

Proposed Expansion Plans in Malaysia

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CEO

Annual General Meeting
24 November 2022

MALAYSIA: A THRIVING POST-COVID ECONOMY

	Malaysia	Australia
Population	32.9 million	25.9 million
2028 Population Projection	36.3 million	29.2 million
Median Age	30.4 years	37.3 years
Average Household Size	4	2.6
GDP Growth	6.5%-7.0%*	3.9%
Unemployment	3.7%	3.4%
Stores	28 <small>28th store opened in 1 Utama Shopping Centre on Tuesday 22nd Nov 2022</small>	195

MALAYSIA

There is significant opportunity to increase the Harvey Norman® brand in Malaysia from 28 stores today to 80 stores by the end of 2028.

MALAYSIA: CURRENTLY 28 STORES

Date Opened

1	FLAGSHIP: IPC Shopping Centre	Dec 2003
2	Mid Valley Megamall	Nov 2006
3	Queensbay Mall	Dec 2006
4	Pavilion Kuala Lumpur	Sep 2007
5	Sunway Pyramid	Sep 2007
6	AEON Mall Bukit Tinggi	Nov 2007
7	1 Mont Kiara	Jan 2011
8	CITTA Mall	Sep 2011
9	Setia City Mall	May 2012
10	Paradigm Mall	May 2012
11	Ampang Point Shopping Centre	Dec 2012
12	Gurney Paragon Mall	July 2013
13	NU Sentral	May 2014
14	IOI City Mall	Oct 2015
15	Sunway Velocity Mall	Dec 2016
16	Vivacity Megamall	Nov 2017
17	Paradigm Mall Johor Bahru	Jul 2018
18	Miri Times Square	Apr 2019
19	The Mall, Mid Valley Southkey	Jul 2019
20	AEON Mall Kota Bharu	Oct 2019
21	Toppen Shopping Centre	Nov 2019
22	Ipoh Parade	Nov 2019
23	Klippa Shopping Centre	Dec 2019
24	KL East Mall	Nov 2020
25	Menara Harvey Norman	Dec 2020
26	Quayside Mall	Dec 2020
27	Pavilion Bukit Jalil	Dec 2021
28	1 Utama Shopping Centre	22 Nov 2022

Harvey Norman®
opened its first store in
Malaysia in December
2003, with our Flagship
Store at IPC Shopping
Centre, KL.

We have DOUBLED the
number of Malaysian
stores over the past
5 years.

MALAYSIAN GROWTH & EXPANSION PLANS



- We have an experienced team in place in Malaysia with extensive retail experience and tenure with our brand to deliver the Malaysian Expansion Plans over the next 6 years. This highly-skilled local team will bolster the infrastructure required to deliver the growth opportunities in areas such as IT, warehousing, property, finance, HR and marketing.
- **The intention is to fund the Malaysian Expansion Plans through operating cash flows and existing cash reserves in Malaysia.**

**CURRENT &
PROPOSED STORE
LOCATIONS**



Current Stores



Current Stores



New Store ECFB



New Store EC

28th Store in Malaysia

**1 UTAMA
SHOPPING CENTRE
KUALA LUMPUR**

Opened 22nd November 2022

Harvey Norman

Harvey Norman

BUY 0%
INTEREST-FREE
INSTALLMENT
on all major banks
credit cards.

ELECTRICAL
COMPUTERS
FURNITURE
BEDDING

SHOP with
CONFIDENCE

11am
12pm
1pm
2pm
3pm
4pm
5pm
6pm

BEDDING
COMPUTERS
FURNITURE
ELECTRICAL

11am
12pm
1pm
2pm
3pm
4pm
5pm
6pm

CONFIDENCE
BUYING

WOLUWA
HILLAS

every day
at the lowest price

INSTALLMENT
INTEREST-FREE

0%





modern
entry

gaming/
performance

all-in-one
desktops

accessories

Form-fitting
USB-C Hubs

5899

3199

3955

ink

mobile

bedding









←KELUAR

laundry





 **BOSCH**

TEKA

 **ELECTROLUX**

TEKA



 **ELECTROLUX**





Accessories

modern entry

modern entry

modern entry

modern entry

SAMSUNG

Galaxy S6
Galaxy S6 Edge

QAMHIN

Canon

cameras

Microsoft Surface

Harvey Norman

ELECTRICAL
COMPUTERS
FURNITURE
B...



Harvey Norman[®]

ONLINE | MOBILE | LOCAL STORE