

Harvey Norman Holdings Limited

A.C.N. 003 237 545

A1 RICHMOND ROAD
HOMEBUSH WEST N.S.W. 2140
LOCKED BAG 2
SILVERWATER DC, N.S.W 1811

Telephone: (02) 9201 6111
Facsimile: (02) 9201 6250

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Australian Securities Exchange Limited
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

SALES AND UNAUDITED PRELIMINARY PROFIT FOR THE FINANCIAL YEAR ENDED 30 JUNE 2012

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 \$5.74 billion for the year ended 30 June 2012. When compared to Global Sales for the year ended 30 June 2011, **the decrease was 7.0%**. Like for like sales for the year ended 30 June 2012 when compared to the year ended 30 June 2011, **decreased by 6.5%**.

Global Sales increase / (decrease) in \$A

	1Qtr 2012 vs 1Qtr 2011 %	2Qtr 2012 vs 2Qtr 2011 %	3Qtr 2012 vs 3Qtr 2011 %	4Qtr 2012 vs 4Qtr 2011 %	YTD 30/6/12 vs YTD 30/6/11 %
Total sales	(-3.8)	(-8.2)	(-8.1)	(-8.0)	(-7.0)
Like for Like Sales	(-3.8)	(-8.0)	(-7.5)	(-6.1)	(-6.5)

Global sales have been negatively affected by a 6.0% deterioration in the Euro, a 4.7% deterioration in the UK Pound, and positively affected by a 1.7% appreciation in the NZ\$, for the year ended 30 June 2012 compared to the year ended 30 June 2011.

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

Country		1Qtr 2012 vs 1Qtr 2011 %	2Qtr 2012 vs 2Qtr 2011 %	3Qtr 2012 vs 3Qtr 2011 %	4Qtr 2012 vs 4Qtr 2011 %	YTD 30/6/12 vs YTD 30/6/11 %
Australia *	\$ A	(-2.9)	(-10.2)	(-9.2)	(10.0)	(-8.1)
New Zealand	NZ \$	(-10.2)	3.1	(-6.6)	(-2.5)	(-4.0)
Slovenia /Croatia	€ Euro	1.2	25.3	26.6	93.1	35.4
Ireland	€ Euro	(-0.5)	10.0	1.3	13.5	6.3
Northern Ireland	£ Pound	(-11.1)	1.8	9.3	11.5	2.0

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

Country		1Qtr 2012 vs 1Qtr 2011 %	2Qtr 2012 vs 2Qtr 2011 %	3Qtr 2012 vs 3Qtr 2011 %	4Qtr 2012 vs 4Qtr 2011 %	YTD 30/6/12 vs YTD 30/6/11 %
Australia *	\$ A	(-2.8)	(-9.5)	(-7.7)	(-7.3)	(-7.0)
New Zealand	NZ \$	(-10.6)	2.3	(-7.9)	(-3.0)	(-4.7)
Slovenia /Croatia	€ Euro	(-8.9)	(-19.3)	(-5.0)	(-4.7)	(-10.4)
Ireland	€ Euro	(-0.5)	10.0	1.3	13.5	6.3
Northern Ireland	£ Pound	(-11.1)	1.8	9.3	11.5	2.0

* Includes sales of company operated Clive Peeters and Rick Hart stores which ceased trading in October 2011. Sixteen were rebranded as Harvey Norman and two as Joyce Mayne.

Our retail franchisees will continue to innovate, invest and improve their product offering, online channel, staff training and strategic category enhancements.

Trading conditions continue to be challenged coupled with deflationary headwinds particularly in the technology categories. Home appliances, furniture and bedding remain stable and the businesses are well placed for any upturn in housing starts.

Unaudited preliminary accounts for the year ended 30 June 2012 indicate profit before tax and minority interests for the consolidated entity of \$227.6 million compared to \$373.9 million for the year ended 30 June 2011, a reduction of 39.1% (\$146.3 million). The unaudited preliminary accounts for the year ending 30 June 2012 indicate profit before tax and minority interests of \$227.6 million, and included a net property revaluation decrement of (\$25.0 million). The profit before tax and minority interests of \$373.9 million for year ending 30 June 2011 included a net property revaluation increment of \$15.4 million.

If each of the net property revaluation decrement of (\$25.0 million) for the year ending 30 June 2012 and the net property revaluation increment of \$15.4 million for the year ending 30 June 2011 were excluded, the unaudited preliminary profit before tax and minority interests for the year ending 30 June 2012 would have been \$252.6 million and for the year ending 30 June 2011, \$358.5 million, a reduction of 29.5% (\$105.9 million).

Yours faithfully



Chris Mentis
Chief Financial Officer