

Harvey Norman Holdings Limited

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Australian Securities Exchange Limited
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RETAIL TRADING UPDATE:

AGGREGATED SALES REVENUE FOR THE PERIOD 1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022 **DOWN -9.1%**

The Directors of Harvey Norman Holdings Limited announce that the aggregated sales revenue from Harvey Norman® 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 in Australia* (**Aggregated Sales**) **decreased by -9.1%** for the period 1 July 2023 to 30 September 2023 when compared to Aggregated Sales for the period 1 July 2022 to 30 September 2022. Comparable Aggregated Sales for the period 1 July 2023 to 30 September 2023 when compared to the previous corresponding period, **decreased by -10.0%**.

Aggregated Sales have been positively affected by a 12.8% appreciation in the (Euro €), a 12.4% appreciation in the UK Pound (£GBP), a 2.9% appreciation in the New Zealand dollar (\$NZD), an 8.1% appreciation in the Singaporean dollar (\$SGD) and a 1.1% appreciation in the Malaysian Ringgit (MYR) for the period 1 July 2023 to 30 September 2023 compared to the period 1 July 2022 to 30 September 2022.

** Sales made by franchisees in Australia are not made by Harvey Norman Holdings Limited (HNHL) or its controlled entities and do not form part of the financial results of the HNHL consolidated entity.*

During the current period, three new company-operated stores were opened in Malaysia located at Shah Alam, Selangor (opened 24 July 2023), Kota Kinabalu, Sabah (opened 28 August 2023) and Damansara Heights, Kuala Lumpur (opened 9 October 2023), bringing our total number of stores in Malaysia to 31 as of the date of this announcement.

AGGREGATED SALES REVENUE BY COUNTRY

Aggregated Sales increase / (decrease) from 1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022 in Australian Dollars \$A:

COUNTRY % increase / (decrease) calculated in \$A	1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022	
	Total %	Comparable %
Australian Franchisees	(-13.6)	(-13.9)
New Zealand	(-1.6)	(-3.3)
Slovenia & Croatia	1.9	(-5.2)
Ireland	13.7	12.6
Northern Ireland	2.3	2.3
Singapore	6.9	7.7
Malaysia	0.0	(-8.4)

Aggregated Sales increase / (decrease) from 1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022 in local currencies:

COUNTRY % increase / (decrease) calculated in local currencies		1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022	
		Total %	Comparable %
Australian Franchisees	\$A	(-13.6)	(-13.9)
New Zealand	\$NZD	(-4.4)	(-6.0)
Slovenia & Croatia	€Euro	(-9.5)	(-15.9)
Ireland	€Euro	0.9	(-0.2)
Northern Ireland	£GBP	(-8.8)	(-8.8)
Singapore	\$SGD	(-1.0)	(-0.3)
Malaysia	MYR	(-1.0)	(-9.3)

**UNAUDITED PRELIMINARY PROFIT BEFORE TAX & NON-CONTROLLING INTERESTS (excluding impact of AASB 16 Leases & net property revaluations) for the consolidated entity for the period 1 July 2023 to 30 September 2023 vs 1 July 2022 to 30 September 2022
DOWN -49.1%**

Unaudited preliminary accounts for the consolidated entity for the period 1 July 2023 to 30 September 2023 indicate profit before tax and non-controlling interests (excluding impact of AASB 16 Leases & net property revaluation adjustments) of **\$86.23 million compared to \$169.45 million** for the period 1 July 2022 to 30 September 2022, a decrease of approximately **-49.1%**.

This disclosure is not intended to constitute earnings guidance. The Company does not provide earnings guidance.

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