

Harvey Norman Holdings Limited

A.C.N. 003 237 545

A1 RICHMOND ROAD
HOMEBUSH WEST N.S.W. 2140
LOCKED BAG 2
SILVERWATER DC, N.S.W 1811

Telephone: (02) 9201 6111
Facsimile: (02) 9201 6250

2 November 2016

Australian Securities Exchange Limited
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

AGGREGATED SALES AND UNAUDITED PROFIT BEFORE TAX FOR THE THREE (3) MONTHS ENDED 30 SEPTEMBER 2016

The Directors of Harvey Norman Holdings Limited announce that the aggregated amount of sales from 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®, Domayne® and Joyce Mayne® branded franchised complexes ("Aggregated Sales") totalled \$1.69 billion for the three (3) months ended 30 September 2016. When compared to Aggregated Sales for the three (3) months ended 30 September 2015, **the increase was 6.6%**. Comparable Aggregated Sales for the three (3) months ended 30 September 2016 when compared to the three (3) months ended 30 September 2015, **increased by 6.5%**. Sales made by franchisees are not made by Harvey Norman Holdings Limited or controlled entities.

Aggregated Sales have been positively affected by a 6.2% appreciation in the New Zealand dollar \$, and negatively affected by a 4.0% devaluation in the Euro €, an 18.9% devaluation in the UK Pound £, a 1.6% devaluation in the Singaporean dollar \$ and a 4.3% devaluation in the Malaysian Ringgit for the three (3) months ended 30 September 2016 compared to the three (3) months ended 30 September 2015.

Aggregated Sales increase / (decrease) in Australian Dollars \$A

COUNTRY	TOTAL SALES 1QTR 2017 vs. 1QTR 2016 %	COMPARABLE SALES 1QTR 2017 vs. 1QTR 2016 %
Australian Franchisees	5.4	5.4
New Zealand	18.4	14.8
Slovenia / Croatia	(-4.8)	(-4.6)
Ireland	(-3.9)	(-4.3)
Northern Ireland	31.5	(-11.5)
Singapore	8.3	26.5
Malaysia	10.1	1.1

Aggregated Sales increase / (decrease) in Constant Local Currencies

COUNTRY		TOTAL SALES 1QTR 2017 vs. 1QTR 2016 %	COMPARABLE SALES 1QTR 2017 vs. 1QTR 2016 %
Australian Franchisees	\$A	5.4	5.4
New Zealand	\$NZD	11.6	8.2
Slovenia / Croatia	€Euro	(-0.8)	(-0.6)
Ireland	€Euro	0.3	(-0.1)
Northern Ireland	£GBP	62.2	9.2
Singapore	\$SGD	10.1	28.6
Malaysia	RM	14.7	5.3

Unaudited Profit Before Tax and Non-Controlling Interests for the Consolidated Entity

Unaudited preliminary accounts for the period 1 July 2016 to 30 September 2016 indicate profit before tax and non-controlling interests, and excluding property revaluation adjustments, for the consolidated entity of \$115.6m compared to \$91.8m for the prior corresponding period, an increase of 25.9% (+\$23.8m).

Yours faithfully



Chris Mentis
Company Secretary / CFO