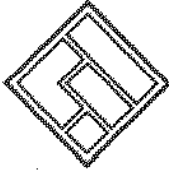


ASIC registered agent number 20463  
lodging party or agent name WESFARMERS LIMITED  
office, level, building name or PO Box no. 11TH FLOOR, WESFARMERS HOUSE  
street number and name 40 THE ESPLANADE  
suburb/city PERTH state/territory WA postcode 6000  
telephone (08) 9327 4211  
facsimile (08) 9327 4216  
DX number suburb/city

ASS. ☐ REQ-A ☐  
CASH ☐ REQ-P ☐  
PROC. ☐



Australian Securities &amp; Investments Commission

notification of

form 7051

## • Half Yearly Reports

(to be lodged within 75 days of the end of the accounting period)

(ASX Form 1001)  
Corporations Act 2001  
285(2), 286(1), 320

### Disclosing entity

Please complete A, B or C.

#### A a company

name WESFARMERS LIMITED  
A.C.N. 008 984 049

#### B a body (other than a company)

name  
A.R.B.N. (if applicable)

#### C a registered scheme

name  
A.R.S.N.

### Financial period

from 1 / 7 / 2002 to 31 / 12 / 2002

### Certification

I certify that the attached documents comprise the half yearly reports together with every other document that is required to be lodged with the reports by a disclosing entity under the Corporations Act 2001. See Annexure "A" of 15 pages.

### Signature

This form is to be signed by:

if a company or a body a director or secretary or the equivalent  
if a registered scheme a director or secretary of the responsible entity acting in that capacity

name of responsible entity

A.C.N.

name of person signing (print) LINDA JAYNE KENYON capacity SECRETARY

sign here

date 11 / 2 / 03

Small Business (less than 20 employees), please provide an estimate of the time taken to complete this form

#### Include

The time actually spent reading the instructions, working on the question and obtaining the information  
The time spent by all employees in collecting and providing this information

hrs mins

# HALF YEARLY REPORTS

“A”



Half yearly report for six months ended 31 December 2002

This is the annexure of 15 pages marked “A” referred to in the form 7051 Notification of Half Yearly Reports signed by me and dated 11 February 2003.

A handwritten signature in black ink, appearing to read 'LJ Kenyon', is written over a horizontal line.

LINDA JAYNE KENYON

# **WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES**

## **HALF YEARLY REPORT – 31 DECEMBER 2002**

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## **DIRECTORS' REPORT**

### **WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES**

The directors of Wesfarmers Limited submit their report for the half year ended 31 December 2002.

#### **DIRECTORS**

The names of the directors in office during the half year and until the date of this report are shown below:

T R Eastwood (Non-Executive Chairman)  
D J Asimus (retired 2 October 2002)  
C B Carter (appointed 1 October 2002)  
M A Chaney (Managing Director)  
P A Cross (appointed 11 February 2003)  
T J Flügge  
E Fraunschiel (retired 31 July 2002)  
L A Giglia  
R J B Goyder (Finance Director) (appointed 31 July 2002)  
J P Graham  
R D Lester  
C Macek  
C H Perkins (retired 13 December 2002)  
G T Tilbrook (Executive Director, Business Development)  
D C White

Directors were in office for the entire period unless otherwise stated.

#### **REVIEW OF OPERATIONS**

Wesfarmers Limited and its controlled entities recorded a solid result for the half year, with net profit increasing 25 per cent over the previous period to \$224.9 million and dividends increasing by 24 per cent to 42 cents per share.

Net profit (before goodwill amortisation) was \$267.6 million, an increase of 23 per cent on the \$217.5 million earned in the corresponding period last year. The result was achieved on operating revenue of \$3.7 billion which was three per cent higher than last year's \$3.6 billion.

The result was attributable to increased earnings from the hardware, energy, industrial/ safety and chemicals/fertilisers businesses, while the drought negatively impacted earnings in the rural services business and the 50 per cent-owned railroad business.

The 31 December 2002 half year result included profit after tax of \$2.2 million on the sale of non-current assets, compared with \$7.7 million earned in the same period last year.

Earnings per share of 71.4 cents (before goodwill amortisation) for the half year were 12 per cent above the 63.5 cents in the corresponding six months last year. Cash flow per share of 98.4 cents was also higher than last year's 91.5 cents.

#### **Hardware**

Operating revenue for the Bunnings hardware merchandising business increased by 16 per cent to \$1.8 billion in the first half. Earnings before interest and tax (before goodwill amortisation) of \$196 million were 35 per cent higher than in the corresponding period last year.

Increased sales and earnings were partially due to an extra one month's trading result from the Howard Smith hardware business, which was integrated from 1 August 2001. For the period 1 August to 31 December 2002, earnings before interest and tax (before goodwill amortisation) increased by 28 per cent over the same five month period last year.

For the first half as a whole, retail sales were above those recorded last year in all regions and in line with budget.

For the hardware network (excluding WA Salvage) raw sales growth for the second quarter was similar to that recorded in the period 1 August to 30 September, although some softness occurred in December and this continued into the new year.

An overall trend in sales growth is difficult to determine because of a number of unusual factors which have prevailed. These included water restrictions which reduced sales of garden products and unseasonably hot weather in a number of regions on key weekends. Additionally, in December 2001 significant clearance activities took place involving inventories acquired in the Howard Smith takeover. These were at lower prices and their absence from the December 2002 figures resulted in an apparently lower sales growth rate, but with a beneficial effect on margins.

Trade sales, representing 23 per cent of total sales in the first half, were above those of the comparative six months last year.

Indicatively, normalised store on store growth has been around 10 per cent for the first half. There have been four new warehouse stores opened and 12 stores, including two warehouse stores, closed during the period.

Gross margins were in line with budget and ahead of those in the corresponding period last year as a result of buying benefits achieved. Expenses were also well controlled.

While the outlook for hardware in the second half is positive, some softening in growth in both the retail and trade sectors is expected. Growth in the housing construction market is expected to slow over the next six months after a strong performance in 2002. Notwithstanding the recent softness of sales, Bunnings is still expected to achieve its full year profit budget.

## **Energy**

Operating revenue of \$476 million from the group's energy businesses was slightly above the \$475 million recorded in the corresponding period last year. Earnings before interest and tax (before goodwill amortisation) of \$123.6 million were 16 per cent higher than the \$107 million for the comparative period last year, due to growth in both coal and gas earnings.

### *Coal*

Sales volumes for the first half from the Curragh coal mine in Queensland were below expectations and those in the corresponding period last year, due mainly to the timing of export shipping schedules, a planned shutdown of the coal preparation plant during its upgrade and unscheduled maintenance of the draglines. Earnings for the period were higher than last year's due to increased selling prices.

The Bengalla coal mine in New South Wales, in which Wesfarmers holds a 40 per cent interest, produced sales volumes and revenue above last year's but marginally below budget. This was due to strong competition in international steaming coal markets together with weaker than expected demand and prices. Bengalla earnings were in line with budget but below those for the same period last year.

Coal deliveries from the Premier coal mine in Western Australia were lower than in the corresponding period last year due to the loss of a contract which was partially offset by higher deliveries to Western Power. As a result, earnings for the period were lower than last year's but in line with budget.

Development highlights during the six month period included the completion of the upgrade of the Curragh coal mine preparation plant and the commencement of mining at the Curragh East deposit.

As reported recently Wesfarmers has reached agreement to sell the Girrah coal deposit which will result in an after tax profit of \$56 million being brought to account once the necessary approvals have been obtained, expected to be before the end of the financial year. The company also announced that it had won the right to develop the Pisces (now Curragh North) deposit.

The outlook for coal in the second half remains positive. Coking coal sales volumes are expected to be strong although production and logistics performance will be stretched. Also, earnings in the fourth quarter will be impacted by annual price re-negotiations. Export steaming coal sales volumes and prices appear to have stabilised, but competition for incremental sales opportunities remains strong.

### *Gas*

Domestic LP gas sales volumes and revenue were marginally below the comparative period last year due mainly to weak autogas demand. Kleenheat's earnings were well above budget and last year's, despite higher international LPG prices, due to improved margin management and continued strong focus on cost control and asset productivity.

Wesfarmers LPG's export volumes were above last year's but below budget due to a delayed export shipment budgeted for late December and a number of unscheduled plant shutdowns. The lower volumes resulted in earnings being below budget and those of the comparative period last year.

Overall the gas activities recorded an above budget result for the half year and the results were considerably above those for the comparative period last year. Full year earnings, although dependent on international price trends and shipment timing, are expected to be ahead of last year's result.

### **Industrial and safety**

Operating revenue of \$578 million from the industrial and safety businesses was 19 per cent above the \$485 million recorded in the first half of last year. Earnings before interest and tax (before goodwill amortisation) of \$55.5 million were 42 per cent above the \$39.2 million recorded in the comparative period last year and marginally below budget.

Last year's first half comparative results for this division included only five months of trading from its 1 August 2001 acquisition date by Wesfarmers. For the period 1 August to 31 December 2002 (and excluding earnings from the metals business sold in August 2002), earnings before interest and tax (before goodwill amortisation) increased by 15 per cent over the same five month period last year.

The continuing drought in eastern Australia has constrained sales in regional locations. However, it is expected that the commencement of a number of larger infrastructure projects across Australia and the continued strong performance of the New Zealand economy will underpin an improved revenue and earnings outlook for the business.

## **Rural services and insurance**

As a result of the impact of one of the worst national droughts ever experienced, the first half operating revenue of \$694 million for the group's rural services and insurance business was 14 per cent below the comparative figure last year. Earnings before interest and tax (before goodwill amortisation) of \$33.9 million were two per cent below the \$34.6 million recorded last year.

Wesfarmers Landmark experienced reduced merchandise sales and livestock revenue as a result of the severe drought conditions. However gross profit from wool broking, rural property, fertiliser sales, finance and the insurance agency business all increased compared to the same period last year. The North Queensland-based Johnstone River Transport made a positive earnings contribution of \$2.7 million in the first half. Results from this operation were not included in last year's figures.

The result reflects the advantages of the diversified activities and geographical spread of the rural services business, together with a strong focus on cost control and capital but earnings in recent months have been impacted by the drought more significantly than previously expected. The drought is expected to reduce the division's full year budgeted results by \$15 to 20 million at the EBIT level.

The short-term outlook for rural Australia is subject to the arrival of widespread autumn rains sufficient to break the drought and ensure the planting of winter crops and the rebuilding of the cattle herd and sheep flock. Commodity prices remain at reasonable levels.

Wesfarmers Federation Insurance reported an excellent result which was higher than budget and the comparative period last year despite lower crop insurance business due to reduced plantings and poorer crops. Total premium income increased by eight per cent, reflecting increased new business and above-budget retention of existing business. Claims were below budget.

The strong performance of Wesfarmers Federation Insurance is expected to continue, assuming a normal claims pattern in the second half.

## **Chemicals and fertilisers**

Operating revenue of \$158 million from the group's chemicals and fertilisers businesses for the six months was one per cent higher than the \$156 million for the comparative period last year. Improved operations in both chemicals and fertilisers resulted in earnings before interest and tax (before goodwill amortisation), increasing by 59 per cent to \$15.7 million compared with last year's \$9.9 million. The low absolute level of the first half earnings figures is a result of the seasonal timing of fertiliser sales, with historically over 70 per cent of these sales occurring in the second half of the financial year.

Overall sales volumes of the company's chemical products were nine per cent lower than in the corresponding period last year, with volumes lower in all chemicals activities due to short term softness in demand. An improved operational performance from the Kwinana ammonia plant, however, resulted in earnings contribution from chemicals activities exceeding last year's.

The sodium cyanide solids plant constructed by the 75 per cent owned Australia Gold Reagents joint venture has been operating since August 2002. Sales of solid sodium cyanide have commenced, although the plant is still to perform in line with expectations.

Operations at the Queensland Nitrates joint venture were markedly improved with the plant operating at or above nameplate capacity throughout the period.

Despite difficult seasonal conditions, fertiliser sales volumes and revenue were above budget and ahead of last year's volumes and revenue.

Notwithstanding the difficult cropping season experienced last year, with reasonable commodity prices and on the assumption of a return to normal seasonal conditions in autumn and winter, CSBP currently estimates that its sales volumes in Western Australia will exceed last year's. No fertiliser sales to producers in other States are anticipated as a result of the severe drought conditions experienced across eastern Australia. Last year 88,000 tonnes were sold to these producers at wholesale prices.

The full year outlook for the group's chemicals and fertilisers businesses is for an improved profit result compared with last year's.

### **Other operations**

Revenues from the 50 per cent-owned Australian Railroad Group, comprising the Western Australian and South Australian rail freight businesses acquired in December 2000, were below budget as a result of lower than forecast grain and iron ore volumes, the former arising from the severe drought conditions. Earnings during the period were well below budget as a result of the reduced revenue, restructuring costs and a high level of derailment incidents. The reduced grain volumes in both Western Australia and South Australia are expected to have a further significant adverse impact on second half revenue and earnings.

Operating revenue for the forest products business, Sotico Pty Ltd, in the first half was above budget but below those in the corresponding period last year due to divestments and voluntary reductions of log intake. Earnings were in line with last year's due mainly to the strong performance from Wespine Industries Pty Ltd in which Wesfarmers has a 50 per cent interest. Steady progress continues to be made in the orderly rationalisation of the forest products business in response to changes in the Western Australian government's forest management policy.

Earnings from Gresham Partners, the company's partly owned investment house associate, were significantly lower than the previous year's due to reduced corporate activity. The underlying investment in the Gresham Private Equity Fund, to which Wesfarmers has \$100 million committed, grew in value. However, the Fund's earnings are only recognised when its investments are realised and profits returned to investors.

### **Finance**

The group's ratio of net debt to equity as at 31 December 2002 was 35.2 per cent, down from 54.9 per cent at 31 December 2001. The rolling 12 month cash interest cover was 14 times, well above the group's minimum benchmark of four times and unchanged from last year.

The directors have decided to suspend the company's Dividend Investment Plan for the interim dividend and institute a buyback of up to five per cent of the shares in the company over the next year in line with the group's ongoing capital management strategy.

### **Interim dividend**

A fully franked interim dividend of 42 cents per share (last year 34 cents per share) payable to shareholders on 28 March 2003 has been declared by the directors and the company expects to maintain its dividend policy of paying out 100 per cent of operating profits, fully franked, for the full year.

## **Outlook**

The directors are pleased with the half year result given the difficult trading conditions existing in some sectors, particularly rural. As described above the severe drought is having a negative effect on earnings in the rural, railroad and industrial and safety businesses. The directors' current expectations are that while they continue to anticipate an acceptable increase in profit, it will be difficult for the group to achieve its original full year budget result this year (before bringing to account the additional \$56 million profit from the sale of Girrah). A number of external factors will affect the result, including the seasonal autumn weather break across southern Australia, coking and steaming coal shipments prices beyond 1 April 2003 and trends in the Australian retail environment.

## **ROUNDING**

The amounts contained in this report and in the half year financial statements have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the company under ASIC Class Order 98/0100. The Company is an entity to which the Class Order applies.

Signed in accordance with a resolution of the directors.

A handwritten signature in dark ink, appearing to read 'T R Eastwood', with a stylized flourish at the end.

**T R Eastwood**  
Chairman

Perth, 11 February 2003

# Condensed Statement of Financial Performance

FOR THE HALF YEAR ENDED 31 DECEMBER 2002 - WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

|                                                                                                                               | <b>Consolidated</b>                |                                    |
|-------------------------------------------------------------------------------------------------------------------------------|------------------------------------|------------------------------------|
|                                                                                                                               | <b>December<br/>2002<br/>\$000</b> | <b>December<br/>2001<br/>\$000</b> |
| <b>Revenues from ordinary activities</b>                                                                                      | 3,728,111                          | 3,612,747                          |
| Expenses from ordinary activities                                                                                             | (3,372,286)                        | (3,321,203)                        |
| Borrowing expenses                                                                                                            | (42,944)                           | (48,071)                           |
| Share of net profits of associates                                                                                            | 15,875                             | 18,503                             |
| Profit from ordinary activities before income tax expense                                                                     | 328,756                            | 261,976                            |
| Income tax expense relating to ordinary activities                                                                            | 104,188                            | 81,208                             |
| Profit from ordinary activities after income tax expense                                                                      | 224,568                            | 180,768                            |
| Net (loss) profit attributable to outside equity interests                                                                    | (332)                              | 483                                |
| <b>Net profit attributable to members of the parent entity</b>                                                                | 224,900                            | 180,285                            |
| Net increase in asset revaluation reserve                                                                                     | 2,020                              | -                                  |
| Net exchange difference on translation of financial report of foreign controlled entities                                     | (566)                              | (2,307)                            |
| <b>Total changes in equity other than those resulting from transactions with owners as owners</b>                             | 226,354                            | 177,978                            |
| Net profit attributable to members of the parent entity consists of:                                                          |                                    |                                    |
| Net profit before goodwill amortisation                                                                                       | 267,612                            | 217,532                            |
| Goodwill amortisation                                                                                                         | (42,712)                           | (37,247)                           |
| Net profit after goodwill amortisation                                                                                        | 224,900                            | 180,285                            |
| Basic and diluted earnings per share (cents per share)                                                                        |                                    |                                    |
| - before goodwill amortisation                                                                                                | 71.4¢                              | 63.5¢                              |
| - after goodwill amortisation                                                                                                 | 60.0¢                              | 52.6¢                              |
| Weighted average number of ordinary shares outstanding during the period used in the calculation of the basic and diluted EPS | 374,570,347                        | 342,586,667                        |

The statement of financial performance should be read in conjunction with the accompanying notes.

# Condensed Statement of Financial Position

AT 31 DECEMBER 2002 - WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

|                                                                    | <b>Consolidated</b>                |                                |                                    |
|--------------------------------------------------------------------|------------------------------------|--------------------------------|------------------------------------|
|                                                                    | <b>December<br/>2002<br/>\$000</b> | <b>June<br/>2002<br/>\$000</b> | <b>December<br/>2001<br/>\$000</b> |
| <b>Current assets</b>                                              |                                    |                                |                                    |
| Cash assets                                                        | 117,559                            | 171,937                        | 91,262                             |
| Receivables                                                        | 802,962                            | 971,284                        | 936,601                            |
| Inventories                                                        | 1,440,326                          | 1,310,832                      | 1,324,863                          |
| <b>Total current assets</b>                                        | <b>2,360,847</b>                   | <b>2,454,053</b>               | <b>2,352,726</b>                   |
| <b>Non-current assets</b>                                          |                                    |                                |                                    |
| Receivables                                                        | 358,698                            | 255,264                        | 299,368                            |
| Investments accounted for using the equity method                  | 369,406                            | 342,070                        | 344,289                            |
| Other financial assets                                             | 28,446                             | 30,203                         | 29,126                             |
| Property, plant and equipment                                      | 1,788,714                          | 1,819,127                      | 1,865,462                          |
| Deferred tax assets                                                | 102,598                            | 110,711                        | 178,903                            |
| Intangible assets                                                  | 1,558,902                          | 1,601,291                      | 1,670,320                          |
| Other                                                              | 5                                  | 2                              | 483                                |
| <b>Total non-current assets</b>                                    | <b>4,206,769</b>                   | <b>4,158,668</b>               | <b>4,387,951</b>                   |
| <b>Total assets</b>                                                | <b>6,567,616</b>                   | <b>6,612,721</b>               | <b>6,740,677</b>                   |
| <b>Current liabilities</b>                                         |                                    |                                |                                    |
| Interest bearing liabilities                                       | 451,361                            | 582,740                        | 825,957                            |
| Payables                                                           | 731,845                            | 824,787                        | 719,373                            |
| Current tax liabilities                                            | 6,224                              | 45,028                         | 18,850                             |
| Provisions                                                         | 218,777                            | 410,266                        | 398,666                            |
| Other                                                              | 176,000                            | 159,536                        | 156,408                            |
| <b>Total current liabilities</b>                                   | <b>1,584,207</b>                   | <b>2,022,357</b>               | <b>2,119,254</b>                   |
| <b>Non-current liabilities</b>                                     |                                    |                                |                                    |
| Interest bearing liabilities                                       | 969,545                            | 906,457                        | 1,074,732                          |
| Payables                                                           | 3,865                              | 3,091                          | 3,194                              |
| Deferred tax liabilities                                           | 108,662                            | 94,631                         | 94,527                             |
| Provisions                                                         | 140,141                            | 138,958                        | 90,462                             |
| Other                                                              | 37,150                             | 37,150                         | 40,810                             |
| <b>Total non-current liabilities</b>                               | <b>1,259,363</b>                   | <b>1,180,287</b>               | <b>1,303,725</b>                   |
| <b>Total liabilities</b>                                           | <b>2,843,570</b>                   | <b>3,202,644</b>               | <b>3,422,979</b>                   |
| <b>Net assets</b>                                                  | <b>3,724,046</b>                   | <b>3,410,077</b>               | <b>3,317,698</b>                   |
| <b>Shareholders' equity</b>                                        |                                    |                                |                                    |
| Contributed equity                                                 | 3,258,226                          | 3,027,008                      | 2,963,859                          |
| Reserves                                                           | 39,970                             | 182,059                        | 105,024                            |
| Retained profits                                                   | 415,731                            | 190,619                        | 238,047                            |
| Shareholders' equity attributable to members of Wesfarmers Limited | 3,713,927                          | 3,399,686                      | 3,306,930                          |
| Outside equity interests in controlled entities                    | 10,119                             | 10,391                         | 10,768                             |
| <b>Total shareholders' equity</b>                                  | <b>3,724,046</b>                   | <b>3,410,077</b>               | <b>3,317,698</b>                   |

The statement of financial position should be read in conjunction with the accompanying notes.

# Condensed Statement of cash flows

FOR THE HALF YEAR ENDED 31 DECEMBER 2002 - WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

|                                                            | <b>Consolidated</b>                |                                    |
|------------------------------------------------------------|------------------------------------|------------------------------------|
|                                                            | <b>December<br/>2002<br/>\$000</b> | <b>December<br/>2001<br/>\$000</b> |
| <b>Cash flows from operating activities:</b>               |                                    |                                    |
| Receipts from customers                                    | 3,935,517                          | 3,687,623                          |
| Payments to suppliers and employees                        | (3,516,597)                        | (3,424,841)                        |
| Dividends received from associates                         | 18,336                             | 2,686                              |
| Dividends received other                                   | 1,131                              | 1,195                              |
| Interest received                                          | 5,617                              | 10,436                             |
| Borrowing costs                                            | (43,877)                           | (55,841)                           |
| Income tax paid                                            | (113,710)                          | (103,356)                          |
| <b>Net cash provided by operating activities</b>           | <b>286,417</b>                     | <b>117,902</b>                     |
| <b>Cash flows from investing activities:</b>               |                                    |                                    |
| Acquisition of property, plant and equipment               | (120,190)                          | (134,685)                          |
| Acquisition of controlled entities                         | -                                  | (563,382)                          |
| Acquisition of associated entities                         | (25,037)                           | (8,437)                            |
| Loans repaid by associated entities                        | -                                  | 1,032                              |
| Proceeds from sale of non-current assets                   | 36,604                             | 81,572                             |
| Other items                                                | 207                                | 599                                |
| <b>Net cash used in investing activities</b>               | <b>(108,416)</b>                   | <b>(623,301)</b>                   |
| <b>Cash flows from financing activities:</b>               |                                    |                                    |
| Proceeds from issue of shares – Wesfarmers Limited         | -                                  | 25,439                             |
| (Repayment of) proceeds from borrowings                    | (68,291)                           | 630,851                            |
| Repayment of employee share plan loans                     | 16,737                             | 35,504                             |
| Repayment of securitised receivable facility               | -                                  | (100,000)                          |
| Dividends paid                                             |                                    |                                    |
| - Ordinary shareholders                                    | (180,825)                          | (105,886)                          |
| <b>Net cash (used in) provided by financing activities</b> | <b>(232,379)</b>                   | <b>485,908</b>                     |
| Net decrease in cash held                                  | (54,378)                           | (19,491)                           |
| Cash at the beginning of the half year                     | 171,937                            | 110,753                            |
| <b>Cash at the end of the half year</b>                    | <b>117,559</b>                     | <b>91,262</b>                      |

The statement of cash flows should be read in conjunction with the accompanying notes.

# Notes to and forming part of the accounts

FOR THE HALF-YEAR ENDED 31 DECEMBER 2002- WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

## 1 BASIS OF PREPARATION OF THE ACCOUNTS

The half-year financial accounts are general purpose financial reports made out in accordance with the Corporations Act 2001 and applicable Accounting Standards including AASB 1029: "Interim Financial Reporting" and other mandatory reporting requirements (Urgent issues consensus views). The half-year financial report has been prepared in accordance with the historical cost convention. The half-year financial report does not include notes of the type normally included in an annual report.

It is recommended that the half-year report is read in conjunction with the Annual Financial Accounts of Wesfarmers Limited as at 30 June 2002 together with any public announcements made by Wesfarmers Limited and its controlled entities during the half-year ended 31 December 2002 in accordance with the continuous disclosure obligations arising under the Corporations Act 2001.

For the purpose of preparing half-year financial accounts, the half-year has been treated as a discrete reporting period.

### Change in Accounting Policy

The consolidated entity has adopted the new Accounting Standard AASB 1044 "Provisions, Contingent Liabilities and Contingent Assets" which has resulted in a change in the accounting for dividend provisions. Previously, the consolidated entity recognised a provision for dividend based on the amount that was proposed or declared after the reporting date. In accordance with the requirements of the new standard, a provision for dividend will only be recognised at the reporting date where the dividends are declared, determined or publicly recommended prior to the reporting date. The effect of the revised policy has been to increase consolidated retained profits and decrease provisions and reinvestment reserve at the beginning of the half-year by \$286,664,078. In accordance with the new Standard, no provision for dividend has been recognised for the half-year ended 31 December 2002. The change in accounting policy has had no effect on basic and diluted EPS.

## 2 DIVIDEND PROVIDED OR PAID

An interim dividend of 34 cents per share was provided for in December 2001  
Additional dividend on shares issued to acquire Howard Smith Limited

| Consolidated              |                           |
|---------------------------|---------------------------|
| December<br>2002<br>\$000 | December<br>2001<br>\$000 |
| -                         | 125,878                   |
| -                         | 47,416                    |

## 3 NON CASH FINANCING AND INVESTING ACTIVITIES

Share capital issues:

Dividend investment plan

Employee share plan

Acquisition of Howard Smith Limited

|         |           |
|---------|-----------|
| 95,279  | 102,874   |
| 135,939 | 155,020   |
| -       | 1,446,303 |
| 231,218 | 1,704,197 |

## 4 INTEREST

Interest received

|       |       |
|-------|-------|
| 4,472 | 9,350 |
|-------|-------|

# Notes to and forming part of the accounts

FOR THE HALF-YEAR ENDED 31 DECEMBER 2002- WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

## 5 SEGMENT INFORMATION

| (a) Segment Earnings                  | Earnings before goodwill amortisation |          | Goodwill amortisation |        | Earnings after goodwill amortisation |          |
|---------------------------------------|---------------------------------------|----------|-----------------------|--------|--------------------------------------|----------|
|                                       | 2002                                  | 2001     | 2002                  | 2001   | 2002                                 | 2001     |
|                                       | \$000                                 | \$000    | \$000                 | \$000  | \$000                                | \$000    |
| Hardware                              | 196,092                               | 145,749  | 25,090                | 22,347 | 171,002                              | 123,402  |
| Energy                                | 123,571                               | 106,987  | 231                   | 190    | 123,340                              | 106,797  |
| Industrial and safety                 | 55,507                                | 39,202   | 12,570                | 10,111 | 42,937                               | 29,091   |
| Rural services and insurance          | 33,940                                | 34,564   | 4,689                 | 4,467  | 29,251                               | 30,097   |
| Chemicals and fertilizer              | 15,671                                | 9,934    | 132                   | 132    | 15,539                               | 9,802    |
| Other                                 | 16,702                                | 35,098   | -                     | -      | 16,702                               | 35,098   |
|                                       | 441,483                               | 371,534  | 42,712                | 37,247 | 398,771                              | 334,287  |
| Consolidation adjustments             | (4,252)                               | (3,666)  |                       |        | (4,252)                              | (3,666)  |
| Interest paid and corporate overheads | (65,763)                              | (68,645) |                       |        | (65,763)                             | (68,645) |
| Operating profit before income tax    | 371,468                               | 299,223  | 42,712                | 37,247 | 328,756                              | 261,976  |
| Income tax expense                    | 104,188                               | 81,208   |                       |        | 104,188                              | 81,208   |
|                                       | 267,280                               | 218,015  | 42,712                | 37,247 | 224,568                              | 180,768  |

| (b) Segment revenue          | Operating revenue |           |
|------------------------------|-------------------|-----------|
|                              | 2002              | 2001      |
|                              | \$000             | \$000     |
| Hardware                     | 1,781,587         | 1,542,465 |
| Energy                       | 476,338           | 474,577   |
| Industrial and safety        | 578,086           | 485,026   |
| Rural services and insurance | 693,985           | 806,263   |
| Chemicals and fertiliser     | 158,046           | 156,102   |
| Other                        | 44,404            | 152,040   |
|                              | 3,732,446         | 3,616,473 |
| Consolidation adjustments    | (4,335)           | (3,726)   |
|                              | 3,728,111         | 3,612,747 |

## 6 CHANGES IN THE COMPOSITION OF ECONOMIC ACTIVITY

There have been no major changes since the last annual report.

## 7 CONTINGENT ASSETS AND LIABILITIES

There have been no major changes since the last annual report.

## 8 SUBSEQUENT EVENTS

A dividend of 42 cents per share resulting in a total dividend payment of \$159,864,836 has been declared.

The company has entered into an agreement to sell its Girrah coal deposit. Settlement is expected to occur before the end of the financial year once the necessary approvals have been obtained. The estimated net profit from the sale is \$56 million.

# Directors' Declaration

WESFARMERS LIMITED AND ITS CONTROLLED ENTITIES

In accordance with a resolution of the directors of Wesfarmers Limited, I state that in the opinion of the directors:

- (a) the financial statements and notes of the consolidated entity:
  - (i) give a true and fair view of the financial position as at 31 December 2002 and the performance for the half-year ended on that date of the consolidated entity; and
  - (ii) comply with Accounting Standard AASB 1029 "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

On behalf of the Board



**T R Eastwood**  
Chairman

Perth, 11 February 2003

## INDEPENDENT REVIEW REPORT

To the members of Wesfarmers Limited

GPO Box M239  
Perth WA 6843

### Scope

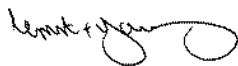
We have reviewed the financial report of Wesfarmers Limited for the half-year ended 31 December 2002, set out on pages 9 to 14, including the Directors' Declaration. The financial report includes the consolidated financial statements of the consolidated entity comprising Wesfarmers Limited and the entities it controlled at the end of the half-year or from time to time during the half-year. The company's directors are responsible for the financial report. We have conducted an independent review of the financial report in order to state whether, on the basis of the procedures described, anything has come to our attention that would indicate that the financial report is not presented fairly in accordance with Accounting Standard AASB 1029 "Interim Financial Reporting" and other mandatory professional reporting requirements in Australia and statutory requirements, and in order for the company to lodge the financial report with the Australian Securities and Investments Commission.

Our review has been conducted in accordance with Australian Auditing Standards applicable to review engagements. Our review was limited primarily to inquiries of the disclosing entity's personnel and analytical review procedures applied to financial data. These procedures do not provide all the evidence that would be required in an audit, thus the level of assurance provided is less than that given in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

### Review Statement

As a result of our review, we have not become aware of any matter that makes us believe that the half-year financial report of Wesfarmers Limited is not in accordance with:

- (a) the Corporations Act 2001, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 31 December 2002 and its performance for the half-year ended on that date; and
  - (ii) complying with Accounting Standard AASB 1029 "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) other mandatory professional reporting requirements in Australia.



Ernst & Young



G H Meyerowitz

Partner

Perth

Date: 11 February 2003