

# Harvey Norman Holdings Limited

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Australian Securities Exchange Limited  
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## SALES FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

The Directors of Harvey Norman Holdings Limited announce that sales from the franchised "Harvey Norman" complexes, commercial divisions and other sales outlets in Australia, New Zealand, Slovenia, Croatia, Ireland and Northern Ireland (excluding Singapore) ("Global Sales") totalled \$3.09 billion for the six (6) months ended 31 December 2014. When compared to Global Sales for the period ended 31 December 2013, **the increase was 3.2%**. Like for like sales for the six (6) months ended 31 December 2014 when compared to the same period ended 31 December 2013, **increased by 3.4%**.

Global sales have been positively affected by a 3.6% appreciation in the NZ\$, a 6.5% appreciation in the UK Pound, and negatively affected by a 0.6% devaluation in the Euro, for the six months ended 31 December 2014 compared to the six months ended 31 December 2013.

### Global Sales increase / (decrease) in \$A - - Total Sales

Country	1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	HY 2015 vs HY 2014 %
Australia	1.8	2.1	1.9
New Zealand	11.3	10.2	10.7
Slovenia / Croatia	8.2	6.3	7.2
Ireland	9.6	4.7	6.5
Northern Ireland	33.0	22.1	26.7

### Global Sales increase / (decrease) in \$A - Like for Like Sales

Country	1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	HY 2015 vs HY 2014 %
Australia	2.8	2.8	2.8
New Zealand	5.3	5.6	5.4
Slovenia / Croatia	8.2	6.0	7.0
Ireland	9.6	4.7	6.5
Northern Ireland	33.0	22.1	26.7

During the six months ended 31 December 2014 one Harvey Norman and two Joyce Mayne franchised complexes in Australia were closed and one Company operated store in New Zealand was opened.

**Global Sales increase / (decrease) in constant local currencies - – Total Sales**

Country		1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	HY 2015 vs HY 2014 %
Australia	\$ A	1.8	2.1	1.9
New Zealand	NZ \$	6.4	7.4	6.9
Slovenia / Croatia	€ Euro	9.3	6.6	7.9
Ireland	€ Euro	10.7	5.0	7.2
Northern Ireland	£ Pound	24.8	14.7	19.0

**Global Sales increase / (decrease) in constant local currencies – Like for Like Sales**

Country		1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	HY 2015 vs HY 2014 %
Australia	\$ A	2.8	2.8	2.8
New Zealand	NZ \$	0.4	3.1	1.9
Slovenia / Croatia	€ Euro	9.3	6.3	7.7
Ireland	€ Euro	10.7	5.0	7.2
Northern Ireland	£ Pound	24.8	14.6	19.0

**January 2015 sales vs January 2014 sales**

Global sales for the month of January 2015 increased by 8.0% compared to the month of January 2014. Like for like Global sales for the month of January 2015 increased by 8.4% compared to the month of January 2014.

Sales from franchised Harvey Norman complexes, commercial divisions and other sales entities in Australia increased by 7.7% for the month of January 2015 compared to January 2014. Like for like sales increased by 8.8% for the month of January 2015 compared to January 2014. February trading to date has been stable in line with the financial year to date.

Yours faithfully



**Chris Mentis**  
Chief Financial Officer