

# Harvey Norman Holdings Limited

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Australian Securities Exchange Limited  
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SYDNEY NSW 2000

## AGGREGATED SALES FOR THE FINANCIAL YEAR ENDED 30 JUNE 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 \$6.92 billion for the twelve (12) months ended 30 June 2016. When compared to Aggregated Sales for the year ended 30 June 2015, **the increase was 8.3%**. Comparable Aggregated Sales for the twelve (12) months ended 30 June 2016 when compared to the year ended 30 June 2015, **increased by 8.7%**.

Aggregated Sales have been positively affected by a 6.1% appreciation in the Euro €, an 8.0% appreciation in the UK Pound £, a 8.25% appreciation in the Singaporean dollar \$, and negatively impacted by a 1.3% devaluation in the New Zealand dollar \$ and a 4.2% devaluation in the Malaysian Ringgit for the year ended 30 June 2016 compared to the year ended 30 June 2015.

### Aggregated Sales increase / (decrease) in \$A – Total Sales

COUNTRY	1QTR 2016 vs. 1QTR 2015 %	2QTR 2016 vs. 2QTR 2015 %	3QTR 2016 vs. 3QTR 2015 %	4QTR 2016 vs. 4QTR 2015 %	YTD 30/06/16 vs. YTD 30/06/15 %
Australian Franchisees	5.7	9.4	6.9	8.3	<b>7.6</b>
New Zealand	3.2	8.7	11.8	13.4	<b>9.4</b>
Slovenia / Croatia	10.4	0.3	17.6	18.3	<b>10.9</b>
Ireland	21.8	17.1	15.0	14.7	<b>17.2</b>
Northern Ireland	44.1	28.6	66.9	90.0	<b>56.5</b>
Singapore	15.0	1.9	16.7	16.5	<b>12.1</b>
Malaysia	(-8.2)	4.2	(-16.5)	40.6	<b>1.9</b>

### Aggregated Sales increase / (decrease) in \$A – Comparable Sales

COUNTRY	1QTR 2016 vs. 1QTR 2015 %	2QTR 2016 vs. 2QTR 2015 %	3QTR 2016 vs. 3QTR 2015 %	4QTR 2016 vs. 4QTR 2015 %	YTD 30/06/16 vs. YTD 30/06/15 %
Australian Franchisees	7.1	10.3	7.6	8.4	<b>8.4</b>
New Zealand	1.9	8.2	11.9	10.6	<b>8.3</b>
Slovenia / Croatia	9.4	0.1	17.6	18.3	<b>10.6</b>
Ireland	19.8	17.2	15.0	14.5	<b>16.7</b>
Northern Ireland	44.1	5.1	9.0	0.1	<b>15.8</b>
Singapore	12.3	6.2	25.6	21.6	<b>16.1</b>
Malaysia	(-8.2)	(-2.2)	(-21.7)	30.9	<b>(-3.3)</b>

During the twelve months ended 30 June 2016 the following franchised complexes in Australia and company operated stores overseas were opened / closed:

Australia:	One Joyce Mayne <sup>®</sup> franchised complex and two Harvey Norman <sup>®</sup> franchised complexes were closed and one Harvey Norman <sup>®</sup> franchised complex was opened.
New Zealand:	One company-operated Harvey Norman <sup>®</sup> store was opened.
Northern Ireland:	One company-operated Harvey Norman <sup>®</sup> store was closed and one company-operated Harvey Norman <sup>®</sup> store was opened.
Singapore:	Three company-operated Harvey Norman <sup>®</sup> stores were closed and the new 100,000 sq.ft. flagship store at Millenia Walk replaced the existing 45,000 sq.ft. store.
Malaysia:	One company-operated Harvey Norman <sup>®</sup> store was opened.

#### **Aggregated Sales increase / (decrease) in constant local currencies – Total Sales**

COUNTRY		1QTR 2016 vs. 1QTR 2015 %	2QTR 2016 vs. 2QTR 2015 %	3QTR 2016 vs. 3QTR 2015 %	4QTR 2016 vs. 4QTR 2015 %	YTD 30/06/16 vs. YTD 30/06/15 %
Australian Franchisees	\$A	5.7	9.4	6.9	8.3	<b>7.6</b>
New Zealand	\$NZD	4.8	7.7	16.0	15.2	<b>10.9</b>
Slovenia / Croatia	€Euro	3.2	(-3.6)	10.2	10.3	<b>4.5</b>
Ireland	€Euro	13.5	12.2	7.6	7.2	<b>10.4</b>
Northern Ireland	£GBP	21.7	12.6	61.4	91.5	<b>44.9</b>
Singapore	\$SGD	0.3	(-7.3)	10.6	12.8	<b>3.5</b>
Malaysia	RM	(-8.3)	10.4	(-11.1)	47.2	<b>6.4</b>

#### **Aggregated Sales increase / (decrease) in constant local currencies – Comparable Sales**

COUNTRY		1QTR 2016 vs. 1QTR 2015 %	2QTR 2016 vs. 2QTR 2015 %	3QTR 2016 vs. 3QTR 2015 %	4QTR 2016 vs. 4QTR 2015 %	YTD 30/06/16 vs. YTD 30/06/15 %
Australian Franchisees	\$A	7.1	10.3	7.6	8.4	<b>8.4</b>
New Zealand	\$NZD	3.4	7.3	16.1	12.4	<b>9.8</b>
Slovenia / Croatia	€Euro	2.3	(-3.8)	10.3	10.3	<b>4.2</b>
Ireland	€Euro	11.7	12.2	7.6	7.0	<b>10.0</b>
Northern Ireland	£GBP	21.7	(-7.9)	4.2	12.9	<b>6.3</b>
Singapore	\$SGD	(-2.0)	(-3.5)	19.0	17.8	<b>7.2</b>
Malaysia	RM	(-8.3)	3.8	(-16.6)	37.1	<b>1.0</b>

#### **Australian Franchisee Sales 1 July 2016 to 28 August 2016 vs. 1 July 2015 to 28 August 2015**

Harvey Norman<sup>®</sup>, Domayne<sup>®</sup>, and Joyce Mayne<sup>®</sup> branded franchisee sales for the period 1 July 2016 to 28 August 2016, increased by 6.4% compared to the period 1 July 2015 to 28 August 2015, and 6.6% on a comparable sales basis.

Yours faithfully

**Chris Mentis**  
Company Secretary / CFO