

Harvey Norman Holdings Limited

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Australian Securities Exchange Limited
Exchange Centre
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RETAIL TRADING UPDATE:

**AGGREGATED SALES REVENUE FOR THE PERIOD
1 July 2024 to 31 October 2024 vs 1 July 2023 to 31 October 2023
UP 1.7%**

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, United Kingdom, 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**) **increased by 1.7%** for the period 1 July 2024 to 31 October 2024 when compared to Aggregated Sales for the period 1 July 2023 to 31 October 2023. Comparable Aggregated Sales for the period 1 July 2024 to 31 October 2024 when compared to the previous corresponding period, **increased by 1.4%**.

** 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.*

Aggregated Sales have been negatively affected by a 1.6% depreciation in the Euro (€), a 1.6% depreciation in the New Zealand dollar (\$NZD), a 0.3% depreciation in the Singaporean dollar (\$SGD) offset by a 0.6% appreciation in the UK Pound (£GBP) and a 2.2% appreciation in the Malaysian Ringgit (MYR) for the period 1 July 2024 to 31 October 2024 compared to the period 1 July 2023 to 31 October 2023.

During the current period, two new franchised complexes were opened, located at Macgregor, QLD (opened 9 September 2024) and Melton, VIC (opened 14 October 2024), and one franchised complex was relocated from a leasehold site to a freehold property. Four new company-operated stores were opened, located at Elmina Lakeside Mall, Selangor, Malaysia (opened 30 August 2024), our first store in England located at Merry Hill (opened 11 October 2024), Papanui, New Zealand (opened 28 October 2024) and Ravenswood, New Zealand (opened 21 November 2024). One store was closed in Singapore during the current period bringing our total number of overseas company-operated stores to 120 as of the date of this announcement.

AGGREGATED SALES REVENUE BY COUNTRY

Aggregated Sales increase / (decrease) from 1 July 2024 to 31 October 2024 vs 1 July 2023 to 31 October 2023 in Australian Dollars \$A:

| COUNTRY % increase / (decrease) calculated in \$A | 1 July 2024 to 31 October 2024 vs 1 July 2023 to 31 October 2023 | |
|--|---|---------------------|
| | Total % | Comparable % |
| Australian Franchisees | 3.2 | 3.1 |
| New Zealand | (-8.6) | (-8.2) |
| Slovenia & Croatia | 4.4 | 4.6 |
| Ireland | 1.5 | 1.5 |
| United Kingdom | 7.6 | (-4.8) |
| Singapore | (-1.5) | 0.0 |
| Malaysia | 8.2 | (-2.0) |

Aggregated Sales increase / (decrease) from 1 July 2024 to 31 October 2024 vs 1 July 2023 to 31 October 2023 in local currencies:

| COUNTRY % increase / (decrease) calculated in local currencies | | 1 July 2024 to 31 October 2024 vs 1 July 2023 to 31 October 2023 | |
|---|-------|---|---------------------|
| | | Total % | Comparable % |
| Australian Franchisees | \$A | 3.2 | 3.1 |
| New Zealand | \$NZD | (-7.2) | (-6.6) |
| Slovenia & Croatia | €Euro | 6.1 | 6.3 |
| Ireland | €Euro | 3.2 | 3.2 |
| United Kingdom | £GBP | 6.9 | (-5.4) |
| Singapore | \$SGD | (-1.2) | 0.3 |
| Malaysia | MYR | 5.7 | (-4.4) |

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