

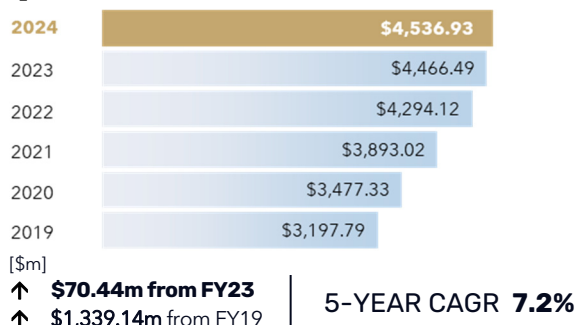
June 2024 (FY24) Results

"FY24 has delivered strong operating cashflows of \$686.53m at a cash conversion of 100.4% while maintaining a low net debt to equity ratio of 14.49%. We have nearly \$8bn in total assets and solid net assets of \$4.54bn. Our omni-channel strategy, bolstered by our strong brand and extensive geographical reach, will empower franchisees and company-operated stores to leverage the emerging AI-PC market, which will drive sales growth as the category grows."

Harvey Norman® Chairman, Gerry Harvey

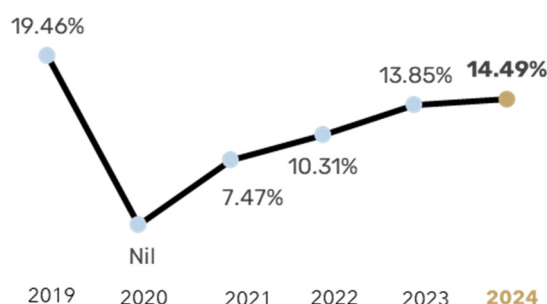
Net Assets

\$4.54bn



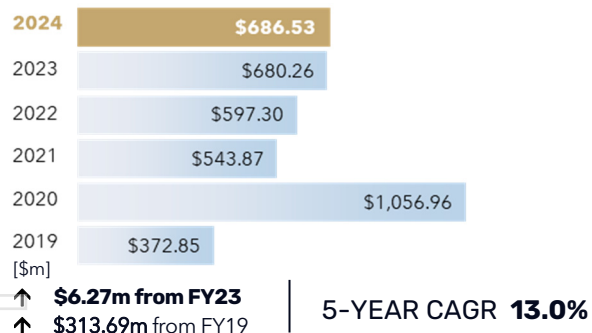
Net Debt to Equity %

14.49%



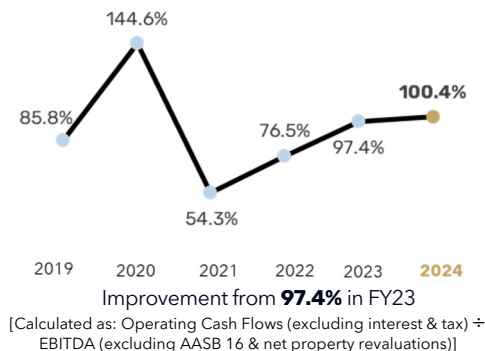
Operating Cash Flows

\$686.53m



Cash Conversion %

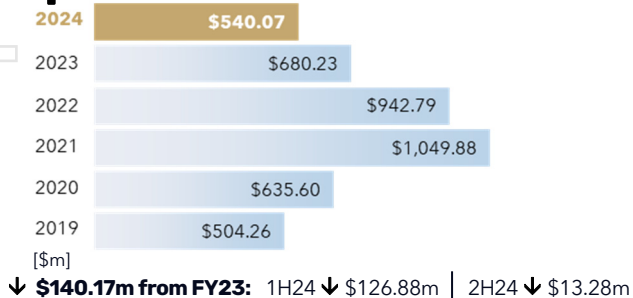
100.4%



PBT

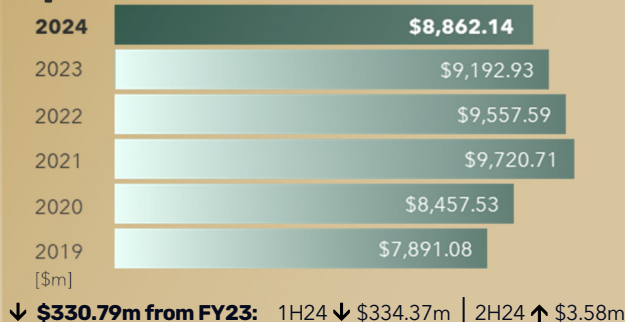
[excluding AASB 16 net impact and net property revaluations]

\$540.07m



Total System Sales Revenue*

\$8.86bn



*Comprised of Harvey Norman® overseas company-operated sales revenue and aggregated Harvey Norman®, Domayne® and Joyce Mayne® franchisee sales revenue in Australia. Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity.

REPORTED PBT

\$541.69m

FY24 vs FY23

↓
-30.2%

(down \$234.39m)

1H24 vs 1H23

↓
-45.7%

(down \$239.09m)

2H24 vs 2H23

↑
+1.9%

(up \$4.69m)

PBT

Excluding net impact of AASB 16 and property revaluations.

\$540.07m

FY24 vs FY23

↓
-20.6%

(down \$140.17m)

1H24 vs 1H23

↓
-29.5%

(down \$126.88m)

2H24 vs 2H23

↓
-5.3%

(down \$13.28m)

Harvey Norman® Chairman, Gerry Harvey said "Amid the ongoing challenges in discretionary retail for FY24, reported profit before tax for FY24 was \$541.69 million, down by \$234.39 million (-30.2%) from \$776.08 million in FY23. Profitability declined in 1H24 by \$239.09 million (-45.7%) from 1H23 before significantly improving in the second half with a modest increase of \$4.69 million (+1.9%) in 2H24 relative to 2H23. Excluding the effects of AASB 16 Leases and net property revaluations, profit before tax for FY24 was \$540.07 million, down by \$140.17 million (-20.6%) on FY23. 1H24 contributed \$126.88 million (-29.5%) to the decrease, whilst improved performance in 2H24 saw a more moderate reduction of \$13.28 million (-5.3%) compared to 2H23."

"Our balance sheet remains strong with total assets of nearly \$8 billion, anchored by a \$4.23 billion property portfolio. We have continued to deliver sustainable growth in net assets, rising to \$4.54 billion as at 30 June 2024, a substantial increase of \$1.34 billion since the start of the pandemic, with a 5-year CAGR of 7.2%. Prudent and efficient working capital management across key segments has continued to deliver strong operating cash flows of \$686.53 million at a cash conversion ratio of 100.4%. Our net debt to equity ratio remains low and conservative at 14.49%, ensuring our capacity to access additional liquidity as needed." Mr. Harvey said.

Our company-operated overseas retail segment result comprises 22% of total PBT excluding net property revaluations. Overseas retail profitability declined by \$20.51 million (-14.8%) to \$118.54 million. Overseas retail sales were impacted by the persistent macroeconomic headwinds in New Zealand that continue to dampen consumer and business confidence, and the ongoing cost of living and inflationary pressures across Asia and Europe.

In Australia, the franchising operations segment PBT result was \$273.56 million for FY24, a decrease of \$99.80 million (-26.7%) from \$373.36 million in FY23. The majority of the decline was incurred in 1H24 where franchising operations profitability reduced by \$94.57 million (-39.8%) from 1H23. Profitability improved in 2H24, mainly driven by stronger franchisee sales performance in 4Q24, delivering a segment result of \$130.48 million for 2H24, a slight decrease of \$5.23 million (-3.9%) from \$135.71 in 2H23.

The Harvey Norman® brand in 8 countries has a significant opportunity to benefit from the growth in the emerging AI-PC market, and the continuing innovation of products is expected to drive sales growth in the Home Appliances, Mobile & Computer Technology categories throughout FY25 and beyond.

Mr. Harvey said "Our strategic highlights during the year include building on our digital, online and in-store offerings, as well as the strategic expansion of our global store network and targeted investments in key segments. We are excited about the recent Gen-AI product cycle and are committed to further investing in digital initiatives to assist both our franchisees and company-operated stores in promoting Gen-AI-enabled products to mainstream consumers. We are strategically positioned to capitalise on improvements in retail trading conditions and the expected growth from the home renovation cycle, new home constructions and increases in net migration."

The Board has recommended the payment of a fully-franked final dividend of 12.0 cents per share, to be paid on 13 November 2024 to shareholders registered on 16 October 2024. The details of this announcement will be made available on our website www.harveynormanholdings.com.au.

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
30 August 2024