

# Harvey Norman Holdings Limited

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Australian Securities Exchange Limited  
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SYDNEY NSW 2000

## RETAIL TRADING UPDATE:

AGGREGATED SALES REVENUE FOR THE PERIOD  
1 July 2022 to 31 October 2022 vs 1 July 2021 to 31 October 2021  
UP 6.9%

The Directors of Harvey Norman Holdings Limited announce that the aggregated sales revenue from Harvey Norman<sup>®</sup> wholly-owned company-operated stores in New Zealand, Slovenia, Croatia, Ireland and Northern Ireland, majority-owned controlled company-operated stores in Singapore and Malaysia, and from independent Harvey Norman<sup>®</sup>, Domayne<sup>®</sup> and Joyce Mayne<sup>®</sup> branded franchised complexes in Australia\* (**Aggregated Sales**) **increased by 6.9%** for the period 1 July 2022 to 31 October 2022 when compared to Aggregated Sales for the period 1 July 2021 to 31 October 2021. Comparable Aggregated Sales for the period 1 July 2022 to 31 October 2022 when compared to the previous corresponding period, **increased by 6.3%**.

*\* Sales made by franchisees in Australia are not made by Harvey Norman Holdings Limited or its controlled entities.*

Aggregated Sales have been negatively affected by a 6.6% depreciation in the Euro (€), a 7.2% depreciation in the UK Pound (£GBP) and a 5.9% depreciation in the New Zealand dollar (\$NZD) offset by a 5.5% appreciation in the Singaporean dollar (\$SGD) and a 1.2% appreciation in the Malaysian Ringgit (MYR) for the period 1 July 2022 to 31 October 2022 compared to the period 1 July 2021 to 31 October 2021.

There were no openings or closures of franchised complexes during the current period. One company-operated store was opened in Ireland located at Fonthill on 22 July 2022. One company-operated store was closed in Singapore.

In Malaysia, the Harvey Norman<sup>®</sup> brand has continued to recognise the significant opportunity to grow from 28 stores to 80 stores by the end of 2028. The first store in Malaysia was opened in 2003. We have doubled our store numbers to 28 in the last 5 years. Importantly, we have an experienced team in place to deliver this growth opportunity.

## AGGREGATED SALES REVENUE BY COUNTRY

**Aggregated Sales increase / (decrease) in Australian Dollars \$A – TOTAL SALES:  
Aggregated Sales increase / (decrease) from 1 July 2022 to 31 October 2022 vs 1 July 2021 to 31 October 2021<sup>1</sup>**

(% increases have been calculated in Australian Dollars \$A)

<sup>1</sup> comparable sales growth has not been adjusted for the temporary closures mandated by each local government as a result of their COVID-19 Response

COUNTRY	1 July 2022 to 31 October 2022 vs 1 July 2021 to 31 October 2021	
	Total %	Comparable %
Australian Franchisees	9.1	8.8
New Zealand	(-3.8)	(-4.2)
Slovenia & Croatia	3.6	3.6
Ireland	(-7.4)	(-10.9)
Northern Ireland	(-26.4)	(-26.4)
Singapore	7.5	10.2
Malaysia	44.5	38.4

**Aggregated Sales increase / (decrease) in Local Currencies – TOTAL SALES:  
Aggregated Sales increase / (decrease) from 1 July 2022 to 31 October 2022 vs 1 July 2021 to 31 October 2021<sup>1</sup>**

(% increases have been calculated in local currencies)

<sup>1</sup> comparable sales growth has not been adjusted for the temporary closures mandated by each local government as a result of their COVID-19 Response

COUNTRY (% increase calculated in local currencies)		1 July 2022 to 31 October 2022 vs 1 July 2021 to 31 October 2021	
		Total %	Comparable %
Australian Franchisees	\$A	9.1	8.8
New Zealand	\$NZD	2.1	1.8
Slovenia & Croatia	€Euro	10.6	10.6
Ireland	€Euro	(-1.2)	(-4.8)
Northern Ireland	£GBP	(-20.9)	(-20.9)
Singapore	\$SGD	1.7	4.2
Malaysia	MYR	42.9	36.9

This document was authorised to be provided to the ASX by the Board of Directors of Harvey Norman Holdings Limited.

Yours faithfully



**Chris Mentis**  
Company Secretary / CFO