2014 Half-Year Results
Debt Investor Update

March 2014

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Wesfarmers

Company overview

- Long track record – established in 1914
- 10th largest company listed on the ASX with market capitalisation of A$49.2 billion[1] (EUR 32 billion)[2] as at 20 February 2014
- FY13 revenue of A$59.8 billion, EBIT of A$3,658 million & operating cash flow of A$3,931 million
- Australia's largest private sector employer, with c. 210,000 employees
- Leading Australian retailer with retail businesses in over 3,500 locations across Australia
- Owns & operates businesses in resources, industrial & insurance sectors
- Rated A- (stable) by Standard & Poor's & A3 (stable) by Moody's Investors Service

[1] All dollar amounts in this presentation are Australian dollars, unless otherwise specified. [2] Based on the rate of A$1.00 = EUR 0.6509 and A$1.00 = US$ 0.8954 as at February 20, 2014

Key credit strengths

- A leading Australian retailer with strong market positions, significant scale & nationally recognised brands
- Extensive & strategically positioned retail store portfolio with a majority of locations having long term lease arrangements
- Coles supermarkets continuing to generate strong earnings growth
- Wesfarmers' retail businesses operate in economically resilient categories, with its non-discretionary food retailing business & home improvement business providing relatively stable earnings & cash flow generation
- Strong financial profile following significant deleveraging since 2008
- Funding diversification & strong liquidity position of A$3 billion in cash & undrawn committed facilities at 31 December 2013
- Prudent capital management, Wesfarmers is committed to current strong balance sheet & credit metrics
- Strong, stable management teams & board with a proven track record

Divisional summary

Division	Activities	1H FY14 Revenue (A$m)	1H FY14 EBIT (A$m)	1H FY14 Divisional EBIT Contribution (%)
Coles	Coles Supermarkets comprises one of Australia's largest group of supermarkets, liquor retailing outlets, fuel & convenience outlets	18,946	836	38%
Bunnings Warehouse / Officeworks	A leading Australian supplier of home improvement & outdoor living products, a major supplier of building materials & office products	5,179	604	27%
Target	A leading Australian department store offering on-trend, fashionable apparel & homewares	1,965	70	3%
Kmart	A leading Australian & New Zealand discount department store retailer offering a wide range of everyday items at low prices	2,321	260	12%
	Total Retail	28,411	1,770	80%

Divisional summary (continued)

Division	Activities	1H FY14 Revenue (A$m)	1H FY14 EBIT (A$m)	1H FY14 Divisional EBIT Contribution (%)
Insurance[1]	Provider of underwriting, broking, premium funding & financial services activities in Australia, New Zealand & the UK	1,110	99	4%
Resources	Mining & sale of metallurgical & steaming coal to domestic & export markets	764	59	3%
Chemicals, Energy & Fertilisers[2]	Operates chemical, gas & fertiliser businesses servicing customers domestically & internationally	772	205	9%
Industrial & Safety	A leading provider of industrial & safety products & services in Australia & New Zealand	804	73	3%
	Total Non-Retail[3]	3,450	436	20%

[1] Earnings for the December 2013 half-year include an increase in reserve estimates for the 22 February 2011 Christchurch earthquake (EQ2) of A$45 million.
[2] Earnings for the December 2013 half-year include a A$95 million gain on sale of the 40% interest in ALWA.
[3] Other Businesses and Corporate Overheads, including 50% interest in Gresham Partners, 50% interest in Wespine Industries, 24% interest in BWP Trust & other interests in Gresham Private Equity Funds, made losses of A$8 million (Revenue) & A$52 million (EBIT) in 1H FY14. Total Non-Retail amounts to 20%, difference in addition relates to rounding.

Group Performance Highlights

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Wesfarmers

Group performance highlights

- Operating revenue of A$31.9 billion, up 4.0%
- Earnings before interest & tax of A$2,154 million, up 5.4%
- Net profit after tax (NPAT) of A$1,429 million, up 11.2%
- Earnings per share of A$1.24, up 11.5%
- Strong liquidity position; fixed charges cover of 3.0 times, up from 2.9 times at 31 December 2012
- Fully franked interim dividend of A$0.85 declared, up 10.4%

Group performance highlights (continued)

Retail

- Coles: strong earnings growth & increased return on capital highlighted successful transition to next phase of growth
- Bunnings: very good result with growth in all regions & customer segments; continued to execute strategic agenda to plan
- Officeworks: improved sales & earnings momentum; store & on-line market channels further improved
- Kmart: solid earnings growth driven by further improvements in merchandising & store productivity; accelerated renewal activity
- Target: earnings affected by high levels of winter clearance activity which delayed spring/summer launch; good progress made to improve organisational capability through renewal of senior leadership team

Group performance highlights (continued)

Insurance

- Strong increase in underlying underwriting earnings; reported earnings affected by A$45 million Christchurch Earthquake (EQ2) reserve increase; solid broking earnings growth driven by good performance of NZ business

Industrial

- Resources: lower export coal prices affected revenue; strong focus on cost control; improved production performance
- Industrial & Safety: industrial supply market conditions remained challenging; strong focus on cost control
- WES CEF: Nitric acid/ammonium nitrate number three plant (NA/AN3) commissioning underway; underlying earnings growth driven by increased Kleenheat Gas contribution; A$95 million gain on sale of Air Liquide WA (ALWA)

Group performance highlights (continued)

Group

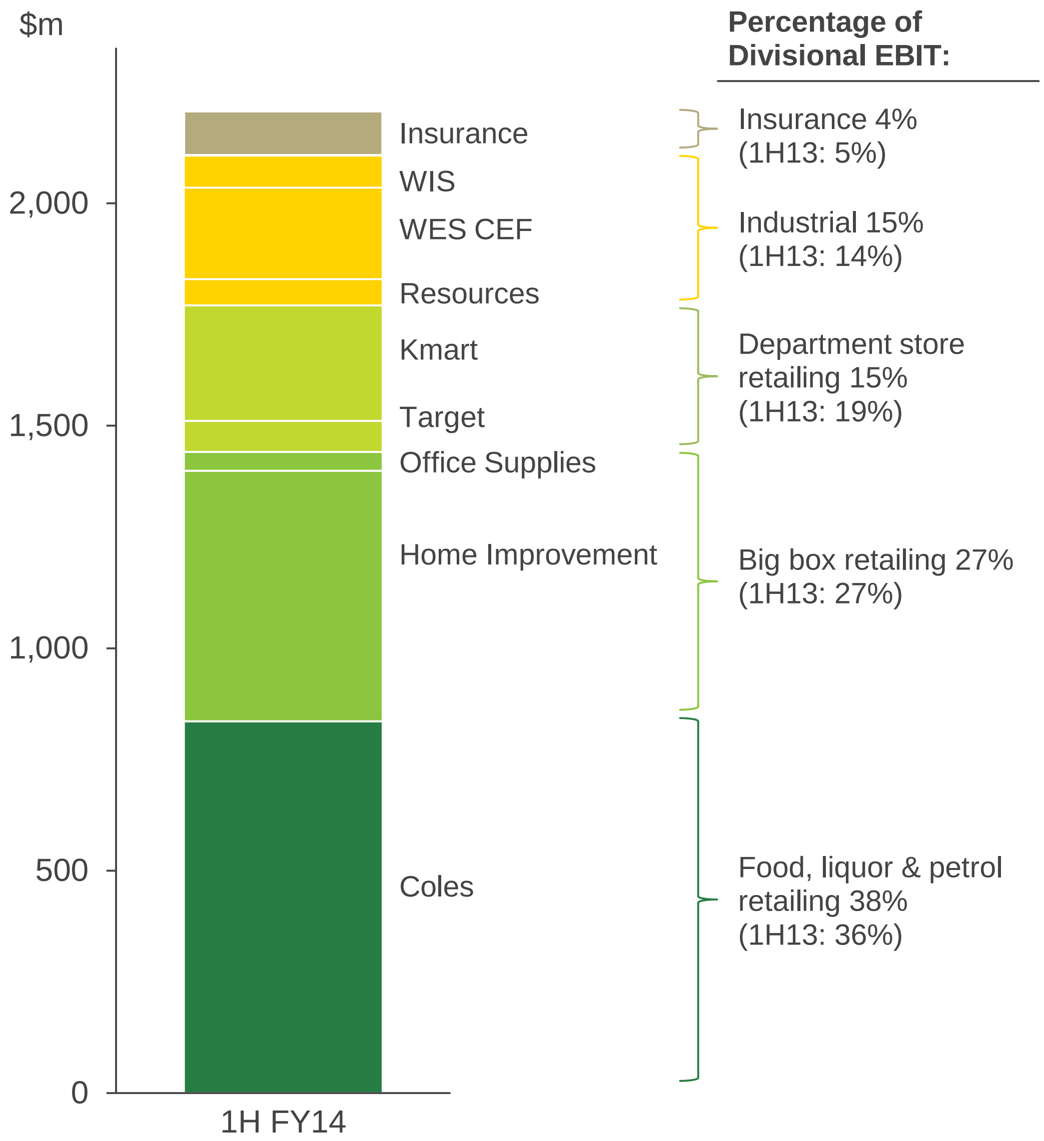
- Agreement to sell the Insurance division's underwriting operations to Insurance Australia Group for A$1,845 million (remains subject to regulatory approvals)
- Disposal of 40% interest in ALWA
- Acquisition of Mineral Development Licence 162 by the Resources division (January 2014)
- Capital return of A$0.50 per share in November 2013, returning A$579 million to shareholders
- Continue to improve capital efficiency
- Maintain strong balance sheet & access to capital
- Continued to leverage & build human resource capability
  - Smooth leadership succession at Coles

Group performance summary

Half-Year ended 31 December (A$m)	2013	2012	↕%
Operating revenue	31,853	30,614	*4.0*
EBITDA	2,710	2,574	*5.3*
EBIT	2,154	2,043	*5.4*
Finance costs	(179)	(229)	*21.8*
Net profit after tax	1,429	1,285	*11.2*
Operating cash flow	1,757	2,207	*(20.4)*
Fixed Charges Cover (R12) - times	3.0	2.9	*3.4*
Cash Interest Cover (R12) - times	13.8	11.8	*16.9*

Strength through diversified earnings

Divisional EBIT



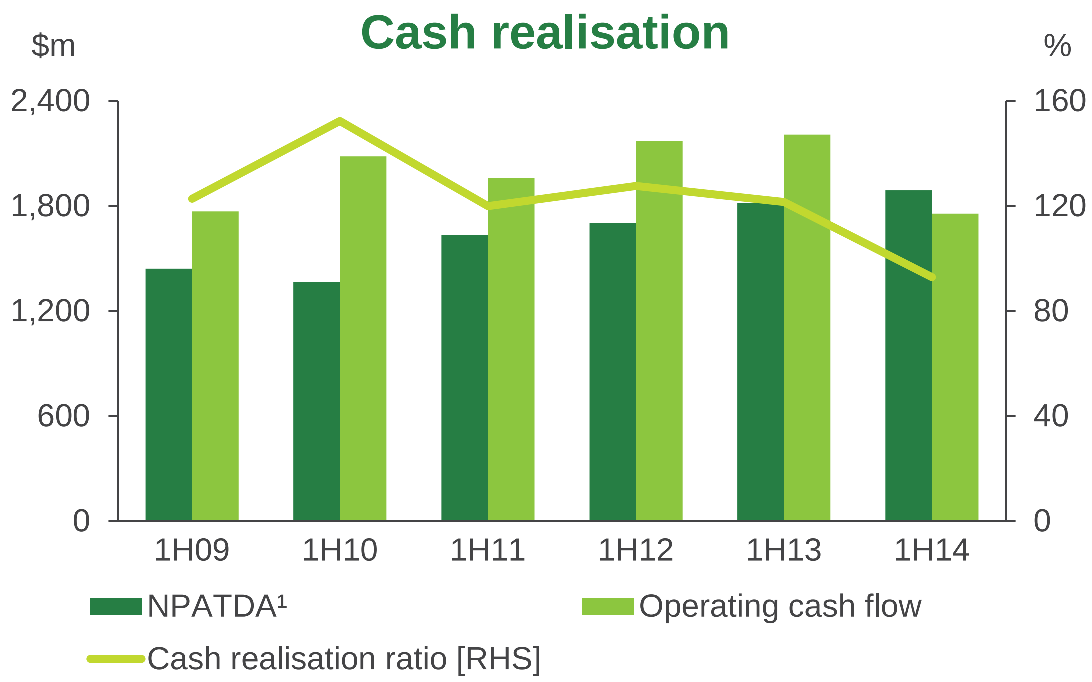
Half-Year ended 31 December (A$m)	2013	2012	↕ %
Coles	836	755	*10.7*
Home Improvement	562	518	*8.5*
Office Supplies	42	38	*10.5*
Target	70	148	*(52.7)*
Kmart	260	246	*5.7*
Insurance[1]	99	104	*(4.8)*
Resources	59	93	*(36.6)*
WES CEF[2]	205	104	*97.1*
Industrial & Safety	73	88	*(17.0)*
Divisional EBIT	2,206	2,094	*5.3*
Other	7	6	*16.7*
Corporate overheads	(59)	(57)	*(3.5)*
Group EBIT	2,154	2,043	*5.4*

[1] Earnings for the December 2013 half-year include an increase in reserve estimates for the 22 February 2011 Christchurch earthquake (EQ2) of A$45 million.

[2] Earnings for the December 2013 half-year include the A$95 million gain on sale of the 40 per cent interest in ALWA.

Operating cash flow generation

- NPATDA growth of 9.3% & cash realisation of 88.5%
- Lower cash realisation in half driven by:
  - January 2014 settlement of the sale of the Group's 40% interest in ALWA
  - Lower working capital cash inflows from retail portfolio
  - Lower accruals & cash settlements for executive performance plans
  - Increased settlement of aged workers' compensation claims



[1] Adjusted for significant non-cash items.

Working capital management

- Further reduction in net inventory days across retail portfolio supported by business growth
- Continued working capital cash inflows from retail portfolio, although cash flows reduced
  - Non-repeat of strong cash releases during working capital turnaround (particularly in Kmart)
  - Increased inventory associated with retail store network growth
  - Increased offshore (direct) sourcing
- Seasonal working capital cash outflows in Other (including fertilisers)

Half-Year ended 31 December (A$m)	2013	2012
Cash movement inflow/(outflow)[1]:		
Receivables & prepayments	91	221
Inventory	(715)	(509)
Payables	451	653
Cash movement	(173)	365
Working capital cash movement:		
Retail	17	545
Other	(190)	(180)
Total	(173)	365

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

Disciplined capital investment

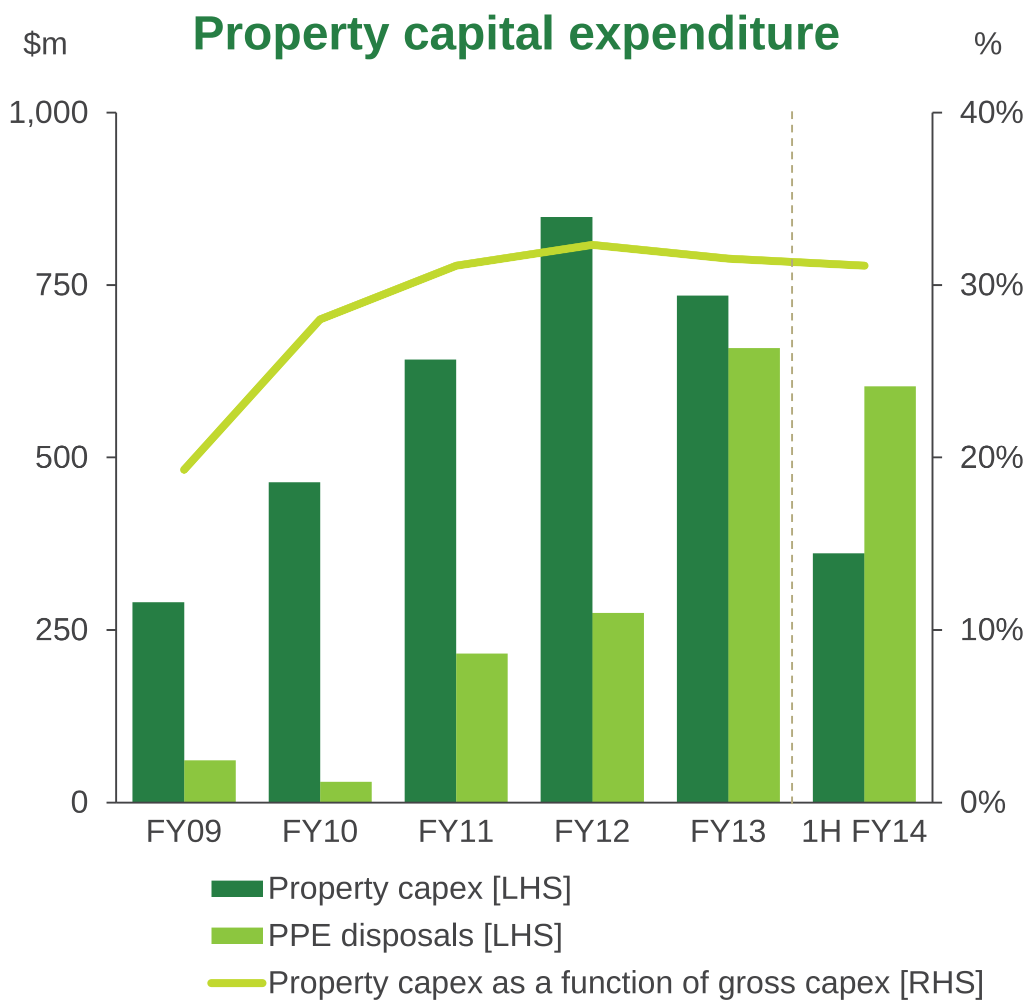
- Continued investment in Coles & Bunnings store networks & accelerated Kmart store refurbishment activity
- AN3 expansion further progressed
- Proactive management of property portfolio driving accelerated disposal activity
  - Proceeds from sale of PPE of A$603 million
- FY14 net capital expenditure estimate of A$1.2 to A$1.6 billion
  - Subject to net property investment

Half-Year ended 31 December (A$m)[1]	2013	2012	%
Coles	554	665	*(16.7)*
HI & OS	280	357	*(21.6)*
Target	46	51	*(9.8)*
Kmart	89	49	*81.6*
Insurance	15	12	*25.0*
Resources	33	52	*(36.5)*
Industrial & Safety	17	18	*(5.6)*
WES CEF	126	118	*6.8*
Other	-	1	*n.m.*
Total capital expenditure	1,160	1,323	*(12.3)*
Sale of PP&E	(603)	(203)	*197.0*
Net capital expenditure	557	1,120	*(50.3)*

[1] Capital investment provided on a cash basis.

Property disposals increased

- Recent transactions
  - Sale & leaseback of 10 Bunnings stores to BWP Trust in August 2013 realising A$176 million[1]
  - Sale & leaseback of 15 Bunnings warehouse properties via securitised lease transaction in August 2013 realising A$309 million
  - Continued use of ISPT JV for Coles disposals (20 sites in JV)



[1] At 31 December 2013, four of the 10 stores to be sold to BWP Trust were contracted for sale but remained under construction/development, with settlement not yet reached and hence proceeds not yet realised.

Coles


coles
LIQUORLAND
Taylors Hill
Village
coles
Open 7 days
6am - Midnight

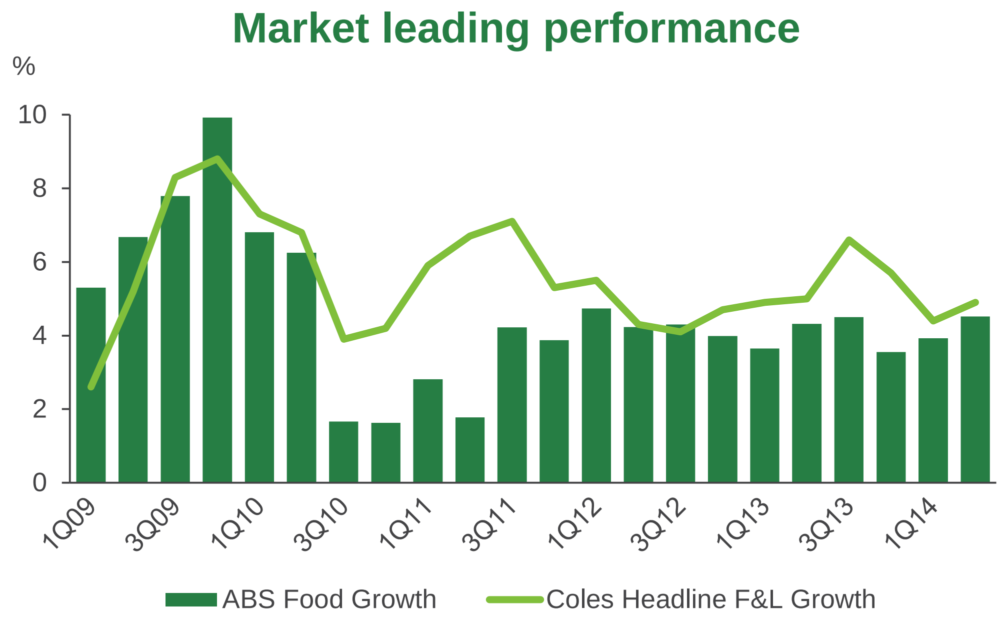
Coles performance summary

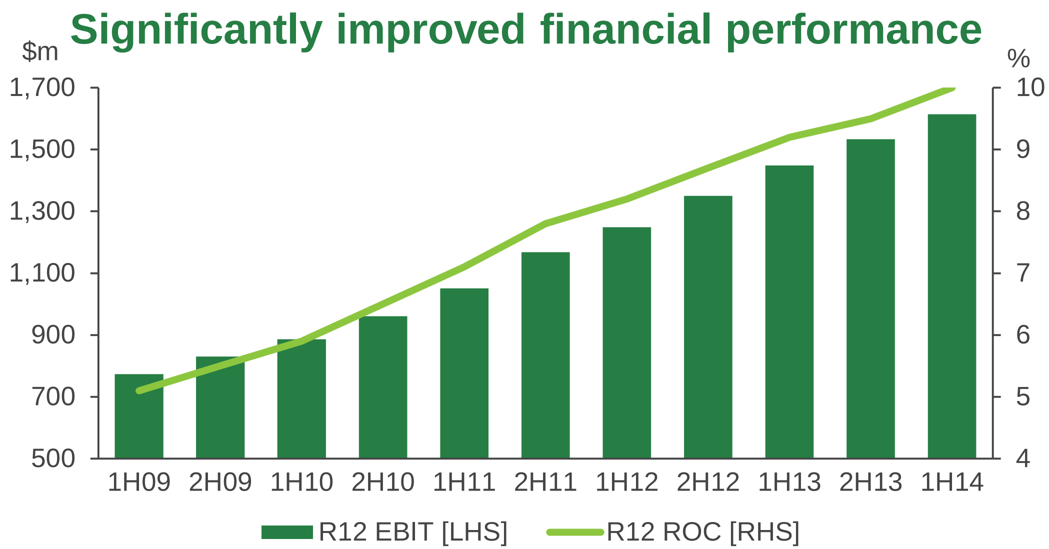
Half-Year ended 31 December (A$m)		2013	2012	↕ %
Coles Division	Revenue	**18,946**	18,047	*5.0*
	EBIT	**836**	755	*10.7*
Food & Liquor	Revenue[1]	**14,770**	14,104	*4.7*
	Total store sales growth %[2,3]	**4.7**	5.0	
	Comp store sales growth %[2,3]	**3.6**	3.8	
	EBIT[4]	**755**	677	*11.5*
	EBIT margin %	**5.1**	4.8	
Convenience	Revenue	**4,176**	3,943	*5.9*
	Comp store sales growth %[2]	**2.9**	(2.2)	
	Comp fuel volume growth %[2]	**(0.7)**	2.0	
	EBIT	**81**	78	*3.8*
	EBIT margin %	**1.9**	2.0	

[1] Includes property revenue 2013 A$13 million, 2012 A$15 million. [2] 2013 growth reflects the 27 week period 1 July 2013 to 5 January 2014, & the 27 week period 2 July 2012 to 6 January 2013. 2012 growth reflects the 27 week period 25 June 2012 to 30 December 2012 & the 27 week period 27 June 2011 to 1 January 2012. [3] Includes hotels, excludes gaming revenue & property. [4] Includes property EBIT 2013 A$10 million, 2012 A$14 million.

Coles performance summary

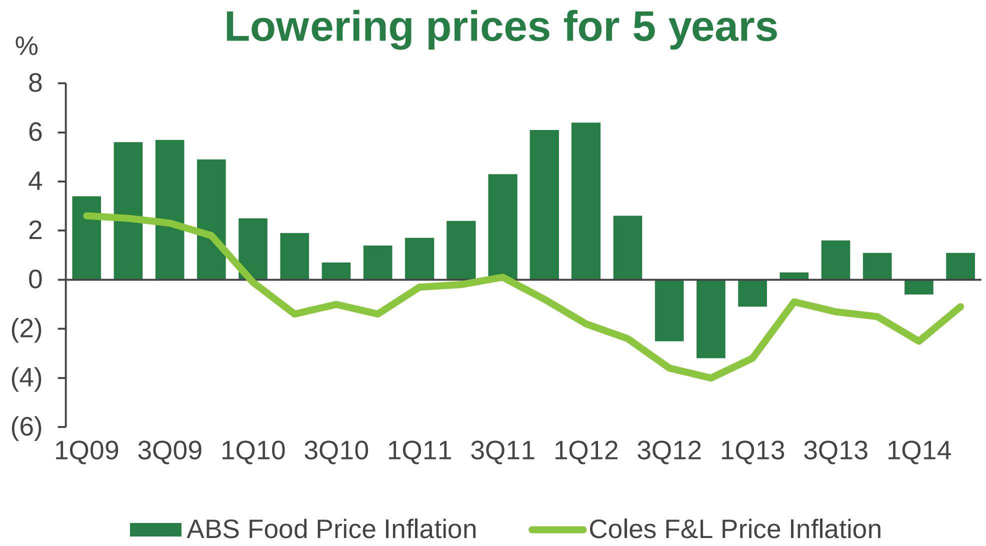
- Market leading performance
  - Strong underlying volume growth
  - Continued increase in basket size
  - Record Christmas transaction numbers
- Significantly improved financial performance
  - More than doubled EBIT in five years
  - Food & Liquor EBIT margin now over 5%
  - ROC now at 10.0%
- Culture of continuous improvement
  - Absenteeism down more than 30% in five years
  - Supermarket labour efficiency up 30% in five years
  - LTIFR at lowest level since 2008





Value, quality & innovation

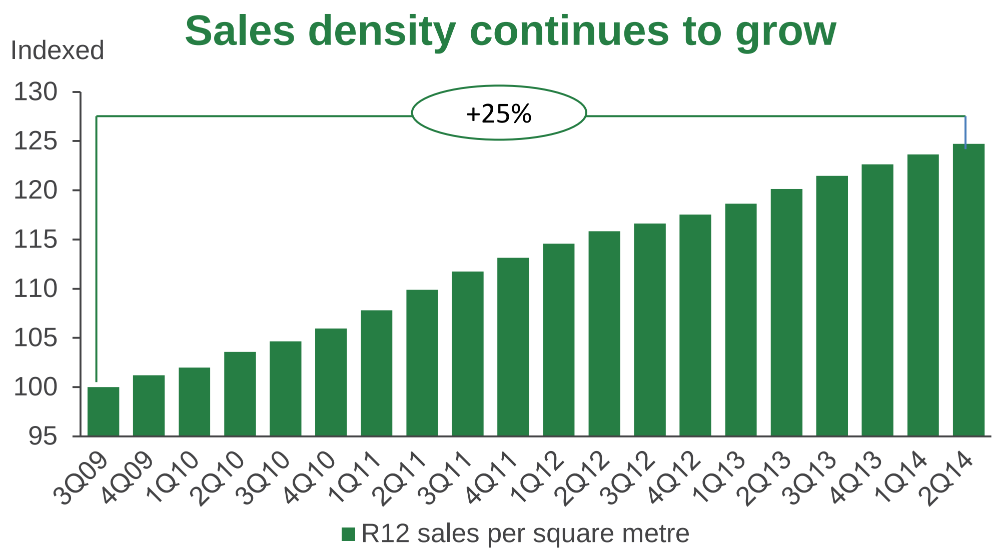
- Value leadership driving sales density
  - Down Down, Unreal Deals, Super Specials
  - Personalised offers & instant offer activation with flybuys
- Better quality building fresh credentials
  - Co-investing with local suppliers
  - Extended responsible sourcing initiatives
  - Australia First sourcing policy for Coles brand
- Focus on innovation for future sales growth
  - Coles Finest re-launched during the half
  - New products focused on health & convenience including 10 new Gluten Free products
  - Exclusive partnership with Heston Blumenthal



Shaping the future store network

The best customer experience

- Strong store pipeline for future growth
  - 2.3% net selling area growth since 1H13
  - Targeting "bigger, better" stores
  - Underpins strong sales density improvement
  - Trialling "Easy & Assisted Ordering" for meat, bakery & fresh produce with roll-out to come
- Accelerated renewal program
  - 382 stores now in renewal format
  - Launched three new food services superstores
- Improving our DCs
  - Leveraging new technology in DCs
- Recycling capital through active property management
  - 11 sites sold during the half to generate ~A$140 million
  - ISPT JV now includes 20 properties



New businesses initiatives

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- Multi-channel innovation
  - Exclusive taste.com.au sponsorship
  - Leveraging customer analytics to deliver personalised offers
  - Enhanced Coles Online website with improved functionality to grow customer traffic
- Strong growth in financial services
  - New credit card accounts doubling
  - New ‘no fee’ credit card
  - Australia’s first consumer trial of Pay Tag™
  - More than 80% growth in insurance policies in the last 12 months
  - New Coles insurance products to come

New Coles Online website

Multi-award winning financial services products

Home Improvement & Office Supplies

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Wesfarmers

BUNNINGS · BUNNINGS TRADE · BUNNINGS warehouse · Officeworks

HIOS performance summary

Half-Year ended 31 December (A$m)		2013	2012	↕ %
Revenue	Home Improvement	**4,434**	4,017	*10.4*
	Office Supplies	**745**	712	*4.6*
	Total	**5,179**	4,729	*9.5*
EBIT	Home Improvement	**562**	518	*8.5*
	Office Supplies	**42**	38	*10.5*
	Total	**604**	556	*8.6*

Home Improvement highlights

- Revenue growth of 10.4%
  - 10.6% total store sales growth
  - 7.2% store-on-store growth
  - Positive performances in all regions & all categories
  - Good commercial growth

- EBIT growth of 8.5%
  - Strong underlying trading results
  - New store costs in line with expectations
  - Good productivity gains

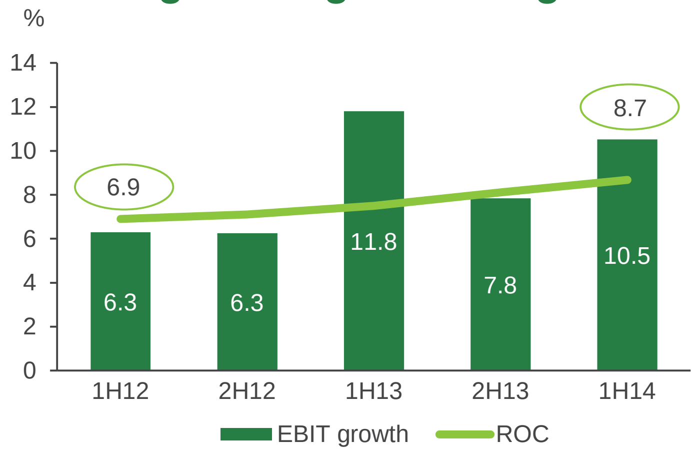
Home Improvement highlights

- New store opening & targeted store reinvestment
  - Opened 14 trading locations & 15 sites under construction at 31 December
- Faster network expansion
  - On-track to open at least 20 warehouse stores in each of FY14, FY15 & FY16
- Continued growth driven through:
  - Greater brand reach
  - More merchandise innovation
- Continued improvement in customer service metrics
- Benefits from capital management initiatives
  - Innovative securitised lease transaction

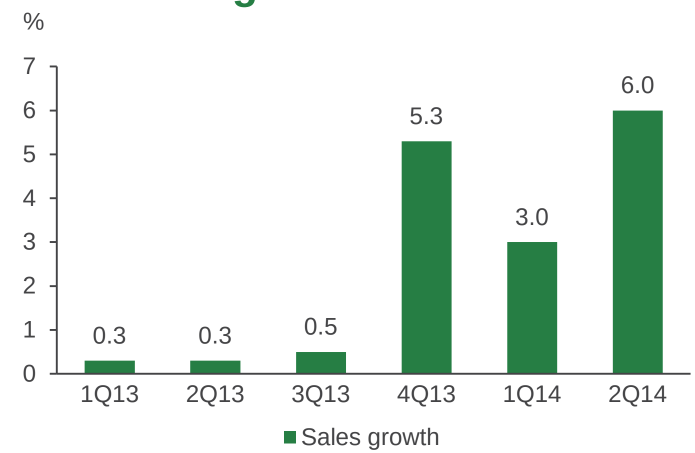
Office Supplies highlights

- Continued strong earnings growth with five year 1H EBIT compound annual growth of 10.9%
- Revenue growth of 4.6% with store sales growth gaining momentum & nine consecutive halves of double digit online sales growth
- In-store merchandising investment
  - New layout & range earmarked for store network
    - » Approximately 60% of stores completed

Strong earnings & ROC growth



Sales growth momentum



Kmart

Kmart performance summary

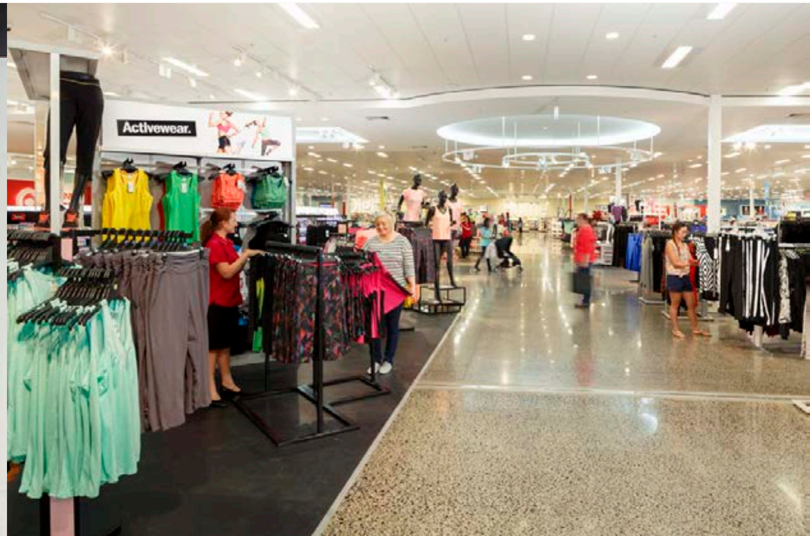
Half-Year ended 31 December (A$m)	2013	2012	↕%
Revenue	**2,321**	2,299	1.0
EBIT	**260**	246	5.7
EBIT margin (%)	**11.2**	10.7	
Total sales growth[1] (%)	**1.7**	3.5	
Comparative store sales growth[1] (%)	**0.3**	3.0	

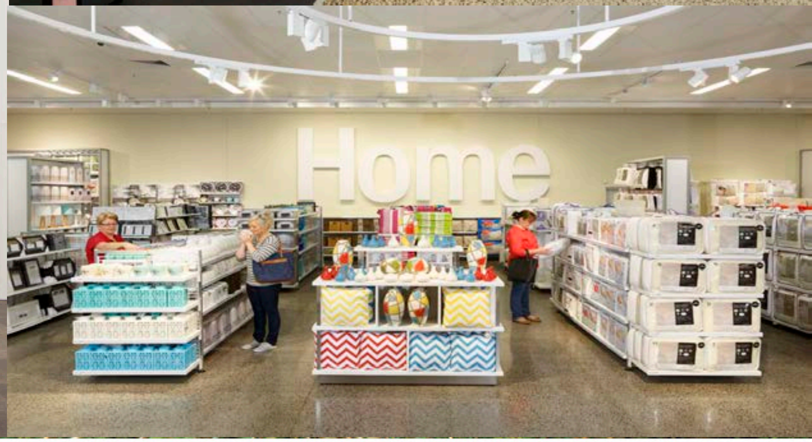
[1] 2013 growth reflects the 27 week period 1 July 2013 to 5 January 2014, & the 27 week period 2 July 2012 to 6 January 2013. 2012 growth reflects the 27 week period 25 June 2012 to 30 December 2012, & the 27 week period 27 June 2011 to 1 January 2012.

Kmart highlights

- Customers continue to respond well to Kmart's strategy of providing the lowest prices on everyday items for families
  - 16 consecutive quarters of growth in transactions & units sold
  - Ongoing benefit from the development of product ranges & pricing architecture
- Growth in revenue, EBIT & return on capital
  - Successful removal of Christmas lay-by from mid-year Toy Event
  - Improved product, range & margin management
- Investment in the network
  - Opened three Kmart stores including one replacement & one new Kmart Tyre & Auto store
  - Accelerated refurbishment program with 12 full Kmart store refurbishments completed
- Continued improvement in team member safety

Target





Target performance summary

Half-Year ended 31 December (A$m)	2013	2012	↕%
Revenue	**1,965**	2,070	(5.1)
EBIT	**70**	148	(52.7)
EBIT margin (%)	**3.6**	7.1	
Total sales growth[1] (%)	(4.4)	1.2	
Comparative store sales growth[1] (%)	(4.2)	(1.8)	

[1] 2013 growth reflects the 27 week period 30 June 2013 to 4 January 2014, & the 27 week period 1 July 2012 to 5 January 2013. 2012 growth reflects the 27 week period 24 June 2012 to 29 December 2012, & the 27 week period 26 June 2011 to 31 December 2011.

Target highlights

- Challenging trading conditions
  - High levels of winter clearance, delaying the launch of spring/summer
  - Transition away from historical reliance on high inventory & heavy promotions
- Inventory position improved
- Costs of doing business tightly managed
- Improvements in store standards, customer service & queue times
- Investment in online store delivering a stable platform for future growth
- Building a new leadership team

Insurance

Insurance performance summary

Half-Year ended 31 December (A$m)	2013	2012	↕ %
Revenue	**1,110**	1,035	*7.2*
EBITA Underwriting	**64**	72	*(11.1)*
EBITA Broking	**41**	38	*7.9*
EBITA Other	**1**	0	*n.m.*
EBITA Insurance Division	**106**	110	*(3.6)*
EBITA Insurance Division (excluding EQ2)[1]	**151**	110	*37.3*
EBIT Insurance Division	**99**	104	*(4.8)*

[1] Excludes $45 million affect on underwriting earnings from reserve increases in relation to the 22 February 2011 Christchurch earthquake (EQ2). ROC would be 16.4% excluding EQ2 reserve increase.

Insurance highlights

- Strong underlying underwriting performance
  - Continued improvement in underwriting performance through disciplined risk pricing, exposure management & claims efficiencies
  - Earned premiums continuing to benefit from rate increases in FY13
  - Favourable claims experience in most portfolios across Australia & New Zealand
  - Claims from natural perils below internal allowances for the first half
  - Continued growth in Coles Insurance
  - Lower investment income associated with lower interest rate environment
- Christchurch Earthquake (EQ2) reserves increased A$45m from 30 June 2013
  - Greater cost certainty on domestic rebuild program – claims cost settlement at 70.2%, ahead of industry average at 59.9%
- Continued income & earnings growth in Broking
  - Growth achieved organically with no significant acquisition activity in the past 12 months
  - Strong revenue & earnings growth in NZ, including favourable movements in exchange rates
  - Higher levels of investment in broking systems & capability enhancement, affecting broking margin in the near-term but positioning the business well for future growth

Resources

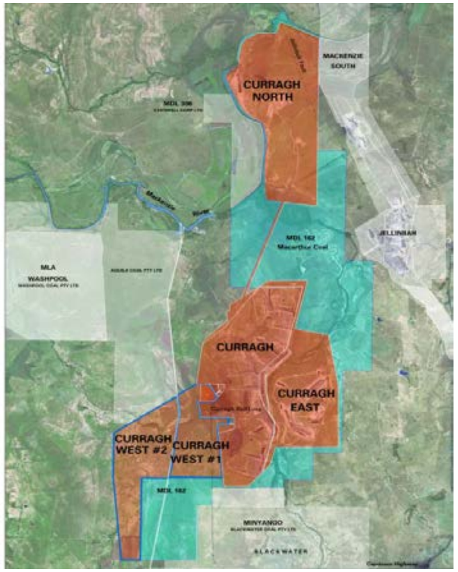
Resources performance summary

Half-Year ended 31 December (A$m)	2013	2012	↕%
Revenue[1]	**764**	826	*(7.5)*
Royalties[2]	**(121)**	(148)	*18.2*
Mining & other costs	**(508)**	(517)	*1.7*
EBITDA	**135**	161	*(16.1)*
Depreciation & amortisation	**(76)**	(68)	*(11.8)*
EBIT	**59**	93	*(36.6)*
Coal production ('000 tonnes)	**7,454**	7,017	*6.2*

[1] Includes traded coal revenue of A$3 million (2012: A$10 million)
[2] Includes Stanwell royalty expense of A$62 million (2012: A$91 million)

Resources highlights

- Continued improvement in safety performance
  - Significant reduction in Lost Time Injury Frequency Rate (LTIFR) & Total Recordable Injury Frequency Rate (TRIFR)
- Production & sales of metallurgical coal during the six months to 31 December 2013 at an annualised rate exceeding 8.0 million tonnes per annum
- Lower export coal prices have resulted in a significant decline in export revenue
- Further strong cost performance
  - Sustained ~28% reduction from 1H FY12 peak
- Acquisition of MDL 162 adjacent to Curragh mine for A$70 million
  - Approximate 29% increase in coal reserves[1]
  - Mine life extension
  - Completion achieved in January 2014



[1] Refer slides on pages 35 (Acquisition – MDL 162) & 36 (Coal Reserves & Resources Notes) in the 2014 Half-Year Results Supplementary Information also dated 19 February 2014.

Chemicals, Energy & Fertilisers

Industrial & Safety

Other businesses performance summary

Half-Year ended 31 December (A$m)		2013	2012	↕%
Revenue	Chemicals, Energy & Fertilisers [1]	**772**	775	*(0.4)*
	Industrial & Safety	**804**	837	*(3.9)*
EBIT	Chemicals, Energy & Fertilisers [2]	**205**	104	*97.1*
	Industrial & Safety	**73**	88	*(17.0)*

[1] Includes Kleenheat Gas & ALWA (prior to the sale of the 40 per cent interest in ALWA in December 2013).
[2] Includes ALWA earnings for the period prior to divestment in December 2013 (includes A$95 million gain on sale of 40 per cent interest in ALWA).

Chemicals, Energy & Fertilisers highlights

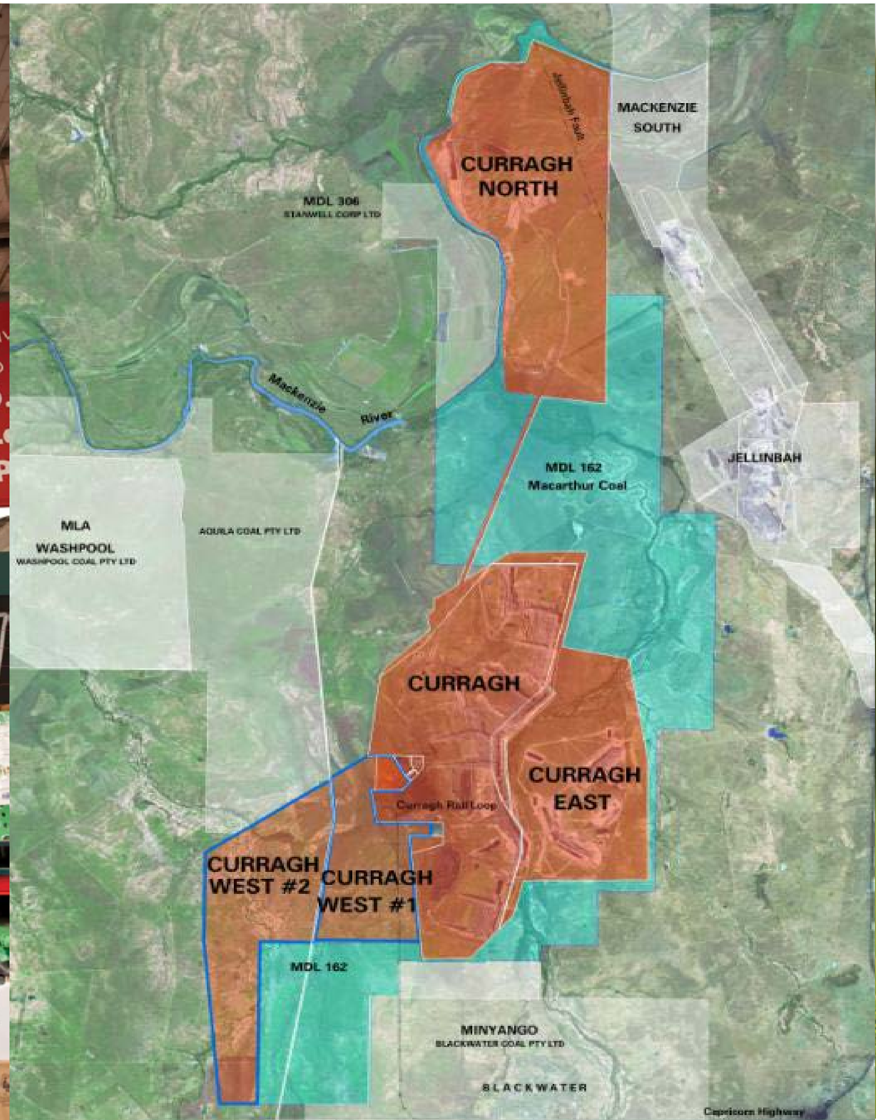
- A$95 million gain on sale of 40% interest in Air Liquide WA (ALWA)
- Construction of expanded ammonium nitrate (AN) production capacity to 780,000 tonnes per annum
  - Commissioning under way & full operation expected, as planned, in Q4 FY14
  - On track to be delivered within approved budget
- Chemicals earnings in line with prior period with strong demand offset by lower production volumes & challenging market conditions in some sectors
  - Planned shutdowns in nitric acid/ammonium nitrate (NA/AN) number 1 plant (major statutory shutdown) & ammonia plant (short maintenance shutdown)
  - Unscheduled NA/AN2 plant outage due to equipment failure
  - Weaker demand for sodium cyanide due to decline in gold price
- Improved Kleenheat Gas earnings, reflecting improved selling prices
- Lower Fertilisers earnings due to reduced sales volumes following a dry June

Industrial & Safety highlights

- Customer & project activity significantly reduced across Australia
  - Most sectors affected, led by mining
  - Heightened competitive pricing pressures
  - New Zealand businesses & Coregas performed well
- Focused business response
  - Operational & organisational realignment to market needs
  - Closure of 14 branches with subdued customer activity
  - Enhanced customer offer through services & range extensions
  - Strong support from key suppliers, complemented by own brand capabilities
  - Investments in supply chain to maintain strong delivery performance & improve efficiency
- Acquisition of Greencap Limited (safety & environmental risk management services)

Outlook


D.I.Y.
WORKSHOPS
BUNNINGS
warehouse
FOAM MAT
Paint Shop
FOAM MATS


CURRAGH
NORTH
MACKENZIE
SOUTH
MDL 306
STANWELL CORP LTD
Mackenzie
River
MDL 162
Macarthur Coal
JELLINBAH
MLA
WASHPOOL
WASHPOOL COAL PTY LTD
AQUILA COAL PTY LTD
CURRAGH
CURRAGH
EAST
Curragh Rail Loop
CURRAGH
WEST #2
CURRAGH
WEST #1
MDL 162
MINYANGO
BLACKWATER COAL PTY LTD
BLACKWATER
Capricorn Highway

Outlook

Retail

- Growth to be supported by continued improvements in customer proposition, range & category innovation, operational productivity & store network optimisation
- Strengthened leadership team at Target focused on executing strategic plan with improvement expected over time; short-term challenging trading conditions
- Continued advancement of online offers

Insurance

- Sale of underwriting operations to Insurance Australia Group to complete subject to regulatory approvals
- Continued focus on strong underwriting discipline & operational efficiencies
- Premium rate growth in broking expected to moderate; continued investment in systems & capability to support future growth

Outlook (continued)

Industrial

- Resources & Industrial & Safety: challenging near-term conditions to continue; ongoing cost reduction focus; well placed to respond to market recovery
- WES CEF: short-term earnings affected by extended outage of NA/AN2 plant; positive outlook beyond this; focus on commissioning of NA/AN3 with contribution expected from 4Q FY14

Group

- Strengthen existing businesses through operating excellence & satisfying customer needs
- Secure growth opportunities through entrepreneurial initiative
- Renew the portfolio through value-adding transactions
- Ensure sustainability through responsible long-term management

Debt Management

Financial discipline is core to Wesfarmers' strategy

Maintaining prudent capital structure and strong credit ratings is important to Wesfarmers

Ability to raise capital and maintain balance sheet strength

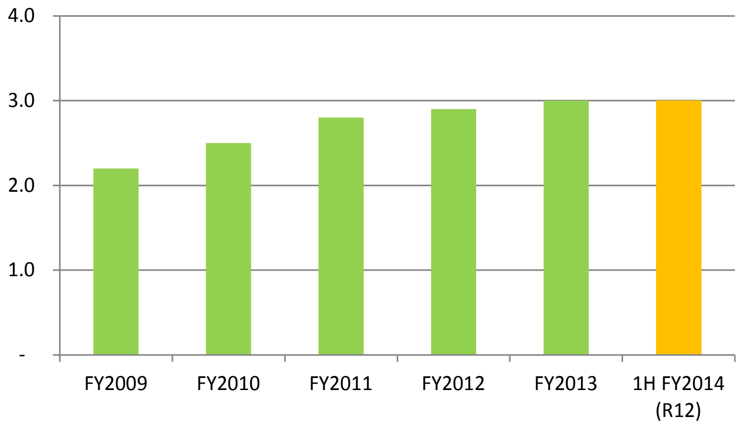
- Recent activity
  - Mar 13: A$350 million 7 year Australian domestic bond
  - Mar 13: US$750 million 5 year Rule 144A bond
  - Apr 13: A$1.25 billion refinancing of syndicated facility with individual bank facilities
  - Nov 13: A$579 million return of capital and share consolidation
  - Dec 13: Reclassification of partially protected shares into Wesfarmers ordinary shares on a one for one basis

Solid credit metrics

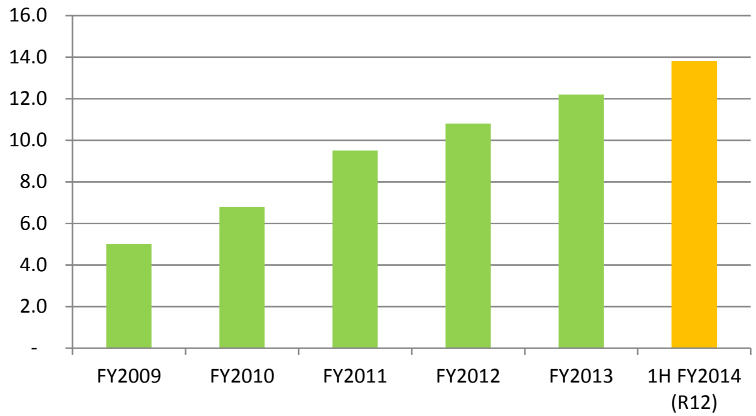
- Strong credit ratings: Moody's A3 (stable); Standard & Poor's A- (stable)
- Continued strength in Group's debt service position
  - Gross debt of A$6.4 billion, net debt of A$6.0 billion
  - Strong liquidity position, supported by A$2.6 billion of committed undrawn facilities
  - 63% hedged to December 2014
  - Improvement in key debt service ratios

Strong credit metrics

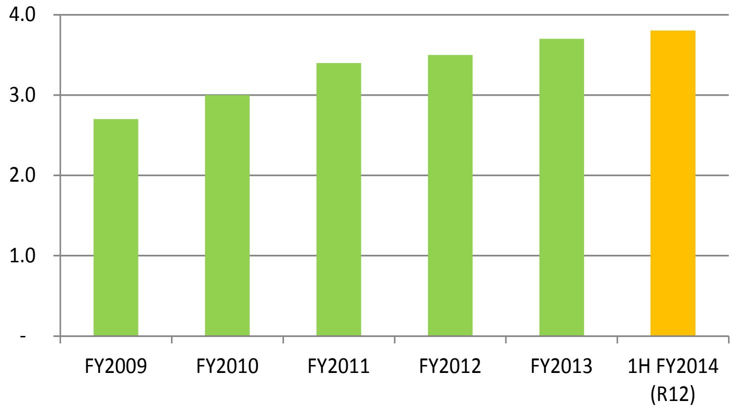
Fixed charges cover ratio (times)



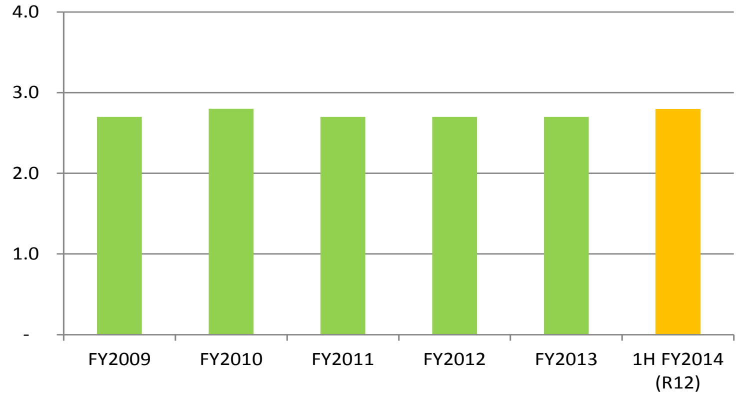
Cash interest cover ratio (times)



S&P EBIT interest coverage - lease adj. (times)



S&P Debt / EBITDA - lease adj. (times)

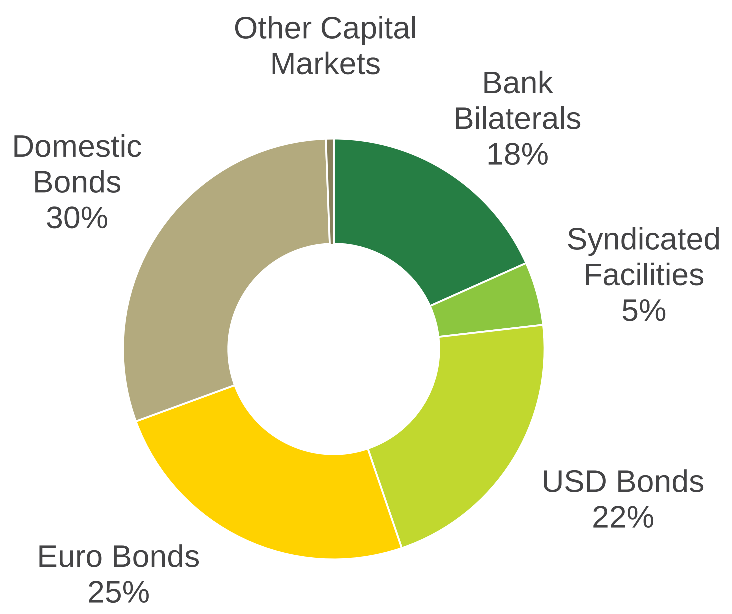


Pro-active debt management

Refinancing objectives

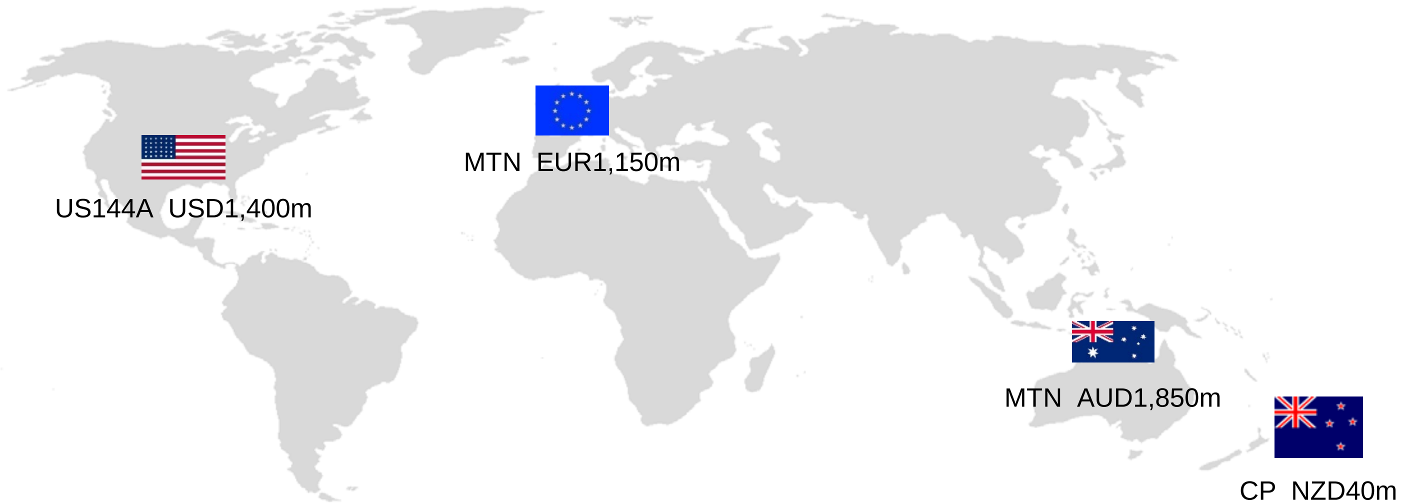
- Focus on extending maturity profile and maintaining liquidity headroom in revolving and bilateral facilities
- Commitment to diversity of funding sources including the domestic and international debt capital markets
- Standard terms and conditions across all DCM programmes, with a common guarantee structure that applies to all funding arrangements

Funding Diversity

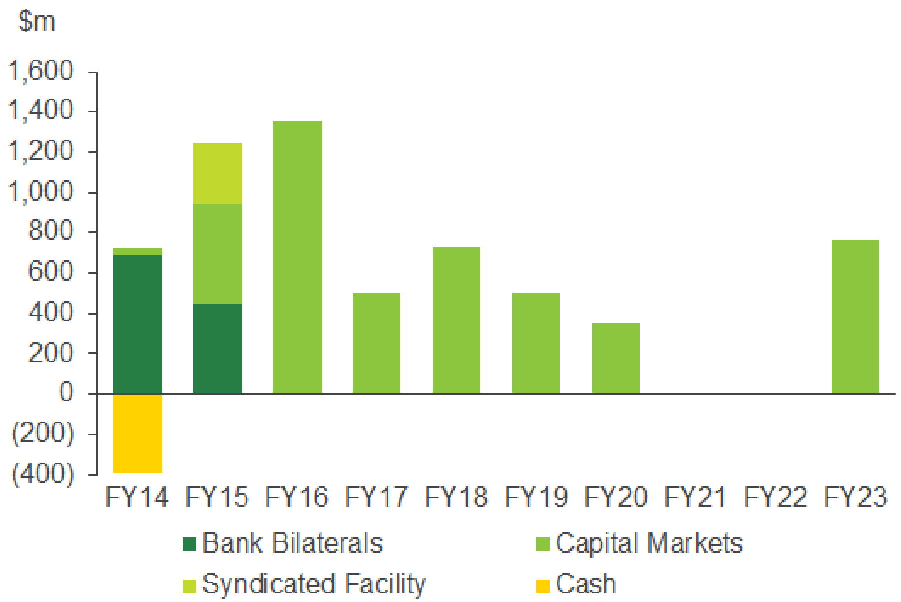


Pro-active debt management (continued)

Geographical DCM Funding Diversity



Maturity Profile

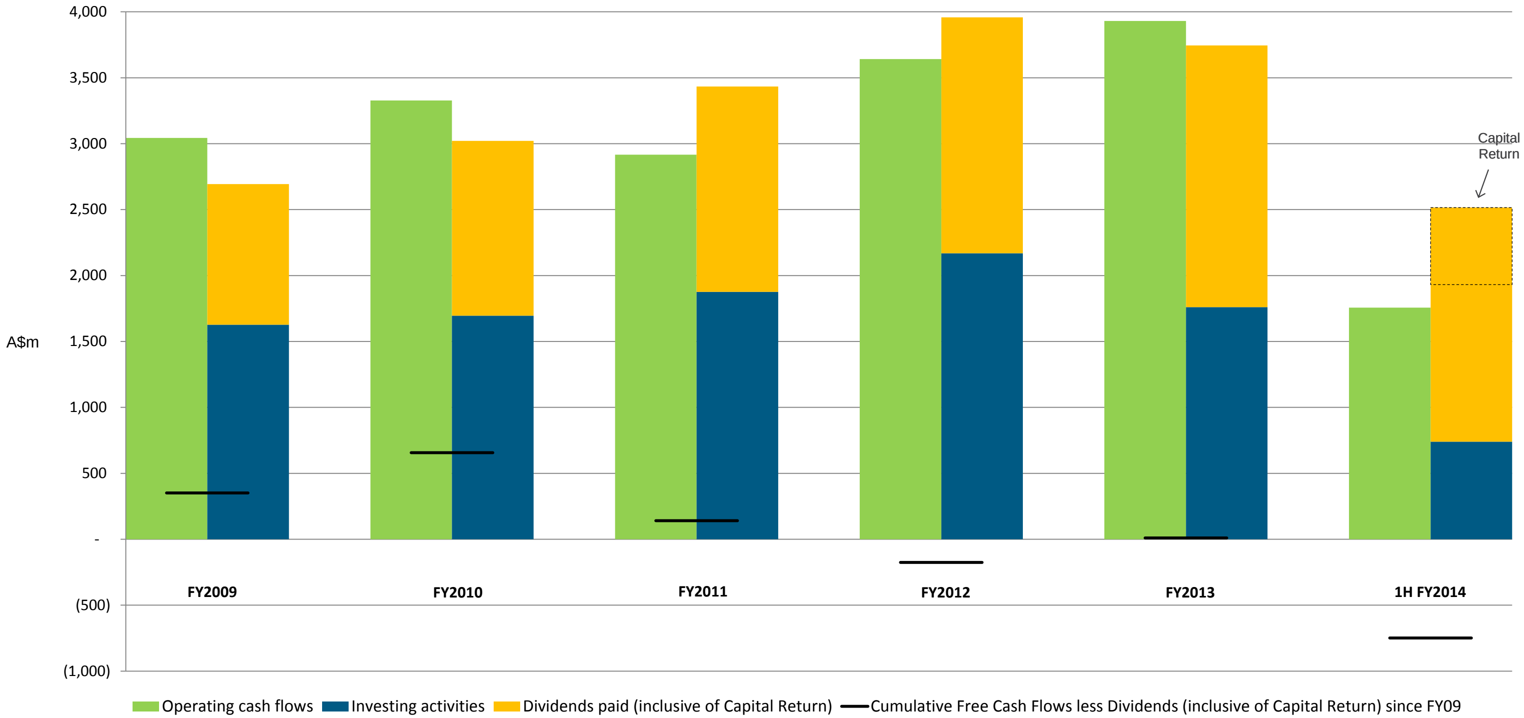


Through the cycle cash flows

Dividend policy

- Dividend policy takes into account through the cycle free cash flow requirements and debt refinancing
- Strong phase of capital expenditure led growth
- Dividend investment plan neutralised since 2008/09 final dividend; potential to preserve cash
- Continued focus on working capital improvements
- Focus on maintaining strong credit metrics
- Potential cash proceeds from future asset sales
  - Retail property, once sites are developed
  - Recycling capital via property monetisation is a current focus for the Group
  - Other asset sales post 31 December 2013 (1H FY2014 PPE sales A$603 million)

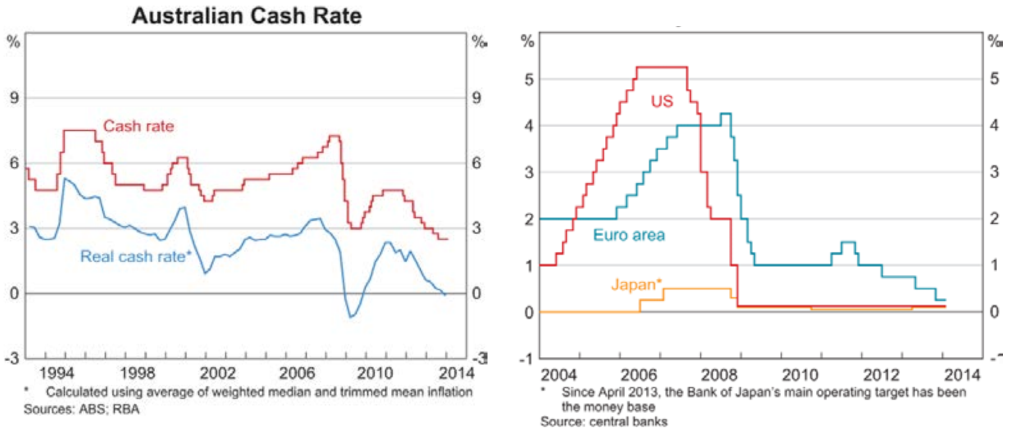
Operating cash flow use



Questions

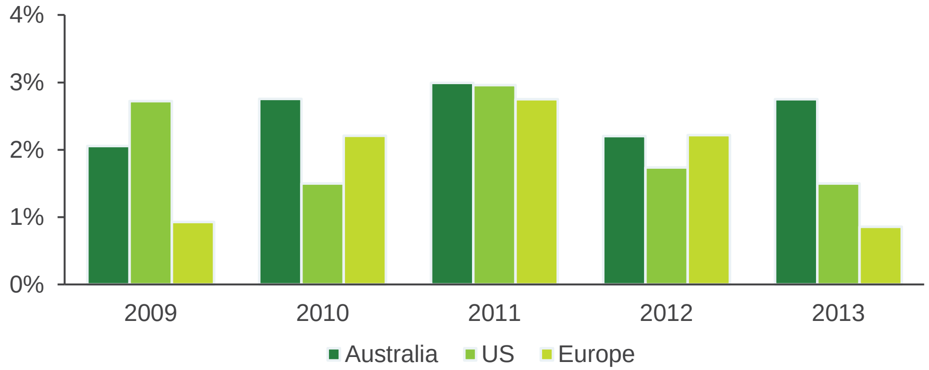
Appendix: Australian Economy

Central bank cash rates[1]



Real GDP growth[3]

Consumer price index[2]



Average annual unemployment[4]

[1] Source: Central bank cash rates: Reserve Bank of Australia.
[2] Consumer price index: *Australia* – Reserve Bank of Australia (original source Australian Bureau of Statistics); *US , Europe*- Reserve Bank of Australia (original source Thomson Reuters).
[3] Real GDP growth: *Australia, US, Europe* – Reserve Bank of Australia (original source Australian Bureau of Statistics, Thomson Reuters). Australian 2013 GDP data from Sep 2013 release.
[4] Unemployment: *Australia* - Australian Bureau of Statistics; *US, Europe*- Reserve Bank of Australia (original source Australian Bureau of Statistics, Thomson Reuters).

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