

2012 Full-Year Results

Supplementary Information

(To be read in conjunction with the
Full-Year Results Teleconference
presentation)

16 August 2012



Presentation outline

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Coles

coles

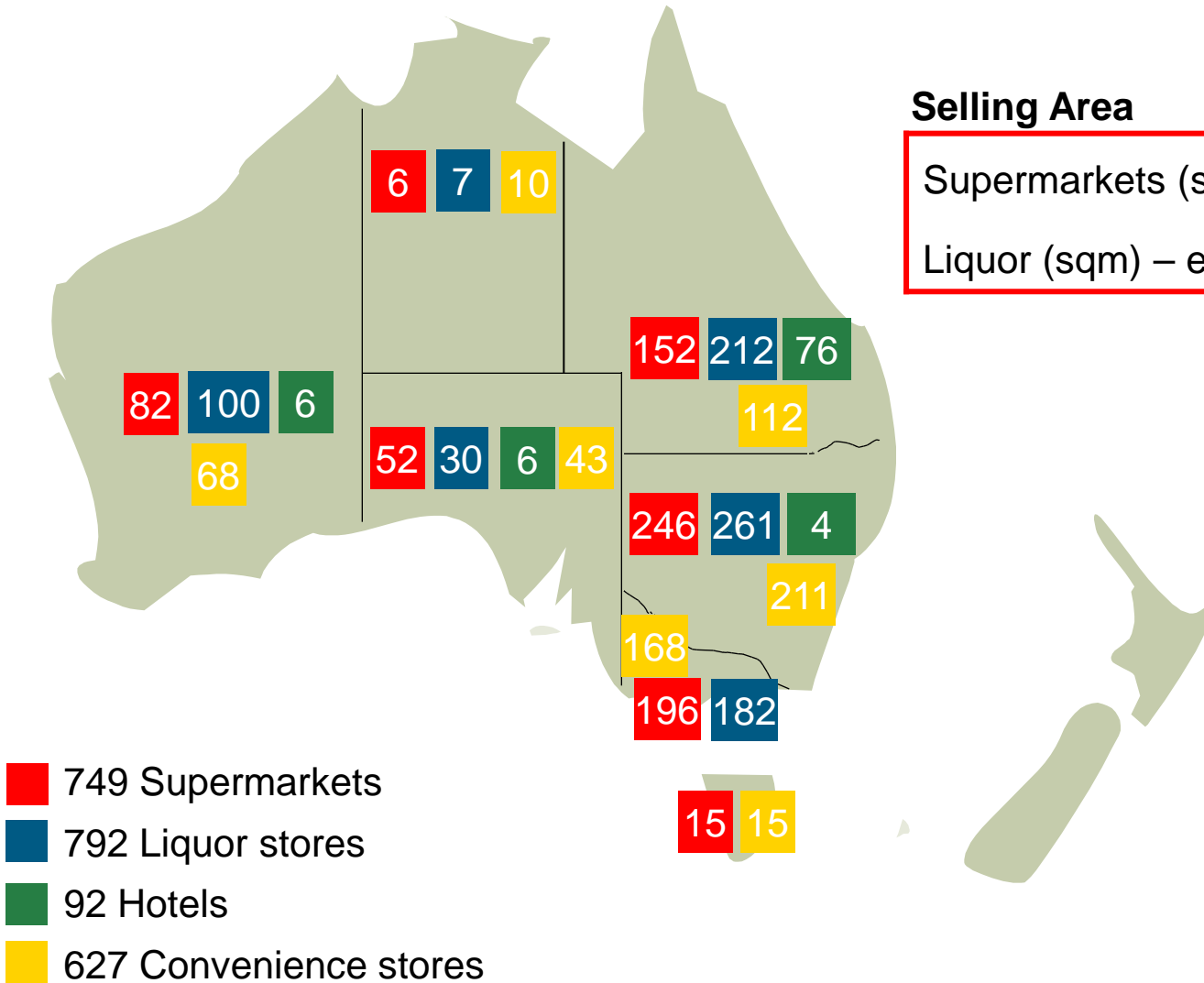


Coles network

As at 30 June 2012

Selling Area

Supermarkets (sqm)	1,630,168
Liquor (sqm) – ex hotels	190,247



Store network movements

	Open at 30 June 2011	Opened	Closed	Re- Branded	Open at 30 June 2012
Supermarkets					
Coles	696	19	(9)	4	710
Bi-Lo	45	-	(2)	(4)	39
Total Supermarkets	741	19	(11)	-	749
Liquor					
1 st Choice	76	8	-	-	84
Vintage Cellars	83	3	(4)	(2)	80
Liquorland	626	24	(24)	2	628
Hotels	93	1	(2)	-	92
Total Liquor	878	36	(30)	-	884
Convenience	620	10	(3)	-	627

Revenue reconciliation

Year ended 30 June (\$m)	2012			2011		
	Food & Liquor	Convenience	Total	Food & Liquor	Convenience	Total
Segment revenue (Gregorian)¹	26,561	7,556	34,117	25,282	6,791	32,073
<i>Less:</i>						
Other revenue	205	12	217	171	15	186
Headline sales (Gregorian)	26,356	7,544	33,900	25,111	6,776	31,887
<i>Less:</i>						
Gregorian adjustment ²	174	28	202	86	33	119
Headline sales revenue (Retail)³	26,182	7,516	33,698	25,025	6,743	31,768

¹ Food & Liquor includes Property.

² Adjustment to headline sales revenue to reflect 30 June financial year end.

³ Retail period relates to the 52 week period 27 June 2011 to 24 June 2012 for 2012 & to the 52 week period 28 June 2010 to 26 June 2011 for 2011.

Home Improvement & Office Supplies

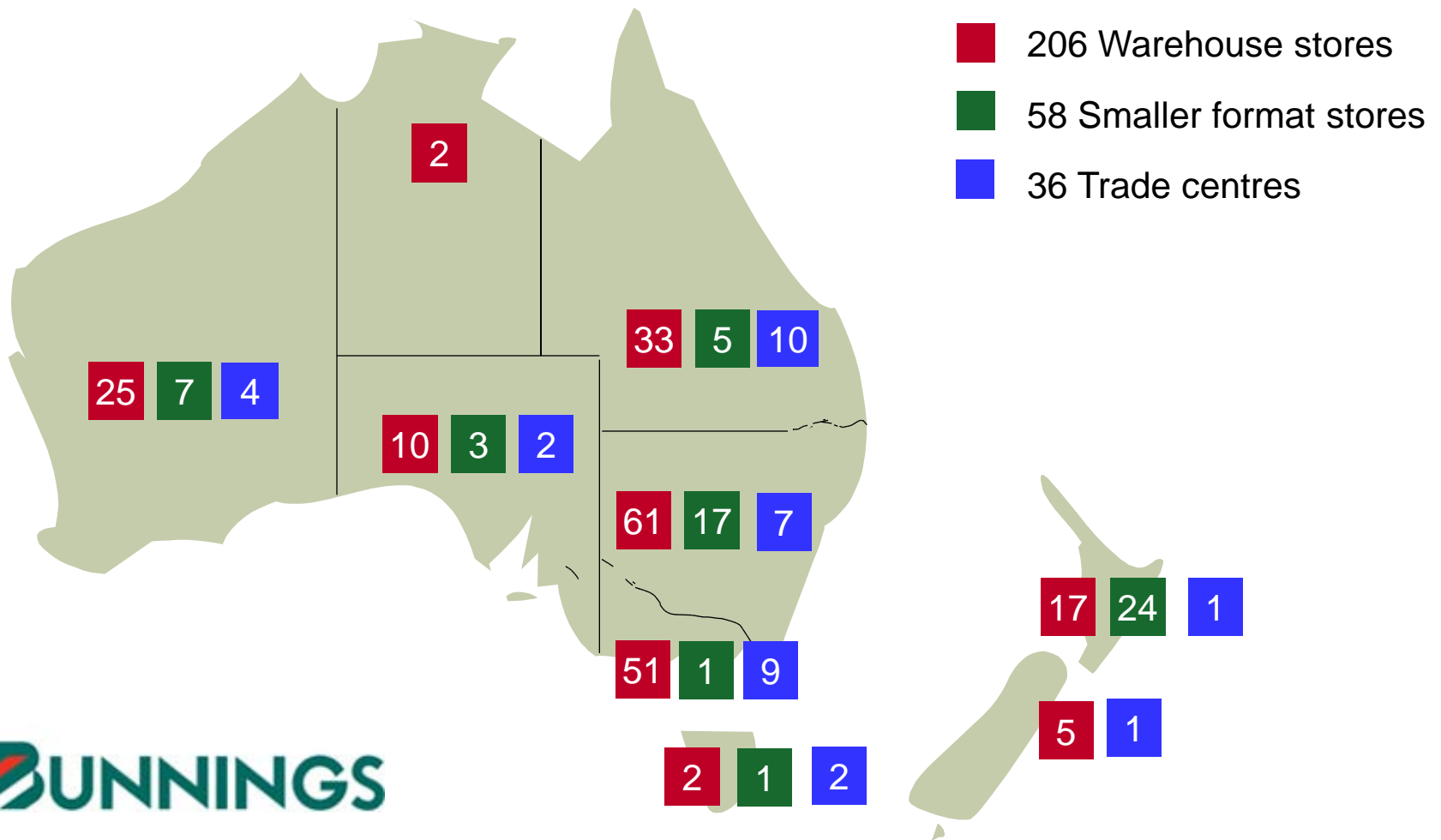
BUNNINGS

Officeworks



Bunnings network

As at 30 June 2012



Officeworks network

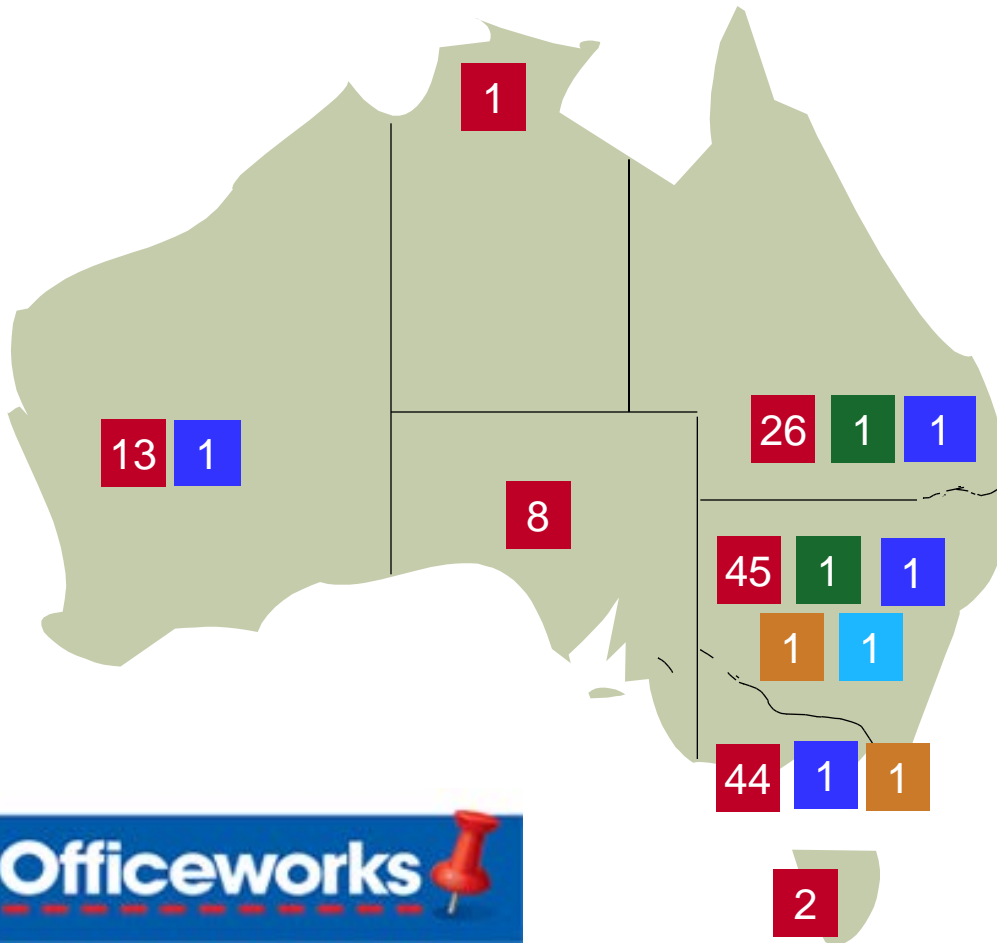
As at 30 June 2012

Retail Stores

- 139 Officeworks
- 2 Harris Technology

Business

- 4 Fulfilment centres
- 2 Service centres
- 1 Print Hub



Store network movements

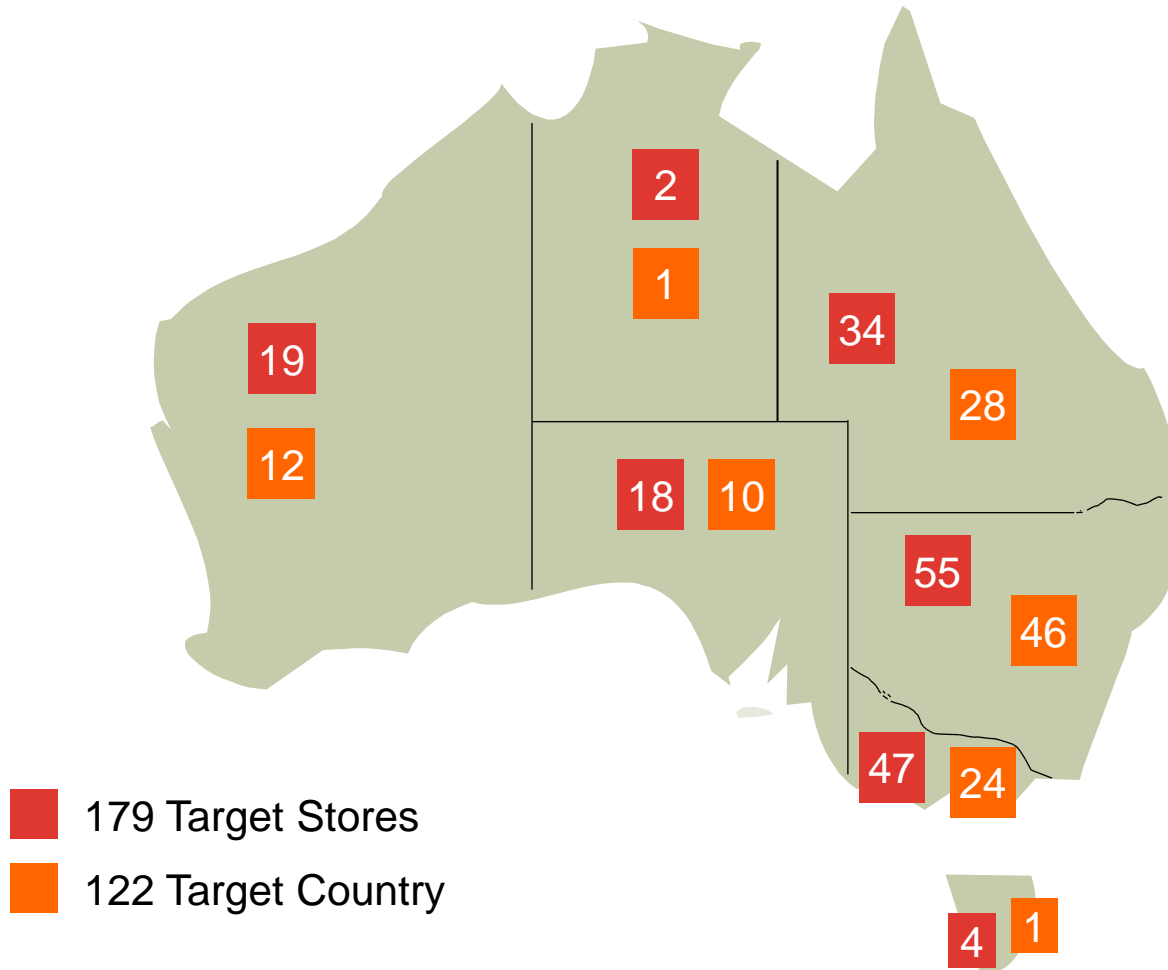
	Open at 30 June 2011	Opened	Closed	Open at 30 June 2012	Under construction at 30 June 2012
Home Improvement					
Bunnings Warehouse	194	13	(1)	206	9
Bunnings smaller formats	59	1	(2)	58	1
Bunnings Trade Centres	36	2	(2)	36	-
Office Supplies					
Officeworks	135	6	(2)	139	4
Harris Technology	4	-	(2)	2	-

Target



Target network

As at 30 June 2012



Store network movements

	Open at 30 June 2011	Opened	Closed	Open at 30 June 2012	Under construction at 30 June 2012
Target^{1,2}	172	8	(1)	179	1
Target Country²	119	4	(1)	122	4

¹ 30 June 2012 includes three Target Urban stores & one Target Outlet store.

² Target store numbers include one replacement store & Target Country includes one replacement store.

Revenue reconciliation

Year ended 30 June (\$m)	2012	2011
Segment revenue (Gregorian)	3,738	3,782
<i>Less:</i>		
Non sales revenue	-	-
Headline sales (Gregorian)	3,738	3,782
<i>Less:</i>		
Gregorian adjustment ¹	34	11
Headline sales revenue (Retail²)	3,704	3,771

¹ Adjustment to headline sales revenue to reflect 30 June financial year end.

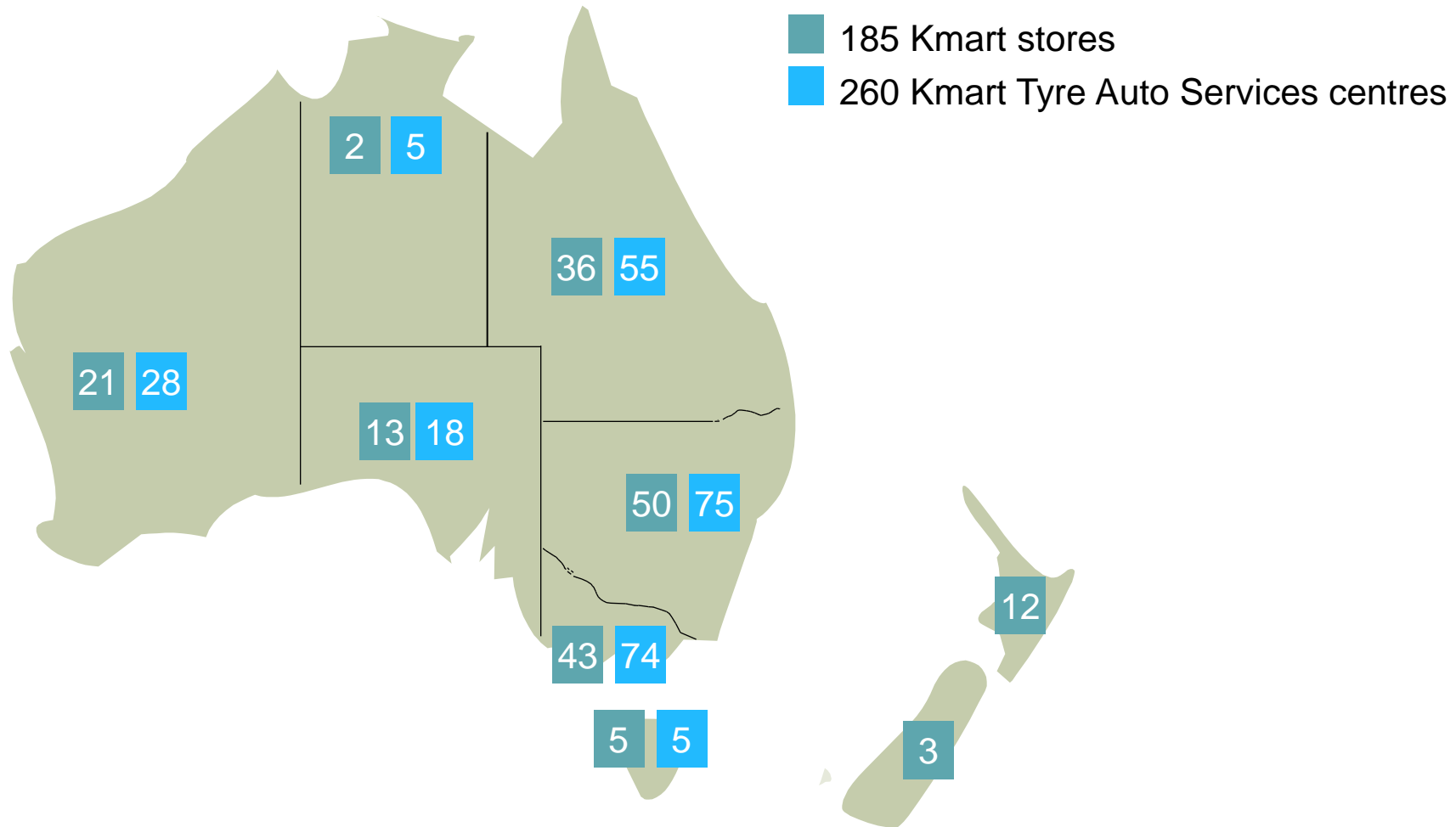
² Retail period relates to the 52 week period 26 June 2011 to 23 June 2012 for 2012 & to the 52 week period 27 June 2010 to 25 June 2011 for 2011.

Kmart



Kmart network

As at 30 June 2012



Store network movements

	Open at 30 June 2011	Opened	Closed	Open at 30 June 2012
Kmart	187	1	(3)	185
Kmart Tyre & Auto	251	14	(5)	260

Revenue reconciliation

Year ended 30 June (\$m)	2012	2011
Segment revenue (Gregorian)	4,055	4,036
<i>Less:</i>		
Non sales revenue	4	2
Headline sales (Gregorian)	4,051	4,034
<i>Less:</i>		
Gregorian adjustment ¹	31	14
Headline sales revenue (Retail²)	4,020	4,020

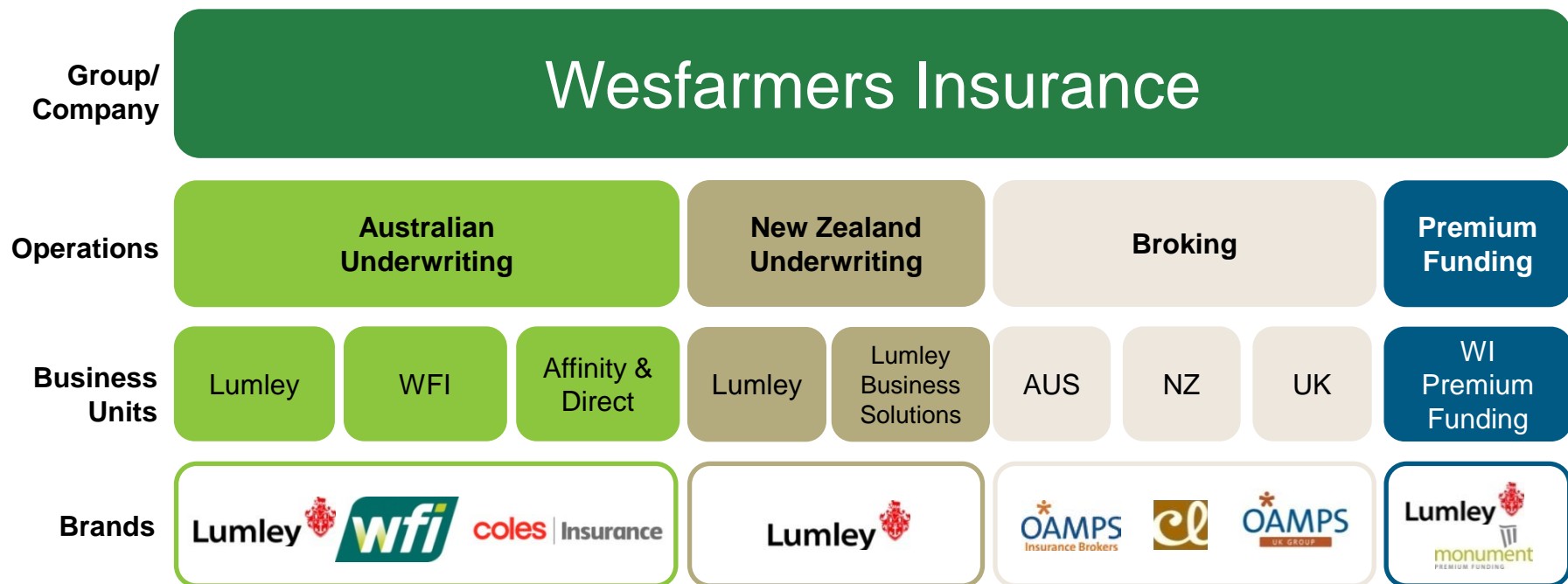
¹ Adjustment to headline sales revenue to reflect 30 June financial year end.

² Retail period relates to the 52 week period 27 June 2011 to 24 June 2012 for 2012 & to the 52 week period 28 June 2010 to 26 June 2011 for 2011.

Insurance

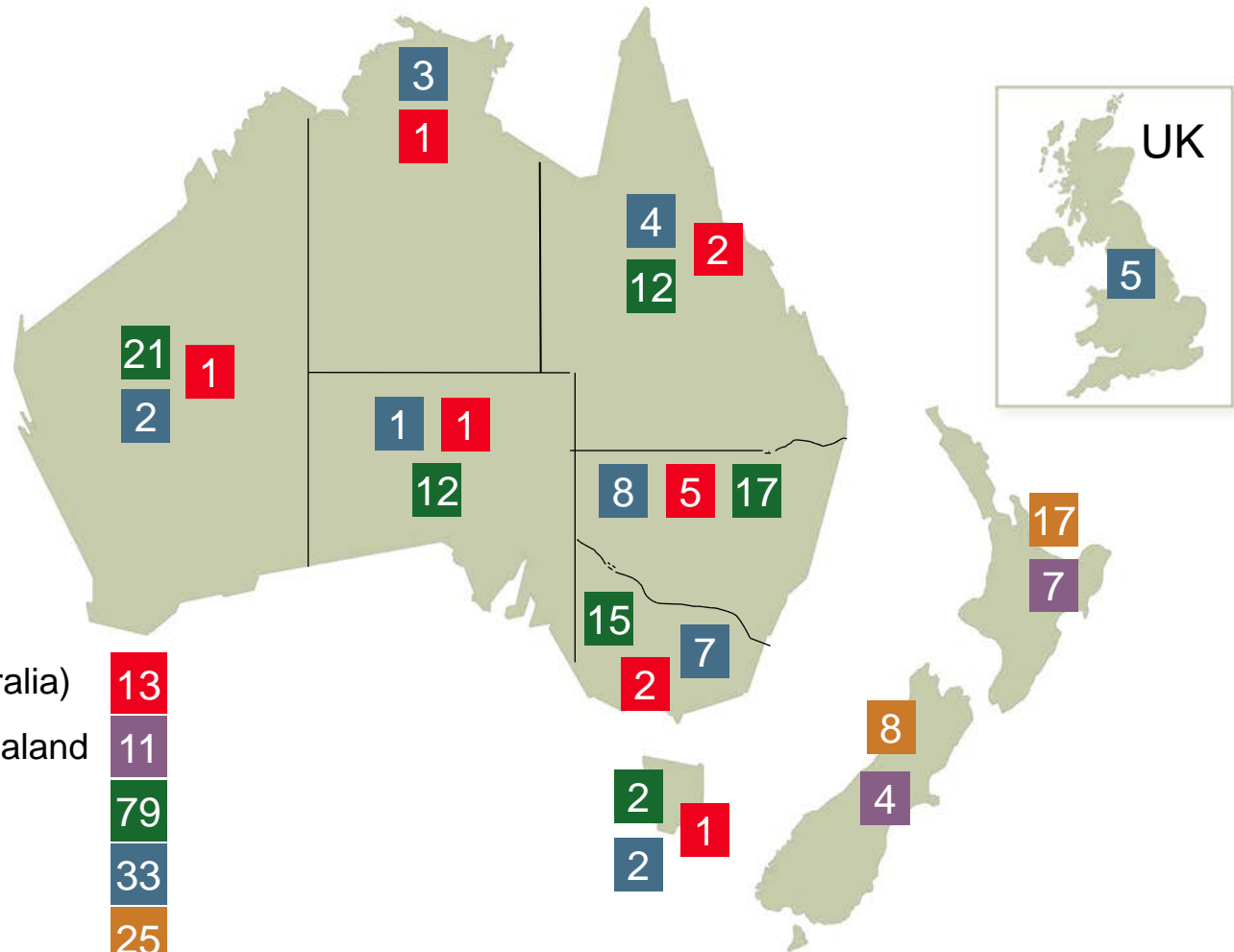
 **Wesfarmers Insurance**





Geographical presence

As at 30 June 2012



Lumley Insurance (Australia)	13
Lumley General New Zealand	11
WFI	79
OAMPS ¹	33
Crombie Lockwood	25

¹ OAMPS New Caledonia location not shown.

Underwriting performance summary

Year ended 30 June (\$m)	2012	2011	↑↓ %
Gross Written Premium	1,504	1,426	5.5
Net Earned Premium	1,186	1,062	11.7
Net Claims	(932)	(773)	(20.6)
Net Commission & Expenses	(387)	(388)	0.3
Underwriting Result	(133)	(99)	(34.3)
Insurance Margin	(83)	(51)	(62.7)
EBITA	(58)	(29)	(100.0)
EBIT	(58)	(29)	(100.0)
EBIT (excluding EQ2) ¹	50	(29)	<i>n.m</i>
Investment Income (\$m)	75	70	
Net Earned Loss Ratio (%)	78.5	72.8	
Combined Operating Ratio (%)	111.2	109.3	
Combined Operating Ratio (%) (excluding EQ2) ¹	102.1	109.3	
Insurance Margin (%)	(7.0)	(4.8)	

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).

Broking performance summary

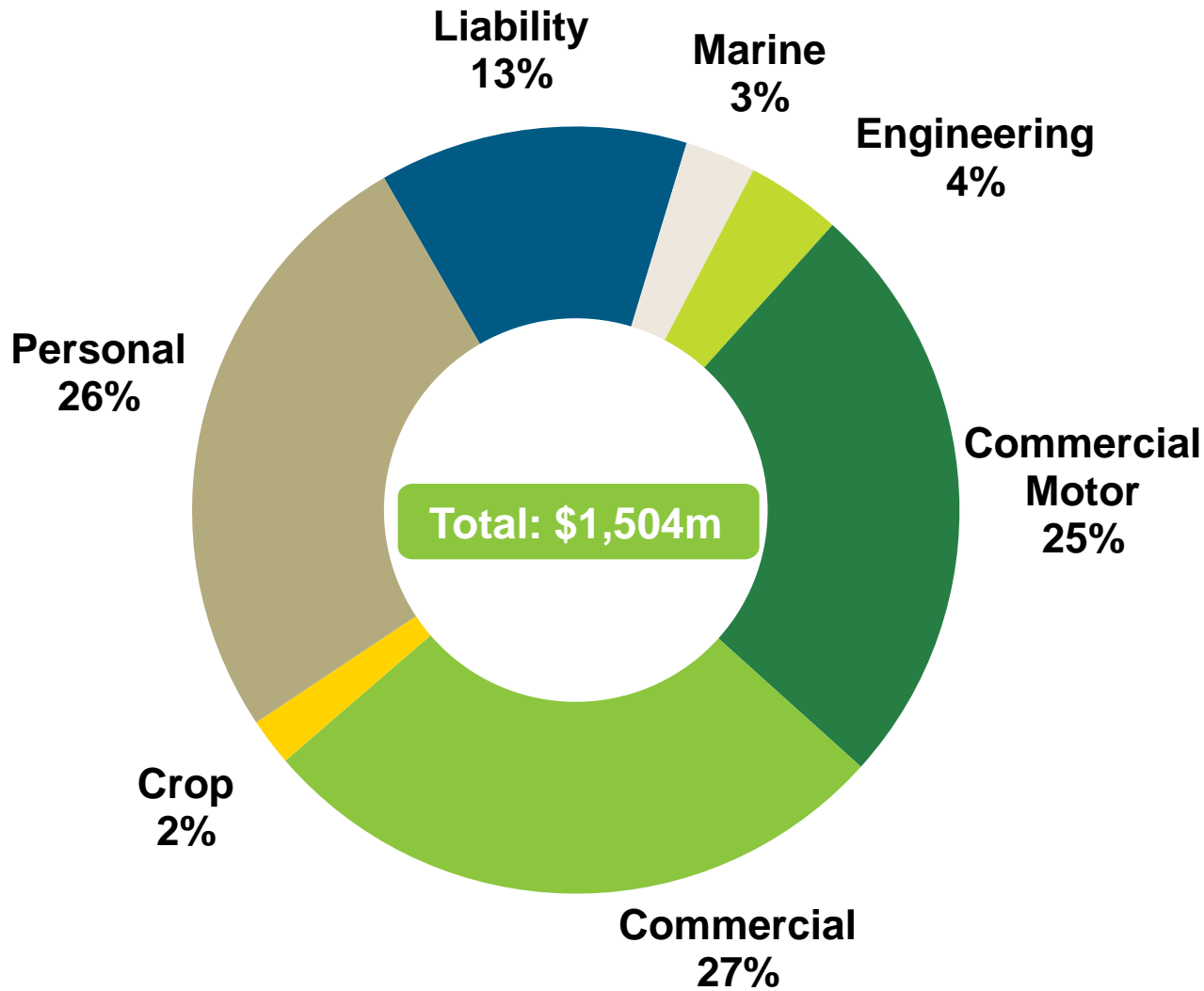
Year ended 30 June (\$m)	2012	2011	↑ %
Commission & Fee Income	235	201	16.9
Other Income	32	24	33.3
Total Income	267	225	18.7
Expenses	(188)	(163)	(15.3)
EBITA	79	62	27.4
EBIT	67	52	28.8
EBITA Margin (%)	29.6	27.5	

Underwriting KPIs

Year ended 30 June (%)	2012	2011	% pt
Gross Earned Loss Ratio	82.6	114.8	(32.2)
<i>Gross Earned Loss Ratio (excluding EQ2)¹</i>	71.0	114.8	(43.8)
Net Earned Loss Ratio	78.5	72.8	5.7
<i>Net Earned Loss Ratio (excluding EQ2)¹</i>	69.4	72.8	(3.4)
Reinsurance Expenses (% GEP)	19.0	20.7	(1.7)
Exchange Commission (% RI excl XOL)	23.0	25.2	(2.2)
Commission Expense (% GWP)	12.5	12.5	-
Total Earned Expenses (% GEP)	28.9	32.0	(3.1)
Combined Operating Ratio (% NEP)	111.2	109.3	1.9
<i>Combined Operating Ratio (% NEP) (excluding EQ2)¹</i>	102.1	109.3	(7.2)
Insurance Margin (% NEP)	(7.0)	(4.8)	(2.2)
<i>Insurance Margin (% NEP) (excluding EQ2)¹</i>	2.1	(4.8)	6.9

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).

Gross written premium (underwriting)



Resources



Business environment

- Metallurgical coal US\$ price
 - Increase achieved for July to September quarter FY13
 - Recent softening in spot export coal prices
- But uncertain metallurgical coal demand outlook
 - Poor economic conditions in Eurozone
 - Slowing growth in China
- A\$/US\$ exchange rate remains uncertain
 - Recent unfavourable movement
- Ongoing tight labour market & industry cost pressures
- Long-term metallurgical coal outlook remains sound
 - Driven by demand growth in India & China

Resources financial summary

Year ended 30 June	2012	2011	Commentary
Production tonnes – ('000 tonnes)			
Curragh & Bengalla ¹	12,436	10,096	Increased production achieved with expansion project completion at Curragh & Bengalla; Premier Coal production to 30 December 2011
Premier Coal	1,620	3,503	
Revenue (\$m)			
Produced	1,997	1,699	
Traded	135	79	
Total	2,132	1,778	Higher average export metcoal price combined with higher sales volumes
Government royalties (\$m)			
Stanwell	(219)	(113)	Driven by increase in average \$A sales prices & increased volumes
Other	(149)	(116)	Increase in line with increased revenue
Total	(368)	(229)	
Mining & other costs (\$m)			
2011 flood recovery costs & Curragh expansion costs	(55)	0	1H 2012 flood recovery/expansion-related cost
Traded coal cost	(118)	(75)	
Mining & other costs	(1,002)	(986)	Attributable to increased overburden removal costs & greater production associated with commissioning of Curragh 2H wash plants & Bengalla expanded wash plant
Total	(1,175)	(1,061)	
Depreciation & amortisation (\$m)	(150)	(119)	
EBIT	439	369	

¹ Wesfarmers attributable production (2012: 2.3mt; 2011: 2.2mt).

Australian export coal market prices

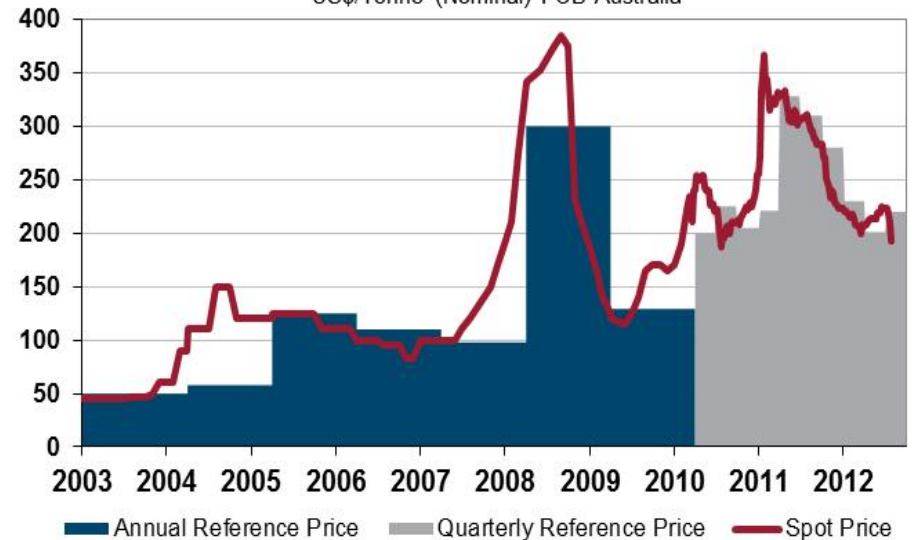
Australian steaming coal prices

US\$/Tonne (Nominal) FOB Australia (annual verse spot)



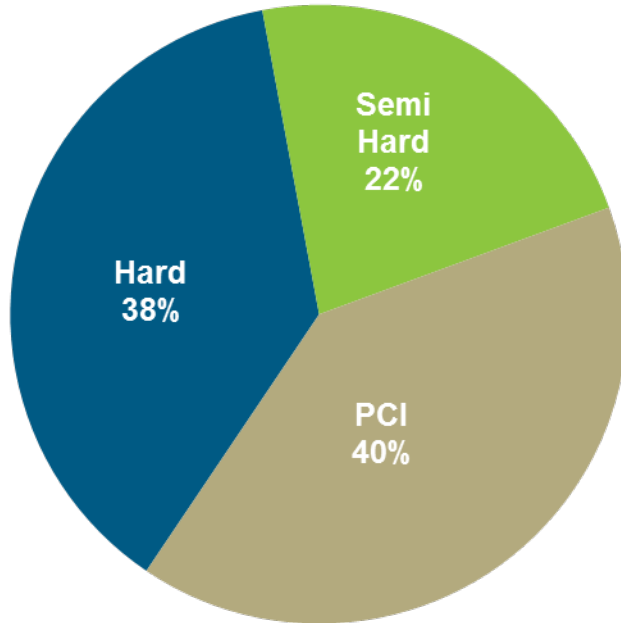
Australian hard coking coal prices

US\$/Tonne (Nominal) FOB Australia



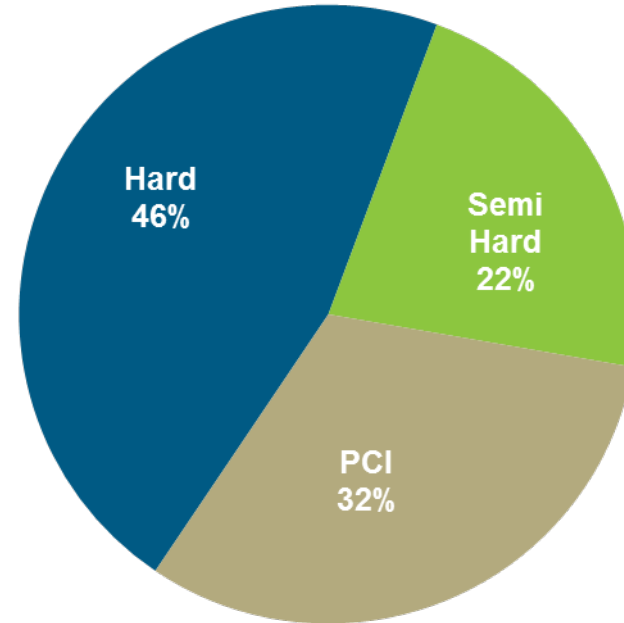
Source: Energy Publishing, Tex Report, Macquarie Research, CRU.

Curragh export metallurgical sales product mix



FY12 Actual

7.2 million tonnes



FY13 Forecast

8.0 – 8.5 million tonnes

Coal – production volumes

Mine	Beneficial Interest	Coal Type	Year Ended ('000 tonnes)	
			Jun 2012	Jun 2011
Curragh, QLD	100%	Metallurgical	7,217	5,383
		Steaming	2,884	2,470
Bengalla, NSW ¹	40%	Steaming	2,335	2,243
Total¹			12,436	10,096

¹ Wesfarmers attributable production.

Coal – sales volumes

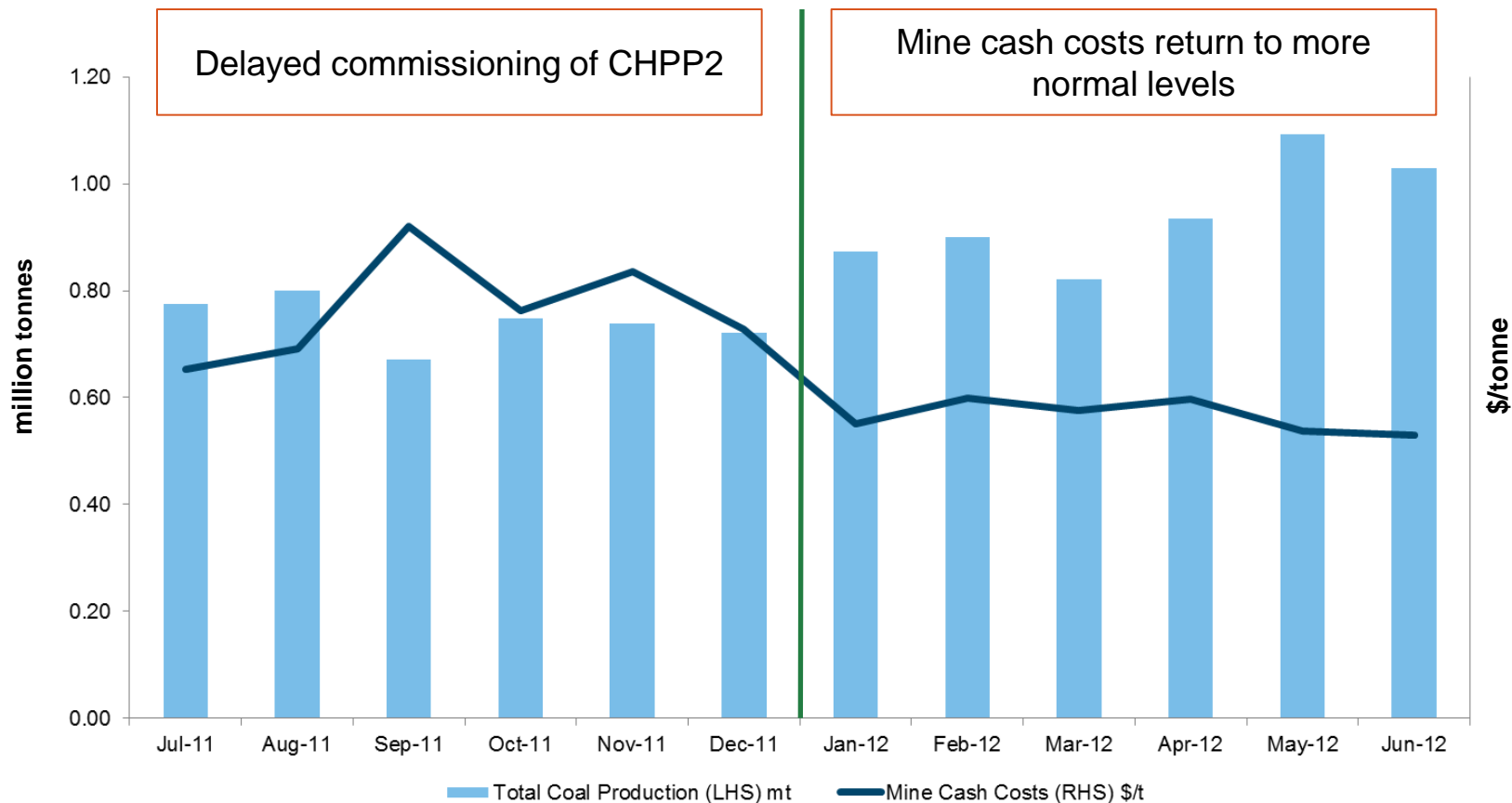
Mine	Beneficial Interest	Coal Type	Year Ended ('000 tonnes)	
			Jun 2012	Jun 2011
Curragh, QLD ¹	100%	Metallurgical	7,151	5,334
		Steaming	2,946	2,568
Bengalla, NSW ²	40%	Steaming	2,356	2,410
Total²			12,453	10,312

¹ Curragh metallurgical coal sales excludes traded coal of 526kt (2011: 375kt).

² Wesfarmers attributable sales.

Curragh ongoing cost-control focus

- >20% reduction in unit cost in 2H FY12 versus 1H FY12
- 2H FY12 in bottom quartile of export FOB cash cost for hard coking coal producers



FX hedging profile as at 30 June 2012

Curragh

Year end 30 June	Current US\$ sold forward (US\$m)	Average A\$ / US\$ hedge rate
2013	817	0.88
2014	505	0.87
2015	334	0.85
2016	192	0.90
2017	30	0.87

Bengalla

Year end 30 June	Current US\$ sold forward (US\$m)	Average A\$ / US\$ hedge rate
2013	211	0.92
2014	153	0.89
2015	120	0.87
2016	88	0.89
2017	15	0.87

Curragh mine expansion

- Wesfarmers approved in November 2009 the investment of \$286 million to expand Curragh metallurgical coal exports to 8.0 – 8.5mtpa
- Practical completion achieved 29 June 2012
- Capital expenditure within budget
- Stage 2 feasibility study expansion to 10mtpa metallurgical coal exports continuing
- Feasibility study target for completion H2 CY12



Bengalla mine expansion

- Expansion to 10.7mtpa ROM through two stages:
 - Stage 1: 9.3mtpa ROM
 - Stage 2: 10.7mtpa ROM
- Stage 1 expansion now complete
- Project cost within budget
- Stage 2 feasibility study ongoing



Chemicals, Energy & Fertilisers

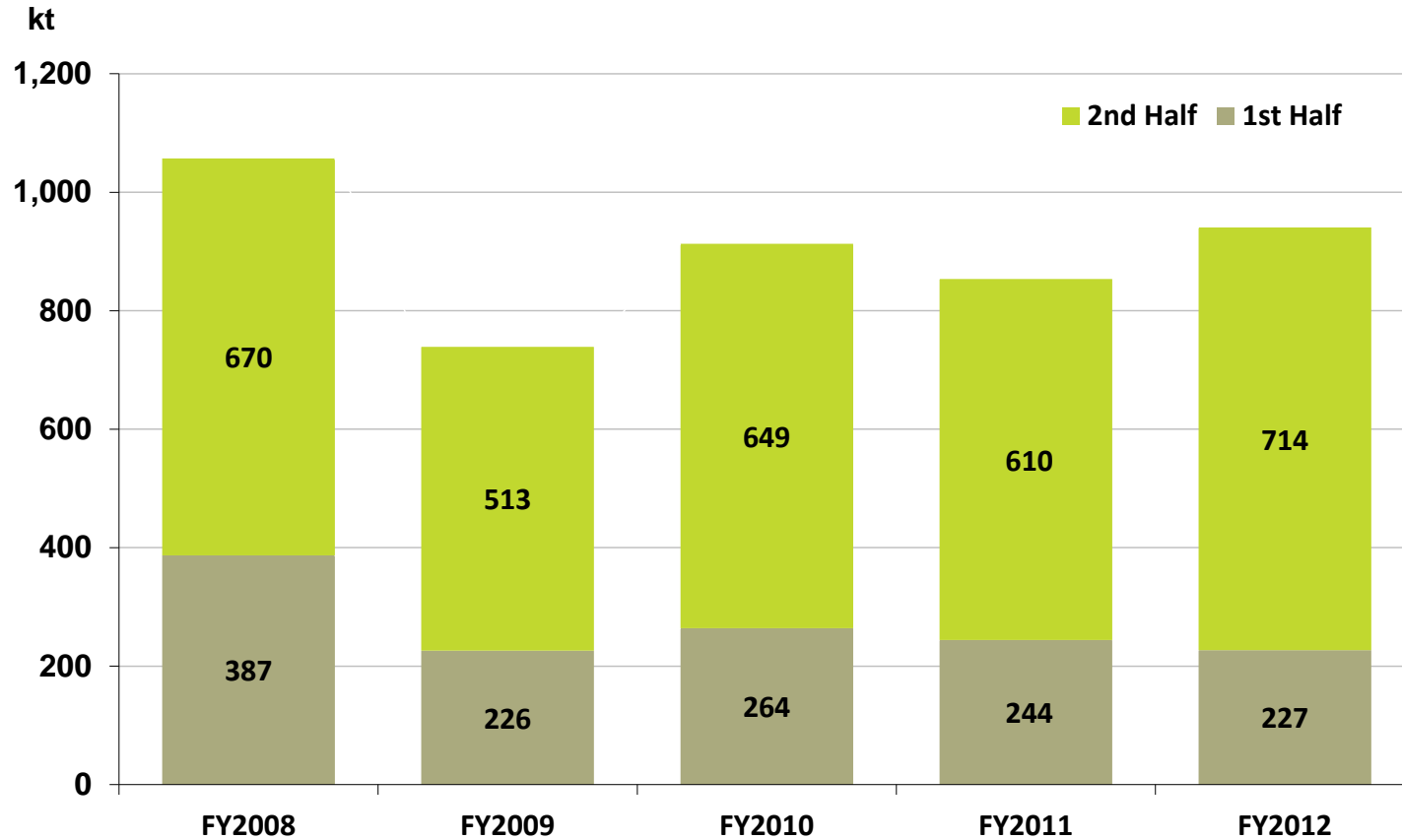


**Wesfarmers Chemicals,
Energy & Fertilisers**



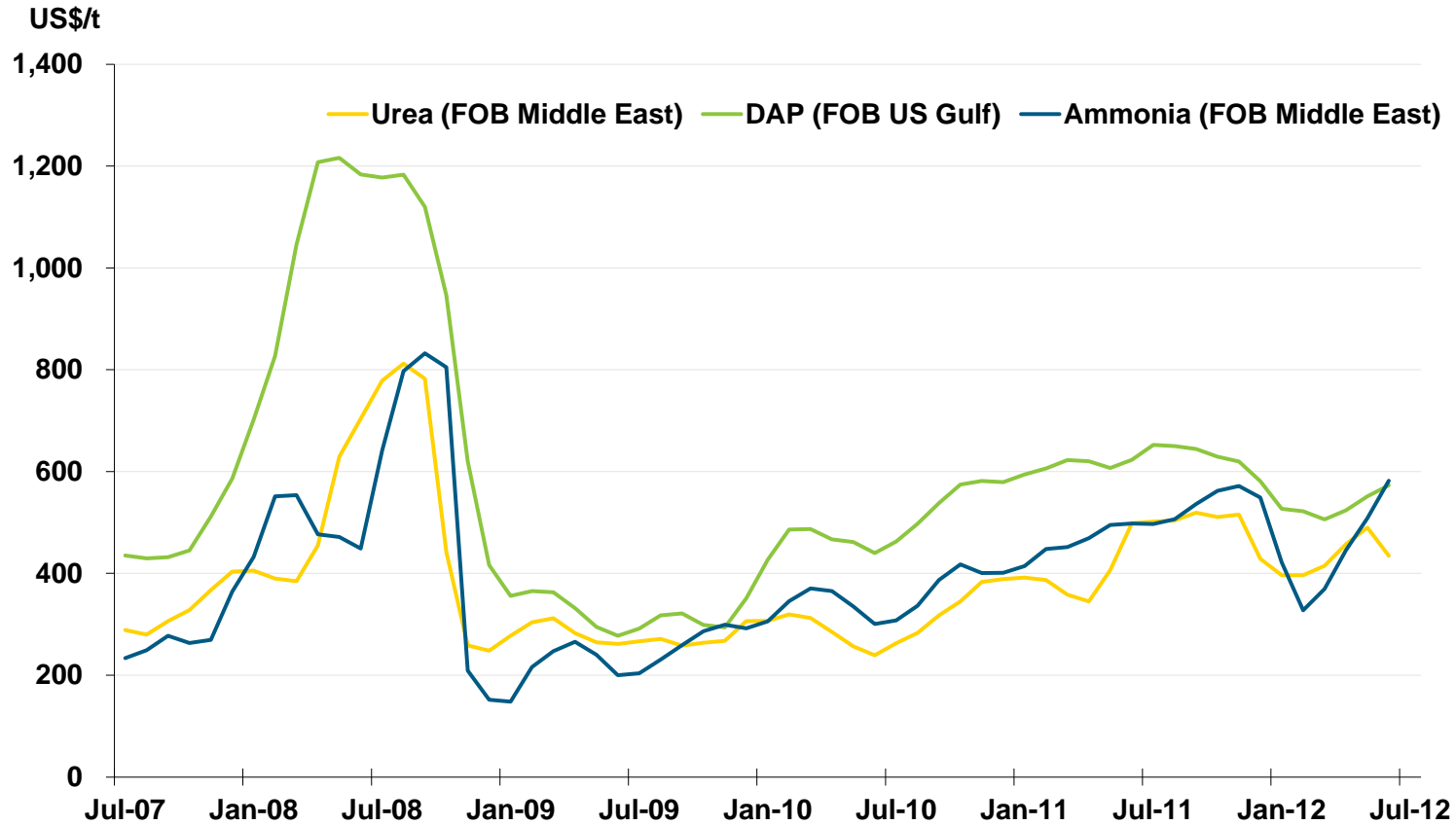
Wesfarmers

Fertiliser sales



10.2% uplift in volumes from previous year

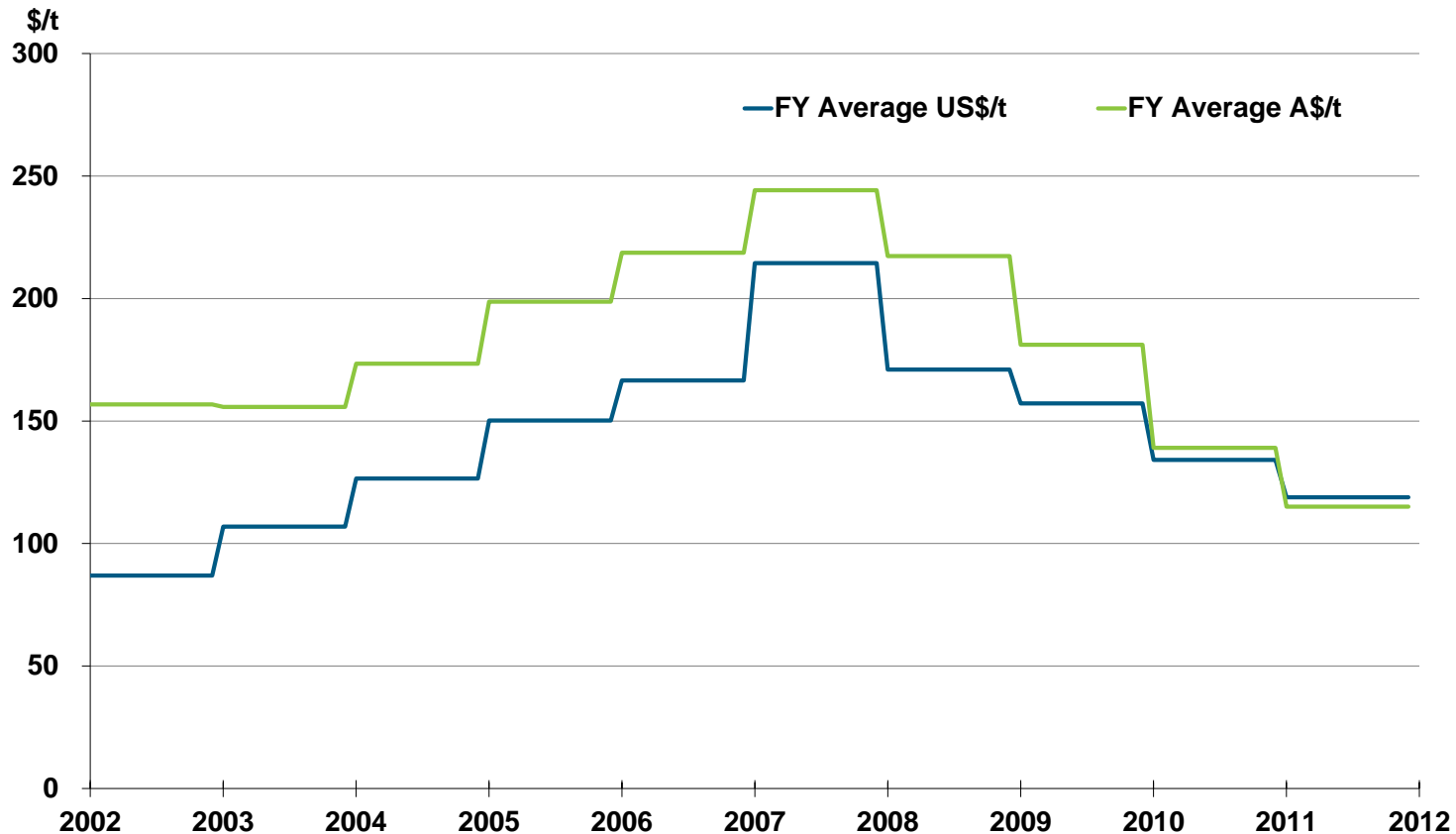
Global fertiliser & ammonia pricing



Recovery in US\$ prices following declines in late CY11

PVC-VCM spread

The 'PVC – VCM Spread' refers to the difference between the Asian PVC selling price & VCM input cost

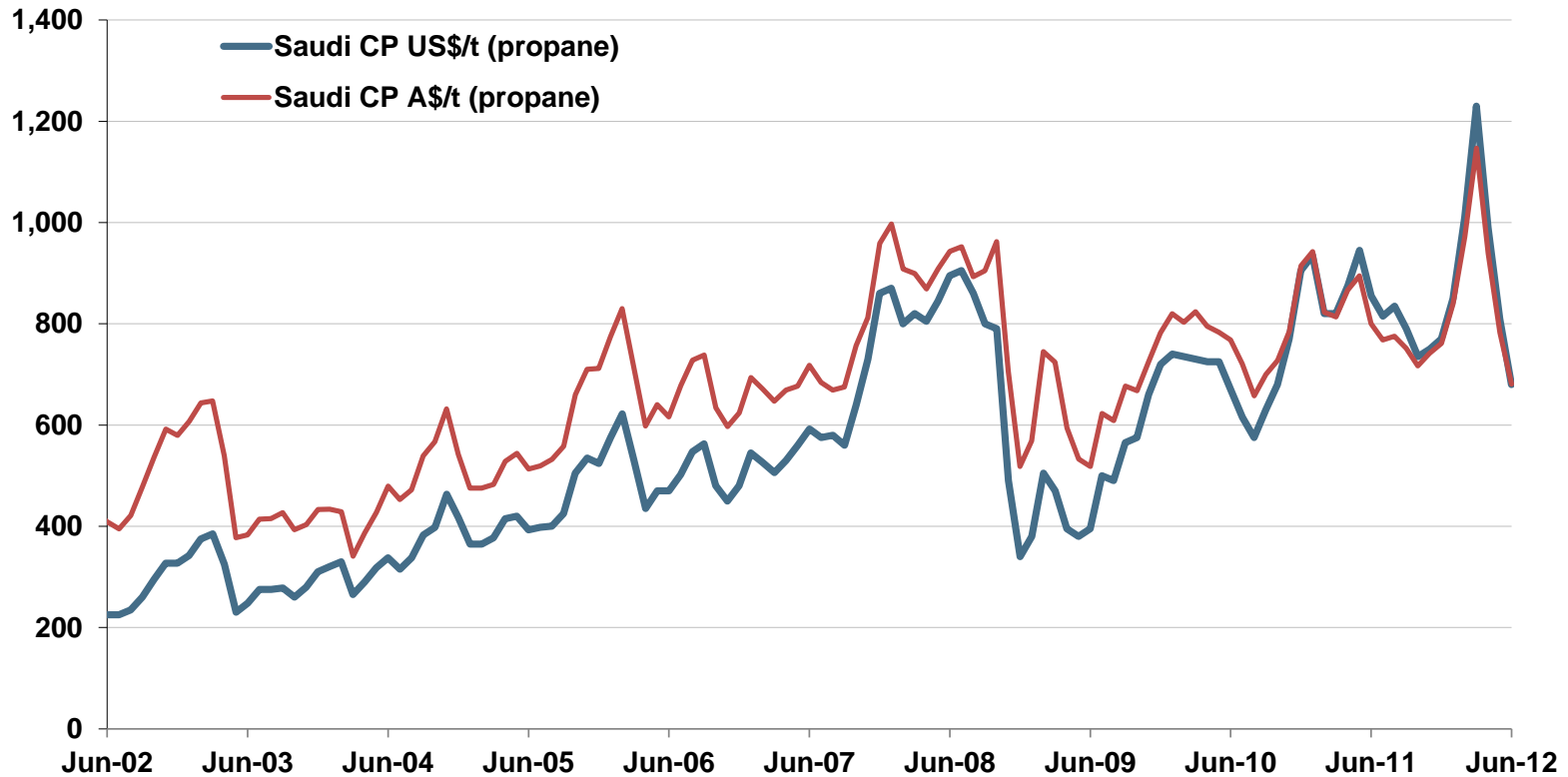


Source: Harriman Front Page Asian mid points

A\$ Spread at long-term historical low

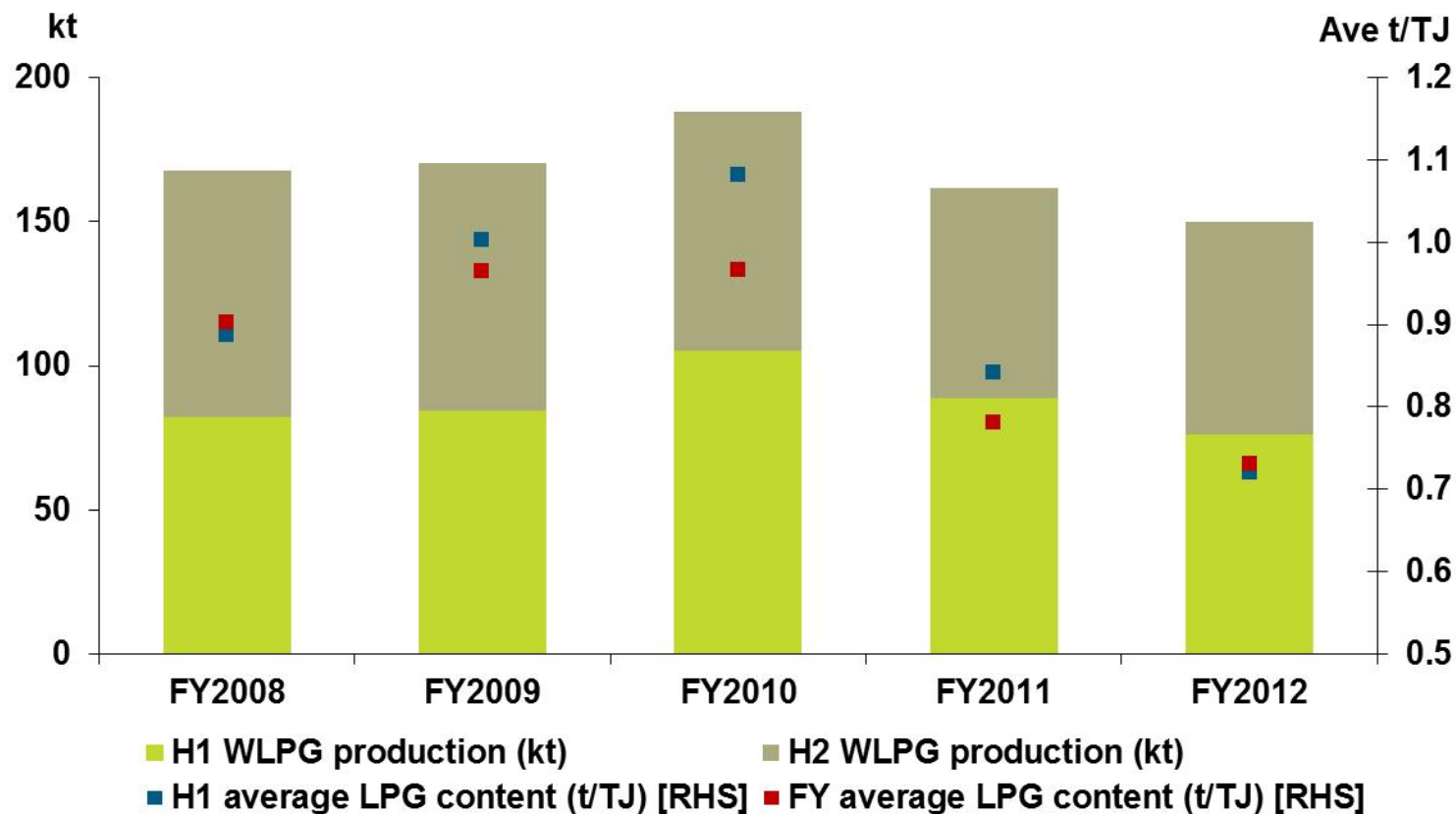
World LPG prices – Saudi CP

\$/tonne



Significant volatility in LPG prices over the year

LPG production



Production lower than previous year due to reduced content

Industrial & Safety



Our business portfolio

Generalists



Blackwoods Protector
One stop for industrial and safety

Safety specialists



Industrial specialists



Distribution network

As at 30 June 2012

217 industrial & safety branches & 135 gas distribution points

Australia No.

Blackwoods 74

Protector Alsafe 44

Bullivants 26

Total FASTENERS 12

coregas 8

New Zealand No.

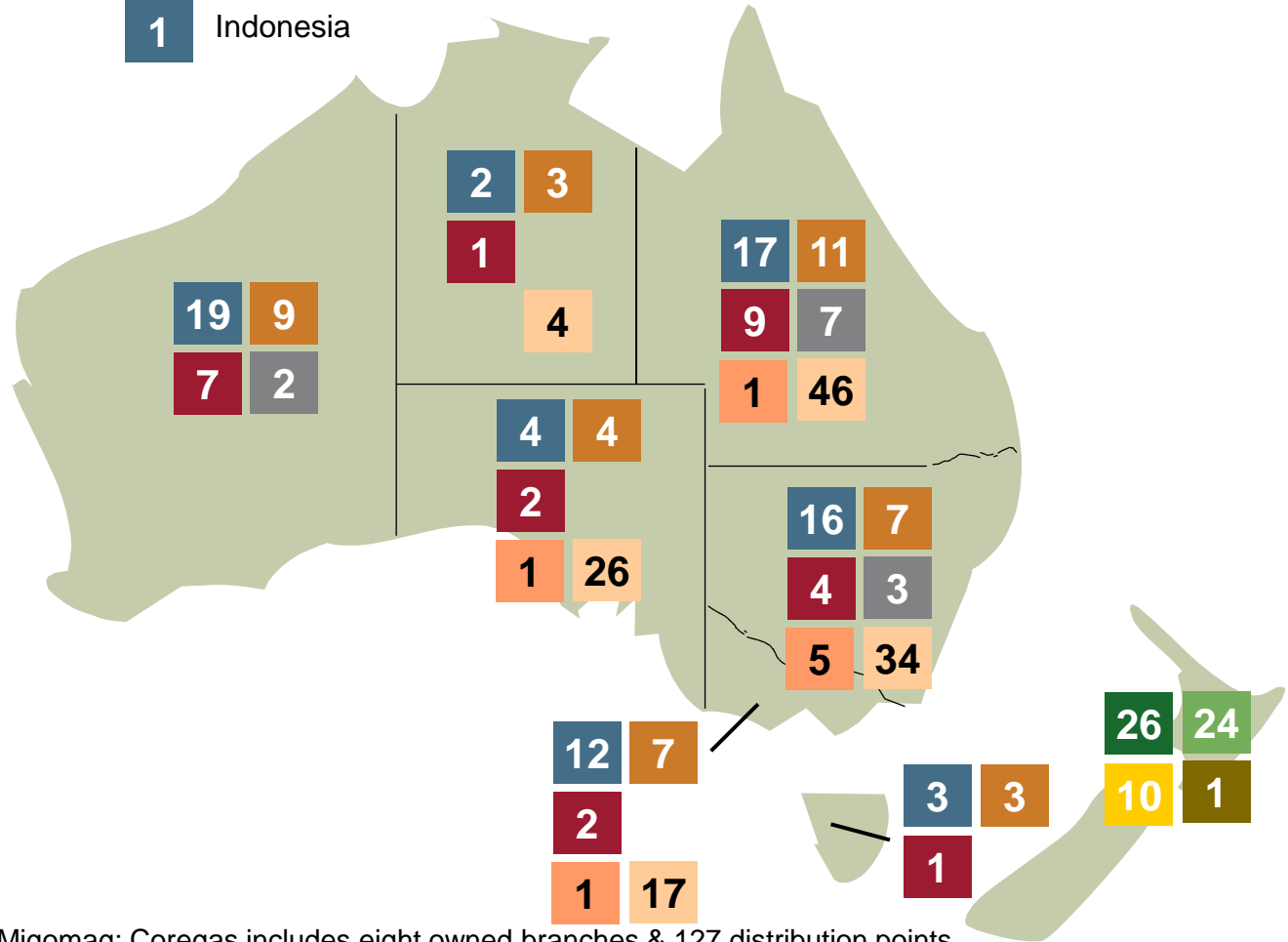
Blackwoods Protector 26
One stop for industrial and safety

NZ Safety 24
Specialists in Safety & Protection

Packaging House 10
Building partnerships, delivering solutions

SAFETY SOURCE 1

1 Indonesia



Note: Blackwoods includes Bakers & Migomag; Coregas includes eight owned branches & 127 distribution points.

Other Business & Capital Management



Wesfarmers

Overview of the Group balance sheet

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Year ended 30 June (\$m)	2012	2011	Commentary
Inventories	5,006	4,987	Detailed working capital discussion provided on slide 48 (Supplementary Information)
Trade & other payables	(5,445)	(5,090)	
Receivables & prepayments	2,564	2,263	
Other	417	264	
Net working capital	2,542	2,424	
Net insurance liabilities	(322)	(224)	Reduction in reinsurance recoveries receivable partially offset by increased insurance investments
Property, plant & equipment	9,463	8,302	Capital expenditure of \$2.6 billion in 2012 partially offset by depreciation & amortisation as well as disposals
Intangibles	20,490	20,580	2012 includes Coregas impairment partially offset by insurance bolt-on acquisitions
Other investments	1,177	1,251	
Provisions & other liabilities	(2,724)	(2,532)	Increased rehabilitation & workers compensation provisions due to lower Government bond rate & Target restructuring provision (\$40 million) in 2012
Total capital employed	30,626	29,801	
Net financial debt ¹	(5,018)	(4,564)	Continued diversification & lengthening of debt profile; strong capital investment phase
Net tax balances	19	92	Increase in income tax payable
Total net assets	25,627	25,329	

Notes: ¹ Net debt net of interest rate swap liabilities

Balance sheet - working capital

Year ended 30 June (\$m)	2012	2011	Commentary
Inventories	5,006	4,987	<ul style="list-style-type: none"> Inventory increased by \$19 million (2012 v 2011) Home Improvement: Higher inventory following strong network expansion & increased sales Coles: Reduction from prior year which included safety stock build ahead of supply system change (Easy Warehousing) Kmart & Target: Improved inventory days
Trade & other payables	(5,445)	(5,090)	<ul style="list-style-type: none"> Payables increased by \$355 million (2012 v 2011) Retail & WIS: Higher sales volumes driving increased payables Wes CEF: Earlier timing of fertiliser shipments partially offset by lower PVC prices
Receivables (including prepayments)	2,564	2,263	<ul style="list-style-type: none"> Receivables increased by \$301 million (2012 v 2011) Insurance: Increased premium funding receivables due to business growth Resources & WIS: Increased sales driving higher receivables
Other	417	264	
Net working capital	2,542	2,424	

Note: The above table refers to balance sheet movements only. Working capital movements as shown on slide 59 of the presentation are adjusted for non-cash movements & exclude movements related to investing & financing activities which are included in the table above.



Wesfarmers

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