

Harvey Norman Holdings Limited

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29 November 2023

Australian Securities Exchange Limited
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RETAIL TRADING UPDATE:

AGGREGATED SALES REVENUE FOR THE PERIOD 1 July 2023 to 25 November 2023 vs 1 July 2022 to 25 November 2022 **DOWN -7.8%**

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 -7.8%** for the period 1 July 2023 to 25 November 2023 when compared to Aggregated Sales for the period 1 July 2022 to 25 November 2022. Comparable Aggregated Sales for the period 1 July 2023 to 25 November 2023 when compared to the previous corresponding period, **decreased by -8.7%**.

Aggregated Sales have been positively affected by a 10.8% appreciation in the (Euro €), a 10.6% appreciation in the UK Pound (£GBP), a 2.6% appreciation in the New Zealand dollar (\$NZD), a 6.7% appreciation in the Singaporean dollar (\$SGD) and a 0.6% appreciation in the Malaysian Ringgit (MYR) for the period 1 July 2023 to 25 November 2023 compared to the period 1 July 2022 to 25 November 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, one franchised complex was opened on 3 November 2023 at Belconnen, ACT. In Malaysia, four new company-operated stores were opened during the period located at Shah Alam, Selangor (opened 24 July 2023), Kota Kinabalu, Sabah (opened 28 August 2023), Pavilion Damansara Heights, Kuala Lumpur (opened 9 October 2023), and Kuantan, Pahang [electrical and computers only] (opened 17 November 2023), bringing our total number of stores in Malaysia to 32 as of the date of this announcement.

AGGREGATED SALES REVENUE BY COUNTRY

Aggregated Sales increase / (decrease) from 1 July 2023 to 25 November 2023 vs 1 July 2022 to 25 November 2022 in Australian Dollars \$A:

| COUNTRY % increase / (decrease) calculated in \$A | 1 July 2023 to 25 November 2023 vs 1 July 2022 to 25 November 2022 | |
|---|---|--------------|
| | Total % | Comparable % |
| Australian Franchisees | (-11.6) | (-11.9) |
| New Zealand | (-2.6) | (-4.1) |
| Slovenia & Croatia | 2.9 | (-4.0) |
| Ireland | 8.6 | 8.0 |
| Northern Ireland | 2.8 | 2.8 |
| Singapore | 5.1 | 5.5 |
| Malaysia | 2.1 | (-7.8) |

Aggregated Sales increase / (decrease) from 1 July 2023 to 25 November 2023 vs 1 July 2022 to 25 November 2022 in local currencies:

| COUNTRY % increase / (decrease) calculated in local currencies | | 1 July 2023 to 25 November 2023 vs 1 July 2022 to 25 November 2022 | |
|--|-------|---|--------------|
| | | Total % | Comparable % |
| Australian Franchisees | \$A | (-11.6) | (-11.9) |
| New Zealand | \$NZD | (-5.1) | (-6.6) |
| Slovenia & Croatia | €Euro | (-6.9) | (-13.1) |
| Ireland | €Euro | (-1.7) | (-2.3) |
| Northern Ireland | £GBP | (-6.8) | (-6.8) |
| Singapore | \$SGD | (-1.4) | (-0.9) |
| Malaysia | MYR | 1.6 | (-8.3) |

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