



7 August 2001

Howard Smith takeover offer - extension of offer period

Wesfarmers Limited (“Wesfarmers”), through its wholly-owned subsidiary, Wesfarmers Retail Pty Ltd, announced today that it has extended its takeover offer for all the issued shares in Howard Smith Limited (“Howard Smith”) by a period of seven days to 22 August 2001.

Wesfarmers has also today sent letters to all Howard Smith shareholders advising them of this extension. A copy of the letter sent to non-accepting shareholders is attached.

As at the close of business on Monday 6 August 2001, Wesfarmers had received acceptances from more than 74 per cent of Howard Smith shareholders, representing 47.75 per cent of the total Howard Smith shares.

For further information contact:

Mr Michael Chaney, Managing Director
(08) 9327 4203

Mr Keith Kessell, General Manager, Public Affairs
(08) 9327 4281



Wesfarmers Limited

ABN 28 008 984 049

7 August 2001

Dear Howard Smith shareholder

As of Monday 6 August 2001, your acceptance form for Wesfarmers' Offer to acquire your shares has not been received.

Wesfarmers' Offer has been recommended by Howard Smith directors, and is now free of all conditions except the 90 per cent minimum acceptance condition. As at the close of business on Monday 6 August 2001, Wesfarmers had received acceptances from more than 74 per cent of Howard Smith's shareholders, representing 48 per cent of Howard Smith shares.

Your prompt acceptance of the Offer is very important to ensure that the takeover is completed, in order that all shareholders can enjoy the substantial benefits of the acquisition as soon as possible. Accordingly, Wesfarmers has further extended the Offer to 22 August 2001 to provide the remaining Howard Smith shareholders with sufficient time to complete and return their acceptance forms. The formal notice of the extension is enclosed for your records.

So that the 90 per cent acceptance condition can be met quickly and the takeover can be completed, **Wesfarmers strongly encourages you to accept the offer as soon as possible.** After the minimum acceptance condition has been satisfied, Howard Smith shareholders will be paid the cash consideration and issued their Wesfarmers shares within 7 days.

If you have not already accepted, please do not delay in completing and returning your acceptance form.

If you have any questions relating to how to accept the offer or require any additional assistance, please contact the Wesfarmers Offer Hotline toll free on 1800 770 028.

If you have already sent your acceptance form, you do not need to take any further action.

Wesfarmers looks forward to completing the Offer as soon as possible and to welcoming you as a Wesfarmers shareholder.

Yours sincerely

Harry Perkins AO
Chairman

Michael Chaney
Managing Director