

Covering your future

Progressive financial protection for today



Contents

We're part of a \$17 billion family	3
Continuing a tradition of success	4
Wesfarmers Insurance Division: a history of strong revenue growth	4
Wesfarmers Insurance: moving from strength to strength	5
Wesfarmers Insurance business units at a glance	6 – 7
How we look today	8
A strong group of underwriting companies	9
Our companies in more detail	10 – 11

We're part of a \$17 billion family

Wesfarmers Insurance Division is an operating unit of Wesfarmers Limited, a major diversified Australian company formed in 1914 as a rural co-operative. In addition to insurance, Wesfarmers has operations spanning home improvement products and building supplies, coal mining, gas processing and distribution, industrial and safety product distribution, chemicals and fertiliser manufacturing and other activities.

Since its public listing in 1984, the company's assets have grown from \$400 million to over \$7 billion and earnings have increased from \$9 million to over \$800 million. Wesfarmers is listed on the Australian Stock Exchange with a market capitalisation of \$17 billion as at 30 June 2007.



1903: Lumley formed in London
 1914: Wesfarmers Limited formed
 1919: Wesfarmers begins insurance operations
 1937: Lumley commences underwriting in Australia and New Zealand
 1976: OAMPS formed
 1978: Crombie Lockwood formed
 1984: Wesfarmers Limited publicly listed
 1991: Wesfarmers Insurance Federation Insurance
 1993: Wesfarmers Insurance acquires Wesfarmers Federation Insurance
 2003: Wesfarmers Insurance becomes Lumley Group
 2006: Wesfarmers Insurance Division acquires OAMPS
 2007: Wesfarmers Insurance Division acquires Crombie Lockwood
 2007: Wesfarmers Insurance Division reaches record revenue of \$1.4 billion

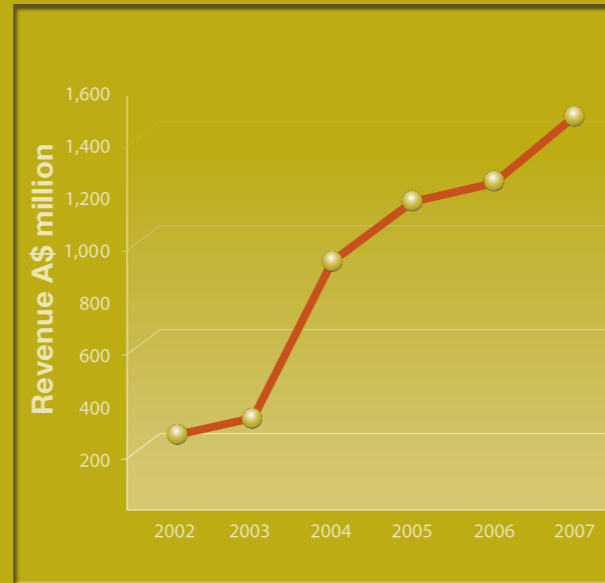
Continuing a tradition of success

Wesfarmers Limited has a proud and distinguished history and a strong record of growth through capital expenditure and prudent acquisitions. Since listing in 1984 Wesfarmers Limited shares have outperformed the market by a factor of 9 times¹. The group has an A- Standard and Poors Rating and maintains a strong balance sheet.

Key statistics¹

- Over 33,000 employees
- Over 155,000 shareholders
- Operating revenue of over \$9.8 billion
- Market capitalisation of \$17 billion

Wesfarmers Insurance Division: a history of strong revenue growth



Wesfarmers Insurance: moving from strength to strength

Wesfarmers first started insurance operations in 1919 as a rural insurer. Over the years we've grown strongly. In October 2003 we acquired the Lumley Group and formed the Wesfarmers Insurance Division. We are now based in Sydney and comprise three general insurance underwriters, two insurance brokers and various other insurance and financial services businesses operating in Australia, New Zealand and the United Kingdom.

What makes us different?

Freedom to act

While many global insurers have centralised and homogenised their operations, Wesfarmers Insurance has fostered independence and innovation through a decentralised business model giving individual companies autonomy to manage their own businesses. This means that we can gain a deeper understanding of our clients and tailor solutions to a wide range of customers with differing needs.

Flexibility to grow

Individual company autonomy also provides us with the opportunity for future growth and further diversification. This model gives us flexibility and agility to respond to the right business opportunities and allows our companies to do what they do best, build long-term relationships based on providing innovative solutions to our customers.

Customers come first

Each customer has unique needs; we are able to service almost any need through our direct or wholesale insurers, via our extensive broker network or by allocating "hard to place risks" to the London market via our Lloyd's broker.

The best people

Because of our diversity, we can offer outstanding career opportunities across all aspects of insurance. We value our people and strive to attract the best in their field and, by having the best people, we believe that we can offer forward thinking financial solutions for today.

"We're committed to understanding our client's unique needs. We'll earn their trust, and through proactive and innovative solutions, we'll position our clients to be financially secure and prosperous"





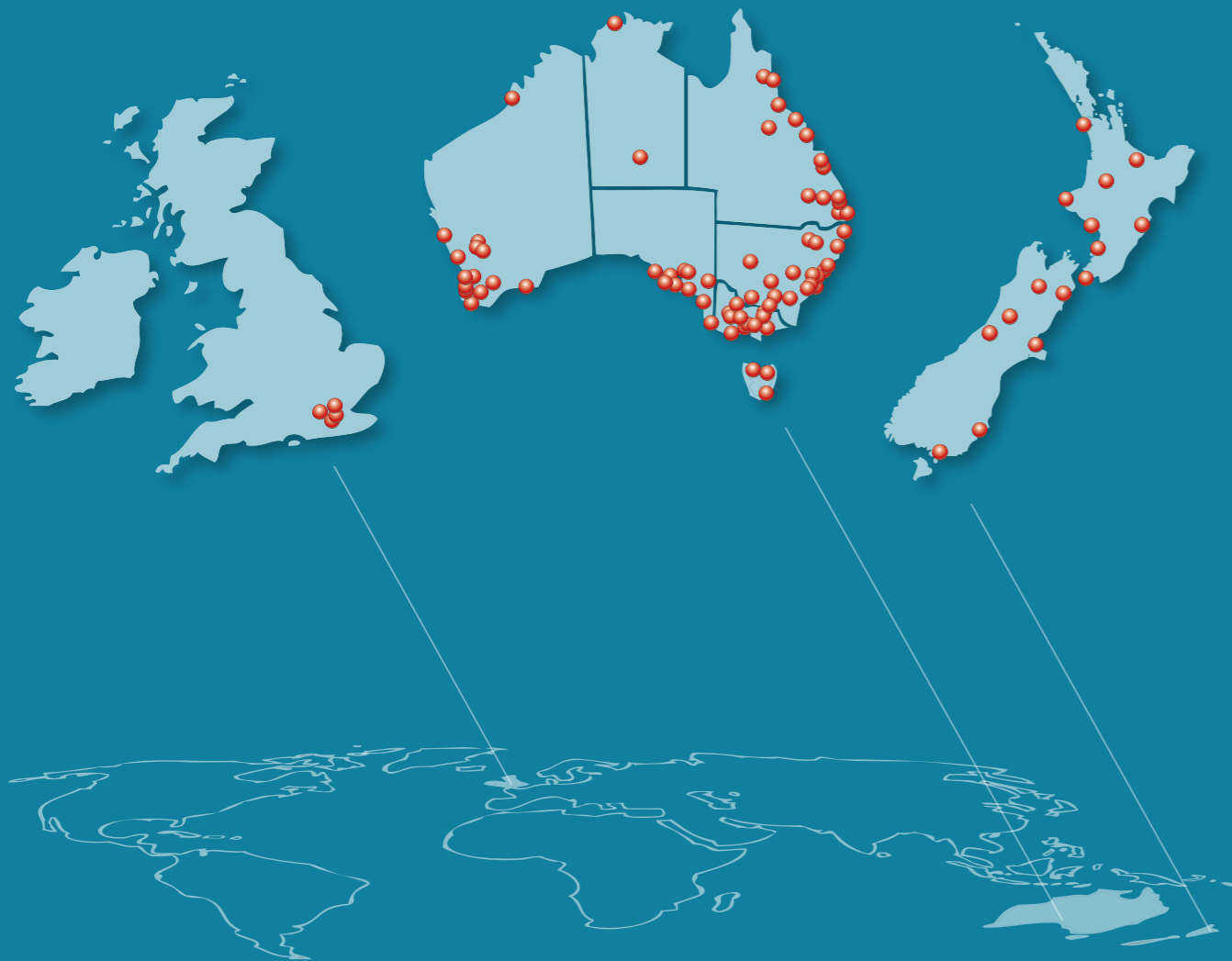
Wesfarmers Insurance business units at a glance

	Insurance Underwriting			General Insurance Broking Services			Other
Organisation							
Operations	Australia	NZ	Australia	Australia	United Kingdom	New Zealand	Global
Business Type	General insurance underwriting and premium funding distributed via brokers, agents and affinity partners in Australia	General insurance underwriting and premium funding distributed via brokers, agents and affinity partners in New Zealand	General insurance underwriting and distribution, focussed on the rural and SME sectors and distributed directly throughout Australia	General insurance broking and related financial services for corporate, SME and industry group customers in Australia	Specialist retail and wholesale broking services and professional environmental consulting	General insurance broking and related financial services for corporate, SME and industry group customers in New Zealand	Software development
Employees	790	480	480	810	90	340	45
Locations	10	10	85	24	4	13	1
Key Business Areas/ Services Offered	<ul style="list-style-type: none"> Commercial and fleet motor Property liability Engineering Marine and Logistics Construction Retail Personal lines Premium funding Builder's home warranty Retail warranty Petroleum industry 	<ul style="list-style-type: none"> Commercial and fleet motor Property Liability Engineering Marine Personal lines Fleet risk management Premium funding Specialist life Tailored solutions for alliance partners 	<ul style="list-style-type: none"> Business insurance Rural Crop Domestic worker's compensation (WA) 	<ul style="list-style-type: none"> Business insurance Corporate broking Personal lines Schemes for industry associations Financial management Worker's compensation Risk management Life insurance Income protection Superannuation 	<ul style="list-style-type: none"> Business insurance Petrochemical Transport Personal lines Specialist industry schemes Lloyd's broker Environmental management and protection services 	<ul style="list-style-type: none"> Business insurance Superannuation Personal lines Life, disability & health insurance Schemes for national and regional associations Claims management Premium financing 	<ul style="list-style-type: none"> Insurance software development



How we look today

We employ over 3,000 people and operate in 147 locations throughout Australia, New Zealand and the UK.



A strong group of underwriting companies

Lumley General Australia

Lumley General Australia distributes high quality general insurance products through independent licensed brokers and underwriting agencies. Their diverse Australian client base has access to a wide range of insurance, risk management and financial solutions.

For over 100 years Lumley has offered flexible, tailor-made client solutions underpinned by an ethos of delivering outstanding customer service.

Specialty areas include commercial and fleet motor, property and liability, marine & logistics, engineering, construction, retail, home and private motor, builder's home warranty and premium funding. Lumley clients include individuals, small and medium businesses, large corporations, government agencies, the rural community and the petroleum industry.

Lumley General New Zealand

Lumley General is New Zealand's third largest general insurer and offers all major classes of commercial and personal insurance.

They distribute through independent brokers and intermediaries who are serviced by a well-established and respected nationwide branch network which ensures immediate and personal access to local decision-makers.

Lumley Business Solutions (LBS), a consumer insurance specialist, works closely with corporate partners including banks, financial service companies and retail distributors to strengthen their brands and enhance customer services. Lumley Life provides specialist products for LBS customers and Lumley Finance offers insurance premium financing and professional fee funding.



Lumley New Zealand, in conjunction with business partner Westpac, were recognised with the prestigious Australia and New Zealand Insurance Industry Technology Innovation of the year award for their unique on-line solution.

Wesfarmers Federation Insurance

Wesfarmers Federation Insurance (WFI) has a long and proud history of serving the Australian community. From humble beginnings in 1919, WFI has grown to become a leading rural and business direct insurer.

WFI's business model is based on providing clients with a direct, personalised service. To facilitate this there is a network of over 80 locations nationwide so they are never far away. WFI specialises in long-term alliance partnerships and work closely with the communities in which they operate.

WFI also includes *Yourinsurancegroup*, who distribute general insurance products to the SME market through a contact centre based in Melbourne.

WID underwriting companies hold a Standard and Poors Insurance Strength Rating of A-.

Leaders in Insurance Broking

In 2006 and 2007, Wesfarmers Insurance Division added OAMPS Insurance Brokers and Crombie Lockwood to the group and formed one of the largest insurance broking businesses in Australasia. With four offices in the United Kingdom OAMPS is the only Australian broker to be licensed with Lloyd's in London allowing direct placements of specialist risks. Our broking businesses are managed independently of our underwriting businesses.

OAMPS Australia

OAMPS was formed in 1976 to service the petroleum distribution industry. It is now a leading provider of insurance and financial solutions and work in partnership with over 60 industry associations and provide additional services including risk management, occupational health and safety advice and financial planning. OAMPS is one of Australia's largest insurance brokers with over 800 employees in 24 offices across every State and Territory supporting over 120,000 clients.

OAMPS offers strategic partnerships and innovative solutions for small to medium sized business and large corporate clients in Australia.

OAMPS Super Fund offers individuals and industry groups easy to understand superannuation solutions. They manage around \$300 million on behalf of their clients.

OAMPS UK

OAMPS UK was formed in 1986 to provide specialist insurance services to the downstream petrochemical industry, an area in which it is now the market leader. As a result of this success, OAMPS has undertaken a controlled diversification and now operates four distinct areas.

- The original petrochemical scheme has expanded to incorporate the chemical industry and now services in excess of 1,700 unique clients.
- A general broking division providing insurance services to the UK SME sector handling in excess of 4,000 clients.
- A Lloyd's brokerage providing specialist broking services in the world's premier insurance market. OAMPS places business for its own clients and on behalf of other Wesfarmers Insurance Division companies or when specialist placement services are required.
- Oil & Hazardous Environmental Services Ltd (OHES) is a dynamic environmental consultancy specialising in niche environmental and loss assessment services to the Petrochemical industry. OHES offers a wide range of environmental consultancy services including spillage investigation and remediation management, contaminated land investigations and environmental protection equipment and training.

Crombie Lockwood

Crombie Lockwood was established in 1978 and has grown to become New Zealand's second largest insurance broker. This has been achieved through developing client trust, competitive performance and total commitment to customers.

Crombie Lockwood's competitive advantage lies in staying close to the customer. It services around 50,000 commercial and domestic clients. The company manages a large number of group and association business schemes including New Zealand's public schools, Institute of Accountants, barristers and a number of trade and other professional groups.

Crombie Lockwood delivers seamless, competitively priced products and services sourced from local and international markets.



Contact us

Wesfarmers Insurance Division

Level 4, Lumley House
309 Kent Street
Sydney 2000
New South Wales
Telephone: (61 2) 9248 1350
Facsimile: (61 2) 9248 1222

Lumley General Insurance (Australia) Limited

Level 9, Lumley House
309 Kent Street
Sydney 2000
New South Wales
Telephone: (61 2) 9248 1111
Facsimile: (61 2) 9248 1122
Website: www.lumley.com.au

Lumley General Insurance (NZ) Limited

Level 21, Lumley Centre
88 Shortland Street
Auckland
New Zealand
Telephone: (64 9) 308 1100
Facsimile: (64 9) 308 1114
Website: www.lumley.co.nz

Wesfarmers Federation Insurance Limited

184 Railway Parade
Bassendean 6054
Western Australia
Telephone: (61 8) 9273 5333
Facsimile: (61 8) 9378 2172
Website: www.wfi.com.au

OAMPS Insurance Brokers Ltd

Level 10, 176 Wellington Parade
East Melbourne 3002
Victoria
Telephone: (61 3) 9412 1555
Facsimile: (61 3) 9412 1666
www.oamps.com.au

Crombie Lockwood (NZ) Limited

Level 5, 33 Enfield Street
Mt Eden, Auckland
New Zealand
Telephone: (64 9) 623 9900
Facsimile: (64 9) 623 9901
Website: www.crombielockwood.co.nz

Interested in a career with Wesfarmers
Insurance Division?

Visit www.wid.com.au

¹ As at June 2007



Printed on 90% recycled and 10% post
consumer gloss Re-Art paper to FSC certification