2012 Full-Year Results Teleconference

16 August 2012

Wesfarmers

Presentation outline

Wesfarmers

Group Performance Highlights

Richard Goyder
Managing Director, Wesfarmers Limited

Group performance highlights

- Operating revenue of $58.1 billion, up 5.8%
- Earnings before interest & tax of $3,549 million, up 9.8%
- Net profit after tax (NPAT) of $2,126 million, up 10.6%
- Earnings per share of $1.84, up 10.5%
- Operating cash flows of $3,641 million, up 24.8%
- Free cash flows of $1,472 million, up 41.4%
- Fully-franked final dividend of $0.95 declared, up 11.8%, taking full-year dividend to $1.65

Group performance highlights (cont)

- Strong growth in retail earnings
  - Continued price reinvestment supported by operating efficiencies
  - Improvements in value, offer & service driving strong transaction growth
  - Store network improvements, in particular by Coles & Bunnings
  - Improvements in range, product sourcing & stock management continued to drive efficiencies at Kmart
  - Strong working capital performance
- Insurance underwriting result affected by increased reserves for 22 February 2011 Christchurch earthquake; underlying performance solid
- Resources' export coal mine expansions completed; higher export coal prices & production partially offset by one-off costs & higher royalties
- Sustained demand for industrial & chemical products & strong operating performance increased WES CEF & WIS earnings

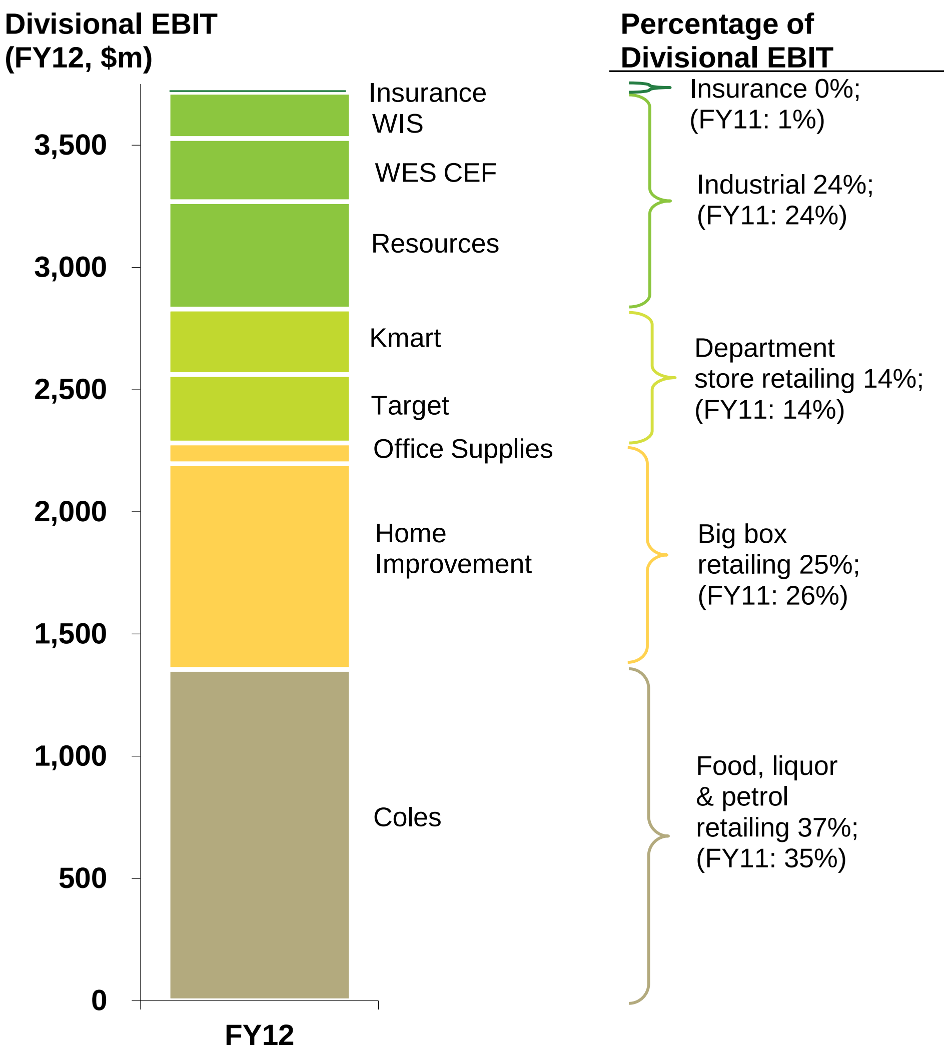
Group performance summary

Year ended 30 June ($m)	**2012**	2011	↕ %
Revenue	**58,080**	54,875	*5.8*
EBITDA	**4,544**	4,155	*9.4*
EBIT	**3,549**	3,232	*9.8*
Finance costs	**(505)**	(526)	*4.0*
Tax expense	**(918)**	(784)	*(17.1)*
Net profit after tax	**2,126**	1,922	*10.6*
Operating cash flows	**3,641**	2,917	*24.8*
Earnings per share (ex. employee res. shares) (cps)	**184.2**	166.7	*10.5*
Earnings per share (inc. employee res. shares) (cps)	**183.7**	166.1	*10.6*
Operating cash flow per share (inc. employee res. shares) (cps)	**314.6**	252.1	*24.8*
Dividends per share (cps)	**165.0**	150.0	*10.0*
Return on shareholders' funds (R12 %)	**8.4**	7.7	*9.1*

cps: cents per share

Wesfarmers

Strength through diversified earnings



Year ended 30 June EBIT ($m)	2012	2011	↕ %
Coles	**1,356**	1,166	*16.3*
Home Improvement	**841**	802	*4.9*
Office Supplies	**85**	80	*6.3*
Target[1]	**244**	280	*(12.9)*
Kmart	**268**	204	*31.4*
Insurance[2]	**5**	20	*(75.0)*
Resources	**439**	369	*19.0*
Chemicals, Energy & Fertilisers[3]	**258**	283	*(8.8)*
Industrial & Safety	**190**	166	*14.5*
Divisional EBIT	**3,686**	3,370	*9.4*
Other	**(36)**	(36)	*0.0*
Corporate overheads	**(101)**	(102)	*1.0*
Group EBIT	**3,549**	**3,232**	*9.8*

[1] 2012 includes a restructuring provision of $40 million.

[2] 2012 includes additional reserves of $108 million relating to the 22 February 2011 Christchurch earthquake.

[3] 2011 includes $42 million in insurance proceeds relating to the 2009 Varanus Island gas outage.

Return on Capital

- Focus on return on capital to deliver satisfactory shareholder returns

Year ended 30 June	2012 EBIT $m	2012 R12 Capital Employed $m	2012 ROC %	2011 ROC %
Coles	1,356	15,544	8.7	7.8
Home Improvement	841	3,250	25.9	28.0
Office Supplies	85	1,208	7.0	6.7
Target[1,2]	244	2,911	8.4	9.7
Kmart[1]	268	1,423	18.8	15.2
Insurance	5	1,291	0.4	1.6
Resources	439	1,488	29.5	28.5
Chemicals, Energy & Fertilisers[3]	258	1,282	20.1	21.8
Industrial & Safety	190	1,187	16.0	13.1

[1] 2011 restated to reflect reallocation of $486 million goodwill from Target to Kmart.

[2] 2012 includes a restructuring provision of $40 million. Excluding the restructuring provision 2012 ROC was 9.8%.

[3] 2011 includes $42 million insurance proceeds relating to the 2009 Varanus Island gas outage. Excluding insurance proceeds 2011 ROC was 18.6%.

Strategic growth initiatives

Retail

- Coles: drive further efficiencies to reinvest in value; category expansion; continue to invest in store network & multi-channel
- HIOS: continue to invest in value, service, new categories & network expansion
- Kmart: continue to source at lowest cost to provide the lowest prices on everyday items; drive further growth through network investment
- Target: strengthen mid-tier position; improve supply chain & sourcing; invest in omni business; further leverage customer insights

Insurance

- Continue to improve underwriting disciplines & systems; further grow broking & personal lines

Strategic growth initiatives (cont)

Industrials

- Resources: deliver increased production from recently completed expansions; strong management of costs
- WES CEF: progress the $550 million ammonium nitrate expansion; drive continuous improvement across all businesses
- WIS: continue to diversify customer base through broader product & service offer; drive improved productivity

Group

- Manage the portfolio to deliver satisfactory returns to shareholders
- Continue to improve capital efficiency
- Maintain strong balance sheet & access to capital
- Continue to leverage & build human resource capability

Coles
Ian McLeod
Managing Director

coles

Wesfarmers

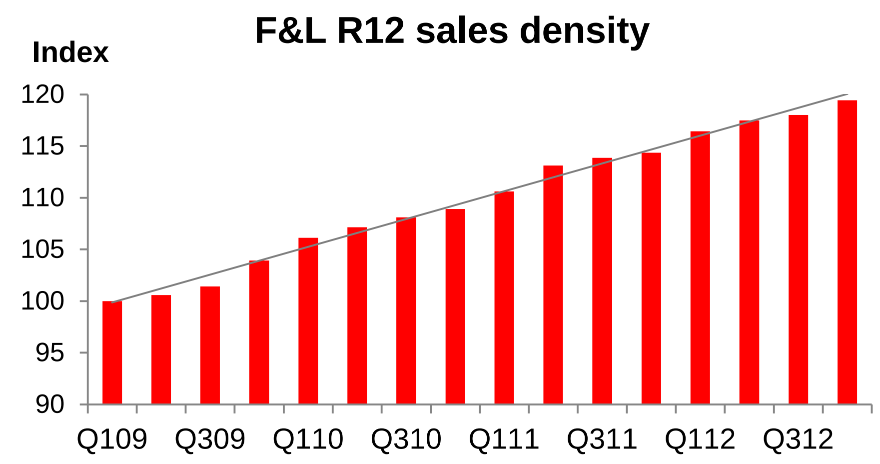
Coles performance summary

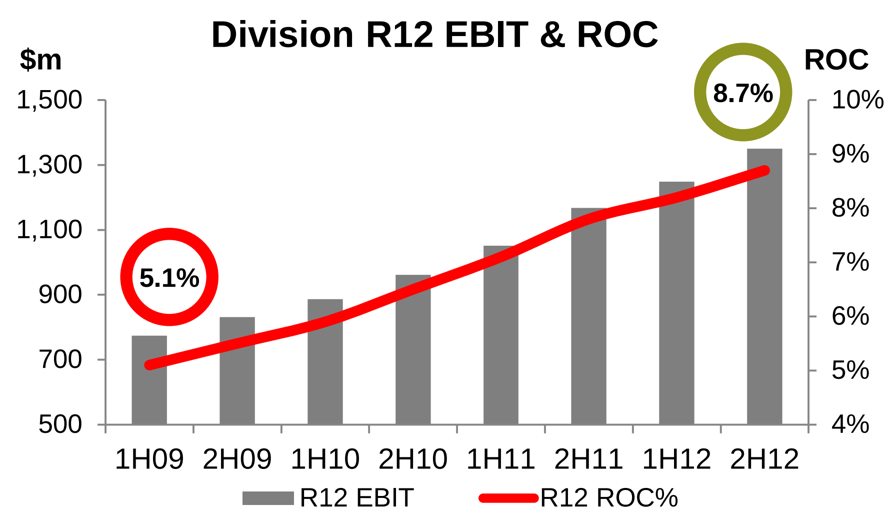
Year ended 30 June ($m)		2012	2011	↕ %
Revenue		**34,117**	32,073	*6.4*
EBIT		**1,356**	1,166	*16.3*
ROC %		**8.7**	7.8	
Safety (R12 LTIFR)		**13.0**	15.9	
Food & Liquor	Revenue[1]	**26,561**	25,282	*5.1*
	Total store sales growth %[2,3]	**4.6**	6.3	
	Comp store sales growth %[2,3]	**3.7**	6.3	
	Trading EBIT[1]	**1,232**	1,071	*15.0*
	EBIT Margin %	**4.6**	4.2	
Convenience	Revenue	**7,556**	6,791	*11.3*
	Total store sales growth %[2,4]	**0.2**	2.0	
	Comp fuel volume growth%[2]	**2.8**	2.3	
	Trading EBIT	**124**	95	*30.5*

[1] Includes Property. [2] 2012 for the 52 weeks 27 June 2011 to 24 June 2012, 2011 for the 52 weeks 28 June 2010 to 26 June 2011.
[3] Includes hotels, excludes gaming revenue & property. [4] Excludes fuel.

Sustained turnaround momentum

- Outperformed the Food & Liquor market for last three years
  - 16 consecutive quarters of sales density improvement
  - Strong underlying transaction & volume growth
- Strong improvement in financial performance
  - 20% EBIT CAGR[1]
  - 120bps EBIT margin expansion[1]
  - 360bps ROC expansion[1]
- Platforms developed for second wave of transformation





[1] Growth over last four financial years.

Platforms for growth established

Driving the Coles Difference

Performance

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

Year 4 - 5

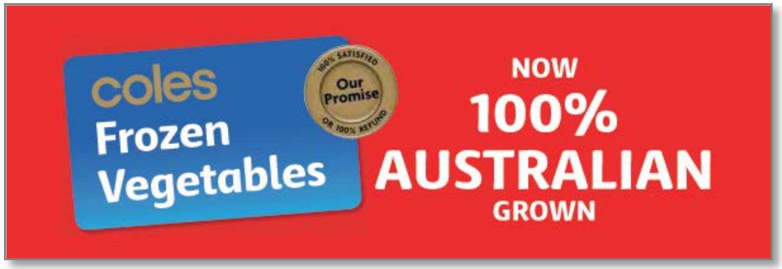
Second wave of transformation

- Renewed investment in value
- Integrated CRM & loyalty platform
- Stronger supplier partnerships
- Improved quality & simpler range
- Improved category management
- Coles brand & new ranges
- New categories
- Support centre efficiency
- Leveraging supply chain
- Investment in Team Members
- New & bigger stores
- Further innovation in the shopping experience
- Multi-channel integration & financial services expansion

Year 5 - 10

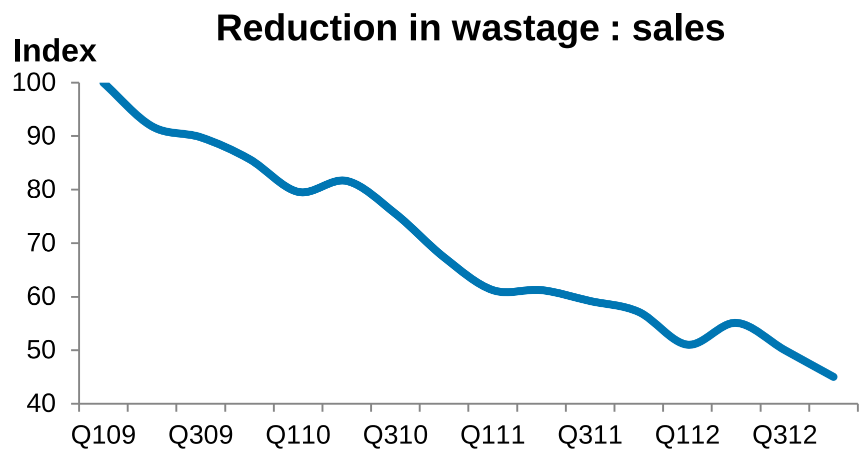
Investing further in quality & value

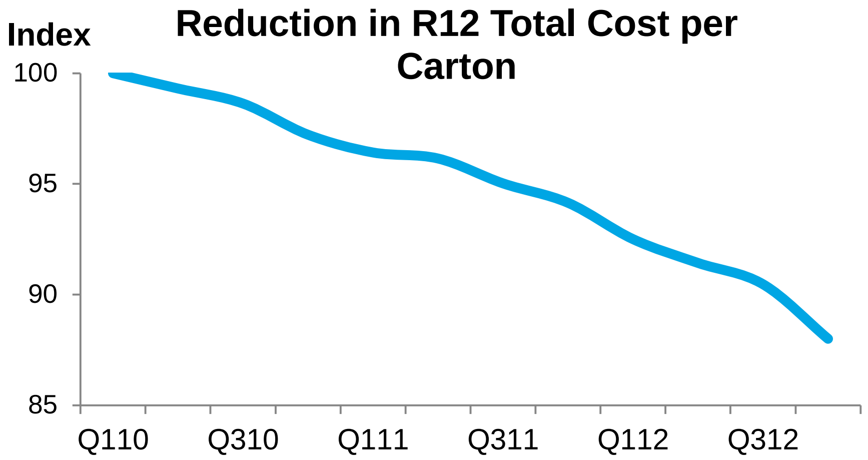
- Investment in lower prices to continue
  - Down Down generating further savings for consumers
  - Volume benefits for Coles & suppliers
  - Further initiatives in FY13 to extend consumer value
- Category innovation
  - Supplier programs supporting quality improvement
  - Over 1,000 new Coles brand lines introduced in FY12
  - Mix clothing range now in 67 stores; children's range in Autumn collection
  - c. 400,000 financial services customers



Ongoing efficiency gains

- Sustainable efficiencies in store operations
  - $400 million reduction in waste over last four years with more progress expected
  - Automated ordering and receiving of deliveries
- Supply chain transformation continuing
  - Easy Warehousing complete
  - Improved DC productivity
  - Availability at three-year high, but much more still to do





Sold and served with personality

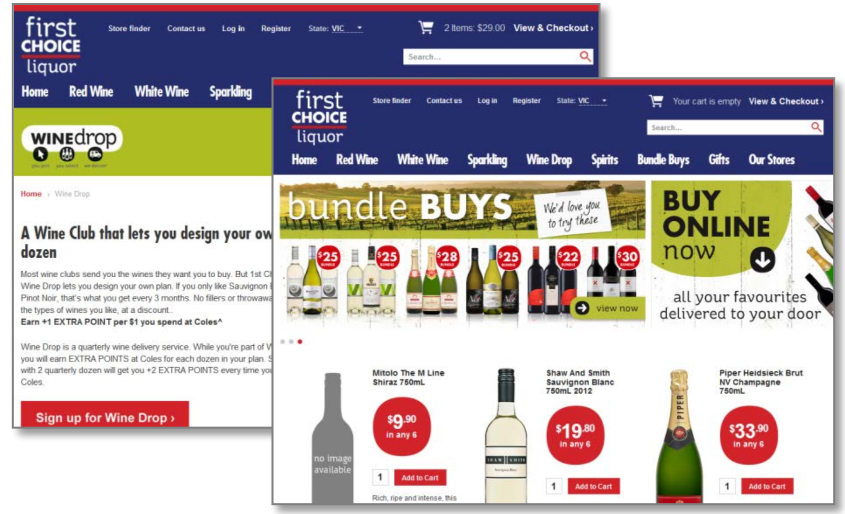
The best customer experience

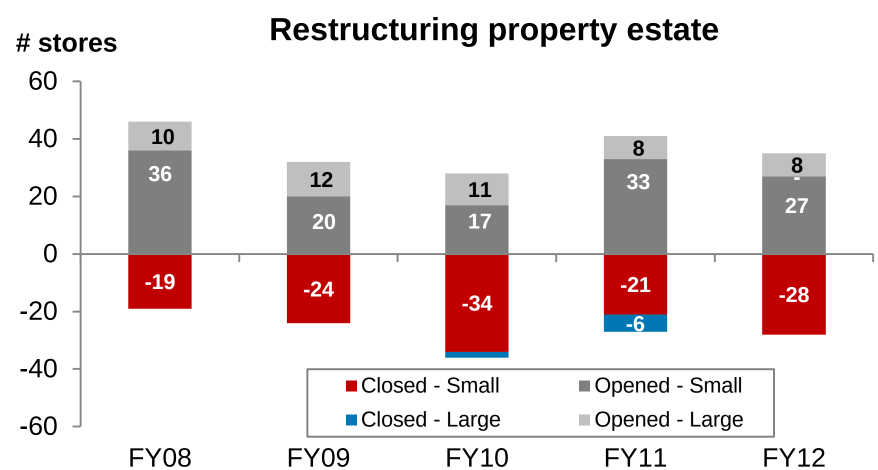
Our customers come first, always

- Expanding & renewing the store network
  - 2% additional net selling area in FY12
  - Strong pipeline to secure >2% net selling area growth per year
  - 108 more stores in the renewal format in FY12; target ~100 for FY13
  - Format to evolve further in FY13
- Improving customer service
  - Customer service training for almost 30,000 Team Members
  - Craft skills training programs for >5,000 Team Members
  - ‘Tell Coles’ customer surveys providing store specific feedback
  - Absenteeism at four-year low

Liquor

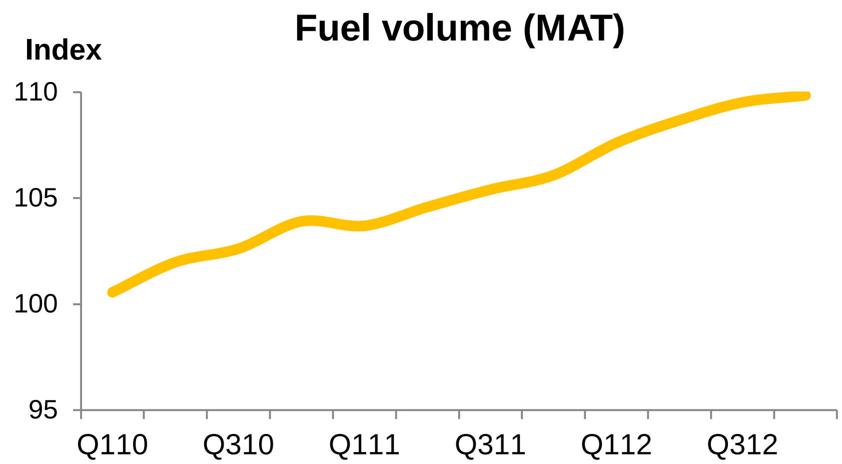
- Disappointing performance in FY12
  - Large scale systems change caused significant first half disruption
  - Structural shift to 'big-box' continues
- Performance improvement over second half of FY12
  - Strong focus on improving promotional structure
  - Amended price architecture
  - Restructure of store network continuing (8 new First Choice, 27 new small format & 28 closed)
  - Launch of firstchoiceliquor.com.au





Convenience

- Continued strength in volume growth
  - All stores refreshed in FY12 to help drive volume
  - Progressive shift in preference towards V-Power & diesel fuel
- Strong site network
  - Co-located fuel / supermarket sites performing well
- Improved price competitiveness
- Range review underway

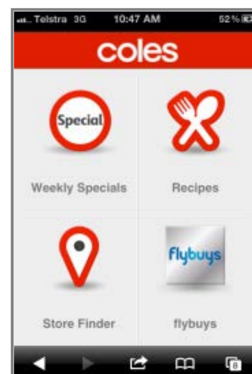


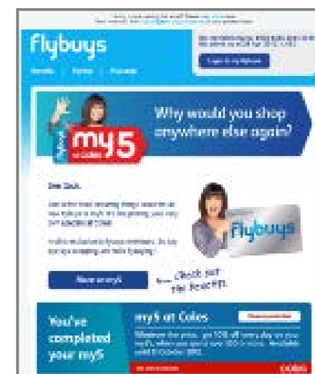
Range of multi-channel platforms

- Pillars of multi-channel growth being established
- flybuys reinvigoration
  - More than 7m flybuys cardholders
  - >150m personalised emails in FY13
- Online enhancement
  - Redesigning coles.com.au
  - Launch of firstchoiceliquor.com.au
  - Tailored mobile site launched
  - Mix online clothing store launched
- Coles Insurance and Coles MasterCard websites driving traffic

Multi-channel priorities

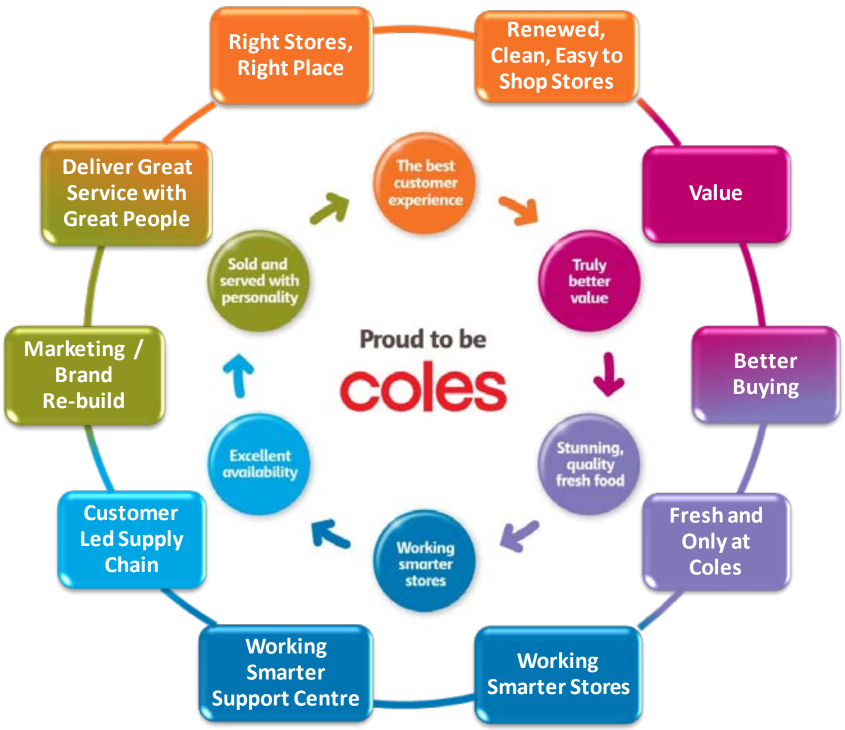
Core basics
↓
Ordering & fulfilment integration
↓
Digital customer dialogue & community
↓
Building internal capability
↓
Driving innovation





Building on our growth platform

- Continued transformation of Coles
  - Generating further savings through efficiency to invest in lower prices
  - Further improvements in quality & value
  - Investment in store network & multi-channel offer
- Challenging year ahead
  - Rising energy costs, including carbon; efficiency savings to partially mitigate
  - Continuing consumer caution
  - Record deflation levels of FY12 expected to moderate



Home Improvement & Office Supplies

John Gillam
Managing Director

BUNNINGS Officeworks

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HIOS performance summary

Year ended 30 June ($m)		2012	2011	↕ %
Revenue	Home Improvement	**7,162**	6,780	*5.6*
	Office Supplies	**1,482**	1,471	*0.7*
		8,644	8,251	*4.8*
EBIT	Home Improvement	**841**	802	*4.9*
	Office Supplies	**85**	80	*6.3*
		926	882	*5.0*

Home Improvement
Performance summary

Year ended 30 June ($m)	2012	2011	%
Revenue	**7,162**	6,780	*5.6*
Trading Revenue (excl. property rental income)	**7,152**	6,773	*5.6*
EBIT	**841**	802	*4.9*
Trading EBIT / Trading Revenue (%)	**11.6**	11.8	
Net property contribution	**9.0**	6.0	
ROC (R12 %)	**25.9**	28.0	
Safety (R12 AIFR)	**38.8**	36.6	

BUNNINGS

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Home Improvement highlights

- Trading revenue growth of 5.6%
  - 5.3% consumer sales growth, store-on-store growth of 3.9%
  - 6.9% lift in commercial sales
- Strong focus on the customer offer, our team & the network
- Performance driven by merchandising, operational & productivity initiatives
- Opened 16 trading locations
  - 13 new warehouse stores
  - One smaller format store & two trade centres
- Ongoing investment in property pipeline & existing stores
- Total capital investment of $563 million

Home Improvement outlook

- Growth through multiple drivers
  - Service
  - Network expansion & store reinvestment
  - New categories & merchandising
  - Commercial
  - Value
- Committed, engaged & energised team
- Strong cost disciplines & productivity improvements

Office Supplies
Performance summary

Year ended 30 June ($m)	2012	2011	↕ %
Revenue	**1,482**	1,471	*0.7*
EBIT	**85**	80	*6.3*
EBIT / Revenue (%)	**5.7**	5.4	
ROC (R12 %)	**7.0**	6.7	
Safety (R12 AIFR)	**10.8**	12.2	

Office Supplies highlights

- Sales growth in challenging conditions
  - Strong transaction & unit growth
  - Deflationary headwinds
  - Strong Online & Business sales growth
- Improved margin performance with strong cost control
- Strong earnings growth
- Network expansion & enhancement
  - Six new stores & six full store upgrades
- Good progress on actions to improve customer offer
  - Website enhancements, range expansion, service investment

Office Supplies outlook

- Sales growth to remain challenging
  - Competitive pressure on sales & margin remains strong
- Focus on good execution of strategic agenda
  - Drive sales
  - Improve customer offer & service
  - Expand & upgrade store network
  - Reduce complexity & cost of doing business
  - Develop & engage the team
  - Grow the B2B offer

Target
Dene Rogers
Managing Director

Target performance summary

Year ended 30 June ($m)	2012	2011	↕ %
Revenue	**3,738**	3,782	*(1.2)*
EBIT	**244**	280	*(12.9)*
EBIT (excluding restructuring provision)[1]	**284**	280	*1.4*
EBIT[2] margin (%)	**6.5**	7.4	
ROC[2,3] (R12 %)	**8.4**	9.7	
Safety (R12 LTIFR)	**8.0**	8.1	
Total sales growth[4] (%)	**(1.8)**	(1.2)	
Comparative store sales growth[4](%)	**(2.1)**	(1.2)	

[1] Excluding restructuring provision of $40 million.
[2] 2012 EBIT margin & ROC, excluding the $40 million restructuring provision, are 7.6% & 9.8% respectively.
[3] 2011 ROC restated to reflect the reallocation of $486 million of goodwill from Target to Kmart.
[4] 2012 for the 52 weeks 26 June 2011 to 23 June 2012, 2011 for the 52 weeks 27 June 2010 to 25 June 2011.

Target highlights

- Earnings affected by $40 million provision for future supply chain restructuring
- Improvements in underlying performance
  - Focus on profitability of promotions & clearance activity
  - Introduction of ‘Target Essentials’ range
  - Promotions which focus on quality, style & experience, not just price, to define value
  - Investment in service levels
  - Encouraging growth in online sales & profitability; continued enhancement of range & functionality
- Net inventory days improvement; strong cash generation
- Investment in the store portfolio; 12 new stores

Target outlook

- The customer remains the first priority in all decision making
  - Refocus on value delivered through quality, style, experience & not just price
  - Continued expansion of online range & functionality
  - Improving customer insights through data leverage
- Continuing improvement in business economics through:
  - Improving the profitability of promotions
  - Increasing direct sourcing
  - Improving markdown control
  - Further development of 'Target Essentials'
  - Reinvestment in value & service
- Investment in:
  - Systems to support improvement in stock planning, supply chain & buying
  - Store portfolio with 10 new stores & four replacement stores planned for FY13

Kmart

Guy Russo
Managing Director

IRRESISTIBLY LOW PRICES. EVERYTHING. EVERY DAY.

Kmart Tyre & Auto Service

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Kmart performance summary

Year ended 30 June ($m)	2012	2011	↕ %
Revenue	**4,055**	4,036	*0.5*
EBIT[1]	**266**	201	*32.3*
EBIT margin (%)	**6.6**	5.0	
ROC (R12 %)[1,2]	**18.7**	15.0	
Safety (R12 LTIFR)	**9.3**	6.8	
Total sales growth[3] (%)	**0.0**	0.4	
Comparative store sales growth[3] (%)	**0.0**	0.3	

1 2012 excludes $2 million earnings relating to Coles Group Asia overseas sourcing operations utilised by both Kmart & Target (2011: $3 million).

2 2011 ROC restated to reflect the reallocation of $486 million of goodwill from Target to Kmart.

3 2012 for the 52 weeks 27 June 2011 to 24 June 2012, 2011 for the 52 weeks 28 June 2010 to 26 June 2011.

Kmart highlights

- Strong EBIT growth & margin improvement
  - Improved product sourcing
  - Better stock management
  - Everyday core range performing well
- Connecting more Australian & New Zealand families with the new Kmart
  - 10 consecutive quarters of growth in customer transactions & units sold
  - Strong growth in units across all key categories; sales affected by ongoing investment in lower prices
  - ‘Lower than Ever’ everyday price drops driving further value for customers
- Ongoing focus on inventory management resulting in improved working capital performance
- Investment for future growth
  - Six Kmart stores refurbished & 238 Kmart Tyre & Auto stores re-imaged
  - Strong new store pipeline

Kmart outlook

- Continue to lead on price & value
- Continue to source at lowest cost
- Improve stock flow & availability
- Network expansion & reinvestment
- Continue to focus on team member safety

Insurance
Rob Scott
Managing Director

Wesfarmers Insurance

Wesfarmers

Insurance performance summary

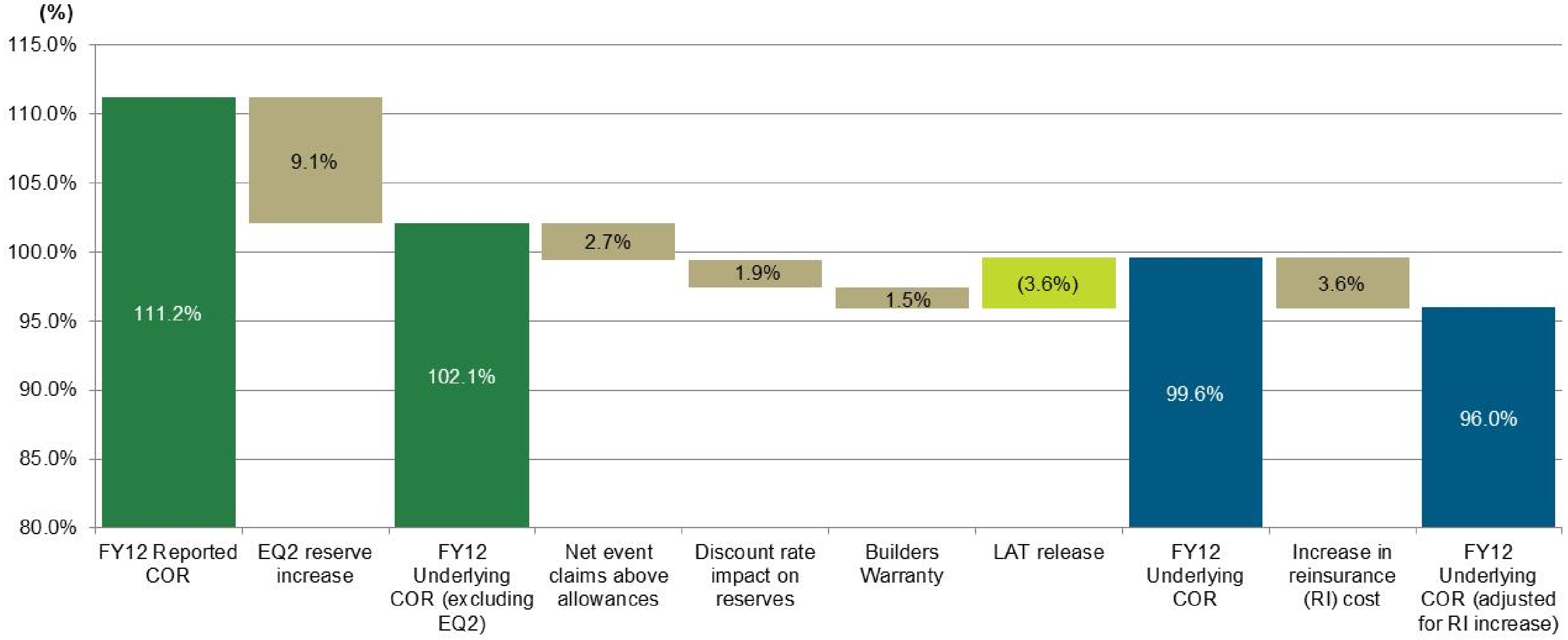
Year ended 30 June ($m)	2012	2011	↕ %
Total Revenue	**1,915**	1,739	*10.1*
EBITA Underwriting	**(58)**	(29)	*(100.0)*
EBITA Broking	**79**	62	*27.4*
EBITA Other	**(4)**	(3)	*(33.3)*
EBITA Insurance Division	**17**	30	*(43.3)*
EBITA Insurance Division (excluding EQ2)[1]	**125**	30	*316.7*
EBIT Insurance Division	**5**	20	*(75.0)*
EBIT Margin (Insurance Division) (%)	**0.3**	1.2	
ROC (R12%)	**0.4**	1.6	
Safety (R12 LTIFR)	**2.7**	0.8	
Combined Operating Ratio (%)	**111.2**	109.3	
Combined Operating Ratio (%) (excluding EQ2)[1]	**102.1**	109.3	
EBITA Margin (Broking) (%)	**29.6**	27.5	

[1] Excludes $108 million one-off impact on underwriting earnings from reserve increases in 2012 in relation to the 22 February 2011 Christchurch earthquake (EQ2). Upon exclusion of this one-off impact & restatement of 2012 key performance metrics, EBIT margin (Insurance Division) is 5.9% & ROC (R12) is 8.8%.

Insurance highlights

- Underwriting earnings significantly affected by $108 million increase in reserves associated with 22 February 2011 Christchurch earthquake (EQ2)
- Strong increase in earnings from Broking, reflecting the successful integration of acquired businesses & solid sales growth in core businesses
- Improvement in underlying earnings from underwriting operations after allowing for:
  - Above allowance catastrophe events ($32 million)
  - Adverse impact on reserves of lower government bond yields ($23 million)
  - Impact of higher reinsurance costs from 1 July 2011
- Strong premium rate increases in Australia (8.4%) & New Zealand (10.9%)
- Reduced exposures to higher hazard regions & industries through ongoing focus on disciplined underwriting
- Strong growth in Coles personal lines

Underlying Combined Operating Ratio
Year ended 30 June 2012



EQ2 reserves

- EQ2 reported as the largest ever insured loss in the southern hemisphere & rated a 1 in 2,500 year event by GNS Science, New Zealand
- Significant scale of disaster has raised complex & challenging issues in respect to future claims reserve estimations
- Reserve increase since December 2011 of $82 million as a result of:
  - The completion of all domestic scopes of work, resulting in an increase in expected claims costs
  - Higher reserve estimates for large commercial claims
  - Changes in the scope of repairs required within TC3 land zones
  - Earthquake Commission approach to reserving & claims settlement
- Christchurch commercial earthquake aggregates reduced to below 9% of NZ commercial portfolio
- Strong focus on efficient management of ultimate claims cost

Insurance outlook

- Underwriting performance expected to benefit from:
  - Strong momentum from premium rate increases
  - Reduction in exposures from high hazard areas
  - Realisation of cost reductions from claims & operational cost initiatives
- Modest increase in catastrophe reinsurance costs from 1 July 2012
- Continued expansion in Australian personal lines
- Anticipate continued growth in broking businesses
  - Planned upgrade & investment in systems in FY13
- Continue to assess & pursue bolt-on broking acquisitions

Resources

Stewart Butel
Managing Director

CURRAGH

BENGALLA

Wesfarmers

Resources performance summary

Year ended 30 June ($m)	2012	2011	↕ %
Revenue[1]	**2,132**	1,778	*19.9*
Royalties[2]	**(368)**	(229)	*(60.7)*
Mining & other costs[3]	**(1,175)**	(1,061)	*(10.7)*
EBITDA	**589**	488	*20.7*
Depreciation & amortisation	**(150)**	(119)	*(26.1)*
EBIT[4]	**439**	369	*19.0*
ROC (R12%)	**29.5**	28.5	
Coal production ('000 tonnes)[5]	**14,056**	13,599	
Safety (R12 LTIFR)	**1.7**	1.3	

[1] Includes traded coal revenue of $135 million in 2012 (2011: $79 million). [2] Includes Stanwell royalty expense of $219 million in 2012 (2011: $113 million). [3] 2012 Includes one-off costs at Curragh of $55 million associated with final flood recovery & mine ramp-up ahead of expansion. [4] The divestment of the Premier Coal mine was completed on 30 December 2011; gain on sale is excluded. [5] Includes Premier Coal production of 1.6mt in 2012 (3.5mt in 2011).

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Resources highlights

- Ongoing focus on safety performance
  - 42% reduction in Total Reportable Injury Frequency Rate (TRIFR) at Curragh
- Increased production volumes driven by mine expansions
  - Curragh expansion to 8.0 – 8.5mtpa metallurgical coal exports completed within budget
  - Curragh achieved record production & sales in Q4 FY12
  - Bengalla Stage 1 expansion to 9.3mtpa ROM (7.5mtpa product) completed on time & within budget
- Significant reduction in Curragh mine cash costs in H2 FY12
  - H2 FY12 mine cash costs per tonne over 20% lower than H1 FY12
- New EBA agreed with Curragh employees

Wesfarmers

Resources outlook

- Export market
  - Uncertain economic conditions in Eurozone & slowing growth in China
  - Global steel demand affected
  - A$/US$ exchange rate uncertainty
  - Long-term export market fundamentals remain sound
- Financial Year 2013
  - Forecast Curragh metallurgical coal sales of 8.0 – 8.5mtpa
  - Estimated sales mix (Hard 46%; Semi-Hard 22%; PCI 32%)
  - Stanwell royalty estimate A$205 - $215 million assuming A$/US$ parity
  - Estimated carbon tax liability of $20 - $25 million
  - MRRT not expected to be payable in FY13 at current commodity prices
    - Curragh pays State royalties plus additional Stanwell royalty
- Growth
  - Feasibility studies for ‘next-stage’ mine expansions at both Curragh & Bengalla continuing

Chemicals, Energy & Fertilisers

Tom O'Leary
Managing Director

Wesfarmers Chemicals, Energy & Fertilisers

Wesfarmers

Chemicals, Energy & Fertilisers
Performance summary

Year ended 30 June ($m)		2012	2011	%
Revenue	Chemicals	**698**	647	*7.9*
	Energy[1]	**561**	541	*3.7*
	Fertilisers	**527**	453	*16.3*
		1,786	1,641	*8.8*
EBITDA[2,3,4]		**348**	379	*(8.2)*
Depreciation & amortisation		**(90)**	(96)	*6.3*
EBIT[2,3,4]		**258**	283	*(8.8)*
EBIT (excl. Varanus Island)		**258**	241	*7.1*
Sales volume ('000t):	Chemicals	**843**	806	*4.6*
	Fertilisers	**941**	854	*10.2*
	LPG	**283**	301	*(6.0)*
ROC (R12 %)[2]		**20.1**	21.8	
Safety (R12 LTIFR)		**6.5**	4.6	

[1] Includes Kleenheat Gas (KHG), ALWA, enGen prior to Aug 2011 divestment, Bangladesh LPG joint venture (BLPGJV) prior to Jan 2012 divestment & Premier Power Sales since Jul 2011. [2] 2011 includes $42 million of insurance proceeds related to Varanus Island gas outage. [3] Includes enGen & Bangladesh LPG joint venture earnings prior to divestment ($43 million gain on enGen disposal in Aug 2011 & $9 million gain on Bangladesh LPG joint venture disposal in Jan 2012 excluded) & Premier Power Sales since Jul 2011. [4] 2012 includes $9 million earnings from HIsmelt air separation unit agreement termination payment.

Chemicals, Energy & Fertilisers
Highlights

- Construction underway to expand ammonium nitrate (AN) production capacity from 520 thousand tonnes per annum (ktpa) to 780 ktpa
  - Board approval received in December 2011 for $550 million expansion
- Chemicals earnings ahead of last year following good production performances & strong pricing in ammonia, AN & sodium cyanide (SCN); economic conditions remain challenging for Australian Vinyls
- Lower Kleenheat Gas earnings due to previously advised deterioration in LPG production economics & soft market conditions
- Improved Fertiliser earnings with significant uplift in volumes following good seasonal conditions
- enGen (August 2011) & Bangladesh LPG joint venture (January 2012) divested during the year, with corresponding loss of operating earnings
  - Gains on sale reported as non-trading items in Group 'Other'
- One-off positive earnings impact from termination of HIsmelt industrial gas supply agreement ($9 million)

Chemicals, Energy & Fertilisers

Outlook

- AN expansion on track to be operational during 1H CY14
- Approval to be sought in 1H FY13 for SCN debottlenecking (~$15 million), following completion of detailed engineering review
- Ammonia earnings increasingly dependent on international ammonia pricing following transition to import parity pricing
- AN & SCN earnings expected to benefit from continued strong demand & production outcomes, although FY13 will be affected by planned shutdowns in both businesses
- Kleenheat continues to be challenged by outlook for LPG content & international LPG pricing
- Fertiliser earnings heavily dependent on seasonal break & farmers' terms of trade, albeit supported by good start to 2012 season

Industrial & Safety

Olivier Chretien
Managing Director

Wesfarmers Industrial and Safety

Wesfarmers

Industrial & Safety
Performance summary

Year ended 30 June ($m)	2012	2011	↕ %
Revenue	**1,690**	1,557	*8.5*
EBITDA	**217**	192	*13.0*
Depreciation & amortisation	**(27)**	(26)	*(3.8)*
EBIT	**190**	166	*14.5*
EBIT margin (%)	**11.2**	10.7	
ROC (R12 %)	**16.0**	13.1	
Safety (R12 LTIFR)	**2.4**	2.3	

Industrial & Safety highlights

- Strong results supported by market conditions & improved competitiveness
  - Sustained resource sector & engineering construction activity
  - High service levels, increased market share with key customers
  - Sales growth achieved by most businesses
- Performance improvement across business portfolio
  - Strengthened key account / contract management & eBusiness capabilities
  - Enhanced key supplier relationships & global sourcing capabilities
  - Operational efficiencies offsetting competitive margin pressures
  - Continued expansion of network capacity; opened Blackwoods Indonesia
  - Restructured Coregas, Total Fasteners & Blackwoods Tasmania in 2H FY12
- Strong ROC improvement
  - Earnings growth & tight capital management
  - Non-cash writedown of Coregas carrying value of $181 million in 1H FY12
- Increased focus on talent attraction, development & diversity
- Ongoing commitment to safety & sustainability

Industrial & Safety outlook

- Well placed to seize multiple opportunities
  - Increased customer centric focus to broaden service offering to customers
  - Continued diversification of industry & customer base
  - Major projects activity & offshore sales growth
  - Continued productivity & efficiency improvement through technology investments
  - Development of new growth platforms & acquisition opportunities
- Outlook remains positive albeit uncertain
  - Well placed to leverage continuing opportunities in the resources sector
  - Global uncertainty remains, potential slowdown & deferral of major projects
  - Ongoing labour challenges & margin pressure

Wesfarmers

Other Business & Capital Management

Terry Bowen
Finance Director, Wesfarmers Limited

Wesfarmers

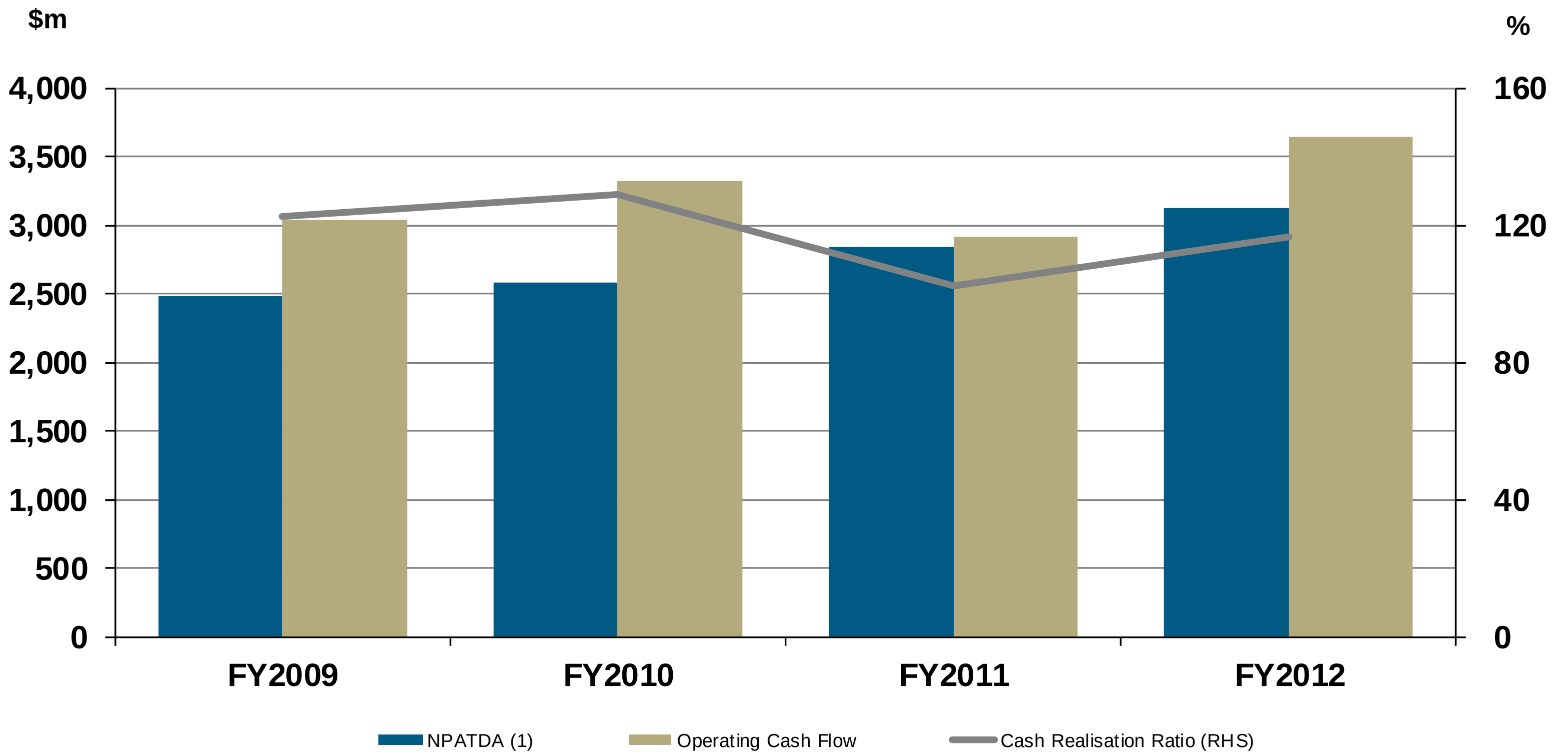
Other business performance summary

Year ended 30 June ($m)	Holding %	2012	2011	%
Share of profit/(loss) of associates:				
Gresham Private Equity Funds	*Various*	**(55)**	(60)	*8.3*
Gresham Partners	*50*	**-**	1	*(100.0)*
Wespine	*50*	**5**	7	*(28.6)*
BWP Trust	*24*	**16**	19	*(15.8)*
Sub-total		**(34)**	(33)	*(3.0)*
Interest revenue		**22**	38	*(42.1)*
Non-trading items [1]		**(15)**	-	*n.m.*
Other		**(9)**	(41)	*78.0*
Other business sub-total		**(36)**	(36)	-
Corporate overheads		**(101)**	(102)	*1.0*
Total Other		**(137)**	(138)	*0.7*

[1] 2012 includes gains on the disposals of enGen ($43 million), Premier Coal ($98 million), Boddington forestry assets ($16 million) & Bangladesh Gas ($9 million), & non-cash writedown of the carrying value of Coregas ($181 million).

Portfolio of strong cash generating assets

- 24.8% growth in operating cash flows through strong earnings growth & effective working capital management



[1] FY09 – FY10 adjusted for significant non-cash, non-trading items.

Working capital management

- Disciplined working capital management supporting strong growth in operating cash flows
- Reduction in retail working capital
  - Focus on inventory management
  - Improved sourcing
- Increased receivables
  - Higher Insurance premium funding
  - Higher Curragh sales volumes

Cash Movement ($m)	Year ended 30 June	
Inflow/(Outflow) [1]	**2012**	**2011**
Inventory	(16)	(347)
Payables	274	396
Receivables	(362)	(312)
Net working capital	**(104)**	**(263)**
Net working capital consists of:		
Retail	63	(281)
Other	(167)	18
Net working capital	**(104)**	**(263)**

[1] Cash movement relating to inventories, trade & other receivables, prepayments & trade & other payables.

Wesfarmers

Strong capital investment phase underway

- Investment in retail portfolio
  - Improvement in the Bunnings store network
  - Strong investment in improving Coles network and, in particular, the store renewal program
  - Kmart NSW DC
- Industrial expansion projects to drive long term growth
  - Export coal mines
  - Ammonium nitrate
- Proactive management of freehold property portfolio
  - Proceeds from sale of PPE of $275 million in FY12
- FY13 net capex estimate of $1.7 to $2.1 billion, subject to net property investment

Year ended 30 June ($m)[1]	2012	2011	↕ %
Coles	**1,193**	761	*56.8*
HI & OS	**587**	613	*(4.2)*
Target	**65**	87	*(25.3)*
Kmart	**134**	105	*27.6*
Insurance	**34**	24	*41.7*
Resources	**392**	372	*5.4*
Industrial & Safety	**49**	32	*53.1*
WES CEF	**167**	63	*165.1*
Other	**5**	5	*0.0*
Total capex	**2,626**	2,062	*27.4*
Sale of PP&E	**(275)**	(216)	*27.3*
Net capex	**2,351**	1,846	*27.4*

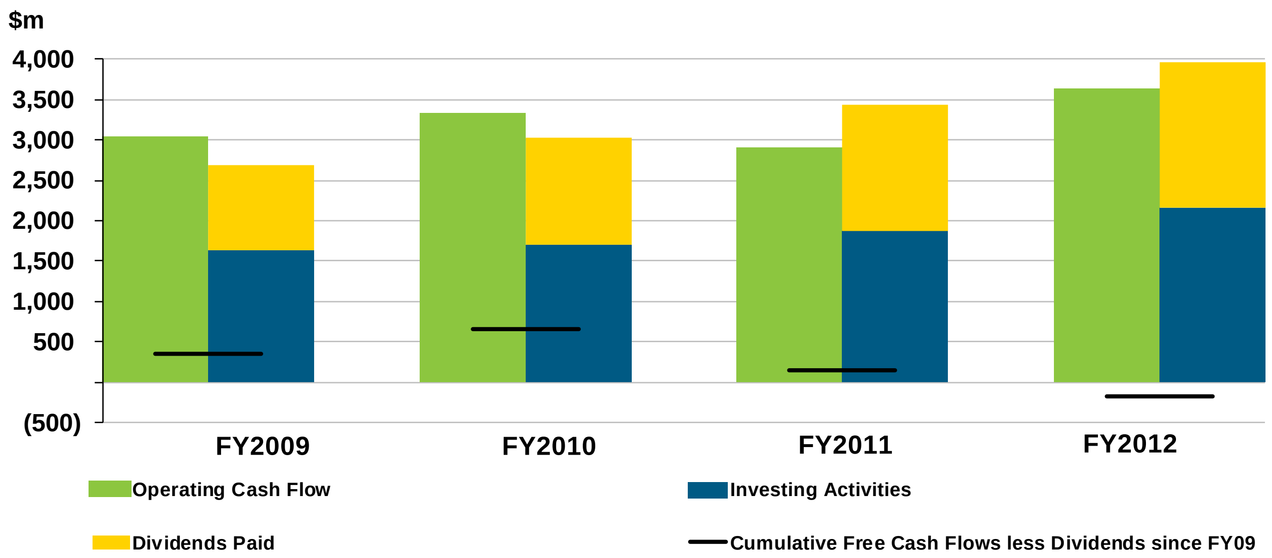
Year ended 30 June ($m)[1]	2012	2011
Total net capex.	2,351	1,846
Maint. capex = D&A	(995)	(923)
Net capex. less D&A	**1,356**	**923**
Major capex.		
Net property acquisitions	574	426
Coal expansions & AN3	230	167
	804	593
New store fit-out, Coles renewal & Other	552	330

[1] Capital investment provided on a cash basis.

Wesfarmers

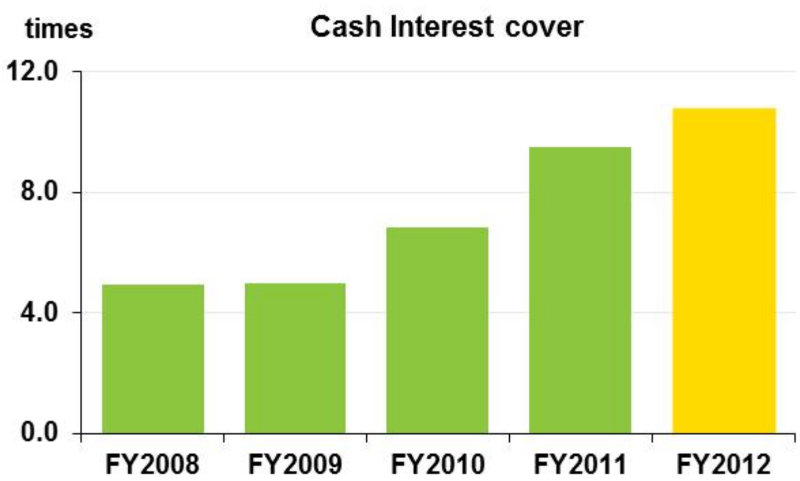
Dividend growth

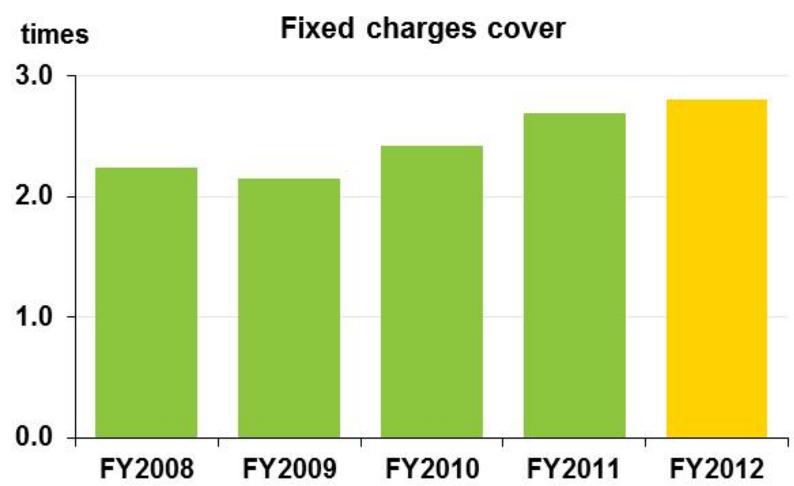
- Final dividend $0.95 per share; full-year dividend $1.65 per share
  - Fully-franked dividend
  - Dividend investment plan; no underwrite; shares purchased on market



Balance sheet strength

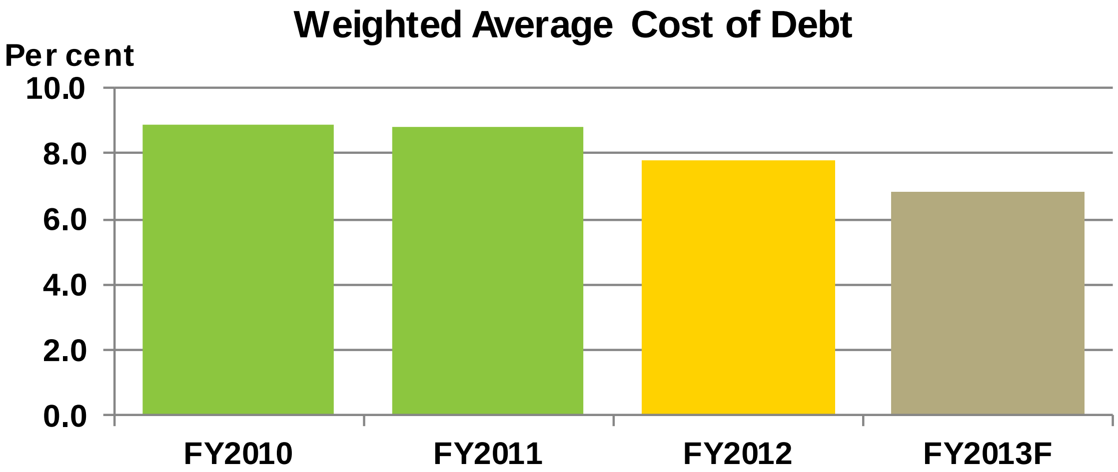
- Maintained strong credit ratings
  - Standard & Poor's A- (stable); Moody's Baa1 (positive)
- Strong balance sheet
  - Fixed charges cover (R12) 2.8 times
  - Cash interest cover (R12) 10.8 times



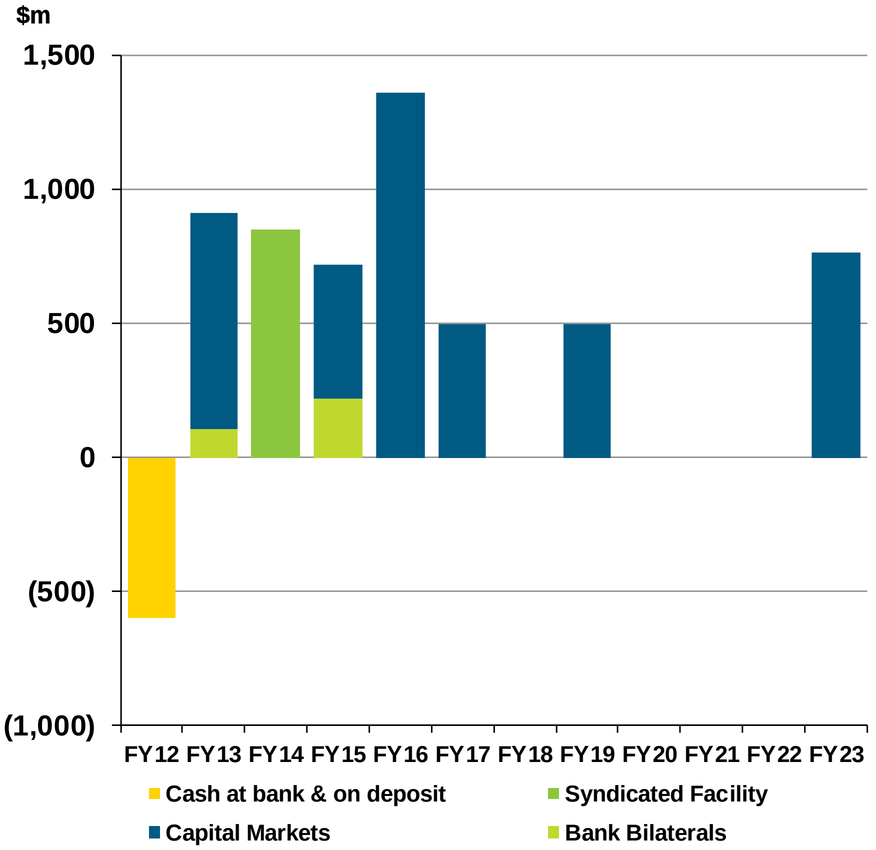


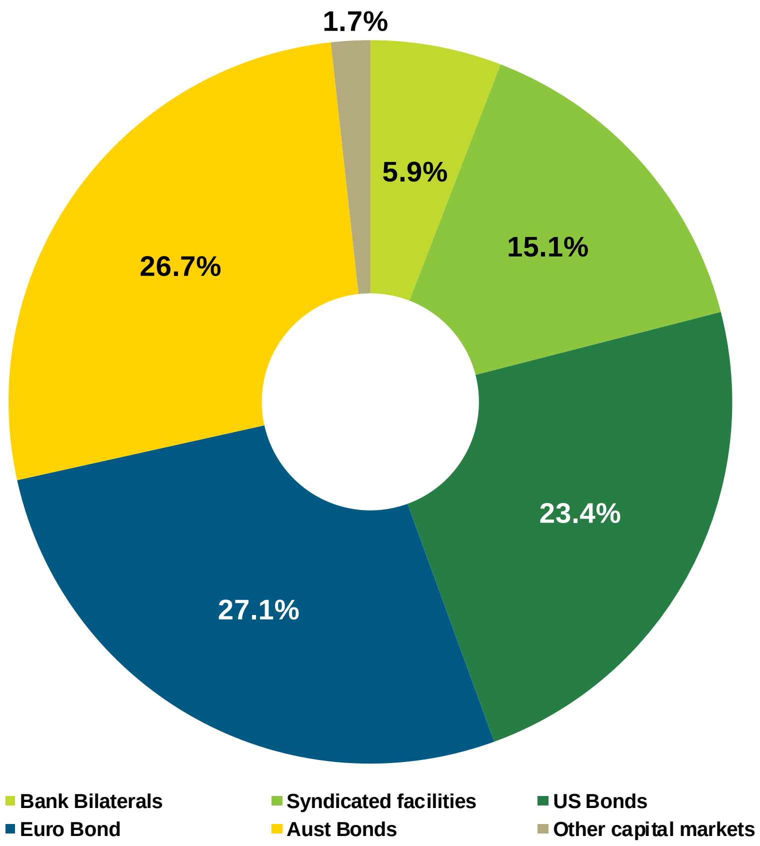
Debt financing

- Gross debt of $5.5 billion, net debt of $4.9 billion
- Continued diversification & lengthening of Group's debt profile
  - Strong market response to issuances despite market volatility
  - November 2011 issued $500 million 5 year domestic bond
  - March 2012 issued $500 million 7 year domestic bond
  - Issued first 10 year bond in August 2012 for EURO650 million
- Weighted average cost of debt for FY12 of 7.8%; FY13f c.6.8%



Average debt tenor of 3.8 years across well diversified sources of debt





Note: Amounts shown & average tenor based on the drawn amount at balance date of 30 June 2012, adjusted for 10 year bond issued August 2012.

Outlook

Richard Goyder
Managing Director, Wesfarmers Limited

Wesfarmers

Outlook

Retail

- Investments in value, merchandising, service, store networks & productivity initiatives expected to drive further earnings growth
  - Sustained turnaround momentum expected in Coles, Kmart & Officeworks
  - Bunnings' solid performance expected to continue
  - New initiatives within transformation plan expected to benefit Target's performance

Insurance

- Underwriting performance expected to improve, assuming the absence of further major catastrophe related claims
  - Solid premium rate increases, disciplined risk selection & cost efficiency initiatives
- Positive long term outlook for broking

Outlook

Resources

- Recently completed mine expansions will support higher sales volumes
- Recent movements in export coal prices & the exchange rate are unfavourable, in the short term, for coal revenues
- We believe long term metallurgical coal market fundamentals remain sound

Industrial & Safety; Chemicals, Energy & Fertilisers

- Well placed to leverage investment activity in the Australian resources sector
- Solid demand for industrial products & chemicals expected to continue given production capacity increases underway across the resources & energy sectors

Questions

Wesfarmers

Wesfarmers

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www.wesfarmers.com.au