

Harvey Norman

HOLDINGS LIMITED | ACN 003 237 545

APPENDIX 4D

HALF YEAR REPORT

DECEMBER
2024



🇦🇺 Australia

🇸🇬 Singapore

🇮🇪 Ireland

🇲🇾 Malaysia

🇳🇿 New Zealand

🇸🇯 Slovenia

🇬🇧 United Kingdom

🇭🇷 Croatia

KEY DATES

28 February 2025

Announcement of Profit for the Half-Year Ended 31 December 2024 & Announcement of Interim 2025 Dividend

3 April 2025

Record Date for Determining Entitlement to Interim 2025 Dividend

1 May 2025

Payment of Interim 2025 Dividend

29 August 2025

Announcement of Full-Year Profit to 30 June 2025 & Announcement of Final 2025 Dividend

7 October 2025

Record Date for Determining Entitlement to Final 2025 Dividend

3 November 2025

Payment of Final 2025 Dividend

COMPANY INFO

Registered office

A1 Richmond Road,
Homebush West NSW 2140
Ph: 02 9201 6111
Fax: 02 9201 6250

Share registry

Boardroom Pty Limited
Level 8, 210 George Street,
Sydney NSW 2000
Ph: 02 9290 9600

Auditors

Ernst & Young (EY)

Securities exchange listing

Shares in Harvey Norman Holdings Limited (HVN) are quoted on the Australian Securities Exchange Limited (ASX)

Solicitors

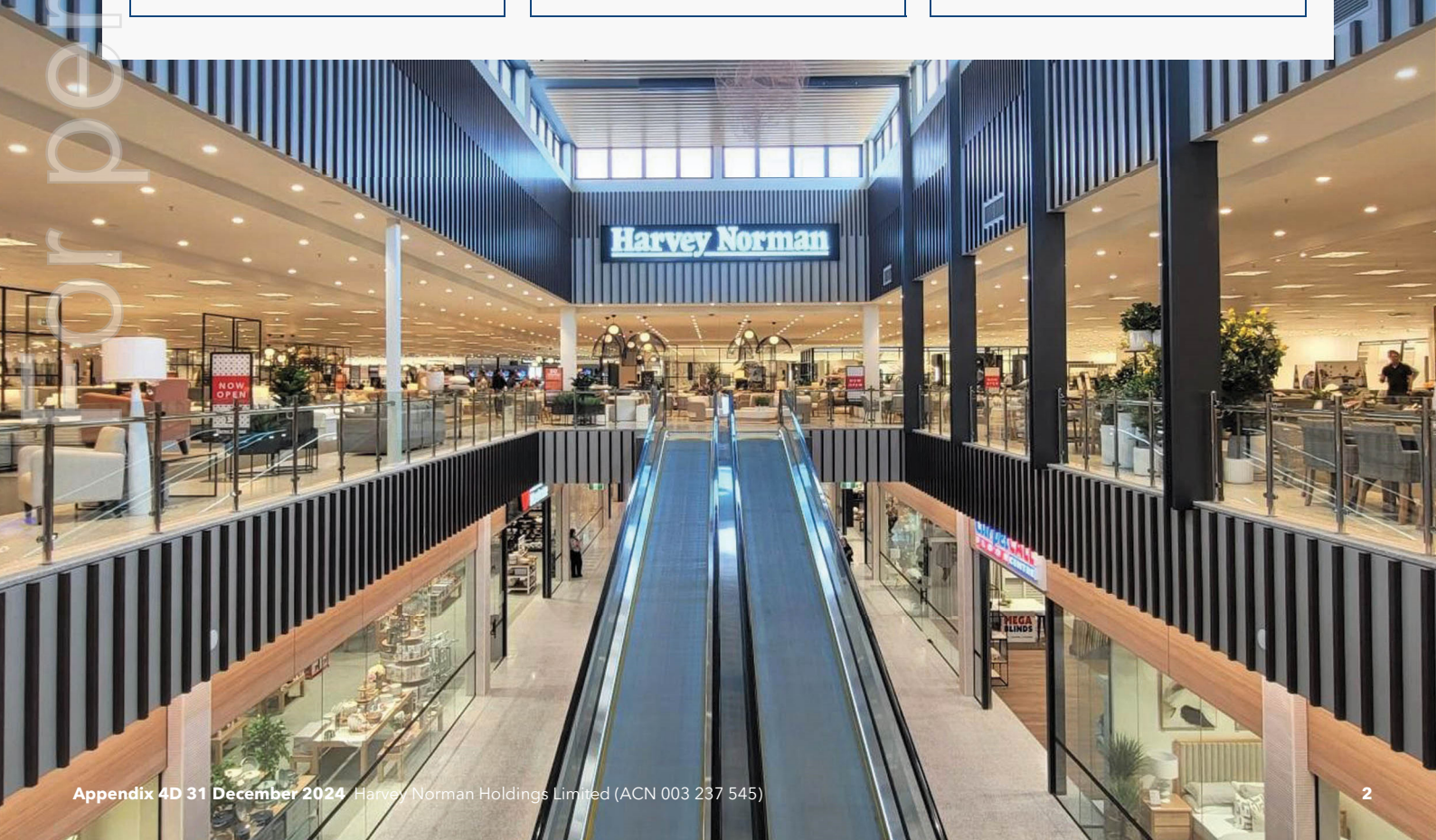
Brown Wright Stein

Company secretary

Mr. Chris Mentis

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HALF-YEAR DECEMBER 2024 (1H25) RESULTS

FOR ANNOUNCEMENT TO THE MARKET

EBITDA

\$581.42m

↑ \$108.40m or 22.9% from \$473.02m in 1H24

EBITDA excluding AASB16 net impact and net property revaluations

\$388.72m

↑ \$12.26m or 3.3% from \$376.46m in 1H24

EBIT

\$461.26m

↑ \$123.31m or 36.5% from \$337.95m in 1H24

EBIT excluding AASB16 net impact and net property revaluations

\$340.45m

↑ \$10.86m or 3.3% from \$329.60m in 1H24

REPORTED PBT

\$400.29m

↑ \$116.71m or 41.2% from \$283.58m in 1H24

PBT excluding AASB16 net impact and net property revaluations

\$310.46m

↑ \$6.64m or 2.2% from \$303.82m in 1H24

REPORTED PROFIT AFTER TAX & NCI

\$279.39m

↑ \$79.38m or 39.7% from \$200.01m in 1H24

PAT excluding AASB16 net impact and net property revaluations

\$216.28m

↑ \$2.40m or 1.1% from \$213.89m in 1H24

TOTAL SYSTEM SALES REVENUE*

\$4.83bn

Aggregated headline franchisee sales revenue **\$3.34bn**
Company-operated sales revenue **\$1.49bn**

* Comprised of Harvey Norman® overseas company-operated sales revenue and aggregated Harvey Norman®, Domayne® and Joyce Mayne® franchisee sales revenue in Australia. Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity.

HNHL CONSOLIDATED REVENUE

\$2.29bn

Sales of products to customers **\$1.49bn**
Revenues received from franchisees **\$598.51m**
Revenues and other income items **\$203.10m**

NET ASSETS

\$4.72bn

↑ 4.6% from \$4.51bn in Dec 23

NET TANGIBLE ASSETS PER SHARE**

\$4.14

↑ from \$3.94 in Dec 23

**Net tangible assets per share includes right-of-use assets and lease liabilities

BASIC EARNINGS PER SHARE

22.42c

↑ from 16.05c in 1H24

INTERIM DIVIDEND PER SHARE

(FULLY-FRANKED)

12.0c

↑ from 10.0c for 1H24

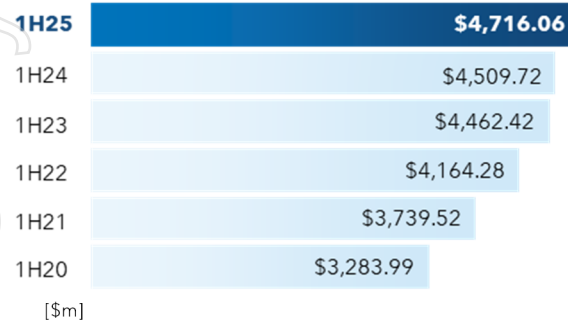
Record date for determining entitlement to the Interim 2025 Dividend: 3 April 2025.

Payment of the Interim 2025 Dividend: 1 May 2025.

DECEMBER 2024 (1H25) RESULTS

Net Assets

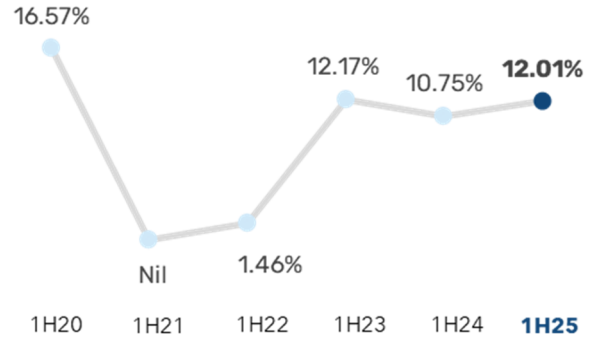
\$4.72bn



↑ **\$206.34m** from 1H24 | 5-YEAR CAGR **7.5%**

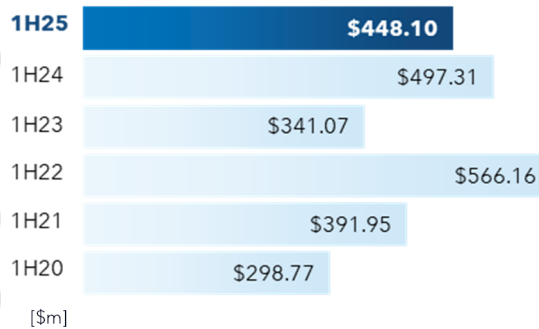
Net Debt to Equity %

12.01%



Operating Cash Flows

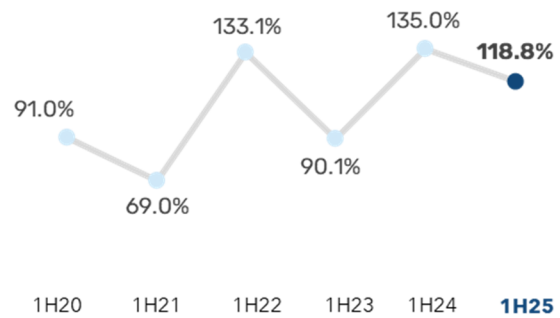
\$448.10m



↓ **\$49.21m** from 1H24 | 5-YEAR CAGR **8.4%**

Cash Conversion %

118.8%

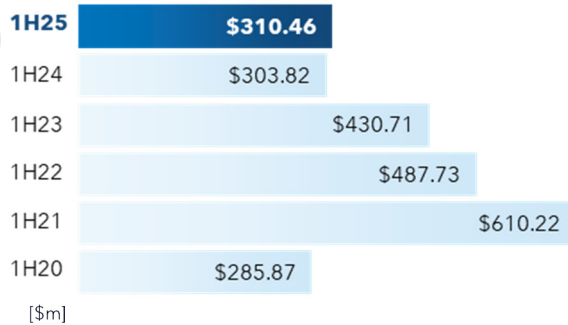


[Calculated as: Operating Cash Flows (excluding interest & tax) ÷ EBITDA (excluding AASB 16 & net property revaluations)]

PBT

[excluding AASB 16 net impact and net property revaluations]

\$310.46m



↑ **\$6.64m** from 1H24

Total System Sales Revenue*

\$4.83bn



↑ **\$186.59m** from 1H24

*Comprised of Harvey Norman® overseas company-operated sales revenue and aggregated Harvey Norman®, Domayne® and Joyce Mayne® franchisee sales revenue in Australia. Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity.

Group Results for the Half-Year Ended 31 December 2024 (1H25)

The directors report a half-year profit before tax (PBT) of **\$400.29 million**, up **\$116.71 million (+41.2%)** from **\$283.58 million** in 1H24. Excluding net property revaluation adjustments and AASB 16 Leases, PBT for 1H25 was **\$310.46 million**, a **\$6.64 million (+2.2%)** increase from 1H24.

This is a solid result despite challenging retail conditions, ongoing cost-of-living pressures, and global geopolitical uncertainties. The result achieved this half reinforces the resilience and versatility of our integrated retail, franchise, property and digital system across eight (8) countries, delivering stable returns and long-term sustainable value for our stakeholders.

Total assets have surpassed the \$8 billion milestone for the first-time, reaching \$8.25 billion as at 31 December 2024. 66% of our asset base is comprised of quality, tangible assets, including an appreciating freehold property portfolio valued at \$4.39 billion as at balance date.

Net Assets have increased by 4.6% since the previous half, climbing to \$4.72 billion as at 31 December 2024. Our net debt to equity ratio remains low at 12.01%, down from 14.49% as at 30 June 2024. Our strong balance sheet, low gearing ratio and substantial cash reserves provides the flexibility and capacity to seize opportunities as they arise, and secure additional liquidity when needed.

PROFIT BEFORE TAX (PBT) **\$400.29m**

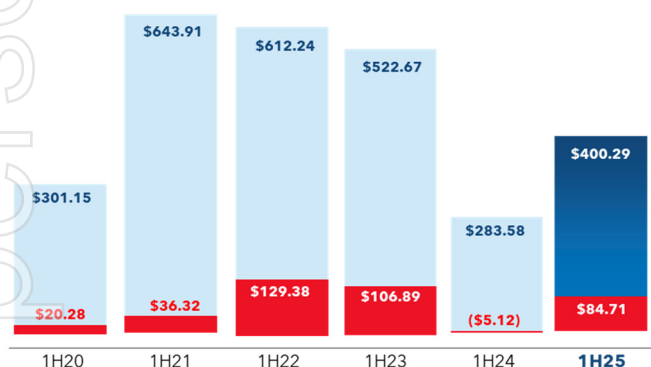
As Reported

vs 1H24 **↑ +41.2% (up \$116.71m)**

Key drivers of growth during 1H25:

- **↑ Total consolidated revenue by \$141.54m (+6.6%) to \$2.29bn** – mainly due to a revaluation uplift in the Australian investment property portfolio of \$88.41m in 1H25; higher gross revenue from franchisees by \$34.21m (+6.1%) on the back of stronger aggregated franchisee sales revenue by +5.5% this half and a \$12.56m (+0.9%) improvement in company-operated sales revenue mainly due to new store openings in Malaysia and the UK and higher sales generated by existing stores in Ireland, Slovenia and Croatia.
- **Improvement in total operating expenses as a % of total system sales revenue from 18.4% in 1H24 to 18.0% in 1H25**—whilst there was an increase in total operating expenses by \$11.18m (+1.3%) from \$855.72m in 1H24 to \$866.90m in 1H25, this increase was moderate, resulting in an improvement in the operating expenses ratio relative to total system sales revenue by 40bps this half.
 - Marketing costs in the 8 countries decreased by \$8.25m (-4.1%) and remain efficient at 4.0% of total system sales revenue for 1H25 vs 4.3% for 1H24.
 - Occupancy expenses declined by \$15.47m (-9.3%) mainly due to the net impact of the AASB 16 Leases fair value assessment this half.
 - Offset by costs to open new stores and enter new markets (England, UK) and a rise in the costs to monitor and evaluate franchisee compliance and operational performance, and the sustained investment in the Harvey Norman®, Domayne® and Joyce Mayne® brands and customer loyalty.

PROFIT BEFORE TAX AS REPORTED (\$M)



HALF-YEAR ENDED 31 DECEMBER (including property revaluations)

■ Denotes the contribution of net property revaluations to total PBT

Profit After Tax & Non-Controlling Interests:

\$279.39m

↑ \$79.38m or 39.7% from 1H24

Effective Tax Rate:

29.20%

Operating Cash Flows

Higher payments to suppliers & employees due to new store openings in Asia, NZ, UK.

vs 1H24 **↓ -9.9% (down \$49.21m)**

\$448.10m

Strong Cash Conversion

vs 1H24 of 135.0%

118.8%

Total Assets

Robust balance sheet, anchored by a resilient, appreciating tangible asset base.

vs 1H24 **↑ +5.0% (up \$395.48m)**

\$8.25bn

Solid working capital and a strong property portfolio are key competitive advantages that provides the capacity to access additional capital as required. **[5-year CAGR of 6.4%]**

Net Assets

vs 1H24 **↑ +4.6% (up \$206.34m)**

\$4.72bn

Versatile & adaptable operating model and organic expansion delivered a 43.6% growth in net assets since 1H20. **[5-year CAGR of 7.5%]**

Our Global Footprint

We operate an integrated retail, franchise, property and digital system across 8 countries.



198 Franchised Complexes in Australia



122 Company-Operated Stores in 7 Overseas Countries



Australian Franchising Operations

- 198 franchised complexes in Australia comprising 554 independent franchisees
- 1H25 Aggregated Franchisee Sales Revenue*: \$3.34 billion
- 1H25 Franchising Operations Revenue: \$540.94 million
- 1H25 Franchising Operations PBT: \$180.28 million

Overseas Company – Operated Retail

- 122 company-operated stores in 7 overseas countries
- 1H25 Overseas Company-Operated Revenue: \$1.42 billion
- 1H25 Overseas Retail PBT: \$67.89 million
- Comprises 17.0% Total PBT (21.5% excluding property revaluations)

NEXT GEN Ai

AT **Harvey Norman**®

Solid foothold in the growing AI PC and devices market

Investment in Technology, Digital Transformation and IT Infrastructure Assets



Online sales channel



Click & collect



Quick reserve



Store finder



Trak by Harvey Norman®



LiveChat

Strategic 'Large - format' Retail Property Portfolio

- 97 franchised complexes owned (49% of total)
- 480 diverse third-party tenants (large proportion ASX-listed)
- \$3.72 billion Australian investment property portfolio (largest single owner in Australia)
- 1H25 Property PBT: \$165.81 million (including revaluations)
- 29 international owned retail property assets (24% of total)
- \$660.13 million overseas owner-occupied and investment property portfolio

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

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Segment Analysis

An Integrated Retail, Franchise, Property and Digital System

The consolidated entity operates an integrated retail, franchise, property and digital system, comprising three main strategic pillars: **1. Franchise** – **2. Retail** – **3. Property** complemented by a sustained investment in technology, digital transformation and IT infrastructure assets.

Franchising Operations Segment 1	Overseas Company-Operated Retail Segment 2	Property Segment 3
<p>REVENUE \$540.94m</p> <hr/> <p>vs 1H24 ↑ +5.7% up \$29.13m</p>	<p>REVENUE \$1.42bn</p> <hr/> <p>vs 1H24 ↑ +1.3% up \$18.05m</p>	<p>REVENUE \$260.00m</p> <hr/> <p>vs 1H24 ↑ +61.9% up \$99.38m</p>
<p>TOTAL EXPENSES \$360.66m</p> <hr/> <p>vs 1H24 ↓ -2.2% down \$8.08m</p>	<p>TOTAL EXPENSES \$1.35bn</p> <hr/> <p>vs 1H24 ↑ +2.0% up \$26.34m</p>	<p>TOTAL EXPENSES \$94.19m</p> <hr/> <p>vs 1H24 ↑ +4.4% up \$4.00m</p>
<p>PBT RESULT \$180.28m</p> <hr/> <p>vs 1H24 ↑ +26.0% up \$37.21m</p>	<p>PBT RESULT \$67.89m</p> <hr/> <p>vs 1H24 ↓ -10.9% down \$8.29m</p>	<p>PBT RESULT \$165.81m</p> <hr/> <p>vs 1H24 ↑ +135.4% up \$95.38m</p>
<p>198 Franchised Complexes in Australia</p> <p>FRANCHISING OPERATIONS MARGIN of 5.40% vs 4.52% in 1H24</p> <p>Representing 57.1% of PBT excluding property revaluations [or 45.0% of Total PBT]</p>	<p>122 Company-Operated Stores in 7 Overseas Countries</p> <p>6 NEW STORES OPENED DURING 1H25</p> <p>Representing 21.5% of PBT excluding property revaluations [or 17.0% of Total PBT]</p>	<p>\$4.39bn Freehold Property Portfolio</p> <p>Representing 25.7% of PBT excluding property revaluations [or 41.4% of Total PBT]</p>

Directors' Report Operating and Financial Review

The Franchising Operations Segment in Australia

The Franchised Operating Model in Australia

Harvey Norman Holdings Limited (HNHL) and subsidiaries of HNHL own valuable intellectual property rights, including the trademarks Harvey Norman®, Domayne® and Joyce Mayne®, software and other confidential information to promote and enhance the brands.

A subsidiary of HNHL (a franchisor) grants separate franchises to independent franchisees to use the Harvey Norman®, Domayne® or Joyce Mayne® trade marks in Australia and to conduct the retail business of the franchisee at or from a store within a particular branded complex, pursuant to the terms of a franchise agreement. Each franchisee owns and controls the franchisee business of that franchisee.

Each franchisee has control over the day-to-day operations of the franchisee business and has the discretion and power to make the decisions necessary to drive sales, control floor margins and contain operating costs to maximise the profitability of the franchisee business. Each franchisee pays franchise fees to a franchisor pursuant to a franchise agreement between that franchisee and that franchisor.

The franchising operations segment in Australia captures and records the franchise fees received from franchisees including franchise fees in accordance with franchise agreements, rent

and outgoings for the use of a branded complex and interest on the financial accommodation facility that is made available to each franchisee. The franchising operations segment also includes the costs of operating the franchised system and monitoring and evaluating the performance and compliance of franchisees with their franchise agreements.

2 New Franchised Complexes in 1H25

- Harvey Norman® Melton, VIC: 14 October 2024
- Domayne® Macgregor, QLD: 9 September 2024

1 Franchised Complex Relocation during 1H25

- Harvey Norman® Mt Gravatt, QLD, relocated to Harvey Norman® Macgregor, QLD: 9 September 2024

Premium Refits Currently in Progress

- Harvey Norman® Penrith, NSW
- Harvey Norman® Marion, SA

173

Harvey Norman®

Franchised Complexes

19

DOMAYNE®

Franchised Complexes

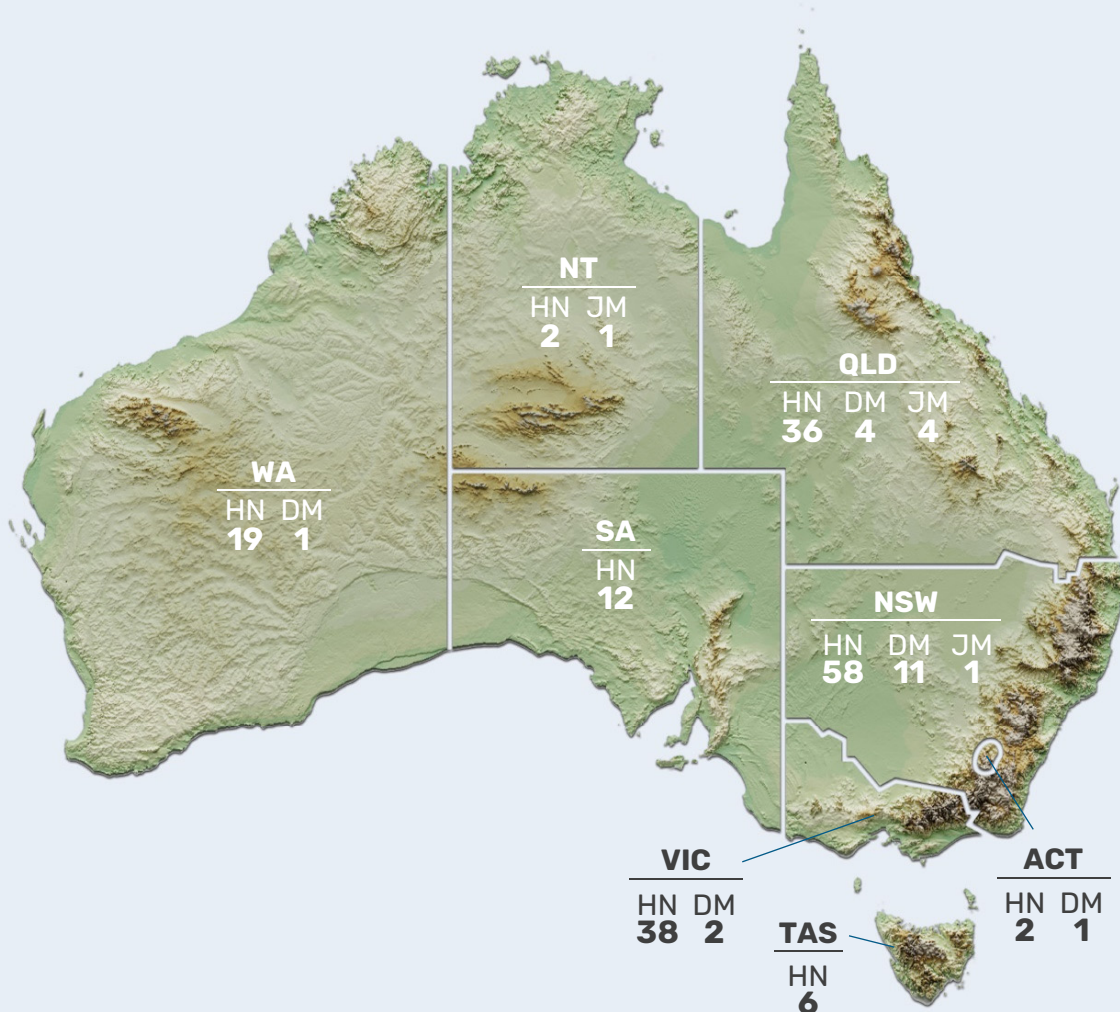
6

JOYCE MAYNE®

Franchised Complexes

554

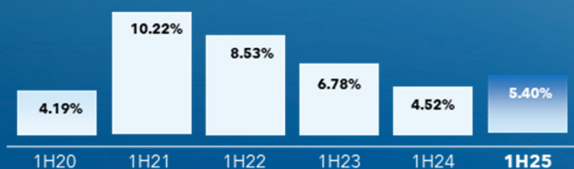
Independent franchisees carrying on their business under Harvey Norman®, Domayne® & Joyce Mayne® brands.



Franchising Operations Segment PBT (\$m) **\$180.28m**

 ↑ **\$37.21m** or **+26.0%** from 1H24

Franchising Operations Margin (%) **5.40%**

 ↑ **88bps** from 4.52% in 1H24


The franchising operations segment PBT result was \$180.28 million for 1H25, a substantial increase of \$37.21 million or 26.0% from \$143.08 million in 1H24. This result has delivered a franchising operations margin of 5.40% for 1H25 compared to a margin of 4.52% reported in 1H24, representing an 88 basis points increase for this half.

The improvement in the profitability of the franchising operations segment for 1H25 was primarily due to a \$29.13 million, or 5.7%, rise in franchising operations segment revenues, from \$511.81 million in 1H24 to \$540.94 million in 1H25. Revenue from franchise fees rose by \$27.64 million, or 6.9%, to \$430.46 million in 1H25 from \$402.82 million in 1H24, on the back of a 5.5% rise in aggregated franchisee sales revenue to \$3.34 billion for the current period. The correlation between Harvey Norman®, Domayne® and Joyce Mayne® franchisee sales revenue in Australia and franchise fees is evident, with franchising operations profitability growing in line with the rise in franchisee sales revenue.

Rent and outgoings received from franchisees occupying properties leased by the consolidated entity increased by \$2.39 million, or 3.4%, and interest to administer franchisee financial accommodation facilities remained consistent with the prior period.

Despite the growth in this segment during the half-year, costs marginally decreased by \$8.08 million or -2.2% relative to the prior half. The net impact of AASB 16 Leases was a net gain of \$5.19 million in 1H25 compared to a net expense of \$13.74 million, a

turnaround of \$18.93 million, due to the continued stabilisation (i.e. improvement) in the discount rates and the higher rental income applied in the fair value assessment of the right-of-use assets within the leasehold investment property portfolio at 31 December 2024. Overall marketing spend has reduced by \$7.34 million this half, and remains efficient at 4.95% of Australian franchisee sales revenue.

This was offset by a rise in the costs to monitor and evaluate franchisee compliance and operational performance due to the challenging retail climate. The franchisor continues to promote and enhance the Harvey Norman®, Domayne® and Joyce Mayne® brands in Australia and continues to assist franchisees to invest in their customers. This investment is primarily in the form of bonus gift cards which has increased by \$11.29 million in 1H25 compared to 1H24.

Our strong balance sheet enables us to capitalise on the growing foothold that franchisees have in the artificial intelligence (AI) PC and devices market. We intend to continue to invest in the digital initiatives and in-store infrastructure necessary to assist franchisees in promoting the uptake of the Next Gen-AI technology range and the customer-centric strategies to protect and enhance the brands, and preserve customer loyalty and retention.

Franchising operations segment

		1H	2H	FY
Franchising operations segment PBT (\$m)	FY25	\$180.28m	N/A	N/A
	FY24	\$143.08m	\$130.48m	\$273.56m
Aggregated franchisee sales revenue* (\$bn)	FY25	\$3.34bn	N/A	N/A
	FY24	\$3.16bn	\$2.89bn	\$6.06bn
*Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity.				
Franchising operations margin (%)	FY25	5.40%	N/A	N/A
	FY24	4.52%	4.51%	4.52%
[calculated as franchising operations segment PBT ÷ aggregated franchisee sales revenue]				

Australian Franchisee Sales Revenue Underpins the Franchising Operations Segment

Aggregated franchisee sales revenue was \$3.34 billion for 1H25, an increase of 5.5% from \$3.16 billion in 1H24. Comparable franchisee sales revenue for the half was \$3.30 billion, an increase of 5.3% from 1H24.

As reported on 27/11/24, franchisee sales for the period 1 July 2024 to 31 October 2024 increased by 3.2% (comparable up 3.1%) on the previous corresponding period. For the months of November and December 2024, the increase was 9.0% (comparable up 8.6%) on November and December 2023, boosted by the strong performance of franchisees within the Mobile & Computer Technology and Home Appliances categories, particularly in the lead up to the peak Christmas trading period.

Australian consumers continue to embrace the growing AI-PC market, with Harvey Norman® proudly enhancing its AI-foothold in the delivery of the 'Next Gen AI' technology range to transform the daily lives of the loyal customer base. The continuing innovation and mainstream adoption of Next Gen AI PCs and devices are expected to drive further sales growth in the Home Appliances, Television, Audio, Mobile & Computer Technology categories throughout FY25 and beyond.

The diversified and adaptable retail offering caters for all aspects of the home, and Harvey Norman®, Domayne® and Joyce Mayne® franchisees remain well-placed to benefit from growth that arises from the home renovation and replacement cycle.

Total franchisee sales*
Half-year ended 31 December 2024

\$3.34bn

↑ **5.5%**

increase of \$174.03m vs 1H24

Comparable franchisee sales*
Half-year ended 31 December 2024

\$3.30bn

↑ **5.3%**

increase of \$165.73m vs 1H24

* Sales made by Harvey Norman®, Domayne® and Joyce Mayne® franchisees in Australia do not form part of the financial results of the consolidated entity.



Copilot+PC

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Meet the fastest, most intelligent Windows PCs ever, designed to bring exclusive AI experiences to life, unmatched with lightning speed and smooth performance.*3



IDEAL FOR
POWERFUL
PROCESSING
WITH LARGE
VIBRANT SCREEN

Lenovo

Powered by



IDEAL FOR
POWER USER
WHO NEEDS
PORTABILITY

IDEAL FOR
THOSE WANTING
PORTABILITY
& POWER

acer

Powered by



ASUS

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Harvey Norman®

Your Destination For Next Gen AI



AT **Harvey Norman**



My Personal AI

Continuously learning, always personal with Next Gen AI



Security

Next Gen AI stays on your PC, making your data more secure without compromising performance



Multi-Day Battery*

Power through your work or school day with Next Gen AI

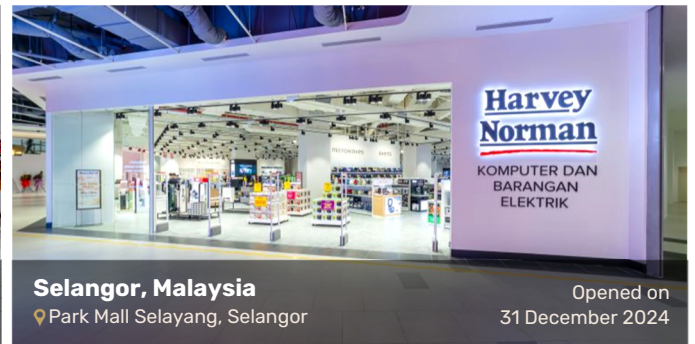
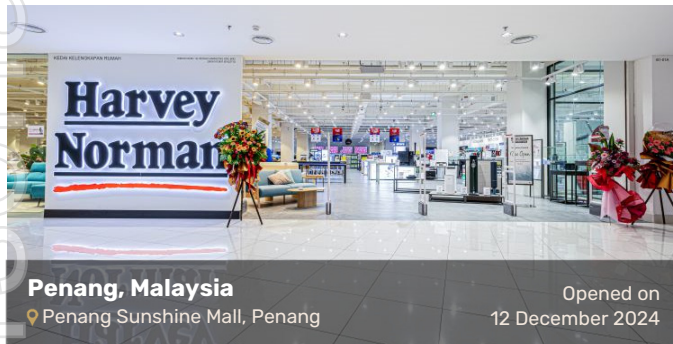


Productivity

Powerful time-saving tools make every task easier with Next Gen AI

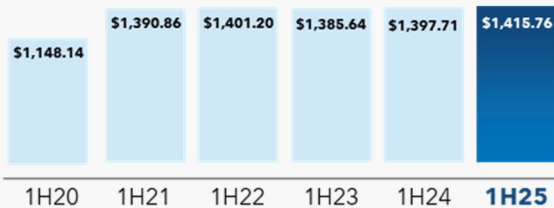
*Battery life varies significantly with settings, usage and other factors.

New overseas stores opened in 1H25



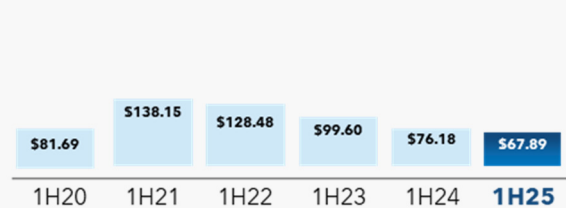
Overseas company-operated retail segment

Aggregated overseas retail revenue (\$AUD M)



(Half-year ended 31 December)

Aggregated overseas retail PBT result (\$AUD M)



(Half-year ended 31 December)

Overseas Retail Segment Comprises

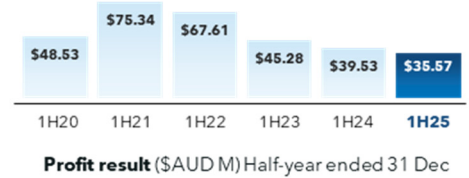
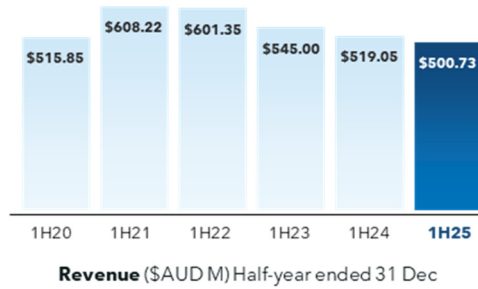
21.5%

of PBT excluding property revaluations
17.0% of Total PBT



New Zealand

New Zealand Flagship 
Wairau Park, Auckland (Launched Jun 2018)



New Zealand

47 Harvey Norman® Company-Operated Stores

In New Zealand, the Harvey Norman® brand remains solid amid very challenging retail conditions, with the opening of two new full-format company-operated stores during 1H25, located at Papanui (opened 28 October 2024) and Ravenswood (opened 21 November 2024), both in the Christchurch region of the South Island.

During 1H25, despite recent interest rate reductions, the macroeconomic headwinds continued to dampen retail trade, reflecting ongoing pressures on household budgets, declining employment levels and subdued business and consumer confidence. Retail conditions towards the end of 2Q25 showed signs of resilience and improvement, assisted by key promotional periods and the lead-up to the busy festive season. We anticipate this positive trend in the NZ economy to continue to restore consumer confidence throughout 2025.

Sales for 1H25 declined **by NZ\$10.45 million or -1.9%** to **NZ\$536.61 million** relative to 1H24 sales of NZ\$547.06 million. When translated to Australian dollars, the decrease was **\$18.34 million or -3.6%, to \$487.87 million for 1H25**, from \$506.21 million in 1H24, partially worsened by a -1.75% depreciation in the NZD relative to the AUD this half.

Sales were solid in the second quarter, with a 4.7% increase in 2Q25 relative to 2Q24, reversing some of the decline recorded

for 1Q25. The two new NZ stores plus a full 6-months trading of the Tauriko store, that opened on 11 December 2023, assisted sales performance in the second quarter, buoyed by the recent signs of growing confidence in the NZ economy.

In local currency, the retail profit for 1H25 was **NZ\$39.13 million**, a **decrease of NZ\$3.60 million, or -8.4%**, from NZ\$42.72 million in 1H24. When translated to Australian dollars, the retail result was **\$35.57 million for 1H25, down by \$3.96 million, or -10.0%**, from \$39.53 million in 1H24. The decline in retail profit for 1H25 was driven by the decrease in sales turnover, a reduction in gross margin due to price competition and higher operating costs from inflation and new store openings.

Our NZ balance sheet is strong, underpinned by a substantial property portfolio valued at \$449.70 million as at 31 December 2024. We are excited about the uptake of the Next Gen-AI technology range by NZ consumers and Harvey Norman® is proud to have gained a market leading position in this emerging category. With substantial cash reserves and diligent monitoring of cashflow requirements, our NZ business continues to maintain a debt-free position and is well-positioned for future opportunities.



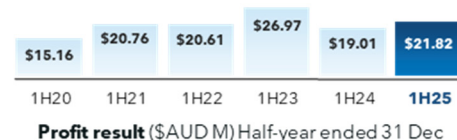
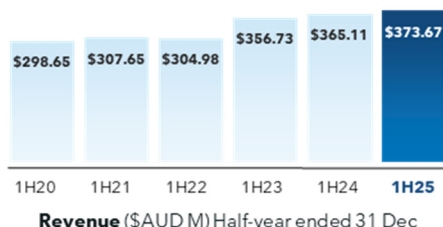
Harvey Norman® Ravenswood, Woodend, New Zealand



Singapore & Malaysia

Singapore Flagship 
Millenia Walk (Launched Dec 2015)

Malaysia Flagship 
Mid Valley, Kuala Lumpur (Expanded and Re-launched Oct 2024)



Singapore and Malaysia

This segment is comprised of 11 Harvey Norman® stores in Singapore, 37 Harvey Norman® stores in Malaysia and the Space Furniture® branded lifestyle stores in Singapore and Malaysia.

Malaysia | Sales Revenue

37 Harvey Norman® Company-Operated Stores

In Malaysia, the Harvey Norman® brand and market footprint continues to expand through the opening of 3 company-operated stores located at Elmina Lakeside Mall, Selangor (opened 30 August 2024), Penang Sunshine Mall, Penang (opened 12 December 2024) and Park Mall Selayang, Selangor (opened 31 December 2024). In October 2024, the Malaysian Flagship store was relocated from Ikano to Mid Valley in Kuala Lumpur following a major renovation and expansion of its retail space, making national headlines. The revitalised Mid Valley Flagship has elevated the Harvey Norman® brand in Malaysia and is situated in one of the busiest shopping malls in the country, with an estimated 17 million visitors per year, remarkable from a population of 34.1 million.

Sales for the 37 Harvey Norman® Malaysian stores for 1H25 were **\$141.63 million, an increase of \$10.42 million, or 7.9%**, from \$131.21 million in 1H24. When translated to Australian dollars, sales were **\$161.44 million, an increase of \$12.49 million, or 8.4%** from \$148.95 million in 1H24.

The increase in sales is primarily driven by the new store openings and the full 6-months' contribution from stores which opened last year. Comparable store sales in Malaysia reduced by -4.4% in local currency relative to 1H24. This decrease is primarily attributed to challenging macroeconomic conditions, including inflationary pressures driving up the cost of goods and utilities, an increase in the Sales and Services Tax (from 6% to 8% as of March 2024), and reduced government subsidies. Collectively, these factors continue to constrain discretionary household purchases.

We remain committed to our expansion plan to grow to 80 stores, but due to the challenges of locating and negotiating suitable sites and obtaining the relevant authority approvals, we have extended the expansion plan from completing in 2028 to 2030.

Singapore | Sales Revenue

11 Harvey Norman® Company-Operated Stores

In Singapore, high costs of living and ongoing economic uncertainties continue to suppress consumer confidence.

Sales for the Singaporean stores in 1H25 were **\$168.18 million, a decrease of \$6.57 million, or -3.8%**, from \$174.75 million in 1H24. When translated to Australian dollars, sales were **\$191.70 million, a decrease of \$6.68 million, or -3.4%**, from \$198.38 million in 1H24. This reduction can be attributed to the closure of the store at Bukit, Panjang in August 2024 and the heightened demand during 1H24 in anticipation of the GST increase in January 2024. Subdued consumer sentiment also contributed to the moderation in sales across most categories. The electrical category was assisted by government incentives to stimulate demand for energy-saving devices.

Our flagship store at Millenia Walk continues to perform strongly, representing the best in class for the Harvey Norman® brand, and continuing to deliver an aspirational shopping experience in Singapore.

Retail – Singapore and Malaysia

Sales & Segment Result

Aggregated sales revenue for the Harvey Norman® and Space Furniture® brands in Asia totalled **\$319.40 million** in local currency for 1H25, **increasing by \$5.70 million, or 1.8%**, from \$313.69 million in 1H24. On translation to Australian dollars, aggregated sales revenue for Asia was **\$363.63 million, an increase of \$7.39 million or 2.1%** from \$356.24 million in 1H24.

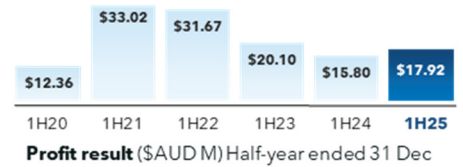
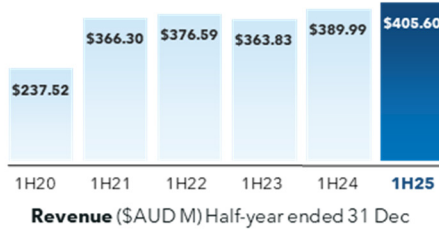
The growth in total sales in AUD has been offset by higher operating expenses in Asia, driven by rising costs in the current economic climate and expenses associated with new store openings in Malaysia.

The segment profit result of the Harvey Norman® and Space Furniture® brands in Asia was **\$21.82 million** for 1H25, an **increase of \$2.81 million, or 14.8%**, from \$19.01 million in 1H24.



Ireland

Ireland Flagship 
Tallaght, Dublin (Launched Jul 2017)



Ireland

16 Harvey Norman® Company-Operated Stores

With the opening of the Merry Hill flagship in England, United Kingdom (UK), during 1H25, the two stores in Northern Ireland are now reported under the UK retail segment, rather than the segment that previously combined Ireland & Northern Ireland. The information shown in the above graphs have been restated to represent the retail stores in Ireland only.

In Ireland, the retail trading environment showed signs of improvement, driven by recovering consumer confidence. Easing inflationary pressures and a strong labour market bolstered households' real incomes and consumption, however, challenges remained with ongoing pressures in the housing and rental markets and global trade tensions.

Sales in local currency increased to **€244.38 million** in 1H25, **up by €12.54 million or 5.4%**, from €231.84 million in 1H24. When translated to Australian dollars, sales for 1H25 **increased by \$15.55 million, or 4.0%, to \$399.97 million**, from \$384.42 million in 1H24. The increase in local currency was slightly dampened by a -1.29% deterioration in the EUR relative to the AUD this half.

Sales in the Furniture, Bedding and Electrical categories have been stable, however, constrained by the lack of housing supply and affordable rentals causing consumers to defer large purchases. The Mobile & Computer Technology categories have performed strongly during 1H25. The launch of the 'Next Gen-AI' technology range has delivered strong laptop sales growth and our effective Mobile strategy has allowed us to maintain the largest range of mobile phones in the country.

In local currency, the Irish retail profit for 1H25 was **€10.95 million, an increase of €1.42 million, or 14.9%**, from €9.53 million in 1H24. When translated to Australian dollars, the retail result was **\$17.92 million for 1H25, up by \$2.12 million, or 13.4%**, from \$15.80 million in 1H24.

Operating expenses have risen in line with sales growth, with store wages impacted by the National minimum wage increase that came into effect on 1 January 2024.

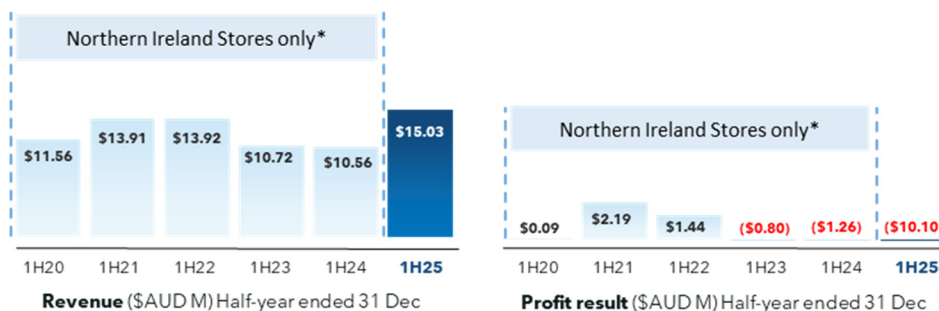


Harvey Norman® Tallaght, Ireland



United Kingdom

UK Flagship 
Merry Hill, West Midlands (Launched Oct 2024)



*With the opening of the Merry Hill flagship in England during 1H25, the two stores in Northern Ireland are now reported under the UK retail segment, rather than the segment that previously combined Ireland & Northern Ireland. The information shown in the above graphs from 1H20 to 1H24 represent the retail stores in Northern Ireland only.

United Kingdom of Great Britain and Northern Ireland (United Kingdom or UK)

3 Harvey Norman® Company-Operated Stores

After a four-year search, we have expanded our UK footprint with the launch of our **first English flagship** at the **Merry Hill Shopping Centre** on 11 October 2024. With its architecturally designed exterior and an inviting, dynamic interior, the Merry Hill flagship has elevated the retail experience and set a new standard in the UK.

Occupying 57,000 sq. ft in a precinct that is ranked in the top ten UK shopping centres, with an annual footfall of 20 million, the Merry Hill flagship has generated sales of **£1.66 million** since opening. When translated to Australian dollars, sales revenue was **\$3.24 million**. Consumer interest in the extensive Home & Lifestyle offering has been high, and sales are expected to continue to grow with further brand awareness and the strategic adjustments we have implemented to enhance the shopping experience.

The strategic expansion into England has come with significant country establishment costs, contributing to a **loss of £3.40 million, or \$6.64 million** when translated to Australian dollars.

We continue to recognise the significant opportunities in Birmingham and the wider West Midlands region - a key region for the UK economy that also aligns perfectly with our vision and priorities. We confirm our intention to open a second store during calendar 2026, with the finalisation of lease negotiations

of the proposed store at Gracechurch, Sutton Coldfield, West Midlands.

In Northern Ireland, the economy has been stable with moderate growth, however challenges still remain in navigating the post-Brexit trade complexities. In September 2024, the Holywood, Belfast store broadened its product range to re-introduce the Computer and Electrical categories. This expansion was hampered by significant roadworks causing disruptions to store access. We anticipate opening the Computer and Electrical categories in the Boucher Road, South Belfast store during 2H25, thereby having 2 full-format Home and Lifestyle stores in Northern Ireland by the end of FY25.

Sales in local currency increased by **£0.48 million or 8.9% to £5.88 million** in 1H25, from £5.40 million in 1H24. When translated to Australian dollars, sales for 1H25 **increased by \$1.10 million, or 10.6%, to \$11.47 million**, from \$10.37 million in 1H24.


The Northern Ireland business incurred a **loss of \$3.46 million for 1H25**, compared to a loss of \$1.26 million for 1H24, a deterioration of \$2.21 million.




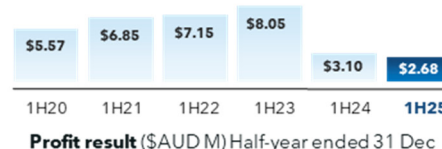
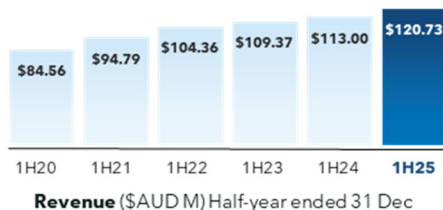
Harvey Norman® Merry Hill, United Kingdom



Slovenia & Croatia

Slovenia Flagship 
Ljubljana (Launched Jun 2017)

Croatia Flagship 
Zagreb (Launched Oct 2018)



Slovenia

5 Harvey Norman® Company-Operated Stores

In Slovenia, the retail sector experienced steady but cautious growth amid a stabilising economic environment. Easing inflation and a resilient labour market supported household spending, however, ongoing challenges persisted including elevated living costs, high energy prices and external pressures from global trade uncertainties.

Local currency sales increased by €1.99 million or 4.3% during 1H25 to €48.42 million compared to €46.42 million in 1H24. When translated to Australian dollars, sales were **\$79.24 million for 1H25, up by \$2.27 million or 2.9%**, from \$76.98 million in 1H24.

Operating costs have risen this half due to operational changes, including the transition to a new central warehouse to optimise efficiencies across the stores in Slovenia.

The retail segment in Slovenia delivered an overall profit result of **\$4.20 million in 1H25, a \$0.84 million decrease or -16.7%**, from \$5.04 million in 1H24.

Croatia

3 Harvey Norman® Company-Operated Stores

In Croatia, our 3 company-operated stores have delivered steady sales growth throughout the period, with total retail sales of **€23.36 million for 1H25, an increase of €2.94 million or 14.4%**, from €20.42 million in 1H24. In Australian dollars, sales were **\$38.23 million for 1H25, increasing by \$4.37 million or 12.9%**, from \$33.86 million in 1H24.

This has been offset by increased operating costs due to higher wages and borrowing costs, resulting in a loss in Croatia of **\$1.52 million for 1H25**, compared to a loss of \$1.95 million in 1H24, an improvement of \$0.43 million or 22.0%.

Located in the popular King Cross shopping centre, the existing Zagreb flagship has undergone a comprehensive renovation during 1H25, restricting store footfall this half. The major re-design of the flagship is expected to increase in-store visitations in future periods.

The demographics and population size of Zagreb has unique growth potential. To capitalise on this opportunity, we have purchased a strategically located block in East Zagreb with plans to build a new two-level, 200,000 sq ft complex with Harvey Norman® occupying half the retail space. The remaining area will be leased to other retailers and we expect this new East Zagreb Harvey Norman® store to open in late 2026.



Harvey Norman® Ljubljana, Slovenia

Directors' Report Operating and Financial Review (continued)

Review of the Property Segment – Strategic 'Large-Format' Retail Property Portfolio

Property ownership is a core pillar of our integrated model, delivering financial stability and operational efficiency across the business. Our property assets strengthen the balance sheet, ensuring resilience while providing strategic flexibility to access capital, manage costs, and generate steady income streams. This foundation enables us to swiftly adapt to evolving business needs and market dynamics.

Our consolidated balance sheet is anchored by a **strong freehold property portfolio totalling \$4.39 billion as at 31 December 2024**. This is comprised of tangible, freehold investment properties in Australia of \$3.72 billion, Ireland of \$29.79 million and New Zealand of \$41.53 million; and freehold owner-occupied properties in New Zealand, Singapore, Slovenia, Croatia, Australia and Ireland of \$600 million in aggregate. Our property segment assets also include joint venture assets of \$4.83 million. **The freehold property segment comprises 53.2% of our \$8.25 billion total asset base.**

The Australian 'Large-Format' Retail (LFR) Market

The stable fair values recorded by our freehold investment properties in Australia, amid the challenging discretionary retail conditions, validates the resilience of the large-format retail (LFR) market in Australia, and the attractiveness of our high-quality LFR properties and solid tenancy mix.

We have 198 Australian franchised complexes geographically spread throughout the country, with a local Harvey Norman®, Domayne® and Joyce Mayne® branded store located within close proximity to customers. 97 franchised complexes (49% of total), and associated warehouses, are owned by the consolidated entity, which are then leased to external parties, including Harvey Norman®, Domayne® and Joyce Mayne® franchisees.

Our Australian freehold investment property portfolio has grown to **\$3.72 billion as at 31 December 2024**, rising by \$135.80 million or 3.8% during 1H25. This increase is due to capital additions (particularly due to the completion of the new Harvey Norman® and Domayne® Macgregor, QLD, stores) and refurbishments during the current period and a net revaluation increment of \$88.41 million for 46 Australian freehold investment properties that were subject to revaluation.

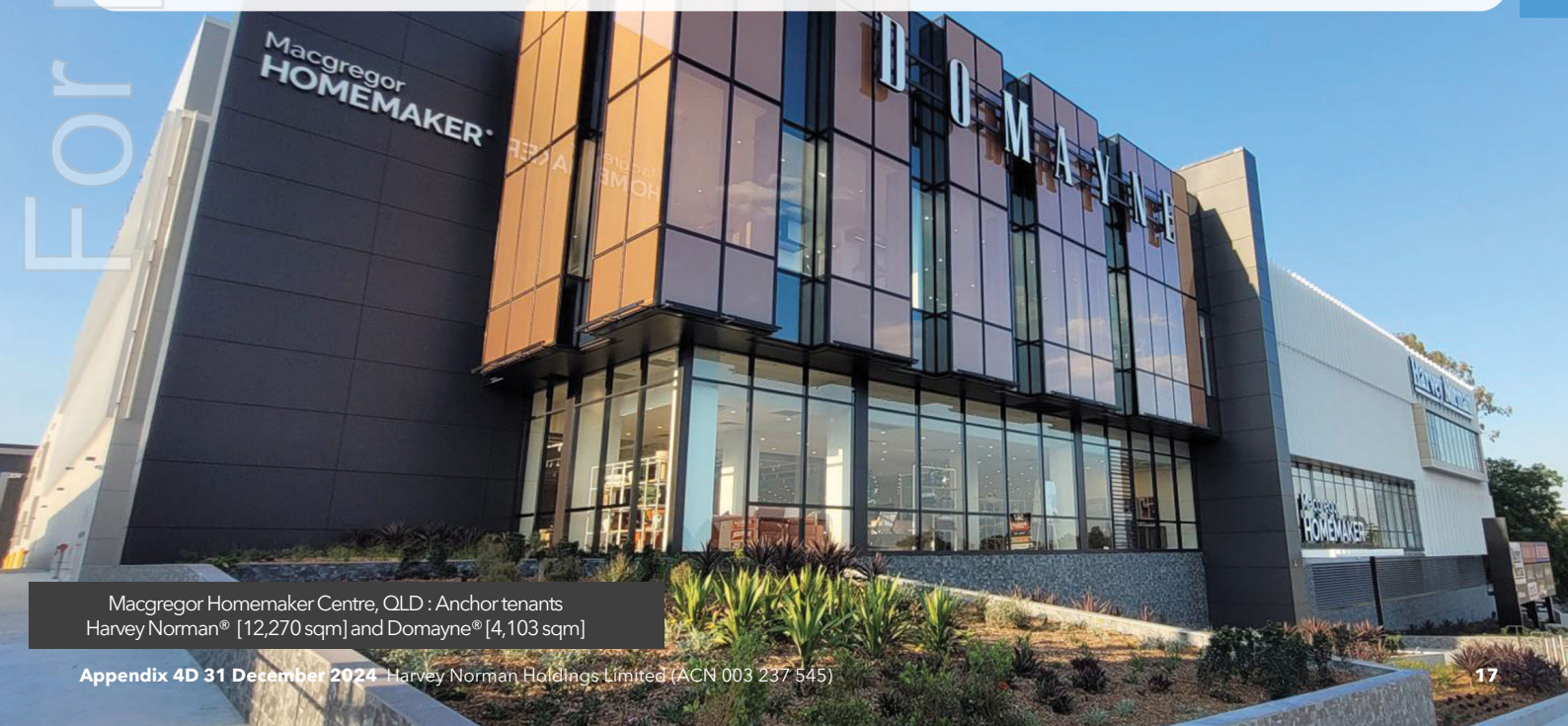
This net revaluation increment can be attributed to growing investor confidence and market stability, sustained strong demand and attractiveness of LFR assets and sustained rental

growth and record-low vacancy rates, thereby curtailing any further softening of capitalisation rates. Growth has been achieved this half as LFR property values have stabilised after a period of marginal yield softening, with our freehold investment property portfolio in Australia experiencing stronger than average rental growth and low vacancy rates that have outperformed the market average. Included in this increment, one property was externally revalued following a rezoning change that altered its highest and best use, resulting in a material uplift in value.

The LFR Centres within our Australian investment property portfolio are in highly-desirable, high population growth locations, geographically spread across most metropolitan cities and large regional areas in Australia. Our extensive LFR footprint facilitates the ongoing improvement and diversification of our tenancy mix. As at 31 December 2024, our LFR centres accommodate a complementary mix of over 480 third-party tenants that span across a variety of diverse categories including Food, Lifestyle & Other Service Retailers, Hardware, Medical, Chemists, Pets and Auto related products. A large proportion of these third-party tenants are ASX-listed and are national retailers that support the underlying value of our properties.

The LFR market continues to be buoyed by solid economic fundamentals of sustained population growth, low unemployment, wages growth and the wealth effect from increasing house values. Demand for showroom space from LFR tenants has remained elevated since the pandemic, while the new supply of showrooms has been limited due to a lack of appropriately zoned sites, competing uses for sites driving up land prices and high construction prices. This sustained strong demand for LFR sites continues to underpin growth in LFR property values.

Dwelling commencements are anticipated to significantly ramp up, supported by government intervention to respond to the current housing shortages and encourage further capital and new construction and renovation projects. With the stabilisation of inflation, impending rate cuts and supply chain constraints easing, national dwelling approvals are expected to see a significant increase in the coming years. The National Housing Accord has an aspirational target to build 1.2 million new, well-located homes over the next 5 years to 2029. The flow-on effect of new housing stock is expected to benefit LFR tenants and LFR property values.



Macgregor Homemaker Centre, QLD : Anchor tenants Harvey Norman® [12,270 sqm] and Domayne® [4,103 sqm]

Overseas Property Portfolio

Globally, we have 122 company-operated stores across 7 overseas countries. 29 of the stores located overseas (24% of total) are owned by the consolidated entity. The aggregate value of the overseas owner-occupied and investment property portfolio is \$660.13 million, increasing in value by \$21.24 million or 3.3% during 1H25.

Capital additions in Croatia amounting to \$15.95 million for 1H25 were primarily due to the purchase of a strategically located block of land in East Zagreb. The intention is to build a new 200,000 sq.ft. complex with Harvey Norman® occupying half the retail space with the remaining area to be leased to other retailers. This new East Zagreb store is set to open in late 2026.

The construction of a new central warehouse in Slovenia was completed in 1H25, with a revaluation uplift of \$4.75 million recognised in this half.

Total Property Portfolio and the Performance of the Property Segment

Property segment revenues have increased to \$260.00 million for 1H25, up by \$99.38 million, or 61.9%, from \$160.62 million in 1H24. This was primarily due to an increase in the net property revaluation adjustments by \$89.82 million, from a net decrement of \$5.12 million for 1H24 compared to an increment of \$84.71 million for 1H25. Rent and outgoings received from freehold properties have also increased by \$10.75 million, or 7.8%, due to higher market rentals and lower vacancy rates during 1H25.

Property-related operating costs have increased by \$4.0 million during the half, primarily due to higher interest expenses allocated to the property segment of \$2.53 million due to rising borrowing costs relative to the previous period. Excluding interest costs, the increase in operating expenses is consistent with the rise in revenues (excluding net property revaluation adjustments).

The property segment result was \$165.81 million for 1H25, an increase of \$95.38 million, or 135.4%, from \$70.43 million in 1H24. Excluding net property revaluations for both periods, the property segment result would have been \$81.11 million for 1H25 compared to \$75.55 million for 1H24, an increase of \$5.56 million, or 7.4%, mainly due to rental growth this period.

PROPERTY SEGMENT ASSETS

\$4.39bn

at 31 Dec 24

vs 1H24 ↑ +6.2% (up \$255.56m)

PROPERTY SEGMENT REVENUES

\$260.00m

[Includes a net revaluation increment of \$84.71m in 1H25 compared to a net revaluation decrement of \$5.12m in 1H24 recorded in expenses]

vs 1H24 ↑ +61.9% (up \$99.38m)

PROPERTY SEGMENT PBT

\$165.81m

[Excluding net property revaluations for both periods, the property segment result would have been \$81.11 million for 1H25 compared to \$75.55 million for 1H24, an increase of \$5.56 million or 7.4%]

vs 1H24 ↑ +135.4% (up \$95.38m)

NET PROPERTY REVALUATION ADJUSTMENTS

\$84.71m

Comprised of a net revaluation increment of \$88.41m for the Australian freehold investment property portfolio, offset by a revaluation decrement of (\$3.70m) for an overseas controlled entity.

vs 1H24 turnaround of \$89.82m from a net decrement of \$5.12m in 1H24

Harvey Norman® Millenia Walk, Singapore

Review of the Property Segment

The below table shows the composition of freehold property segment assets as at 31 December 2024, the number of owned property assets and the increase/decrease in fair value recognised in each country.

Composition of freehold property segment assets	December 2024	# of owned retail property assets	# of owned other property assets	Net increase/ (decrease) in fair value (income statement)	Net increase/ (decrease) in fair value (equity)
(1) Investment Properties (Freehold)					
– Australia	\$3,717.27m	97	49	\$88.41m	-
– New Zealand	\$41.53m	-	5	-	-
– Ireland	\$29.79m	-	1	-	-
Total Investment Properties (Freehold)	\$3,788.59m	97	55	\$88.41m	-
(2) Owner-Occupied Land & Buildings					
– Australia	\$11.18m	-	1	-	-
– New Zealand	\$408.16m	22	1	(\$3.70m)	\$12.92m
– Singapore	\$21.47m	-	2	-	-
– Slovenia	\$117.74m	5	1	-	\$4.75m
– Ireland	\$25.50m	2	-	-	-
– Croatia	\$15.95m	-	1	-	-
Total Owner-Occupied Land & Buildings	\$600.00m	29	6	(\$3.70m)	\$17.67m
(3) Joint Venture Assets	\$4.83m	-	8	-	-
Total Freehold Property Segment Assets	\$4,393.42m	126	69	\$84.71m	\$17.67m

Net Property Revaluation Adjustments in Australia

For the half-year ended 31 December 2024, a net revaluation increment of \$88.41 million was recorded in the income statement in relation to the freehold investment property portfolio in Australia. This net revaluation increment can be attributed to growing investor confidence and market stability, sustained strong demand and attractiveness of large-format retail (LFR) assets and sustained rental growth and record-low vacancy rates, thereby curtailing any further softening of capitalisation rates. Growth has been achieved this half as LFR property values have stabilised after a period of yield softening, with our freehold investment property portfolio in Australia experiencing stronger than average rental growth and low vacancy rates that have outperformed the market average. Included in this increment, one property was externally revalued following a rezoning change that altered its highest and best use, resulting in a material uplift in value.

At each balance date, the directors make an assessment of the fair value of each freehold investment property.

This assessment is informed by:

- the information and advice contained in the last independent external valuation report for that property prepared by an external, professionally qualified valuer who holds a recognised relevant professional qualification and has specialised expertise in the property being valued (**Independent Valuer**);
- the information and advice contained in the last internal valuation report for that property (which was informed by the immediately preceding independent external valuation report for that property);
- the last management review for that property; and
- other information and professional or expert advice given or prepared by reliable and competent persons in relation to that property.

Each freehold investment property in Australia is independently valued by an Independent Valuer at least once every 2 years on a rotational basis.

For 1H25, there were 43 independent valuations of freehold investment properties in Australia representing a total of approximately 27.8% of the value of freehold investment properties externally valued this period, and 29.5% in terms of the number of total freehold investment properties in Australia.

Freehold investment properties not independently externally valued as at balance date are subject to an internal valuation or a management review, performed by persons qualified by relevant education, training or experience. Each internal valuation and management review is informed by the last independent external valuation and reliable market evidence. For the current period, 3 freehold investment properties had been affected by the same factors as the properties which had been independently externally valued. As a consequence, internal valuations for these 3 properties were undertaken to determine the effect of these factors.

Leasehold Property Portfolio | AASB 16 Leases

Right-of-use Assets

Leasehold investment properties (sub-leased or licenced to external parties):

The consolidated entity has a portfolio of property leases primarily for the purposes of being sub-leased, or licenced to, Harvey Norman[®], Domayne[®] and Joyce Mayne[®] franchisees in Australia. For these properties, the consolidated entity enters into property leasing arrangements with external landlords and then subsequently subleases these sites to franchisees pursuant to a licence, terminable upon reasonable notice. Leasehold investment property: right-of-use asset meets the definition of an investment property and are measured at fair value. As at 31 December 2024, there were 307 leasehold investment properties. 101 leasehold investment properties (33% of total) were sub-leased or licenced to Harvey Norman[®], Domayne[®] and Joyce Mayne[®] franchisees in Australia for retail purposes, and 206 leasehold investment properties (67% of total) were mainly sub-leased or licenced to Harvey Norman[®], Domayne[®] and Joyce Mayne[®] franchisees for warehousing.

Right-of-use Assets

Leasehold owner-occupied properties & plant and equipment assets:

Leasehold properties occupied by the consolidated entity primarily include company-operated stores, warehouses and offices that are leased from external landlords. Unlike the leasehold investment properties: right-of-use assets which are measured at fair value, the leasehold owner-occupied properties and plant and equipment assets: right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses.

Composition of the Leasehold Property Portfolio:

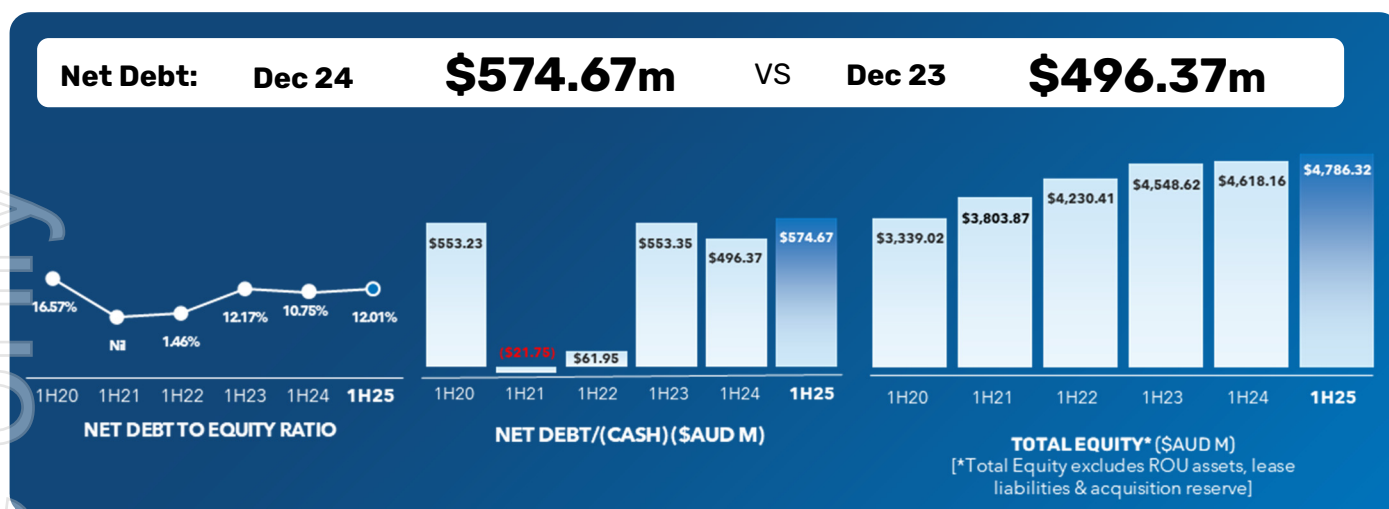
The table below shows the composition of right-of-use assets and lease liabilities within our leasehold property portfolio as at balance date, and the number of leased retail properties and other properties leased by the consolidated entity.

Composition of leasehold property portfolio	Right-of-use assets December 2024	Lease liabilities December 2024	# of leased retail property assets	# of leased other property assets
(1) Leases of Properties Sub-Leased to External Parties				
– Australia	\$774.25m	\$825.17m	101	206
(2) Leases of Owner-Occupied Properties and Plant and Equipment Assets				
– Australia	\$41.01m	\$56.38m	-	16
– New Zealand	\$128.43m	\$145.01m	25	36
– Singapore & Malaysia	\$259.42m	\$193.36m	48	20
– Slovenia & Croatia	\$23.58m	\$25.98m	3	1
– Ireland	\$99.12m	\$127.16m	14	15
– United Kingdom	\$5.59m	\$12.32m	3	2
Total Leases of Owner-Occupied Properties and Plant and Equipment Assets	\$557.14m	\$560.20m	93	90
Total Leasehold Property Portfolio	\$1,331.39m	\$1,385.37m	194	296

Financial Impact of AASB 16 Leases on the Consolidated Income Statement:

The table below shows the financial impact of AASB 16 Leases on the consolidated income statement for the half-year ended 31 December 2024.

Financial impact of AASB 16 leases:	Leases of owner-occupied properties \$000	Leases of properties Sub-leased to external parties \$000	Total leases \$000
Property, plant and equipment: Right-of-use asset - Depreciation expense	\$37,646	-	\$37,646
Investment properties (leasehold): Right-of-use asset - Fair value re-measurement	-	\$34,245	\$34,245
Finance costs: Interest on lease liabilities	\$11,100	\$19,879	\$30,979
Total AASB 16 Expenses Recognised	\$48,746	\$54,124	\$102,870
Less: Lease payments made during 1H25 (excluding variable lease payments and short-term, low-value leases)	(\$48,063)	(\$59,728)	(\$107,791)
Other adjustments	(\$204)	-	(\$204)
AASB 16 Net Decrease/(Increase) in PBT for 1H25	\$479	(\$5,604)	(\$5,125)



Net Debt to Equity Ratio

Across the consolidated entity, the total available facilities amounted to \$1,245.62 million as at 31 December 2024 compared to \$1,202.91 million as at 31 December 2023.

As at 31 December 2024, the utilised portion was \$884.48 million (Dec-23: \$836.13 million), leaving \$361.14 million (Dec-23: \$366.78 million) accessible financing facilities available. The utilised facilities in 1H25 increased by \$48.35 million compared to 1H24 resulting in a net debt position of \$574.67 million as at 31 December 2024, compared to a net debt position of \$496.37 million in 1H24. Our net debt to equity ratio remains low at 12.01% (Dec-23:10.75%).

The consolidated entity holds substantial cash reserves and maintains a low, conservative gearing ratio. Our strong balance sheet provides the flexibility and capacity to access additional liquidity when needed.

Strong Cash Flows

Cash and cash equivalents, net of bank overdraft, as disclosed in the Statement of Cash Flows, decreased by \$27.94 million to \$298.86 million as at 31 December 2024, compared to \$326.80 million as at 31 December 2023.

Cash flows from operating activities reduced by \$49.21 million to \$448.10 million for 1H25, from \$497.31 million in 1H24. This is primarily due to an increase in payments to suppliers and employees by \$63.08 million resulting from higher costs of opening new company-operated stores in Malaysia, New Zealand and the new Merry Hill, UK flagship, and the ongoing inflationary pressures on operating costs. This has been offset by a rise in receipts from customers by \$13.73 million in line with the increase in company-operated retail sales revenue this half.

During 1H25, gross revenues from franchisees increased by \$34.21 million compared to 1H24. However, this rise was offset by higher funding requests for franchisee inventory purchases to drive the 5.5% growth in aggregated franchisee sales revenue this half, resulting in a more moderate increase in net receipts from franchisees of \$8.49 million in 1H25. This is in contrast to 1H24, where net receipts from franchisees were high due to lower inventory funding requests from franchisees in response to subdued aggregated franchisee sales revenue which declined by 9.7% in 1H24, inflating operating cash flows in the previous period.

Net outflows from investing activities reduced by \$12.74 million during 1H25. Payments for the purchase of property, plant and equipment and intangible assets increased by \$27.87 million but were offset by a reduction in payments for the construction and refurbishments of freehold investment properties by \$29.76 million. During 1H25, loans repaid by related and unrelated parties reduced by \$10.68 million, but this was offset by the proceeds received for the sale of listed securities of \$22.68 million.

Net outflows from financing activities increased by \$42.57 million mainly due to higher repayments of the syndicated facility by \$95 million in 1H25 relative to 1H24, offset by higher proceeds from other short-term borrowings by \$54.99 million during the current period.

Operating Cash Flows

\$448.10m

For 1H25

1H25 vs 1H24 ↓ **-9.9%** (down \$49.21m)

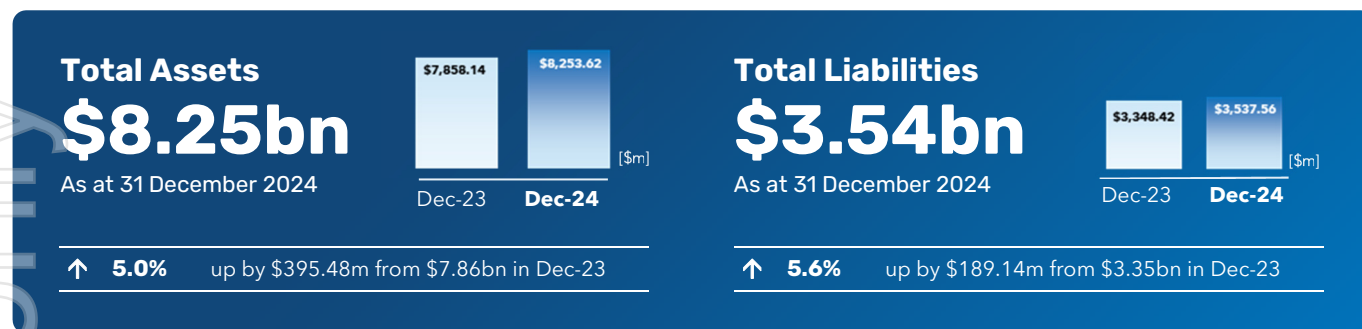
[5-year CAGR of 8.4%]

Cash Conversion %*

1H25 **118.8%**
1H24 **135.0%**

* Calculated as Operating Cash Flows (excluding interest & tax) ÷ EBITDA (excluding AASB 16 and net property revaluations)

Review of the Financial Position of the Consolidated Entity



Total assets were \$8.25 billion as at 31 December 2024, surpassing the \$8 billion milestone for the first-time this half. This represents an increase of \$395.48 million, or 5.0%, from \$7.86 billion as at 31 December 2023, an increase of \$325.76 million, or 4.1%, since the end of the previous financial year.

The value of the freehold investment property portfolio increased by \$234.57 million, or 6.6%, to \$3.79 billion as at Dec-24. The increase was primarily due to \$98.81 million of net property revaluation increments over the past 12 months, along with the refurbishment of freehold investment properties in Australia and the new freehold franchised complex at Macgregor (QLD) that opened in September 2024.

Property, plant and equipment assets increased by \$81.26 million mainly due to the fit-out of new company-operated stores that opened in 1H25: Merry Hill, England (opened 11 October 2024), Elmina Lakeside Mall, Selangor (opened 12 August 2024), Penang Sunshine Mall, Penang (opened 12 December 2024) and Park Mall Selayang, Selangor (opened 31 December 2024) in Malaysia, Papanui, Christchurch (opened 28 October 2024) and Ravenswood, Christchurch (opened 21 November 2024) in New Zealand. Additionally, the fit-out of two new franchised complexes located at Macgregor (QLD) and Melton (VIC) that opened during this half year and the premium refits at Penrith (NSW) and Marion (SA) further drove this growth. New company-operated stores that opened in 2H24: Seberang Jaya, Penang and Batu Pahat, Johor in Malaysia, Blenheim in New Zealand also contributed to the increase, along with the completion of premium refits at Erina (NSW) and Cannington (WA).

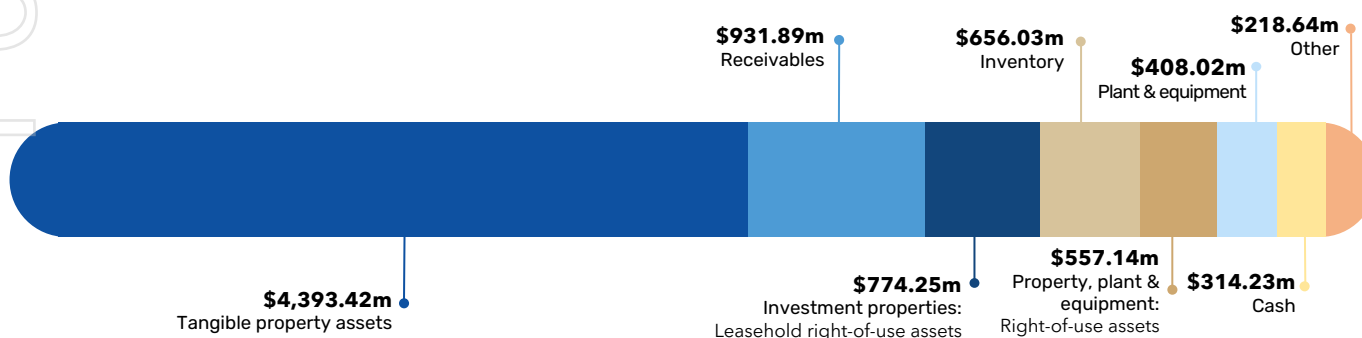
Inventories of company-operated stores increased by \$44.42 million primarily driven by new store openings during the last 12 months.

Total liabilities increased by \$189.14 million to \$3.54 billion as at Dec-24 from \$3.35 billion as at Dec-23. Interest-bearing loans and borrowings increased by \$48.14 million mainly due to the higher utilisation of short-term borrowings to fund expansion in the UK and Europe. Deferred tax liabilities increased by \$69.91 million, partially attributed to the legislative change in New Zealand that became effective in 2H24 to exclude tax deductions for future building depreciation expenses resulting in the recognition of approximately \$22 million in deferred tax balances.

This has resulted in an increase in net assets by \$206.34 million or 4.6% to \$4.72 billion as at Dec-24 from \$4.51 billion in Dec-23.



Composition of Total Assets of \$8.25bn



Outlook:

In **Malaysia**, we previously reported our intention to open up to 10 stores during FY25. During 1H25, 3 new stores were opened and we launched our expanded store in Mid Valley Megamall as our flagship store in Malaysia. We will open 1 more store during 2H25, bringing the number of stores in Malaysia to 38 by 30 June 2025. We remain committed to our expansion plan to grow to 80 stores, but due to the challenges of locating and negotiating suitable sites and obtaining the relevant authority approvals, we have extended the expansion plan from completing in 2028 to 2030.

In **Croatia**, the demographics and population size of Zagreb has unique growth potential. To capitalise on this opportunity, we have purchased a strategically located block in East Zagreb with plans to build a new two-level, 200,000 sq ft complex with Harvey Norman® occupying half the retail space. The remaining area will be leased to other retailers and we expect this new East Zagreb Harvey Norman® store to open in late 2026.

In the **United Kingdom**, after a four-year search, we have expanded our UK footprint with the launch of our first English flagship at the Merry Hill Shopping Centre on 11 October 2024. We continue to recognise the significant opportunities in Birmingham and the wider West Midlands region - a key region for the UK economy that also aligns perfectly with our vision and priorities. We confirm our intention to open a second store during calendar 2026, with the finalisation of lease negotiations of the proposed store at Gracechurch, Sutton Coldfield, West Midlands.

In **New Zealand**, amid challenging retail conditions, two full-format company-operated stores were opened at Papanui and Ravenswood, both in the Christchurch region of the South Island. In January and February 2025, following an extensive review to align performance with long-term strategic

objectives, the decision was made to close three small stores during 2H25. The NZ business continuously monitors the NZ market for possible store expansion opportunities.

In **Australia**, 2 franchised complexes were opened during 1H25 – Domayne® Macgregor, QLD, on 9 September 2024 and Harvey Norman® Melton, VIC, on 14 October 2024. The Harvey Norman® Mt. Gravatt franchised complex was relocated to the newly constructed Macgregor Homemaker Centre, the new premier homemaker shopping destination in south Brisbane, with Harvey Norman® occupying over 12,000 sqm. We intend to relocate a further franchised complex in 2H25 from a leasehold site to a freehold property. It is our present intention to relocate a further 3 Harvey Norman® franchised complexes in FY26, 2 of which are from their current leasehold sites to new freehold properties.

During 1H25, the premium refit program has continued, with 2 premium refits currently in progress located at Penrith (NSW) and Marion (SA). Over the next 12 months, and we intend to commence a further 3 premium refits.



Retail Trading Update:

As reported on 27/11/24 franchisee sales for the period 1 July 2024 to 31 October 2024 increased 3.2% (comparable up 3.1%) on the previous corresponding period, and for the months of November 2024 and December 2024 increased 9.0% (comparable up 8.6%) on November and December 2023. January 2025 sales increased 2.4% (comparable up 2.1%) on January 2024 **and further accelerated into February 2025 where the increase for the first 21 days of February 2025 was 7.2% (comparable up 7.0%) compared to the first 21 days of February 2024.**

Aggregated sales increase/(decrease) in local currencies from 1 January 2025 to 31 January 2025 vs 1 January 2024 to 31 January 2024:

1 Jan 2025 to 31 Jan 2025 vs 1 Jan 2024 to 31 Jan 2024		% increase / (decrease) calculated in local currencies	
Country		Total %	Comparable %
Australian Franchisees	\$ AUD	2.4	2.1
New Zealand	\$ NZD	0.6	(-1.0)
Slovenia & Croatia	€ EUR	1.9	2.2
Ireland	€ EUR	3.6	3.6
United Kingdom	£ GBP	96.8	(-23.2)
Singapore	\$ SGD	(-9.6)	(-6.9)
Malaysia	MYR	7.4	(-1.3)

Directors

A core philosophy we have maintained throughout the years is the significance and focus on the longevity of the Board of Directors with 'skin in the game', the experience and skill-set of our various business leaders and their deep understanding and expert-execution of the complex franchised operating model in Australia and the company-operated stores across seven overseas countries.

The successful strategies implemented within our integrated retail, franchise, property and digital system could have only been achieved with formidable leadership with the intimate knowledge of the intricacies of our business, leaders that can be trusted to protect our Harvey Norman®, Domayne® and Joyce Mayne® brands and navigate us through the current macroeconomic challenges.

Our Board

Unless otherwise indicated, all directors (collectively termed 'the Board'), held their position as director throughout the entire half-year and up to the date of this report.

- **Gerald Harvey**
Executive Chairman
- **Kay Lesley Page**
Executive Director and CEO
- **Chris Mentis**
Executive Director, CFO & Company Secretary
- **John Eryn Slack-Smith**
Executive Director and COO
- **Michael John Harvey**
Non-Executive Director
- **Christopher Herbert Brown (OAM)**
Non-Executive Director
- **Kenneth William Gunderson-Briggs**
Non-Executive Director (Independent)
- **Maurice John Craven**
Non-Executive Director (Independent)
- **Luisa Catanzaro**
Non-Executive Director (Independent)

Dividends

The directors recommend a fully franked interim dividend of 12.0 cents per share to be paid on 1 May 2025 to shareholders registered on 3 April 2025 (total dividend, fully franked - \$149,520,798). No provision has been made in the Statement of Financial Position for this recommended interim dividend. The Dividend Policy of the Company is to pay such dividends as do not compromise the capability of the Company to execute strategic objectives.

Signed in accordance with a resolution of the directors.



G. HARVEY
Chairman

Sydney
28 February 2025



K.L. PAGE
Chief Executive Officer

Sydney
28 February 2025



**Building a better
working world**

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Auditor's Independence Declaration to the Directors of Harvey Norman Holdings Limited

As lead auditor for the review of the half-year financial report of Harvey Norman Holdings Limited for the half-year ended 31 December 2024, I declare to the best of my knowledge and belief, there have been:

- a) No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review;
- b) No contraventions of any applicable code of professional conduct in relation to the review; and
- c) No non-audit services provided that contravene any applicable code of professional conduct in relation to the review.

This declaration is in respect of Harvey Norman Holdings Limited and the entities it controlled during the financial period.

Ernst & Young

James Karekinian
Partner
Sydney
28 February 2025

	Note	CONSOLIDATED		
		December 2024 \$000	June 2024 \$000	December 2023 \$000
Current assets				
– Cash and cash equivalents	26(a)	314,233	273,472	344,391
– Trade and other receivables	7	882,429	941,448	871,530
– Other financial assets	8	954	2,809	717
– Inventories	9	656,026	558,127	611,608
– Other assets	10	77,663	59,847	81,974
– Intangible assets	11	582	686	601
Total current assets		1,931,887	1,836,389	1,910,821
Non-current assets				
– Trade and other receivables	7	49,462	82,245	82,885
– Investments accounted for using the equity method	27	4,834	2,946	2,705
– Other financial assets	8	57,729	77,785	68,143
– Property, plant and equipment	12	1,008,019	946,355	926,758
– Property, plant and equipment: Right-of-use assets	13	557,136	511,928	524,614
– Investment properties: Freehold	14	3,788,591	3,650,611	3,554,026
– Investment properties: Leasehold Right-of-use assets	15	774,252	744,639	724,974
– Intangible assets	11	77,461	74,057	58,808
– Deferred tax assets		4,253	912	4,410
Total non-current assets		6,321,737	6,091,478	5,947,323
Total Assets		8,253,624	7,927,867	7,858,144
Current liabilities				
– Trade and other payables	16	466,712	378,709	456,572
– Interest-bearing loans and borrowings	17	577,157	84,334	71,638
– Lease liabilities	19	160,933	152,228	147,835
– Income tax payable		44,304	24,658	14,072
– Other liabilities	20	131,891	118,705	146,852
– Provisions	21	41,776	37,605	38,253
Total current liabilities		1,422,773	796,239	875,222
Non-current liabilities				
– Interest-bearing loans and borrowings	17	311,743	860,251	769,119
– Lease liabilities	19	1,224,438	1,182,822	1,193,910
– Provisions	21	8,242	10,680	9,524
– Deferred tax liabilities		569,011	539,341	499,103
– Other liabilities	20	1,355	1,604	1,543
Total non-current liabilities		2,114,789	2,594,698	2,473,199
Total Liabilities		3,537,562	3,390,937	3,348,421
Net Assets		4,716,062	4,536,930	4,509,723
Equity				
– Contributed equity	22	717,925	717,925	717,925
– Reserves	25	332,047	290,524	293,067
– Retained profits	23	3,622,628	3,492,755	3,464,914
Parent entity interests		4,672,600	4,501,204	4,475,906
– Non-controlling interests	24	43,462	35,726	33,817
Total Equity		4,716,062	4,536,930	4,509,723

The above Statement of Financial Position should be read in conjunction with the accompanying notes.

	Note	CONSOLIDATED	
		December 2024 \$000	December 2023 \$000
Sales of products to customers	3	1,490,112	1,477,551
Cost of sales		(1,033,033)	(1,017,006)
Gross profit		457,079	460,545
– Revenues received from franchisees	3	598,507	564,296
– Revenues and other income items	3	203,100	108,334
– Distribution expenses		(34,667)	(31,323)
– Marketing expenses		(193,326)	(201,571)
– Occupancy expenses	4,13,15	(150,972)	(166,443)
– Administrative expenses	4	(352,296)	(345,984)
– Other expenses		(74,668)	(56,034)
– Finance costs	4,19	(60,974)	(54,368)
– Share of net profit of joint venture entities	27	8,507	6,132
Profit before income tax		400,290	283,584
– Income tax expense	5	(116,883)	(80,799)
Profit after tax		283,407	202,785
Attributable to:			
– Owners of the parent		279,394	200,011
– Non-controlling interests		4,013	2,774
		283,407	202,785
Earnings per share			
– Basic earnings per share (cents per share)	6	22.42 cents	16.05 cents
– Diluted earnings per share (cents per share)	6	22.38 cents	16.02 cents
Dividends per share (cents per share)	23	12.0 cents	10.0 cents

The above Income Statement should be read in conjunction with the accompanying notes.

	Note	CONSOLIDATED	
		December 2024 \$000	December 2023 \$000
Profit for the period		283,407	202,785
Items that may be reclassified subsequently to profit or loss:			
- Foreign currency translation		23,063	1,575
- Net movement on cash flow hedges		(1,987)	(3,114)
- Income tax effect on net movement on cash flow hedges		596	934
Items that will not be reclassified subsequently to profit or loss:			
- Fair value revaluation of land and buildings		17,665	(8,565)
- Income tax effect on fair value revaluation of land and buildings		1,983	2,840
- Net fair value gains on financial assets at fair value through other comprehensive income		5,514	1,755
Other comprehensive income for the period (net of tax)		46,834	(4,575)
Total comprehensive income for the period (net of tax)		330,241	198,210
Total comprehensive income attributable to:			
- Owners of the parent		322,467	195,313
- Non-controlling interests		7,774	2,897
		330,241	198,210

The above Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

CONSOLIDATED \$000	Attributable to equity holders of the parent									
	Contributed equity	Retained profits	Asset revaluation reserve	Foreign currency reserve	FVOCI reserve	Cash flow hedge reserve	Employee equity benefits reserve	Acquisition reserve	Non-controlling interests	Total
At 1 July 2024	717,925	3,492,755	229,111	51,365	13,597	1,918	10,807	(16,274)	35,726	4,536,930
Revaluation of land and buildings	-	-	19,648	-	-	-	-	-	-	19,648
Currency translation differences	-	-	-	19,302	-	-	-	-	3,761	23,063
Reverse expired or realised cash flow hedge reserves	-	-	-	-	-	35	-	-	-	35
Fair value of forward foreign exchange contracts	-	-	-	-	-	23	-	-	-	23
Fair value of interest rate swap contract	-	-	-	-	-	(1,449)	-	-	-	(1,449)
Fair value of financial assets at fair value through other comprehensive income	-	-	-	-	5,514	-	-	-	-	5,514
Other comprehensive income	-	-	19,648	19,302	5,514	(1,391)	-	-	3,761	46,834
Profit for the period	-	279,394	-	-	-	-	-	-	4,013	283,407
Total comprehensive income for the period	-	279,394	19,648	19,302	5,514	(1,391)	-	-	7,774	330,241
Cost of share based payments	-	-	-	-	-	-	1,201	-	-	1,201
Utilisation of employee equity benefits reserve	-	-	-	-	-	-	(2,751)	-	-	(2,751)
Dividends paid	-	(149,521)	-	-	-	-	-	-	(38)	(149,559)
At 31 December 2024	717,925	3,622,628	248,759	70,667	19,111	527	9,257	(16,274)	43,462	4,716,062

The above Statement of Changes in Equity should be read in conjunction with the accompanying notes.

CONSOLIDATED \$000	Attributable to equity holders of the parent									
	Contributed equity	Retained profits	Asset revaluation reserve	Foreign currency reserve	FVOCI reserve	Cash flow hedge reserve	Employee equity benefits reserve	Acquisition reserve	Non-controlling interests	Total
At 1 July 2023	717,925	3,414,424	227,635	57,862	14,750	2,592	12,335	(16,274)	35,240	4,466,489
Revaluation of land and buildings	-	-	(5,725)	-	-	-	-	-	-	(5,725)
Currency translation differences	-	-	-	1,452	-	-	-	-	123	1,575
Reverse expired or realised cash flow hedge reserves	-	-	-	-	-	37	-	-	-	37
Fair value of forward foreign exchange contracts	-	-	-	-	-	(90)	-	-	-	(90)
Fair value of interest rate swap contract	-	-	-	-	-	(2,127)	-	-	-	(2,127)
Fair value of financial assets at fair value through other comprehensive income	-	-	-	-	1,755	-	-	-	-	1,755
Other comprehensive income	-	-	(5,725)	1,452	1,755	(2,180)	-	-	123	(4,575)
Profit for the period	-	200,011	-	-	-	-	-	-	2,774	202,785
Total comprehensive income for the period	-	200,011	(5,725)	1,452	1,755	(2,180)	-	-	2,897	198,210
Cost of share based payments	-	-	-	-	-	-	1,213	-	-	1,213
Utilisation of employee equity benefits reserve	-	-	-	-	-	-	(2,348)	-	-	(2,348)
Dividends paid	-	(149,521)	-	-	-	-	-	-	(4,320)	(153,841)
At 31 December 2023	717,925	3,464,914	221,910	59,314	16,505	412	11,200	(16,274)	33,817	4,509,723

The above Statement of Changes in Equity should be read in conjunction with the accompanying notes.

		CONSOLIDATED	
		December 2024	December 2023
		\$000	\$000
	Note		
Cash flows from operating activities			
Net receipts from franchisees		714,459	705,972
Receipts from customers		1,577,323	1,563,595
Payments to suppliers and employees		(1,683,189)	(1,620,108)
Distributions received from joint ventures		7,295	6,047
GST paid		(47,292)	(46,001)
Interest received		9,210	9,506
Interest and other costs of finance paid		(29,602)	(25,652)
Interest paid on lease liabilities		(30,979)	(28,594)
Income taxes paid		(70,407)	(69,181)
Dividends received		1,282	1,730
Net cash flows from operating activities	26(b)	448,100	497,314
Cash Flows from investing activities			
Payments for purchases of property, plant and equipment and intangible assets		(109,465)	(81,595)
Payments for purchase and refurbishments of freehold investment properties		(46,614)	(76,372)
Proceeds from sale of property, plant and equipment		2,215	2,744
Payments for purchase of units in unit trusts and other investments		(50)	(100)
Payments for purchase of equity accounted investments		(600)	(1,135)
Proceeds from sale of listed securities		22,683	-
Proceeds from insurance claims		490	1,698
Loans repaid by joint venture entities, joint venture partners, related and unrelated entities		6,206	16,884
Net cash flows used in investing activities		(125,135)	(137,876)
Cash flows from financing activities			
Lease payments (principal component)		(77,063)	(74,500)
Repayments of syndicated facility		(105,000)	(10,000)
Dividends paid		(149,521)	(149,521)
Proceeds from / (repayments of) other borrowings		54,321	(673)
Net cash flows used in financing activities		(277,263)	(234,694)
Net increase in cash and cash equivalents		45,702	124,744
Cash and cash equivalents at beginning of the period		253,156	202,056
Cash and cash equivalents at end of the period	26(a)	298,858	326,800

The above Statement of Cash Flows should be read in conjunction with the accompanying notes.

NOTES TO THE FINANCIAL STATEMENTS



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01 Statement of Material Accounting Policies

(a) Corporate Information

Harvey Norman Holdings Limited (the "Company") is a for profit company limited by shares incorporated in Australia and operating in Australia, New Zealand, Ireland, United Kingdom, Singapore, Malaysia, Slovenia and Croatia whose shares are publicly traded on the Australian Securities Exchange ("ASX") trading under the ASX code HVN.

(b) Basis of Preparation

These consolidated financial statements have been prepared using the same accounting policies as used in the annual financial statements for the year ended 30 June 2024, except for the adoption of new standards mandatory for annual periods beginning on or after 1 July 2024 which require retrospective restatement.

The half-year financial report does not include all notes of the type normally included within the Annual Financial Report and therefore cannot be expected to provide as full an understanding of the financial performance, financial position and the operating, financing and investing activities of the consolidated entity as the Annual Financial Report. The half-year financial report should be read in conjunction with the Annual Financial Report of Harvey Norman Holdings Limited as at 30 June 2024.

It is also recommended that the half-year financial report be considered together with any public announcements made by Harvey Norman Holdings Limited and its controlled entities during the half-year ended 31 December 2024 in accordance with the continuous disclosure obligations arising under the Corporations Act 2001.

The half-year consolidated financial report is a general purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001 and Accounting Standard AASB 134 Interim Financial Reporting.

The half-year financial report is presented in Australian dollars and all values are rounded to the nearest thousand dollars (\$000) unless otherwise stated under the option available to the Company under Australian Securities and Investments Commission Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191. The Company is an entity to which this legislative instrument applies.

The financial report of the Company for the half-year ended 31 December 2024 was authorised for issue in accordance with a resolution of the directors on 28 February 2025.

New Accounting Standards Adopted by the Consolidated Entity

Amendments and interpretations apply for the first time in the half-year ended 31 December 2024, but do not have material impact on the half-year financial report of the Group. This includes:

- AASB 2023-2 Amendments to Australian Accounting Standards - International Tax Reform - Pillar Two Model Rules
- AASB 2020-1 Amendments to Australian Accounting Standards - Classification of Liabilities as Current or Non-current

(c) Statement of Compliance

The half-year financial report has been prepared using the same accounting policies as used in the Annual Financial Report for the year ended 30 June 2024, except for the adoption of new and amending standards mandatory for annual periods beginning on or after 1 July 2024. The adoption of other amendments and interpretations did not have a significant impact on the consolidated entity.

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet effective have not been adopted by the consolidated entity for the half-year reporting period ended 31 December 2024.

02 Operating Segments

1H25 Segment Revenue	CONSOLIDATED (\$'000)		
Operating segment 31 December 2024	Sales of products to customers	Revenues received from franchisees and other income items	Total revenue by segment
Franchising operations	-	540,938	540,938
– New Zealand (retail)	487,871	12,855	500,726
– Singapore & Malaysia (retail)	363,630	10,043	373,673
– Slovenia & Croatia (retail)	117,468	3,259	120,727
– Ireland (retail)*	399,968	5,635	405,603
– United Kingdom (retail)*	14,708	321	15,029
– Other non-franchised retail	111,530	2,863	114,393
Total retail	1,495,175	34,976	1,530,151
– Retail property	-	259,997	259,997
Total property	-	259,997	259,997
Equity investments	-	977	977
Other	-	9,286	9,286
Intercompany eliminations	(5,063)	(44,567)	(49,630)
Total segment revenue	1,490,112	801,607	2,291,719

1H24 Segment Revenue	CONSOLIDATED (\$'000)		
Operating segment 31 December 2023	Sales of products to customers	Revenues received from franchisees and other income items	Total revenue by segment
Franchising operations	-	511,808	511,808
– New Zealand (retail)	506,209	12,844	519,053
– Singapore & Malaysia (retail)	356,237	8,876	365,113
– Slovenia & Croatia (retail)	110,835	2,160	112,995
– Ireland (retail)*	384,419	5,568	389,987
– United Kingdom (retail) [Northern Ireland only]*	10,366	192	10,558
– Other non-franchised retail	113,764	1,588	115,352
Total retail	1,481,830	31,228	1,513,058
– Retail property	-	159,828	159,828
– Retail property under construction	-	791	791
Total property	-	160,619	160,619
Equity investments	-	4,816	4,816
Other	-	9,695	9,695
Intercompany eliminations	(4,279)	(45,536)	(49,815)
Total segment revenue	1,477,551	672,630	2,150,181

* With the opening of the Merry Hill flagship in England, UK, during 1H25, the two stores in Northern Ireland are now reported under the United Kingdom retail segment, rather than the segment that previously combined Ireland & Northern Ireland. The prior year comparative for 1H24 has been restated to reflect this change in the reportable segment.

02 Operating Segments (continued)

1H25 Segment Result	CONSOLIDATED (\$'000)					
Operating segment 31 December 2024	Segment result before interest, tax, depreciation & amortisation	Interest expense	Depreciation expense (excl ROU Assets)	Depreciation & fair value remeasurement of ROU Assets	Impairment & amortisation expense	Segment result before Tax
Franchising operations	262,905	(24,045)	(13,422)	(36,250)	(8,905)	180,283
– New Zealand (retail)	49,973	(2,754)	(5,086)	(6,449)	(111)	35,573
– Singapore & Malaysia (retail)	47,961	(3,662)	(3,925)	(18,521)	(33)	21,820
– Slovenia & Croatia (retail)	8,288	(1,805)	(1,892)	(1,772)	(135)	2,684
– Ireland (retail)*	33,934	(4,441)	(3,936)	(7,457)	(185)	17,915
– United Kingdom (retail)*	(7,578)	(1,724)	(248)	(550)	-	(10,100)
– Non-franchised retail	(5,359)	(1,500)	(1,240)	(892)	(167)	(9,158)
Total retail	127,219	(15,886)	(16,327)	(35,641)	(631)	58,734
– Retail property	191,681	(19,288)	(5,845)	-	-	166,548
– Retail property under construction	(391)	(341)	-	-	-	(732)
– Property development for resale	(3)	(1)	-	-	-	(4)
Total property	191,287	(19,630)	(5,845)	-	-	165,812
Equity investments	(1,917)	(135)	-	-	-	(2,052)
Other	1,925	(1,278)	(3,134)	-	-	(2,487)
Intercompany eliminations	-	-	-	-	-	-
Total segment result before tax	581,419	(60,974)	(38,728)	(71,891)	(9,536)	400,290

1H24 Segment Result	CONSOLIDATED (\$'000)					
Operating segment 31 December 2023	Segment result before interest, tax, depreciation & amortisation	Interest expense	Depreciation expense (excl ROU Assets)	Depreciation & fair value remeasurement of ROU assets	Impairment & amortisation expense	Segment result before Tax
Franchising operations	240,747	(21,822)	(13,640)	(53,994)	(8,213)	143,078
– New Zealand (retail)	51,796	(2,067)	(4,463)	(5,625)	(108)	39,533
– Singapore & Malaysia (retail)	45,184	(3,588)	(4,772)	(17,779)	(31)	19,014
– Slovenia & Croatia (retail)	8,017	(1,382)	(1,699)	(1,752)	(88)	3,096
– Ireland (retail)*	32,488	(4,631)	(4,046)	(7,805)	(211)	15,795
– United Kingdom (retail)* [Northern Ireland only]	116	(764)	(233)	(374)	-	(1,255)
– Non-franchised retail	(5,457)	(1,734)	(1,204)	(874)	(86)	(9,355)
Total retail	132,144	(14,166)	(16,417)	(34,209)	(524)	66,828
– Retail property	93,772	(16,250)	(5,373)	-	-	72,149
– Retail property under construction	(817)	(796)	-	-	-	(1,613)
– Property development for resale	(48)	(58)	-	-	-	(106)
Total property	92,907	(17,104)	(5,373)	-	-	70,430
Equity investments	4,755	(179)	-	-	-	4,576
Other	2,617	(1,251)	(2,694)	-	-	(1,328)
Intercompany eliminations	(154)	154	-	-	-	-
Total segment result before tax	473,016	(54,368)	(38,124)	(88,203)	(8,737)	283,584

* With the opening of the Merry Hill flagship in England, UK, during 1H25, the two stores in Northern Ireland are now reported under the United Kingdom retail segment, rather than the segment that previously combined Ireland & Northern Ireland. The prior year comparative for 1H24 has been restated to reflect this change in the reportable segment.

02 Operating Segments (continued)

The consolidated entity operates predominantly in twelve (12) operating segments:

Operating segment	Description of segment
Franchising operations	Consists of the franchisor operations of the consolidated entity, but does not include the results, assets, liabilities or operations of any Harvey Norman®, Domayne® and Joyce Mayne® franchisees. This segment includes any Brand Licence Fees charged by a subsidiary of Harvey Norman Holdings Limited for access to, and use of, the Harvey Norman®, Domayne® and Joyce Mayne® brand names.
New Zealand (retail)	Consists of the wholly-owned operations of the consolidated entity in the retail trading operations in New Zealand under the Harvey Norman® brand name.
Singapore & Malaysia (retail)	Consists of the controlling interest of the consolidated entity in the retail trading operations in Singapore and Malaysia under the Harvey Norman® and Space Furniture® brand names.
Slovenia & Croatia (retail)	Consists of the wholly-owned operations of the consolidated entity in the retail trading operations in Slovenia and Croatia under the Harvey Norman® brand name.
Ireland (retail)	Consists of the wholly-owned operations of the consolidated entity in the retail trading operations in Ireland under the Harvey Norman® brand name.
United Kingdom (retail)	Consists of the wholly-owned operations of the consolidated entity in the retail trading operations in Northern Ireland and England under the Harvey Norman® brand name.
Other non-franchised retail	Consists of the retail and wholesale trading operations in Australia which are wholly-owned or controlled by the consolidated entity, and does not include the operations of any Harvey Norman®, Domayne® and Joyce Mayne® franchisees.
Retail property	Consists of freehold land and buildings that are owned by the consolidated entity for each site that are fully operational or are ready for operations. The revenue and results of this segment consists of rental income, outgoings recovered and the net property revaluation increments and/or decrements recognised in the Income Statement. This segment includes the mining camp accommodation joint ventures.
Retail property under construction	Consists of freehold sites that are currently undergoing construction at balance date intended for retail leasing. It also includes vacant land that has been purchased for the purposes of generating future investment income.
Property developments for resale	Consists of freehold land and buildings acquired by the consolidated entity, to be developed, or currently under development, for the sole purpose of resale at a profit.
Equity investments	This segment refers to the investment in, and trading of, equity investments.
Other	This segment primarily relates to credit facilities provided to related and unrelated parties and other unallocated income and expense items.

03 Revenues

	CONSOLIDATED	
	December 2024 \$000	December 2023 \$000
Revenue from contracts with customers and franchisees:		
– Sales of products to customers (a)	1,490,112	1,477,551
– Services to customers (c)	20,659	19,295
– Franchise fees in accordance with franchise agreements (b)	430,457	402,815
Total revenue from contracts with customers and franchisees	1,941,228	1,899,661
Other revenue from franchisees:		
– Rent and outgoings received from franchisees	153,771	147,342
– Interest to implement and administer the financial accommodation facilities	14,279	14,139
Total other revenue received from franchisees (b)	168,050	161,481
Gross revenue from other unrelated parties:		
– Rent and outgoings received from external tenants	68,822	62,129
– Interest received from financial institutions and other parties	9,210	9,506
– Dividends received	977	1,382
Total other revenue received from unrelated parties (c)	79,009	73,017
Other income items:		
– Net property revaluation increment on Australian freehold investment properties	88,408	-
– Net revaluation increment of equity investments to fair value	-	3,434
– Other income	15,024	12,588
Total other income items (c)	103,432	16,022
Disclosed in the income statement as follows:		
(a) Sale of products to customers	1,490,112	1,477,551
(b) Revenue received from franchisees	598,507	564,296
(c) Revenue and other income items	203,100	108,334

04 Expenses and Losses

	CONSOLIDATED	
	December 2024 \$000	December 2023 \$000
Employee benefits expense:		
– Wages and salaries	210,290	205,945
– Workers compensation	1,610	1,552
– Superannuation contributions	11,750	10,665
– Payroll tax	9,116	8,685
– Share-based payments	1,153	1,038
– Other employee benefits	6,764	7,338
Total employee benefits expense	240,683	235,223
Finance costs:		
– Interest on lease liabilities	30,979	28,594
– Bank interest paid to financial institutions	29,211	25,110
– Other	784	664
Total finance costs	60,974	54,368
Occupancy expenses:		
– Variable lease payments (including short-term and low-value leases)	20,462	20,512
– Property, plant and equipment: Right-of-use assets - Depreciation expense	37,646	35,893
– Property, plant and equipment: Right-of-use assets - Impairment expense	77	1,198
– Investment properties (leasehold): Right-of-use assets - Fair value re-measurement	34,245	52,310
– Net property revaluation decrement on Australian freehold investment properties	-	4,558
– Property revaluation decrement for overseas controlled entity	3,701	559
– Other occupancy expenses	54,841	51,413
Total occupancy expenses	150,972	166,443
Depreciation, amortisation and impairment:		
Depreciation of (excluding AASB16 depreciation in occupancy expenses above):		
– Buildings	6,038	5,398
– Plant and equipment	32,690	32,726
Amortisation of:		
– Computer software	9,168	8,210
– Net licence property and other intangible assets	368	527
Total depreciation, amortisation and impairment	48,264	46,861

05 Income Tax

	CONSOLIDATED	
	December 2024 \$000	December 2023 \$000
Income tax recognised in the Income Statement:		
Current income tax:		
– Current income tax charge	86,088	84,181
– Adjustments in respect of current income tax of previous years	2,069	(1,657)
Deferred income tax:		
– Relating to the origination and reversal of temporary differences	28,726	(1,725)
Total income tax expense reported in the income statement	116,883	80,799

The consolidated entity has applied the mandatory exception in AASB 112 Income Taxes to recognising and disclosing information about deferred tax assets and liabilities related to Pillar Two income taxes. Pillar Two income taxes legislation was substantively enacted in Australia on 26 November 2024 and became effective for the consolidated entity from 1 July 2024.

Based on the half year result, the consolidated entity has satisfied the safe harbour tests or its effective tax rate exceeded 15 per cent in the jurisdictions in which it operates, and therefore, the application of the rules does not have any current tax impact on the consolidated entity for the half year ended 31 December 2024.

The consolidated entity continues to monitor the developments around the implementation and enactment of Pillar Two income taxes and the detailed impact assessment of Pillar Two income taxes is ongoing.

06 Earnings Per Share

	CONSOLIDATED	
	December 2024	December 2023
Basic earnings per share (cents per share)	22.42c	16.05c
Diluted earnings per share (cents per share)	22.38c	16.02c
	December 2024 \$000	December 2023 \$000
The following reflects the income and number of HVN shares used in the calculation of basic and diluted earnings per share:		
– Profit after tax	283,407	202,785
– Less: Profit after tax attributable to non-controlling interests	(4,013)	(2,774)
Profit after tax attributable to owners of the parent	279,394	200,011
	NUMBER OF SHARES	
	December 2024 Number	December 2023 Number
Weighted average number of ordinary shares used in calculating basic earnings per share	1,246,006,654	1,246,006,654
Effect of dilutive securities	2,128,003	2,656,807
Adjusted weighted average number of ordinary shares used in calculating diluted earnings per share	1,248,134,657	1,248,663,461

07 Trade and Other Receivables

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current			
Receivables from franchisees (a)	695,319	812,337	697,972
– Trade receivables	131,902	104,908	139,360
– Consumer finance loans	4,443	2,802	3,118
– Allowance for expected credit loss	(1,508)	(3,551)	(3,843)
Trade receivables, net	134,837	104,159	138,635
Amounts receivable in respect of finance leases	3,233	3,268	3,294
Non-trade debts receivable from:			
– Related parties (including joint ventures and joint venture partners)	669	500	634
– Unrelated parties	48,371	21,184	30,995
Non-trade debts receivable, net	49,040	21,684	31,629
Total trade and other receivables (current)	882,429	941,448	871,530

(a) Receivables from franchisees

Derni Pty Limited (**Derni**), a wholly-owned subsidiary of Harvey Norman Holdings Limited (**HNHL**), may, at the request of a franchisee, provide financial accommodation in the form of a revolving line of credit, to that franchisee. The repayment of the indebtedness of that franchisee to Derni is secured by a security interest over all present and after-acquired property of that franchisee, pursuant to a General Security Deed (**GSD**).

The receivables from franchisees balance of \$695.32 million as at 31 December 2024 comprises the aggregate of the balances due from each franchisee to Derni, and is net of any uncollectible amounts. The indebtedness of each franchisee to Derni is reduced on a daily basis by an electronic funds transfer process. Each franchisee directs the financial institution of that franchisee to transfer the net cash receipts in the bank account of the franchisee to Derni, in reduction of outstanding indebtedness.

Receivables from franchisees have been measured at amortised cost. The consolidated entity has performed an assessment of the franchisee receivables and has calculated the expected credit loss by applying the general approach for provisioning for expected credit losses prescribed by AASB 9. The expected credit loss assessment was conducted on the carrying value of franchisee receivables as at 31 December 2024 totalling \$695.32 million (December 2023: \$697.97 million). Based on the assessment, receivables from franchisees are current and neither past due nor impaired as at 31 December 2024.

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Non-current			
– Trade receivables	7,476	6,934	6,942
– Consumer finance loans	950	599	666
– Allowance for expected credit loss	(9)	(6)	(6)
Trade receivables, net	8,417	7,527	7,602
Amounts receivable in respect of finance leases	653	829	988
Non-trade debts receivable from:			
– Related parties (including joint ventures and joint venture partners)	35,389	35,925	42,533
– Unrelated parties	22,081	55,042	48,840
– Allowance for expected credit loss	(17,078)	(17,078)	(17,078)
Non-trade debts receivable, net	40,392	73,889	74,295
Total trade and other receivables (non-current)	49,462	82,245	82,885

08 Other Financial Assets

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current			
Derivatives receivable	954	2,809	717
Total other financial assets (current)	954	2,809	717
Non-current			
Equity investments at fair value through profit or loss	25,239	50,662	37,919
Equity investments at fair value through other comprehensive income	23,909	18,594	21,794
Units in unit trusts	414	414	414
Other non-current financial assets	8,167	8,115	8,016
Total other financial assets (non-current)	57,729	77,785	68,143

09 Inventories

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current			
Finished goods at cost	669,707	568,277	625,162
Provision for obsolescence	(13,681)	(10,150)	(13,554)
Total inventories (current)	656,026	558,127	611,608

10 Other Assets

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current			
Prepayments	68,682	47,165	70,000
Other current assets	8,981	12,682	11,974
Total other assets (current)	77,663	59,847	81,974

11 Intangible Assets

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current			
Net licence property (current)	582	686	601
Non-current			
Net licence property	931	925	923
Other intangible assets	59	55	56
Computer software:			
– At cost	271,123	260,764	238,482
– Accumulated amortisation and impairment	(194,652)	(187,687)	(180,653)
Net computer software	76,471	73,077	57,829
Total net intangible assets (non-current)	77,461	74,057	58,808

12 Property, Plant and Equipment

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Land at fair value	262,073	243,905	267,823
Buildings at fair value	337,924	337,101	313,304
Land and buildings at fair value	599,997	581,006	581,127
Plant and equipment:			
– At cost	972,119	983,157	953,300
– Accumulated depreciation	(564,097)	(617,808)	(607,669)
Net plant and equipment	408,022	365,349	345,631
Total property, plant and equipment:			
– Land and buildings at fair value	599,997	581,006	581,127
– Plant and equipment at cost	972,119	983,157	953,300
Total property, plant and equipment	1,572,116	1,564,163	1,534,427
Accumulated depreciation	(564,097)	(617,808)	(607,669)
Total written down amount of property, plant and equipment	1,008,019	946,355	926,758

13 Property, Plant and Equipment: Right-Of-Use Assets (ROUA)

	CONSOLIDATED		
	Leasehold properties: (a) ROUA \$000	Plant & equipment: ROUA \$000	Total: ROUA \$000
As at 1 July 2024	508,459	3,469	511,928
New, modified leases	64,424	234	64,658
Leases exited	(1,397)	(8)	(1,405)
Depreciation	(36,874)	(772)	(37,646)
Other adjustments	(2,369)	-	(2,369)
Net foreign currency differences	21,930	40	21,970
As at 31 December 2024	554,173	2,963	557,136

	CONSOLIDATED		
	Leasehold properties: (a) ROUA \$000	Plant & equipment: ROUA \$000	Total: ROUA \$000
As at 1 July 2023	541,578	4,441	546,019
New, modified leases	17,697	(426)	17,271
Depreciation	(34,824)	(1,069)	(35,893)
Other adjustments	(1,198)	-	(1,198)
Net foreign currency differences	(1,565)	(20)	(1,585)
As at 31 December 2023	521,688	2,926	524,614

(a) The leasehold properties relate to leases of owner-occupied properties.

Property, Plant and Equipment: Right-of-Use Assets

The consolidated entity recognises right-of-use assets in respect of leases of property, plant and equipment at the commencement date of the lease (i.e. the date the underlying asset is available for use). The initial measurement of right-of-use assets includes the amount of lease liabilities recognised, initial direct costs incurred, and lease payments made at or before the commencement date, less any lease incentives received.

Right-of-use assets are subsequently measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any re-measurement of lease liabilities. The right-of-use assets are depreciated on a straight-line basis over the shorter of its estimated useful life or the lease term. Right-of-use assets are subject to an impairment assessment under AASB 136 *Impairment of Assets* at each reporting date.

14 Investment Properties: Freehold

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Opening balance at beginning of the period, at fair value	3,650,611	3,483,593	3,483,593
Net additions, disposals and transfers	49,572	161,723	75,550
Net increase / (decrease) from fair value adjustments	88,408	5,295	(5,117)
Closing balance at end of the period, at fair value	3,788,591	3,650,611	3,554,026

Valuation Approach

The directors make an assessment of the fair value of each freehold investment property as at balance date.

This assessment is informed by:

- the information and advice contained in the last independent external valuation report for that property prepared by an external, professionally qualified valuer who holds a recognised relevant professional qualification and has specialised expertise in the property being valued (Independent Valuer);
- the information and advice contained in the last internal valuation report for that property (which was informed by the immediately preceding independent external valuation report for that property);
- the last management review for that property; and
- other information and professional or expert advice given or prepared by reliable and competent persons in relation to that property.

Independent External Valuations

The freehold investment property portfolio is valued by an Independent Valuer at least once every two (2) years on a rotational basis.

For the current period, forty-three (43) independent valuations of freehold investment properties were performed by an Independent Valuer. This represents a total of 29.5% of the number of freehold investment properties independently externally valued this half, and approximately 27.8% in terms of the fair value of the freehold investment property portfolio in Australia subject to independent external valuation.

Internal Valuations and Reviews

Freehold investment properties not independently externally valued as at balance date are subject to an internal valuation or a management review, performed by persons qualified by relevant education, training or experience. Each internal valuation and management review is informed by the last independent external valuation and reliable market evidence. For the current period, three (3) freehold investment properties had been affected by the same factors as the properties which had been independently externally valued. As a consequence, internal valuations for these three (3) properties were undertaken to determine the effect of these factors.

Valuation Methodologies

The fair value in respect of each freehold investment property has been calculated primarily using the income capitalisation method of valuation, based on the current market rental value, and having regard to, in respect of each property:

- the highest and best use of the property
- the quality of construction
- the age and condition of improvements
- recent market sales data in respect of comparable properties
- current market rental value, being the amount that could be exchanged between knowledgeable, willing parties in an arm's length transaction
- the tenure of franchisees and external tenants
- adaptive reuse of buildings
- non-reliance on turnover rent
- other specific circumstances of the property

As a secondary method, a discounted cash flow valuation or a direct sale comparison valuation is undertaken as a check method.

The fair value of a freehold investment property under construction is determined using the income capitalisation method by estimating the fair value of the property as at the relevant completion date less the remaining costs to complete and allowances for associated risk. As a secondary method, a discounted cash flow valuation is undertaken. An internal valuation or management review is performed for any property less than 75% complete where there is an indication of a substantial change in the risks or benefits to warrant an earlier assessment. Normally, the direct sale comparison method of valuation is used for properties held for future development.

15 Investment Properties (Leasehold): Right-Of-Use Assets

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Opening balance at beginning of the period, at fair value	744,639	705,034	705,034
New and modified leases	64,836	124,122	72,250
Leases exited	(978)	(8,304)	-
Net decrease from fair value re-measurements	(34,245)	(76,213)	(52,310)
Closing balance at end of the period, at fair value	774,252	744,639	724,974

Valuation of Investment Properties (Leasehold): Right-Of-Use Assets

The directors make an assessment of the fair value of each Investment Property (Leasehold): Right of Use Asset (**IP (Leasehold) ROU Asset**) as at balance date. Each IP (Leasehold) ROU Asset is reviewed at least every 6 months. This review is undertaken by persons qualified by relevant education, training or experience, with the assistance of qualified management. As part of the review, an independent, professionally qualified valuer who holds a recognised relevant professional qualification and has relevant specialised expertise (**Leasehold Independent Valuer**) is engaged to provide independent verification of key observable inputs.

The re-measurement of an IP Leasehold ROU Asset to fair value comprises the following:

- 1) A reduction in the IP Leasehold ROU Asset to reflect the decrease in its future value due to the usage of the asset during the period, reflecting the passage of time and a reduction in remaining lease tenure. This is recognised as a fair value decrement in the Income Statement.
- 2) Re-measurement of the IP Leasehold ROU Asset at the prevailing discount rate as at the reporting date. If the discount rate at the end of the period is higher than the discount rate at the beginning of the period, there will be a decrease in the value of the IP Leasehold ROU Asset and a corresponding fair value decrement is recognised in the Income Statement. If the discount rate at the end of the period is lower than the discount rate at the beginning of the period, there will be an increase in the value of the IP Leasehold ROU Asset and a corresponding fair value increment is recognised in the Income Statement. The discount rate used is determined based on market data, information on margins available to the consolidated entity, and other adjustments appropriate as at the reporting date.
- 3) The Leasehold Independent Valuer provides independent verification of key observable inputs including the current market rent ranges, being the amount that could be exchanged between knowledgeable, willing parties in an arm's length transaction, at each reporting date. If the current market rent range increases, there may be an increase in the value of the IP Leasehold ROU Asset and a corresponding fair value increment may be recognised in the Income Statement. If the current market rent range decreases, there may be a decrease in the value of the IP Leasehold ROU Asset and a corresponding fair value decrement may be recognised in the Income Statement. The results and recommendations of the review and the information and professional advice provided by the Leasehold Independent Valuer are used to inform the assessment of the fair value of each IP Leasehold ROU Asset at balance date.

Discount Rate

IP Leasehold ROU Assets are re-measured to fair value by using the prevailing discount rate as at the reporting date which is determined by taking into account the following:

- External market based rates for a range of maturities as at the reporting date;
- The lending margins available to the consolidated entity; and
- Other adjustments that may be made by market participants over the lease term.

Market Rent Ranges

As at each balance date, the Leasehold Independent Valuer provides market rent ranges for each leasehold investment property, being the amount that could be exchanged between knowledgeable, willing parties in an arm's length transaction at each reporting date. The market rent ranges are used to assess whether future lease payments are representative of what market participants would pay for a particular asset over a similar term.

16 Trade and Other Payables

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Trade and other creditors	359,303	290,973	347,536
Accruals	107,409	87,736	109,036
Total trade and other payables (current)	466,712	378,709	456,572

17 Interest-Bearing Loans and Borrowings

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Current secured:			
Bank overdraft (a)	15,375	20,316	17,591
Commercial bills payable (b)	-	1,400	5,400
Syndicated facility agreement (c)	440,000	-	-
Other short-term borrowings (d)	117,357	58,149	44,018
Current unsecured:			
Derivatives payable	-	63	238
Non-trade amounts owing to:			
- Related parties	4,238	4,238	4,238
- Unrelated parties	187	168	153
Total interest-bearing loans and borrowings (current)	577,157	84,334	71,638
Non-current:			
Syndicated facility agreement (c)	300,000	845,000	750,000
Other borrowings (d)	11,743	15,251	19,119
Total interest-bearing loans and borrowings (non-current)	311,743	860,251	769,119

(a) Bank Overdraft

The total bank overdraft of \$15.38 million as at 31 December 2024 (31 December 2023: \$17.59 million) relates to a bank overdraft due by Harvey Norman Trading (Ireland) Limited to Bank of Ireland ("BOI") (the "BOI Overdraft Facility"). Harvey Norman Holdings Limited has provided a Guarantee and Indemnity in favour of BOI in support of the BOI Overdraft Facility at the request of Ireland. The BOI Overdraft Facility is secured by this Guarantee.

(b) Commercial bills payable

The commercial bills payable formed part of facilities granted by ANZ. The payment of each commercial bill was secured by the securities given pursuant to the Syndicated Facility Agreement (as defined in Note 17(c)), and was subject to annual review by ANZ. Each commercial bill had a tenure not exceeding 180 days but was repayable on demand by ANZ, upon the occurrence of any event of default or Relevant Event (as defined in Note 17(c)) under the Syndicated Facility Agreement, or after any annual review date. This facility was repaid and terminated in full on 29 November 2024.

(c) Syndicated Facility Agreement

On 2 December 2009, the Company, a subsidiary of the Company (**Borrower**) and certain other subsidiaries of the Company (**Guarantors**) entered into a Syndicated Facility Agreement (the **Facility** or **SFA**) with certain banks (**Financiers** and each a **Financier**). This facility has been amended from time to time. As at 31 December 2024, the SFA comprised of five (5) Tranches totalling \$1,010 million. The Amending Deed (No. 8) to the Facility, dated 30 November 2021, was executed with the effect of extending the repayment date of Tranche A1 of the Facility totalling \$170 million to 4 December 2026 and Tranche B of the Facility totalling \$240 million to 4 December 2025. On 30 November 2022, the Amending Deed (No. 9) to the Facility was executed with the effect of extending the repayment date of Tranche A2 of the Facility totalling \$200 million to 30 November 2026 and the establishment of Tranche C of the Facility totalling \$200 million with a repayment date of 30 November 2025. On 10 November 2023, the Amending Deed (No 10) to the Facility was executed with the effect of the establishment of Tranche D of the Facility totalling \$200 million with a repayment date of 10 November 2027. The utilised amount of the Facility as at 31 December 2024 was \$740 million, repayable as set out below, and \$440 million was classified as current and \$300 million was classified as non-current interest-bearing loans and borrowings.

17 Interest-Bearing Loans and Borrowings (continued)

(c) Syndicated Facility Agreement (continued)

This Facility is secured by:

- a fixed and floating charge granted by the Company and each of the Guarantors in favour of a security trustee for the Financiers; and
- real estate mortgages granted by certain Guarantors in favour of the security trustee for the Financiers over various real properties owned by those Guarantors.

Under the terms of the Syndicated Facility Agreement, the Facility is repayable:

- in respect of Tranche A1 totalling \$170 million, on 4 December 2026 (\$100 million utilised at 31 December 2024)
- in respect of Tranche A2 totalling \$200 million, on 30 November 2026 (\$200 million utilised at 31 December 2024)
- in respect of Tranche B totalling \$240 million, on 4 December 2025 (\$240 million utilised at 31 December 2024)
- in respect of Tranche C totalling \$200 million, on 30 November 2025 (\$200 million utilised at 31 December 2024)
- in respect of Tranche D totalling \$200 million, on 10 November 2027 (unutilised at 31 December 2024)
- otherwise on demand by or on behalf of the Financiers upon the occurrence of any one of a number of events (each a "Relevant Event"), including events which are not within the control of the Company, the Borrower or the Guarantors. Each of the following is a Relevant Event:
 - i. an event occurs which has or is reasonably likely to have a material adverse effect on the business, operation, property, condition (financial or otherwise) or prospects of the Borrower or the Company and the subsidiaries of the Company;
 - ii. if any change in law or other event makes it illegal or impractical for a Financier to perform its obligations under the Syndicated Facility Agreement or fund or maintain the amount committed by that Financier to the provision of the Facility, the Financier may by notice to the Borrower, require the Borrower to repay the secured moneys in respect of the commitment of that Financier, in full on the date which is forty (40) business days after the date of that notice.

(d) Other Short-Term Borrowings

The consolidated entity has the following short-term borrowings as at 31 December 2024:

- a short-term facility of \$50.44 million in England secured by the securities pursuant to the SFA – \$36.32 million was utilised as at 31 December 2024.
- a short-term facility of \$18.11 million in New Zealand secured by the securities pursuant to the SFA – unutilised as at 31 December 2024.
- a short-term facility with a limit of \$11.83 million in Singapore secured by a corporate guarantee – unutilised as at 31 December 2024.
- a short term facility with a limit of \$1.08 million in Malaysia secured by a corporate guarantee. \$0.90 million was utilised as at 31 December 2024 (Dec-23: \$0.64 million).
- a total facility with a limit of \$19.78 million in Ireland secured by fixed and floating charges over property. This facility was fully utilised as at 31 December 2024, with \$8.04 million classified as current borrowings (Dec-23: \$7.56 million) and \$11.74 million classified as non-current borrowings (Dec-23: \$19.12 million).
- a total facility with a limit of \$77 million in Slovenia and Croatia, with a maturity date of 4 December 2025, is secured by the securities pursuant to the SFA. \$67.13 million was utilised as at 31 December 2024 (Dec-23: \$31.72 million).
- a total facility with a limit of \$5.91 million relates to a revolving credit facility with ANZ in Singapore. \$4.97 million was utilised as at 31 December 2024 (Dec-23: \$4.10 million).

The Company has not received notice of the occurrence of any Relevant Event from any financier. During 1H25 and 1H24, there were no defaults or breaches on any of the interest-bearing loans and borrowings referred to in this note.

18 Financing Facilities Available

At balance date, the following financing facilities had been negotiated and were available.

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Total facilities available at reporting date:			
– Bank overdraft	51,463	49,101	48,626
– Other borrowings	184,152	121,773	138,886
– Commercial bank bills	-	1,400	5,400
– Syndicated Facility	1,010,000	1,010,000	1,010,000
Total Available Facilities	1,245,615	1,182,274	1,202,912
Facilities used at reporting date:			
– Bank overdraft	15,375	20,316	17,591
– Other borrowings (current)	117,357	58,149	44,018
– Other borrowings (non-current)	11,743	15,251	19,119
– Commercial bank bills (current)	-	1,400	5,400
– Syndicated Facility (current and non-current)	740,000	845,000	750,000
Total Used Facilities	884,475	940,116	836,128
Facilities unused at reporting date:			
– Bank overdraft	36,088	28,785	31,035
– Other borrowings	55,052	48,373	75,749
– Syndicated Facility	270,000	165,000	260,000
Total Unused Facilities	361,140	242,158	366,784

Refer to Note 17. Interest-Bearing Loans and Borrowings for details regarding the security provided by the consolidated entity over each of the financing facilities disclosed above.

19 Lease Liabilities

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Lease liabilities at beginning of the period	1,335,050	1,328,808	1,328,808
New, modified and exited leases	107,238	159,801	89,275
Interest on lease liabilities	30,979	58,087	28,594
Lease payments	(108,042)	(208,816)	(103,096)
Net foreign currency differences	20,146	(2,830)	(1,836)
Lease liabilities at the end of the period	1,385,371	1,335,050	1,341,745
Disclosed as:			
– Lease liabilities (current)	160,933	152,228	147,835
– Lease liabilities (non-current)	1,224,438	1,182,822	1,193,910
Total lease liabilities	1,385,371	1,335,050	1,341,745

20 Other Liabilities

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Total unearned revenue (current)	131,891	118,705	146,852
Total unearned revenue (non-current)	1,355	1,604	1,543

21 Provisions

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Employee entitlements	37,787	36,942	36,785
Lease make good	3,989	663	1,468
Total provisions (current)	41,776	37,605	38,253
Employee entitlements	2,940	2,758	2,727
Lease make good	5,302	7,922	6,797
Total provisions (non-current)	8,242	10,680	9,524

22 Contributed Equity

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Ordinary shares	717,925	717,925	717,925
Total contributed equity	717,925	717,925	717,925

Full paid ordinary shares carry one vote per share and carry the right to dividends.

	December 2024 Number of shares	December 2024 \$000
Movements in ordinary shares on issue:		
– Balance at 1 July 2024	1,246,006,654	717,925
– Issue of shares	-	-
Balance at end of the period	1,246,006,654	717,925

Number of ordinary shares issued and fully paid as at 31 December 2024 was 1,246,006,654 (Dec-23: 1,246,006,654)

23 Retained Profits and Dividends

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Movements in retained profits were as follows:			
– Balance at beginning of the period	3,492,755	3,414,424	3,414,424
– Profit for the period	279,394	352,453	200,011
– Dividends paid	(149,521)	(274,122)	(149,521)
Balance at end of the period	3,622,628	3,492,755	3,464,914
Dividends declared and paid on ordinary shares:			
– Final fully-franked dividend for 2024: 12.0 cents (2023: 12.0 cents)	149,521	149,521	149,521
– Interim fully-franked dividend for 2024: 10.0 cents	-	124,601	-
Total dividends paid	149,521	274,122	149,521

The final dividend of \$149.52 million, fully franked, for the year ended 30 June 2024 was paid on 13 November 2024. The interim dividend of 12.0 cents per share, totalling \$149.52 million fully franked, for the year ended 30 June 2025 will be paid on 1 May 2025 to the shareholders registered at the close of business on 3 April 2025.

Franking account balance:			
The amount of franking credits available for subsequent financial periods are:			
– Franking account balance as at the end of the financial period at 30%	536,939	551,485	566,173
– Franking credits that will arise from the payment of income tax payable as at the end of the financial period	35,563	17,377	5,279
– Franking credits that will be utilised in the payment of the proposed interim dividend	(64,080)	(64,080)	(53,400)
Amount of franking credits available for future reporting periods	508,422	504,782	518,052

24 Non-Controlling Interests

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Interest in:			
– Ordinary shares	1,091	1,091	1,091
– Reserves	19,682	15,921	15,032
– Retained earnings	22,689	18,714	17,694
Total non-controlling interests	43,462	35,726	33,817

25 Reserves

CONSOLIDATED (\$000)	Asset revaluation reserve	Foreign currency translation reserve	FVOCI reserve	Cash flow hedge reserve	Employee equity benefits reserve	Acquisition reserve	Total
At 1 July 2024	229,111	51,365	13,597	1,918	10,807	(16,274)	290,524
Revaluation of land & buildings	17,665	-	-	-	-	-	17,665
Tax effect of revaluation of land and buildings	1,983	-	-	-	-	-	1,983
Currency translation differences	-	19,302	-	-	-	-	19,302
Unrealised gain on financial assets at fair value through other comprehensive income	-	-	5,514	-	-	-	5,514
Reverse expired or realised cash flow hedge reserves	-	-	-	35	-	-	35
Net gain on forward foreign exchange contracts	-	-	-	33	-	-	33
Tax effect of net gain on forward foreign exchange contracts	-	-	-	(10)	-	-	(10)
Reclassified to income statement	-	-	-	(738)	-	-	(738)
Loss on interest rate swap contracts	-	-	-	(1,332)	-	-	(1,332)
Tax effect of net loss on interest rate swap contracts	-	-	-	621	-	-	621
Cost of share based payments	-	-	-	-	1,201	-	1,201
Utilisation of employee equity benefits reserve	-	-	-	-	(2,751)	-	(2,751)
At 31 December 2024	248,759	70,667	19,111	527	9,257	(16,274)	332,047
At 31 December 2023	221,910	59,314	16,505	412	11,200	(16,274)	293,067

26 Cash and Cash Equivalents

(a) Reconciliation to the Statement of Cash Flows	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Cash and cash equivalents comprise the following:			
– Cash at bank and on hand	217,761	182,246	242,344
– Short-term money market deposits	96,472	91,226	102,047
	314,233	273,472	344,391
– Bank overdraft (refer to Note 17)	(15,375)	(20,316)	(17,591)
Cash and cash equivalents	298,858	253,156	326,800

(b) Reconciliation of profit after income tax to net operating cash flows

	CONSOLIDATED		
	December 2024 \$000	June 2024 \$000	December 2023 \$000
Profit after tax	283,407	357,628	202,785
Adjustments for non-cash items:			
Net foreign exchange gain	(268)	(46)	(78)
Allowance for expected credit loss	(2,041)	(171)	(486)
Share of net profit from joint venture entities	(8,507)	(12,587)	(6,132)
Depreciation of property, plant and equipment	38,728	77,737	38,124
Depreciation of right-of-use assets	37,646	72,813	35,893
Fair value re-measurement of investment properties (leasehold): right-of-use assets	34,245	76,213	52,310
Amortisation	9,536	15,911	8,737
Impairment of ROU assets	77	2,914	1,198
(Gain) / loss on disposal of leasehold ROU assets and lease liabilities	(281)	(1,099)	9
Revaluation (increment) / decrement of freehold properties	(84,707)	(2,250)	5,117
Executive remuneration expenses	2,160	2,835	2,025
Loss / (gain) on disposal and sale of property, plant and equipment and the revaluation of listed securities	3,584	(4,221)	(3,112)
Changes in assets and liabilities:			
(Increase) / decrease in assets:			
– Receivables	88,085	33,041	111,331
– Inventories	(101,430)	(11,023)	(67,908)
– Other assets	(18,996)	11,123	(12,129)
Increase / (decrease) in liabilities:			
– Payables and other current liabilities	142,658	53,328	122,010
– Income tax payable	19,646	15,161	4,572
– Provisions	4,558	(776)	3,048
Net cash flows from operating activities	448,100	686,531	497,314

27 Investments Accounted for Using the Equity Method

		CONSOLIDATED		
		December 2024 \$000	June 2024 \$000	December 2023 \$000
Total investments accounted for using the equity method		4,834	2,946	2,705

		Ownership Interest		Contribution to Profit/Loss before tax	
		December 2024 %	December 2023 %	December 2024 \$000	December 2023 \$000
Noarlunga	Shopping complex	50%	50%	980	941
Perth City West	Shopping complex	50%	50%	1,118	1,277
Warrawong King St	Shopping complex (a)	62.5%	62.5%	548	571
Dubbo	Shopping complex	50%	50%	326	194
Gepps Cross	Shopping complex	50%	50%	1,821	1,793
Bundaberg	Land held for investment	50%	50%	-	-
QCV	Miners residential complex	50%	50%	2,325	-
Westgate	Shopping complex in New Zealand	50%	50%	1,389	1,356
				8,507	6,132

(a) This joint venture has not been consolidated as the consolidated entity does not have control over operating and financing decisions and all joint venture parties participate equally in decision making.

28 Fair Value of Financial Instruments

The fair value of financial assets and financial liabilities are determined as follows:

- The fair value of financial assets and financial liabilities with standard terms and conditions and traded on active liquid markets are determined with reference to quoted market prices.
- The fair value of other financial assets and financial liabilities (excluding derivative instruments) are determined in accordance with generally accepted pricing models based on discounted cash flow analysis using prices from observable current market transactions.
- The fair value of current trade receivables and payables is assessed to equal carrying value due to the short-term nature of the assets. The fair value of interest-bearing loans and borrowings approximates their carrying amounts.
- The fair value of derivative instruments are calculated using quoted prices. Where such prices are not available, use is made of discounted cash flow analysis using the applicable yield curve for the duration of the instruments for non-option derivatives and option pricing models for option derivatives.

All financial instruments for which fair value is recognised or disclosed are categories within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- **Level 1** – Quoted market prices in an active market (that are unadjusted) for identical assets or liabilities
- **Level 2** – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable)
- **Level 3** – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is unobservable)

For financial instruments that are recognised at fair value on a recurring basis, the consolidated entity determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

As at 31 December 2024, the consolidated entity held the following classes of financial instruments measured at fair value:

	Level 1 \$000	Level 2 \$000	Level 3 \$000	Total \$000
Financial Assets:				
– Listed investments	49,148	-	-	49,148
– Other investments	-	-	8,581	8,581
– Interest rate swap contracts	-	720	-	720
– Foreign exchange contracts	-	234	-	234
Total Financial Assets	49,148	954	8,581	58,683
Financial Liabilities:				
– Foreign exchange contracts	-	-	-	-
Total Financial Liabilities	-	-	-	-

Non-Cash Financing and Investing Activities

Details of financing and investing transactions which have had a material effect on the consolidated assets and liabilities but did not involve cash flows are: NIL

	CONSOLIDATED	
	December 2024	December 2023
Net Tangible Assets Per Security		
Net tangible asset backing per ordinary security	\$4.14	\$3.94
The NTA as at 31 December 2024 includes the right-of-use assets in respect of property, plant and equipment leases of \$557.14 million and investment properties (leasehold) of \$774.25 million, and the lease liabilities recognised under AASB 16 <i>Leases</i> of \$1,385.37 million. If the right-of-use assets were excluded as at 31 December 2024, the NTA calculation would have been \$3.07 per ordinary security (31 December 2023: \$2.94).		
Business Combination Having Material Effect		
Name of business combination	N/A	N/A
Consolidated profit / (loss) after tax of the business combination since the date in the current period on which control was acquired	N/A	N/A
Date from which such profit has been calculated	N/A	N/A
Profit / (loss) after tax of the controlled business combination for the whole of the previous corresponding period	N/A	N/A
Loss Of Control Of Entities Having Material Effect		
Name of entity (or group of entities)	N/A	N/A
Consolidated profit/(loss) from discontinued operations after tax of the controlled entity (or group of entities) for the current period to the date of loss of control	N/A	N/A
Date from which such profit/(loss) has been calculated	N/A	N/A
Profit / (loss) from discontinued operations after tax of the controlled entity (or group of entities) while controlled during the whole of the previous corresponding period	N/A	N/A

Directors' Declaration

In accordance with a resolution of the directors of Harvey Norman Holdings Limited, we state that:

In the opinion of the directors:

- (a) the financial statements, notes and the additional disclosures included in the Directors' Report of the consolidated entity for the half-year ended 31 December 2024 are in accordance with the Corporations Act 2001, including:
- (i) giving a true and fair view of the consolidated entity's financial position as at 31 December 2024 and of its performance for the half-year ended on that date; and
 - (ii) complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the consolidated entity will be able to pay its debts as and when they become due and payable

This declaration has been made after receiving the declarations required to be made to the directors in accordance with Section 295A of the Corporations Act 2001 for the half-year ended 31 December 2024.

On behalf of the Board.



G. HARVEY

Chairman
Sydney
28 February 2025



K.L. PAGE

Chief Executive Officer
Sydney
28 February 2025

Independent auditor's review report to the members of Harvey Norman Holdings Limited

Conclusion

We have reviewed the accompanying half-year financial report of Harvey Norman Holdings Limited (the Company) and its subsidiaries (collectively the Group), which comprises the statement of financial position as at 31 December 2024, income statement, statement of comprehensive income, statement of changes in equity and statement of cash flows for the half-year ended on that date, explanatory notes, and the directors' declaration.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of the Group does not comply with the *Corporations Act 2001*, including:

- a. Giving a true and fair view of the consolidated financial position of the Group as at 31 December 2024 and of its consolidated financial performance for the half-year ended on that date; and
- b. Complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

Basis for conclusion

We conducted our review in accordance with ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity* (ASRE 2410). Our responsibilities are further described in the *Auditor's responsibilities for the review of the half-year financial report* section of our report. We are independent of the Group in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

Directors' responsibilities for the half-year financial report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

Auditor's responsibilities for the review of the half-year financial report

Our responsibility is to express a conclusion on the half-year financial report based on our review. ASRE 2410 requires us to conclude whether we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 31 December 2024 and its performance for the half-year ended on that date, and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.



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A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Ernst & Young

James Karekinian
Partner
Sydney
28 February 2025