sought responses from major companies to their approach to climate change-related risks and opportunities. Our 2008 report can be accessed at www.cdproject.net .
- Our coal operations are contributors to the Coal21 Fund established by the Australian coal industry to demonstrate promising technologies to reduce greenhouse emissions from coal-fired power stations. The Fund is expected to raise up to $1 billion over 10 years with Wesfarmers contributing about $30 million.
- We support the development of a national carbon emissions trading scheme with strong global links. Any such local scheme needs to involve both the Commonwealth and state governments and contain protections for trade-exposed companies competing in markets which have not adopted such measures. The Australian Government plans for a trading scheme to be operating from July 2010 and we are preparing for that.

Energy efficiency

- We are registered under the Australian government's Energy Efficiency Operations (EEO) programme which requires companies using more than 0.5 petajoules in any year to conduct assessments and report on implementation of measures designed to increase energy efficiency. We believe there are financial as well as environmental benefits to be obtained from adopting a positive approach to this legislative requirement. Our first Public Report under this legislation has been submitted and is available at www.wesfarmers.com.au

Group Overview

Wesfarmers

Financial Summary

		FY07	FY08	1H09	% Change pcp	
Operating Results						
Revenue	*A$m*	9,754	33,584	26,363	*168.8*	↑
EBITDA	*A$m*	1,650	2,897	2,236	*76.6*	↑
Earnings before interest and tax	*A$m*	1,305	2,243	1,759	*68.2*	↑
Net profit after tax	*A$m*	786	1,069	879	*46.3*	↑
Financial Position						
Total assets	*A$m*	12,076	37,249	38,786	*4.5*	↑
Net borrowings	*A$m*	5,032	9,276	9,312	*19.7*	↓
Shareholders' equity	*A$m*	3,503	19,604	19,049	*15.1*	↓
Capital expenditure on PPE (cash basis)	*A$m*	680	1,241	687	*16.6*	↑
Depreciation and amortisation^	*A$m*	345	654	477	*116.8*	↑
Financial Performance						
Basic earnings per share #	*cents*	160.7	180.6	106.4	*16.4*	↓
Dividends per share	*cents*	225**	200	50	*23.1*	↓
Operating Cash flow per share	*A$*	3.41	2.47	2.20	*20.1*	↓
Return on average shareholders' equity	*%*	25.1	8.5	7.4	*11pt*	↓
Gearing (net debt to equity)	*%*	143.6	47.4	48.9	*21.2pt*	↓
Net interest cover (cash basis)	*times*	8.7	4.9	5.2	*4.0*	↑

^ including Stanwell amortisation (1H09 A$55m, FY08 A$58m and FY07 A$120m)

adjusted for rights issue in accordance with AIFRS

** includes A$0.25cps relating to franking credits from sale of ARG

Divisional Summary – 1H09

	Activities	1H09 Revenue (A$m)	1H09 EBIT^ (A$m)
Home Improvement & Office Supplies	Australia and New Zealand's leading supplier of home improvement and outdoor living products, office products, and a major supplier of building materials.	3,611	395
Coles	The division comprises one of Australia's largest supermarket businesses, liquor retailing outlets, fuel and convenience outlets and an online pharmacy business.	14,626	431
Target	Australian department store offering on-trend, fashionable apparel and soft homewares.	2,094	215
Kmart	Australian and New Zealand discount department store retailer offering a wide range of low cost merchandise ranging from apparel to hardware and leisure goods.	2,249	75

^ before corporate overheads

Divisional Summary (cont.)

	Activities	1H09 Revenue (A$m)	1H09 EBIT^ (A$m)
Resources	Mining of metallurgical and steaming coal to domestic and export markets	1,427	686
Insurance	Provider of underwriting, broking, premium funding, software development and financial services activites in Australia, New Zealand and the UK.	864	67
Industrial & Safety	Australia and New Zealand's market leaders in the supply of maintenance, repair and operating products and safety products.	687	68
Chemicals & Fertilisers*	Manufacture and marketing of industrial chemicals and fertilisers used in the mining, mineral processing, industrial and agricultural sectors.	458	4
Energy*	Production, marketing and distribution of LPG AND lng; manufacture and marketing of industrial gases; and power generation	322	30
Other Businesses#	50% interest in Gresham Partners; Gresham Private Equity investments; 50% interest in Wespine; and 23% interest in BWPT	25	10

^ before corporate overheads

* results were affected by Varanus Island gas disruption during the period

excludes $148m of provisions and writedowns

2009 Half Year Results

Wesfarmers

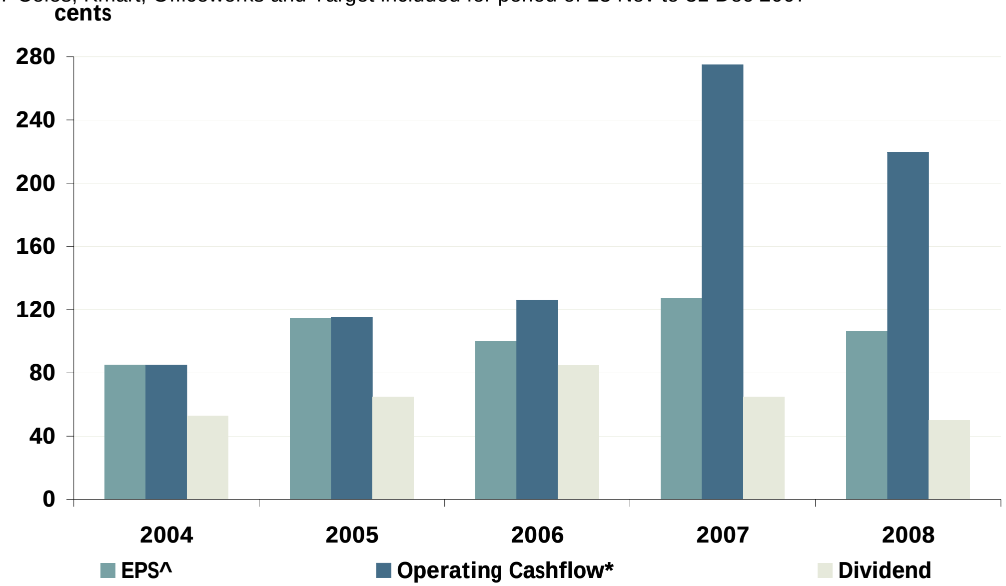
2009 Half Year Results Performance Highlights

Group Performance Highlights

- Significant increases in revenue and earnings
  - Inclusion of full period of Coles, Target, Kmart and Officeworks
- Operating revenue of $26.4 billion
- Group profit after tax of $879 million, up 46.3%
  - After inclusion of $125 million of writedowns and provisions
- Operating cash flow of $1.8 billion, up 42.6%
- Earnings per share of 106.4 cents, down 16.4%
  - reflecting increased shares on issue
- Interim dividend of 50 cents per share (fully franked)

Half Year ended 31 December ($m)	2008	2007*	↕ %
Operating revenue	**26,363**	9,808	*168.8*
EBITDA	**2,236**	1,266	*76.6*
EBIT	**1,759**	1,046	*68.2*
Net profit after tax	**879**	601	*46.3*
Operating cash flow	**1,770**	1,241	*42.6*
Earnings per share (excl. employee res. shares)	**106.4**	127.3	*(16.4)*
Earnings per share (incl. employee res. shares)	**105.8**	125.7	*(15.8)*
Cash flow per share (incl. employee res. shares)	**219.7**	274.9	*(20.1)*
Dividends per share	**50**	65	*(23.1)*

*2007 Coles, Kmart, Officeworks and Target included for period of 23 Nov to 31 Dec 2007



*WANOS includes employee reserved shares
^AIFRS excl. employee reserved shares. 2008 and 2007 adjusted for rights issues.

Provisions and write-downs

Period ended 31 December ($m)	2008	Comment
Coles	(65)	Coles Property writedown
Kmart	(14)	DC Closure and restructure costs
Non-trading items	**(79)**	
Self Insurance	(48)	Increase in provisions
Investments	(21)	Mark-to-market of investments
One-off trading items	**(69)**	
Total Significant Items (pre-tax)	**(148)**	$125m post tax

Note: these provisions and investment write-downs are non-cash

2009 Half Year Results Performance Highlights

Divisional Performance Overview

- 1H09 includes a full period of ownership of Coles, Target, Kmart and Officeworks compared to five weeks in 1H08
- Significant increase in earnings from Resources from record production, sales and export coal prices
- Continuing strong performance from Bunnings
- Improved performance from Insurance and Industrial & Safety
- Chemicals & Fertilisers and Energy both negatively affected by Varanus Island gas disruption
- Other includes $148m (pre-tax) of provisions and write-downs

Half Year ended 31 December ($m)	2008	2007*	↕ %
Home Improvement & Office Supplies	**395**	332	*19.0*
Coles	**431**	130	*n.m.*
Target	**215**	118	*n.m.*
Kmart	**75**	101	*n.m.*
Resources	**686**	112	*512.5*
Insurance	**67**	64	*4.7*
Industrial & Safety	**68**	61	*11.5*
Chemicals & Fertilisers	**4**	48	*(91.7)*
Energy	**30**	48	*(37.5)*
Other^	**(138)**	72	*(291.7)*
Divisional EBIT	**1,833**	1,086	*68.8*
Corporate overheads	**(74)**	(40)	*(85.0)*
Group EBIT	**1,759**	1,046	*68.2*

* Coles, Officeworks, Target, Kmart included for period of 23 Nov to 31 Dec 2007
^Includes $148m (pre tax) of provisions and write-downs in investments in 2008
n.m. = not meaningful given acquisition date of 23 November 2007

Home Improvement & Office Supplies 2009 Half Year Performance

Highlights

Home Improvement

- 10.3 % cash sales growth
- 1.6% lift in trade sales
- Opened 6 warehouses, 2 smaller formats & 6 trade centres
- Continued investment in the existing network
- Ongoing strategic commitment

Office Supplies

- Officeworks retail store sales growth 3.9%
- Range authority being re-established
- Customer-facing channel conflict eliminated
- Adverse sales trends for OW Business and HT
- Small business sector exposed to economic adversity
- Substantial work to address strategic impediments

Financial Performance

Half Year ended 31 December ($m)		2008	2007	⬍ %
Revenue	Home Improvement	3,009	2,795	7.7
	Office Supplies	602	115*	n.m.
		3,611	2,910	n.m.
EBIT	Home Improvement	370	325	13.8
	Office Supplies	25	7*	n.m.
		395	332	n.m.

* Officeworks ownership period of 23 Nov to 31 Dec 07

Outlook

Home Improvement

- Cash sales growth
  - Possible lower rate given volatile market conditions
- Trade sales sensitive to any further slowing in housing construction
- Strong customer and business improvement focus

Office Supplies

- Focused on gaining traction with reset strategic agenda
- Difficult trading conditions for remainder of the year

Coles – 2009 Half Year Performance

Highlights

- Food & Liquor Sales
  - Q2 comparative stores sales growth of 3.8%
  - Improving growth trend driven by rising customer numbers
  - Positive results from promotional programme overhaul
  - Improving Fresh
- Liquor "renewal" intensified

Outlook

- Tougher economic conditions and lower consumer confidence
- Growing customer focus on value
- Strategic programmes being driven at pace
- Store Renewal development expected in new financial year
- Scale of change significant but confidence in its delivery over time

Financial Performance

Half Year ended 31 December ($m)		2008	2007*
Revenue		**14,626**	2,919
EBITDA		**628**	175
Depreciation & Amortisation		**(197)**	(45)
EBIT [1]		**431**	130
Food & Liquor	Revenue [3]	**11,191**	2,271
	Total store sales growth %	**3.9**	3.4
	Comp store sales growth %	**2.6**	2.0
	Trading EBIT [1,3]	**382**	118
Convenience	Revenue [3]	**3,425**	648
	Total store sales growth % [2]	**8.9**	9.6
	Comp store sales growth % [2]	**5.3**	6.2
	Trading EBIT [3]	**36**	12

*Ownership period 23 November to 31 December
1. Excludes $65m non-trading item re property valuation writedowns
2. Excl. fuel 3. Excl. Property

Target - 2009 Half Year Performance

Highlights

- EBIT margin strength maintained at 10.3%
- Comp Store sales growth for the half 4.0% (Q2 growth 4.8%)
- Outstanding Christmas trading reinforced market share gain
- Costs well controlled in a difficult environment
- Inventory fresh and well controlled
- Eleven new store openings taking the total number of stores to 283
  - 19 refurbishments in 1H09

Outlook

- Five new stores in next six months; 15 refurbishments
- Well positioned for slow down in retail spending
- Well positioned to benefit from stimulus package
- Margins on direct imports supported by hedging in the near term
- Electrical will continue to drive traffic and sales

Financial Performance

Half Year ended 31 December ($m)	2008	2007*
Revenue	2,094	605
EBITDA	245	123
Depreciation & Amortisation	(30)	(5)
EBIT	215	118
Total revenue growth (%)	8.0	6.4
Comp. store sales growth (%)	4.0	3.1
EBIT margin (%)	10.3	19.5
Store numbers	283	274

*Ownership period 23 November to 31 December 2007

Kmart – 2009 Half Year Performance

Highlights

- Average trading performance
  - Christmas trading helped deliver 2Q09 comp growth of 1.0%
  - Apparel and toys were the strongest performers
  - In-store execution and offer requires improvement
- Inventory levels significantly below last year
- Senior management changes complete
- New store opened in Toormina (NSW) and 11 refits completed
- Good performance from Kmart Tyre & Auto

Outlook

- Anticipate trading performance to remain soft in 2H09
- The renewal of Kmart
  - Fix the customer experience
  - Significantly reduce cost base
  - Rebuild customer trust
  - Make every site a success
  - Right people and accountability
- Two new stores to open in 2H09 and complete 3 refits

Financial Performance

Half Year ended 31 December ($m)	2008	2007*
Revenue	**2,249**	692
EBITDA	**100**	106
Depreciation & Amortisation	**(25)**	(5)
EBIT^	**75**	101
Total revenue growth (%)	**0.8**	4.6
Comp. store sales growth (%)	**0.4**	5.0
EBIT margin (%)	**3.3**	14.6
Store numbers (incl. Kmart Tyre & Auto)	**446**	450

*Ownership period 23 November to 31 December

^2008 excludes $14m of non-trading items relating to DC closure provision and restructuring

Resources – 2009 Half Year Performance

Highlights

- Record half year production and sales levels
- Record prices for metallurgical and steaming coal
- Significant increase in earnings
- Blackwater Creek Diversion underway

Outlook

- Global steel production uncertain
- 2009/10 price negotiation underway
- Signs mining input cost pressures are easing
- Forecast Curragh metallurgical sales of 6.5 – 6.9mt in 2008/09
- Timing of expansion projects subject to market conditions
- Significant increase in Stanwell rebate in 2H09
- Near-term impact of foreign exchange contract close-out costs
- Dragline 302 planned to return to work ~June 2009

Financial Performance

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	1,427	530	*169.2*
EBITDA	**791**	179	*341.9*
Depreciation & Amortisation*	**(105)**	(67)	*56.7*
EBIT#	**686**	112	*512.5*
ROC (R12 %)	**95.1**	30.3	*64.8pt*
Coal Production (‘000 tonnes)	**7,938**	6,963	*14.0*
Safety (R12 LTIFR)^	**5.0**	4.4	

*Includes Stanwell rebate amortisation of $55m in 2008 (2007: $33m)

#2008 includes Royalties of $116m (2007: $29m), non-cash increase in mine rehabilitation provision of $16m and $8m Char Plant write-down

^ Curragh and Premier only

Insurance - 2009 Half Year Performance

Highlights

- Turnaround of Lumley New Zealand
- Rate increases achieved in motor portfolios
- Higher than expected crop claims in WFI (worst since 1992)
- Consolidation of Aust. underwriting licenses on track
- Increased investment earnings
- Improved revenues and underlying earnings (on like-for-like basis) in broking
- Credit rating of S&P A- (stable) and Actual Capital Ratio ("ACR") of 1.84

Outlook

- Rate increases being achieved in most classes
- Lower investment returns from lower interest rates
- Retained losses from Victorian bushfires ~ $13m
- Conditions support underwriting margin improvement
- Strengthening of management across Lumley Aust & NZ
- Stronger contribution from broking in 2H09
- Further bolt-on broking acquisitions anticipated

Financial Performance

Half Year ended 31 December ($m)	**2008**	2007	↕ %
Gross Written Premium Underwritten	**679**	618	*9.9*
EBITA Underwriting	44	38	*15.8*
EBITA Broking*	27	28	*(3.6)*
EBITA Other	4	5	*(20.0)*
EBITA Insurance Division	75	71	*5.6*
EBIT Insurance Division	67	64	*4.7*
Net Earned Loss Ratio (%)	68.9	67.4	*(1.5) pt*
Combined Operating Ratio (%)	99.4	98.1	*(1.3) pt*
EBITA Margin (Broking) (%)	25.9	27.4	*(1.5) pt*

*Timing difference on recognition of $5m of earnings in 2H09 compared with 1H08

Industrial & Safety – 2009 Half Year Performance

Highlights

- Continued focus on safety resulting in reduction in lost days and severity of injuries
- Customer service and delivery performance initiatives delivering benefits
- Further improved competitiveness of businesses
- Successful growth initiatives

Outlook

- Market conditions are expected to be more challenging in the second half
- Pressure on margins expected due to input cost inflation, exchange rate impacts and competitive pressures
- However, impact will be mitigated through
  - Strong competitive foundations
  - Tight expense and capital management
  - Proactive margin management through sourcing, pricing and contract management disciplines
- Focus on increasing share of customer spend

Financial Performance

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	687	642	*7.0*
EBITDA	**75**	66	*13.6*
Depreciation & Amortisation of PPE	**(7)**	(5)	*(40.0)*
EBIT	**68**	61	*11.5*
EBIT margin (%)	**9.9**	9.5	*0.4pt*
ROC (R12 %)	**17.1**	16.9	*0.2pt*
Safety (R12 LTIFR)	**4.4**	5.2	

Chemicals & Fertilisers – 2009 Half Year Performance

Highlights

- Six months successful operation of AN Expansion
- Debottlenecking of QNP complete. Commissioning underway (+30,000 tpa)
- Improved plant performance from Australian Vinyls following major overhaul in second half of FY08

Financial Performance

Half Year ended 31 December ($m)		2009	2008	↕ %
Revenue	Chemicals	**291**	218	*33.5*
	Fertilisers	**167**	173	*(0.3)*
		458	391	*17.1*
EBITDA		**34**	69	*(50.7)*
Depreciation & Amortisation of PPE		**(30)**	(21)	*(42.9)*
EBIT		**4**	48	*(91.7)*
Sales Volume ('000t):	Chemicals	**334.4**	281.4	*18.8*
	Fertilisers	**225.7**	386.6	*(41.6)*
ROC (R12 %)		**7.3**	16.2	*(8.9)pt*
Safety (R12 LTIFR)		**2.2**	2.9	

Issues

- Varanus Island gas incident - estimated lost EBIT for the 6 months ~ $50m
- Fertiliser volumes down due to global price volatility, late harvest and uncertainty around customer's terms of trade
- 1H09 inventory write-down of $14m due to collapsing commodity prices

Outlook

- Demand for mining chemicals remains strong, although growth softening
- Advised of return to full contracted gas supply by 1 June 2009
- Commission $15 million sodium cyanide expansion in H2 FY09
- Seasonal break critical for fertilisers

Energy - 2009 Half Year Performance

Highlights

- Western Australian LNG project operational
- Growth in industrial gas sales
- Maintained LPG supply through Varanus Island gas disruption

Issues

- Varanus Island gas disruption; ~$15m 1H09 EBIT impact
- Lower world energy prices from Q2
- $9m inventory write-downs in 1H09

Outlook

- LPG earnings dependant on international LPG prices and content
- Economic slow down – sales growth and projects
- Volume growth in LNG sales

Financial Performance

Half Year ended 31 December ($m)	2008	2007	↕ %
Revenue	322	281	*14.6*
EBITDA	**52**	66	*(21.2)*
Depreciation & Amortisation	**(22)**	(18)	*(22.2)*
EBIT	**30**	48	*(37.5)*
ROC (R12 %)	**9.1**	12.0	*(2.9pts)*
WLPG production (kt)	**84.4**	82.3	*2.6*
Safety (R12 LTIFR)	**5.9**	3.0	

Other Businesses – 2009 Half Year Performance

Highlights

Gresham Private Equity – Fund 1

- Riviera only remaining investment
- Wesfarmers' current investment $34m

Gresham Private Equity – Fund 2

- Wesfarmers' current commitment $183m; capital invested $165m
- Divestment of Australian Pacific Paper Products
- Investments include:
  - Barminco, Witchery, Noel Leeming, Silk Logistics Group, GEON and Anthology
- Revaluations are to Wesfarmers' earnings

Gresham Private Equity – Fund 3

- Wesfarmers' initial commitment $100m; capital invested $16m

Financial Performance

Half Year ended 31 December (A$m)	Holding %	2008	2007
Associates:			
Gresham Private Equity - Fund 1	*51*	**(2)**	3
Gresham Private Equity - Fund 2	*67*	**2**	23
Gresham Private Equity - Fund 3	*75*	**(1)**	n.a.
Gresham Partners	*50*	**1**	5
Wespine	*50*	**4**	3
Bunnings Warehouse Property Trust	*23*	**(5)**	8
Tax on relevant associates		**(4)**	(4)
Sub-total		**(5)**	38
Write-downs and provisions^		**(148)**	(8)
Other*		**15**	42
Total		**(138)**	72

*Incl. corporate interest & investment income, BPML, self insurance trading. 2007 incl. $32m Coles dividend

^Refer slide 18

Operating Divisions

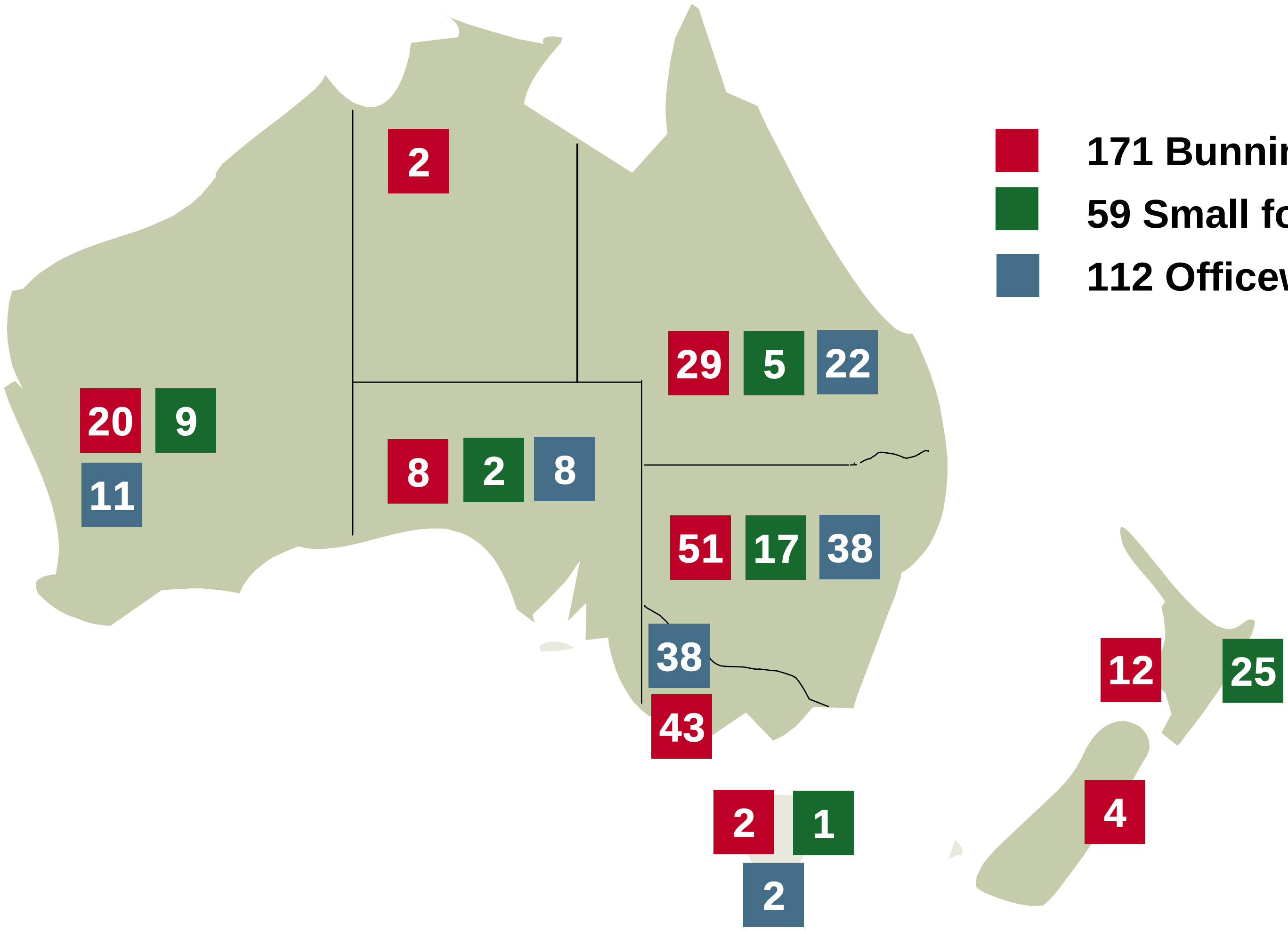
Home Improvement & Office Supplies

WIDEST RANGE

LOWEST PRICES

BEST SERVICE

Store Network
at December 2008

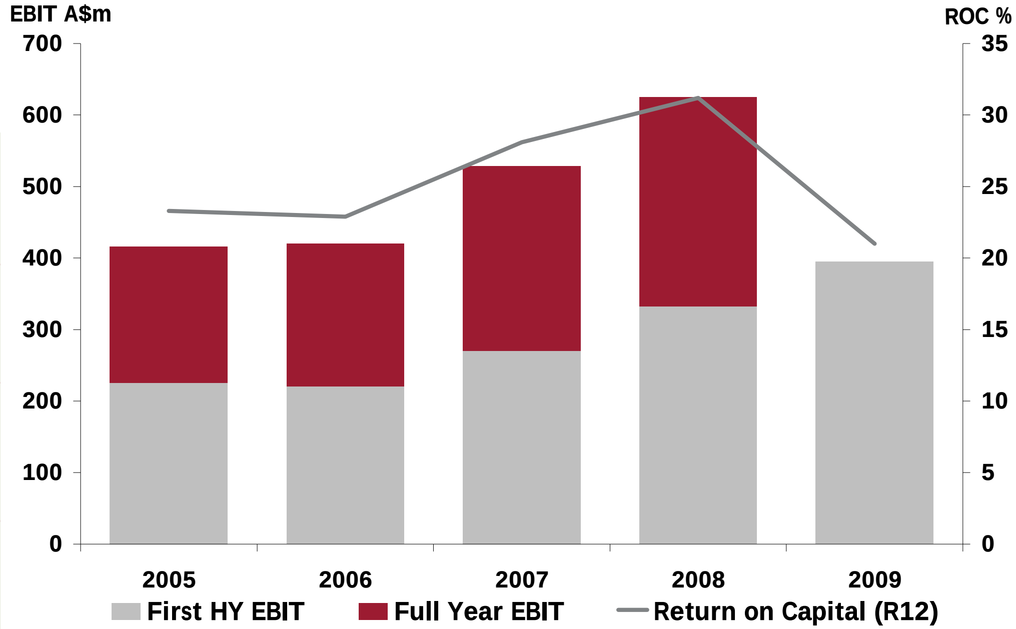


171 Bunnings Warehouse Stores
59 Small format Bunnings Stores
112 Officeworks Stores

Excludes 19 Trade operational sites and 5 Harris Technology stores

Home Improvement & Office Supplies Performance

Growth Strategies	
Home Improvement Strategies	
Profitable sales growth	Improving service Continued offer improvement Dual store network investment - existing and expansion Growing the trade business
Building a stronger team	Significant activity supporting "service" aspirations Effective actions to lift team retention Diversity & employment branding work ongoing Continued strong safety programme
Lifting effectiveness & efficiency	Driving down the cost of doing business Supply chain enhancements Customer facing business process improvements Better business disciplines eg shrinkage & stock management Continued IT investment
Sustainability focus	Strong foundation of credible actions Energy and water saving actions Programmes to eliminate waste and reduce packaging Strengthened community engagement



(A$m)	2005	2006	2007	2008	1H09
Revenue	4,065	4,276	4,939	6,160	3,611
EBIT	416	421	528	625	395
EBIT/Revenue Ratio	*10.2%*	*9.8%*	*10.7%*	*10.1%*	*10.9%*

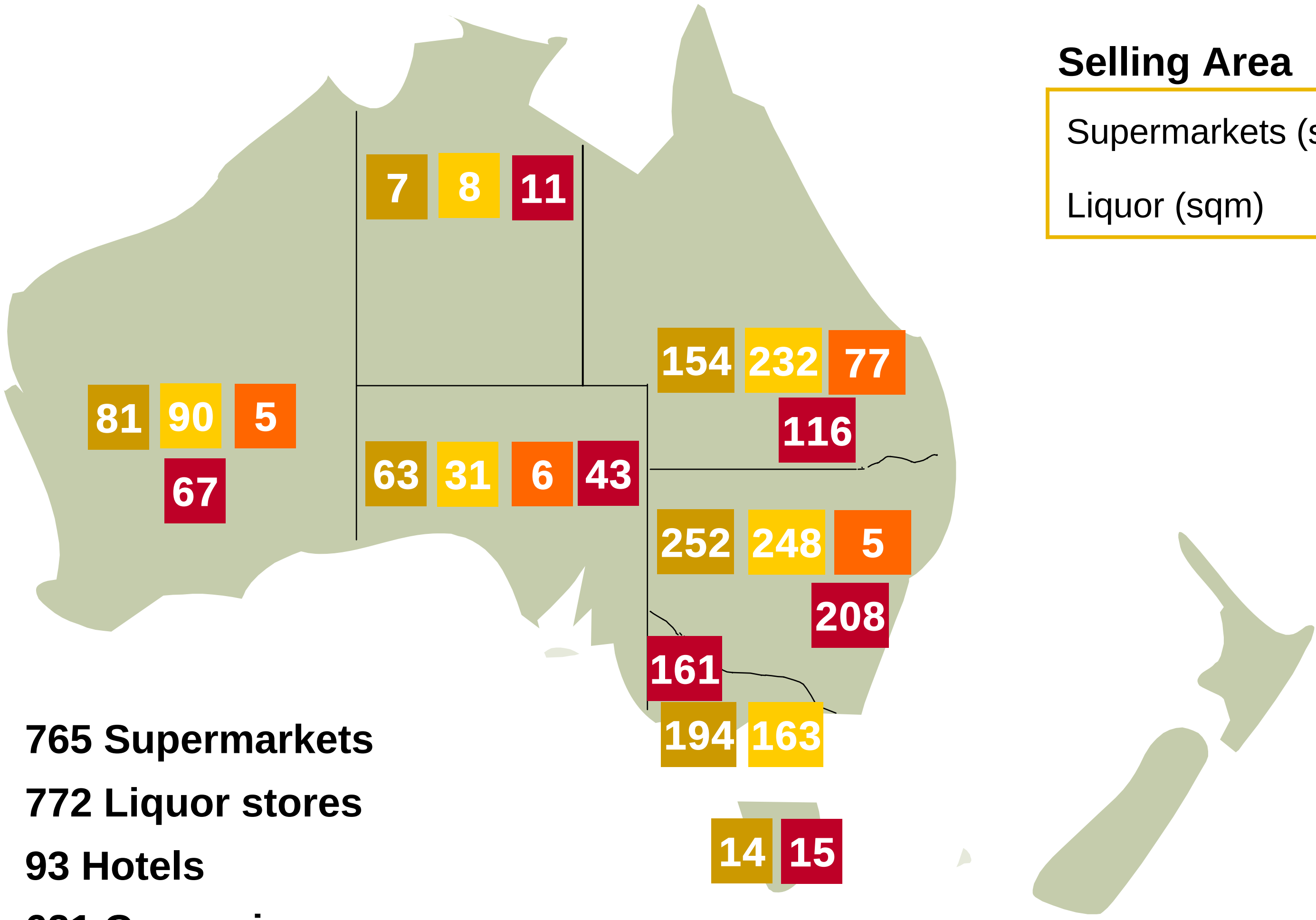
Office Supplies

Officeworks Strategies	
Improving the customer offer	New concept store trial Re-establishing range authority Replenishment process enhancements Website being re-built
Lifting service	Investment in additional in-store wages Non-sell task reviews generating face-to-face service hours New labour scheduling system under development New point of sale system
Team development & engagement	Significant lift in training investment Introduction of recognition & reward programmes Stronger focus on labour retention
Reducing complexity & cost of doing business	Eliminating channel conflict Simplifying processes & procedures; improve speed to market Re-base support functions
Growing sales & profitability	Open 8 – 10 new Officeworks stores in 2008/09 Upgrade 8 – 10 existing stores to new concept Shift to EDLP with “Lowest Prices Everyday” positioning

Coles

Coles Store Network

at December 2008



Selling Area

Supermarkets (sqm)	1,591,279
Liquor (sqm)	273,181

- 765 Supermarkets
- 772 Liquor stores
- 93 Hotels
- 621 Convenience

Coles – Strategy

5 years – 3 phases of recovery

Performance

Building a Solid Foundation

- Create a strong top team
- Cultural change
- Availability & store standards
- Value and customer trust
- Renewal store development
- IT & supply chain infrastructure
- Liquor renewal
- Efficient use of capital

Year 1 - 2

Delivering Consistently Well

- Embed the new culture
- Team member development
- Improved customer service
- Improved efficiency
- Appealing Fresh food offer
- Stronger delivery of value
- Scale rollout of new format
- Auto replenishment completed

Year 2 - 4

Driving the Coles Difference

- Culture of continuous improvement
- Strong customer trust and loyalty
- Strong operational efficiency
- Innovative & Improved offer
- New stores, new categories

Year 4 - 5+

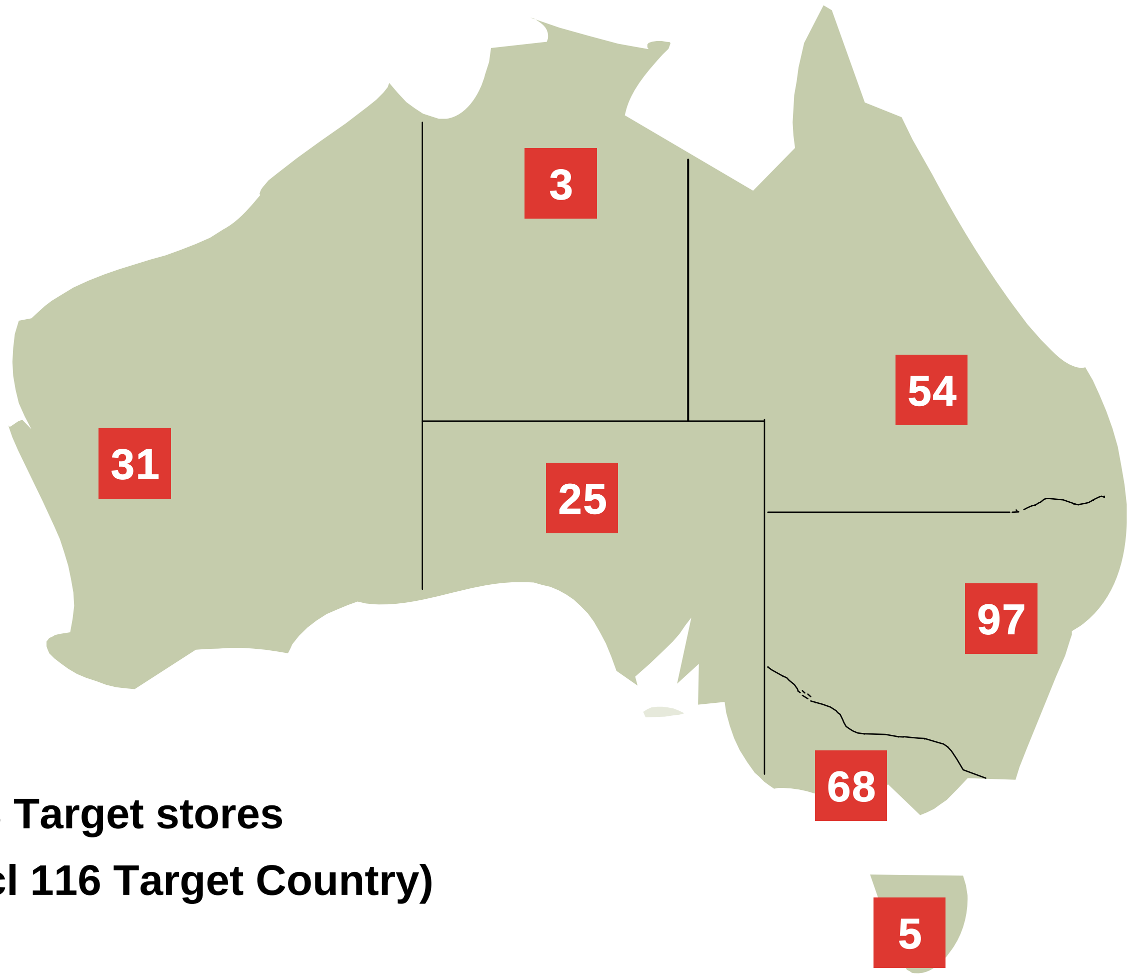
Coles – Strategy
Phase 1 Progress

Create a strong top team	100% of leadership team new to Coles/role with over 125 years of retailing experience. 45% of top 200 managers new to Coles/role.
Cultural change	1,500+ non-store positions removed. Store manager authority improved. Store and store manager communications significantly increased.
Availability & store standards	50% improvement in on-shelf availability. "Capital light" refurbishment programme completed. Improving rostering and reduced queues.
Value and customer trust	Housebrand review complete; sales growth currently 3x branded products. Reinvestment in prices. Promotional programme overhauled.
Renewal store development	Pilot stores showing encouraging early results. FY10 rollout.
IT & supply chain infrastructure	Supply chain rationalisation on track; DCs down to 25. "Multi-save" fully implemented and auto-stock replenishment pilots performing well.
Liquor renewal	Top team strengthened and restructured including appointment of Tony Leon. Prices reduced on 1,000+ products. Improving range to better meet local demand.
Efficient use of capital	Inventory overstocks 65% lower than at acquisition. Early improvement in trading terms. Disciplined approach to capital expenditure introduced.

Target

Target Store Network

at December 2008



283 Target stores

(incl 116 Target Country)

Target - Strategies

Strategies	Details
Focus on fundamentals	Meeting customer needs on Range, Price and Service
Brand relaunch	Evolution of "100% Happy" Unique philosophy and positioning Leveraging an emotional connection
Differentiation	Bringing the best of what's new in the world to Target "Designers for Target" programme Sustainable products
Store network development	Renewed investment in stores Investment in existing stores
Customer Service	Ease of store shopping • layout, signage, price marking, POS features, register queuing Targeted increased service eg cosmetics
Team member performance	Supervisor/Team Member empowerment Recruitment and retention
Business improvements to lower costs	Migration of old Coles Retail Support Services to division-based approach Major systems improvements

Kmart

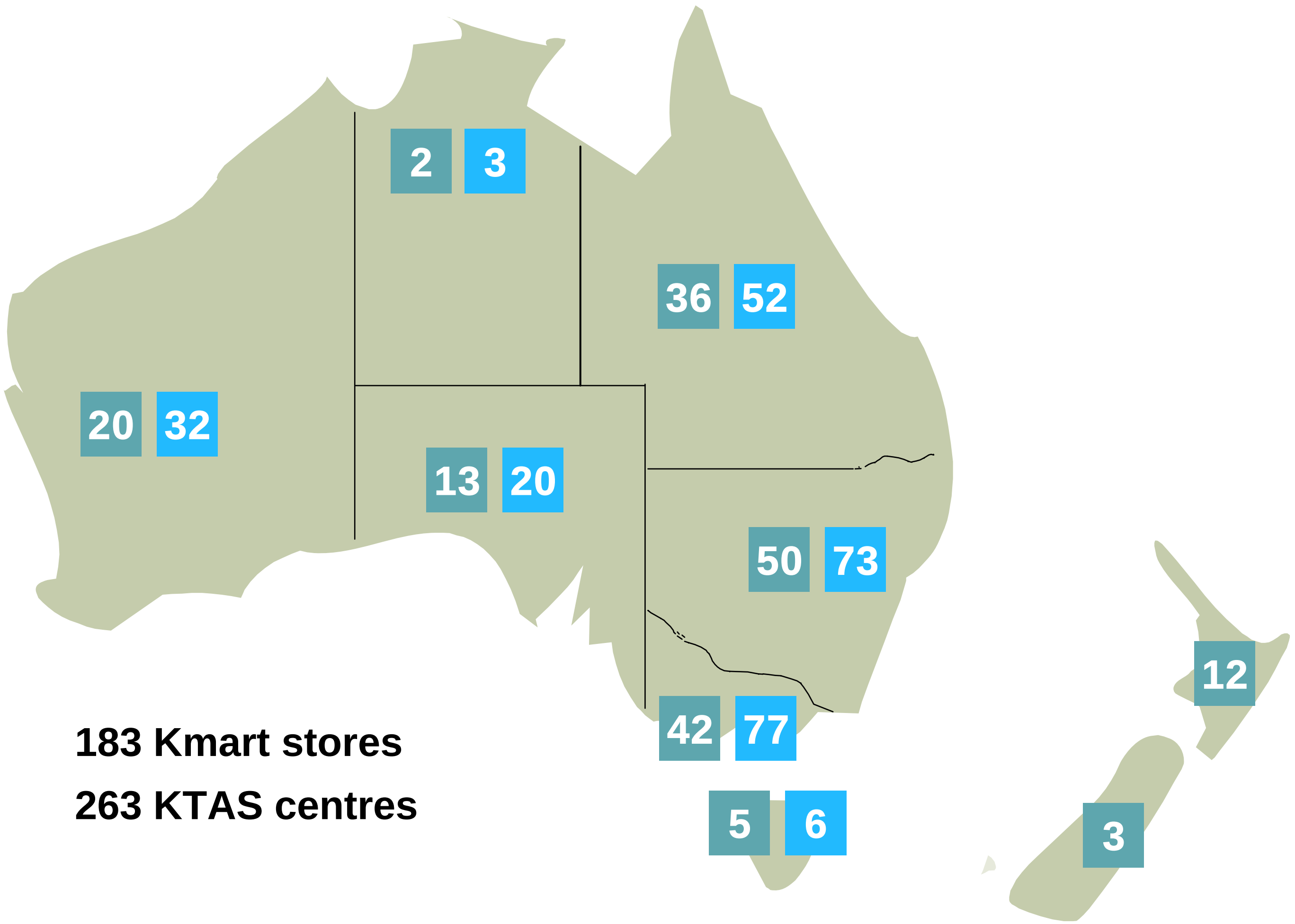
Kmart

where good times start

Kmart

Tyre & Auto Service

Kmart Store Network
at December 2008



183 Kmart stores

263 KTAS centres

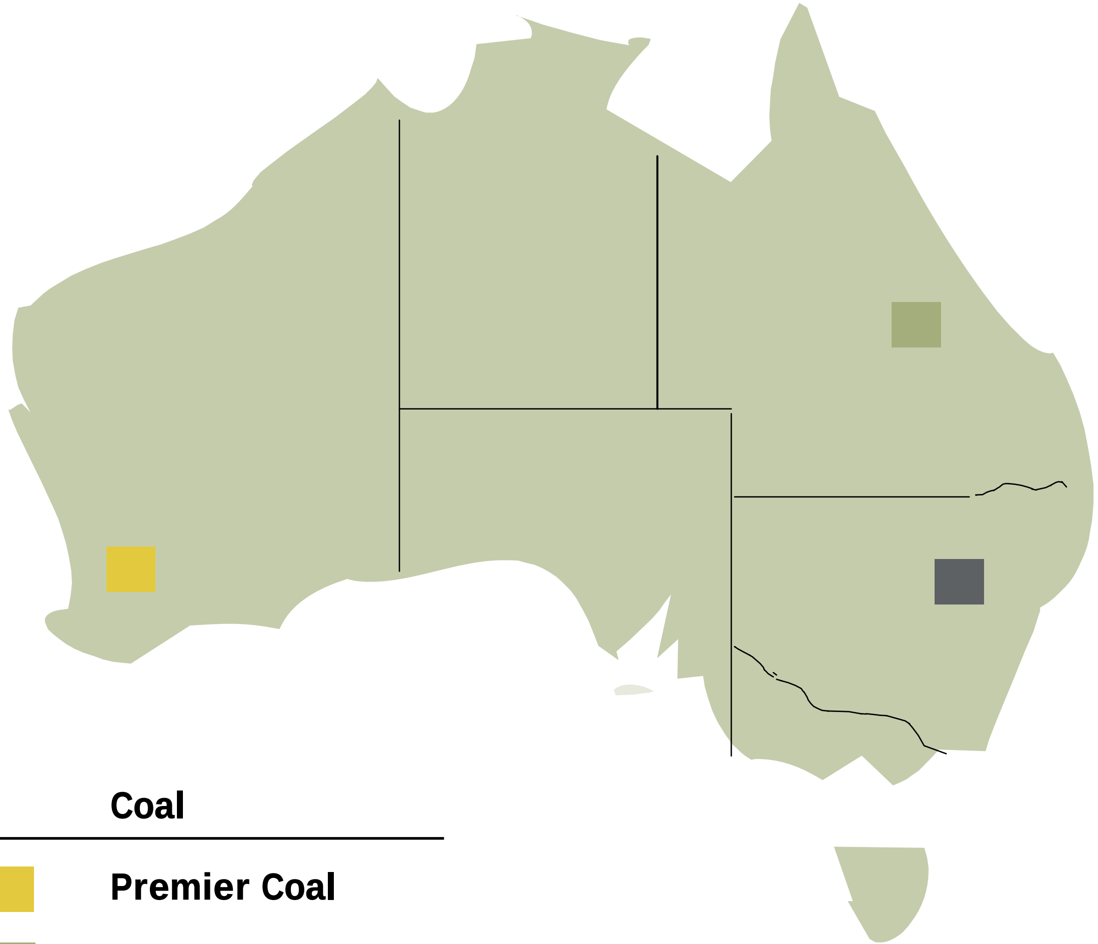
Kmart – Strategies

The renewal of Kmart

- Fix the customer experience
- Significantly reduce cost base
- Rebuild customer trust
- Make every site a success
- Right people and accountability

Resources

Resources - Locations

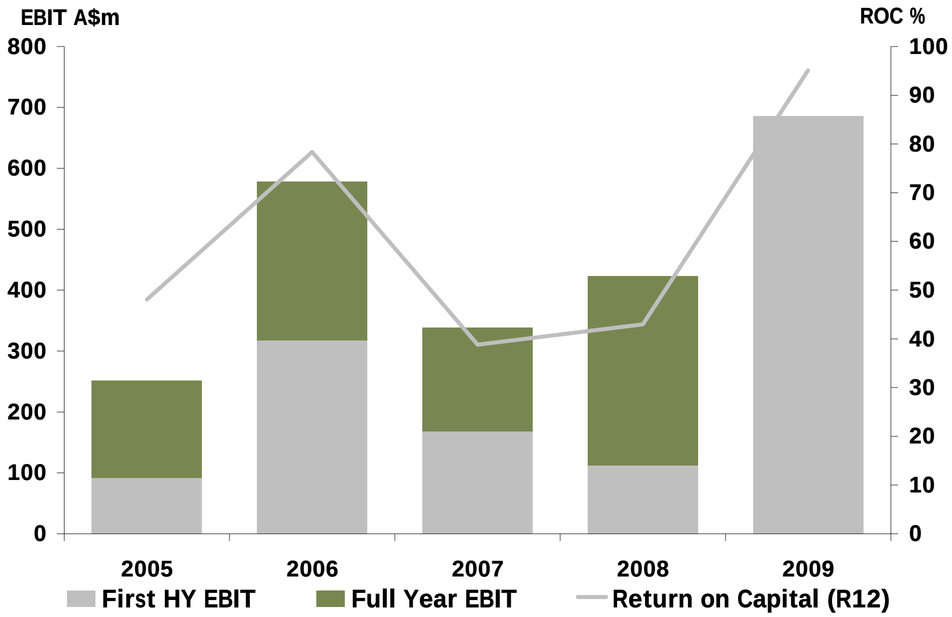


Coal

■ (yellow)	**Premier Coal**
■ (light green)	**Curragh**
■ (grey)	**Bengalla (40%)**

Resources - Performance

Growth Strategies	
Opportunities / Challenges	**Strategic initiatives**
Maximise export sales and optimise sales mix	Long-term contracts in place Price relativity Maximise higher value products
Cost reduction programmes	Improve operational performance People, process and systems Evaluate improved mining technology
Expansion opportunities	Curragh expansion feasibility study Bengalla expansion feasibility study
Extend product and market reach	Evaluate acquisitions that offer economies of scale or downstream benefits Brownfield growth opportunities
Sustainability	Safety and environmental performance Community engagement Coal21



(A$m)	2005	2006	2007	2008	1H09
Revenue	764	1,304	1,134	1,311	1,427
EBIT	251	578	338	423	686
EBIT/Revenue Ratio	*32.9%*	*44.3%*	*29.8%*	*32.3%*	*48.1%*
Stanwell Amortisation	4	81	120	58	55

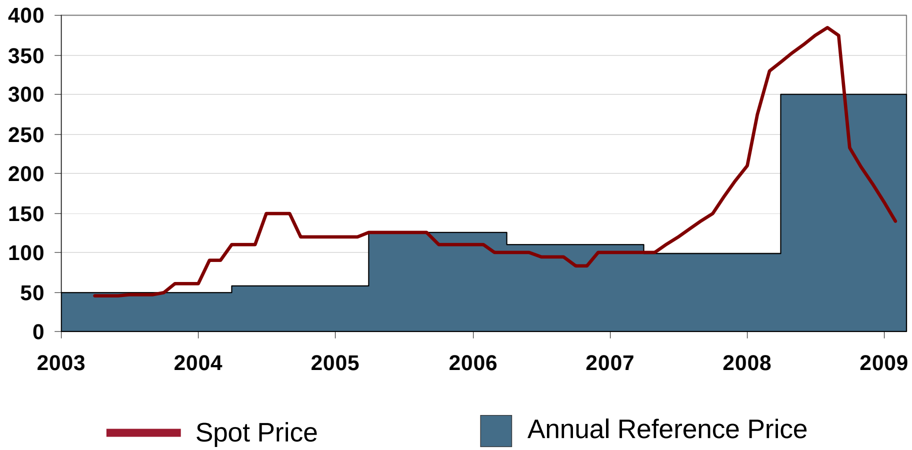
Resources - Sales

Coal Sales Volumes by Mine (FY08)

Mine (mtpa)	Domestic Steaming	Export Steaming	Export Metallurgical	Total
Curragh, QLD	2.4		6.5	**8.9**
Premier, WA	2.9			**2.9**
Bengalla*, NSW	1.0	4.6		**5.6**
Total	**6.3**	**4.6**	**6.5**	**17.4**

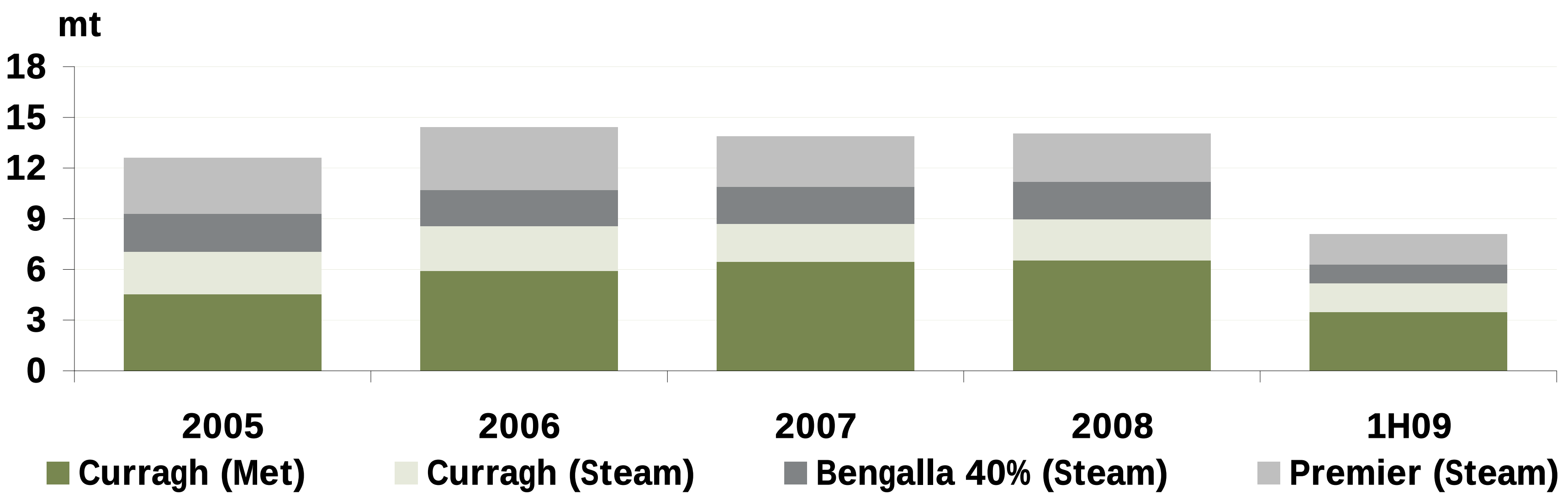
*** 100% volumes, Wesfarmers interest is 40%**

Hard Coking Coal Prices (US$/t FOB Australia)



Source: Barlow Jonker, Tex Report, Macquarie Research, CRU

Historic Coal Sales Volumes by Mine



Hedging profile
as at 31 December 2008

Curragh – Open Contracts

Year end 30 Jun	Current US$ sold forward (US$m)	Average A$ / US$ hedge rate
2009*	264	0.82
2010	315	0.78
2011	285	0.79
2012	62	0.80
2013	24	0.76

* Represents six month period ending 30 June 2009

Bengalla – Open Contracts

Year end 30 Jun	Current US$ sold forward (US$m)	Average A$ / US$ hedge rate
2009*	55	0.80
2010	97	0.79
2011	65	0.79
2012	34	0.77
2013	10	0.78

* Represents six month period ending 30 June 2009

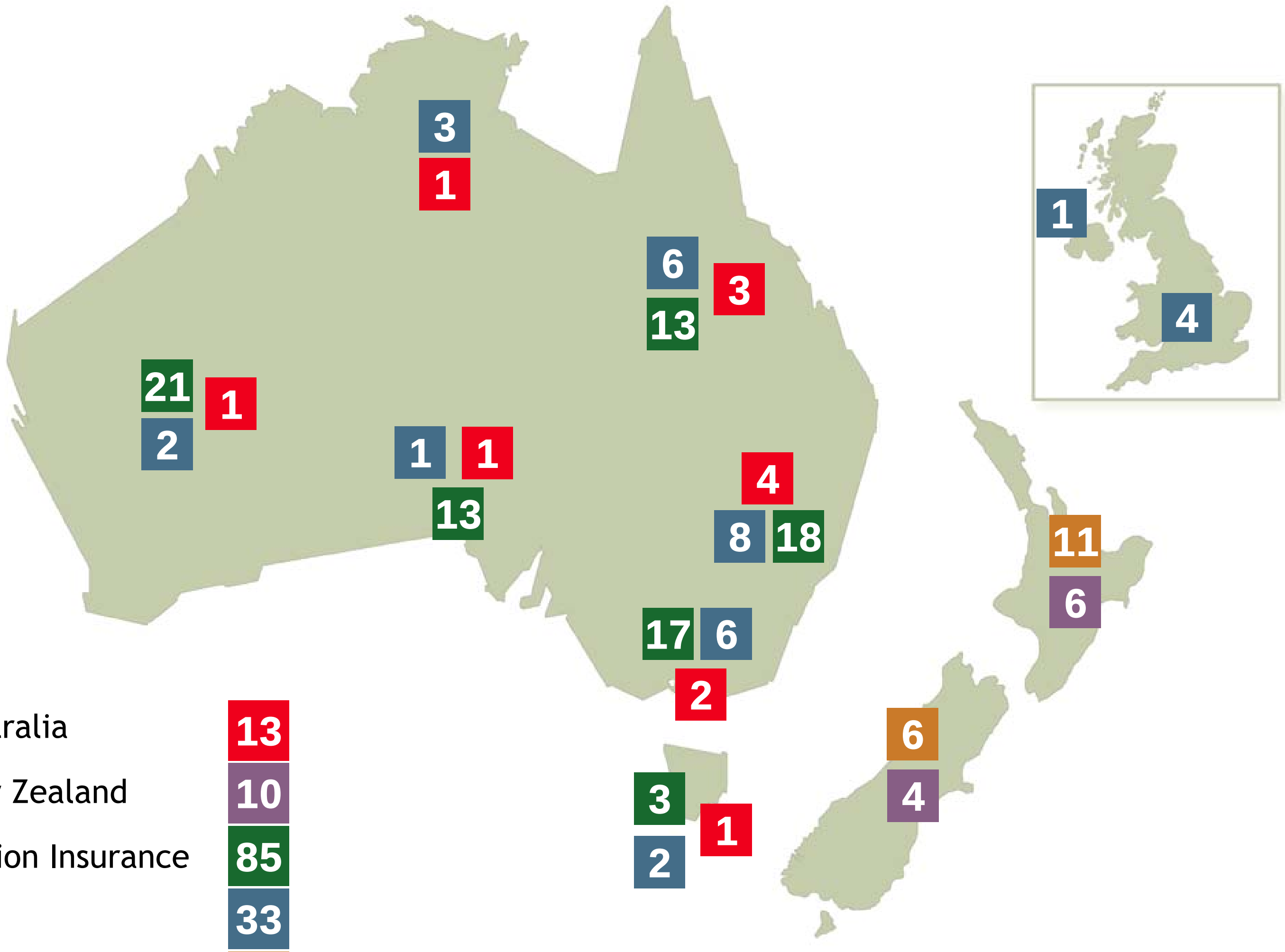
Closed contracts: In addition to the above open contracts; US$405m forward exchange contracts have been 'closed out' by offsetting US$ buy contracts in response to changed global market conditions

- **A$83m** locked-in losses to be booked in H2 2009; **A$85m** locked-in losses to be booked in FY2010

Insurance


WESFARMERS FEDERATION
INSURANCE LIMITED
Lumley
OAMPS
CROMBIE LOCKWOOD
New Zealand's Insurance Brokers

Insurance - Locations

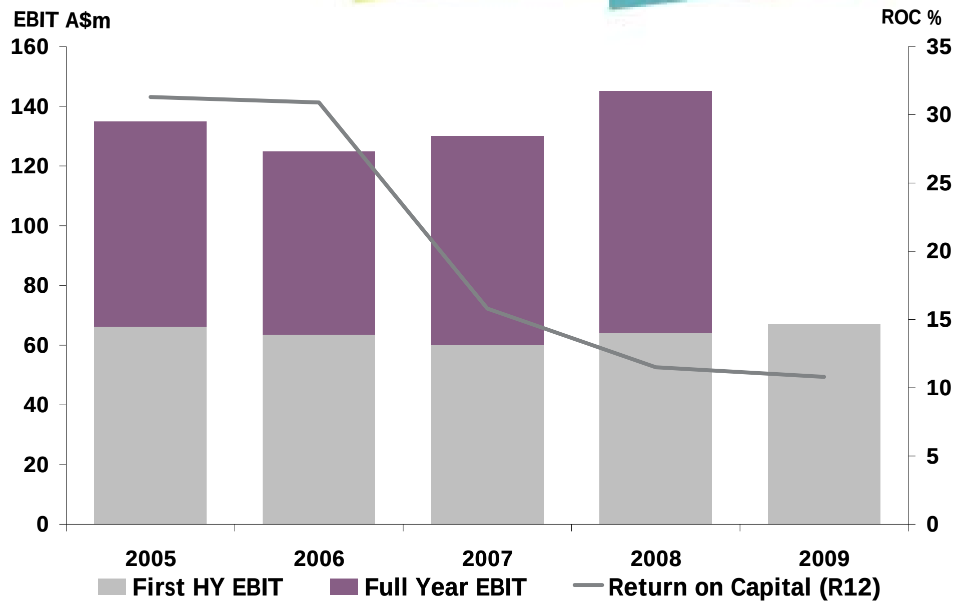


Lumley General Australia	13
Lumley General New Zealand	10
Wesfarmers Federation Insurance	85
OAMPS	33
Crombie Lockwood	17

Insurance - Performance

Growth Strategies

	Opportunities	Strategies
Underwriting	**Business improvement**	Australian license/capital consolidation System alignment and upgrade Enhanced focus on risk selection
	Capital	Strengthen MCR to achieve A- ringfencing
	New business	YourInsuranceGroup Retail distribution opportunities
Broking	**Business improvement**	Collaboration between OAMPS and Crombie Lockwood Process and systems alignment
	Acquisitions	Continue broker acquisition programme Economies of scale for larger brokers
	New business	Expansion of ancillary earnings
Division	**Building the best team**	Enhance learning and development capabilities New CEO Lumley NZ
	Leverage distribution network	Expand financial services offering Develop alternative distribution channels (retail)
	Acquisition opportunities	Selectively evaluate opportunities Divestment of Koukia (non core)



(A$m)	2005	2006	2007	2008	1H09
Gross Written Premium (underwriting)	1,020	1,026	1,191	1,328	679
Broking revenue	na	na	119	209	104
EBITA Underwriting	133	122	97	80	44
EBITA Broking	na	na	32	56	27
EBITA Other	2	1	1	9	4
EBITA Insurance Division	**135**	**125**	**130**	**145**	**75**
EBIT Insurance Division	135	125	120	132	67
Combined Operating Ratio	*86.1%*	*88.1%*	*94.2%*	*98.0%*	*99.4%*

The above table includes Lumley from Oct 2003, OAMPS from Nov 2006, and Crombie Lockwood from Mar 2007

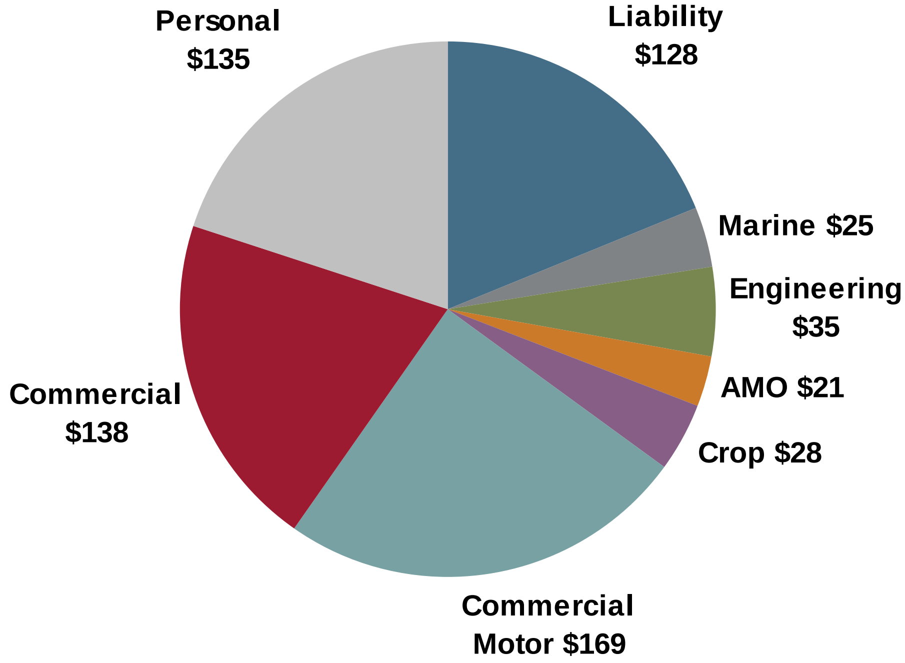
Insurance – Underwriting Performance

Key Performance Indicators

Half Year ended 31 December (%)	2008	2007	↕ %pt
Gross Earned Loss Ratio	68.0	69.6	*1.6*
Net Earned Loss Ratio	68.9	67.4	*(1.5)*
Reinsurance Expenses (% GEP)	21.9	23.6	*1.7*
Exchange Commission (% RI excl XOL)	24.1	24.9	*0.8*
Commission Expense (% GWP)	13.9	13.5	*(0.4)*
Total Earned Expenses (% GEP)	28.0	28.1	*0.1*
Combined Operating Ratio (% NEP)	99.4	98.1	*(1.3)*
Insurance Margin (% NEP)	6.1	5.6	*0.5*

1H09 Gross Written Premium by Class of Business

Total $679m



Industrial & Safety

Australia

"All your workplace needs"

Blackwoods

Safety Specialist

Protector Alsafe

Industrial Specialists

Bullivants HANDLING SAFETY

Total FASTENERS
(formerly
Mullings Fasteners)

MOTION INDUSTRIES

New Zealand

Blackwoods Paykels
NZ'S LARGEST RANGE OF ENGINEERING SUPPLIES AND TECHNICAL SERVICES

NZ Safety
Specialists in Safety & Protection

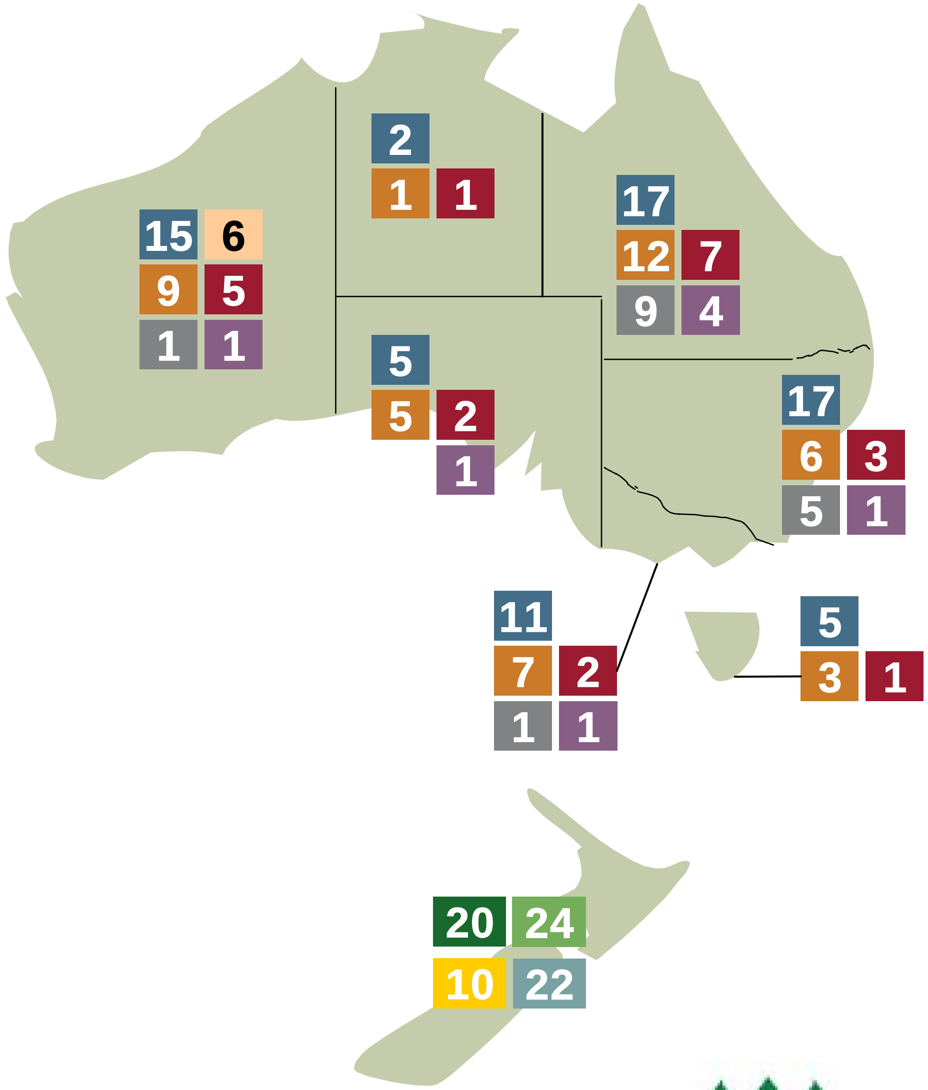
protector safety

Packaging House
Building partnerships, delivering solutions

Industrial & Safety – Distribution Network

Australia		No.	
Blackwoods		72	MRO, "All your workplace needs"
Atkins Electrical Supplies		6	Electrical
Protector Alsafe		43	Safety
Bullivants Handling Safety		21	Materials handling, lifting, rigging
Total Fasteners		16	Fasteners
Motion Industries		8	Engineering

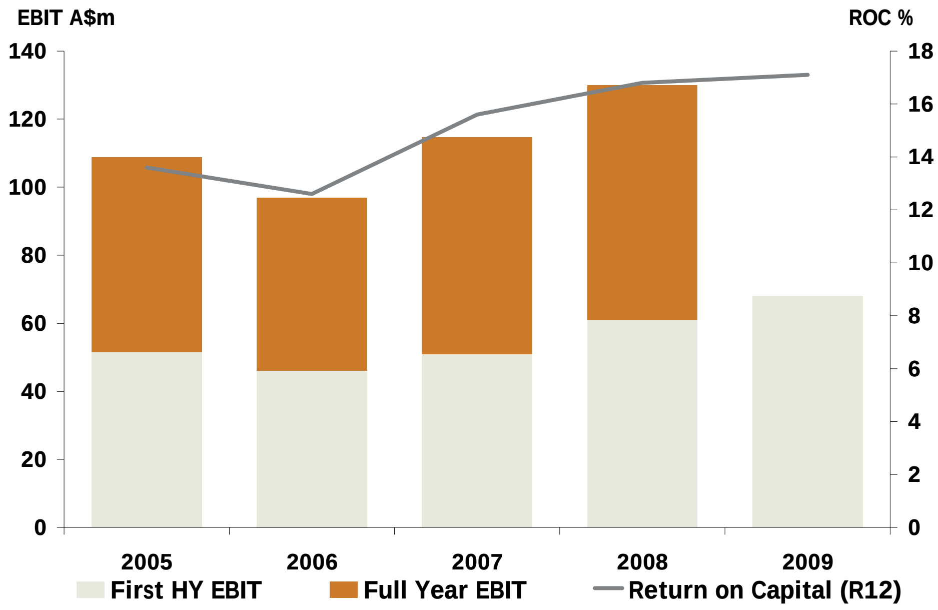
New Zealand		No.	
Blackwoods Paykels		20	MRO, hose, conveyor
NZ Safety		24	Safety
protectorsafety		22	Safety
Packaging House		10	Packaging, hygiene



As at 1 January 2009

Industrial & Safety - Performance

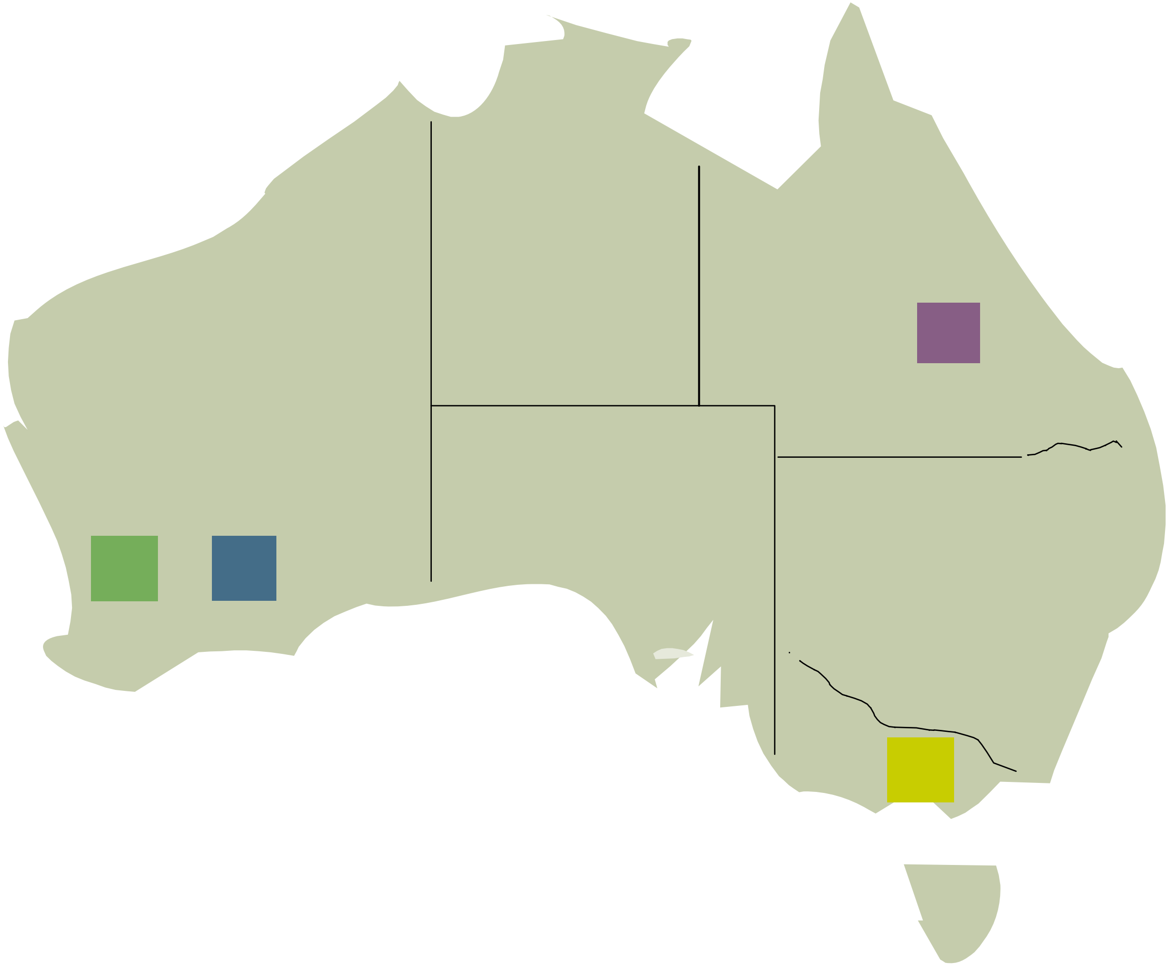
Growth Strategies	
Opportunities	**Strategic Initiatives**
Increase sales to existing customers	DIFOT performance continued to improve Investment in sales force underway Further enhanced value proposition
Improve metropolitan sales performance	Increased industry and product specialist resources Continued branch networks upgrade Increased merchandising, promotional support and sponsorship activities
Target higher growth sectors	Grow penetration of services Further reinforced exposure to mining, infrastructure and services
Improve competitiveness	Leveraged more consistent and competitive pricing Tight control of expenses and management of input costs



(A$m)	2005	2006	2007	2008	1H09
Revenue	1,175	1,164	1,208	1,309	687
EBIT	109	97	115	130	68
EBITA/Revenue Ratio	*9.3%*	*8.3%*	*9.5%*	*9.9%*	*9.9%*

Chemicals & Fertilisers

Chemicals & Fertilisers - Locations

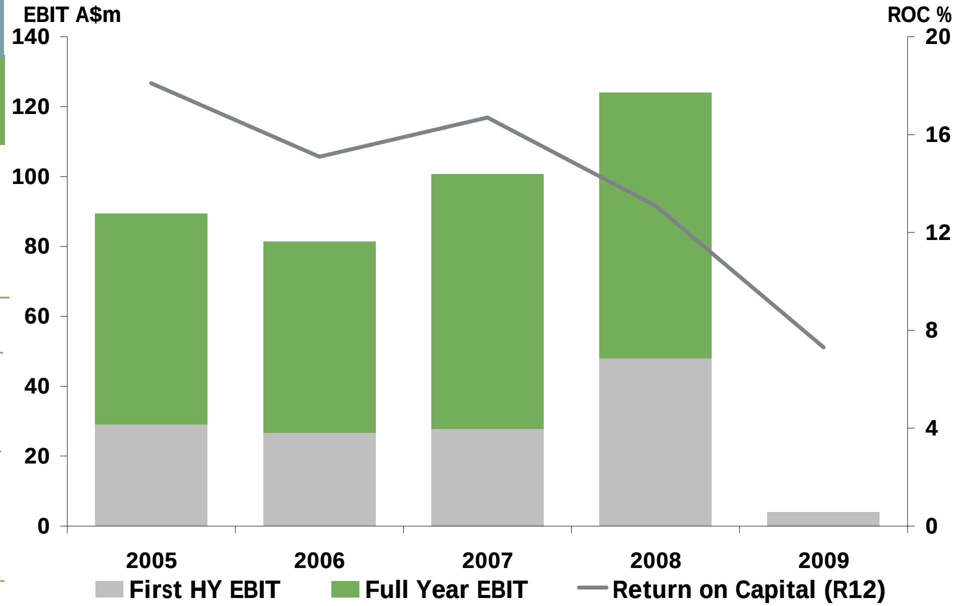


CSBP fertilisers		
	Manufacturing plant	5
	Import and distribution centres	5
	Depots	6
	Regional Sales Representatives	27
	Sales agents	135
CSBP chemicals		
	Manufacturing plants	10
AV Manufacturing plants		2
QNP *(50%)*		
	Manufacturing plants	4

Chemicals & Fertilisers – Performance

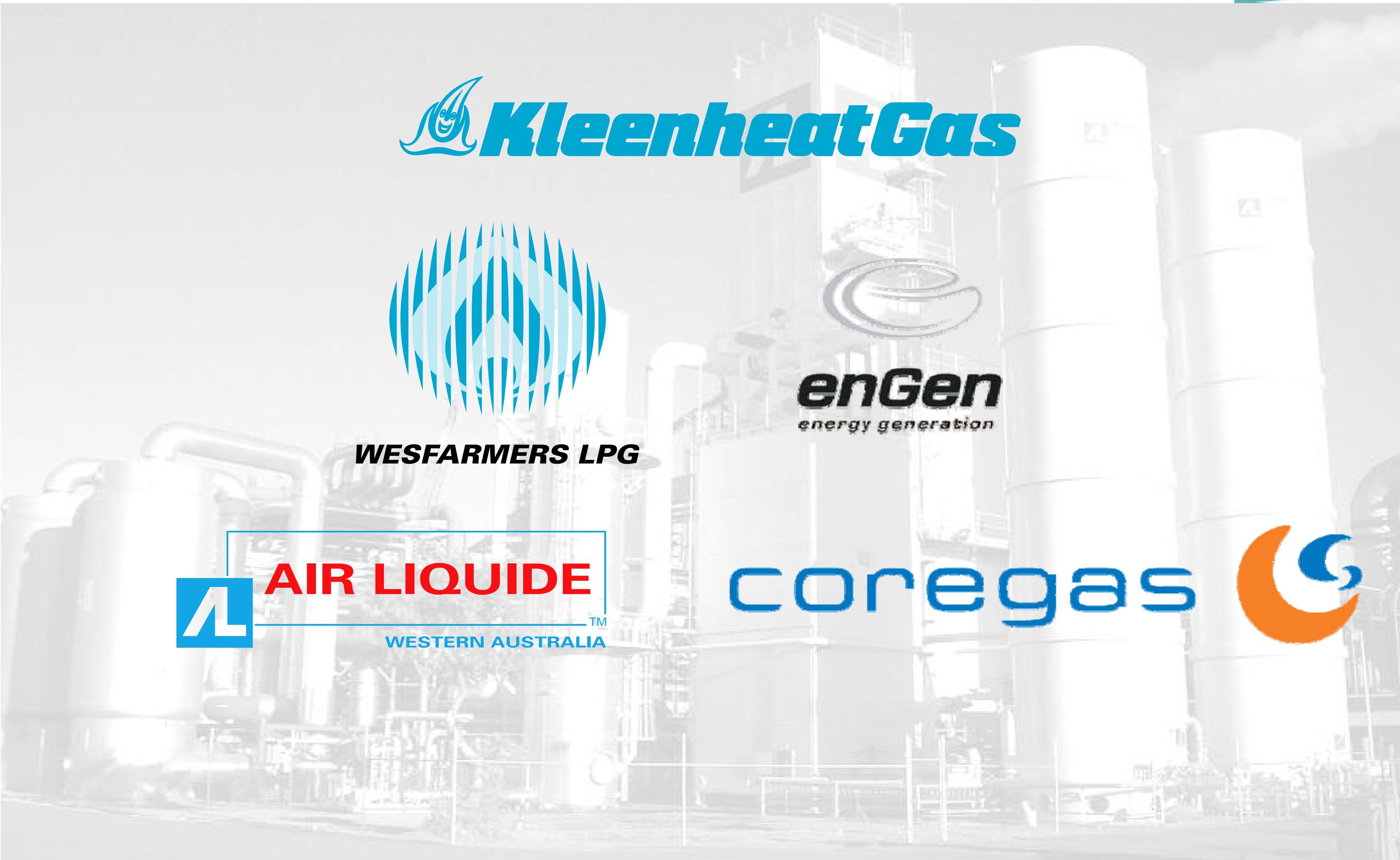
Growth Strategies

Strategic initiatives		Comment
Growth	✓	• Kwinana duplication (+235,000 tpa)
	WIP	• Upgrade of QNP (+30,000 tpa) underway
	WIP	• Sodium cyanide expansion
Optimise cost and capital	✓	• Inventory and expense management
Sustainability	WIP	• Sustainability framework and legacy issues
	WIP	• Preparation for CPRS
Improved capabilities and people development	WIP	• Upgrade business systems
	✓	• Improved training and safety focus

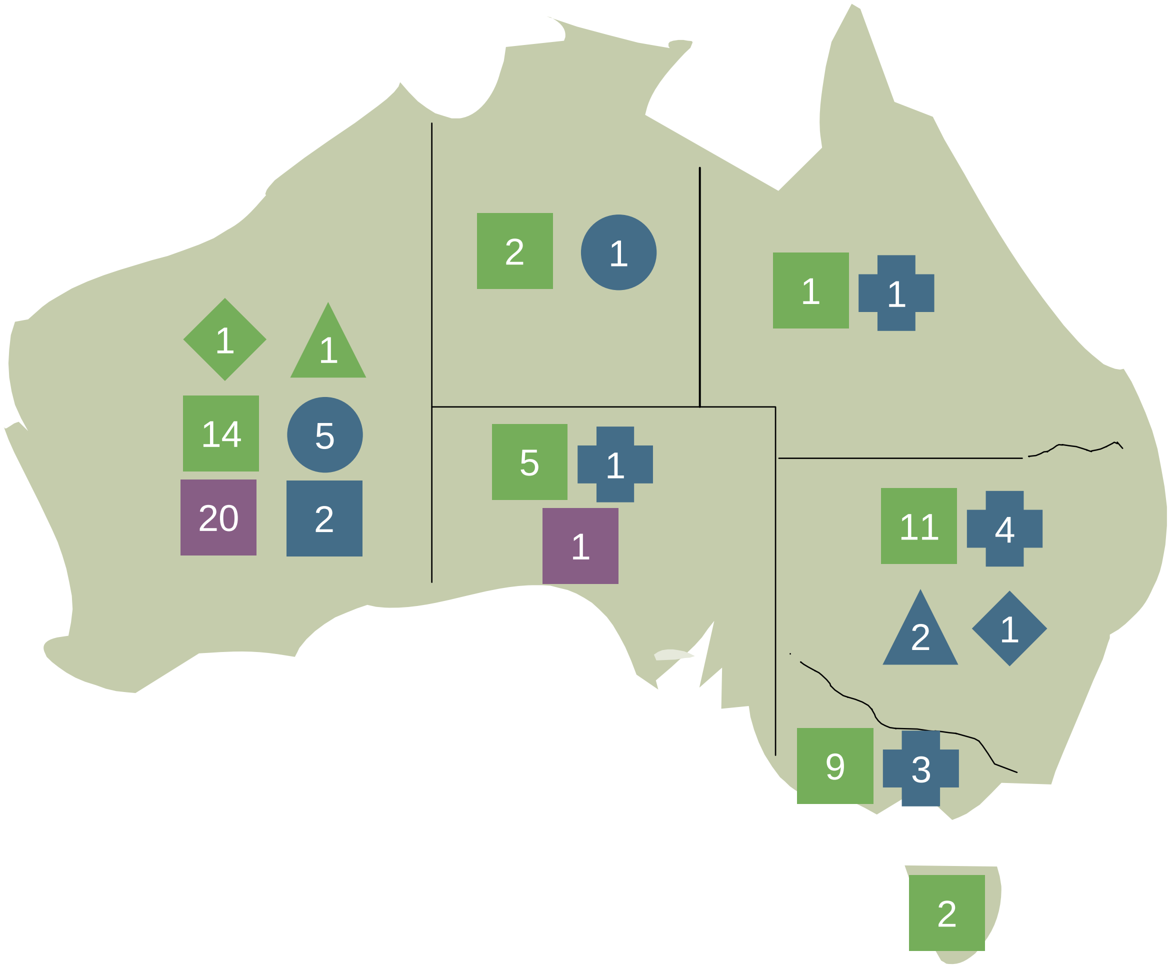


(A$m)	2005	2006	2007	2008	1H09
Revenue	587	595	592	997	458
EBIT	89	81	101	124	4
EBITA/Revenue Ratio	*15.2%*	*13.7%*	*17.0%*	*4.8%*	*0.9%*
Sales Volumes - Chemicals (kt)	456	490	449	605	334
Sales Volumes - Fertlisers (kt)	1,120	959	901	1,057	226

Energy


KleenheatGas
WESFARMERS LPG
enGen
energy generation
AIR LIQUIDE
TM
WESTERN AUSTRALIA
coregas

Energy - locations



Industrial, medical and specialty gases

- Air separation units (ALWA)
- Air separation units (Coregas)
- Hydrogen/acetylene plants (Coregas)
- Industrial gas depots/branches (ALWA)
- Industrial gas depots/branches (Coregas)

LPG & LNG

- LPG depots/branches
- LPG extraction facility
- LNG production facility

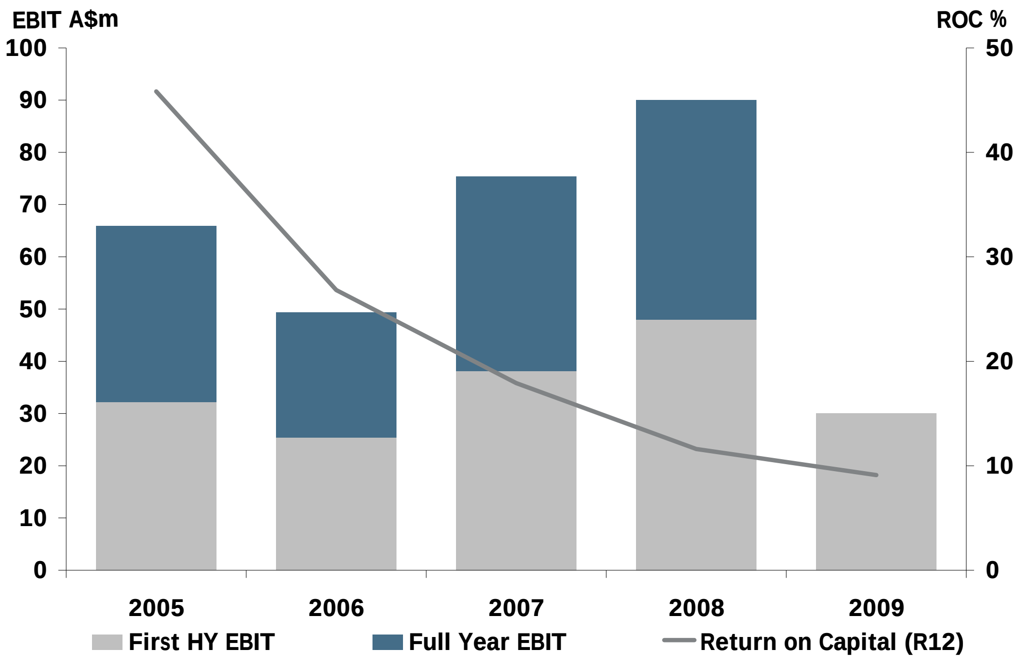
Power generation

- Power stations owned and/or operated

Energy - Performance

Growth Strategies

Strategies	Segment
Improve – Existing Businesses	Industrial gas growth in: • eastern states sales; & • oil and gas sector Maximise LPG production LPG distribution: • customer focus; & • controllable costs Pursue new power generation projects
Expand – Deliver Projects	Industrial gas – supply projects LNG – WA Project: • Plant / Distribution • Power stations • HDV market development
Evaluate – New Opportunities	LNG projects – east coast Other alternative fuels and renewables



(A$m)	2005	2006	2007	2008	1H09
Revenue	398	372	463	565	322
EBIT	66	49	75	90	30
EBITA/Revenue Ratio	*16.6%*	*13.3%*	*16.3%*	*15.9%*	*9.3%*

Energy - Businesses

Kleenheat Gas

Activities

distributor and marketer of LPG and LNG and gas appliances to a broad range of domestic, commercial, autogas and industrial customers

Sales Volumes

2007/08 Actual:	226,909T LPG 3,613T LNG

Sites

Depots	36
Branches	15
Commission agents	30
Franchisees	13
Dealers	558
Customers	**258,000**

Wesfarmers LPG

Activities

owns and operates LPG and LNG extraction facilities in Western Australia supplying Kleenheat Gas domestically and export markets

Production Volume

2007/08 Actual:	167,635T

Sales Volumes

2007/08 Actual:	
Export:	50.7kT
Domestic:	119.1kT
Customers	**2**

enGen

Activities

design, construction, operatation and maintenance of both company-owned and customer-owned power stations

Operations

MW installed:	90
GWh generated per annum:	351
Power stations:	21
Customers:	6

coregas

Activities

Production, distribution and marketing of industrial and medical gases on Australia's east coast.

Operations

Port Kembla Air Separation Unit:	Capacity: 1,200 TPD Oxygen
Hydrogen Plant:	1000 m3/hr
Acetylene plant	200 m3/hr
Cylinder filling operations:	5
Specialty gas laboratory	20 cylinders/day
Customers:	9,500

Air Liquide Western Australia

Activities

Air Liquide WA is a joint venture between Wesfarmers (40%) and Air Liquide Australia manufacturing and supplying a range of industrial medical and specialty gases

Operations

Air Separation Plants:	
Kwinana:	Capacity 285 TPD Oxygen
Hismelt:	Capacity 880 TPD Oxygen
Carbon Dioxide Plants:	
BHP Billiton:	No longer exists
CSBP:	Capacity 130 TPD
Cylinder Filling Operations:	2
Branches:	3 in Western Australia 1 in Northern Territory
Agents:	72
Customers:	12,400

Other Businesses

Gresham:

50% interest in Gresham Partners, an independent investment bank focused on financial advisory services, private equity investment and property investment funds. Wesfarmers also holds significant investments in Gresham's Private Equity Funds.

(A$m)	2007	2008
Profit before tax:		
Gresham Partners	4	7
Gresham Private Equity	12	16

Wespine (50%):

50:50 joint venture between Wesfarmers and Fletcher Building Limited. Wespine is a softwood sawmiller, specialising in the production of premium quality plantation timber for use in housing construction and furniture manufacturing.

(A$m)	2007	2008
Profit before tax	8	8

Bunnings Warehouse Property Trust (23%):

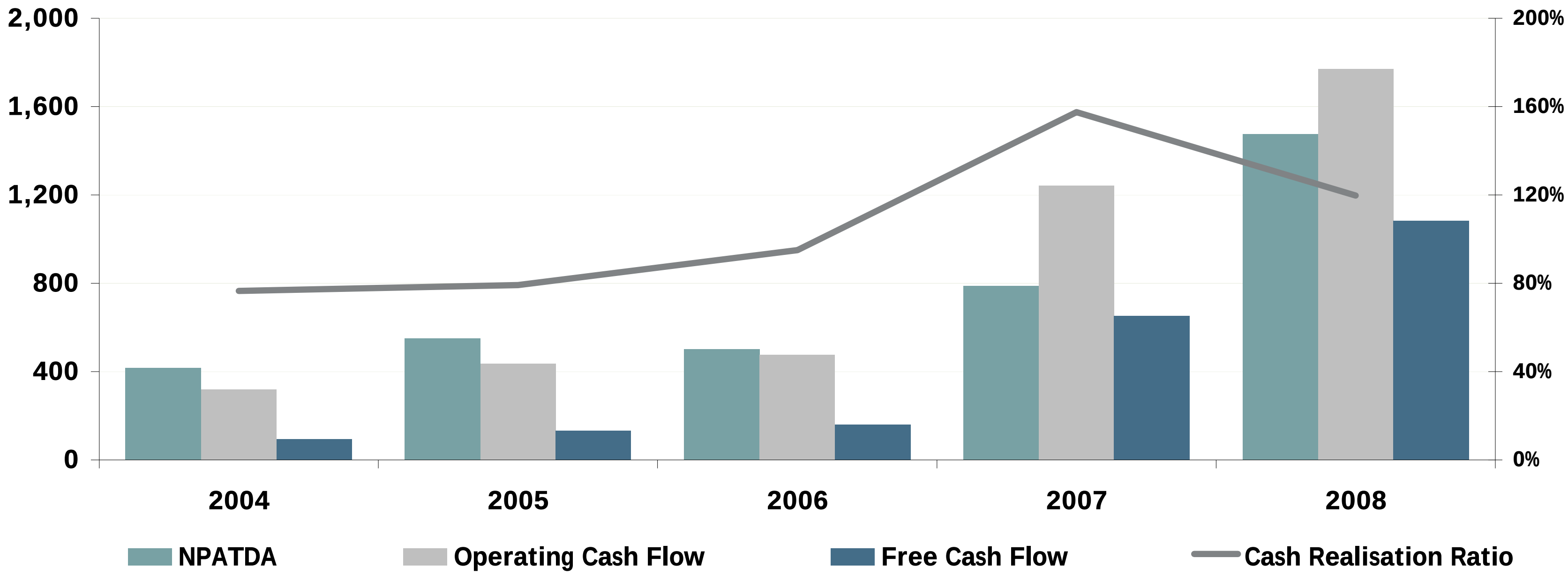
listed property trust, established in 1998 with a focus on warehouse retailing properties and, in particular, Bunnings Warehouses leased to Bunnings Pty Ltd, a wholly-owned subsidiary of Wesfarmers Limited.

(A$m)	2007	2008
Profit before tax	47	-

Capital Management

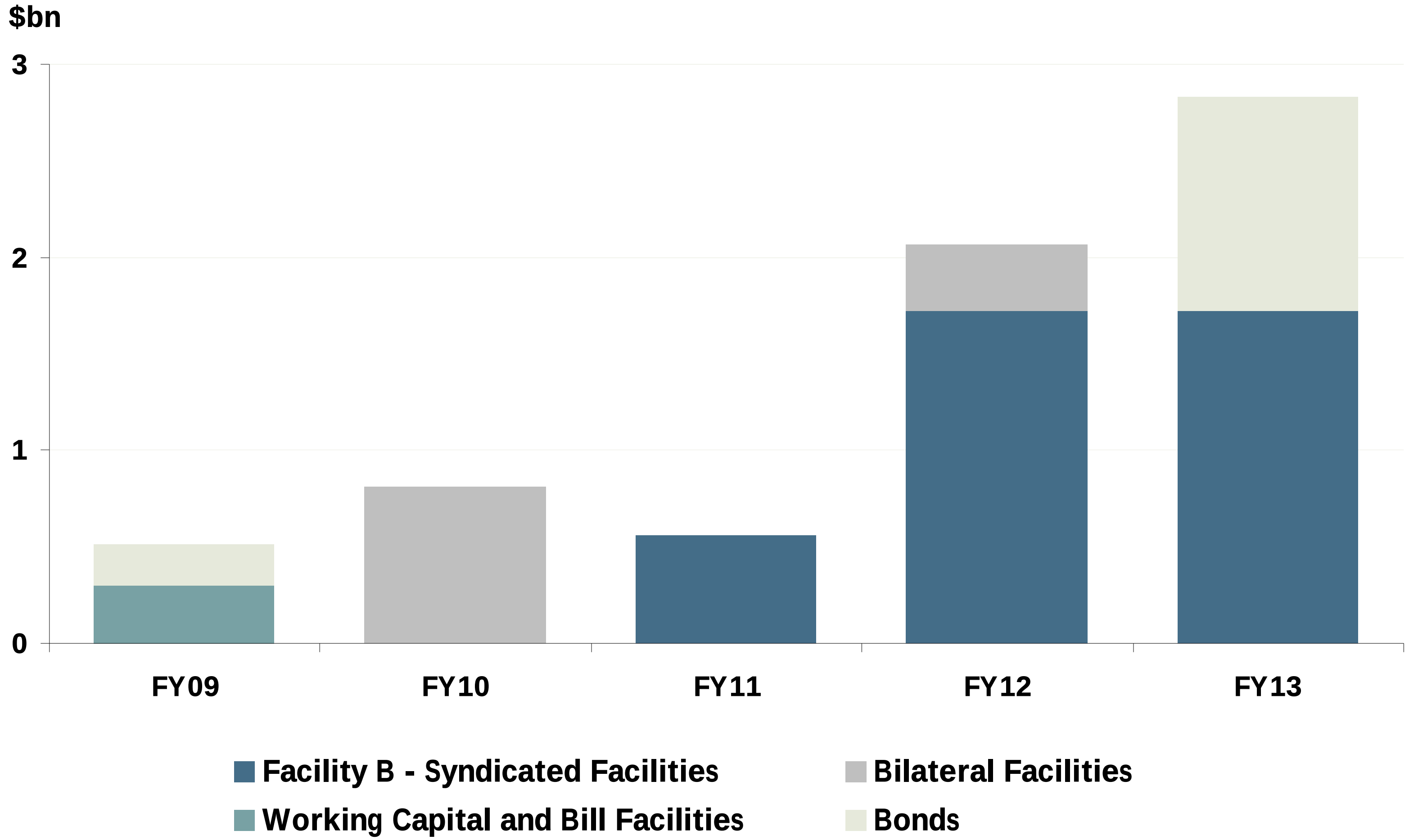
- Net Debt to Equity of 49% at 31 December 2008 (20% on a pro-forma basis*)
- Cash Interest Cover Ratio of 5.2 times (rolling 12 month basis)
- Well within all debt covenants (pre equity raising)
- S&P rating BBB+ (stable), Moody's Baa1 (stable)
- Weighted average cost of debt including hedges 8 - 8.5% for next 3 years
- Retain dividend investment plan with no underwrite expected for FY09 dividends

Note: based on $4.6n equity raised in Jan/Feb 2009



*adjusted for Stanwell and significant non-cash asset writedowns and provisions

Maturity Profile Analysis



Note: $4.6bn equity raised however graph above reflects current repayments of $2.9bn. Remaining proceeds to be used to make further repayments in due course and to provide additional liquidity.

Hedging Profile

- At 31 Dec 08, ~50% of debt hedged for 5 years at average 7.2% (excluding margins)
- Rebalancing of hedge positions underway
- Post rebalancing, expect debt to be ~50% hedged for 5 years at average 7.2% (excluding margins)
- Expect to realise ~$150m of hedge losses as a result of reducing overall hedge position
  - ~$60m to be recognised in 2H09 with balance to be amortised over next 4 years (weighted towards FY10 and FY11)
  - Includes ~$40m in relation to ineffective hedges in 2H09
  - Final figures will depend on completion of hedge position rebalancing

Capital Expenditure

- Continued focus on prudent capital expenditure
- Coles capital expenditure weighted towards 2H09
- Completion of Ammonia Nitrate expansion and LNG Plant in FY08
- Forecast capital expenditure for FY09 <$1.8bn

Half Year ended 31 December (A$m)	**2008**	2007
Home Improvement & Office Supplies	**214**	173
Coles	**204**	93
Target	**51**	-
Kmart	**41**	-
Resources	**109**	95
Insurance	**6**	6
Industrial & Safety	**10**	14
Chemicals & Fertiliser	**22**	127
Energy	**21**	78
Other	**9**	3
Total	**687**	589

Outlook

- Challenging global economic environment
- Expect turnaround in Coles to gather pace over next 12 months
- Lower export coal prices from April 2009
- Lower borrowing costs from reduced debt levels

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Corporate policies

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