

FULL YEAR 22 RESULTS

Today, HVN released its results for the year ended 30 June 2022 (FY22) as set out in the tables below.

EBITDA

\$1.437 billion

DOWN (1.4%) FROM FY21

UP 52.1% FROM FY20

Reported PBT

\$1.140 billion

DOWN (3.6%) FROM FY21

UP 72.5% FROM FY20

Income Tax Expense

\$322.56 million

DOWN (3.9%) FROM FY21

UP 84.0% FROM FY20

Total System Sales Revenue

\$9.558 billion

DOWN (1.7%) FROM FY21

UP 13.0% FROM FY20

Net Assets

\$4.294 billion

UP 10.3% FROM JUN-21

UP 23.5% FROM JUN-20

Net Debt to Equity

10.31%

NET DEBT OF \$450.77m

Unused Financing Facilities \$189.64m

HARVEY NORMAN HOLDINGS LIMITED

Year Ended 30 JUNE 2022

EBITDA OF **\$1.437BN FOR FY22**,
DOWN 1.4% FROM FY21

EBITDA

\$1.437bn

DOWN BY \$20.58m or -1.4% FROM \$1.457bn IN FY21
UP BY \$491.88m or 52.1% FROM \$944.67m IN FY20

EBITDA

Excluding AASB16 net impact and net property revaluations

\$1.044bn

DOWN BY \$102.83m or -9.0% FROM \$1.147bn IN FY21
UP BY \$301.26m or 40.6% FROM \$742.47m IN FY20

EBIT

\$1.193bn

DOWN BY \$40.15m or -3.3% FROM \$1.233bn IN FY21
UP BY \$471.51m or 65.4% FROM \$721.08m IN FY20

EBIT

Excluding AASB16 net impact and net property revaluations

\$953.20m

DOWN BY \$105.95m or -10.0% FROM \$1.059bn IN FY21
UP BY \$298.34m or 45.6% FROM \$654.86m IN FY20

REPORTED PBT

\$1.140bn

DOWN BY \$42.09m or -3.6% FROM \$1.183bn IN FY21
UP BY \$479.15m or 72.5% FROM \$661.29m IN FY20

PBT

Excluding AASB16 net impact and net property revaluations

\$942.79m

DOWN BY \$107.09m or -10.2% FROM \$1.050bn IN FY21
UP BY \$307.19m or 48.3% FROM \$635.60m IN FY20

REPORTED PROFIT AFTER TAX & NCI

\$811.53m

DOWN BY \$29.89m or -3.6% FROM \$841.41m IN FY21
UP BY \$330.99m or 68.9% FROM \$480.54m IN FY20

PROFIT AFTER TAX & NCI

Excluding AASB16 net impact and net property revaluations

\$673.55m

DOWN BY \$75.22m or -10.0% FROM \$748.76m IN FY21
UP BY \$211.38m or 45.7% FROM \$462.16m IN FY20

TOTAL SYSTEM SALES REVENUE

\$9.558 billion

AGGREGATED HEADLINE FRANCHISEE SALES REVENUE*...\$6.750bn
COMPANY-OPERATED SALES REVENUE.....\$2.807bn

*Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity.

HNHL CONSOLIDATED REVENUES

\$4.506 billion

SALES OF PRODUCTS TO CUSTOMERS.....\$2.807bn
REVENUES RECEIVED FROM FRANCHISEES.....\$1.301bn
REVENUES AND OTHER INCOME ITEMS.....\$397.19m

NET ASSETS

\$4.29 billion

Up 10.3% from \$3.89bn in Jun-21

NET DEBT TO EQUITY

10.31%

BASIC EARNINGS PER SHARE

65.13c

DIVIDENDS PER SHARE (FULLY-FRANKED)

37.5c

Up from 35.0c in FY21

HVN today announced an NPAT of \$811.53 million for the full year ended 30 June 2022, a decrease of \$29.89 million or -3.6% from \$841.41 million in FY21. NPAT declined 6.7% in 1H22, but increased 0.3% in 2H22.

Reported EBITDA was \$1.437 billion for FY22, down \$20.58 million or -1.4% from \$1.457 billion in FY21. EBITDA was down by -3.3% in 1H22, but increased by 0.7% in 2H22.

Harvey Norman® Chairman, Gerry Harvey said "Our Omni Channel Strategy continues to deliver, our balance sheet is strong, our cash reserves are solid and we continue to maintain a low net debt to equity ratio of 10.31%. With experienced management, we have grown our integrated retail, franchise, property and digital business across eight countries to nearly \$10 billion in system sales."

Our company-operated **overseas retail stores result comprises 25% of total PBT excluding net property revaluations**. 24% of our total asset base is located overseas, and their solid cash reserves and ample inventory levels provides a robust working capital resource to continue to grow the businesses organically and take advantage of expansion opportunities within each country or in neighbouring regions.

In Australia, our franchisees were negatively affected by the prolonged government-mandated lockdowns and closures of 'Delta' in 1H22 resulting in a franchising operations (FO) segment PBT result of \$292.85 million, a decrease of \$91.11 million or -23.7%, from \$383.96 million in 1H21. The franchising operations segment outperformed in 2H22, generating an FO segment PBT result of \$260.16 million, an increase of \$15.94 million or +6.5%, from the record FO segment PBT result in 2H21 of \$244.23 million. The strong second half placed us in good stead to close out FY22 with an FO segment PBT result of \$553.02 million, a decrease of \$75.17 million or -12.0%, from \$628.19 million in FY21.

The property segment remains strong with **real, tangible property assets exceeding \$3.7 billion** and achieving a property segment profit result of \$366.48 million for FY22, up by \$74.94 million or +25.7%. For FY22, there was a net property revaluation increment of \$213.68 million through the P&L for freehold investment properties and a net increment of \$41.97 million through equity for owner-occupied properties. This is compared to a net increment of \$140.37 million through the P&L and \$55.18 million through equity in FY21.

The balance sheet of the consolidated entity continues to be strong, with **total assets** increasing by \$573.47 million or +8.6% to **\$7.25 billion**, surpassing the \$7 billion milestone for the first time in 2H22. **Net assets** have exceeded the \$4 billion milestone for the first time during FY22, increasing by \$401.11 million or +10.3%, **to \$4.29 billion** from \$3.89 billion as at 30 June 2021.

Harvey Norman® Chairman, Gerry Harvey said "**Cash conversion in FY22 has significantly improved** compared to FY21 predominantly due to a \$53.43 million increase in net cashflows from operating activities, from \$543.87 million in FY21 to \$597.30 million for FY22. The solid cash flows generated from operating activities this year will enable us to further enhance and promote our brand locally and overseas to grow our businesses, refurbish our existing stores and invest in new property acquisitions and paydown external debt."

The Board has recommended the payment of a fully-franked final dividend of 17.5 cents per share, to be paid on 14 November 2022 to shareholders registered on 17 October 2022. 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