



Half Year Results Supplementary Information Pack

8 February 2005



Performance Summary



Half Year Ended 31 December (\$m)	2003	2004	 %
Operating Revenue (ex. sale of Landmark)	3,786.2	4,064.8	7.4
Net Profit (before g/will ex. sale of Landmark)	338.5	335.4	(0.9)
Goodwill Amortisation	(41.7)	(44.2)	6.0
Net Profit (after g/will ex. sale of Landmark)	296.8	291.2	(1.9)
Net profit on sale of Landmark	304.3	-	-
Net profit (after goodwill)	601.1	291.2	(51.6)
Earnings Per Share (before g/will ex. Landmark) (cents)	90.2	89.1	(1.2)

2005 Half Year Performance Highlights



Divisional EBITA



Half Year ended 31 December (\$m)	2003*	2004	↑ %
Hardware	208.7	230.4	10.4
Energy	115.1	126.7	10.1
Rural Operations	8.4	-	-
Insurance	35.8	69.1	93.0
Industrial & Safety	53.0	51.4	(3.0)
Chemicals & Fertilisers	20.6	29.1	41.3
Other	87.4	35.5	(59.4)
Total	529.0	542.2	2.5

*Excludes earnings from sale of Landmark

Profit on Sale of Non-Current Assets



After Tax (\$m)	2003*	2004
Hardware	-	(0.8)
Energy	0.5	(1.5)
Rural Operations	0.2	-
Insurance	-	0.1
Industrial & Safety	0.4	0.1
Chemicals & Fertilisers	-	0.2
Other	3.2	4.3
Total	4.3	2.4

*Excluding Landmark

Divisional ROC & Capital Employed

(before goodwill amortisation)

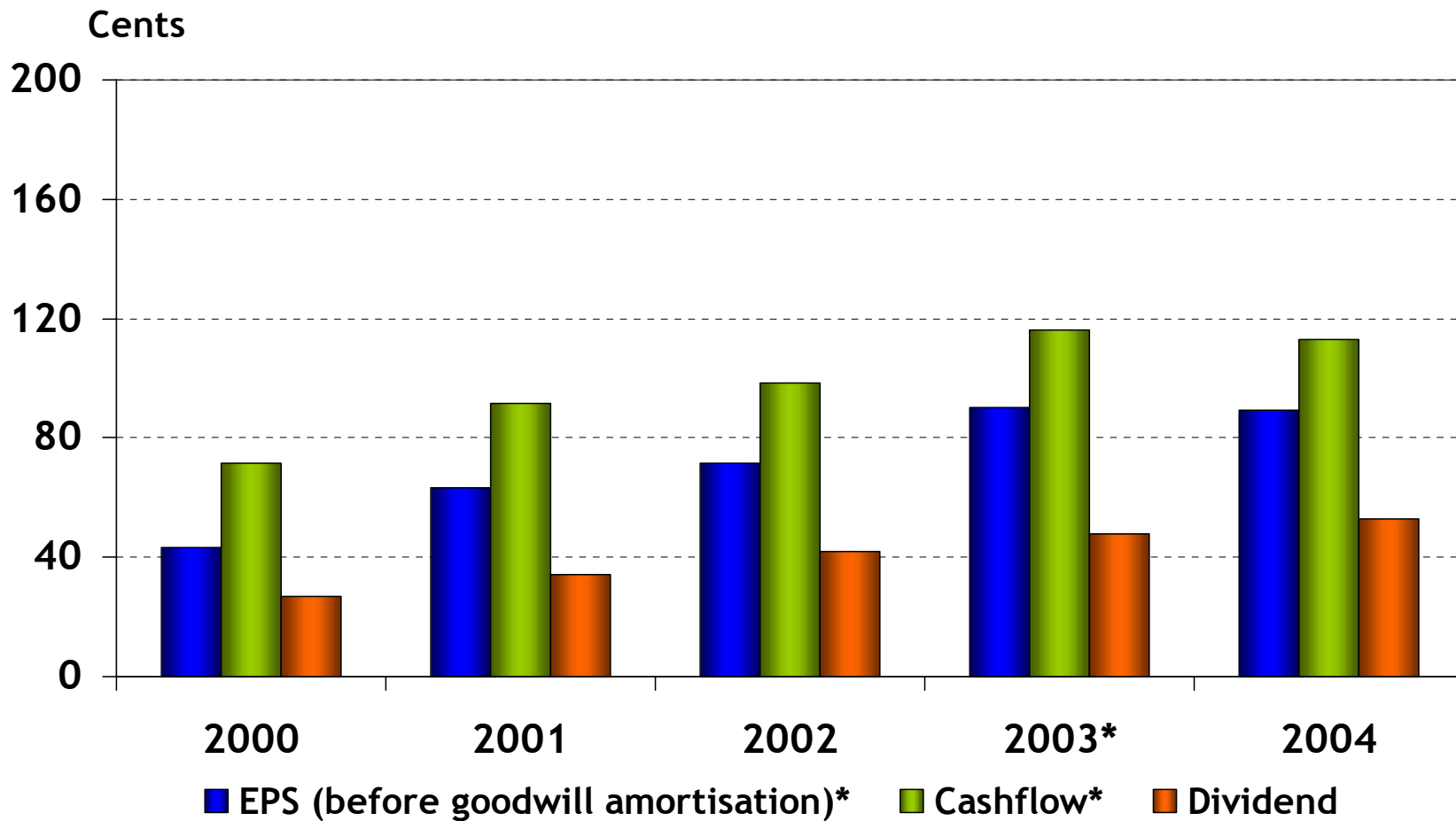


Rolling 12 months to 31 December	2004			2003 ROC %
	EBITA \$m	Capital Employed \$m	ROC %	
Hardware	408.0	1,776.4	23.0	19.9
Energy	251.9	800.7	31.5	32.3
Insurance	129.0	416.3	31.0	32.8*
Industrial & Safety	110.4	809.7	13.6	14.3
Chemicals & Fertilisers	94.1	486.3	19.4	17.1

*2003 Insurance ROC has been adjusted to take into account that Lumley was owned for 2.5 months

Cashflow & Dividend (Half Year)

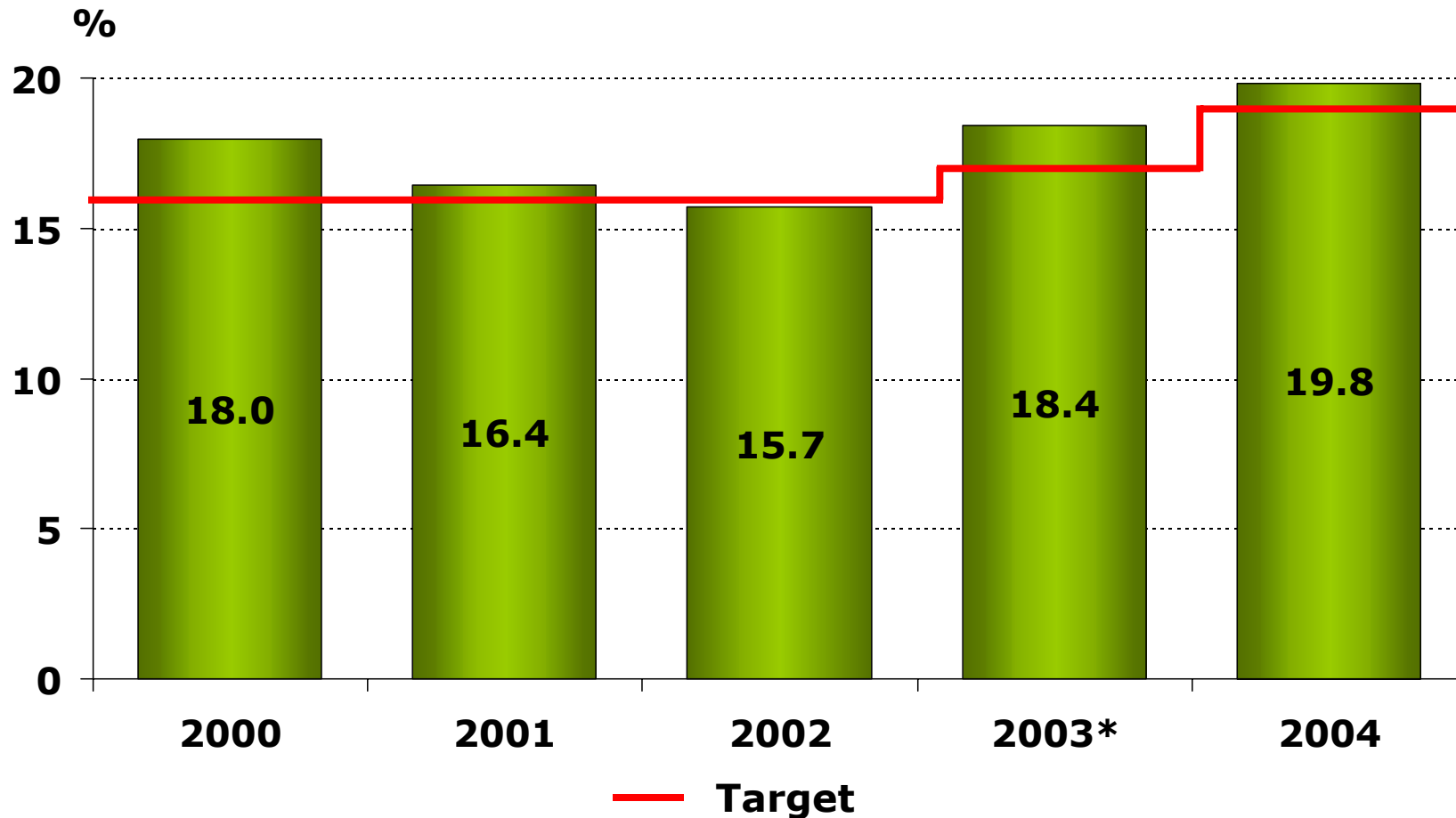
(earnings, cashflow and dividend per share)



* Excludes sale of Landmark

Return on Shareholders' Funds

(pre goodwill) - rolling 12 months to 31 December



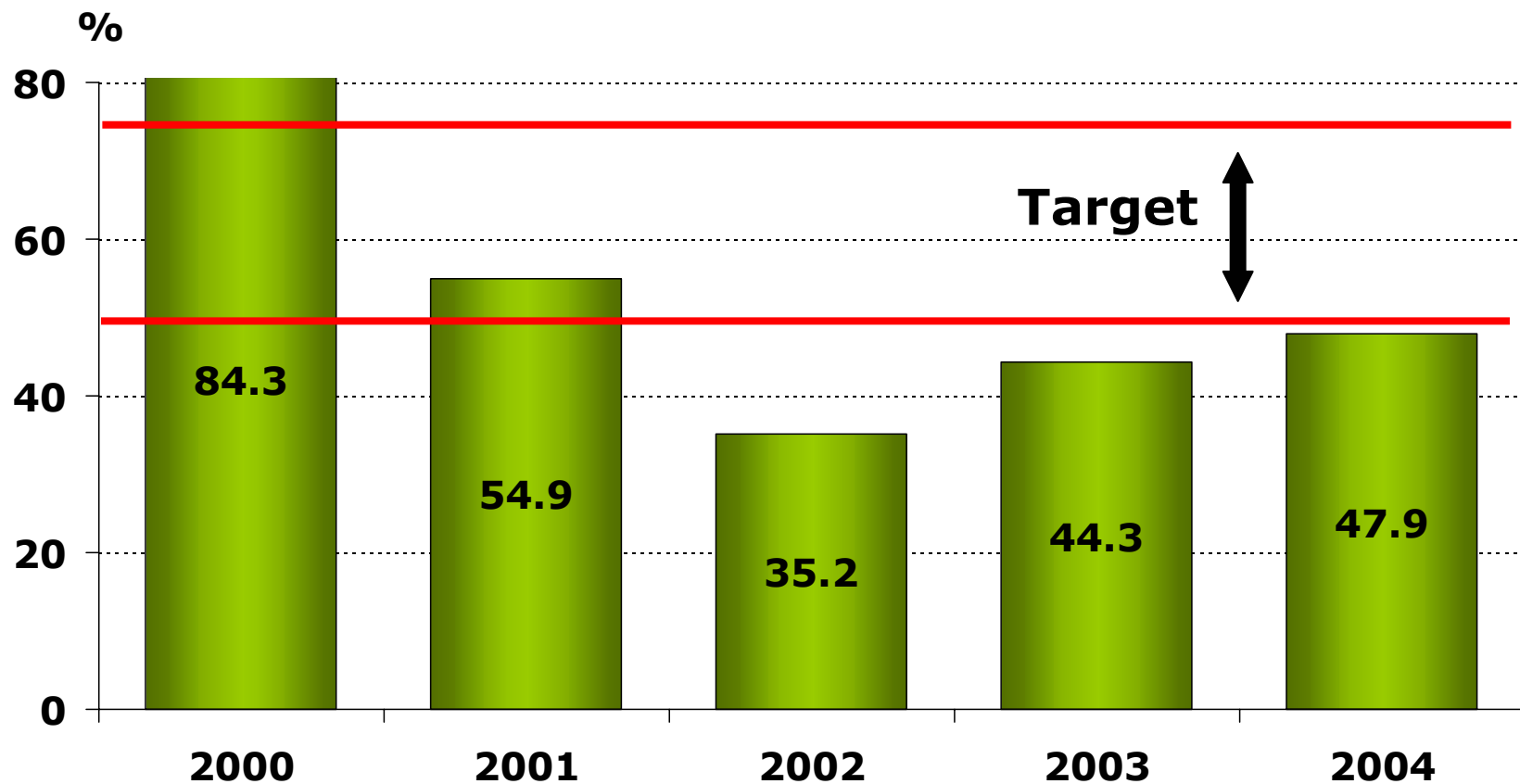
* Excludes sale of Landmark

Capital Management



- Net Debt /Equity of 47.9% at 31 December 2004
- Capital return of \$378m announced in December
- Post capital return gearing within target range

Net Debt/Equity (as at 31 December)

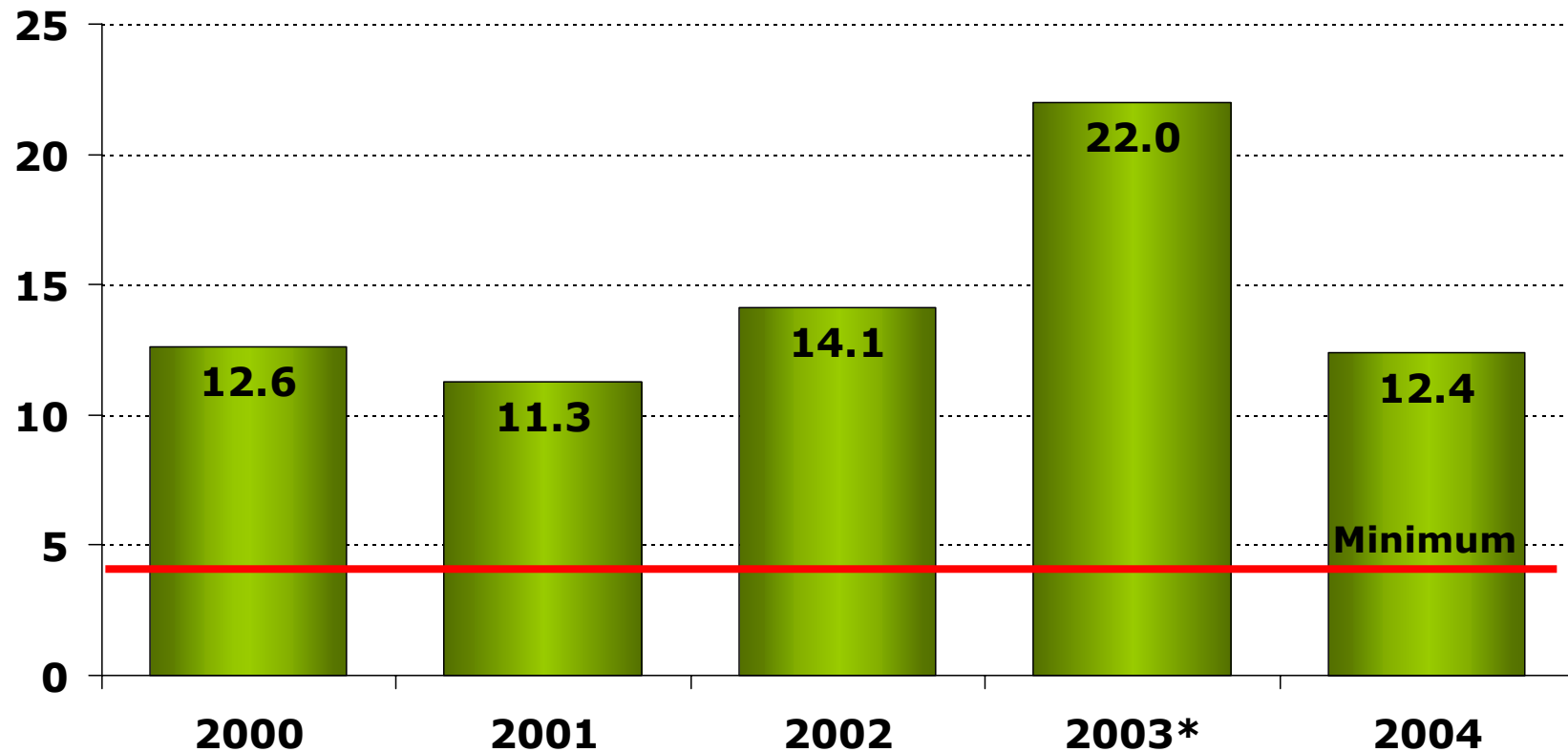


Interest Cover Ratio (cash basis)

(Rolling 12 months to 31 December)



Times



***Excludes the sale of Landmark**



- IFRS adoption from 1 July 2005
- Project team established in late 2003
- Key changes and impact identified and reported
- Further updates at May briefing planned


Wesfarmers Energy

David Robb
Managing Director



Energy Performance Summary



Half Year Ended 31 December (\$m)	2003	2004	 %
Revenue	478.6	520.2	8.7
EBITA	115.1	126.7	10.1
Amortisation	0.4	0.5	66.7
EBIT	114.7	126.2	10.0

Energy Highlights



- Higher export coal prices
- Higher international LPG prices
- Continued development of Curragh North
- Commissioning of Coober Pedy Power Station
- Purchase of the Mobil LPG business in Tasmania



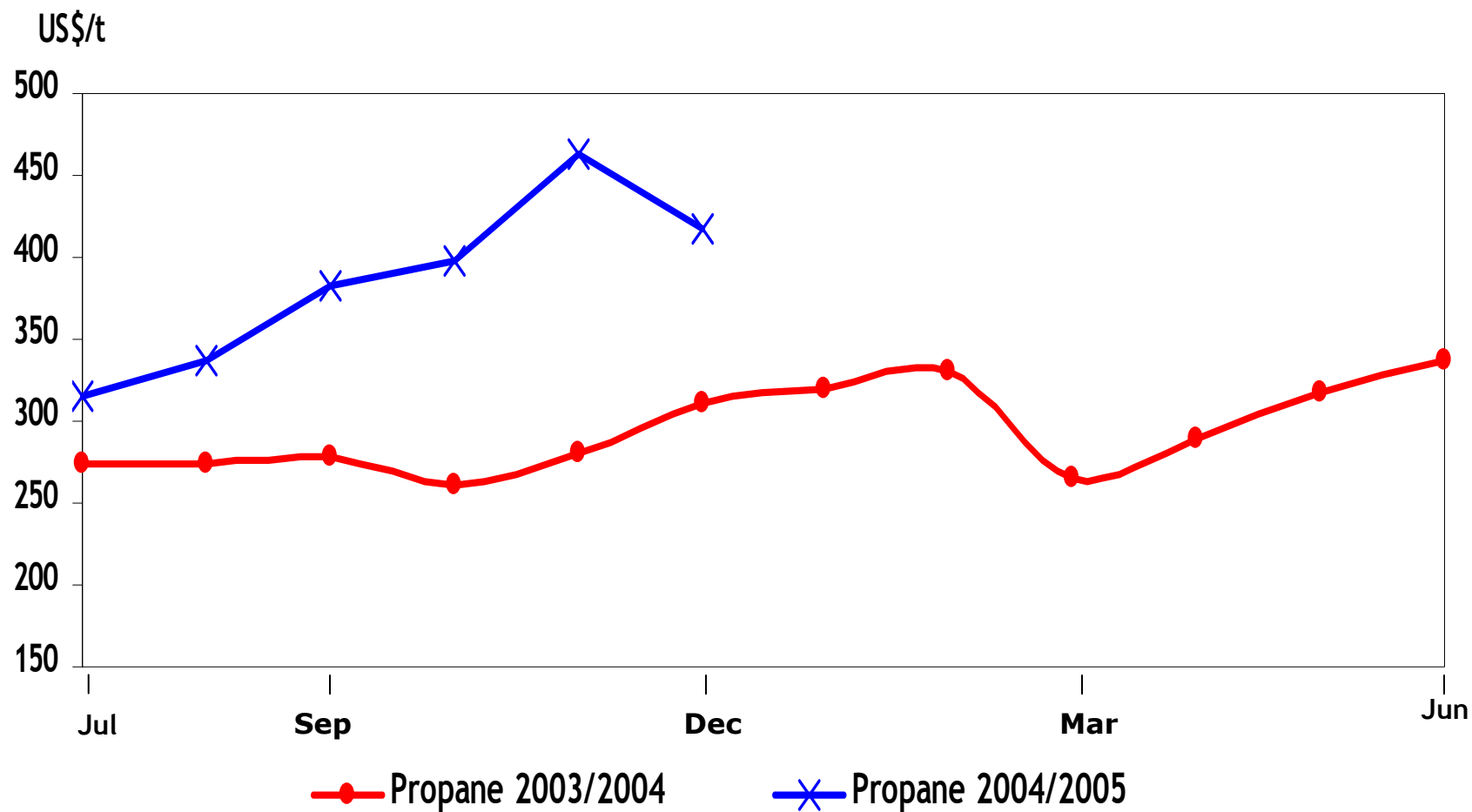
Gas

- Volatile International LPG prices
- Domestic volumes and margins under pressure

Coal

- Demand firm
- Production shortfalls at Curragh and Bengalla

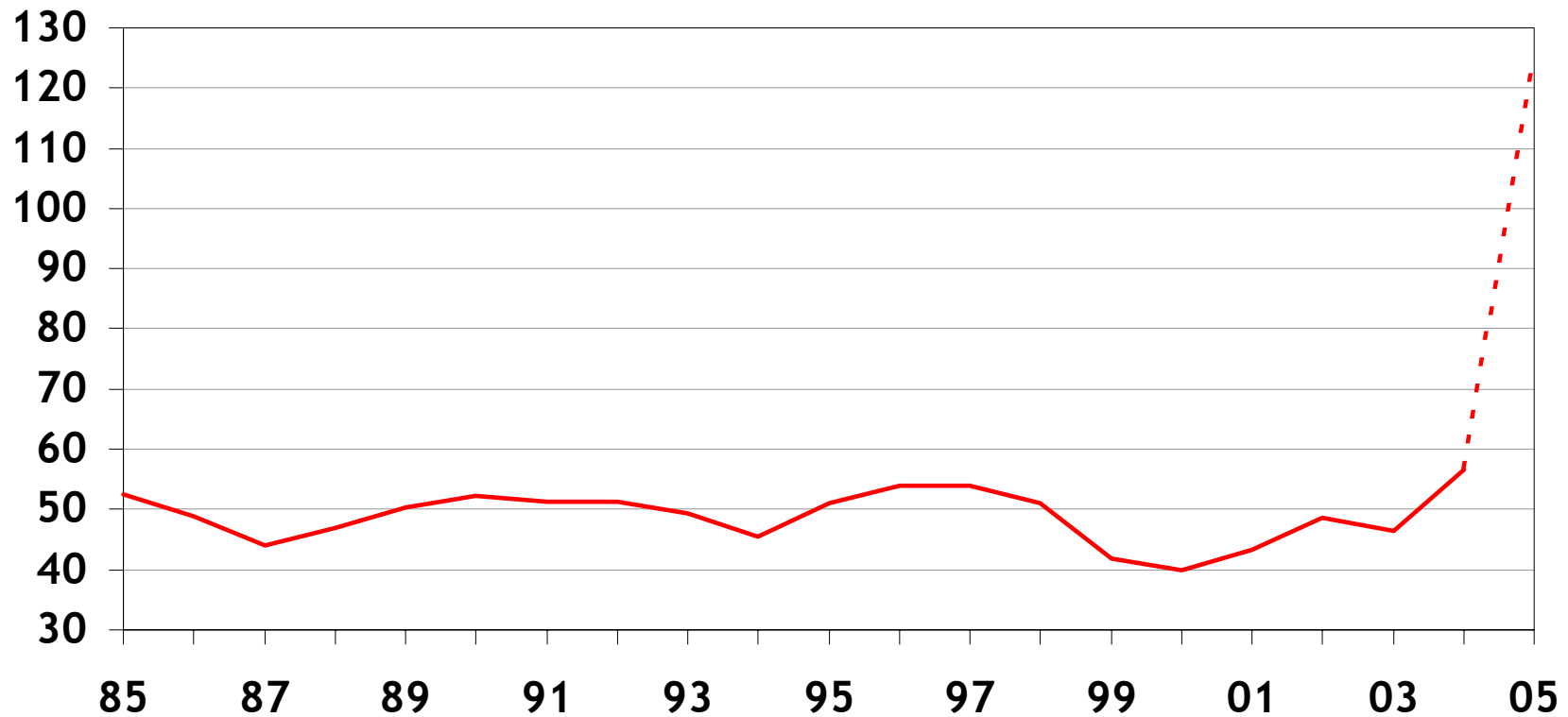
Saudi Aramco Contract Price



Hard Coking Coal Prices



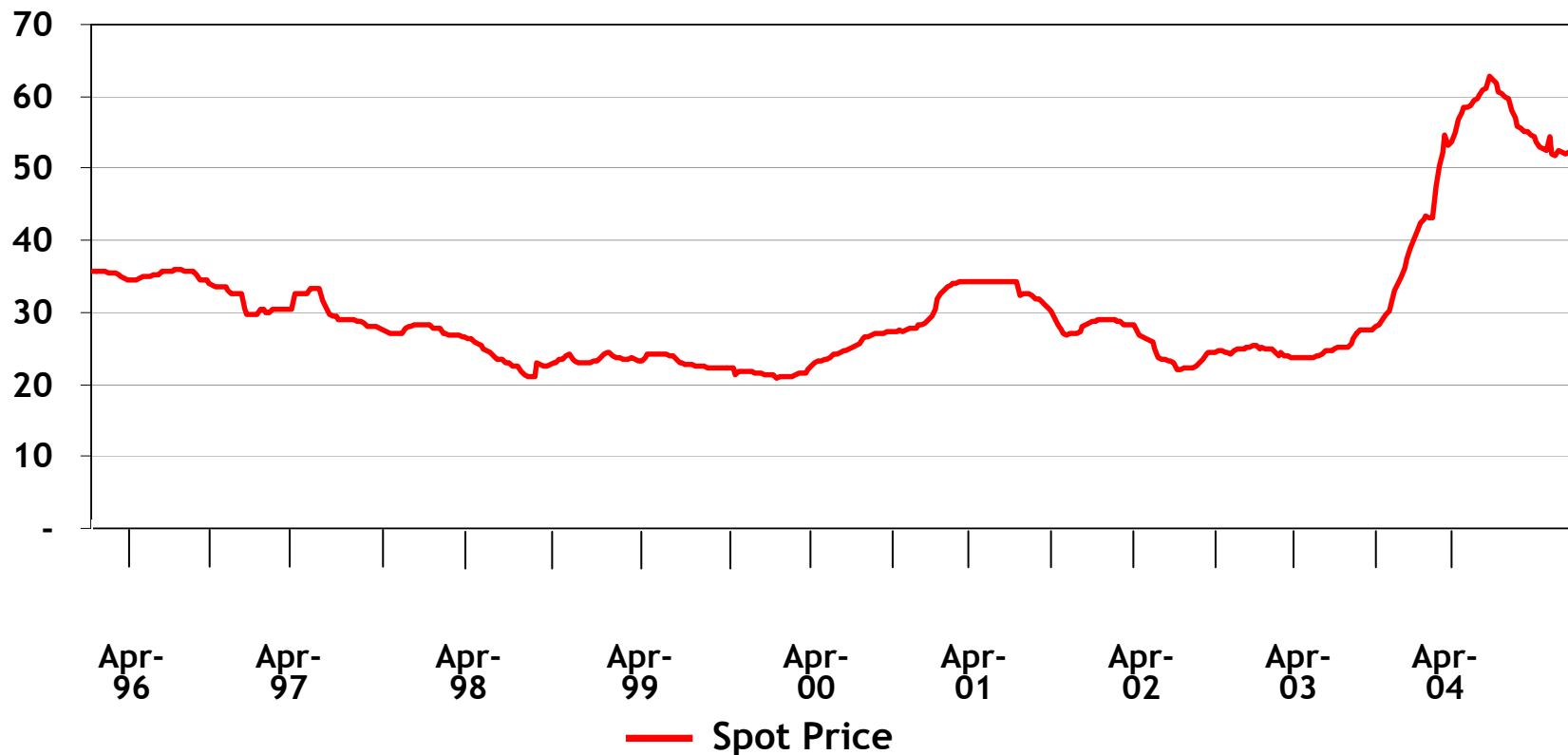
JRP US\$/Tonne FOB nominal



Thermal Coal Prices



US\$/Tonne FOB nominal

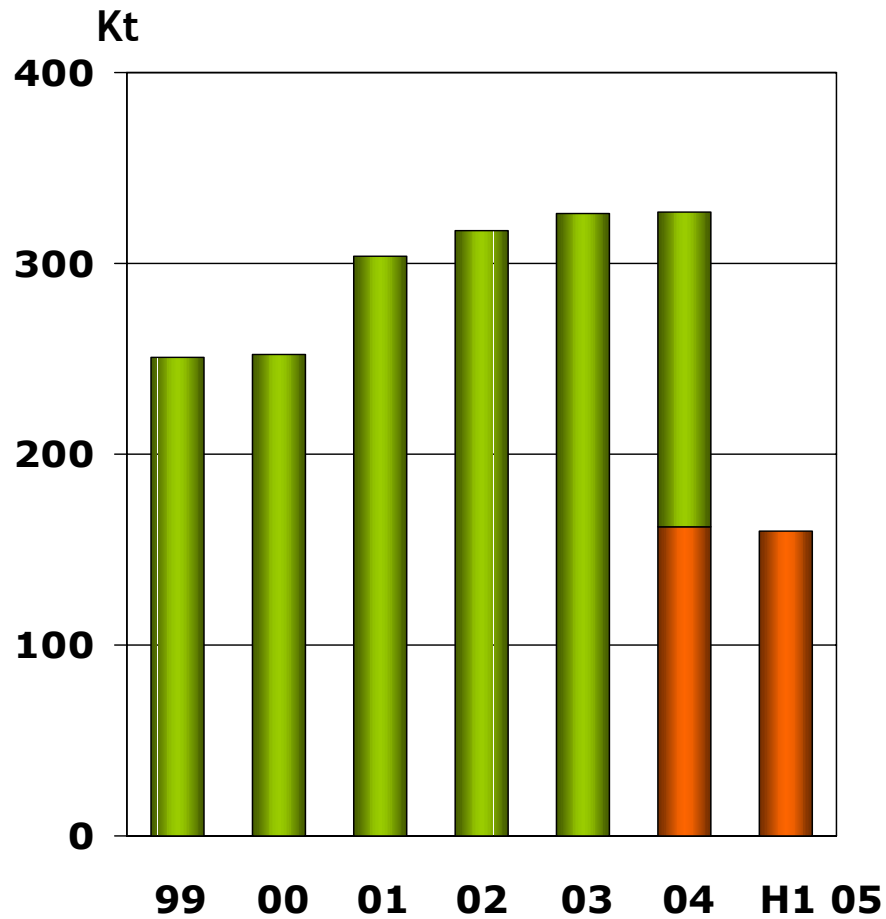


Source: Barlow Jonker

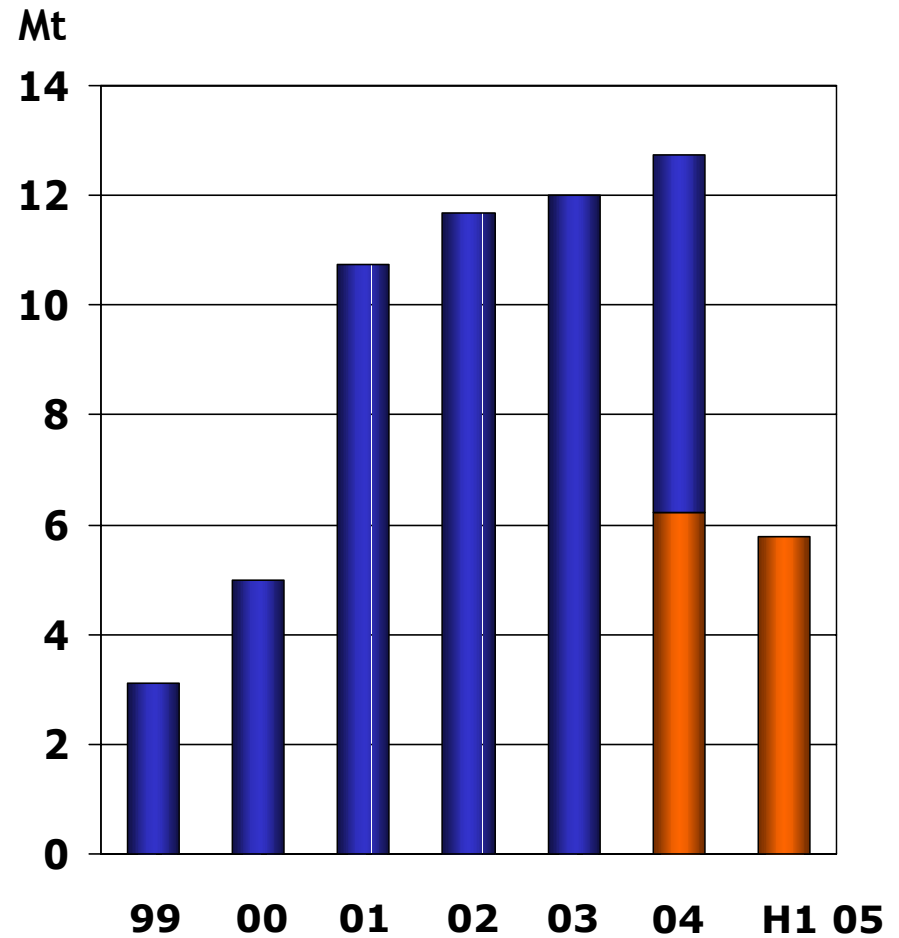
Production



WLPG



Coal



Coal Production



Mine	Beneficial Interest	Coal Type	Half ended	
			Dec-03	Dec-04
			('000 tonnes)	
Premier	100%	Steaming	1,593	1,760
Curragh	100%	Coking	2,213	1,863
		Steaming	1,149	1,082
Bengalla	40%	Steaming	1,252	1,084
Total			6,207	5,789

Energy - Sales Volumes

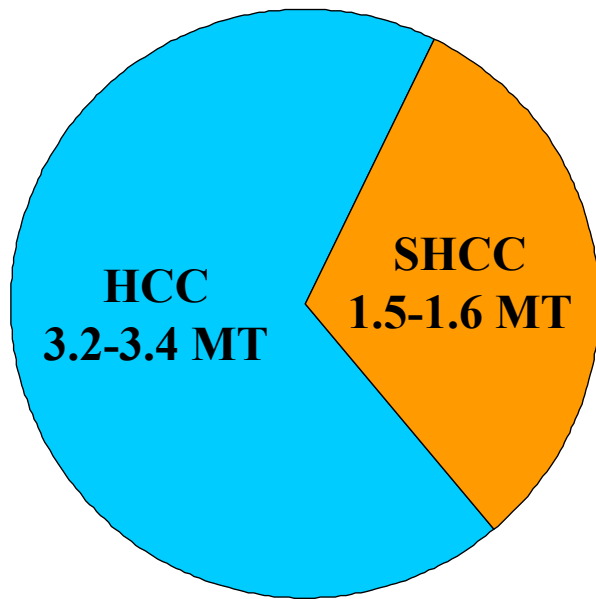
1H2005 versus 1H2004



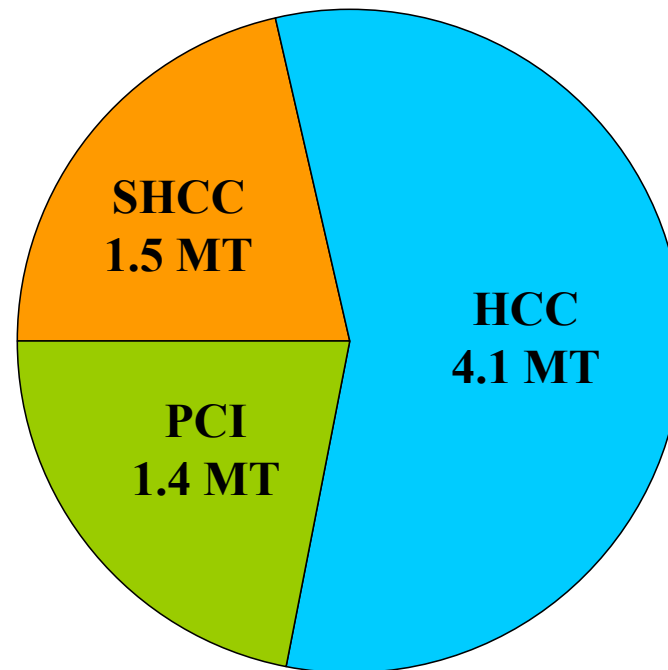
- Kleenheat Gas - 2%
- Wesfarmers LPG - 2%
- Premier + 11%
- Curragh - 16%
- Bengalla - 2%

Export Coking Coal Volumes

2004/05 versus 2005/06



2004/05
4.7 - 5.0 MT



2005/06
7.0 MT

Curragh Export Price Rebates



- Payable under domestic sales arrangements
- Triggered by Curragh North commencement (March 2005)
- Calculated on a rolling twelve month basis
- Payable when SSCC price > A\$60t approximately
- Rebate 25% of excess above A\$60t multiplied by total export tonnes
- Estimate for current year < \$5m
- Estimate for 2005/06 \$80 - 100m

Wesfarmers Curragh Hedging Profile

at 8 February 2005



Period end 30 June	Current proportion of USD revenue hedged *	Average AUD/USD hedge rate
2005[#]	87%	0.6734
2006	57%	0.6808
2007	37%	0.6539
2008	33%	0.6719
2009	17%	0.6808

* Calculated using known contract outcomes, long run pricing assumptions, and after adjusting for USD capital and operational expenditure and USD royalty payments.

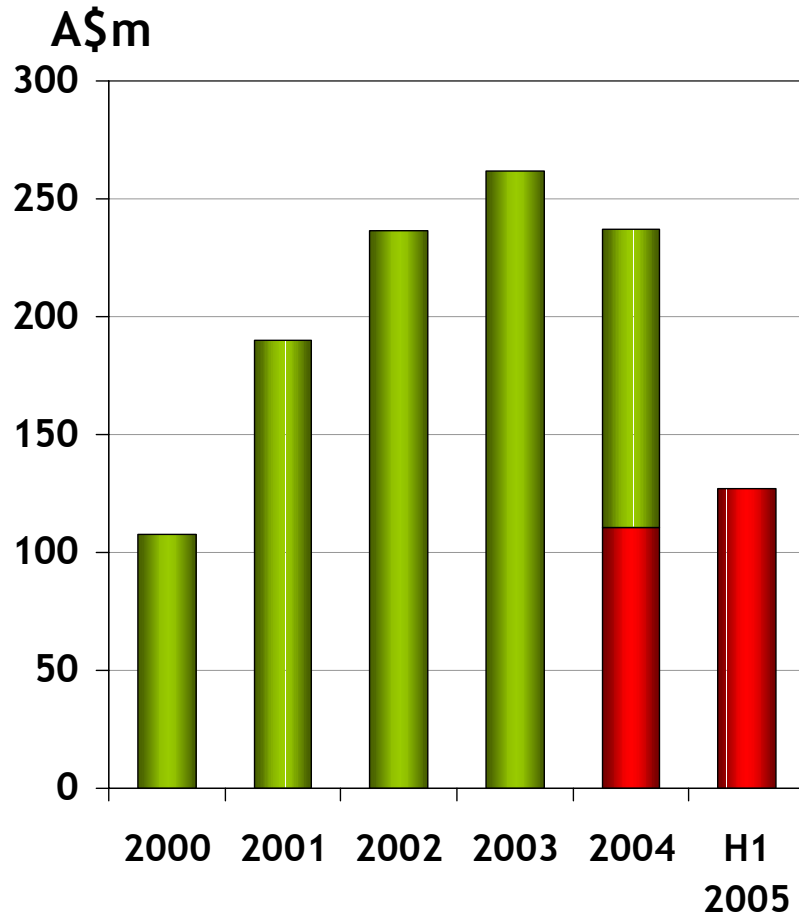
6 months

Energy - Profitable Growth

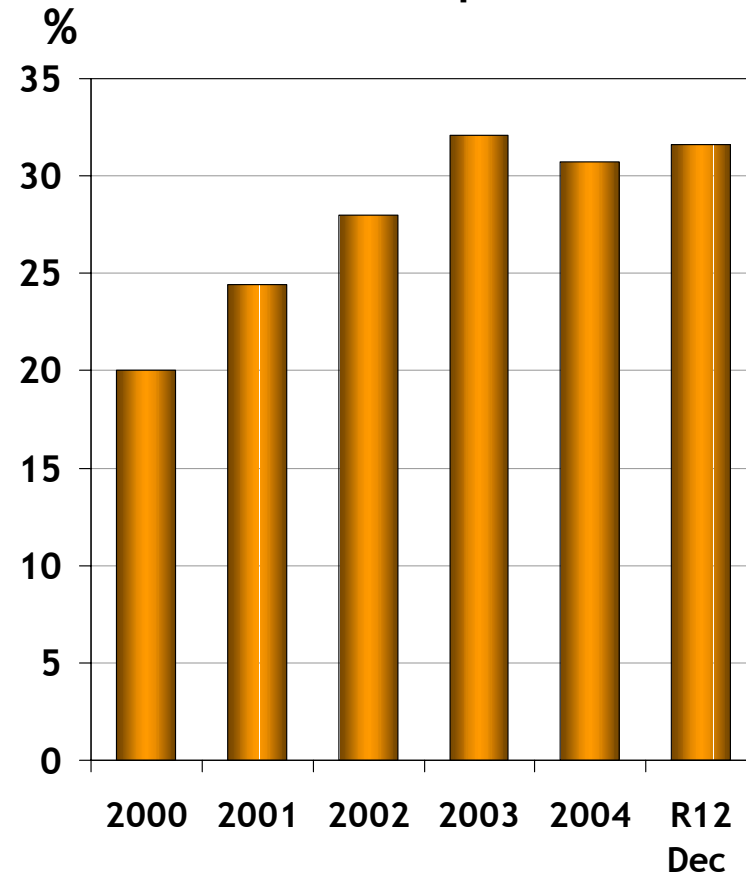
Financial Performance



EBITA*



EBITA/Capital



* Excludes Girrah A\$80.5m in 2003

Energy Outlook



- Coal exports in 2004/05 constrained by logistics
- Curragh North development on track
- Record coking coal prices
- Premier market development activities
- Commissioning of Hismelt air supply project
- WLPG post 2005 negotiations in final phase


Hardware

John Gillam
Managing Director



Hardware Performance Summary



Half Year Ended 31 December (\$m)	2003	2004	 %
Revenue	1,993.1	2,135.5	7.1
EBITA	208.7	230.4	10.4
Trading Revenue*	1,965.0	2,120.7	7.9
Trading EBITA*	205.9	228.0	10.7
Trading EBITA/Sales Ratio (%)	10.5	10.8	2.9

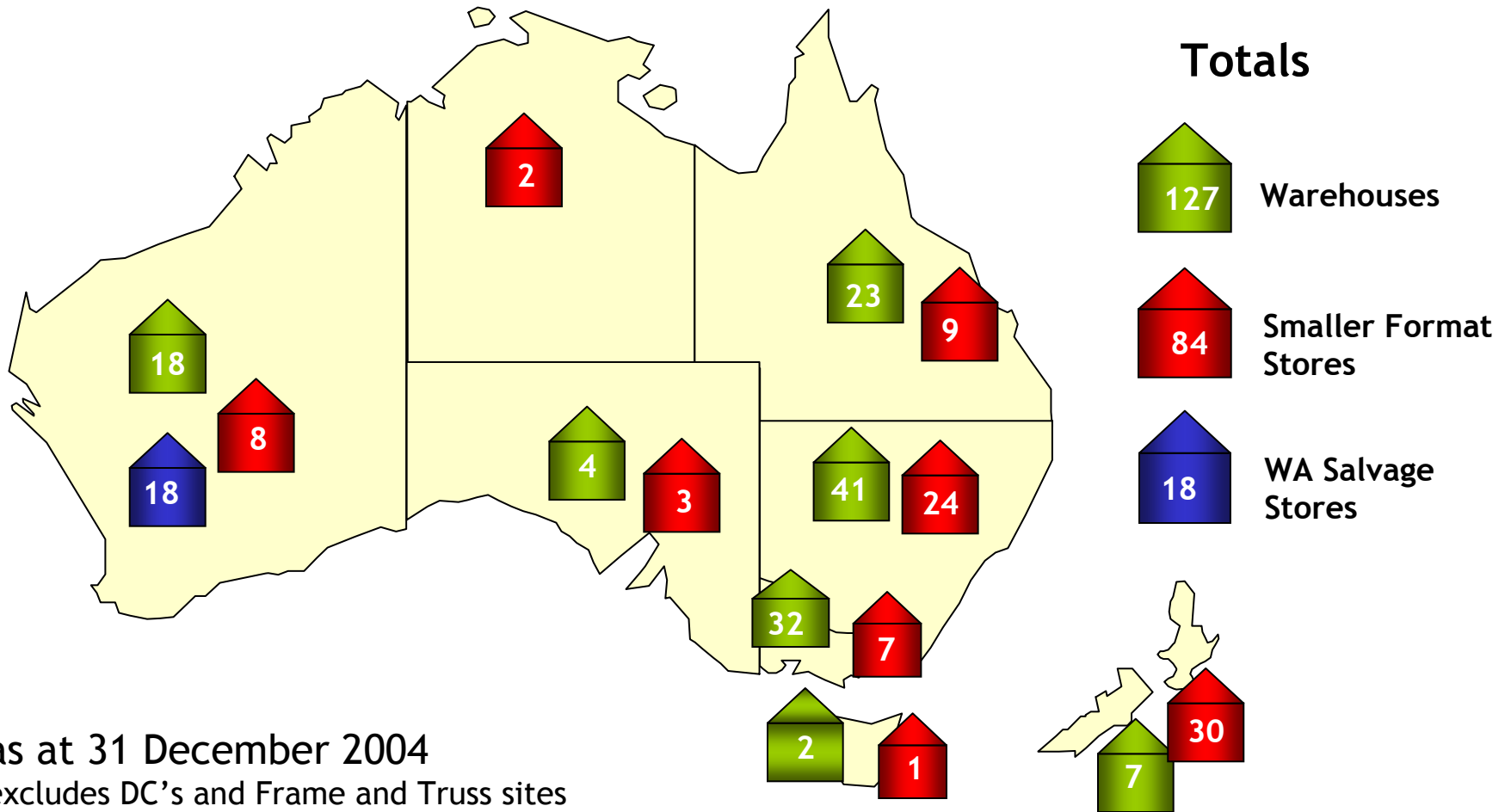
*Excludes property and other non-trading items

Hardware Highlights



- 11% cash sales growth
 - Cash store on store growth around 7%
- Flat trade sales in tight market conditions
- Four new warehouses opened
- Solid progress on major strategies

Current Store Network



Hardware Outlook



- Continued cash sales growth
 - Strong focus on retail drivers
- Tight and competitive trade market
- Busy network development agenda
- Ongoing improvements in business infrastructure

Wesfarmers Insurance Division

Bob Buckley
Chief Executive Officer



Financial Summary



Half Year Ended 31 December (\$m)	2003	2004	↑ %
Gross Written Premium	278.1	534.0	92.0
Net Earned Premium	187.7	343.2	82.8
Net Claims	(108.6)	(205.7)	89.4
Net Commission	(16.2)	(23.3)	43.8
Expenses	(34.1)	(62.9)	84.5
Underwriting Result	28.8	51.3	78.1
Investment Income on TR	6.2	12.3	98.4
Insurance Margin	35.0	63.6	81.7
Investment Income on SHF	2.7	6.1	125.9
Non-Insurance Activities	(1.9)	(0.6)	68.4
EBITA	35.8	69.1	93.0

LGA/LGNZ included from 14 October 2003 when acquired by Wesfarmers

Divisional - KPIs

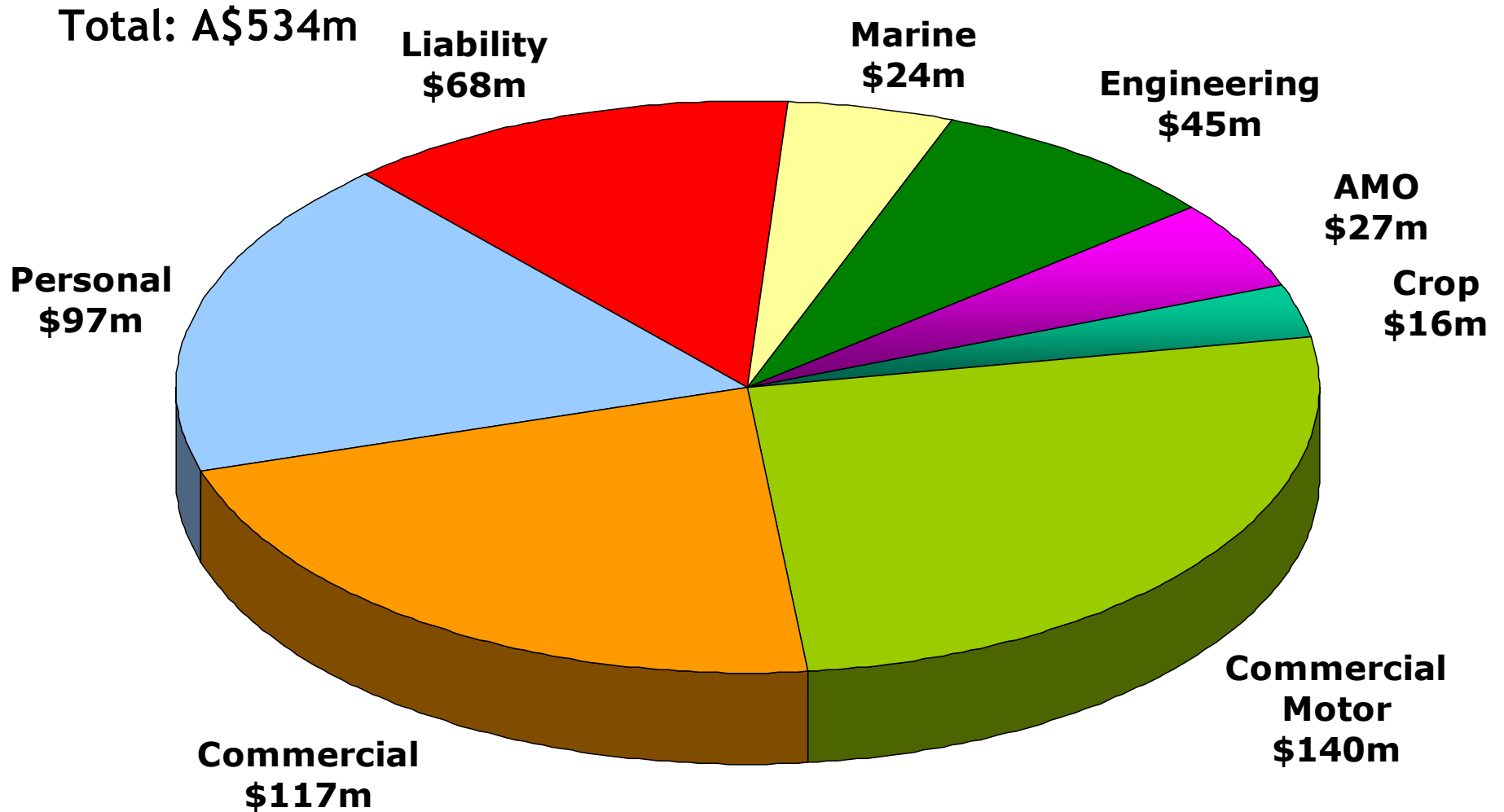


Half Year Ended 31 December (%)	2003	2004	↑
Gross Earned Loss Ratio	53.4	55.9	(2.5)
Net Earned Loss Ratio	58.4	60.0	(1.6)
Reinsurance Expense (% GEP)	36.8	33.3	3.5
Exchange Commission (% RI Cost)	22.3	24.0	1.7
Commission Expense (% GEP)	12.3	12.6	(0.3)
Total Expenses (% GEP)	24.8	28.1	(3.3)
Combined Operating Ratio	85.3	85.1	0.2
Insurance Margin	18.2	18.5	0.3

2003 includes a full six months contribution from Lumley companies

Divisional - Gross Written Premium

(for the 6 month period to 31 December)



LGA - KPIs



Half Year Ended 31 December (%)	2003	2004	↑
Gross Earned Loss Ratio	49.4	56.3	(6.9)
Net Earned Loss Ratio	54.1	61.4	(7.3)
Reinsurance Expense (% GEP)	40.1	37.7	2.4
Exchange Commission (% RI Cost)	20.0	26.1	6.1
Commission Expense (% GEP)	12.2	12.8	(0.6)
Total Expenses (% GEP)	21.1	22.2	(1.1)
Combined Operating Ratio	81.2	84.6	(3.4)
Insurance Margin	22.7	19.4	(3.3)

2003 includes a full six months contribution from LGA

LGNZ - KPIs



Half Year Ended 31 December (%)	2003	2004	↑
Gross Earned Loss Ratio	50.2	54.0	(3.8)
Net Earned Loss Ratio	59.9	60.1	(0.2)
Reinsurance Expense (% GEP)	51.7	41.9	9.8
Exchange Commission (% RI Cost)	28.6	24.1	(4.5)
Commission Expense (% GEP)	15.5	15.1	0.4
Total Expenses (% GEP)	26.6	25.8	0.8
Combined Operating Ratio	87.1	86.0	1.1
Insurance Margin	15.0	15.7	0.7

2003 includes a full six months contribution from LGNZ

WFI - KPIs



Half Year Ended 31 December (%)	2003	2004	↑
Gross Earned Loss Ratio	63.7	57.0	6.7
Net Earned Loss Ratio	63.5	57.7	5.8
Reinsurance Expense (% GEP)	17.9	16.6	1.3
Exchange Commission (% RI Cost)	16.3	14.2	(2.1)
Commission Expense (% GEP)	9.5	9.6	(0.1)
Total Expenses (% GEP)	24.8	26.6	(1.8)
Combined Operating Ratio	90.0	85.2	4.8
Insurance Margin	13.6	19.0	5.4

Divisional - Reinsurance



Half Year Ended 31 December (%)	2003	2004
Including AMO		
Reinsurance Expense (% GEP)	36.8	33.3
Excluding AMO		
Reinsurance Expense (% GEP)	33.1	29.7

Insurance Highlights



- Strong underwriting results from all businesses
- Claims environment remains favourable
- Top line growth is under pressure
- Integration largely complete

Insurance Outlook



- Modest top line growth
- Competitive environment
- Premium rates are moderating
- Gradual return to long term claim patterns


Wesfarmers Industrial and Safety

Bob Denby
Managing Director



Industrial & Safety Performance Summary



Half Year Ended 31 December (\$m)	2003	2004	 %
Revenue	574.9	587.5	2.2
EBITA	53.0	51.4	(3.0)
Amortisation	12.6	13.1	4.0
EBIT	40.4	38.3	(5.2)
EBITA/Sales Ratio (%)	9.2	8.7	(5.4)

Industrial & Safety Highlights



- Sales growth in the first half
- EBITA slightly lower due to highly competitive trading conditions and pressure on profit margins
- New distribution model largely implemented - supporting lower inventories and improved customer service
- Continued roll-out of new and re-modelled trade centres

Business Activity Highlights



Blackwoods (Industrial Products)

- Good sales growth, particularly in the northern and western regions

Protector Alsafe

- Operationally showing positive signs
- Result impacted by sales contracts lost during 2003
- Time lag before these contracts are recontested

New Zealand

- Good sales growth in safety businesses and Packaging House
- Business improvement project underway at Blackwoods Paykels with benefit expected in the second half of calendar 2005

Industrial & Safety Outlook



- Further sales growth in the second half
- Improved profit margins following implementation of improvement initiatives
- Continued rollout of new trade centres

Chemicals and Fertilisers

Keith Gordon
Managing Director

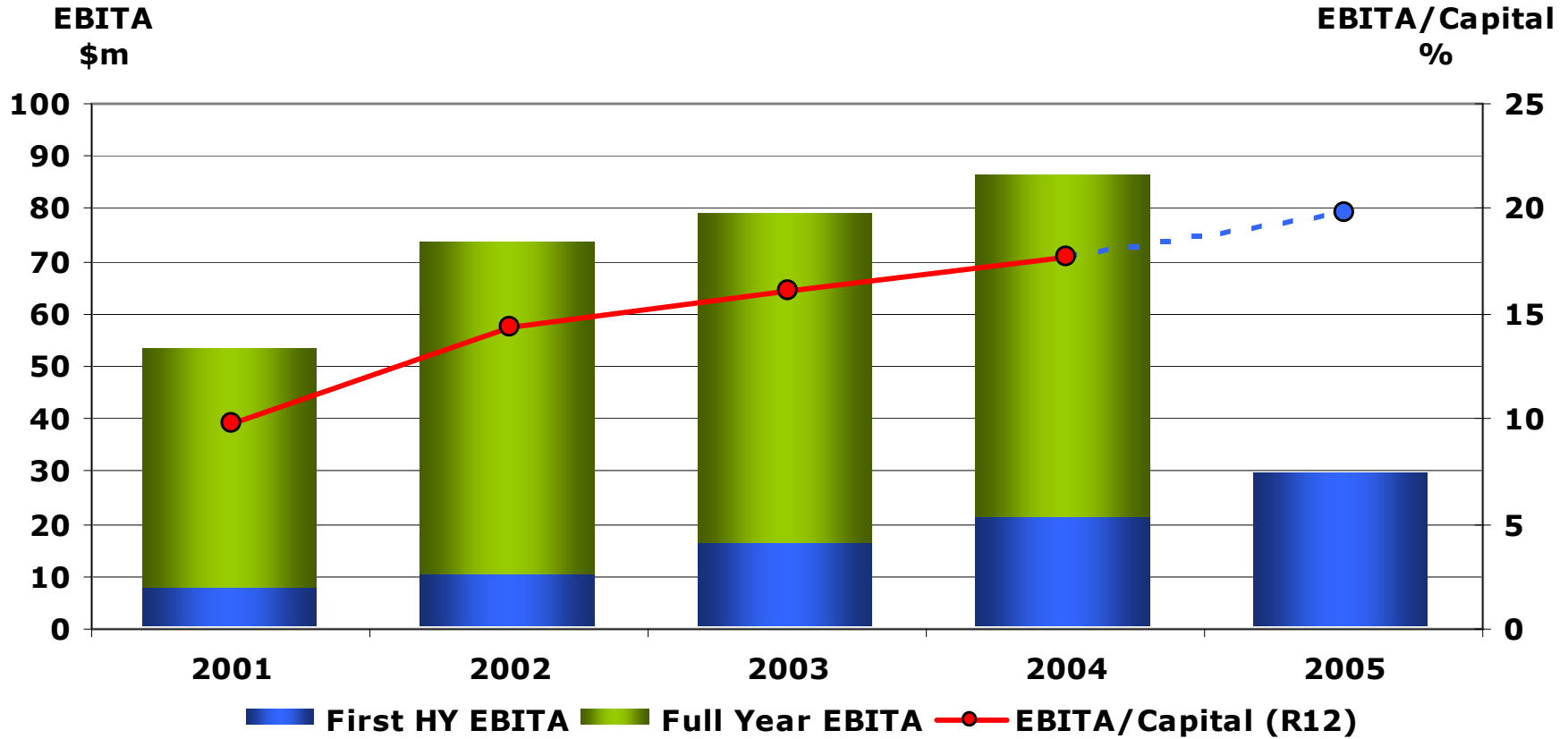


Chemicals & Fertilisers Performance Summary



Half Year Ended 31 December (\$m)	2003	2004	↑ %
Revenue: Chemicals	94.4	100.3	6.3
Fertilisers	77.1	117.6	52.5
	171.5	217.9	27.1
EBITA	20.6	29.1	41.3
Amortisation	0.1	0.1	-
EBIT	20.5	29.0	41.5
Sales Volume ('000t): Chemicals	223	227	1.8
Fertilisers	249	381	53.0
Safety (R12 LTIFR)	4.8	1.5	

EBITA and EBITA/Capital 5 Year Trend



Chemicals & Fertilisers Highlights



- Ammonium Nitrate contribution 24% higher than pcp
- Sodium cyanide volumes growing in line with expectations
- Fertiliser volumes 53% higher than pcp
- Capacity expansion projects on track

Chemicals



- CSBP ammonium nitrate production prioritised towards explosives market rather than fertiliser market
- Ammonia volumes lower than pcp due to an export which occurred in October 2003
- Sales of solid sodium cyanide significantly higher than pcp (contracts with new export customers negotiated)
- QNP ammonium nitrate volume slightly lower than pcp (margins have improved in a tight market)
- QNP contribution below pcp (ownership simplification and insurance recovery), but ahead of budget

Fertilisers



- Fertiliser volume significantly higher than pcp due to a combination of:
 - Early completion of harvest;
 - Forward deliveries of liquid fertilisers;
 - Farmers purchasing early to lock in prices;
 - A superphosphate offer which brought forward sales budgeted in the second half; and
 - A continued focus on improving the delivery of CSBP's fertiliser offer to distribution and farmers.

Chemicals & Fertilisers Outlook



- Continued buoyancy in demand from domestic resource sector
- Export market development for sodium cyanide
- Good start to fertiliser sales programme with autumn break the next critical period
- Ammonium nitrate shutdown in second half

Other Businesses

Gene Tilbrook
Executive Director, Business Development



Other Businesses - OPBT Contribution



	Half Year ended 31 December		
	Holding %	2003 (\$m)	2004 (\$m)
ARG	50	7.1	11.7
GPEF	#	64.5	1.3
Sotico	100	4.9	-
Wespine	50	4.6	5.0

GPE Fund 1 - 49%; GPE Fund 2 combined - 41%

ARG

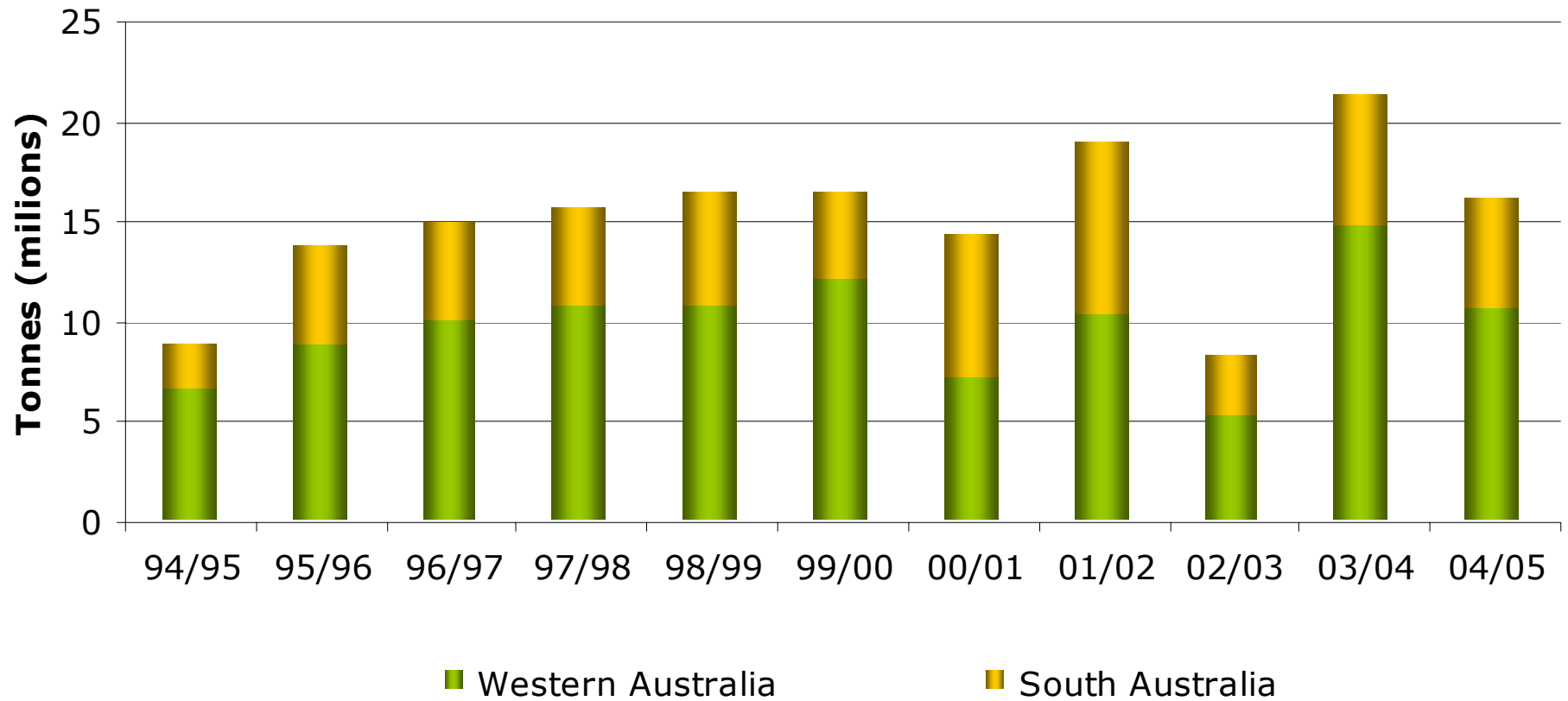
Highlights



- Completion of record grain haulage year
- Improved performance from new contracts
- Increased iron ore tonnages
- Offset by fuel and labour costs eroding margins



Grain Harvests in WA and SA

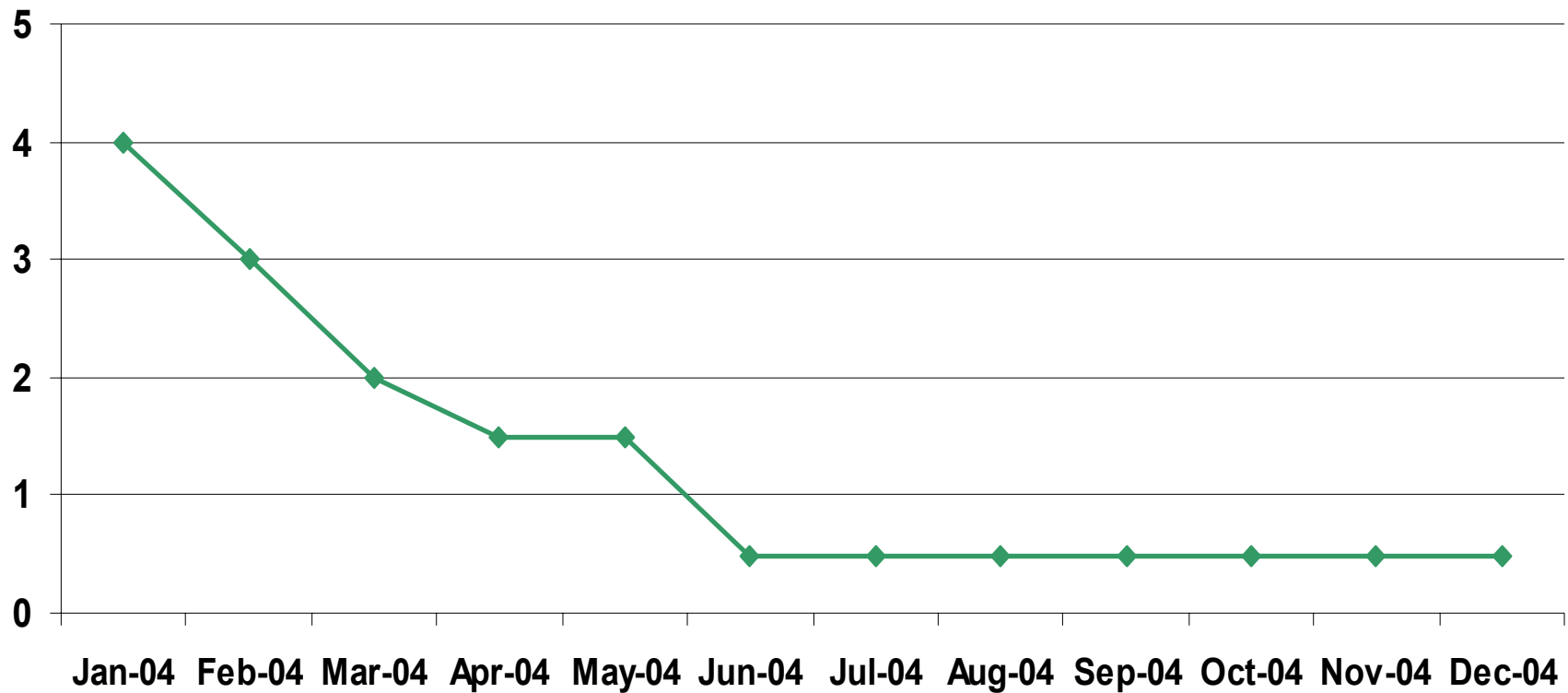


ARG

Rolling LTIFR



Frequency Rate



—◆ Actual (Rolling)





- Second half similar to last year as:
 - Recovery of fuel costs
 - Further iron ore increases
 - Improved labour arrangements, including driver-only operations

offset by:

- Lower grain tonnages



Gresham Private Equity Fund 1

Highlights



- No divestments in 6-month period
- Income from dividends and settlements
- Net investment of \$40m by Wesfarmers



Gresham Private Equity Fund 1

Remaining Investments



- EROC - mining / infrastructure contractor
- Norcros - UK - based building materials, coatings
- Riviera - cruisers
- Virgin Active - health clubs in Europe and South Africa
- Raywood - vehicle control systems

Gresham Private Equity Fund 2

Includes Co-invest Fund



- Current commitment \$241m (Wesfarmers \$100m)
- Further closing expected March (Wesfarmers up to additional \$50m)
- Noel Leeming performing to plan
- Good deal “pipeline”

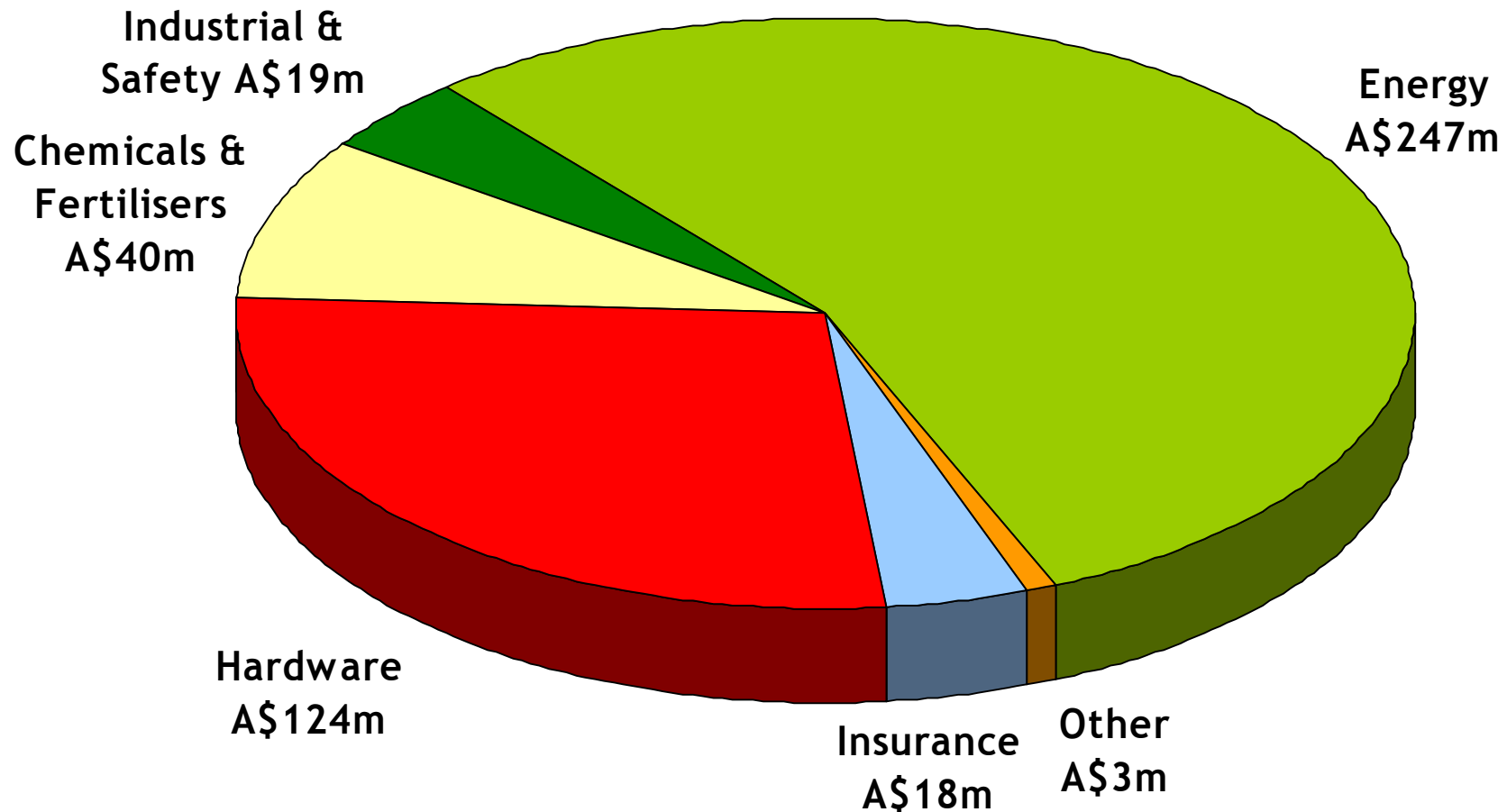
2005 Capital Expenditure



Capital Expenditure Programme 2005 Budget



Total: A\$451m



For all the latest news visit
www.wesfarmers.com.au

