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DIRECTORY

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| | | A1 Richmond Road |
| DIRECTORS' DECLARATION | 46 | Flemington NSW 2140 |
| INDEPENDENT AUDIT REPORT | 47 | Telephone: (02) 9201 6111 |
| a | 40 | Facsimile: (02) 9201 6250 |
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| DIRECTORY OF "HARVEY NORMAN" | | SHARE REGISTRY |
| SHOPPING COMPLEXES | 49 | Registries Limited |
| | | Level 2 |
| | | 28 Margaret Street |
| | | SYDNEY |

THE ANNUAL GENERAL MEETING

The Annual General Meeting of the Shareholders of Harvey Norman Holdings Limited will be held in the AAP Theatrette, Cnr Jamieson & George Streets, Sydney on Tuesday, 23 November 1999 at 11.00 am.

(For full details and Proxy Form see separate document enclosed)

BANKERS

Australia & New Zealand Banking Group Limited

AUDITORS

Arthur Andersen

SOLICITORS

Gillis Delaney Brown

STOCK EXCHANGE LISTING

Harvey Norman Holdings Limited shares are quoted on:

- the Australian Stock Exchange
- the New Zealand Stock Exchange.

HIGHLIGHTS

Consolidated Operating Profit before tax and abnormals for the 12 months to 30 June 1999 was \$136.84 million, an increase of 51.7% on the previous year. Consolidated Operating Profit after tax was \$80.12 million, an increase of 39.1%.

Each share in the company was subdivided into 5 shares, by special resolution of the members on 31 August 1999. Directors have recommended payment of a final dividend of 1.5ϕ , fully franked on each subdivided share. The total dividend for the year will be equivalent to 3ϕ in respect of each subdivided share. If the share subdivision had not occurred, the total dividend for the year would have been 15ϕ per share, fully franked, compared to 10ϕ , fully franked for the previous year.

Basic earnings per share increased from 28.49 cents to 39.43 cents.

Return on shareholders' funds was 19.8%.

FINANCIAL SUMMARY 12 MONTHS TO 30 JUNE 1999

| | 1999 \$000 | 1998 \$000 | % Change |
|---|---------------|---------------|-------------|
| Operating Revenue | 339,988 | 249,689 | 36.2 |
| Operating Profit after abnormal items and Before Interest Expense and Income Tax | 141,994 | 101,249 | 40.2 |
| Interest Expense | 12,525 | 11,076 | 13.1 |
| Income Tax Expense | 49,344 | 32,588 | 51.4 |
| Operating Profit after Income Tax | 80,125 | 57,585 | 39.1 |
| Basic Earnings per share on issue at 30 June (cents) | 39.43 | 28.49 | 38.4 |
| Dividends per share (cents) | 15.0 | 10.0 | 50.0 |
| % Return on Shareholders' Funds | 19.8 | 17.2 | - |
| Paid up Capital at 30 June | 142,869 | 131,700 | 8.5 |
| Net Tangible Assets per share at 30 June (\$) | 1.99 | 1.68 | 18.4 |

CHAIRMAN'S REPORT

I am delighted to announce that the company recorded an audited group consolidated operating profit before tax and an abnormal item of \$136.84 million for the 12 months ended June 30, 1999 compared with \$90.17 million for the prior year, an increase of 51.7%.

The net profit after tax before the abnormal item was \$87.49 million **an increase of 51.9%** on the previous year. The abnormal item was the write-off of Joyce Mayne goodwill and trademarks in the sum of \$7.37 million.

Sales for the year to June 30, 1999 from the franchised "Harvey Norman" complexes, from the group stores in New Zealand and other trading operations totalled \$1.964 billion compared to \$1.480 billion for the prior year, an increase of 32.7%. New franchised store openings (including Domayne) should positively impact future sales growth.

Property

During the year, Directors have analysed and revalued the Group Property Portfolio resulting in an increase of \$10.09 million in the asset revaluation reserve.

The Group Property Portfolio at June 30, 1999 was valued at \$310.45 million compared with \$260.52 million at June 30, 1998.

Shareholders' Equity

Shareholders' funds at June 30, 1999 were \$404.83 million compared with \$334.85 million at June 30, 1998 - an increase of \$69.98 million (20.9%).

Dividend

Each share in the company was subdivided into 5 shares, by special resolution of the members on 31 August 1999. Directors have recommended payment of a final dividend of 1.5ϕ , fully franked on each subdivided share. The total dividend for the year will be equivalent to 3ϕ in respect of each subdivided share. If the share subdivision had not occurred, the total dividend for the year would have been 15ϕ per share, fully franked, compared to 10ϕ , fully franked for the previous year.

Expansion

In the 12 months to 30 June 1999, new complexes have been opened as follows:

- ♦ NEW ZEALAND Christchurch
- ♦ NSW Tweed Heads, Liverpool (Harvey Norman), Liverpool (Domayne), Kotara (Domayne)
- ♦ VIC Greensborough Plaza
- ♦ WA O'Connor, Port Kennedy
- ♦ SA Marion

Since the end of this financial year new complexes have been opened at:

- ♦ NEW ZEALAND Mt Wellington Auckland
- ♦ WA Joondalup

New complexes to be opened in the next 12 months:

- ♦ NSW Orange (replacement), Coffs Harbour (replacement) Penrith (Harvey Norman replacement), Penrith (Domayne), Caringbah (Domayne replacement)
- ♦ VIC Ballarat (replacement), Horsham
- ♦ QLD Noosa, Everton Park, Morayfield, Loganholme
- SA Enfield
- ♦ WA Bunbury (replacement)
- ♦ TAS Hobart City (replacement)
- ♦ NT Darwin
- New Zealand Porirua Wellington

The Company intends to continue to pursue a strategy of steady expansion in Australia and New Zealand.

I would like to thank my fellow Directors, Harvey Norman employees, franchisees and their staff for their continuing efforts and loyalty.

G HARVEY CHAIRMAN

DIRECTORS' REPORT

The Board of Directors of Harvey Norman Holdings Limited has pleasure in submitting its report in respect of the financial year ended 30 June 1999.

DIRECTORS

The names and details of the directors in office during or since the end of the financial years are:

Gerald Harvey

Chairman

Mr G. Harvey, aged 60, was the co-founder of Harvey Norman in 1982 with Mr I. Norman. Mr G. Harvey has overall executive responsibility for the relationship between the company and Harvey Norman franchisees, and the property investments of the company.

Kay Lesley Page

Managing Director

Miss Katie Page, aged 42, joined Harvey Norman in 1983. Miss Page was appointed a director of Harvey Norman Holdings Limited in 1987 when the company first became a listed public company.

Miss Page became Managing Director in February 1999.

John Skippen

Finance Director and Company Secretary

Mr. Skippen, aged 51, is a chartered accountant who was a principal in a city based accounting practice for 15 years. During his career he has acquired a vast knowledge in all aspects of finance and administration, including mergers and acquisitions, business restructuring and property based transactions. Mr Skippen became a director of the company in September 1994. Mr Skippen is a member of the Audit and Finance Committee.

Arthur Bayly Brew

Director

Mr. Brew, aged 49, joined the company in 1983 as chief accountant and is responsible for accounting and computer systems for the economic entity. Mr Brew was appointed a director in September 1994. Mr Brew is a member of the Audit and Finance Committee.

Michael John Harvey

Non-Executive Director

Mr M. Harvey, aged 34, joined Harvey Norman in 1987, having completed a Bachelor of Commerce degree. Mr M. Harvey gained extensive experience as a Harvey Norman franchisee from 1989 to 1994. Mr M. Harvey became a director of the company in 1993 and was appointed Managing Director in July 1994. Mr M. Harvey ceased to be an Executive Director on 30 June 1998. Mr M. Harvey is a member of the Audit and Finance Committee.

Christopher Herbert Brown

Non-Executive Director

Mr. Brown, aged 49, holds the degree of Master of Laws from Sydney University. Mr Brown is the senior partner in Gillis Delaney Brown, Lawyers. Gillis Delaney Brown has acted as lawyers for the Harvey Norman group since 1982. Mr Brown was appointed a director in 1987, when the company became a listed public company. Mr Brown is a member of the Audit and Finance Committee.

Ian John Norman

Non-Executive Director

Mr Norman, aged 60, was co-founder of Harvey Norman with Mr Gerald Harvey in 1982.

Unless otherwise indicated, all directors held their position as a director throughout the entire financial year and up to the date of this report.

DIRECTORS' MEETINGS

During the year the company held thirteen (13) meetings of directors. The names of directors are outlined below. The attendances of the directors at meetings of the Board were as follows:

Meetings of the Board of Directors

| | Attended | Number of Meetings Held |
|--------------|----------|-------------------------|
| G. Harvey | 12 | 13 |
| K.L. Page | 13 | 13 |
| R.J. Skippen | 13 | 13 |
| A.B. Brew | 13 | 13 |

K.L. P R.J. SI A.B. E 9 M.J. Harvey 13 13 C.H. Brown 13 I.J. Norman 13

In addition, the executive directors held regular meetings for the purpose of signing various documentation. A total of seventy one (71) such meetings were held during the year. As at the date of this report, the economic entity had an Audit & Finance Committee of the Board of Directors, which met twice during the year. The details of the functions and memberships of the Audit & Finance Committee of the Board of Directors are presented in the Statement of Corporate Governance Practices.

DIRECTORS' BENEFITS AND INTERESTS

At the date of this report, the relevant interest of each director in the shares, options or other instruments of the company and related bodies corporate is:

Number of Ordinary Shares

| Gerald Harvey | 328,082,050 |
|---------------------------|-------------|
| Ian John Norman | 171,948,060 |
| Kay Lesley Page | 18,504,710 |
| Michael John Harvey | 4,531,360 |
| John Skippen | 2,000,000 |
| Arthur Bayly Brew | 1,132,910 |
| Christopher Herbert Brown | 284,010 |

BENEFICIAL INTEREST

Included in the above shareholdings are the following:

Mr. G. Harvey has a beneficial interest in 162,288,340 shares held by G Harvey Nominees Pty Limited.

Mr. I. J. Norman has a beneficial interest in 171,948,060 shares held by Dimbulu Pty Limited.

Mr. C. H. Brown has a beneficial interest in 284,010 shares held by Lisaura Pty Limited and Starmoro Pty Limited.

Mr R J Skippen has a beneficial interest in 1,250,000 shares held by ANZ Nominees.

Mr A B Brew has a beneficial interest in 605,000 shares held by ANZ Nominees.

PRINCIPAL ACTIVITIES

The principal activities of the economic entity continue to be that of:

- ♦ Franchisor
- Sale of homewares and electrical goods (New Zealand).
- Provision of finance.
- Property investment.
- Lessor of premises to Harvey Norman franchisees and other third parties.

RESULTS

The consolidated net profit of the economic entity for the financial year ended 30 June 1999 after income tax expense was \$80.12 million - this represents an increase of 39.1% on the net profit after tax for the year ended 30 June 1998.

PAYMENT OF RECOMMENDED DIVIDENDS

Directors recommend a fully franked dividend of 1.5 cents per share to be paid on 6 December 1999 (total dividend, fully franked - \$15,272,646). The recommended dividend is in respect of each share resulting from the subdivision of each ten cent (\$0.10) share into five (5) shares, pursuant to the Special Resolution of members of the company passed on 31 August 1999. Duly completed transfers received up to 5.00 pm on 19 November 1999 will be registered before dividend entitlements are determined. The following fully franked dividends of the parent entity have also been paid, declared or recommended since the end of the preceding financial year:

1998 final fully franked dividend recommended, (as disclosed in the 1998 Directors' Report) - paid 8 December 1998

\$10,106,981

1999 interim fully franked dividend - paid 3 May 1999

\$15,272,646

SHARE OPTIONS

Details of share options are set out in Note 19 of the financial statements and form part of this report.

REVIEW OF GROUP OPERATIONS

The net profit and reserves of the economic entity for the year ended 30 June 1999 increased over the previous financial year due to the following:

- ♦ Increased revenue from franchisees
- ♦ Increased number of franchisees and tenants
- ♦ Increased rental from tenants
- Revaluation of the group property portfolio.

SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

There were no significant changes in the state of affairs of the economic entity that occurred during the financial year not otherwise disclosed in this report or the consolidated financial statements.

SIGNIFICANT EVENTS AFTER BALANCE DATE

On 31 August 1999, the following resolutions were passed:

- 1. That each ordinary share in the share capital of the Company be subdivided into five (5) shares, in the share capital of the Company, as a special resolution.
- 2. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Gerald Harvey (acting in his capacity as trustee of the Harvey 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 3. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Kay Lesley Page (acting in her capacity as trustee of the Page 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 4. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Raymond John Skippen (acting in his capacity as trustee of the Skippen 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 5. That the Company grant options over one million five hundred thousand (1,500,000) shares in the unissued capital of the Company to Arthur Bayly Brew (acting in his capacity as trustee of the Brew 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.

FUTURE DEVELOPMENTS AND RESULTS

Directors consider it likely that the economic entity will continue to pursue a strategy of steady expansion in Australia and New Zealand. Further information as to likely developments in the operation of the economic entity, including the expected results of those operations in subsequent financial years, would, in our opinion, prejudice the interests of the company and has, therefore, not been included in this report.

The Directors are not prepared to speculate about the expected results of those operations.

DIRECTORS' AND OFFICERS' REMUNERATION

Remuneration of senior officers is determined as part of an annual performance review, having regard to market factors, a performance evaluation process and independent remuneration advice. For executive directors and officers, remuneration packages generally comprise salary, superannuation and fully maintained motor vehicle where appropriate.

Details of remuneration provided to directors and the five most highly remunerated officers are as follows:

| | Base | Superannuation | Other | Total | Options | granted |
|----------------|---------|----------------|--------|---------|---------|---------|
| | Salary | • | | | • | 0 |
| Directors | | | | | | |
| G Harvey | 234,050 | 5,950 | 10,400 | 250,400 | - | - |
| K L Page | 139,280 | 5,000 | 32,336 | 176,616 | - | - |
| J Skippen | 294,322 | 6,854 | 2,383 | 303,559 | - | - |
| A B Brew | 158,000 | 7,000 | 14,471 | 179,471 | - | - |
| M J Harvey | 0 | 0 | 31,018 | 31,018 | - | - |
| C H Brown | 19,048 | 1,321 | 0 | 20,369 | - | - |
| I J Norman | 19,048 | 1,321 | 0 | 20,369 | - | - |
| Officers | | | | | | |
| G B Ross | 150,000 | 7,483 | 17,517 | 175,000 | | |
| A Gattari | 130,850 | 9,160 | 14,532 | 154,542 | - | - |
| M L Anderson | 97,450 | 16,240 | 14,400 | 128,090 | - | - |
| R Xuereb-Smith | 99,166 | 6,942 | 9,318 | 115,426 | - | - |
| M J Mills | 85,016 | 6,580 | 12,612 | 104,208 | - | - |

INDEMNIFICATION OF OFFICERS

During the financial year, insurance and indemnity arrangements were continued concerning officers of the economic entity.

An indemnity agreement was entered into between Harvey Norman Holdings Limited and each of the directors of the company named earlier in this report and with each full-time executive officer, director and secretary of all group entities. Under the agreement, the company has agreed to indemnify those officers against any claim or for any expenses or costs which may arise as a result of work performed in their respective capacities. There is a limit to the extent of this indemnity (\$5,000,000).

Harvey Norman Holdings Limited paid an insurance premium of \$13,380 in respect of a contract insuring each of the directors of the company named earlier in this report and each full-time executive officer, director and secretary of Australian group entities, against all liabilities and expenses arising as a result of work performed in their respective capacities, to the extent permitted by law.

ROUNDING OF AMOUNTS

The parent entity is a company of the kind specified in Australian Securities and Investment Commission class order 98/0100. In accordance with the class order, amounts in the financial statements and the Directors' report have been rounded to the nearest thousand dollars unless specifically stated to be otherwise.

Signed in accordance with a resolution of directors of Harvey Norman Holdings Limited Sydney 23 September 1999

G. HARVEY J. SKIPPEN A.B. BREW
Chairman Director Director

STATEMENT OF CORPORATE GOVERNANCE PRACTICES

The Board of Directors

The Board of Directors is responsible for setting the strategic direction and establishing the policies of Harvey Norman Holdings Limited, for overseeing the financial position, and for monitoring the business and affairs on behalf of the shareholders, by whom the directors are elected and to whom they are accountable. Responsibility for day to day activities is delegated to the Chief Executive by the Board.

Corporate governance is a term used to describe the way a board is structured and the way the directors act to ensure their oversight of a company is beyond reproach. The Board keeps its own processes under review.

The Board currently comprises seven directors, including four executive directors and three non-executive directors. All directors have shares or options or both in Harvey Norman Holdings Limited. Details of directors' interests are disclosed in the Directors' Report.

If a potential conflict of interest arises, involved Directors must withdraw from all deliberations concerning the matter and are not permitted to exercise any influence over other board members or receive relevant Board papers. With the approval of the Chairman, any Director or committee of the board can seek external professional advice as considered necessary, at the Company's expense. The Audit & Finance Committee is responsible for monitoring the independence and suitability of all professional advisers.

Committee of the Board

The Board has an Audit and Finance Committee which has been established to consider issues and strategies, within common areas, in order to advise and guide the Board. Ad hoc committees are also established as the need arises. These committees comprise both executive and non-executive directors. Board committees that operated through the year (unless otherwise indicated) were:

Audit & Finance Committee

Audit

- Ensures compliance with statutory responsibilities relating to accounting policy and disclosure.
- Liaises with, assesses the quality and reviews the scope of work and reports of the external
 auditors.
- Assesses the adequacy of accounting, financial and operating controls.

Finance

- Reviews broad financial issues and strategies and acts for the Board on financial matters as requested.
- Reviews specific funding proposals.

The membership and details of attendances of the Audit & Finance Committee of the Board are detailed below. Mr M. Harvey rejoined the Audit and Finance Committee in July 1998. The attendance of the meetings of the Board are detailed in the Directors' report, which precedes this statement.

| | | Audit & Finance | |
|--------------|---------------|-----------------|---|
| | | A | В |
| R.J. Skippen | Executive | 2 | 2 |
| A.B. Brew | Executive | 2 | 2 |
| M.J. Harvey | Non-Executive | 2 | 2 |
| C.H. Brown | Non-Executive | 2 | 2 |

- A The number of meetings held during the period the Director was a member of the Committee.
- B The number of meetings attended by the Director.

Remuneration

The details of Directors' and Officers' Remuneration are provided in the Directors' Report, which precedes this statement.

Internal controls and risk management

Procedures have been established at the Board and executive management levels which are designed to safeguard the assets and interests of Harvey Norman Holdings Limited, and to ensure the integrity of reporting. These include accounting, financial reporting and internal control policies and procedures.

Ethical standards and performance

The Board acknowledges the need for and continued maintenance of the highest standards of corporate governance practice and ethical conduct by all directors and employees of Harvey Norman Holdings Limited.

The directors and management carry out their functions with a view to maximising financial performance of the economic entity. This concerns both propriety of decision making in conflict of interest situations and quality of decision making for the benefit of shareholders.

Year 2000

The company's Year 2000 plans and exposures have been reported previously to the Australian Stock Exchange, in accordance with the ASX Listing Rules. These details may be obtained through the Australian Stock Exchange.

BALANCE SHEET AS AT 30 JUNE 1999

| Current Assets 3,147 1,203 1,500 | | | CONSOI | LIDATED | PARENT | ENTITY |
|--|-------------------------------|------|---------|---------|----------|---------|
| Current Assets 3,147 1,203 - - Receivables 6 358,477 255,333 174,576 156,122 Inventories 7 24,599 29,062 - - Other 8 9,616 5,854 - - Total current assets 395,839 291,452 174,576 156,122 Non-Current Assets 8 8,614 9,000 - - Receivables 9 8,514 9,000 - - Property, plant and equipment 11 388,560 318,289 - - Other 13 3,747 3,890 950 442 Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities 834,541 652,231 231,118 219,485 Current Liabilities 277,321 233,297 26,149 28,437 Non-Current Lia | | NOTE | 1999 | 1998 | 1999 | 1998 |
| Cash Receivables 3,147 1,203 - 1 | | | \$000 | \$000 | \$000 | \$000 |
| Cash Receivables 3,147 1,203 - 1 | Current Assets | | | | | |
| Receivables 6 358,477 255,333 174,576 156,122 Inventories 7 24,599 29,062 - - Other 8 9,616 5,854 - - Total current assets 395,839 291,452 174,576 156,122 Non-Current Assets Receivables 9 8,514 9,000 - - Property, plant and equipment 11 388,560 318,289 - - Other 13 3,747 3,890 950 442 Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities 84,541 652,231 231,118 219,485 Current Liabilities 277,321 233,297 26,149 28,437 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 277,321 238 | | | 3,147 | 1,203 | - | - |
| Inventories 7 | Receivables | 6 | | | 174,576 | 156,122 |
| Other 8 9,616 5,854 - - Total current assets 395,839 291,452 174,576 156,122 Non-Current Assets Receivables 9 8,514 9,000 - - Property, plant and equipment 11 388,560 318,289 - - - Other 13 3,747 3,890 950 442 Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities 8 8,547 33,606 26,085 21,068 Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 152,151 83,872 - - Provisions 18 238 206 | Inventories | 7 | * | | - | - |
| Non-Current Assets Receivables 9 8,514 9,000 - - - | Other | 8 | 9,616 | 5,854 | - | - |
| Receivables 9 | Total current assets | | 395,839 | 291,452 | 174,576 | 156,122 |
| Investments | Non-Current Assets | | | | | |
| Investments | Receivables | 9 | 8,514 | 9,000 | - | _ |
| equipment 11 388,560 318,289 - - Intangibles 12 - 7,330 - - Other 13 3,747 3,890 950 442 Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities 2 24,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 17 152,151 83,872 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 | Investments | 10 | | 22,270 | 55,592 | 62,921 |
| Total non-current assets 12 | Property, plant and | | | | | |
| Other 13 3,747 3,890 950 442 Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - - Provisions 16 48,547 33,606 26,085 21,068 Non-Current Liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 18 238 206 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 | equipment | 11 | 388,560 | 318,289 | - | - |
| Total non-current assets 438,702 360,779 56,542 63,363 Total Assets 834,541 652,231 231,118 219,485 Current Liabilities Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 18 238 206 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 <td>Intangibles</td> <td>12</td> <td>-</td> <td>7,330</td> <td>-</td> <td>-</td> | Intangibles | 12 | - | 7,330 | - | - |
| Current Liabilities 834,541 652,231 231,118 219,485 Current Liabilities Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities 17 152,151 83,872 - - - Provisions 18 238 206 - - - Total non-current liabilities 152,389 84,078 - - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - - | Other | 13 | 3,747 | 3,890 | 950 | 442 |
| Current Liabilities Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities Borrowings 17 152,151 83,872 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Total non-current assets | | 438,702 | 360,779 | 56,542 | 63,363 |
| Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities Borrowings 17 152,151 83,872 - - - Provisions 18 238 206 - - - Total non-current liabilities 152,389 84,078 - - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Total Assets | | 834,541 | 652,231 | 231,118 | 219,485 |
| Accounts payable 14 216,373 187,392 64 7,369 Borrowings 15 12,401 12,299 - - Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities Borrowings 17 152,151 83,872 - - - Provisions 18 238 206 - - - Total non-current liabilities 152,389 84,078 - - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | | | | | | |
| Borrowings | Current Liabilities | | | | | |
| Provisions 16 48,547 33,606 26,085 21,068 Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities Borrowings 17 152,151 83,872 - - - Provisions 18 238 206 - - - Total non-current liabilities 152,389 84,078 - - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - - Retained profits 21 203,348 153,895 62,100 59,348 | Accounts payable | 14 | 216,373 | 187,392 | 64 | 7,369 |
| Total current liabilities 277,321 233,297 26,149 28,437 Non-Current Liabilities Borrowings 17 152,151 83,872 - - - Provisions 18 238 206 - - - Total non-current liabilities 152,389 84,078 - - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - - Retained profits 21 203,348 153,895 62,100 59,348 | | 15 | 12,401 | 12,299 | - | - |
| Non-Current Liabilities Borrowings 17 152,151 83,872 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Provisions | 16 | 48,547 | 33,606 | 26,085 | 21,068 |
| Borrowings 17 152,151 83,872 - - Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Total current liabilities | | 277,321 | 233,297 | 26,149 | 28,437 |
| Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Non-Current Liabilities | | | | | |
| Provisions 18 238 206 - - Total non-current liabilities 152,389 84,078 - - Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Borrowings | 17 | 152,151 | 83,872 | - | _ |
| Total Liabilities 429,710 317,375 26,149 28,437 NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - - Retained profits 21 203,348 153,895 62,100 59,348 | | 18 | | | - | - |
| NET ASSETS 404,831 334,856 204,969 191,048 Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | Total non-current liabilities | | 152,389 | 84,078 | - | - |
| Shareholders' Equity Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - - Retained profits 21 203,348 153,895 62,100 59,348 | Total Liabilities | | 429,710 | 317,375 | 26,149 | 28,437 |
| Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | NET ASSETS | | 404,831 | 334,856 | 204,969 | 191,048 |
| Share capital 19 142,869 131,700 142,869 131,700 Reserves 20 58,614 49,261 - - Retained profits 21 203,348 153,895 62,100 59,348 | | | | | | |
| Reserves 20 58,614 49,261 - - - Retained profits 21 203,348 153,895 62,100 59,348 | | | | | | |
| Retained profits 21 203,348 153,895 62,100 59,348 | - | | | | 142,869 | 131,700 |
| | | | | | - | - |
| TOTAL SHAREHOLDERS' EQUITY 404,831 334,856 204,969 191,048 | Retained profits | 21 | 203,348 | 153,895 | 62,100 | 59,348 |
| | TOTAL SHAREHOLDERS' EQUIT | Y | 404,831 | 334,856 | 204,969 | 191,048 |

The accompanying notes form an integral part of this Balance Sheet.

PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 1999

| | | CONSOL | IDATED | PARENT | |
|--|------|---------|---------|--------|--------|
| | NOTE | 1999 | 1998 | 1999 | 1998 |
| | | \$000 | \$000 | \$000 | \$000 |
| Operating Profit before | | | | | |
| Abnormal item | | 136,843 | 90,173 | 52,635 | 42,678 |
| Abnormal item | 3 | 7,374 | - | - | |
| Operating Profit | 3 | 129,469 | 90,173 | 52,635 | 42,678 |
| Income tax attributable to | | | | | |
| Operating Profit | 4 | 49,344 | 32,588 | 19,211 | 15,483 |
| Operating Profit | | | | | |
| after Income Tax | | 80,125 | 57,585 | 33,424 | 27,195 |
| Retained profits at the beginning | | | | | |
| of the financial year | | 153,895 | 116,256 | 59,348 | 52,099 |
| | | | | | |
| Total Available for Appropriation | | 234,020 | 173,841 | 92,772 | 79,294 |
| Dividends provided for or paid | 21 | 30,672 | 19,946 | 30,672 | 19,946 |
| RETAINED PROFITS AT THE END OF | F | 203,348 | 153,895 | 62,100 | 59,348 |
| Basic earnings per share (cents per share) | 5 | 39.43 | 28.49 | - | - |
| Diluted earnings per share (cents per share) | 5 | 39.43 | 28.11 | - | - |

The accompanying notes form an integral part of this Profit and Loss Statement.

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 1999

| | | CONSOI | LIDATED | PAR | ENT |
|--|-------|-----------|------------|-----------|----------|
| | NOTE | 1999 | 1998 | 1999 | 1998 |
| | | \$000 | \$000 | \$000 | \$000 |
| | | | Inflows/(C | Outflows) | |
| Cashflows from | | | | | |
| operating activities | | | | | |
| Net receipts from franchisees | | 163,065 | 142,593 | - | - |
| Receipts from consumer finance loans | | 110,871 | 79,181 | - | - |
| Payments to suppliers and employees | | (147,982) | (139,118) | (410) | (123) |
| Interest received | | 1,005 | 745 | - | - |
| Interest and other costs of finance paid | | (8,467) | (6,981) | - | - |
| Income taxes paid | | (39,869) | (25,853) | (19,995) | (11,179) |
| Dividends received | | 305 | 84 | - | - |
| Trust distributions received | | - | - | 53,068 | 42,678 |
| Loans to subsidiaries | | - | - | (18,455) | (45,277) |
| | | 78,928 | 50,651 | 14,208 | (13,901) |
| FAST Trust No. 1-related cash flows | | | | | |
| Consumer finance loans granted by | | | | | |
| economic entity | | (99,915) | (119,596) | - | - |
| Proceeds from sale of consumer | | | | | |
| Finance loans to FAST No. 1 Trust | | 96,771 | 117,493 | - | - |
| Accommodation fees paid | | (4,058) | (4,095) | - | - |
| Trust distribution received | | 1,989 | 2,682 | - | - |
| Repayments received from consumers | | | | | |
| On consumer finance loans granted | | | | | |
| By economic entity and not sold to | | | | | |
| FAST No. 1 Trust | | 9,899 | 12,771 | - | - |
| | | 4,686 | 9,255 | - | - |
| Net Operating Cash Flows | 30(b) | 83,614 | 59,906 | 14,208 | (13,901) |

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 1999 (continued)

| | | CONSOL | IDATED | PAR | ENT |
|--|-------|---------------|---------------|---------------|---------------|
| | NOTE | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| | | | Inflows/(C | Outflows) | |
| Cash Flows from Investing Activities | | | | | |
| Payment for purchases of property, plant and equipment | | (112,826) | (62,565) | - | - |
| Proceeds from sale of property, plant and equipment | | 1,462 | 2,964 | - | - |
| Purchase of units in unit trusts | | (1,734) | (2,948) | (1) | 3 |
| Proceeds from sale of units in unit trusts | | - | - | - | - |
| Payment for purchases of equity investments | | (13,791) | (1,775) | - | - |
| Proceeds from sale of equity investments | | - | - | - | - |
| Proceeds from repayment of loans to other persons and corporations | | 1,348 | _ | - | _ |
| Loans granted | | (3,570) | (5,486) | - | - |
| Payment for purchase of trademark | | (7,374) | - | - | |
| Net Investing Cash Flows | | (136,485) | (69,810) | (1) | 3 |
| Cash Flows from Financing Activities | | | | | |
| Proceeds from borrowings | | 69,022 | - | - | - |
| Repayment of borrowings | | - | (9,973) | - | - |
| Dividends paid | | (25,379) | (16,670) | (25,379) | (16,670) |
| Proceeds from share issue | | 11,172 | 30,568 | 11,172 | 30,568 |
| Net Financing Cash Flows | | 54,815 | 3,925 | (14,207) | 13,898 |
| Net decrease in cash held | | 1,944 | (5,979) | - | - |
| Cash at Beginning of Period | | 1,203 | 7,182 | - | - |
| Cash at End of Period | 30(a) | 3,147 | 1,203 | - | - |

The accompanying notes form an integral part of this Statement of Cash Flows.

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 1999

1. Statement of Significant Accounting Policies

(a) Basis of Accounting

The financial statements have been prepared as a general purpose financial report which complies with the requirements of the Corporations Law, Australian Accounting Standards and Urgent Issues Group Consensus Views.

The financial statements have been prepared in accordance with the historical cost convention using the accounting policies described below. These policies are consistent with those adopted in the previous year. Further they do not take account of changes in either the general purchasing power of the dollar or in the prices of specific assets, except for land and buildings, which are stated at directors' valuation, as described in Note 11.

(b) Principles of Consolidation

The consolidated financial statements include the financial statements of the parent entity, Harvey Norman Holdings Limited, and its controlled entities (refer Note 33) referred to collectively throughout these financial statements as the "economic entity". All intergroup transactions and balances have been eliminated. Franchisees are not controlled by the economic entity and have not been consolidated.

Financial statements of foreign controlled entities presented in accordance with overseas accounting principles are, for consolidation purposes, adjusted to comply with group policy and generally accepted accounting principles in Australia.

(c) Investments

Shares in Data Advantage Limited and unlisted companies, and units in unit trusts are included in investments and carried at the lower of cost or recoverable amount. Dividend income is brought to account when received. Trust income is brought to account when derived.

(d) Land and Buildings

It is the policy of the economic entity to review annually the values of land and buildings based on the use of the properties by the economic entity as a going concern. The directors are of the view that their valuations, as adopted, are not materially different from the current market values. The revaluations take no account of any potential capital gains tax as it is the intention of the economic entity to hold the properties as part of its ongoing operations.

(e) Depreciation and Amortisation of Property, Plant and Equipment

Properties in the ACT which are held under a 99 year ground crown land sublease from the Commonwealth Government, are not amortised over the remaining life of the lease, as the expectation is that these leases will be renewed at minimal cost once they expire. Buildings on these sites are depreciated over their useful lives using the straight line method. New assets are depreciated from the time of acquisition. Profits and losses on disposal of property, plant and equipment are taken into account in determining the profit for the year.

Note 1. Statement of Significant Accounting Policies (continued)

Property, plant and equipment, excluding freehold land and leasehold property, are depreciated over their useful economic lives using the straight line method as follows:

| _ | | |
|---|-----|--|
| п | :1. | |
| | | |
| | | |

| Buildings | 20-40 years |
|---------------------------------|-------------|
| Owned Plant and Equipment | 3-20 years |
| Plant and Equipment Under Lease | 1-10 years |

(f) Leases

The economic entity has adopted the following accounting policies for leases:

Company as lessee

Operating leases

Operating leases are not capitalised and rental payments are charged against operating profit in equal instalments over the accounting periods covered by the lease term.

Company as lessor

Direct finance leases

The investment in the lease, comprising the present value of the minimum lease payments receivable plus the present value of any unguaranteed residual expected to accrue to the benefit of the company at the end of the lease term, is brought to account as a receivable at the beginning of the lease term. The discount rate used in determining the present value is the interest rate implicit in the lease. Lease payments are allocated between principal and interest components. Lease receivables are reduced by payments of principal whilst the interest component is credited to the profit and loss account.

(g) Income Tax

Income tax has been brought to account using a method of tax effect accounting whereby income tax expense for the period is calculated on the accounting profit after adjusting for items which, as a result of their treatment under income tax legislation, create permanent differences between that profit and the taxable income. The tax effect of timing differences which arise from the recognition of revenue and expense items in the accounts in periods different from those in which they are assessable or allowable for income tax purposes, are presented in the balance sheets as a "future income tax benefit" at current tax rates. A future income tax benefit relating to timing differences is only carried forward as an asset where realisation of the benefit can be regarded as being assured beyond reasonable doubt.

(h) Inventories

Inventories are valued at the lower of cost and net realisable value. Costs have been assigned to inventory quantities on hand at balance date using the specific identification method.

(i) Consumer Finance Loans

Repayments of Consumer Finance loans are allocated between principal and interest components. Interest on Consumer Finance loans is recognised as income as each repayment instalment comes due.

Note 1. Statement of Significant Accounting Policies (continued)

(j) Intangible Assets

- Trademarks

Costs associated with trademarks which provide a benefit for more than one financial year are deferred and amortised over the period of expected benefits. The unamortised balance is reviewed each balance date and charged to profit and loss to the extent that future benefits are no longer probable.

(k) Income Recognition and Unearned Income

- (i) Unearned revenue on Consumer Finance loans has been calculated using actuarial methods so that revenue earned over the term of the contract bears a constant relationship to funds employed.
- (ii) Income is brought to account on Consumer Finance loans only where it is being paid or where it is unpaid but recovery is certain.

(l) Employee Benefits

Provision has been made in the financial statements for benefits accruing to employees in relation to such matters as sick leave, annual leave, long service leave and workers' compensation in accordance with AASB1028.

(m) Comparative Figures

Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.

(n) Provision for Doubtful Debts

The economic entity establishes a provision for any doubtful debts based on a review of all outstanding amounts at year end. Bad debts are written off when they are identified.

(o) Recoverable amounts of non-current assets

The carrying amounts of all non-current assets are reviewed at least annually to determine whether they exceed their recoverable amount. The recoverable amounts of all non-current assets, except the future income tax benefit, have been determined using net cash flows that have been discounted to their present value. The recoverable amount of the future income tax benefit is determined by reference to net cash flows which have not been discounted.

(p) Joint Ventures

An interest in a joint venture is brought to account by including in the respective financial statement categories:

- the economic entity's share in each of the individual assets employed in each joint venture;
- liabilities incurred by the economic entity in relation to each joint venture including the economic entity's share of any liabilities for which the economic entity is jointly and/or severally liable; and
- the economic entity's share of expenses of each joint venture.

The accounts for each joint venture are not shown as they are considered immaterial.

Note 1. Statement of Significant Accounting Policies (continued)

(q) Foreign Currency Transactions

Foreign currency items are translated to Australian currency on the following bases:

- Transactions are converted at exchange rates in effect at the date of each transaction; and
- Amounts payable and receivable are translated at the average of the buy and sell rates available on the close of business at balance date.
- The financial statements of all foreign operations are translated using the current rate method as they are considered self-sustaining.

Exchange differences relating to monetary items are included in the profit and loss account, as exchange gains and losses, in the period when exchange rates change except where the difference relates to hedging part of the net investment in a self-sustaining foreign operation, in which case the differences are transferred to the foreign currency translation reserve on consolidation.

(r) Financial Instruments included in Equity

Ordinary share capital bears no special terms or conditions affecting income or capital entitlements of the shareholders.

(s) Financial Instruments included in Assets and Liabilities

Trade debtors are initially recorded at the amount of contracted sales proceeds.

Bills payable are recognised when issued at the amount of the net proceeds received, with the discount on issue amortised over the period to maturity. Interest is recognised as an expense on an effective yield basis.

Interest rate swaps are recognised as a liability, measured by reference to amounts payable.

(t) Securities quoted on Prescribed Stock Exchange

Shares in entities listed on the ASX are recorded at the lower of cost or net realisable value as determined by reference to the market closing price at year end. The fair value of the securities approximates book value at year end.

2. Segment Information

| Industry Segment | Revenue from customers outside the | Intersegment Revenue | Total Revenue | Segment Result | Segment Assets |
|----------------------------------|--|-------------------------|------------------|-------------------|-------------------|
| | economic entity \$000 | \$000 | \$000 | \$000 | \$000 |
| | | | <u>1999</u> | | |
| Retailing Advisory & Advertising | 94,787 | 3,261 | 98,048 | 5,879 | 42,664 |
| Services | 176,737 | - | 176,737 | 58,823 | 295,978 |
| Property Investments | 52,227 | - | 52,227 | 14,042 | 348,513 |
| Share Trading | 4,641 | - | 4,641 | 428 | 6,789 |
| Financial Services | 11,596 | 1,598 | 13,194 | 4,063 | 140,597 |
| Corporate Items Eliminations | - - | (4,859) | (4,859) | (3,110) | - - |
| Total Consolidated | 339,988 | - | 339,988 | 80,125 | 834,541 |
| | | | <u>1998</u> | | |
| Retailing | 69,535 | _ | 69,535 | 1,230 | 34,369 |
| Advisory & Advertising | 07,000 | | 0,,000 | 1,200 | 5 .,505 |
| Services | 123,390 | - | 123,390 | 41,080 | 247,413 |
| Property Investments | 39,684 | - | 39,684 | 11,382 | 273,692 |
| Share Trading | 4,518 | - | 4,518 | 202 | 4,402 |
| Financial Services | 12,562 | 1,569 | 14,131 | 4,695 | 92,355 |
| Corporate Items | - | - | - | - | - |
| Eliminations | - | (1,569) | (1,569) | (1,004) | - |
| Total Consolidated | 249,689 | - | 249,689 | 57,585 | 652,231 |
| Geographical Segments | S | | | | |
| | | | <u>1999</u> | | |
| Australia | 270,280 | 3,261 | 273,541 | 79,321 | 706 400 |
| New Zealand | 69,708 | 3,201 | 69,708 | 2,891 | 796,499 38,042 |
| Eliminations | 09,708 | (3,261) | (3,261) | (2,087) | 36,042 |
| Eliminations | <u>-</u> | (3,201) | | | |
| Total Consolidated | 339,988 | - | 339,988 | 80,125 | 834,541 |
| | | | <u>1998</u> | | |
| Australia | 210,168 | _ | 210,168 | 56,946 | 621,867 |
| New Zealand Eliminations | 39,521 | <u>-</u> | 39,521 | 639 | 30,364 |
| Total Consolidated | 249,689 | - | 249,689 | 57,585 | 652,231 |

- (a) The economic entity operates predominantly in four industries:
 - retailing this represents the operations of stores owned in Australia and New Zealand
 - advisory and advertising services this represents franchise fees
 - property investments this represents property investments leased to franchisees and other third parties
 - financial services this represents credit provided to consumers.
- (b) The sale of goods and services between segments is at cost of manufacture or the cost of a particular item.

| | | CONSOLIDATED | | PARENT | | |
|---|------|---------------|---------------|---------------|---------------|--|
| | NOTE | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 | |
| Operating Profit | | 129,469 | 90,173 | 52,635 | 42,678 | |
| Operating profit is after crediting the following revenues: | | | | | | |
| Sales revenues | | 94,787 | 69,535 | - | - | |
| Other operating revenues: Gross revenue from Franchisees (excluding | | | | | | |
| Rent and interest received) | | 165,396 | 113,015 | - | - | |
| Rent received from franchisees | | 52,227 | 39,684 | - | - | |
| Trust distribution received from Associated entities | | 1,989 | 2,682 | 53,068 | 42,678 | |
| Interest received from: Franchisees | | 13,849 | 13,411 | - | - | |
| Other | | 1,005 | 755 | - | - | |
| Dividends from unrelated parties Other | | 305 4,823 | 84 3,041 | - | | |
| Proceeds from the disposal of non-current assets | (a) | 5,607 | 7,482 | - | - | |
| Total other operating revenues | | 245,201 | 180,154 | 53,068 | 42,678 | |
| Total operating revenues | | 339,988 | 249,689 | 53,068 | 42,678 | |
| Operating profit is after charging the following expenses: | | | | | | |
| Depreciation of property, plant and equipment: | | | | | | |
| Buildings | | 2,586 | 2,237 | _ | _ | |
| Plant and equipment | | 18,762 | 12,870 | - | - | |
| Total depreciation of property, plant and equipment | | 21,348 | 15,107 | _ | _ | |
| Interest paid or payable to | | | | - | - | |
| - other persons | | 12,291 | 10,924 | | | |
| - directors and director related entities | | 234 | 152 | - | - | |
| Total borrowing costs | | 12,525 | 11,076 | - | | |
| Bad debts and provision for | | | | | | |
| Doubtful debts | | 212 | 518 | - | - | |

3.

3. Operating Profit (continued)

| | CONSOLIDATED | | PARENT | |
|--|---|--|-------------------------------|----------------|
| | 1999 | 1998 | 1999 | 199 |
| | \$000 | \$000 | \$000 | \$00 |
| Operating lease rentals | 26,154 | 20,224 | - | |
| Provision for employee entitlements | 348 | 557 | <u>-</u> | |
| Abnormal items: | | | | |
| Write-off of trademark before tax effect of nil | 7,374 | - | - | |
| Total abnormal expense | 7,374 | - | - | |
| | | | | |
| (a) Loss on disposal of non-current assets Income Tax Expense | 697 | 791 | <u>-</u> | |
| | 697 129,469 | 791 90,173 | 52,635 | 42,67 |
| Income Tax Expense | | | 52,635 | 42,67 |
| Income Tax Expense Operating profit | | | 52,635 18,948 | 42,67 15,36 |
| Income Tax Expense Operating profit Prima facie tax thereon | 129,469 | 90,173 | | • |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% | 129,469 | 90,173 | | • |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: | 129,469 46,609 | 90,173 | | • |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: Amortisation of goodwill Building depreciation Legal Fees | 129,469 46,609 | 90,173 | | 15,36 |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: Amortisation of goodwill Building depreciation Legal Fees Dividends | 129,469 46,609 - 130 8 (55) | 90,173 32,462 - 130 | 18,948 | 15,36 |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: Amortisation of goodwill Building depreciation Legal Fees | 129,469 46,609 - 130 8 | 90,173 32,462 - 130 13 | 18,948 - - 7 | 15,36 |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: Amortisation of goodwill Building depreciation Legal Fees Dividends | 129,469 46,609 - 130 8 (55) | 90,173 32,462 - 130 13 | 18,948 - - 7 | 15,36 |
| Income Tax Expense Operating profit Prima facie tax thereon at 36% Tax effect of permanent differences: Amortisation of goodwill Building depreciation Legal Fees Dividends Write-off of trademark | 129,469 46,609 - 130 8 (55) 2,654 | 90,173 32,462 - 130 13 (28) | 18,948 - - 7 (55) | • |

CONSOLIDATED

203,635,284

1999 1998

199,319,750

5. Earnings per share

Basic earnings per share
(cents per share)

Diluted earnings per share
(cents per share)

39.43

28.49

Weighted earnings per share
39.43

28.11

- (a) Weighted average number
 of ordinary shares used
 in calculation of basic
 earnings per share
- (b) Potential ordinary shares not considered dilutive.
 All potential ordinary shares being options to acquire ordinary shares, are considered dilutive.
- (c) Conversion, call, subscription or issue after 30 June 1999. There have been no conversions to, calls of or subscriptions for ordinary shares or issues of potential ordinary shares since 30 June 1999 and before completion of these financial statements.

| | CONSOL | CONSOLIDATED | | PARENT | |
|----------------------------------|---------|--------------|---------|---------|--|
| | 1999 | 1998 | 1999 | 1998 | |
| | \$000 | \$000 | \$000 | \$000 | |
| Receivables (Current) | | | | | |
| Trade debtors | 326,006 | 220,599 | - | - | |
| Consumer Finance loans | 10,644 | 16,363 | - | - | |
| Provision for doubtful debts | (768) | (722) | - | - | |
| | 9,876 | 15,641 | - | - | |
| Amounts receivable in respect | | | | | |
| of finance leases, net | 3,470 | 2,233 | - | - | |
| Non-trade debts receivable from: | | | | | |
| Wholly owned controlled entities | - | - | 174,576 | 156,122 | |
| Other persons and corporations | 19,125 | 16,860 | - | - | |
| | 19,125 | 16,860 | 174,576 | 156,122 | |
| Total receivables (current) | 358,477 | 255,333 | 174,576 | 156,122 | |

| | CONSOLIDATED | | PARENT | |
|--|---------------|---------------|---------------|---------------|
| | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| Inventories | | | | |
| Finished goods: At cost | 24,599 | 29,062 | <u>-</u> | - |
| Other Current Assets | | | | |
| Prepayments Securities quoted on prescribed Stock | 2,827 | 1,455 | - | |
| Exchange | 6,789 | 4,399 | - | |
| Total other current assets | 9,616 | 5,854 | <u>-</u> | |
| Receivables (Non-Current) | | | | |
| Consumer Finance loans | 3,548 | 5,455 | - | |
| Provision for doubtful debts | (256) | (241) | - | |
| | 3,292 | 5,214 | - | |
| Amounts receivable in respect | 7.000 | 2.707 | | |
| of finance leases, net | 5,222 | 3,786 | - | |
| Total receivables (non-current) | 8,514 | 9,000 | - | |
| Investments (Non-Current) | | | | |
| Securities not quoted on prescribed Stock Exchange - at cost (in wholly owned controlled entities - Note 33) | - | - | 46,826 | 54,15 |
| Units in unit trusts not quoted on prescribed Stock Exchange – at cost (Note 33) | 37,881 | 22,270 | 8,766 | 8,76 |
| Total investments (non-current) | 37,881 | 22,270 | 55,592 | 62,92 |

Units in Unit Trusts

Certain Consumer Finance receivables and proprietor loans are sold, in accordance with an agreement, to a special purpose trust, "The Financial Assets Specialised Trust No. 1" (FAST). The economic entity may, but is not obliged to, sell receivables to FAST and FAST may, but is not obliged to, purchase some or all of Consumer Finance receivables and/or proprietor loans. The receivables and proprietor loans that have been sold to FAST, and which at balance date remain outstanding, total \$96.85 million (1998 \$95.090 million). The economic entity also holds monies on behalf of FAST relating to these receivables and proprietor loans of \$7.269 million (1998 \$7.832 million) at balance date.

In these financial statements, the economic entity's interest in FAST is 22.84% of all issued equity units in FAST. These units are of variable amounts and are included in the consolidated financial statements in investments - \$22.1 million. Consumer Finance receivables and proprietor loans that have not been sold pursuant to this arrangement are included in Consumer Finance loans.

The economic entity, prior to selling the receivables, establishes a provision for doubtful debts, adequate to cover any bad or doubtful debts that may be sold back to the economic entity.

| | CONSOLIDATED | | PARI | ENT |
|--|---------------------|---------------------|---------------|---------------|
| | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| Property, Plant and Equipment | | | | |
| Freehold land at directors' valuation | 186,863 | 154,866 | - | - |
| | 186,863 | 154,866 | - | - |
| Leasehold property at directors' valuation | 6,830 | 6,830 | - | - |
| | 6,830 | 6,830 | - | - |
| Buildings at directors' valuation | 116,755 | 98,829 | - | - |
| Total freehold land, leasehold property and buildings | 310,448 | 260,525 | - | - |
| Plant and equipment - at cost Provision for depreciation | 140,996 | 103,291 | - | - |
| of plant and equipment | (62,884) | (45,527) | - | - |
| Total plant and equipment, net | 78,112 | 57,764 | - | - |
| Total property, plant and equipment Provision for depreciation | 451,444 (62,884) | 363,816 (45,527) | - - | - |
| Total property, plant and equipment, net | 388,560 | 318,289 | | - |

11.

11. Property, Plant and Equipment (continued)

Valuations of land and buildings were made by directors of the parent entity as at 30 June 1999 on the basis of market value. The valuations used for 1998 comparatives were made by directors of the parent entity as at 30 June 1998 on the basis of market value. All properties are valued at market valuations which have been calculated using the capitalisation method of valuation. The capitalisation method involves capitalising the net income capable of being produced by the property on an existing use basis at an appropriate capitalisation rate.

The capitalisation rate is selected to reflect such factors as the quality of accommodation, age of improvements and strength of the tenure.

The valuations were performed by Gerald Harvey and John Skippen and submitted to the Board of Directors for approval. The basis of valuation was an assumed sale and leaseback by the economic entity, at market rent, for a lease term of ten (10) years.

| | | CONSOLIDATED | | PARENT | |
|-----|--|------------------|---------------|---------------|---------------|
| | | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| 12. | Intangibles | | | | |
| | Trademark - at cost Writedown of trademark | 7,374 (7,374) | 7,330 | - | - |
| | Total intangibles | - | 7,330 | - | - |
| 13. | Other Assets (Non-Current) | | | | |
| | Future income tax benefit attributable to timing differences: | | | | |
| | Provision for employee entitlements | 614 | 543 | 613 | 535 |
| | Provision for doubtful debts | 355 | 347 | - | 3 |
| | Unearned interest on Consumer Finance loans | 2,771 | 2,715 | - | - |
| | Prepayment | 81 | 91 | 81 | 55 |
| | Other | 273 | 285 | 256 | (151) |
| | Deferred income on lease receivables | (347) | (91) | - | - |
| | Total other assets (non-current) | 3,747 | 3,890 | 950 | 442 |
| 14. | Accounts Payable (Current) | | | | |
| | Unsecured trade creditors: | 216,373 | 187,392 | 64 | 7,369 |
| 15. | Borrowings (Current) | | | | |
| | Unsecured: Lease liabilities Non trade amounts owing to: | 32 | 32 | - | - |
| | Directors | 5,015 | 3,507 | - | - |
| | Other persons | 85 | 850 | - | - |
| | Secured: Associated entities | 7,269 | 7,910 | - | - |
| | Total borrowings (current) | 12,401 | 12,299 | | |

| | | CONSOLIDATED | | PARENT | |
|-------|---------------------------|--------------|--------|--------|--------|
| | | 1999 | 1998 | 1999 | 1998 |
| | | \$000 | \$000 | \$000 | \$000 |
| 16. P | rovisions (Current) | | | | |
| D | ividends | 15,273 | 9,980 | 15,273 | 9,980 |
| Ta | axation | 31,448 | 22,116 | 10,812 | 11,088 |
| Eı | mployee entitlements | 1,826 | 1,510 | - | - |
| То | otal provisions (current) | 48,547 | 33,606 | 26,085 | 21,068 |

17. Borrowings (Non-Current)

| Bills payable | 152,151 | 83,872 | - | - |
|---------------|---------|--------|---|---|
|---------------|---------|--------|---|---|

- Bills payable are secured by a first mortgage over freehold land and buildings and by deeds of charge and mortgage debentures over inventories, trade debtors, Consumer Finance loans and lease receivables.
- 2. Bills payable have been classified as non-current liabilities on the basis that no net principal reductions are intended to be made prior to 30 June 2000 pursuant to the existing bill facilities. The bank reserves the right to withdraw the facilities if in the opinion of the bank there have been material adverse changes in the financial condition or operation of the business. In addition certain financial ratios are to be maintained to the satisfaction of the bank.
- 3. These facilities are subject to annual review.

18. Provisions (Non-Current)

| Employee enducinents 250 200 | Employee entitlements | 238 | 206 | - | - |
|-------------------------------------|-----------------------|-----|-----|---|---|
|-------------------------------------|-----------------------|-----|-----|---|---|

19. Share Capital

Ordinary shares^(a) 142,869 131,700 142,869 131,700

(a) During the current financial period, changes to the Corporations Law required the balance of the share premium reserve as at 1 July 1998 to be transferred to share capital. Comparative figures, where appropriate, have been reclassified to accord with figures presented for the current financial period.

| | Number of Ordinary Shares | | |
|--|------------------------------|-------------|--|
| | 1999 | 1998 | |
| Movements in issued shares for the year: | | | |
| Opening number of shares | 199,317,952 | 191,535,508 | |
| One for twenty-five rights issue on 21 November 1997 | - | 7,782,444 | |
| Ordinary shares issued pursuant to exercise of options | 4,317,332 | - | |
| Closing number of shares | 203,635,284 | 199,317,952 | |

19. Share Capital (continued)

There are no outstanding options as at 30 June 1999.

On 22 November 1994, options to take up ordinary shares of twenty cents (\$0.20) in the capital of the parent company at an issue price of \$5.05 per share were granted to the trustees of separate trusts for the benefit of each of Gerald Harvey and family (1,000,000 options), Kay Lesley Page and family (300,000 options), Michael John Harvey and family (300,000 options), Raymond John Skippen and family (300,000 options) and Arthur Bayly Brew and family (100,000 options) (collectively the "Options"). It was a condition of each option that adjustments to the number of securities over which the option exists and or the exercise price shall be made to take into account changes to the capital structure of the parent company that occurred by way of pro-rata bonus and cash issues. The method of adjustment shall be in accordance with Appendix 29 of the official listing rules of the Australian Stock Exchange Limited A.C.N. 008 624 691 ("ASX") as those rules then were. The grantees of the Options exercised all of the Options before 30 June 1999. Appropriate adjustments were made to the number of securities over which the Options existed. In aggregate, 4,317,332 ordinary shares in the capital of the company were issued upon exercise of the Options for an aggregate issue price of \$11.169 million in accordance with the terms of issue of the Options.

| | | CONSOLIDATED | | PARENT | |
|---|---|--------------|-----------|-----------|----------|
| | | 1999 | 1998 | 1999 | 1998 |
| | | \$000 | \$000 | \$000 | \$000 |
| | Reserves | | | | |
| | Asset revaluation | 59,668 | 49,572 | - | - |
| | Foreign currency translation | (1,054) | (311) | - | _ |
| | Total reserves | 58,614 | 49,261 | - | - |
| | Movement in reserves: | | | | |
| | Asset revaluation | | | | |
| | Opening balance | 49,572 | 39,300 | - | - |
| | Revaluation of land and | | | | |
| | Buildings during the year | 10,096 | 10,272 | - | - |
| _ | Closing balance | 59,668 | 49,572 | - | - |
| | Share premium | | | | |
| | Opening balance | 111,768 | 81,976 | 111,768 | 81,976 |
| | Issue of shares as described in note 19 | - | 29,792 | - | 29,792 |
| | Transfer to share capital 1 July 1998 | (111,768) | - | (111,768) | |
| | Share premium reserve Reclassified to share capital (19a) | - | (111,768) | _ | (111,768 |
| • | Closing balance | - | - | - | (,, |
| = | Foreign currency translation: | | | | |
| | Opening balance | (311) | 800 | - | |
| | Exchange fluctuations arising on | () | | | |
| | Overseas net assets | (743) | (1,111) | - | |
| | Closing balance | (1,054) | (311) | i) | |

| | | CONSOLIDATED | | PARENT | |
|-----|--|------------------|----------------|------------------|----------------|
| | | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| 21. | Retained Profits and Dividends | | | | |
| | Retained Profits: | | | | |
| | Retained profits and reserves that could be distributed as fully franked dividends. | 203,348 | 153,895 | 62,100 | 59,348 |
| | Dividends provided for or paid: | | | | |
| | Dividends paid Dividends provided for not yet paid | 15,399 15,273 | 9,966 9,980 | 15,399 15,273 | 9,966 9,980 |
| | Total dividends provided for or paid | 30,672 | 19,946 | 30,672 | 19,946 |
| | Dividend franking: | | | | |
| | All dividends paid or provided for as reported in the profit and loss account were or will be fully franked at the current tax rate of 36% | | | | |
| 22. | Lease Commitments | | | | |
| | Non-cancellable operating leases with a term of more than one year commitments not provided for. | | | | |
| | Payable: | | | | |
| | Not later than one year Later than one year but | 24,867 | 21,358 | - | - |
| | not later than two years | 22,881 | 14,865 | - | - |
| | Later than two years but | | | | |
| | not later than five years | 51,057 | 36,581 | - | - |
| | Later than five years | 43,478 | 37,295 | - | |
| | Total lease commitments | 142,283 | 110,099 | - | - |
| 23. | Commitments for Expenditure | | | | |
| | (a) Capital expenditure | | | | |
| | Contracted as at 30 June 1999 but not provided for: | | | | |
| | Not later than one year | 59,987 | 37,606 | - | - |
| | (b) Capital expenditure commitments on Behalf of joint ventures as at year end are payable as follows | | | | |
| | Not later than one year | 900 | 6,000 | | <u>-</u> |

| | | CONSOLID | CONSOLIDATED | | ENT |
|-----|------------------------------------|----------|--------------|---------|--------|
| | | 1999 | 1998 | 1999 | 1998 |
| | | \$000 | \$000 | \$000 | \$000 |
| 24. | Contingent Liabilities | | | | |
| | Bank performance guarantees | | | | |
| | given to various councils | | | | |
| | and other third parties on | | | | |
| | behalf of economic entity. | 2,083 | 1,833 | - | - |
| | Irrevocable letters of credit | - | 821 | - | - |
| | The parent entity has | | | | |
| | Guaranteed the performance | | | | |
| | of a number of controlled entities | | | | |
| | which have entered into leases | | | | |
| | with other parties. | - | - | 132,754 | 98,999 |
| | Total contingent liabilities | 2,083 | 2,654 | 132,754 | 98,999 |

25. Retirement Benefits

The following prescribed benefits were given to a prescribed Superannuation fund in connection with the retirement of persons from prescribed offices in relation to a corporation in the economic entity during the financial year. Particulars have been summarised as the directors believe that Provision of full particulars would be unreasonable given the detail required.

Remuneration of directors and executives and retirement benefits of prescribed officers has been determined in

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26. Superannuation Commitments

accordance with relief granted by ASC class order 1171/96.

All employees in Australia are entitled, on joining the company, to become a member of an independent fund. The funds provide benefits on retirement, disability or death. The independent funds are accumulation (defined contribution) funds, hence no actuarial valuations are required. Benefits provided under the plan are based on the contributions made on behalf of each employee. The company contributes 7% of an employee's salary into the fund. This is in accordance with the requirements laid down in the Governments' Superannuation Guarantee Legislation. Employees may elect to make additional contributions on a regular or irregular basis at their discretion. The assets of the fund are sufficient to satisfy all benefits of the fund and voluntary or compulsory termination of employment of each employee.

27

| | | | CONSOLIDATED | | PARENT | |
|-----|----------------------------|---|---------------|---------------|---------------|---------------|
| | | | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| 27. | Remun | eration of Auditors | | | | |
| | or due and i | nuneration received receivable by the connection with: | | | | |
| | Auditing the Other service | | 190 203 | 191 22 | - | - |
| | Total remur | neration of auditors | 393 | 213 | - | - |
| | | | CONSOLID | ATED | PARE | ENT |
| | | | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| 28. | Directo | rs' and Executives' Income | | | | |
| | | ncome received, or due ble, by directors | 982 | 1,066 | - | - |
| | company w | directors of the parent hose total income falls ollowing bands: | | | | |
| | \$20,000 | -\$29,999 | 2 | 2 | - | - |
| | \$30,000 | -\$39,999 | 1 | - | - | - |
| | \$130,000 | -\$139,999 | - | 1 | - | - |
| | \$140,000 | -\$149,999 | - | 1 | - | - |
| | \$170,000 \$190,000 | -\$179,999 \$100,000 | 2 | 1 | - | - |
| | \$190,000 | -\$199,999 -\$249,999 | - | 1 1 | - | - |
| | \$250,000 | -\$259,000 | 1 | - | - | - |
| | \$290,000 | -\$299,999 | - | 1 | _ | - |
| | \$300,000 | -\$309,999 | 1 | - | - | - |
| | | | | | | |

The total of all remuneration received or due and receivable, directly or indirectly from the respective corporation of which they are director or any related corporate, by all the directors of each corporation in the economic entity was \$981,802 (1998 \$1,065,567).

28. Directors' and Executives' Income (continued)

| | CONSOLIDATED | | PARE | NT |
|--|--------------------------------------|--------------------------------------|---------------------------------|----------------------------|
| | 1999 | 1998 | 1999 | 1998 |
| The number of executive officers domiciled in Australia who received, or were due to receive, directly or indirectly from the company, or from any related body corporate, a total remuneration (excluding retirement benefits) in connection with the management of affairs of the company, or any related body corporate, whether as executive officers or otherwise were: | | | | |
| \$100,000 -\$109,999 \$110,000 -\$119,999 \$120,000 -\$129,999 \$130,000 -\$139,999 \$140,000 -\$149,999 \$150,000 -\$159,999 \$170,000 -\$179,999 \$190,000 -\$199,999 \$240,000 -\$249,999 \$290,000 -\$299,999 | 1 1 1 - - 1 1 - | - - 1 1 - - 1 1 | - - - - - - - | - - - - - - |

The aggregate remuneration of the executive officers referred to above was \$677,266 (1998 \$1,025,207)

The following persons held the position of director of the parent entity during both financial years:

G. Harvey

K. L. Page

J. Skippen

A. B. Brew

M. J. Harvey

C. H. Brown

I. J. Norman

| | CONSOLIDATED | | PARENT | |
|--|---------------|---------------|---------------|---------------|
| | 1999 \$000 | 1998 \$000 | 1999 \$000 | 1998 \$000 |
| Related Party Transactions | | | | |
| During the year the following transactions took place with related parties. | | | | |
| 1. Various subsidiaries borrowed money from entities associated with I. J. Norman, J. Skippen M. J. Harvey and G. Harvey. Interest is payable at normal commercial rates. These loans are unsecured and repayable at call. | | | | |
| Net amounts received from/(repaid to) entities associated with the abovementioned | | | | |
| directors. | 1,398 | 1,367 | - | - |
| Interest paid/payable | 234 | 152 | - | - |
| 2. Legal fees were paid to the firm of which Mr C. H. Brown is a partner for professional services rendered to the group in the normal course of business. | 605 | 379 | - | - |
| 3. The economic entity leases business premises at Bundall, Queensland from Ruzden Pty Limited. Mr G. Harvey, Ms K.L. Page, Mr M.J. Harvey, Mr I.J. Norman and Mr A.B. Brew are interested in Ruzden Pty Limited. The base arrangements were approved by shareholders in the General Meeting held 25 May, 1993. The lease is subject to normal commercial terms and conditions. Rent paid. | 1,384 | 1,328 | - | - |
| 4. Certain franchises are operated by entities owned or controlled by relatives of directors under normal franchisees terms and conditions. Total gross income received by entities owned or controlled by relatives of directors. | 1,516 | 1,902 | <u>-</u> | - |
| 5. On 1 June 1994 the economic entity entered into an agreement, as lessor, with Noble House Retail Pty Limited. The economic entity has a minority interest holding in Noble House Retail Pty Limited. Unpaid rent has been included in current receivables. | - | 73 | <u>-</u> | - |

29.

29. Related Party Transactions (continued)

| | CONSOLIDATED | | PARENT | |
|------------------------------------|--------------|---------|---------|---------|
| 6. Director's shareholdings | 1999 | 1998 | 1999 | 1998 |
| | \$000 | \$000 | \$000 | \$000 |
| Shares and share options exercised | | | | |
| during the year: | | | | |
| Ordinary shares | - | 3,977 | - | 3,977 |
| Ordinary share options | 4,317 | 120 | 4,317 | 120 |
| Shares and share options | | | | |
| Disposed of during the year: | | | | |
| Ordinary shares | 2,246 | 405 | 2,246 | 405 |
| Ordinary share option | - | - | - | - |
| Shares and share options | | | | |
| held at the end of the year: | | | | |
| Ordinary shares | 105,311 | 103,240 | 105,311 | 103,240 |
| Ordinary share options | - | 3,880 | - | 3,880 |

30. Notes to the Statement of Cash

Flows

(a) Reconciliation of Cash

For the purposes of the statement of cash flows, cash includes cash on hand and in banks and deposits at call, net of outstanding bank overdrafts. Cash at the end of the financial year as shown in the statement of cash flows is Reconciled to the related items in the balance sheet as follows:

| Cash | 3,147 | 1,203 | - | - |
|---|--------|--------|----------|--------|
| Cash at end of period | 3,147 | 1,203 | <u>-</u> | |
| (b) Reconciliation of net cash Provided by operating activities to Operating profit after income tax: | | | | |
| Operating profit after income tax | 80,125 | 57,585 | 33,424 | 27,195 |
| Adjustments for non-cash income and expense items: | | | | |
| Bad and doubtful debts | 212 | 518 | - | - |
| Depreciation of property, plant and equipment | 21,348 | 15,107 | - | - |

30. Notes to the Statement of Cash Flows (continued)

| | CONSOLIDATEI | D | PARENT | |
|---|--------------|----------|----------|----------|
| | 1999 | 1998 | 1999 | 1998 |
| | \$000 | \$000 | \$000 | \$000 |
| Write-off of trademark | 7,374 | - | - | - |
| Transfers of provisions: | | | | |
| Employee entitlements | 348 | 557 | - | - |
| (Profit)/loss on disposal of: | | | | |
| Property, plant and equipment | 697 | 791 | - | - |
| Increase/(decrease) in provision for: | | | | |
| Income tax payable | 9,332 | 7,427 | (276) | 4,484 |
| Adjustment for non-operating cashflows: | | | | |
| Conversion of non-trade amounts receivable from | | | | |
| wholly owned controlled entities as consideration | | | | |
| for purchase of investments | - | - | 7,329 | (23,656) |
| Changes in assets and liabilities net of effects | | | | |
| from purchase and sale of controlled entities: | | | | |
| (Increase)/decrease in assets: | | | | |
| Accounts receivable | (100,691) | (28,591) | (18,454) | (29,025) |
| Inventory | 4,463 | (16,019) | - | - |
| Other current assets | (3,762) | 482 | - | - |
| Other non-current assets | 143 | (692) | (508) | (180) |
| Increase/(decrease) in liabilities: | | | | |
| Accounts payable | 64,666 | 23,204 | (7,307) | 7,281 |
| Non trade amounts owing to FAST No. 1 Trust | (641) | (463) | - | - |
| Net cash from | | | | |
| operating activities | 83,614 | 59,906 | 14,208 | (13,901) |

31. Financing Arrangements

Corporations in the economic entity had access to the following financing facilities with a financial institution:

| 1999 |
|--------------|
| CONSOLIDATED |

| | Accessible \$000 | Drawndown \$000 | Unused \$000 |
|------------------------------------|---------------------|--------------------|-----------------|
| Bank Bill standby arrangements (a) | 185,500 | 152,151 | 33,349 |
| Bank Overdraft (a) | 600 | - | 600 |
| Total financing facilities | 186,100 | 152,151 | 33,949 |

1998 CONSOLIDATED

| | Accessible \$000 | Drawndown \$000 | Unused \$000 |
|------------------------------------|---------------------|--------------------|-----------------|
| Bank Bill standby arrangements (a) | 152,900 | 83,872 | 69,028 |
| Bank Overdraft (a) | 600 | - | 600 |
| Total financing facilities | 153,500 | 83,872 | 69,628 |

(a) The economic entity has \$50 million of the Bank Bill standby arrangement facility on a fixed interest rate swap which is due to expire on 11 November 2002. Interest is charged on the \$50 million, the subject of the fixed interest rate swap at a fixed rate of 6.16% per annum. The remaining facilities are subject to annual review and subject to cancellation at the election of the bank or the company upon any review date.

32. Financial Instruments

(a) Objectives for Holding Derivative Financial Instruments

The economic entity uses derivative financial instruments to manage specifically identified interest rate and foreign currency risks. The purposes for which specific derivative instruments are used are as follows:

Forward exchange contracts are purchased to hedge the Australian dollar value of purchases of products denominated in foreign currency.

Interest rate swap agreements are used to convert floating interest rate exposures on certain debt to fixed rates. These swaps entitle the economic entity to receive, or oblige it to pay, the amounts, if any, by which actual interest payments on nominated loan amounts exceed or fall below specified interest amounts.

32. Financial Instruments (continued)

(b) Interest Rate Risk Exposures

The economic entity is exposed to interest rate risk through primary financial assets and liabilities, modified through derivative financial instruments such as interest rate and cross currency swaps. The following table summarises interest rate risk for the economic entity, together with effective interest rates as at balance date.

| | | | ed interest maturing i | | | | | |
|----------------------------|----------------------------------|--------|---------------------------|-------------------------|-----------------------------|---------|----------------------|-------|
| 1999 | Floating interest rate (a) | 1 year | Over 1 to 5 years | More than 5 years | Non- interest bearing | Total | Aver inter rat | est |
| | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | floating | fixed |
| Financial assets | | | | | | | | |
| Cash | 3,147 | _ | _ | - | _ | 3,147 | 4.90% | _ |
| Consumer Finance loans | - | 168 | 2,191 | - | 10,809 | 13,168 | - | 9% |
| Finance lease, receivables | 8,692 | - | - | - | - | 8,692 | 9-12% | - |
| Trade debtors | - | - | - | - | 326,006 | 326,006 | - | - |
| Non-trade debtors & loans | 4,337 | - | - | - | 14,788 | 19,125 | 4.90-10% | - |
| | 16,176 | 168 | 2,191 | - | 351,603 | 370,138 | • | |
| Financial liabilities | | | | | | | | |
| Trade creditors | - | - | - | - | 216,373 | 216,373 | - | - |
| Bills payable | 102,151 | - | 50,000 | - | - | 152,151 | 5.08% | 6.16% |
| Other loans | 5,015 | - | | - | 7,386 | 12,401 | 4.90% | - |
| | 107,166 | - | 50,000 | - | 223,759 | 380,925 | - | |

⁽a) Floating interest rates represent the most recently determined rate applicable to the instrument at balance date.

(c) Foreign Exchange

The following table summarises by currency the Australian dollar value of forward foreign exchange agreements. Foreign currency amounts are translated at rates current at the reporting date. The 'buy' amounts represent the Australian dollar equivalent of commitments to purchase foreign currencies. Contracts to buy and sell foreign currency are entered into from time to time to offset purchase and sale obligations so as to maintain a properly hedged position.

| | CONSOLIDATED | | | |
|------------------|--------------|-------|-------|-------|
| | 19 | 99 | 199 | 98 |
| | Buy | Sell | Buy | Sell |
| | \$000 | \$000 | \$000 | \$000 |
| Currency | | | | |
| Italian Lira | | | | |
| 3 months or less | 4,990 | | 1,597 | |
| Total | 4,990 | - | 1,597 | - |

32. Financial Instruments (continued)

(d) Net fair value of financial assets and liabilities

The carrying amounts and estimated net fair values of financial assets (and financial liabilities) held at balance date are given below. Short term instruments where carrying amounts approximate net fair values, are omitted. The net fair value of a financial asset (or a financial liability) is the amount at which the asset could be exchanged, or liability settled in a current transaction between willing parties after allowing for transaction costs.

| | | CONSOLII | DATED | |
|--|-----------------------------|----------------------------|-----------------------------|----------------------------|
| | 19 | 99 | 19 | 98 |
| | Carrying amount \$000 | Net Fair Value \$000 | Carrying amount \$000 | Net Fair Value \$000 |
| Financial assets: Investment | Nil | 3,515 | Nil | Nil |
| Financial liabilities: Interest rate swap | 50,000 | 49,852 | 50,000 | 48,966 |

The carrying amounts shown in the table are included in the balance sheet under the indicated captions. Investment securities comprise shares held in Data Advantage Limited with a carrying value of \$nil and a net fair value of \$3,514,992.

The interest rate swap is recorded in the books at \$50,000,000 and its fair value, based on the market value at 30 June 1999, is \$49,852,386.

The following methods and assumptions were used to estimate the net fair value of each class of financial instrument:

Investment securities

The net fair values of listed investments are based on quoted market bid prices less estimated disposal costs which are expected to be minimal.

Interest rate swap

The net fair value is estimated by discounting the anticipated future cash flows to their present value, based on interest rates existing at the respective balance dates.

33. Controlled Entities and Unit Trusts

Shares held by Harvey Norman Holdings Limited

The following companies are 100% owned by Harvey Norman Holdings Limited and incorporated in Australia unless marked otherwise:

Name Name

Achiever Computers Pty Ltd¹ Albany Stores Pty Limited^{1,6}

Albany Stores Pty Limited^{1,6}
Aloku Pty Limited
Anwarah Pty Limited
Appeann Pty Limited^{1,6}
Arlenu Pty Limited
Arpayo Pty Limited
Aubdirect Pty Limited
Balwondu Pty Limited
Barrayork Pty Ltd¹
Bedmac Pty Limited^{1,6,7}

Bossee Pty Limited^{1,2}
Bradiz Pty Limited
Braxpine Pty Limited
Bundallcom Pty Limited^{1,7}

Bundallcom (QLD) Pty Limited^{1,6}

Calardu Pty Limited

Bestest Pty Limited

Calardu Auburn Pty Limited¹
Calardu Ballarat Pty Limited¹
Calardu Bathurst Pty Limited^{1,6}
Calardu Belrose DM Pty Limited^{1,6}
Calardu Berrimah Pty Limited^{1,6}
Calardu Broadmeadow Pty Limited¹
Calardu Broadmeadow Pty Limited¹
Calardu Cannington Pty Limited¹
Calardu Caringbah Pty Limited¹
Calardu Chatswood Pty Limited¹
Calardu Gordon Pty Limited¹
Calardu Guildford Pty Limited¹
Calardu Guildford Pty Limited^{1,6}
Calardu Hobart Pty Limited^{1,6}

Calardu Hoppers Crossing Pty Limited^{1,6}

Calardu Horsham Pty Limited^{1,6}
Calardu Joondalup Pty Limited¹
Calardu Kalgoorlie Pty Limited^{1,6}
Calardu Loganholme Pty Limited^{1,6}
Calardu Maribyrnong Pty Limited
Calardu Maribyrnong Pty Limited¹
Calardu Maryborough Pty Limited^{1,6}
Calardu Melville Pty Limited¹
Calardu Morayfield Pty Limited^{1,6}
Calardu Noosa Pty Limited¹
Calardu North Ryde Pty Limited¹
Calardu Nowra Pty Limited ^{1,6}
Calardu Penrith Pty Limited

Calardu Port Macquarie Pty Limited Calardu Preston Pty Limited

Calardu Queensland Pty Limited Calardu Richmond Pty Limited¹

(formerly Calardu Edwardstown Pty Limited)

Calardu Rockingham Pty Limited¹
Calardu Roselands Pty Limited^{1,6}

Calardu South Australia Pty Limited Calardu Taree Pty Limited^{1,6} Calardu Tweed Heads Pty Limited¹ Calardu Vicfurn Pty Limited¹ Calardu Victoria Pty Limited Calardu Warrawong Pty Limited^{1,6}

Calardu Warrnambool Pty Limited¹ Calardu West Gosford Pty Limited¹ Calardu Wivenhoe Pty Limited^{1,6}

Carlando Pty Limited Charmela Pty Limited Clambruno Pty Limited Combund Pty Limited^{1,7} Commac Pty Limited^{1,7} Copee Pty Limited¹

D.M. Auburn Franchisor Pty Limited⁶
D.M. Auburn Leasing Pty Limited^{1,6}
D.M. Kotara Franchisor Pty Limited⁶
D.M. Kotara Leasing Pty Limited^{1,6}
D.M. Liverpool Franchisor Pty Limited⁶
D.M. Liverpool Leasing Pty Limited^{1,6}

Daldere Pty Limited
Dandolena Pty Limited
Derni Pty Limited
Divonda Pty Limited

Domain Holdings Pty Limited^{1,6} Domayne Holdings Limited^{1,9} Domayne Pty Limited^{1,6} Durslee Pty Limited Edbrook Pty Limited⁵

Edbrook Everton Park Pty Limited^{1,6}

Electbund Pty Limited^{1,6}
Farane Pty Limited
Floorcom Pty Limited¹
Flormonda Pty Limited
Furnmac Pty Limited^{1,7}
Ganoru Pty Limited
Geraldton WA Pty Limited¹
Gestco Pty Limited

Gestco Greensborough Pty Limited^{1,6}
H.N. Albany Franchisor Pty Limited^{1,6}
H.N. Armidale Franchisor Pty Limited^{1,6}
H.N. Armidale Leasing Pty Limited^{1,6}
H.N. Aspley Franchisor Pty Limited⁶
H.N. Aspley Leasing Pty Limited^{1,6}
H.N. Auburn Franchisor Pty Limited⁶
H.N. Auburn Easing Pty Limited^{1,6}
H.N. Balgowlah Franchisor Pty Limited⁶
H.N. Balgowlah Leasing Pty Limited^{1,6}
H.N. Balgowlah Leasing Pty Limited^{1,6}
H.N. Ballarat Franchisor Pty Limited^{1,6}

Shares held by Harvey Norman Holdings Limited (continued)

| Name | Name |
|---|---|
| H.N. Bendigo Franchisor Pty Limited ^{1,6} | H.N. Moorabbin Franchisor Pty Limited ^{1,6} |
| H.N. Bendigo Leasing Pty Limited ^{1,6} | H.N. Moorabbin Leasing Pty Limited ^{1,6} |
| H.N. Bernoth Leasing Pty Limited ^{1,6} | H.N. Moore Park Franchisor Pty Limited ⁶ |
| H.N. Bernoth Plant & Equipment Pty Limited ^{1,6} | H.N. Moore Park Leasing Pty Limited ^{1,6} |
| H.N. Blacktown Franchisor Pty Limited ⁶ | H.N. Mt Gravatt Franchisor Pty Limited ⁶ |
| H.N. Blacktown Leasing Pty Limited ^{1,6} | H.N. Mt Gravatt Leasing Pty Limited ^{1,6} |
| H.N. Bunbury Franchisor Pty Limited ^{1,6} | H.N. Newcastle Franchisor Pty Limited ⁶ |
| H.N. Bunbury Leasing Pty Limited ^{1,6} | H.N. Newcastle Leasing Pty Limited ^{1,6} |
| H.N. Bundaberg Franchisor Pty Limited ^{1,6} | H.N. Nowra Franchisor Pty Limited ^{1,6} |
| H.N. Bundaberg Leasing Pty Limited ^{1,6} | H.N. Nowra Leasing Pty Limited ^{1,6} |
| H.N. Cairns Franchisor Pty Limited ^{1,6} | H.N. Nunawading Franchisor Pty Limited ⁶ |
| H.N. Cairns Leasing Pty Limited ^{1,6} | H.N. Nunawading Leasing Pty Limited ^{1,6} |
| H.N. Campbelltown Franchisor Pty Limited ⁶ | H.N. O'Connor Franchisor Pty Limited ^{1,6} |
| H.N. Campbelltown Leasing Pty Limited ^{1,6} | H.N. O'Connor Leasing Pty Limited ^{1,6} |
| H.N. Cannington W.A. Franchisor Pty Limited ⁶ | H.N. Osborne Park Franchisor Pty Limited ⁶ |
| H.N. Cannington W.A. Leasing Pty Limited ^{1,6} | H.N. Osborne Park Leasing Pty Limited ^{1,6} |
| H.N. Carindale Franchisor Pty Limited ⁶ | H.N. Port Hedland Franchisor Pty Limited ^{1,6} |
| H.N. Carindale Leasing Pty Limited ^{1,6} | H.N. Port Hedland Leasing Pty Limited ^{1,6} |
| H.N. Caringbah Franchisor Pty Limited ⁶ | H.N. Port Kennedy Franchisor Pty Limited ^{1,6} |
| H.N. Caringbah Leasing Pty Limited 1,6 | H.N. Port Kennedy Leasing Pty Limited ^{1,6} |
| H.N. Chatswood Franchisor Pty Limited ^{1,6} | H.N. Port Macquarie Franchisor Pty Limited ^{1,6} |
| H.N. Chatswood Leasing Pty Limited ^{1,6} | H.N. Port Macquarie Leasing Pty Limited ^{1,6} |
| H.N. Coffs Harbour Franchisor Pty Limited ^{1,6} | H.N. Preston Franchisor Pty Limited ⁶ |
| H.N. Coffs Harbour Leasing Pty Limited ^{1,6} | H.N. Preston Leasing Pty Limited ^{1,6} |
| H.N. Dandenong Franchisor Pty Limited ⁶ | H.N. Riverwood Franchisor Pty Limited ^{1,6} |
| H.N. Dandenong Leasing Pty Limited ^{1,6} | H.N. Riverwood Leasing Pty Limited 1,6 |
| H.N. Fairfield Franchisor Pty Limited ^{1,6} | H.N. Shepparton Franchisor Pty Limited ^{1,6} |
| H.N. Fyshwick Franchisor Pty Limited | H.N. Shepparton Leasing Pty Limited 1,6 |
| H.N. Fyshwick Leasing Pty Limited ^{1,6} | H.N. South Tweed Franchisor Pty Limited 1,6 |
| H.N. Geelong Franchisor Pty Limited ^{1,6} | H.N. South Tweed Leasing Pty Limited ^{1,6} |
| H.N. Geelong Leasing Pty Limited ^{1,6} | H.N. Tamworth Franchisor Pty Limited ^{1,6} |
| H.N. Geraldton Leasing Pty Limited ^{1,6} | H.N. Tamworth Leasing Pty Limited ^{1,6} |
| H.N. Geraldton WA Franchisor Pty Limited ^{1,6} | H.N. Toowoomba Franchisor Pty Limited ^{1,6} |
| H.N. Gordon Franchisor Pty Limited ⁶ | H.N. Toowoomba Leasing Pty Limited ^{1,6} |
| H.N. Gordon Leasing Pty Limited ^{1,6} | H.N. Townsville Franchisor Pty Limited ^{1,6} |
| H.N. Gosford Leasing Pty Limited ^{1,6} | H.N. Traralgon Franchisor Pty Limited ^{1,6} |
| H.N. Joondalup Franchisor Pty Limited ^{1,6} | H.N. Traralgon Leasing Pty Limited ^{1,6} |
| H.N. Joondalup Leasing Pty Limited ^{1,6} | H.N. Wagga Franchisor Pty Limited ^{1,6} |
| H.N. Kalgoorlie Franchisor Pty Limited ^{1,6} | H.N. Wagga Leasing Pty Limited ^{1,6} |
| H.N. Kalgoorlie Leasing Pty Limited ^{1,6} | H.N. Warrawong Franchisor Pty Limited ⁶ |
| H.N. Kawana Waters Franchisor Pty Limited ⁶ | H.N. Warrawong Leasing Pty Limited ^{1,6} |
| H.N. Kawana Waters Leasing Pty Limited ^{1,6} | H.N. West Gosford Franchisor Pty Limited ⁶ |
| H.N. Lismore Franchisor Pty Limited ^{1,6} | H.N. Wiley Park Franchisor Pty Limited ⁶ |
| H.N. Lismore Leasing Pty Limited ^{1,6} | H.N. Wiley Park Leasing Pty Limited ^{1,6} |
| H.N. Liverpool Franchisor Pty Limited ⁶ | H.N. Windsor Franchisor Pty Limited ^{1,6} |
| H.N. Liverpool Leasing Pty Limited ^{1,6} | H.N. Windsor Leasing Pty Limited ^{1,6} |
| H.N. Loughran Contracting Pty Limited ^{1,6} | H.N. Woden Franchisor Pty Limited ^{1,6} |
| H.N. Mackay Franchisor Pty Limited ^{1,6} | H.N. Young Franchisor Pty Limited ^{1,6} |
| H.N. Mackay Leasing Pty Limited ^{1,6} | H.N. Young Leasing Pty Limited ^{1,6} |
| H.N. Maribyrnong Franchisor Pty Limited ⁶ | Hardly Normal Discounts Pty Limited |
| H.N. Maribyrnong Leasing Pty Limited ^{1,6} | Hardly Normal Pty Limited |
| H.N. Marion Franchisor Pty Limited ⁶ | Hardly Normal Limited ^{1,8,9} |
| H.N. Marion Leasing Pty Limited 1,6 | Harmise Pty I imited ¹ |

Harmise Pty Limited¹

H.N. Marion Leasing Pty Limited^{1,6}

Shares held by Harvey Norman Holdings Limited (continued)

| Name | Name |
|--|---|
| Harvey Cellars Pty Limited ¹ | J.M. Contracting Services Pty Limited |
| Harvey Liquor Pty Limited ¹ | J.M. Leasing Pty Limited ^{1,6} |
| Harvey Norman (ACT) Pty Limited | J.M. Marrickville Franchisor Pty Limited ^{1,6} |
| Harvey Norman Burnie Franchisor Pty Limited ^{1,6} | J.M. Marrickville Leasing Pty Limited ^{1,6} |
| Harvey Norman Burnie Leasing Pty Limited ^{1,6} | J.M. Newcastle Franchisor Pty Limited ^{1,6} |
| Harvey Norman Commercial Your Solution | J.M. Plant & Equipment Hire Pty Limited ¹ |
| Provider Pty Limited ¹ | J.M. Share Investment Pty Limited ¹ |
| Harvey Norman Computer Club Pty Limited ¹ | J.M. West Gosford Franchisor Pty Limited ⁶ |
| Harvey Norman Computer Training Pty Limited ¹ | J.M. West Gosford Leasing Pty Limited ^{1,6} |
| Harvey Norman Devonport Franchisor Pty Limited ^{1,6} | Jondarlo Pty Limited |
| Harvey Norman Devonport Leasing Pty Limited ^{1,6} | Joyce Mayne Home Cellars Pty Limited ^{1,6} |
| Harvey Norman Export Pty Limited ¹ | Joyce Mayne Kotara Leasing Pty Limited1,6 |
| Harvey Norman Financial Services (N.Z.) Limited ^{1,8,9} | Joyce Mayne Liverpool Leasing Pty Limited ^{1,6} |
| Harvey Norman Fitouts Pty Limited ^{1,6} | Joyce Mayne Penrith Pty Limited ^{1,6} |
| Harvey Norman Gamezone Pty Limited ¹ | Joyce Mayne Shopping Complex Pty Limited ^{1,6} |
| Harvey Norman Glenorchy Franchisor Pty Limited 1,6 | Kalinya Development Pty Limited ¹ |
| Harvey Norman Glenorchy Leasing Pty Limited 1.6 | Kambaldu Pty Limited |
| Harvey Norman Hobart Franchisor Pty Limited ^{1,6} | Kita Pty Limited ¹ |
| Harvey Norman Hobart Leasing Pty Limited ^{1,6} | Koodero Pty Limited |
| Harvey Norman Home Cellars Pty Limited | Korinti Pty Limited |
| (formerly Harvey Norman Cellars Pty Limited) ¹ | Lamino Pty Limited |
| Harvey Norman Launceston Franchisor Pty Limited ^{1,6} Harvey Norman Launceston Leasing Pty Limited ^{1,6} | Lesandu Pty Limited Lesandu Bathurst Pty Limited ^{1,6} |
| Harvey Norman Leasing (N.Z.) Limited 1.8,9 | Lesandu Chatswood Pty Limited Lesandu Chatswood Pty Limited |
| Harvey Norman Limited 1,9 | Lesandu Crarge Pty Limited Lesandu Orange Pty Limited 1 |
| Harvey Norman Liquor Pty Limited ¹ | Lesandu Grange Pty Emilied Lesandu S.A. Pty Limited ¹ |
| Harvey Norman Loughran Plant & Equipment Pty Limited 1,6 | Lesandu Stanmore Pty Limited ^{1,6} |
| Harvey Norman Net. Works Pty Limited | Lesandu Tamworth Pty Limited ¹ |
| Harvey Norman (N.S.W.) Pty Limited ¹ | Lesandu Tamworui Pty Limited Lesandu Tasmania Pty Limited 1,6 |
| Harvey Norman Properties (N.Z.) Limited 1,8,9 | Lesandu Tweed Heads Pty Limited ¹ |
| Harvey Norman (QLD) Pty Limited ⁵ | Lesandu W.A. Pty Limited |
| Harvey Norman Retailing Pty Limited | Lexeri Pty Limited |
| Harvey Norman Rosney Franchisor Pty Limited ^{1,6} | Liscom Pty Limited ^{1,6} |
| Harvey Norman Rosney Leasing Pty Limited ^{1,6} | Lodare Pty Limited |
| Harvey Norman Shopfitting Pty Limited ¹ | Loreste Pty Limited |
| Harvey Norman Stores Pty Limited | Makdon Pty Limited ^{1,7} |
| Harvey Norman Stores (N.Z.) Pty Limited | Malvis Pty Limited |
| Harvey Norman Stores (W.A.) Pty Limited ¹ | Manutu Pty Limited |
| Harvey Norman Tasmania Pty Limited ^{1,6} | Maradoni Pty Limited |
| Harvey Norman Technology Pty Limited | Marinski Pty Limited |
| Harvey Norman Ulverstone Franchisor Pty | Milblu Pty Limited ^{1,7} |
| Limited ^{1,6} | Misstar Pty Limited ^{1,2} |
| Harvey Norman Ulverstone Leasing Pty Limited ^{1,6} | Nedcroft Pty Limited |
| Harvey Norman Victoria Pty Limited | Network Consumer Finance Pty |
| Havrex Pty Limited ⁵ | Limited (formerly Harvey Norman |
| Hodberg Pty Limited ⁴ | Financial Services Pty Limited) |
| Hodvale Pty Limited ⁴ | Nomadale Pty Limited ⁵ |
| Hoxco Pty Limited ⁵ | Norman Ross Pty Limited |
| Jartoso Pty Limited | Oldmist Pty Limited |
| J.M. Auburn Franchisor Pty Limited ¹ J.M. Campbelltown Franchisor Pty Limited ^{1,6} | Oslek Developments Pty Limited ^{1,6} Osraidi Pty Limited |
| J.M. Campbelltown Franchisor Pty Limited J.M. Campbelltown Leasing Pty Limited ^{1,6} | Oxcom Pty Limited Oxcom Pty Limited ^{1,6} |
| J.M. Caringbah Franchisor Pty Limited ^{1,6} | Plezero Pty Limited Plezero Pty Limited |
| J.W. Camiguan Franciisor Fty Eililleu | 1 162610 Fty Lillilled |

Shares held by Harvey Norman Holdings Limited (continued)

Name

R. Reynolds Nominees Pty Limited¹

Rosieway Pty Limited

Rustona Pty Limited^{1,7}

Sarsha Pty Limited

Signature Computers Pty Limited¹

Skyjump Pty Limited^{1,6}

Solaro Pty Limited

Space Furniture Pty Limited^{1,2}

Strathloro Pty Limited

Stupendous Pty Limited

Swaneto Pty Limited

Swanpark Pty Limited⁵

Tatroko Pty Limited

Upoes Pty Limited^{1,7}

Ventama Pty Limited³

Wadins Pty Limited

Wanalti Pty Limited

Waggafurn Pty Limited^{1,6}

Warungi Pty Limited

Waytango Pty Limited

Webzone Pty Limited¹

Windsorcom Pty Limited^{1,6}

Wytharra Pty Limited

Yoogalu Pty Limited

Zabella Pty Limited

Zavarte Pty Limited

Zirdano Pty Limited

Zirdanu Pty Limited

- Company is not part of the class order described in Note 34
- Harvey Norman Holdings Limited owns 50% of Shares in Misstar Pty Limited and Bossee Pty Limited, and 51% of the shares in Space Furniture Pty Limited
- 3. Shares held by Sarsha Pty Limited
- 4. Shares held by Harvey Norman Retailing Pty Limited
- 5. Shares held by Harvey Norman Stores Pty Limited
- 6. These companies were acquired during the year
- 7. These companies were disposed of during the year
- 8. Shares held by Harvey Norman Limited
- 9. These companies are incorporated in New Zealand

Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

Units in Unit Trusts held by Harvey Norman Holdings Limited

| Name | Name |
|--|---|
| Albany Stores No 2 Trust** | Calardu Maribyrnong Trust |
| Aldrum No. 2 Trust | Calardu Maribyrnong 1995 Trust |
| Anwarah No. 2 Trust | Calardu Marion Trust |
| Appcann No 2 Trust** | Calardu Maryborough Trust** |
| Artza No. 2 Trust | Calardu Melville Trust |
| Aspleybed No. 2 Trust | Calardu Morayfield Trust** |
| Aubdirect No 2 Trust** | Calardu Noosa Trust |
| Avocoe No. 2 Trust | Calardu North Ryde Trust |
| Bagron No. 2 Trust | Calardu Nowra Trust** |
| Bedmac No 2 Trust** | Calardu No. 1 Trust |
| Bena No. 2 Trust | Calardu No. 2 Trust |
| Big Apple Trust | Calardu No. 3 Trust |
| Bogardo No. 2 Trust | Calardu Oxley Trust |
| Bradiz No. 2 Trust | Calardu Penrith Trust |
| Bundallcom No. 2 Trust | Calardu Port Macquarie Trust |
| Bundallcom (Qld) No 2 Trust** | Calardu Preston Trust |
| Calardu ACT Trust | Calardu Rockingham Trust |
| Calardu Adderley Street Trust | Calardu Rockhampton Trust |
| Calardu Auburn No. 1 Trust | Calardu Rosebery Trust |
| Calardu Auburn No. 2 Trust | Calardu Roselands Trust** |
| Calardu Auburn No. 3 Trust | Calardu Taree Trust** |
| Calardu Auburn No. 4 Trust | Calardu Thomastown Trust |
| Calardu Auburn No. 5 Trust | Calardu Toowoomba Trust |
| Calardu Auburn No. 6 Trust | Calardu Tweed Heads Trust |
| Calardu Auburn No. 7 Trust | Calardu Vicfurn Trust |
| Calardu Auburn No. 8 Trust | Calardu Warrawong Trust |
| Calardu Auburn No. 9 Trust | Calardu Warrawong No 1 Trust** |
| Calardu Aspley Trust | Calardu Warrnambool Trust |
| Calardu Ballarat Trust** | Calardu West Gosford Trust |
| Calardu Bathurst Trust** | Calardu Wivenhoe Trust** |
| Calardu Belrose DM Trust** | CBG Trust** |
| Calardu Bennetts Green Trust | Charmela No. 2 Trust |
| Calardu Bennetts Green Warehouse Trust | Claret No. 2 Trust |
| Calardu Berrimah Trust** | Combund No. 2 Trust |
| Calardu Broadmeadow No. 1 Trust | Commac No 2 Trust |
| Calardu Broadmeadow No. 2 Trust | Copee No. 2 Trust |
| Calardu Brookvale Trust | Electbund No 2 Trust** |
| Calardu Bunbury Trust | Fillinde No. 2 Trust |
| Calardu Bundaberg Trust | Furnchat No. 2 Trust |
| Calardu Canington Trust | Furnmac No. 2 Trust |
| Calardu Caringbah Trust | Furnmil No. 2 Trust Geevarne No. 2 Trust |
| Calardu Gordon Trust Calardu Guildford Trust** | |
| Calardu Hobart Trust** | Geraldton WA No 1 Trust** |
| | Geraldton WA No 2 Trust** |
| Calardu Hoppers Crossing Trust** Calardu Horsham Trust** | Glaydon No. 2 Trust Gordinia No. 2 Trust |
| | |
| Calardu Valgoorlia Trust** | Hangova No. 2 Trust Happee No. 2 Trust |
| Calardu Kalgoorlie Trust** Calardu Loganholme Trust** | Harbund No. 2 Trust |
| | Harmise No 2 Trust** |
| Calardu Mackay Trust | namise No 2 Truster |

Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

| Name | Name |
|--|--|
| Harvey Norman Burnie Franchisor Unit Trust** | Moracroft No. 2 Trust |
| Harvey Norman Devonport Franchisor Unit Trust** | Mozzpex No. 2 Trust |
| Harvey Norman Discounts No. 1 Trust | Nargista No. 2 Trust |
| Harvey Norman Glenorchy Franchisor Unit Trust** | Natley No. 2 Trust |
| Harvey Norman Hobart Franchisor Unit Trust** | Oslek Developments Trust** |
| Harvey Norman Launceston Franchisor Unit Trust** | Osraidi No. 2 Trust |
| Harvey Norman Lighting Asset Trust | Oxcom No 2 Trust** |
| Harvey Norman Lighting No. 1 Trust | Piatan No. 2 Trust |
| Harvey Norman Liquor Unit Trust | Posharnu No. 2 Trust |
| Harvey Norman Rosney Franchisor Unit Trust** | Pulpy No. 2 Trust |
| Harvey Norman Tasmania Agent Unit Trust** | Quandallo No. 2 Trust |
| Harvey Norman Ulverstone Franchisor Unit Trust** | Quinlea No. 2 Trust |
| Harvey Norman No. 1 Trust | Rajola No. 2 Trust |
| Havoscu No. 2 Trust | Ranano No. 2 Trust |
| Hopcorp No. 2 Trust | Resum No. 2 Trust |
| Hoxgold No. 2 Trust | Roowin No. 2 Trust |
| Jamacar No. 2 Trust | Rozborn No. 2 Trust |
| Kaboola No. 2 Trust | Rudari No. 2 Trust |
| Kalinya Unit Trust | Rustona No. 2 Trust |
| Kanfare No. 2 Trust | Sardonnu No. 2 Trust |
| Kazron No. 2 Trust | Saywarre No. 2 Trust |
| Keybare No. 2 Trust | Skyjump No 2 Trust** |
| Keyko No. 2 Trust | Sungo No. 2 Trust |
| Kilcarva No. 2 Trust | Swedon No. 2 Trust |
| Krimshaw No. 2 Trust Kroomba No. 2 Trust | Sydney No. 1 Trust |
| Lamino Investments No. 1 Trust | Tampar No. 2 Trust Tandulu No. 2 Trust |
| Lamino Investments No. 1 Trust Lamino Investments No. 2 Trust | Tarshellu No. 2 Trust |
| Lamino Investments No. 3 Trust | Tifcon No. 2 Trust |
| Lamino Investments No. 4 Trust | Torcarsa No. 2 Trust |
| Lamino Investments No. 5 Trust | Tortah No. 2 Trust |
| Lamino Investments No. 6 Trust | The Calardu Trust |
| Lesandu Albury Trust | Trialli No. 2 Trust |
| Lesandu Campbelltown Trust | Trivea No. 2 Trust |
| Lesandu Fairfield Trust | Truen No. 2 Trust |
| Lesandu Gordon Trust | Uconu No. 1 Trust |
| Lesandu Gosford Trust | Upoes No. 2 Trust |
| Lesandu Miranda Trust | Valerinar No. 2 Trust |
| Lesandu Newcastle Trust | Venusway No. 2 Trust |
| Lesandu No. 1 Trust | Vidara No. 2 Trust |
| Lesandu Penrith Trust | Wartonu No. 2 Trust |
| Lesandu Rockdale Trust | Windsorcom No 2 Trust** |
| Lesandu Tamworth Trust | Yoogalu Albury Trust |
| Lesandu Warrawong Trust | Yoogalu Campbelltown Trust |
| Lesandu Warringah Mall Trust | Yoogalu Fairfield Trust |
| Liscom No 2 Trust** | Yoogalu Gordon Trust |
| Lodare No. 2 Trust | Yoogalu Gosford Trust* |
| Makdon No. 2 Trust | Yoogalu Lismore Trust* |
| Makfindi No. 2 Trust | Yoogalu Miranda Trust |
| Malvis No. 2 Trust | Yoogalu Newcastle Trust |
| Marouli No. 2 Trust | Yoogalu Warrawong Trust |
| Masorie No. 2 Trust | Yoogalu Warringah Mall Trust |
| Milblu No. 2 Trust | Zoderme No. 2 Trust |

Millintar No. 2 Trust

Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

*All the units in the Unit Trusts are held by Harvey Norman Holdings Limited except units that exist in Yoogalu Gosford Trust and Yoogalu Lismore Trust. Minority unit holders hold units entitling them to a share of profits but they have no rights to receive more than the par value of those units on winding up.

**These trusts were acquired during the year

34. Deed of Cross Guarantee

A majority of controlled entities (refer Note 33) have entered into a deed of cross guarantee dated 17 June 1999 with Harvey Norman Holdings Limited which provides that all parties to the deed will guarantee to each creditor payment in full of any debt of each company participating in the deed on winding-up of that company. In addition, as a result of the Class Order issued by the Australian Securities and Investment Commission these companies are relieved from the requirement to prepare financial statements.

Controlled Entities (Refer Note 33) marked ¹ are not part of the Class Order.

The aggregate assets, liabilities and net profit after tax of the companies which are parties to the deed of cross guarantee are as follows:

| | 1999 | 1998 |
|----------------------|---------|---------|
| | \$000 | \$000 |
| Assets | 603,423 | 432,746 |
| Liabilities | 403,561 | 288,938 |
| Net profit after tax | 46,701 | 30,390 |

35. Subsequent Events

On 31 August 1999, the following resolutions were passed:

- 1. That each ordinary share in the share capital of the Company be subdivided into five (5) shares, in the share capital of the Company, as a special resolution.
- 2. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Gerald Harvey (acting in his capacity as trustee of the Harvey 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 3. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Kay Lesley Page (acting in her capacity as trustee of the Page 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 4. That the Company grant options over three million (3,000,000) shares in the unissued capital of the Company to Raymond John Skippen (acting in his capacity as trustee of the Skippen 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.
- 5. That the Company grant options over one million five hundred thousand (1,500,000) shares in the unissued capital of the Company to Arthur Bayly Brew (acting in his capacity as trustee of the Brew 1999 Option Trust), as a special resolution. The terms and conditions of the Options were as set out in the Notice of Meeting.

DIRECTORS' DECLARATION

The directors declare that:

- (a) the financial statements and associated notes comply with the accounting standards and Urgent Issues group Consensus Views¹;
- (b) the financial statements and notes give a true and fair view of the financial position as at 30 June 1999 and performance of the economic entity for the year then ended; and;
- (c) in the directors' opinion;
 - (i) there are reasonable grounds to believe that the company will be able to pay its debts as when they become due and payable, and the companies and parent entity who are party to the deed described in Note 34, will as an economic entity be able to meet any obligations or liabilities to which they are, or may become subject by virtue of the deed of cross guarantee dated 17 June 1999; and
 - (ii) the financial statements and notes are in accordance with the Corporations Law, including sections 296 and 297.

This statement has been made in accordance with a resolution of directors

G. HARVEY
Chairman

J. SKIPPEN
A.B. BREW
Director
Director

Sydney 23 September 1999

¹ The Law does not require the declaration to consider compliance with Urgent Issues group Consensus Views. Compliance with UIG Abstracts is a mandatory professional requirement on which the auditor is required to express an opinion, accordingly it is appropriate for the directors to do likewise.

INDEPENDENT AUDIT REPORT

To The Members of Harvey Norman Holdings Limited:

Scope

We have audited the financial report of HARVEY NORMAN HOLDINGS LIMITED for the financial year ended 30 June 1999, as set out on pages 11 to 46. The financial report includes the consolidated financial statements of the consolidated entity comprising the company and the entities it controlled at year's end or from time to time during the financial year. The company's directors are responsible for the financial report. We have conducted an independent audit of the financial report in order to express an opinion on it to the members of the company.

Our audit has been conducted in accordance with Australian Auditing Standards to provide reasonable assurance whether the financial statements are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial report and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion whether, in all material respects, the financial report is presented fairly in accordance with Accounting Standards and other mandatory professional reporting requirements and statutory requirements so as to present a view which is consistent with our understanding of the company's and the consolidated entity's financial position, and performance as represented by the results of their operations and their cash flows.

Audit Opinion

In our opinion, the financial report of Harvey Norman Holdings Limited is in accordance with:

- (a) the Corporations law, including:
 - (i) giving a true and fair view of the company's consolidated entity's financial position as at 30 June 1999 and of their performance for the year ended on that date; and
 - (ii) complying with Accounting Standards and the Corporations Regulations; and;
- (b) other mandatory professional reporting requirements.

Arthur Andersen Chartered Accountants

MARK B. BRYANT

Partner

Sydney 23 September 1999

SHAREHOLDER INFORMATION

Distribution of Shareholdings as at 6 September 1999

| Size of Holding | Ordinary |
|------------------------------------|--------------|
| | Shareholders |
| 1 - 1,000 | 623 |
| 1,001 - 5,000 | 1,832 |
| 5,001 - 10,000 | 424 |
| 10,001 - 100,000 | 1,051 |
| 100,001 and over | 218 |
| | 4,148 |
| Number Shareholders | |
| | 12. |
| with less than a marketable parcel | 12 |

Voting Rights

All ordinary shares issued by Harvey Norman Holdings Limited carry one vote per share restriction.

Twenty Largest Shareholders as at 7 September 1999

| Number of | |
|------------------------|----------------------------------|
| Ordinary Shares | Shareholder |
| 172 200 240 | C Harrison Naminaas Ptru Limitad |
| 162,288,340 | G Harvey Nominees Pty Limited |
| 160,246,670 | Mr Gerald Harvey |
| 155,001,250 | Dimbulu Pty Limited |
| 50,687,340 | Ms Margaret Lynette Harvey |
| 31,659,820 | BT Custodial Services Pty Ltd |
| 29,258,190 | Permanent Trustee Australia |
| 28,865,960 | Permanent Trustee Australia |
| 22,621,030 | Permanent Trustee Australia |
| 21,324,170 | Westpac Custodian Nominees |
| 18,371,450 | Ms Kay Lesley Page |
| 18,118,200 | Enbeear Pty Limited |
| 16,946,810 | Dimbulu Pty Limited |
| 16,805,050 | AMP Life Limited |
| 16,523,515 | Chase Manhattan Nominees |
| 16,069,855 | National Nominees Limited |
| 14,550,490 | BT Custodial Services Pty |
| 11,330,130 | Queensland Investment |
| 10,057,800 | Permanent Trustee Australia |
| 8,998,090 | Citicorp Nominees Pty Limited |
| 6,725,305 | Mr Spencer Murray Gibson |
| 816,449,465 | |

Total held by twenty largest shareholders as a percentage 80.18%.

AUSTRALIAN CAPITAL TERRITORY

FYSHWICK

Cnr Barrier & Ipswich Streets Fyshwick 2609 Phone (02) 6280 4140

WODEN

Shop 5 Mezzanine Level Woden Plaza Woden 2606 Phone (02) 6282 2511

NEW SOUTH WALES

SYDNEY SUBURBAN

AUBURN

233-239 Parramatta Road Auburn 2144 Phone (02) 9202 4888

250 Parramatta Road Auburn 2144 Phone (02) 9202 4888

BALGOWLAH

176-190 Condamine Street Balgowlah 2093 Phone (02) 9948 4511

BLACKTOWN

Unit C5 Cnr Blacktown & Bungarribee Roads Blacktown 2148 Phone (02) 9831 2155

CAMPBELLTOWN

4 Blaxland Road Campbelltown 2560 Phone (02) 4628 4088

CARINGBAH

Level 1 Caringbah SupaCenta 220 Taren Point Road Caringbah 2229 Phone (02) 9542 7088

CHATSWOOD (Electrical & Computers only)

Level 2 Chatswood Chase Cnr Archer & Victoria Avenue Chatswood 2067 Phone (02) 9419 1100

GORDON

1st Floor 802-808 Pacific Highway Gordon 2072 Phone (02) 9498 1499

LIVERPOOL

Liverpool Mega Centre Orangegrove Road Liverpool 2170 Phone (02) 9600 3333

MARRICKVILLE

Shop 5, Marrickville Metro Shopping Centre Cnr Smidmore & Murray Street Marrickville 2204 Phone (02) 9557 7344

MOORE PARK

Level 2, North SupaCenta Cnr South Dowling Street & Dacey Avenue Moore Park 2021 Phone (02) 9313 6500

NORTH RICHMOND (Manchester Specialist)

Shop 13A, Bells Line of Road NORTH RICHMOND 2754 Phone (02) 4571 3968

PENRITH

Shop 2 61-79 Henry Street Penrith 2750 Phone (02) 4732 1566

WILEY PARK

1018 Canterbury Road Wiley Park 2195 Phone (02) 9740 6055

NEW SOUTH WALES COUNTRY

ALBURY

430 Wilson Street Albury 2640 Phone (02) 6041 1944

ARMIDALE

Shop 8, Girraween Shopping Centre Queen Elizabeth Drive Armidale 2350 (02) 6771 3788

BATHURST

Sydney Road Kelso 2795 Phone (02) 6332 3399

BENNETTS GREEN (NEWCASTLE)

7 Abdon Close Bennetts Green 2290 Phone (02) 4948 4555

COFFS HARBOUR

252 Coffs Harbour Highway Coffs Harbour 2450 Phone (02) 6651 9011

DENILIQUIN

Cnr. Hardinge & Harfleur Streets Deniliquin 2710 Phone (03) 5881 5499

DUBBO

195 Cobra Street Dubbo 2830 Phone (02) 6884 4977

ERINA (GOSFORD)

Harvey Norman Shopping Complex Karalta Lane Erina 2250 Phone (02) 4367 6444

GRAFTON

76 Fitzroy Street Grafton 2460 Phone (02) 6643 3266

INVERELL

Cnr Vivian & Evans Streets Inverell 2360 Phone (02) 6721 0811

LISMORE

17 Zadoc Street Lismore 2480 Phone (02) 6621 8888

MAITLAND

557 High Street Maitland 2320 Phone (02) 4934 2423

MOREE

321 Frome Street Moree 2400 Phone (02) 6752 7531

MUDGEE

Cnr Oporto & Lisbon Roads South Mudgee 2850 Phone (02) 6372 6514

NEWCASTLE - (HOME STARTERS)

35-43 Lambton Road Broadmeadow 2292. Phone (02) 4962 1770

NOWRA

1 O'Keefe Avenue Nowra 2541 Phone (02) 4421 5755

ORANGE

Cnr Lone Pine Ave & Mitchell Highway Orange 2800 Phone (02) 6393 2222

PARKES

Shop 1, Saleyards Road Parkes 2870 Phone (02) 6862 2800

PORT MACQUARIE

140 Lake Road Port Macquarie 2444 Phone (02) 6581 0088

TAMWORTH

43 The Ringers Road Tamworth 2340 Phone (02) 6765 1100

TAREE

9 Mill Close Taree 2430 Phone (02) 6551 3699

TWEED HEADS

29-41 Greenway Drive Tweed Heads 2486 Phone (02) 5524 0111

WAGGA

75 Morgan Street Wagga 2650 Phone (02) 6921 7100

WARRAWONG

Cnr King Street & Shellharbour Road Warrawong 2502 Phone (02) 4275 2722

YOUNG

326 Boorowa Street Young 2594 Phone (02) 6382 5744

QUEENSLAND

BRISBANE SUBURBAN

ASPLEY

1411-1419 Gympie Road Aspley 4034 Phone (07) 3834 1100

CARINDALE

Homemaker Centre Cnr Carindale Street and Old Cleveland Road Carindale 4152 Phone (07) 3843 1700

EVERTON PARK

429 Southpine Road Everton Park 4053

MT GRAVATT

Big Top Showrooms 1290 Logan Road Mt Gravatt 4122 Phone (07) 3849 4299

OXLEY

2098 Ipswich Road Oxley 4075 Phone (07) 3332 1100

WINDSOR (Computers only)

Unit C1-3 Windsor Centre Cnr Lutwyche & Newmarket Roads Windsor 4030 Phone (07) 3357 7777

QUEENSLAND COUNTRY

BUNDABERG

125 Takalvan Street Bundaberg 4670 Phone (07) 4151 1570

BUNDALL (GOLD COAST QLD)

29-45 Ashmore Road Bundall 4217 Phone (07) 5584 3111

CAIRNS

101 Spence Street Portsmith 4870 Phone (07) 4051 8499

GLADSTONE

60 Hanson Road Gladstone 4680 Phone (07) 4972 9900

KAWANA WATERS (SUNSHINE COAST QLD)

Lot 28 Nicklin Way Minyama Gardens Kawana Waters 4575 Phone (07) 5444 8277

MACKAY

Cnr Bruce Highway & Heath's Road Glenella 4740 Phone (07) 4942 2688

NOOSA

Lot 897 Gibson Road Noosa 4567 Phone (07) 5473 1911

ROCKHAMPTON

407 Yaamba Road North Rockhampton 4701 Phone (07) 4926 2755

TOOWOOMBA

910-932 Ruthven Street Toowoomba 4350 Phone (07) 4636 7300

TOWNSVILLE

238-262 Woolcock Street Townsville 4810 Phone (07) 4725 5561

TASMANIA

BURNIE

64 Mount Street Burnie 7320 Phone (03) 6431 9133

DEVONPORT

Cnr Best Street & Fenton Way Devonport 7310 Phone (03) 6424 5155

GLENORCHY

313 Main Road Glenorchy 7010 Phone (03) 6272 5555

HOBART CITY

Murray Street Hobart 7000 Phone (03) 6234 3361

HOBART CITY (Bedding Specialist)

171 Argyle Street Hobart 7000 Phone (03) 6231 5333

LAUNCESTON

115 Wellington Street Launceston 7250 Phone (03) 6331 8588

LAUNCESTON (Bedding Specialist)

151 York Street Launceston 7250 Phone (03) 6334 6222

ROSNY

33 Bligh Street Rosny 7018 Phone (03) 6210 4444

ULVERSTONE

5-7 Reibey Street Ulverstone 7315 Phone (03) 6425 1944

VICTORIA

BALLARAT

13 Grenville Street North Ballarat 3350 Phone (03) 5332 9344

BENDIGO

Cnr. High & Furness Streets Kangaroo Flat 3555 Phone (03) 5447 2333

DANDENONG

Cnr Frankston-Dandenong & Greens Roads Dandenong 3175 Phone (03) 9706 9992

GEELONG

420 Princes Highway Corio 3214 Phone (03) 5274 1077

GREENSBOROUGH

Shop 227 25 Main Street Greensborough 3088 Phone (03) 9433 5555

MARIBYRNONG (Highpoint)

169 Rosamond Road Maribyrnong 3032 Phone (03) 9318 2700

MILDURA

Cnr Fifteenth Street & Etiwanda Avenue Mildura 3500 Phone (03) 5051 2200

MOORABBIN

420 South Road Moorabbin 3189 Phone (03) 9555 1222

NUNAWADING

396-408 Whitehorse Road Nunawading 3131 Phone (03) 9872 6366

PRESTON

121 Bell Street Preston 3072 Phone (03) 9269 3300

SHEPPARTON

Cnr Melbourne Road & Goulburn Valley Highway Kialla 3631 Phone (03) 5823 2530

TRARALGON

123 Argyle Street Traralgon 3844 Phone (03) 5174 8177

WARRNAMBOOL

84 Raglan Parade Warrnambool 3280 Phone (03) 5564 7700

SOUTH AUSTRALIA

MARION

822-826 Marion Road Marion 5043 Phone (08) 8375 7777

WESTERN AUSTRALIA

PERTH SUBURBAN

CANNINGTON

1363 Albany Highway Cannington 6107 Phone (08) 9311 1100

JOONDALUP

30 Clarke Crescent Joondalup 6027 Phone ((08) 9301 3311

O'CONNOR

133 Garling Street (Cnr Stock Road) O'Connor 6163 Phone (08) 9337 0888

OSBORNE PARK

469-475 Scarborough Beach Road Osborne Park 6017 Phone (08) 9441 1100

PORT KENNEDY

400-402 Saltaire Way Port Kennedy 6168 Phone (08) 9524 0111

WESTERN AUSTRALIA COUNTRY

ALBANY

136 Lockyer Avenue Albany 6330 Phone (08) 9841 1628

BUNBURY

34 Denning Road East Bunbury 6230 Phone (08) 9721 4811

BUSSELTON

28-34 Bussell Highway Busselton 6280 Phone (08) 9752 1336

GERALDTON

38 Chapman Road Geraldton 6530 Phone (08) 9964 0111

KALGOORLIE

376 Hannon Street Kalgoorlie 6430 Phone (08) 9021 1400

KARRATHA

Unit 5 Lot 3818 Balmoral Road Karratha 6174 Phone (08) 9144 1589

PORT HEDLAND

Boulevarde Shopping Centre Anderson Street Port Hedland 6721 Phone (08) 9173 1497

LIGHTING SHOWROOMS

AUBURN

241 Parramatta Road Auburn 2144 Phone (02) 9202 4888

CROWS NEST

Spectrum Building, Podium Level 220 Pacific Highway Crows Nest 2065 Phone (02) 9929 3833

ERINA (GOSFORD)

168-170 The Entrance Road Erina 2250 Phone (02) 4367 6444

NEW ZEALAND

CHRISTCHURCH

Cnr Moorhouse Ave & Colombo Street Christchurch Phone 0011 64 3 353 2440

MANUKAU

Manukau SupaCenta Cnr Ronwood & Lambie Drives Manukau City Auckland Phone 0011 64 9 262 7050

MT WELLINGTON

20-54 Mt Wellington Highway Mt Wellington Auckland Phone 0011 64 9570 3440

WAIRAU PARK

10 Croftfield Lane Glenfield Auckland Phone 0011 64 9 441 9750

DOMAYNE

AUBURN

103-123 Parramatta Road Auburn 2144 Phone (02) 9648 5411

CAMPBELLTOWN

8 Blaxland Road Campbelltown 2560 Phone (02) 4627 4311

GOSFORD

Cnr Pacific Highway & Manns Road West Gosford 2250 Phone (02) 4322 5555

LIVERPOOL

Liverpool Mega Centre Orangegrove Road Liverpool 2170 Phone (02) 8778 2222

KOTARA

18 Bradford Place KOTARA 2289 Phone (02) 4941 3900

JOYCE MAYNE

CARINGBAH

212 Taren Point Road Taren Point 2229 Phone (02) 9524 0371

Mt. DRUITT

Shops 70 & 71 Marketown Cnr Luxford & Carlisle Avenue Mt. Druitt 2770 Phone (02) 9832 9411