

Harvey Norman Holdings Limited

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Australian Securities Exchange Limited
Exchange Centre
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SYDNEY NSW 2000

AGGREGATE SALES BY INDEPENDENT HARVEY NORMAN[®], DOMAYNE[®] & JOYCE MAYNE[®] FRANCHISEES FOR THE TEN (10) MONTHS ENDED 30 APRIL 2017

The Directors of Harvey Norman Holdings Limited announce that the aggregate of the sales by independent Harvey Norman[®], Domayne[®] and Joyce Mayne[®] franchisees from Harvey Norman[®], Domayne[®] and Joyce Mayne[®] branded franchised complexes for the ten (10) months ended 30 April 2017, **increased by 5.5%** compared to the ten (10) months ended 30 April 2016. Comparable aggregate sales by independent Harvey Norman[®], Domayne[®] and Joyce Mayne[®] franchisees from Harvey Norman[®], Domayne[®] and Joyce Mayne[®] branded franchised complexes for the ten (10) months ended 30 April 2017 when compared to the ten (10) months ended 30 April 2016, **increased by 4.8%**. Sales made by franchisees are not made by Harvey Norman Holdings Limited or controlled entities.

Total Sales increase / (decrease)

	1QTR 2017 vs. 1QTR 2016 %	2QTR 2017 vs. 2QTR 2016 %	4 MONTHS APR 2017 vs. 4 MONTHS APR 2016 %	YTD APR 2017 vs. YTD APR 2016 %
Australian Franchisees	5.4	5.1	6.0	5.5

Comparable Sales increase / (decrease)

	1QTR 2017 vs. 1QTR 2016 %	2QTR 2017 vs. 2QTR 2016 %	4 MONTHS APR 2017 vs. 4 MONTHS APR 2016 %	YTD APR 2017 vs. YTD APR 2016 %
Australian Franchisees	5.4	4.1	4.8	4.8

During the ten (10) months ended 30 April 2017, two Harvey Norman[®] and one Domayne[®] branded franchised complexes were opened, and one Harvey Norman[®] branded franchised complex was closed.

Yours faithfully



Chris Mentis
Company Secretary / CFO