

# Harvey Norman Holdings Limited

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Australian Securities Exchange Limited  
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## SALES FOR THE FINANCIAL YEAR ENDED 30 JUNE 2015

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 \$6.02 billion for the twelve (12) months ended 30 June 2015. When compared to Global Sales for the year ended 30 June 2014, **the increase was 4.3%**. Like for like sales for the twelve (12) months ended 30 June 2015 when compared to the year ended 30 June 2014, **increased by 4.6%**.

Global sales have been positively affected by a 2.9% appreciation in the NZ \$, a 6.6% appreciation in the UK Pound and negatively impacted by a 2.7% devaluation in the Euro for the year ended 30 June 2015 compared to the year ended 30 June 2014.

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

Country	1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	3Qtr 2015 vs 3Qtr 2014 %	4Qtr 2015 vs 4Qtr 2014 %	YTD 30/6/15 vs YTD 30/6/14 %
Australia	1.8	2.1	5.2	6.1	3.7
New Zealand	11.3	10.2	10.5	5.8	9.4
Slovenia / Croatia	8.2	6.3	(-7.0)	(-11.5)	(-1.1)
Ireland	9.6	4.7	2.4	1.0	4.4
Northern Ireland	33.0	22.1	21.1	18.1	23.1

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

Country	1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	3Qtr 2015 vs 3Qtr 2014 %	4Qtr 2015 vs 4Qtr 2014 %	YTD 30/6/15 vs YTD 30/6/14 %
Australia	2.8	2.8	5.9	6.9	4.5
New Zealand	5.3	5.6	6.6	4.4	5.5
Slovenia / Croatia	8.2	6.0	(-7.5)	(-12.3)	(-1.5)
Ireland	9.6	4.7	2.4	1.0	4.4
Northern Ireland	33.0	22.1	21.1	18.1	23.1

**In Australia, during the twelve months ended 30 June 2015**, two Harvey Norman and three Joyce Mayne complexes were closed. One Harvey Norman complex was opened, and one Joyce Mayne complex was re-branded to Domayne. In New Zealand, one company owned store was opened during the twelve months to June 2015.

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

Country		1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	3Qtr 2015 vs 3Qtr 2014 %	4Qtr 2015 vs 4Qtr 2014 %	YTD 30/6/15 vs YTD 30/6/14 %
Australia	\$ A	1.8	2.1	5.2	6.1	3.7
New Zealand	NZ \$	6.4	7.4	7.9	4.0	6.4
Slovenia / Croatia	€ Euro	9.3	6.6	(-0.8)	(-8.1)	1.7
Ireland	€ Euro	10.7	5.0	9.2	5.9	7.3
Northern Ireland	£ Pound	24.8	14.7	16.2	7.5	15.5

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

Country		1Qtr 2015 vs 1Qtr 2014 %	2Qtr 2015 vs 2Qtr 2014 %	3Qtr 2015 vs 3Qtr 2014 %	4Qtr 2015 vs 4Qtr 2014 %	YTD 30/6/15 vs YTD 30/6/14 %
Australia	\$ A	2.8	2.8	5.9	6.9	4.5
New Zealand	NZ \$	0.4	3.1	4.1	2.6	2.6
Slovenia / Croatia	€ Euro	9.3	6.3	(-1.4)	(-8.9)	1.2
Ireland	€ Euro	10.7	5.0	9.2	5.9	7.3
Northern Ireland	£ Pound	24.8	14.6	16.2	7.5	15.5

Sales from the franchised Harvey Norman complexes, commercial divisions and other sales outlets in Australia, for the period 1 July 2015 to 27 August 2015, increased by 5.5% compared to the period 1 July 2014 to 27 August 2014, and 6.6% on a like for like basis.

Continuing strength in the Australian housing market, particularly in new home construction and secondary market transaction levels, will support Harvey Norman's medium term performance.

Yours faithfully



**Chris Mentis**  
Company Secretary / CFO