

Company Information

HARVEY NORMAN HOLDINGS LIMITED ABN 54 003 237 545 Year Ended 30 June 2005

KEY DATES:

2 September 2005

Announcement of Full Year Profit to 30 June 2005 Announcement of Final 2005 Dividend

11 November 2005

Record date for determining entitlement to Final 2005 Dividend

22 November 2005

Annual General Meeting of Shareholders

The Annual General Meeting of the Shareholders of Harvey Norman Holdings Limited will be held at Tattersalls 181 Elizabeth Street, Sydney, at 11:00am.

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

12 December 2005

Payment of Final 2005 Dividend

28 February 2006

Announcement of Half-Year Profit to 31 December 2005 Announcement of Interim 2006 Dividend

19 April 2006

Record date for determining entitlement to Interim 2006 Dividend

8 May 2006

Payment of Interim 2006 Dividend

Registered Office:

A1 Richmond Road Homebush West NSW 2140 Telephone: (02) 9201 6111 Facsimile: (02) 9201 6250

Bankers:

Australia & New Zealand Banking Group Limited

Share Registry:

Registries Limited Level 2, 28 Margaret Street Sydney NSW 2000 Telephone: (02) 9290 9600

Auditors:

Ernst & Young

Stock Exchange Listing:

Harvey Norman Holdings Limited shares are quoted on the Australian Stock Exchange ("ASX")

Solicitors:

Brown Wright Stein





Contents

Company Information Contents Financial Highlights Chairman's Report Directors' Report Statement of Corporate Governance Practices Statement of Financial Position Statement of Financial Performance Statement of Cash Flows Segment Information						
	tes to and forming part of the Fina or ended 30 June 2005:	ncia	l Sta	tements for the		
1.	Statement of Significant Accounting	45	22.	Interest-Bearing Liabilities (Non-Current)	61	
2.	Policies Revenues from Ordinary Activities	<i>50</i>	23.	Provisions (Non-Current)	62	
3.	Expenses and Losses/(Gains)	51	24.	Other Liabilities (Non-Current)	62	
4.	Income Tax	52	25.	Contributed Equity	63	
5.	Earnings Per Share	53	26.	Reserves	64	
6.	Receivables (Current)	<i>54</i>	27.	Retained Profits and Dividends	65	
7.	Other Financial Assets (Current)	54	28.	Statement of Cash Flows	67	
8.	Inventories (Current)	<i>55</i>	29.	Impact of Adopting Australian Equivalents	<i>68</i>	
9.	Other Assets (Current)	<i>55</i>		to IFRS		
10.	Receivables (Non-Current)	<i>55</i>	30.	Employee Benefits	73	
11.	Inventories (Non-Current)	55	31.	Remuneration of Auditors	77	
12.	Other Financial Assets (Non-Current)	56	32.	Director and Executive Disclosures	78	
13.	Other Assets (Non-Current)	<i>56</i>	33.	Related Party Transactions	89	
14.	Property, Plant & Equipment (Non-Current)	57	34.	Commitments	90	
15.	Intangible Assets (Non-Current)	60	35.	Contingent Liabilities	92	
16.	Deferred Tax Assets (Non-Current)	60	36.	Financing Arrangements Financial Instruments	92	
17. 10	Payables (Current) Interest-Bearing Liabilities (Current)	60	37. 38.		93	
18.	Tax Liabilities (Current)	60	30. 39.	Other Segment Information Associates and Joint Venture Entities	98	
19. 20.	Provisions (Current)	60	39. 40.	Controlled Entities and Unit Trusts	99	
21.	Other Liabilities (Current)	61 61	41.	Deed of Cross Guarantee	103 119	
Dir	ectors' Declaration				121	
Ind	ependent Audit Report				122	
	areholder Information				124	
Dir	ectory of "Harvey Norman" Comple	xes			125	



Financial Highlights

In a climate of difficult and in some cases contracting market conditions, the Company and controlled entities and Harvey Norman franchisees increased both revenues and market shares in key product categories.

Weaker trading conditions experienced by retailers and the impact of external factors affecting the level of family spending resulted in unprecedented pressure on margins.

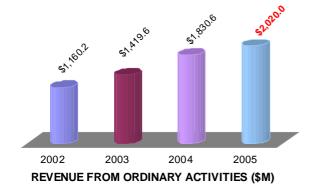
The consolidated operating profit of the Company before tax and before exclusion of minority interests was \$269.65 million, for the twelve months ended 30th June 2005 compared to \$269.31 million for the prior year. Net profit attributable to members of the Company after tax and outside equity interests was \$171.44 million compared to \$176.05 million for the prior year, a decrease of 2.62%

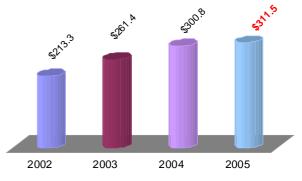
The directors have recommended payment of a final dividend of 3.5 cents, fully franked on each share, to be paid on 12 December 2005.

Return on shareholders' funds was 13.5%.

		CONSOLIDATED	
	2005 \$000	2004 \$000	% Change
Revenues from ordinary activities *	2,020,001	1,830,553	10.35%
Profit from ordinary activities before income tax expense and borrowing costs *	311,520	300,772	3.57%
Borrowing costs *	41,868	31,460	33.08%
Income tax expense relating to ordinary activities *	81,102	82,353	(1.52%)
Net profit for the period attributable to members	171,435	176,052	(2.62%)
Basic earnings per share on issue at 30 June (cents)	16.20	16.63	(2.59%)
Dividends per share (cents)	6.5	7.5	(13.33%)
Net tangible assets per share at 30 June (\$)	1.19	1.09	9.17%

*Including outside equity interests.





EARNINGS BEFORE INTEREST & TAX (\$M)

Harvey Norman Haldings Limited Annual Report 2005 3



Chairman's Report

Business Performance and Outlook

Group consolidated operating profit before tax and before exclusion of minority interests was \$269.65 million, for the twelve months ended 30 June 2005 compared to \$269.31 million for the prior year.

Net profit attributable to members after tax and outside equity interests decreased from \$176.05 million for the twelve months ended 30 June 2004, to \$171.44 million for the twelve months ended 30 June 2005, a decrease of 2.62%. The decrease is largely due to a reduction in the segment result before tax from franchising operations from \$171.09 million in respect of the previous period to \$168.16 million in respect of the period ending 30 June 2005. Franchisees experienced difficult trading conditions and margin pressures, particularly during the second half of the financial year. Critical elements of these conditions and pressures were:

- rising fuel costs affecting family income;
- average sell price degradation;
- downturn in the residential property market substantially impacting on Harvey Norman renovation and commercial franchisees; and
- reduced sales of air conditioning and refrigeration equipment, attributable to mild summer conditions

Despite the difficult trading conditions, Harvey Norman franchisees and controlled entities increased market shares in key product categories.

The net profit result for the previous year included approximately \$4.8 million contribution to net profit from the sale of industrial warehouses in Caringbah and offices/warehouses in Riverwood. For the purposes of comparison, excluding these transactions, net profit attributable to members for the previous twelve months ending 30 June 2004 would be \$171.25 million compared to \$171.44 million for the twelve months ended 30 June 2005.

Basic earnings per share was 16.20c.

Sales for the twelve months ended 30 June 2005 from franchised "Harvey Norman" complexes, group stores in New Zealand, Slovenia, and Ireland (excluding operations of Pertama Holdings Limited, Singapore and Rebel Sport Limited) totalled \$4.06 billion compared to \$3.67 billion for the prior year, an increase of 10.63%. Like for like sales increased by 5.30% over the corresponding period. Opening new Harvey Norman complexes will positively impact future sales growth.

During the twelve months to 30 June 2005, nine new complexes have been opened in Australia, including five Harvey Norman complexes, three Joyce Mayne complexes and one Domayne complex. In New Zealand, two new complexes were opened during the year.

The Harvey Norman dominant market share in key product groups within the consumer electronics and computer market has Harvey Norman franchisees well placed as these two product groups continue to converge. Plasma and LCD Screens, personal computers, digital imaging, digital hard drive recorders, portable media players and home networking have strong potential for improved revenue and overall market share.

Harvey Norman franchisees continue to lead the furniture market through the strategic brand positioning of the Harvey Norman, Domayne and Joyce Mayne product offering.

The strong diverse offer on the bedding category under the Harvey Norman brand is a key strategic asset. This category should see consistent positive growth.

Directors have recommended that a final fully franked dividend of 3.5c per share be paid on 12 December 2005 to shareholders registered at 5.00 pm, 11 November 2005.

Harvey Norman Heldings Limited Annual Report 2005 4



Sales

Consolidated Entity

Sales revenue for the consolidated entity, excluding sales revenue from Harvey Norman franchised stores, but including Harvey Norman stores in New Zealand, Slovenia and Ireland, controlled entities such as Rebel Sport Limited in Australia, and Pertama Holdings Limited in Singapore, are up 11.08% to \$1.28 billion (2004: \$1.16 billion) for the twelve months ending 30 June 2005.

The main factors contributing to the increase were:

- Sales revenue from the New Zealand company owned stores increased by \$80.0 million New Zealand dollars or 20.4%. When sales in New Zealand were translated into Australian dollars for the purposes of this report, the increase in sales was \$91.28 million Australian dollars or 26.46%;
- Sales revenue from the controlled entity Rebel Sport Limited increased by \$11.47 million or 3.75%, including revenue from six new Rebel stores and three Glue stores opened during the year. Two Rebel stores and one Glue store were also closed during the year;
- Sales revenue from the two company owned stores in Ireland increased by €9.01 million or 33.81%. When sales in Ireland were translated into Australian dollars for the purposes of this report, the increase in sales was \$15.79 million or 35.14%. This increase is due to the inclusion of a full twelve months trading compared with ten months in the previous year and sustained advertising increasing the Harvey Norman profile;
- Sales revenue from the controlled entity Tessera Stones Pty Limited increased by \$10.43 million or 56.80% due to increased market share of the engineered stone market;
- Sales revenue from the controlled entity Space Furniture Pty Limited increased by \$6.94 million or 20.25% due
 to the move to the new improved showroom at Domayne Alexandria during June 2004;
- Sales revenue from the controlled entity Pertama Holdings Limited, Singapore, trading as "Harvey Norman" increased by \$7.35 million Singaporean dollars or 1.86%. When sales in Singapore were translated into Australian dollars for the purposes of this report, there was a reduction in the amount of those sales over the previous corresponding year, despite an actual increase in those sales in Singaporean dollars. The exchange rate adopted for the twelve months ending 30 June 2005 was 1.2522 compared with 1.2243 for the twelve months ending 30 June 2004. This is equivalent to a 2.28% fall in the Singaporean dollar compared to the Australian dollar.

Sales from Harvey Norman Complexes

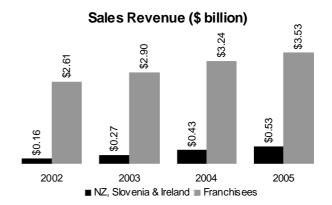
\$billion	\$billion	2004 \$billion	2005 \$billion
0.16	0.27	0.43	0.53
2.61	2.90	3.24	3.53
2.77	3.17	3.67	4.06
	0.16 2.61	0.16 0.27 2.61 2.90	0.16 0.27 0.43 2.61 2.90 3.24

Harvey Norman Haldings Limited Annual Report 2005 5



Sales made by franchisees in Australia do not form part of the financial results of the consolidated entity. Retail sales in Harvey Norman complexes are made by independently owned franchised business entities, that are not consolidated with group results.

This information is not intended to be representative of the results of the consolidated entity and partly reflects the results of the independently owned franchised businesses not included in the consolidated results.



Future Prospects

In Australia, the roll-out program for Harvey Norman, Domayne and Joyce Mayne complexes will continue.

The new Harvey Norman concept store at Castle Hill, including the inaugural Audio Visual / Information Technology (AV / IT) convergence concept, will open in November 2005.

There are currently twenty-one Harvey Norman stores in New Zealand with further stores proposed to take advantage of the dominant Harvey Norman position in New Zealand.

There are thirteen Harvey Norman stores In Singapore and one Harvey Norman store in Malaysia. It is proposed to open two more Harvey Norman stores in Singapore. Several sites are under review in Malaysia.

New store openings in Europe will give the Harvey Norman brand critical mass, greater bargaining power with suppliers and more cost effective advertising in all media, to take advantage of economies of scale.

A Harvey Norman store will be opened in November 2006 at Koper, Slovenia joining the flagship Harvey Norman complex in Ljubljana. It is proposed to open additional Harvey Norman stores in Slovenia and investigate neighbouring European countries.

In October 2005, a Harvey Norman store at Cork, Ireland will be opened. A Harvey Norman store will open in February 2006 in Limerick. It is presently contemplated that an additional six stores will be opened in Ireland over the next four years.

Equity

Total equity at 30 June 2005 (consolidated) was \$1.35 billion compared to \$1.23 billion at 30 June 2004 – an increase of \$123.64 million or 10.1%. Of the total equity of \$1.35 billion, an amount of \$77.72 million (2004: \$70.35 million) is attributable to outside equity interests in the controlled entities including Pertama Holdings Limited – Singapore and Rebel Sport Limited.



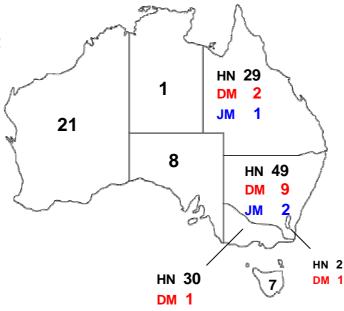
Harvey Norman

DOMAYNE



Australian Market:

- 163 franchised complexes in total
- 9 new franchised complexes opened in Australia from 1 July 2004 to 30 June 2005



New Stores:

(1 July 2004 to 30 June 2005)

- NSW
- Bondi Junction
- Norwest
- Goulburn
- Alexandria (Joyce Mayne)
- McGraths Hill (Joyce Mayne)
- Forste
- > VIC
- Melbourne QV (Domayne)
- > QLD
- Townsville (Joyce Mayne)
- > SA
- City Cross

This diagram displays the geographic spread of the franchised Harvey Norman ("HN"), Domayne ("DM") and Joyce Mayne ("JM") complexes in the Australian market as at 30 June 2005.

New Zealand:

- ➤ 21 Harvey Norman complexes in total
- 2 new complexesopened: (1 July 2004 to 30 June 2005)
 - Rotorua
 - Timaru

Ireland:

2 Harvey Norman complexes in total

Slovenia:

flagship Harvey Norman complex in Ljubljana

Singapore:

➤ 13 Harvey Norman stores in total

Malaysia

➤ 1 Harvey Norman store

201 Harvey Norman / Domayne / Joyce Mayne Complexes & Harvey Norman Owned Stores * in total as at 30 June 2005

* including 14 stores owned by a controlled entity Pertama Holdings Limited in Singapore





Property Portfolio

The Harvey Norman investment property portfolio consists of Harvey Norman and Domayne complexes in Australia, New Zealand and Slovenia. The property portfolio is an essential complement to the Harvey Norman brand and retail system. The ownership of the Harvey Norman and Domayne retail complexes enables shareholders to participate in the benefits of ownership of high quality commercial retail and warehouse property, tenanted by leaders in the Australian and New Zealand retail industry. The benefits flowing from the property investment portfolio include:

- Capital appreciation;
- Control of rental obligations, and avoidance of potentially crippling opportunistic rental escalations by landlords;
- Flexibility and freedom to adjust store layout and configuration to deal with changing market retail trends; and
- Capacity to attract quality third party tenants to the complex location.

The Harvey Norman investment property portfolio delivers the capacity to optimise the retail offering, enhance the Harvey Norman and Domayne brands, and at the same time achieve capital appreciation on the property portfolio.

During the year, the Directors have analysed and revalued the group property portfolio resulting in an increase of \$28.44 million in the asset revaluation reserve.

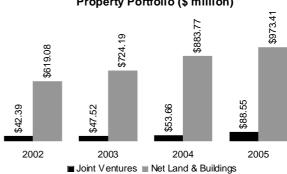
The group property portfolio at 30 June 2005 including joint venture property interests (consolidated with property held by Pertama Holdings Limited, Singapore and Rebel Sport Limited), but excluding property held for resale treated as non-current inventories of \$31.48 million, had a book value of \$1.06 billion compared to \$937.43 million at 30 June 2004. The current year figure includes freehold property owned by Pertama Holdings Limited in Singapore of \$3.48 million.

As indicated in the Segment Information note (see page 43), the yield from retail property was 9.5% and the asset return was 4.1%. When accumulated revaluations to 30 June 2005 are excluded the yield was 13.2% and the asset return was 5.6%.

Summary of Owned & Leased Complexes

	OWNED	LEASED	TOTAL
AUSTRALIA	63	100	163
NEW ZEALAND	13	8	21
SLOVENIA	1	0	1
IRELAND	0	2	2
TOTAL	77	110	187

Property Portfolio (\$ million)



As at the date of this report, the above table depicts the number of Harvey Norman complexes and Harvey Norman stores where land and buildings are either owned or leased by subsidiaries of Harvey Norman Holdings Limited in Australia, New Zealand, Slovenia and Ireland.



Dividend

The recommended final dividend is 3.5 cents per share fully franked. No provision is made in the Statement of Financial Position for this recommended final dividend. The total dividend for the year will be 6.5 cents fully franked.

The directors have determined that the final dividend of 3.5 cents per share should include an amount of 0.5 cents per share notionally attributable to the increase in the value of the group property portfolio. This final dividend will be paid on 12 December 2005.

The Company intends to continue to pursue a strategy of steady expansion both within Australia and overseas.

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

Alfort

G. HARVEY Chairman



Directors' Report

Your directors submit their report for the year ended 30 June 2005.

Directors

Names, qualifications, experience and special responsibilities:

The names and details of the directors in office during or since the end of the financial year and until the date of this report are as follows:

Gerald Harvey - Executive Chairman

Mr. G. Harvey, aged 66, was the co-founder of Harvey Norman in 1982 with Mr. I. Norman. Mr. Harvey has overall executive responsibility for the strategic direction of the consolidated entity, and in particular, property investments. During the past three years Mr. Harvey has also served as a director of Rebel Sport Limited.

Kay Lesley Page - Managing Director

Ms. Page, aged 48, joined Harvey Norman in 1983 and was appointed a director of Harvey Norman Holdings Limited in 1987.

Ms. Page became Managing Director of the company in February 1999 and has overall executive responsibility for the operations of the consolidated entity, and in particular, marketing. During the past three years Ms. Page has also served as a director of the following other listed/public companies:

- Rebel Sport Limited
- National Rugby League Limited

Raymond John Skippen - Finance Director and Company Secretary

Mr. Skippen, aged 57, became a director of the company in September 1994. Mr. Skippen has over 30 years experience as a chartered accountant, and has overall executive responsibility for the financial, commercial and secretarial management of the consolidated entity.

During the past three years Mr. Skippen has also served as a director of the following other listed companies:

- Rebel Sport Limited
- Orion Telecommunications Limited

Arthur Bayly Brew - Director

Mr. Brew, aged 55, joined the company in 1983. He is responsible for the security and shopfitting operations of the group. Mr. Brew was appointed a director in September 1994.

John Evyn Slack-Smith - Director

Mr. Slack-Smith, aged 36, was a Harvey Norman computer franchisee between 1993 and 1999. Mr. Slack-Smith became a director on 5 February 2001. Mr. Slack-Smith has overall executive responsibility for the relationship between the company, Harvey Norman computer franchisees and strategic relationships.

Harvey Norman Heddings Limited Annual Report 2005 10



Stephen Patrick Hauville - Director

Mr. Hauville, aged 48, has extensive experience as a Harvey Norman franchisee and retailer, and became a director on 5 February 2001. Mr. Hauville resigned his position as a director of the Company on 31 August 2005.

Ian John Norman - Non-Executive Director

Mr. Norman, aged 66, was co-founder of Harvey Norman with Mr. G. Harvey in 1982.

Michael John Harvey - Non-Executive Director

Mr. M. Harvey, aged 40, 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 and ceased being a member of the Audit, Remuneration and Nomination committees on 30 June 2005.

Christopher Herbert Brown - Non-Executive Director

Mr. Brown, aged 55, holds the degree of Master of Laws from the University of Sydney. Mr. Brown is the senior partner in Brown Wright Stein Lawyers. Brown Wright Stein Lawyers, the successors of 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 Chairman of the Audit, Remuneration and Nomination Committees.

Kenneth William Gunderson-Briggs - Non-Executive Director

Mr. Gunderson-Briggs, aged 43, was appointed as a director of Harvey Norman Holdings Limited on 30 June 2003. Mr. Gunderson-Briggs is a chartered accountant and a registered company auditor. He has been involved in public practice since 1982 and a partner in a chartered accounting firm since 1990. His qualifications include a Bachelor of Business and he is a fellow of the Institute of Chartered Accountants. Mr. Gunderson-Briggs is a member of the Audit, Remuneration and Nomination Committees.

Graham Charles Paton AM - Non-Executive Director

Mr. Paton, aged 60, holds a Bachelor of Economics degree from the University of Sydney. During his twenty-three years as a partner of Arthur Andersen, Chartered Accountants, he was involved in the provision of professional services to several retailers. He retired from public practice in July 2001. Mr. Paton is a Fellow and Life Member of CPA Australia and was the National President of that professional accounting body in 1993/1994. In 2001 he was awarded membership of the General Division of the Order of Australia for his services to the accounting profession and for his services to the deaf community through his chairmanship of the Shepherd Centre for Deaf Children for the decade to 2001.

Mr. Paton was appointed as a director of Harvey Norman Holdings Limited on 20 June 2005. Mr. Paton was also appointed as a member of the Audit, Remuneration and Nomination Committees on 30 June 2005.

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

Harvey Norman Holdings Limited Annual Report 2005 11



Committee Membership

As at the date of this report, the company had an Audit Committee, a Remuneration Committee and a Nomination Committee.

Members acting on the committees of the board during the year were:

Audit Committee

- C.H. Brown (Chairman)
- M.J. Harvey [resigned 30 June 2005]
- K.W. Gunderson-Briggs
- G.C. Paton AM [appointed 30 June 2005]

Remuneration Committee

- C.H. Brown (Chairman)
- M.J. Harvey [resigned 30 June 2005]
- K.W. Gunderson-Briggs
- G.C. Paton AM [appointed 30 June 2005]

Nomination Committee

- C.H. Brown (Chairman)
- M.J. Harvey [resigned 30 June 2005]
- K.W. Gunderson-Briggs
- G.C. Paton AM [appointed 30 June 2005]

Directors' Meetings

The number of meetings of the Board of directors and of its Board committees during the year were:

Board /	Number of
Committee	Meetings
Full Board	10
Audit	6
Remuneration	1
Nomination	2

Mr C.H. Brown, Mr M.J. Harvey and Mr K.W. Gunderson-Briggs attended the Remuneration Committee meeting and the Nomination Committee meetings held during the year.

The attendances of directors at meetings of the Board and its committees were:

Director	Board of Directors	Audit Committee
G. Harvey K.L. Page R.J. Skippen A.B. Brew J.E. Slack-Smith S.P. Hauville M.J. Harvey C.H. Brown I.J. Norman K.W. Gunderson- Briggs G.C. Paton	10 [10] 10 [10] 10 [10] 9 [10] 10 [10] 10 [10] 10 [10] 10 [10] 10 [10]	n/a n/a n/a n/a n/a 6 [6] 6 [6] n/a 6 [6]

The above table represents the directors' attendance at meetings of the Board and the Audit Committee. The number of meetings for which the director was eligible to attend is shown in brackets.

In addition, the executive directors held regular meetings for the purpose of signing various documentation. A total of one hundred and forty-two (142) such meetings were held during the year. The details of the functions and memberships of the Audit Committee of the Board are presented in the Statement of Corporate Governance Practices.

Directors' 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 are:

HARVEY NORMAN HOLDINGS LIMITED

Director	Ordinary Shares	Options
G. Harvey I.J. Norman K.L. Page M.J. Harvey R.J. Skippen A.B. Brew C.H. Brown J.E. Slack-Smith K. W. Gunderson-Briggs G.C. Paton	311,352,866 175,249,660 19,847,257 3,445,553 1,376,297 1,149,871 173,467 166,666	2,000,000 - 2,000,000 - 1,600,000 160,000 - 1,067,000

Harvey Norman Boldings Limited Annual Report 2005 12



Beneficial Interest

Included in the Directors' Interests table on page 12 are the following shareholdings indirectly held by each of the directors:

G. Harvey	has a beneficial interest in 142,629,301 shares held by G Harvey Nominees Pty Limited, and 166,667 shares held by HVN Share Plan Pty Limited. has a beneficial interest in
	175,249,660 shares held by Dimbulu Pty Limited.
K.L. Page	has a beneficial interest in 1,932,000 shares held by Page Option Trust and 2,204,000 shares held by K. Page Pty Limited in Pertama Holdings Limited. She also has a beneficial interest in 300,000 Harvey Norman Holdings Limited shares held by K. Page Pty Limited, and 166,667 Harvey Norman Holdings Limited share Plan Pty Limited.
R.J. Skippen	has a beneficial interest in 1,096,297 shares held by ANZ nominees, and 250,000 shares held by HVN Share Plan Pty Limited.
A.B. Brew	has a beneficial interest in 627,408 shares held by ANZ nominees, and 20,000 shares held by HVN Share Plan Pty Limited.
J.E. Slack- Smith	has a beneficial interest in 166,666 shares held by HVN Share Plan Pty Limited.
M.J. Harvey	has a beneficial interest in 1,248,735 shares held by M.J. Harvey Option Trust.
C.H. Brown	has a beneficial interest in 173,467 shares held by PWSD Pty Limited and Starmoro Pty Limited.
K.W. Gunderson- Briggs	has a beneficial interest in 3,000 shares held by Nosrednug Superannuation Fund Pty Limited.
G.C. Paton	n/a

Share Options

Details of share options are set out in Note 30 and Note 32 of the financial statements and form part of this report.

Principal Activities

The principal activities of the consolidated entity continue to be that of an integrated retail and property entity including:

- Franchisor
- Sale of homewares and electrical goods in New Zealand, Slovenia and Ireland
- Provision of consumer finance
- Property investment
- Lessor of premises to Harvey Norman franchisees and other third parties
- Media placement

The consolidated entity holds a controlling interest in Pertama Holdings Limited ("Pertama"). Shares in Pertama are listed on the Stock Exchange of Singapore. The principal activities of Pertama are retail, wholesale and export sales of homewares and electrical goods.

The consolidated entity holds a controlling interest in Rebel Sport Limited ("Rebel"). Shares in Rebel are listed on the Australian Stock Exchange. The principal activity of Rebel is the sale of sporting and leisure goods.

Results

The net profit attributable to members of the parent entity for the financial year ended 30 June 2005 after income tax expense was \$171.44 million. This represents a decrease of 2.6% on the net profit after income tax expense attributable to members for the year ended 30 June 2004.

Harvey Norman Hebblings Limited Annual Report 2005 13



Dividends

The directors recommend a fully franked dividend of 3.5 cents per share be paid on 12 December 2005 (total dividend, fully franked - \$37,022,421). The following fully franked dividends of the parent entity have also been paid, declared or recommended since the end of the preceding financial year:

Dividend	Payment Date	\$	
2004 final fully franked dividend 2005 interim fully franked dividend	10 December 2004 13 May 2005	47,594,255 31,729,504	

Review of Group Operations

The total equity of the consolidated entity for the year ended 30 June 2005 increased over the previous financial year due to the following:

- Increased revenue from franchisees
- Increased rental from tenants
- Revaluation of the group property portfolio
- Increased profit from Harvey Norman New Zealand owned stores
- Increased profit from Pertama Holdings Limited in Singapore.

Net profit attributable to members of the parent entity for the year ending 30 June 2005 decreased by 2.6% over the previous year, due to difficult trading conditions and margin pressures experienced by franchisees and other controlled entities.

Significant Changes in the State of Affairs

In the opinion of the directors, there were no significant changes in the state of affairs of the consolidated entity that occurred during the financial year.

Likely Developments and Future Results

The directors have excluded from this report any further information on the likely developments in the operations of the consolidated entity and the expected results of those operations in future financial years, as the directors believe that it would be likely to result in unreasonable prejudice to one or more entities in the consolidated entity.

Significant Events After Balance Date

There have been no circumstances arising since the end of the year which have significantly affected or may significantly affect:

- the operations:
- the results of those operations; or
- the state of affairs of the entity or consolidated entity in future financial years

Environmental Regulation Performance

The consolidated entity's environmental obligations are regulated under both State and Federal Law. All environmental performance obligations are monitored by the Board. The consolidated entity has a policy of at least complying, but in most cases exceeding its environmental performance obligations. No environmental breaches have been notified to the consolidated entity by any Government agency during the year ended 30 June 2005.

Harvey Norman Huldings Limited Annual Report 2005 14



Remuneration Report

Remuneration Policy

The performance of the Company depends upon the quality of its directors and executives. To prosper, the Company must attract, motivate and retain highly skilled directors and executives. The Company intends to ensure that the level and composition of remuneration is sufficient and reasonable and that its relationship to corporate and individual performance is defined.

The Company's philosophy is that executive rewards must be "fair and responsible" in the context of both external and internal relativities. Accordingly, all executive remuneration has been benchmarked against comparable executive rewards in comparable companies (by size). Consistent with current best practice, executive rewards must have a balance between fixed components (base salary and benefits) and variable components (short-term and long-term incentives) and that any variable components, particularly when offered in the form of shares or options, must be subject to performance conditions and service conditions.

On 30 June 2003, the Company established a remuneration committee, consisting of three non-executive directors, one of whom is an independent director. Since 30 June 2005, the remuneration committee has consisted of three members, comprising three non-executive directors, two of whom are independent.

Responsibilities of the Remuneration Committee

The Board confirmed the role and responsibilities of the remuneration committee in a written charter, which was formally adopted at a meeting of directors of the Company, held 18 August 2003.

The responsibilities of the remuneration committee include the review and making of recommendations to the board on:

- (i) executive remuneration and incentive policies;
- (ii) remuneration packages of senior management;
- (iii) the recruitment, retention and termination policies of the Company and procedures for senior management;
- (iv) incentive schemes;
- (v) superannuation arrangements;
- (vi) the remuneration framework for directors.

The remuneration policy has been designed so that the policy:

- (i) motivates directors and management to pursue long-term growth and success of the Company within an appropriate control framework; and
- (ii) demonstrates a clear relationship between key executive performance and remuneration.

The Company believes that the members of the remuneration committee can make, and do make, quality and independent judgements in the best interests of the Company on remuneration issues, notwithstanding that the members of the remuneration committee are not all independent.

Components of Executive Remuneration

The remuneration committee reviews and makes recommendations to the Board about the performance, and remuneration of all executive directors. The remuneration committee reviews recommendations of the managing director and the finance director in relation to key senior executives of the Company, other than the executive directors. No individual is directly involved in deciding his or her remuneration. The remuneration committee intends that remuneration packages of executives of the Company should involve a balance between fixed and incentive remuneration, reflecting short and long-term performance objectives, appropriate to the circumstances and goals of the Company. A proportion of the remuneration of executive directors is structured in a manner designed to link rewards to corporate and individual performance.

It is the policy of the Company that service contracts for senior management, including executive directors, have no fixed term, but should be capable of termination on a maximum of 3 months notice to the executive, but upon the basis that the Company should have the right to terminate the relevant service contract summarily, by making a payment to the terminated executive equal to not more than 3 months pay in lieu of notice.

Harvey Norman Heldings Limited Annual Report 2005 15



Each of the executive directors named in Table 1 of this report has a pre-existing service contract that is partly written and partly oral and does not contain a specific notice period ("Executive Director Contract"). Each Executive Director Contract can be terminated by a reasonable period of notice, subject to statute. Each of the executives named in Table 2 of this report has a pre-existing service contract that is partly written and partly oral ("Specified Executive Contract"). With the exception of the Specified Executive Contract between Rebel Sport Limited and Stephen Heath ("Heath Contract"), each Specified Executive Contract can be terminated by a reasonable period of notice, subject to statute. The Heath Contract can be terminated upon 5 weeks notice, subject to statute. The remuneration committee has determined that all future contracts for executives will be in writing and contain notice periods not exceeding 3 months.

The remuneration of executives of the Company is comprised of the following:

- a) Base salary;
- b) Other remuneration;
- c) Superannuation;
- d) Shares; and
- e) Options.

Base Salary

The base salaries of executives are determined with reference to the executive's duties and responsibilities, taking into account current market levels. Base salaries are not at risk for executives and are not dependent on the satisfaction of a performance condition.

Other Remuneration

Other remuneration includes the provision of fully-maintained motor vehicles, motor vehicle allowances, and payment of education, medical and other similar items as nominated by the executive, by way of salary sacrifice, and statutory leave entitlements.

Superannuation

The consolidated entity makes contributions to complying superannuation funds for the purpose of provision of superannuation benefits for eligible employees. The amount of contribution in respect of each eligible employee is not less than the prescribed minimum level of superannuation support in respect of that eligible employee. The complying superannuation funds are independent and not administered by the consolidated entity. This component also includes any voluntary superannuation contributions as elected by the eligible employee.

Shares

The Deferred Executive Incentive Share Plan ("DEIP"), was approved by shareholders at the annual general meeting of the Company held on 25 November 2003. Details of DEIP are set out in Note 32. The Board was authorised, pursuant to the DEIP, to issue up to 2,576,666 fully paid ordinary shares in the Company to executive directors in accordance with the DEIP rules.

The Board has engaged the services of CRA Plan Managers Pty Limited, an independent firm of consultants specialising in executive remuneration and the design and implementation of employee ownership and incentive schemes, in order to assist the Board to implement remuneration plans for senior executives which comply with best practice corporate governance guidelines.

Performance conditions and service conditions are an essential component of all variable reward elements. The allocation of shares under DEIP is subject to performance and service conditions. The DEIP share allocations are short-term performance incentives for the executive directors and are assessed on earnings per share increases in the year after the issue of shares under DEIP.

The fair value of shares issued under DEIP has been disclosed as remuneration of directors on a pro-rata basis over the vesting period of those shares (see Table 1 of this report and Note 32). These shares will vest upon satisfactory achievement of specific service conditions and performance conditions.

Harvey Norman Heldings Limited Annual Report 2005 16



Options

The Executive Option Plan ("EOP") was approved by shareholders at the annual general meeting of the Company held on 25 November 2003. Details of this plan are set out in Note 32. The Board was authorised, pursuant to the EOP, to issue up to 11,840,000 options to subscribe for up to 11,840,000 fully paid ordinary shares in the Company and to issue 11,840,000 fully paid ordinary shares following the valid exercise of any such options in the Company to executive directors in accordance with EOP rules.

The issue of options to senior executives under EOP is designed to provide both motivation to perform and retention incentive. Options issued under EOP are subject to two performance conditions. The first performance condition is that "Earnings per share increase must be 10% per annum, cumulative" in the relevant period. The second performance condition is that "HVN Accumulated Total Shareholder Return ("TSR") must be greater than the ASX 300 Industrials Accumulation Index for two periods of 30 continuous days" in the relevant period. Growth in TSR is the aggregate of share price growth, dividends paid, and dividends reinvested on the ex-dividend date measured from the time of issue to the time of vesting or last exercise date. The relative TSR performance hurdle for the long term incentive is arguably current market best practice and ensures an alignment between comparative total shareholder return and reward for executives.

The fair value of the options issued under EOP have been valued at grant date using the Black-Scholes option pricing model, or in the case of the 2005 EOP Ackery Options disclosed in Note 32, binomial approximation valuation methodology, and has been disclosed as remuneration of relevant executives on a pro-rata basis over the vesting period of those options (See Table 1 of this report and Note 32). These options issued under EOP are exercisable, subject to satisfaction of the relevant service conditions and performance conditions under EOP.

Non-executive remuneration

The Remuneration Committee reviews and makes recommendations to the Board in respect of the remuneration paid to non-executive directors. Non-executive directors are not entitled to any retiring allowance. Fees currently paid to non-executive directors are within the aggregate limit of \$500,000 approved by shareholders at the annual general meeting held on 25 November 2003.



TABLE 1: Remuneration of Directors of Harvey Norman Holdings Limited for the Year Ended 30 June 2005

	PRIMARY BENEFITS		POST- SHORT TERM EMPLOYMENT EMOLUMENTS		LONG TERM EMOLUMENTS				
	BASE SALARY \$	OTHER \$	SUPER \$	SHARES GRANTED (number)	VALUE \$	OPTIONS GRANTED (number)	AMORTISED COST \$	TOTAL \$	% of remuneration that consists of options
G. Harvey K.L. Page R.J. Skippen A.B. Brew J.E. Slack-Smith S.P. Hauville M.J. Harvey C.H. Brown I.J. Norman K.W. Gunderson-Briggs G.C. Paton	419,695 488,415 488,000 239,769 430,298 420,757 18,349 18,349 18,349	9,533 30,487 18,502 15,238 33,291 29,315 - -	11,585 11,585 12,000 11,585 38,702 22,576 1,651 3,520 3,520 4,954	166,667 166,667 250,000 20,000 166,666 166,666	112,903 112,903 169,355 13,548 112,903 112,903	1,000,000 1,000,000 800,000 80,000 534,000 - - - - -	301,862 301,862 241,489 24,149 161,194 161,194 - -	855,578 945,252 929,346 304,289 776,388 746,745 20,000 21,869 21,869 60,000	35.3% 31.9% 26.0% 7.9% 20.8% 21.6% - - -
	2,597,027	136,366	121,678	936,666	634,515	3,948,000	1,191,750	4,681,336	

The listed parent entity, Harvey Norman Holdings Limited, does not have any employees. Mr G.C. Paton AM was appointed as a director of the Company on 20 June 2005.

During the previous financial year, pursuant to the Harvey Norman Deferred Executive Incentive Share Plan ("DEIP"), 936,666 shares were issued as equity compensation benefits to the respective trustees of trusts for the benefit of certain specified directors. During the year ended 30 June 2005, pursuant to the DEIP, 820,002 shares were issued as equity compensation benefits to the respective trustees of trusts for the benefit of certain specified directors.

During the previous financial year, pursuant to the Harvey Norman Executive Option Plan ("EOP"), 3,948,000 options were issued as equity compensation benefits to the respective trustees of trusts for the benefit of certain specified directors of the Company. During the year ended 30 June 2005, pursuant to the EOP, 3,946,000 options were issued as equity compensation benefits to the respective trustees of trusts for the benefit of certain specified directors.

Options have been valued at grant date, using the Black Scholes-Merton valuation methodology which takes account of factors such as the option exercise price, the current level and volatility of the underlying share price and the time to maturity of the option. The value of the options has been apportioned over the vesting period. The amortisation amount disclosed in the above table represents the current year amortisation amount for the year ending 30 June 2005, calculated as the number of days in that financial year over the total number of days in that option vesting period multiplied by the number of options granted at the Black Scholes-Merton value of \$0.5326 per option. The exercise price in respect of each option is \$3.00



Table 1 above includes the fair value of shares under DEIP and options under EOP, in each case, issued in respect of the year ended 30 June 2004 (collectively the "2003 Shares and Options") that vested during the year to 30 June 2005, under DEIP and EOP respectively. Table 1 excludes the fair value of shares under DEIP and options under EOP, in each case issued, in respect of the year ended 30 June 2005 (collectively "2004 Shares and Options") because the conditions for vesting of the 2004 Shares and Options under DEIP and EOP respectively have not been satisfied.

Pursuant to DEIP, the directors have been authorised to issue 819,998 shares as equity compensation benefits to the respective trustees of trusts for the benefit of executive directors, in respect of the year ended 30 June 2006 (the "Proposed 2005 DEIP Shares"). The Proposed 2005 DEIP Shares have not yet been issued and have not been included in the remuneration of directors' disclosures for the year ended 30 June 2005.

Pursuant to EOP, the directors have been authorised to issue 3,946,000 options as equity compensation benefits to the respective trustees of trusts for the benefit of executive directors, in respect of the year ended 30 June 2006 (the "Proposed 2005 EOP Options"). The Proposed 2005 EOP Options have not yet been issued and have not been included in the remuneration of directors' disclosures for the year ended 30 June 2005, for reasons which include the reason that the exercise price in respect of a Proposed 2005 EOP Option is a price to be equivalent to the market value of a share in the Company, the subject of a Proposed 2005 EOP Option, at a future date, and that value cannot presently be known.

Refer to Note 32.

TABLE 2: Remuneration of the Five Named Executives Who Receive the Highest Remuneration in the Consolidated Entity for the Year Ended 30 June 2005:

	PF	PRIMARY BENEFITS		POST- EQUITY EMPLOYMENT				
	BASE SALARY \$	OTHER \$	CASH BONUS \$	SUPERANNUATION \$	OPTIONS GRANTED (number)	AMORTISED COST \$	TOTAL \$	% of remuneration that consists of options
S.M. Heath <i>Managing Director — Rebel Sport Limited</i> M. Dunkerley <i>Managing Director — Pertama Holdings</i>	378,415	10,000	-	11,585	3,400,000	941,935	1,341,935	70.2%
Limited, Singapore G. Norman	380,381	98,776	-	-	4,000,000	76,278	555,435	13.7%
Director — Harvey Norman Europe d.o.o. R.C.D. Champion	319,142	63,817	-	-	-	-	382,959	-
<i>General Manager - Property (a)</i> Pek Kem Hua @ Pek Kim Cheng	298,561	46,301	-	11,585	-	-	356,447	-
Managing Director – S Marina Sales & Services Sdn Bhd* (b)	172,496	-	130,061	7,730	-	-	310,287	-
	1,548,995	218,894	130,061	30,900	7,400,000	1,018,213	2,947,063	



- a) R.C.D Champion is employed by a wholly owned subsidiary of Harvey Norman Holdings Limited
- b) S Marina Sales & Services Sdn Bhd is a wholly owned subsidiary of Pertama Holdings Limited, Singapore

Executives are those directly accountable and responsible for the operational management and strategic direction of the Company and consolidated entity. The terms "director" and "officer" have been treated as mutually exclusive for the purposes of this disclosure.

The number of options disclosed in the above table represents those options that have been issued to the executive officers of the consolidated entity that have not vested as at 30 June 2005. These executive officers were executive officers of Rebel Sport Limited and Pertama Holdings Limited and they represent options to subscribe for ordinary shares in those entities.

Options have been valued at grant date, using the Black-Scholes option pricing model which takes account of factors such as the option exercise price, the current level and volatility of the underlying share price and the time to maturity of the option. The value of the options has been apportioned over the vesting period. The amortisation amount disclosed in the above table represents the current year amortisation amount for the year ended 30 June 2005, calculated as the number of days in that financial year over the total number of days in that option vesting period multiplied by the number of options granted at the Black-Scholes value. Refer to Note 30. Employee Benefits on pages 73 to 76 for further details of these options.



Relationship between Remuneration and the Performance of the Company

The Remuneration Committee is responsible for ensuring that the remuneration policies of the Company motivates directors and employees to pursue short-term goals, long-term growth and success of the Company. The different remuneration components disclosed in Table 1 and Table 2 in this report reflect the link between *at risk* remuneration of executives and the performance of the Company. The amount of *at risk* remuneration of an executive is wholly dependant upon satisfaction of the respective service conditions and performance conditions under each of DEIP and EOP.

The performance conditions in respect of 936,666 shares in the Company issued on 25 November 2003 under DEIP have been satisfied and vested in participants under DEIP.

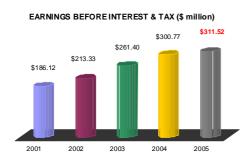
The performance conditions in respect of options over 3,948,000 shares in the Company issued on 25 November 2003 under EOP have been satisfied and vested in participants under EOP.

The performance conditions in respect of 820,002 shares in the Company issued on 28 September 2004 under DEIP have not been satisfied and these shares will not vest in participants under DEIP.

The performance conditions in respect of options over 3,946,000 shares in the Company issued on 28 September 2004 have not been satisfied in respect of the year ended 30 June 2005, and may be satisfied in the future, but in any event no later than 31 August 2008.

Prior to 30 June 2003, the *at risk* remuneration of executive directors of the Company, was comprised of options over unissued shares in the Company, subject to service conditions, but not subject to performance conditions, and approved by shareholders in general meetings.

Options over shares in the Company issued on 31 August 1999 and 21 November 2000 respectively pursuant to the authority granted by shareholders in general meetings for the benefit of executive directors, not subject to performance conditions, but subject to service conditions, lapsed unexercised on 15 October 2003, without benefit to executive directors. To demonstrate, the graphs below illustrate the Company's performance for the past five financial periods.



Earnings Before Interest & Tax (\$ million) for the past five years





Earnings Per Share (cents) for the past five years

Average Share Price (\$) for the past five years



Indemnification of Officers

During the financial year, insurance and indemnity arrangements were continued for officers of the consolidated 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. This indemnity is limited to \$10,000,000.

Harvey Norman Holdings Limited paid an insurance premium of \$58,905 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 the Australian group entities, against all liabilities and expenses arising as result of work performed in their respective capacities, to the extent permitted by law.

Corporate Governance

In recognising the need for the highest standards of corporate behaviour and accountability, the directors of Harvey Norman Holdings Limited support and have adhered to the principles of corporate governance. The company's Statement of Corporate Governance Practices follows the Directors' Report.

Tax Consolidation

Effective 1 July 2002, for the purposes of income taxation, Harvey Norman Holdings Limited and its 100% owned subsidiaries have formed a tax consolidated group. Members of the group have entered into a tax sharing arrangement in order to allocate income tax expense to the wholly owned subsidiaries on a pro-rata basis. In addition the agreement provides for the allocation of income tax liabilities between the entities should the head entity default on its tax payment obligations.

Rounding of Amounts

The parent entity is a company of the kind specified in Australian Securities and Investments 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.

Auditor Independence and Non-Audit Services

During the year, Harvey Norman Holdings Limited's auditors, Ernst & Young, provided non-audit services to Harvey Norman Group entities. In accordance with advice from the Company's Audit Committee, the directors are satisfied that the provision of the non-audit services during the year is compatible with the general standard of independence for auditors imposed by the Corporations Act. Also, in accordance with advice from the Audit Committee, the directors are satisfied that the nature and scope of each type of non-audit service provided means that auditor independence was not compromised.

Details of the amounts paid or payable to the auditor, Ernst & Young, for the provision of non-audit services during the year ended 30 June 2005 are as follows:

- Tax compliance services \$55,731
- Accounting advice \$47,004
- Other services \$20,572





Auditor Independence and Non-Audit Services

The directors received the following declaration from the auditor of Harvey Norman Holdings Limited.



■ Ernst & Young Centre 680 George Street Sydney NSW 2000 Australia

> GPO Box 2646 Sydney NSW 2001

Fax 61 2 9248 5555 Fax 61 2 9248 5959 DX Sydney Stock Exchange 10172

Auditors' Independence Declaration to the Directors of Harvey Norman Holdings Limited

In relation to our audit of the financial report of Harvey Norman Holdings Limited for the financial year ended 30 June 2005, to the best of my knowledge and belief, there have been no contraventions of the auditor independence requirements of the Corporations Act 2001 or any applicable code of professional conduct.

Ernst & Young

Craig M. Jackson Partner Sydney

26 September 2005

Signed in accordance with a resolution of directors.

HARYEY R.J. SKIPPEN

Sydney 26 September 2005

> Harvey Norman Headings Limited Annual Report 2005 23



Statement of Corporate Governance Practices

The Company is committed to good corporate governance and disclosure. The Company has substantially adopted the ASX Corporate Governance Council's "Principles of Good Corporate Governance and Best Practice Recommendations" for the entire financial period, unless otherwise stated. Where the ASX Corporate Governance Council's recommendations have not been adopted by the Company, this is identified and explained below.

Lay solid foundations for management and oversight

1.1 Recognise and publish the respective roles and responsibilities of the board and management

The directors of the Company are accountable to shareholders for the proper management of the business and affairs of the Company. The managing director is a member of the board but does not hold the position of chairperson.

The key responsibilities of the board are to:

- establish, monitor and modify the corporate strategies of the Company;
- ensure proper corporate governance;
- monitor the performance of management of the Company;
- ensure that appropriate risk management systems, internal control and reporting systems and compliance frameworks are in place and are operating effectively;
- monitor financial results;
- approve decisions concerning the capital (including capital restructures) and dividend policies of the Company;
 and
- comply with reporting and other requirements of the law.

The board confirmed the role and responsibilities of the board in a written board charter, which was formally adopted at a meeting of directors of the Company held 18 August 2003. A copy of the board's charter is available on the company's website.

2. Structure the board to add value

2.1 Composition of the board

The constitution of the Company provides that the number of directors must be not less than three. There are presently ten (10) directors. The executive directors are the Chairman (Mr G. Harvey), Managing Director (Ms K.L. Page), Finance Director (Mr R.J. Skippen), together with Mr A. Brew and Mr J.E. Slack-Smith. All other directors are non-executive directors. Two of the non-executive directors, Mr. K.W. Gunderson-Briggs, and Mr G.C.Paton AM (appointed 20 June 2005) are independent directors. Mr S.P. Hauville resigned as a director of the Company on 31 August 2005. A majority of the members of the board are not independent directors. The board believes that the individuals on the board can make, and do make, quality and independent judgements in the best interests of the Company on all relevant issues, notwithstanding that the chairperson is not an independent director and a majority of the board are not independent directors. The directors are able to obtain independent advice at the expense of the Company. The skills, experience and term of office of each director is disclosed in the Directors' Report.

The board considers a director to be an independent director if that director is a non-executive director (i.e. is not a member of management) and:

- is not a substantial shareholder of the Company or an officer of, or otherwise associated directly with, a substantial shareholder of the Company;
- (ii) within the last three (3) years has not been employed in an executive capacity by the Company or another group member, or been a director after ceasing to hold any such employment;
- (iii) within the last three (3) years has not been a principal of a material professional adviser or a material consultant to the Company or another group member, or an employee materially associated with the service provided;
- (iv) is not a material supplier or customer of the Company or other group member, or an officer of or otherwise associated directly or indirectly with a material supplier or customer;
- (v) has no material contractual relationship with the Company or another group member other than as a director of the Company;





- (vi) has not served on the board for a period which could, or could reasonably be perceived to, materially interfere with the director's ability to act in the best interests of the Company; and
- (vii) is free from any interest and any business or other relationship which could, or could reasonably be perceived to, materially interfere with the director's ability to act in the best interests of the Company.

Chairperson of the board

The chairperson is an executive director, and therefore not an independent director. The roles of chairperson and managing director are not exercised by the same individual. The board believes that the chairperson is able, and does, bring quality and independent judgement to all relevant issues falling within the scope of the role of a chairperson.

Management of the business of the Company

The business of the Company is conducted by or under the supervision of the managing director and by employees to whom management functions have been delegated by the managing director. The board has delegated responsibility for the day-to-day management of the Company to the managing director. The managing director must consult the board on matters that are sensitive, extraordinary or of a strategic nature.

2.2 Nomination committee

The nomination committee consists of three non-executive directors, two of whom are independent. The responsibilities of the nomination committee include the identification of individuals qualified to become members of the board and to recommend those individuals to the board for nomination as members of the board and committees of the board.

The board confirmed the role and responsibilities of the nomination committee in a written charter adopted by the board. A copy of the nomination committee's charter is available on the Company's web-site. Details of the membership of the nomination committee, meetings of the nomination committee held, and attendance at meetings of the nomination committee are discussed in the Directors' Report.

The board has assessed the performance of individual directors and the board as a whole, and determined, apart from the appointment of Mr. G.C. Paton AM as a director on 20 June 2005, there was no need during the reporting period, and there is no present need, for the appointment of any additional directors. The board recognised that from 30 June 2005, the audit committee was required to be comprised of not less than three members, the majority of whom must be independent directors. The nomination committee recommended to the board that an additional director be appointed with financial expertise and experience in the retail industry. The nomination committee identified a number of individuals qualified to become members of the board, and after consideration, recommended Mr. G.C. Paton AM to the board for nomination as a member of the board, and a member of the audit committee, remuneration committee and nomination committee. Mr. G.C. Paton AM is a fellow of CPA Australia, with financial expertise and experience in the retail industry and satisfied the criteria set by the board for an independent director.

3. Promote ethical & responsible decision-making

The Company has:

- (i) clarified the standards of ethical behaviour required of directors and key executives (that is, officers and employees who have the opportunity to materially influence the integrity, strategy and operation of the business and its financial performance) and encourages the observance of those standards; and
- (ii) published the position of the Company concerning the issue of board and employee trading in Company securities.

3.1 Code of conduct

The Company has established a code of conduct to guide the non-executive directors, the managing director, the finance director and other key executives as to:

- (i) the practices and ethical standards necessary to maintain confidence in the integrity of the Company; and
- (ii) the responsibility and accountability of individuals for reporting and investigating reports of unethical practices.

Harvey Norman Huldings Limited Annual Report 2005 25



The code of conduct deals with the following matters:

- (i) conflicts of interest managing situations where the interest of a private individual interferes or appears to interfere with the interests of the Company as a whole;
- (ii) corporate opportunities preventing directors and key executives from taking advantage of property, information or position, or opportunities arising from these, for personal gain or to compete with the Company;
- (iii) confidentiality restricting the use of non-public information except where disclosure is authorised or legally mandated;
- (iv) fair dealing by all employees with the customers, suppliers, competitors and employees of the Company,
- (v) protection and proper use of the assets of the Company protecting and ensuring efficient use of assets for legitimate business purposes;
- (vi) compliance with laws and regulations active promotion of compliance; and
- (vii) encouraging the reporting of unlawful or unethical behaviour active promotion of ethical behaviour and protection for those who report violations in good faith.

3.2 Trading in Company securities by directors, officers and employees

The Company has a share trading policy. Directors and senior management (and their associates) are prohibited from engaging in short-term trading of Company securities. The policy also restricts the buying or selling of Company securities to three "window" periods (between 24 hours and 30 working days following the release of the annual results, the release of the half-yearly results and the close of the annual general meeting) and such other times as the board permits. In addition, directors and senior management must notify the chairperson before they or their close relatives buy or sell Company securities.

4. Safeguard integrity in financial reporting

The Company has put in place a structure of review and authorisation designed to ensure the truthful and factual presentation of the financial position of the Company. The structure includes:

- (i) review and consideration of the accounts by the audit committee; and
- (ii) a process to ensure the independence and competence of the external auditors of the Company.

4.1 Statement to the board by the managing director and finance director

The board requires the managing director and the finance director to state in writing to the board that the financial reports of the Company present a true and fair view, in all material respects, of the financial condition and operational results of the Company and are in accordance with relevant accounting standards.

4.2 Audit committee - structure and purpose

The board has established an audit committee. The audit committee provides assistance to the board in fulfilling the corporate governance and oversight responsibilities of the board to verify and safeguard the integrity of the financial reporting of the Company. The audit committee maintains free and open communication between the audit committee, the auditors and management of the Company. From 30 June 2003, the audit committee was structured so that it consisted of three members, comprising three non-executive directors (one of whom was and remains independent). Since 30 June 2005, the audit committee has consisted of three members, comprising three non-executive directors, two of whom are independent directors. The audit committee must consist of not less than three members and the majority of the members of the audit committee must be independent directors.

The chairperson of the audit committee must not be the chairperson of the board of directors. The composition of the audit committee, the meetings held, and the attendance of those meetings is discussed in the Directors' Report.

At least one member of the audit committee must have financial expertise (i.e. is a qualified accountant or other financial professional with experience in financial and accounting matters), and some members who have an understanding of the industry in which the Company operates. The skills and experience of each member of the audit committee is disclosed in the Directors' Report.

Harry Norman Halding Limited Annual Report 2005



The board confirmed the role and responsibilities of the audit committee in a written charter, which was formally adopted at a meeting of directors of the Company held 18 August 2003. A copy of the audit committee's charter is available on the company's website. The audit committee meets not less than four times each year.

The purpose of the audit committee is to:

- (iii) review and approve audit plans;
- (iv) review and approve the half-year financial report;
- (v) update the internal and external audit plans;
- (vi) review and approve the annual financial report; and
- (vii) meet in private session at least annually to assess the effectiveness of management.

The audit committee makes a report to the board in relation to matters relevant to the role and responsibilities of the committee, including:

- (i) assessment of whether external reporting is consistent with committee members' information and knowledge and is adequate for shareholder needs;
- (ii) assessment of the management processes supporting external reporting;
- (iii) procedures for the selection and appointment of the external auditor and for the rotation of external audit engagement partners;
- (iv) recommendations for the appointment or removal of an auditor;
- (v) assessment of the performance and independence of the external auditors and whether the audit committee
 is satisfied that the independence of this function has been maintained having regard to the provision of any
 non-audit services;
- (vi) assessment of the performance and objectivity of the internal audit function; and
- (vii) the results of its review of risk management and internal compliance and control systems.

The audit committee is empowered to investigate any matter brought to the attention of the audit committee with full access to all books, records, facilities, and personnel of the Company and the authority to engage independent counsel and other advisers as the audit committee determines necessary to carry out the duties of the audit committee.

During the reporting period, the audit committee met with the external auditor to review the independence of the external auditor and discuss the need for rotation of external audit engagement partners. The audit committee determined that there was no need for any change in the external auditor.

5. Timely and balanced disclosure

The Company has established policies and procedures designed to ensure compliance with the ASX Listing Rule requirements such that:

- all investors have equal and timely access to material information concerning the Company, including its financial situation, performance, ownership and governance; and
- (ii) Company announcements are factual and presented in a clear and balanced way.

The Company has established policies and procedures designed to ensure compliance with ASX Listing Rule disclosure requirements and to ensure accountability at a senior management level for that compliance. The board authorises all disclosures necessary to ensure compliance with ASX Listing Rule disclosure requirements.

Harvey Norman Fruidings Limited Annual Report 2005 27



6. Respect the rights of shareholders

The Company has a communications strategy to promote effective communication with shareholders, subject to privacy laws and the need to act in the best interests of the Company by protecting confidential commercial information, and encourage effective participation at general meetings.

All relevant disclosures made in accordance with ASX Listing Rule disclosure requirements are placed on the website of the Company after they have been released to, and acknowledged by the ASX.

The Company requests the external auditor to attend the annual general meeting and be available to answer shareholder questions about the conduct of the audit and the preparation and content of the auditor's report.

7. Recognise and manage risk

The board or appropriate board committees have established policies on risk oversight and management. In order to carry out this function, the audit committee:

- reviews the financial reporting process of the Company on behalf of the board and reports the results of its activities to the board;
- (ii) discusses with management and the external and internal auditors, the adequacy and effectiveness of the accounting and financial controls, including the policies and procedures of the Company to assess, monitor and manage business risk, and any legal and ethical compliance programmes;
- (iii) reviews with the external and internal auditor any audit problems or difficulties and the response of management;
- (iv) receives reports from the external and internal auditor on the critical policies and practices of the Company;
- (v) makes recommendations to the board on the appointment, reappointment or replacement (subject, if applicable, to shareholder ratification), remuneration, monitoring of the effectiveness, and independence of the external auditors:
- (vi) reviews and assesses the independence of the external auditor;
- (vii) reviews and discusses with the board any ASX press releases, the half-year financial report, Appendix 4E and other reports required to be lodged with the ASX, prior to the filing of these documents with the ASX;
- (viii) establishes procedures for the receipt, retention and treatment of complaints received by the Company (if any) regarding accounting, internal accounting controls or auditing matters and the confidential, anonymous submission by employees of the Company of concerns regarding accounting or auditing matters.

The managing director and the finance director state to the board in writing that:

- that the accounts are true and fair and comply with accounting standards, are founded on a sound system of risk management and internal compliance and control which implements the policies adopted by the board; and
- (ii) the Company's risk management and internal compliance is operating efficiently and effectively in all material respects.

The systems of internal financial control have been determined by senior management of the Company and are designed to provide reasonable, but not absolute protection against fraud, material misstatement or loss. These controls are intended to identify, in a timely manner, control issues that require attention of the board or audit committee.

8. Encourage enhanced performance

The performance of committees, individual directors and key executives is evaluated regularly by the board. The board regularly evaluates the performance of the board.

There has been no formal performance evaluation for the board, the members of the board, committees or individual directors undertaken in the reporting period. The board informally evaluates the performance of the board, the members of the board, committees and individual directors during each meeting of the board. The board believes that the individuals on the board have made quality and independent judgments in the best interests of the

Harry Norman Buildings Limited Annual Report 2005 28



Company on all relevant issues during the reporting period. There has been a formal performance evaluation of all key executives (other than the executive directors) during the reporting period.

9. Remunerate fairly & equally

The Company intends to ensure that the level and composition of remuneration is sufficient and reasonable and that its relationship to corporate and individual performance is defined. On 30 June 2003, the Company established a remuneration committee, consisting of three non-executive directors, one of whom was and remains an independent director. Since 30 June 2005, the remuneration committee has consisted of three members, comprising three non-executive directors, two of whom are independent.

The board confirmed the role and responsibilities of the remuneration committee in a written charter, which was formally adopted at a meeting of directors of the Company, held 18 August 2003. A copy of the remuneration committee's charter is available on the company's website.

The responsibilities of the remuneration committee include the review and making of recommendations to the board on:

- (i) executive remuneration and incentive policies;
- (ii) remuneration packages of senior management;
- (iii) the recruitment, retention and termination policies of the Company and procedures for senior management;
- (iv) incentive schemes;
- (v) superannuation arrangements;
- (vi) the remuneration framework for directors.

The remuneration policy of the Company has been designed so that the policy:

- (i) motivates directors and management to pursue the long-term growth and success of the Company within an appropriate control framework; and
- (ii) demonstrates a clear relationship between key executive performance and remuneration.

The remuneration committee reviews the performance, and negotiates the remuneration of all executive directors. The remuneration committee reviews recommendations of the managing director and the finance director in relation to all employees of the Company, other than the executive directors. No individual is directly involved in deciding his/her remuneration. The remuneration committee believes that remuneration packages of executives of the Company involve a balance between fixed and incentive pay, reflecting short and long-term performance objectives, appropriate to the circumstances and goals of the Company. A proportion of the remuneration of executive directors is structured in a manner designed to link rewards to corporate and individual performance.

The Company believes that the members of the remuneration committee can make, and do make, quality and independent judgements in the best interests of the Company on remuneration issues, notwithstanding that the members of the remuneration committee are not all independent.

The remuneration of non-executive directors is different from that of executives. Executive directors are remunerated by means of a salary, and in certain cases, by equity based remuneration. All equity based remuneration is made in accordance with plans approved by shareholders. Non-executive directors are not entitled to any retiring allowance, payable upon their retirement as a director of the Company.

10. Recognise the legitimate interests of stakeholders

The Company has established a code of conduct to guide compliance with legal and other obligations to legitimate stakeholders in the Company. The code of conduct gives guidance to the directors and other key executives about:

- (i) the practices necessary to maintain confidence in the integrity of the Company; and
- (ii) the right of employees to alert management and the board in good faith to potential misconduct without fear of retribution, and, where necessary, recording and investigation of such alerts.

Harvey Norman Frotelings Limited

Annual Report
2005
29



Statement of Financial Position As at 30 June 2005

		CONS	SOLIDATED	PAF	RENT
	NOTE	2005	2004	2005	2004
		\$000	\$000	\$000	\$000
Current Assets					
Cash assets	28(a)	149,396	88,642	-	-
Receivables	6	842,526	764,340	-	-
Other financial assets	7	35,360	2,459	-	-
Inventories Other	8 9	252,240 12,319	244,381 7,713	-	_
Total current assets	,	1,291,841	1,107,535	-	-
Non Cument Accets					
Non-Current Assets Receivables	10	19,312	16,282	761,192	690,014
Investments accounted for using	10	19,312	10,202	701,192	090,014
equity method	39	88,548	53,657	_	-
Other financial assets	12	27,525	15,608	63,122	63,121
Inventories	11	31,475	26,584	-	-
Other	13	544	757	-	-
Property, plant and equipment	14	1,231,763	1,129,956	_	-
Intangible assets	15	10,495	11,212	-	-
Deferred tax assets	16	8,358	7,563	5,039	4,591
Total non-current assets		1,418,020	1,261,619	829,353	757,726
Total Assets		2,709,861	2,369,154	829,353	757,726
Current Liabilities					
Payables	17	591,900	553,053	309	135
Interest-bearing liabilities	18	72,632	62,877	-	-
Tax liabilities	19	12,778	25,115	9,155	19,807
Provisions	20	11,225	10,832	-	-
Other	21	4,232	4,823	-	-
Total current liabilities		692,767	656,700	9,464	19,942
Non-Current Liabilities					
Interest-bearing liabilities	22	654,784	472,109	-	-
Provisions	23	2,623	6,694	-	-
Other	24	7,773	5,376	-	-
Total non-current liabilities		665,180	484,179	-	-
Total Liabilities		1,357,947	1,140,879	9,464	19,942
NET ASSETS		1,351,914	1,228,275	819,889	737,784
Equity					
Contributed equity	25	246,591	246,591	246,591	246,591
Reserves	26	268,000	243,845	0,0 / .	,
Retained profits	27(a)	759,604	667,493	573,298	491,193
Parent entity interest		1,274,195	1,157,929	819,889	737,784
Outside equity interest	27(b)	77,719	70,346	-	-
TOTAL EQUITY	27(c)	1,351,914	1,228,275	819,889	737,784

The accompanying notes form an integral part of this Statement of Financial Position.

Harvey Norman Heldings Limited Annual Report 2005 30



Statement of Financial Position As at 30 June 2005 (continued)

	MEMBERS OF THE PARENT				E EQUITY CONSOLIDATED RESTS		OLIDATED
	NOTE	2005 \$000	2004 \$000	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Interest in the equity of the consolidated entity Contributed equity Reserves Retained profits	25 26 27	246,591 268,000 759,604	246,591 243,845 667,493	57,888 (14,296) 34,127	58,680 (10,533) 22,199	304,479 253,704 793,731	305,271 233,312 689,692
TOTAL INTEREST IN EQUIT	Υ	1,274,195	1,157,929	77,719	70,346	1,351,914	1,228,275

The accompanying notes form an integral part of this Statement of Financial Position.





Statement of Financial Performance Year Ended 30 June 2005

		CONS	OLIDATED	PAR	RENT
	NOTE	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Sales revenue Cost of sales	2	1,284,946 (962,917)	1,156,817 (866,450)	- -	-
Gross profit		322,029	290,367	-	-
Other revenues Distribution expenses Marketing expenses	2	731,287 (5,701) (233,423)	670,334 (4,338) (209,922)	173,768 - -	142,012 - -
Occupancy expenses Administrative expenses Borrowing costs	3	(128,577) (315,113) (41,868)	(116,672) (281,077) (31,460)	- - -	- - -
Other expenses from ordinary activities Share of net profit of associates, joint venture entities and partnerships		(62,750)	(51,322)	(402)	(467)
Profit from ordinary activities before income tax expense	39	3,768 269,652	3,402 269,312	- 173,366	141,545
Income tax expense relating to ordinary activities	4	(81,102)	(82,353)	(11,937)	(10,329)
Net profit		188,550	186,959	161,429	131,216
Net profit attributable to outside equity interests		(17,115)	(10,907)	-	-
Net profit attributable to members of the parent entity	27(a)	171,435	176,052	161,429	131,216
Net increase in asset revaluation reserve	26(a)	28,443	70,012	-	-
Net exchange difference on translation of financial statements of self-sustaining foreign operations		(4,288)	2,144	-	-
Total revenues, expenses and valuation adjustments attributable to members of the parent entity and recognised directly in equity	,	24,155	72,156	-	-
Total changes in equity other than those resulting from transactions with owners as owners attributable to members of the parent entity		195,590	248,208	161,429	131,216
Basic earnings per share (cents)	5	16.20	16.63	101, 1 27 -	131,210
Diluted earnings per share (cents)	5	16.20	16.63	-	-

The accompanying notes form an integral part of this Statement of Financial Performance.





Statement of Cash Flows Year Ended 30 June 2005

	NOTE	CONS	SOLIDATED	PAR	ENT
		2005 \$000	2004 \$000	2005 \$000	2004 \$000
Cash flows from operating activities			Inflows/(Out	flows)	
Net receipts from franchisees	А	578,542	568,162	-	-
Receipts from customers	В	1,299,962	1,156,178	-	-
Payments to suppliers and employees	С	(1,556,363)	(1,408,257)	(228)	(572)
Distributions received from joint ventures		8,545	7,224	-	-
GST paid		(19,498)	(17,559)	-	-
Interest received		5,070	4,490	-	-
Interest and other costs of finance paid	D	(38,149)	(28,480)	-	-
Income taxes paid		(94,234)	(82,859)	(11,533)	(8,807)
Dividends received		620	490	-	-
Trust distributions received		-	-	40,321	38,630
		184,495	199,389	28,560	29,251
Consumer finance related cash flows:					
Consumer finance loans granted by consolidated entity Proceeds of sale of consumer	E	(61,301)	(25,872)	-	-
finance loans to FAST No. 1 Trust Accommodation fees paid	E E	65,306 (2,129)	16,749 (1,390)	-	-
Trust distribution received	Е	14	83	-	-
Repayments received from consumers on consumer finance loans granted by consolidated entity and not sold to FAST No. 1 Trust		(1,466)	479	_	-
		424	(9,951)	_	-
Net Cash Flows From Operating Activities	28(b)	184,919	189,438	28,560	29,251

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





Statement of Cash Flows Year Ended 30 June 2005 (continued)

		CONS	SOLIDATED	PARENT	
	NOTE	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Cash flows from investing activities		flows)			
Payment for purchases of property, plant and equipment	F	(185,051)	(197,790)	-	-
Proceeds from sale of property, plant and equipment	G	3,849	24,641	-	-
Payment for purchase of units in unit trusts	Н	(12,856)	-	-	-
Proceeds from sale of units in unit trusts	Н	-	2,354	-	-
Payments for purchase of equity investments	I	(39,484)	(11,141)	(1)	(7,507)
Proceeds from sale of listed securities	J	2,044	441	-	-
Loans granted		(3,664)	(5,885)	-	-
Loans repaid from other entities		-	-	50,765	36,358
Payment for purchase of non-current listed securities		-	(1,257)	-	-
Net Cash Flows (Used in)/From Investing Activities		(235,162)	(188,637)	50,764	28,851
Cash flows from financing activities					
Proceeds from borrowings	K	189,358	264,059	-	-
Dividends paid	L	(79,324)	(58,102)	(79,324)	(58,102)
Repayment of borrowings	М	(2,588)	(173,531)	-	-
Net Cash Flows From/(Used in) Financing Activities)	107,446	32,426	(79,324)	(58,102)
Net increase/(decrease) in cash held	-	57,203	33,227	-	-
Cash at Beginning of Period		54,340	21,113	-	-
Cash at End of Period	28(a)	111,543	54,340	_	_

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





Statement of Cash Flows Year Ended 30 June 2005 (continued)

Commentary to the Statement of Cash Flows:

- <A> The majority of the increase is attributable to revenue derived by Generic Publications Pty Limited (GPL), a wholly-owned subsidiary of Harvey Norman Holdings Limited, in respect of Harvey Norman brand advertising published by GPL. GPL is an accredited media placement company. Franchise fees, rent received from franchisees and asset usage fees have increased as a result of the opening of nine new franchised stores. Franchisee trade creditors have also increased from the previous year producing a net cash outflow.
- The increase in receipts from customers can be directly attributable to an increase in sales revenue from company owned stores in New Zealand, Ireland and other controlled entities. Additionally, the movement in trade debtors of company owned stores and controlled entities decreased due to improved collection procedures. This has the effect of increasing receipts from customers.
- The increase in payments to suppliers and employees is due to increased inventory payments and operating expenses by company owned stores and other controlled entities driven by an increase in sales by those entities. Further, included in the current year cash outflow are increased advertising expenses paid by GPL.
- <D> The increase in interest and other costs of finance paid reflects the increase in borrowing facilities utilised to fund expansion.
- **<E>** The cash flows generated from consumer finance have increased significantly due to a greater number of consumer loans made by Network Consumer Finance, a wholly-owned subsidiary.
- For the year ended 30 June 2005, payment for purchases of land and buildings totalled \$96.59 million (2004: \$95.93 million) and payments for plant and equipment amounted to \$88.46 million (2004: \$101.86 million).
- <G> The prior year included proceeds from the sale of two properties at Caringbah and Riverwood of \$18.74 million.
- <H> This relates to the increase in investment units held in Financial Assets Specialised Trust No 1 (FAST). The cost of investment units held in FAST as at 30 June 2005 was \$19.56 million compared to \$6.72 million as at 30 June 2004.
- This item relates to increased investment in joint ventures at Byron Bay, Dubbo, Traders Way (Tweed Heads) and Mentone.
- The main reason for the increase in proceeds from the sale of listed securities is the sale of JB Hi Fi shares sold during the current year.
- <K> The previous year includes funds lent to subsidiaries of Harvey Norman Holdings Limited pursuant to the Commercial Mortgage Backed Securities ("CMBS") program entered into during May 2004. The current year increase is due to utilisation of increased borrowing facilities required to fund expansion.
- The increase reflects the final special dividend paid of 4.5 cents per share for the year ended 30 June 2004 compared to 3.0 cents per share in the previous year.
- <M> The previous year includes repayment of borrowings out of the proceeds received from the CMBS program.

Harvey Norman Reddings Limited Annual Report 2005 35



Segment Information

PRIMARY SEGMENT – Business Segments – 30 June 2005

	SEGMENT REVENUE							
	Sales to Customers Outside the Consolidated Entity	Other Revenues from Outside the Consolidated Entity	Inter-segment Revenue	Share of Net Profit/(Loss) of Equity Accounted Investments	Segment Revenue			
	2005 \$000	2005 \$000	2005 \$000	2005 \$000	2005 \$000			
FRANCHISING OPERATIONS	-	577,298	-	-	577,298			
Retail - New Zealand	436,308	27,426	-	-	463,734			
Retail – Rebel Sport	316,897	26,201	-	-	343,098			
Retail – Asia	321,535	14,265	-	-	335,800			
Retail – Slovenia	30,633	404	-	-	31,037			
Other Non-Franchised Retail	179,573	12,965	857	-	193,395			
TOTAL RETAIL	1,284,946	81,261	857	-	1,367,064			
Retail Property	-	89,853	-	2,384	92,237			
Property Under Construction for Retail	-	30	-	(71)	(41)			
Property Development for Resale	-	328	-	1,455	1,783			
TOTAL PROPERTY	-	90,211	-	3,768	93,979			
Financial Services	_	10,223		_	10,223			
Share Trading	-	3,018	-	-	3,018			
TOTAL OTHER	-	13,241	-	-	13,241			
Eliminations	-	(30,724)	(857)	-	(31,581)			
CONSOLIDATED	1,284,946	731,287	-	3,768	2,020,001			
Unallocated Revenue	-	-	-	-	-			
TOTAL REVENUE	1,284,946	731,287	_	3,768	2,020,001			



Business Segments – 30 June 2005

	SEGMENT RESULT								
	Segment Result Before Interest, Taxation, Depreciation & Amortisation	Interest Expense	Depreciation Expense	Amortisation Expense	Segment Result Before Tax				
	2005 \$000	2005 \$000	2005 \$000	2005 \$000	2005 \$000				
FRANCHISING OPERATIONS	234,747	(17,769)	(48,165)	(652)	168,161				
Retail – New Zealand	43,941	(3,348)	(5,082)	-	35,511				
Retail – Rebel Sport	34,552	(208)	(9,558)	(1,235)	23,551				
Retail – Asia	12,665	(102)	(2,277)	(61)	10,225				
Retail – Slovenia	(55)	(14)	(513)	-	(582)				
Other Non-Franchised Retail	375	(3,118)	(3,462)	-	(6,205)				
TOTAL RETAIL	91,478	(6,790)	(20,892)	(1,296)	62,500				
Retail Property	67,797	(14,559)	(13,859)	-	39,379				
Property Under Construction for Retail	(762)	(1,158)	(8)	-	(1,928)				
Property Development for Resale	1,459	(633)	-	-	826				
TOTAL PROPERTY	68,494	(16,350)	(13,867)	_	38,277				
	= =====================================	, ,		i e					
Financial Services	6,938	(3,512)	(145)	_	3,281				
Share Trading	1,741	(69)	-	-	1,672				
TOTAL OTHER	8,679	(3,581)	(145)	_	4,953				
			#	1					
Eliminations	(6,861)	2,622	-	-	(4,239)				
CONSOLIDATED	396,537	(41,868)	(83,069)	(1,948)	269,652				
Unallocated Expenses					-				
Income tax expense					(81,102)				
Consolidated entity profit from	n ordinary								
activities after income tax exp	ense				188,550				
Extraordinary items					-				
TOTAL RESULT					188,550				





Business Segments – 30 June 2005

SEGMENT ASSETS			SEGMENT LIABILITIES		
Segment Assets	Eliminations	Segment Assets After Eliminations	Liabilities	Eliminations	Segment Liabilities After Eliminations
2005	2005	2005	2005	2005	2005
\$000	\$000	\$000	\$000	\$000	\$000

FRANCHISING OPERATIONS	3,082,460	(2,090,152)	992,308	2,098,386	(2,090,152)	8,234
Retail – New Zealand	128,107	_	128,107	85,201	-	85,201
Retail – Rebel Sport	127,847	(16,500)	111,347	39,051	(16,500)	22,551
Retail – Asia	106,653	-	106,653	44,029	-	44,029
Retail – Slovenia	19,506	-	19,506	26,279	-	26,279
Other Non-Franchised Retail	134,509	(1,889)	132,620	157,228	(1,889)	155,339
TOTAL RETAIL	516,622	(18,389)	498,233	351,788	(18,389)	333,399
Retail Property	1,006,432	(35,753)	970.679	818,366	(35,753)	782,613
Property Under Construction for Retail	83,620	(5,376)	78,244	100,209	(5,376)	94,833
Property Development for Resale	45,283	(774)	44,509	56,557	(774)	55,783
TOTAL PROPERTY	1,135,335	(41,903)	1,093,432	975,132	(41,903)	933,229
Financial Services	168,480	(52,236)	116,244	135,321	(52,236)	83,085
Share Trading	9,644	-	9,644	-	-	-
TOTAL OTHER	178,124	(52,236)	125,888	135,321	(52,236)	83,085
Eliminations	-	-	-	-	-	-
CONSOLIDATED	4,912,541	(2,202,680)	2,709,861	3,560,627	(2,202,680)	1,357,947

Refer Note 38. Other Segment Information.





Business Segments Comparative – 30 June 2004

PRIMARY SEGMENT – Comparative 30 June 2004

SEGMENT REVENUE							
Sales to Customers Outside the Consolidated Entity	Other Revenues from Outside the Consolidated Entity	Inter-segment Revenue	Share of Net Profit/(Loss) of Equity Accounted Investments	Segment Revenue			
2004	2004	2004	2004	2004			
\$000	\$000	\$000	\$000	\$000			

FRANCHISING OPERATIONS	-	509,601	-	-	509,601
Retail – New Zealand	345,025	21,391	-	-	366,416
Retail – Rebel Sport	305,432	23,771	-	-	329,203
Retail – Asia	322,858	15,069	-	-	337,927
Retail – Slovenia	32,006	567	-	-	32,573
Other Non-Franchised Retail	151,496	9,503	1,908	-	162,907
TOTAL RETAIL	1,156,817	70,301	1,908	-	1,229,026
Retail Property	-	75,851	-	2,046	77,897
Property Under Construction for Retail	-	360	-	-	360
Property Development for Resale	-	19,208	-	1,356	20,564
TOTAL PROPERTY	-	95,419	-	3,402	98,821
Financial Services	-	8,161	-	-	8,161
Share Trading	-	1,622	-	-	1,622
TOTAL OTHER	-	9,783	-	-	9,783
Eliminations	-	(14,770)	(1,908)	-	(16,678)
CONSOLIDATED	1,156,817	670,334		3,402	1,830,553
Unallocated Revenue	-	-	-	-	-
TOTAL REVENUE	1,156,817	670,334	-	3,402	1,830,553





Business Segments Comparative – 30 June 2004

	SEGMENT RESULT								
	Segment Result Before Interest, Taxation, Depreciation & Amortisation	Interest Expense	Depreciation Expense	Amortisation Expense	Segment Result Before Tax				
	2004 \$000	2004 \$000	2004 \$000	2004 \$000	2004 \$000				
	4000	4000	4000	4000	Ψοσο				
FRANCHISING OPERATIONS	227,466	(13,003)	(42,719)	(652)	171,092				
Retail – New Zealand	33,574	(2,954)	(5,511)	-	25,109				
Retail – Rebel Sport	35,942	(539)	(7,274)	(2,736)	25,393				
Retail – Asia	11,728	(97)	(2,646)	(154)	8,831				
Retail – Slovenia	1,831	(76)	(493)	-	1,262				
Other Non-Franchised Retail	(1,622)	(2,397)	(2,039)	-	(6,058)				
TOTAL RETAIL	81,453	(6,063)	(17,963)	(2,890)	54,537				
Retail Property	57,457	(9,906)	(9,687)	-	37,864				
Property Under Construction for Retail	(90)	(916)	(13)	-	(1,019)				
Property Development for Resale	7,299	(485)	(41)	-	6,773				
TOTAL PROPERTY	64,666	(11,307)	(9,741)	-	43,618				
Financial Services Share Trading	5,671 1,199	(2,221) (169)	(176)		3,274 1,030				
TOTAL OTHER	6,870	(2,390)	(176)	-	4,304				
Eliminations	(5,542)	1,303	-	-	(4,239)				
CONSOLIDATED	374,913	(31,460)	(70,599)	(3,542)	269,312				
Unallocated Expenses Income tax expense Consolidated entity profit					(82,353)				
from ordinary activities after income tax expense					186,959				
Extraordinary items					-				
TOTAL RESULT					186,959				

Harvey Norman Heldings Limited Annual Report 2005 40



Business Segments Comparative – 30 June 2004

	SEGMENT ASSETS			SEGMENT LIABILITIES		
	Segment Assets	Eliminations	Segment Assets After Eliminations	Segment Liabilities	Eliminations	Segment Liabilities After Eliminations
	2004 \$000	2004 \$000	2004 \$000	2004 \$000	2004 \$000	2004 \$000
FRANCHISING OPERATIONS	3,568,617	(2,697,030)	871,587	2,927,600	(2,697,030)	230,570
Retail - New Zealand	110,444	-	110,444	94,285	-	94,285
Retail – Rebel Sport	127,983	(16,000)	111,983	49,067	(16,000)	33,067
Retail – Asia	110,261	-	110,261	48,770	-	48,770
Retail – Slovenia	27,147	-	27,147	26,894	-	26,894
Other Non-Franchised Retail	88,877	(1,890)	86,987	102,304	(1,890)	100,414
TOTAL RETAIL	464,712	(17,890)	446,822	321,320	(17,890)	303,430
Retail Property	864,072	(23,577)	840,495	477,738	(23,577)	454,161
Property Under Construction for Retail	80,748	(2,897)	77,851	78,577	(2,897)	75,680
Property Development for Resale	59,744	(14,084)	45,660	48,717	(14,084)	34,633
TOTAL PROPERTY	1,004,564	(40,558)	964,006	605,032	(40,558)	564,474
Financial Services Share Trading	114,138 10,540	(37,939)	76,199 10,540	80,344	(37,939)	42,405
	·	(27.222)			(07.000)	
TOTAL OTHER	124,678	(37,939)	86,739	80,344	(37,939)	42,405
Eliminations	-	-	-	-	-	-
CONSOLIDATED	5,162,571	(2,793,417)	2,369,154	3,934,296	(2,793,417)	1,140,879

Refer Note 38. Other Segment Information.





The consolidated entity operates predominantly in eleven (11) primary segments:

Segment	Description of Segment
Franchising Operations	Consists of the franchising operations of the consolidated entity (other than retailing, property and financial services).
Retail - New Zealand	Consists of the wholly-owned operations of the consolidated entity in New Zealand.
Retail – Rebel Sport	Consists of the controlling interest of the consolidated entity in the retail trading operations in Australia trading under the Rebel Sport brand name.
Retail – Asia	Consists of the controlling interest of the consolidated entity in the Singapore retail trading operations under the Harvey Norman and Space brand names.
Retail – Slovenia	Consists of the controlling interest of the consolidated entity in the retail trading operations in Slovenia under the Harvey Norman brand name.
Non-Franchised Retail	Consists of retail trading operations in Australia and Ireland which are controlled by the consolidated entity and does not include any operations of Harvey Norman franchisees.
Retail Property	Consists of land and buildings for each retail site that is fully operational or is ready and able to be tenanted. The revenue and results of this segment consists of rental income and outgoings recovered for each retail site that is owned by the consolidated entity which is fully operational (or ready for operations) as at year-end. The property is held for the purpose of facilitating the expansion and operation of the franchising network.
Property Under Construction for Retail	Consists of sites that are currently undergoing construction at year-end intended for retail leasing. It also includes vacant land that has been purchased for the purposes of generating future investment income and facilitating the expansion and operation of the franchising network.
Property Developments for Resale	Consists of land and buildings acquired by the consolidated entity, to be developed, or currently under development, for the sole purpose of resale at a profit. Such assets are treated as trading stock in the Statement of Financial Position.
Financial Services	This segment primarily refers to credit facilities provided to third parties.
Share Trading	This segment refers to the trading of listed securities.



Property Segment Analysis

The following table is a detailed analysis of the three different property segments. This analysis calculates the following two ratios which are integral in assessing the performance of the property segments.

	RETAIL PROPERTY		PROPERTY UNDER CONSTRUCTION FOR RETAIL		PROPERTY DEVELOPMENT FOR RESALE	
	2005	2004	2005	2004	2005	2004
% of Consolidated Revenue	4.6%	4.3%	_	_	0.1%	1.1%
% of Consolidated Result	14.6%	14.1%	(0.7%)	(0.4%)	0.3%	2.5%
Yield % [Revenue/Segment Assets After Eliminations]	9.5%	9.3%	(0.1%)	0.5%	4.0%	45.0%
Return on Assets %	9.076	9.370	(0.176)	0.5%	4.070	43.0%
[Result/Segment Assets	4 10/	4 E0/	(2 E0/.)	(1.20/)	1.9%	14 00/
After Eliminations]	4.1%	4.5%	(2.5%)	(1.3%)	1.9%	14.8%
	2005 \$000	2004 \$000	2005 \$000	2004 \$000	2005 \$000	2004 \$000
	ΨΟΟΟ	Ψ000	ΨΟΟΟ	Ψ000	ΨΟΟΟ	Ψ000
Segment Assets After Eliminations Less: Accumulated	970,679	840,495	78,244	77,851	44,509	45,660
Asset Revaluation	(270,287)	(242,344)	(1,610)	(1,110)	_	_
Segment Assets After Eliminations Less	(210,201)	(212,011)	(1,010)	(1,110)		
Revaluation	700,392	598,151	76,634	76,741	44,509	45,660
Yield %						
[Revenue/Segment Assets After Fliminations &						
Revaluations]	13.2%	13.0%	(0.1%)	0.5%	4.0%	45.0%
Return on Assets % [Result/Segment Assets After Fliminations &			, ,			
Revaluations	5.6%	6.3%	(2.5%)	(1.3%)	1.9%	14.8%



SECONDARY SEGMENT – Geographic Segments

	Segment Revenue		Segment	Segment Assets		Acquisition of Property, Plant and Equipment, Intangible Assets and other Non-current Assets	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000	2005 \$000	2004 \$000	
Australia	1,101,941	1,025,970	2,323,982	1,989,045	296,320	227,056	
New Zealand	471,921	373,377	232,302	212,452	9,058	17,832	
Asia	335,863	338,454	110,134	114,062	1,558	2,900	
Slovenia	31,075	32,602	43,473	49,294	4,036	(223)	
United Kingdom	13,131	13,003	2,189	1,374	61	396	
Ireland	66,927	49,055	26,001	31,618	354	10,177	
TOTAL	2,020,858	1,832,461	2,738,081	2,397,845	311,387	258,138	
Eliminations	(857)	(1,908)	(28,220)	(28,691)	-	-	
CONSOLIDATED	2,020,001	1,830,553	2,709,861	2,369,154	311,387	258,138	

Harry Norman Beldings Limited Annual Report 2005 44



Notes to and forming part of the Financial Statements for the Year ended 30 June 2005

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 Act 2001, Australian Accounting Standards and Urgent Issues Group Consensus Views and other authoritative pronouncements.

The financial report has 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 unless otherwise stated. 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 fair value, as described in Note 14.

(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 40) referred to collectively throughout these financial statements as the "consolidated entity". All intergroup transactions and balances have been eliminated. Franchisees are not controlled by the consolidated entity and have not been consolidated. Where an entity began or ceased to be controlled during the year, the results are included only from the date control commenced or up to the date control ceased.

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) Receivables

Trade receivables are recognised and carried at original invoice amount less a provision for any uncollectible debts. An estimate of the provision for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written-off as incurred.

Receivables from related parties are recognised and carried at the nominal amount due.

Interest is taken up as income on an accrual basis.

(d) 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 falls due.

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. Income is brought to account on consumer finance loans only where it has been paid or where it is unpaid but recovery is certain.

(e) Land and Buildings

It is the policy of the consolidated entity to review annually the value of land and the value of buildings based on the use of the land and buildings by the consolidated entity as a going concern. The directors have elected to carry each of land and buildings at fair value. The valuations take no account of any potential capital gains tax as it is the intention of the consolidated entity to hold the land and buildings as part of its ongoing operations.

(f) 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.

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

Asset Class	Life
Buildings	20-40 years
Owned Plant and Equipment	3-20 years
Plant and Equipment Under Lease	1-10 years

The directors have elected to carry plant and equipment at cost.





1. Statement of Significant Accounting Policies (continued)

(g) 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 a weighted average basis.

Non-current inventories are held at cost.

(h) Intangibles

Goodwill on Acquisition

On acquisition of a controlled entity, the difference between the purchase consideration plus incidental expenses and the fair value of identifiable net assets acquired is initially brought to account as goodwill or discount on acquisition.

Purchased goodwill is amortised on a straight line basis over the period during which the benefits are expected to arise, which is currently between five and twenty years. The unamortised balance of goodwill is reviewed at each balance date and charged to the Statement of Financial Performance to the extent that applicable future benefits are no longer probable.

(i) Leases

As lessee

Operating leases

Where title is not expected to pass to the lessee at the end of the lease term the lease is classified as an operating lease. Lease payments are charged to the Statement of Financial Performance in the periods in which they are incurred.

As lessor

Direct finance leases

Direct finance lease receivables are recognised as receivables at the beginning of the lease term at 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 consolidated entity at the end 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 Statement of Financial Performance.

(j) Taxes

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 Statement of Financial Position as deferred tax assets at the tax rate expected to apply when the differences reverse. 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.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST except:

- Where the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- Receivables and payables are stated with the amount of GST included.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the Statement of Financial Position.

Cash flows are included in the Statement of Cash Flows on a net basis and the GST component of cash flows arising from investing and financing activities, which is recoverable from, or payable to, the taxation authority is classified as operating cash flows. Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

(k) Cash and Cash Equivalents

Cash on hand and in banks and short-term deposits are stated at nominal value. 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.

(I) Borrowing Costs

Borrowing costs are expensed as incurred. Borrowing costs include interest, amortisation of ancillary costs incurred in connection with the arrangement of borrowings and net receipt or payment from interest rate swaps.

> Harvey Norman Heddings Limited Annual Report 2005 46



1. Statement of Significant Accounting Policies (continued)

(m) Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the entity and the revenue can be reliably measured.

Income is brought to account, in respect of the sale of goods, when the relevant goods are delivered to the purchaser.

Rental income is brought to account when control over the right to receive rental payments is determined

Income attributable to franchise fees is brought to account only when the franchise fees have been earned, or where franchise fees are unpaid but recovery is certain.

Dividend and trust income is brought to account when control over the right to receive dividend and trust payments is determined.

Interest income is brought to account when control over the right to receive interest payments is determined.

(n) 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 amount is determined by reference to net cash flows which have not been discounted.

(o) Investments Accounted for Using Equity Method – Associated and Joint Venture Entities

Interests in associated and joint venture entities are brought to account using the equity method. Under this method, the investment in associates and joint ventures is initially recognised at its cost of acquisition and its carrying value is subsequently adjusted for increases or decreases in the investor's share of post-acquisition results and reserves of the associated and joint venture entities. The investment in associated and joint venture entities is decreased by the amount of dividends received or receivable. Investments in associates and joint ventures are carried at the lower of cost and recoverable amount in the accounts of the consolidated entity.

Detailed equity accounting information concerning the consolidated entity's interest in material associated and joint venture entities is provided in Note 39.

(p) Accounting for Investments in Partnerships

Interests in jointly controlled partnerships are brought to account as follows:

The consolidated entity's share of the total assets employed by the partnership is brought to account in the "Investment in Partnership" line within "Investments accounted for using equity method" on the Statement of Financial Position.

The liabilities of the partnership are brought to account in their respective financial statement categories of the consolidated entity, as the consolidated entity is jointly and/or severally liable for the liabilities of the partnerships.

The consolidated entity's share of the net profit, or the total net loss, is brought to account as "Share of net profit of associates, joint ventures and partnerships accounted for using equity method" on the Statement of Financial Performance.

The consolidated entity recognises a right of indemnity for joint and/or several liabilities within receivables on the Statement of Financial Position.

(q) Other Financial Assets

Interests in non-subsidiary, non-associated corporations held for long-term purposes are included in "Other Financial Assets" (non-current) at cost.

Shares in unlisted companies and units in unit trusts are included in "Other Financial Assets" (non-current) at cost.

Listed shares held for trading are carried at net market value and are included in "Other Financial Assets" (current). Changes in net market value are recognised as revenue or expenses in the Statement of Financial Performance for the period.

Where listed shares have been revalued, any capital gains tax which may become payable has not been taken into account in determining the revalued carrying amount. Where it is expected that a liability for capital gains tax exists, this amount is recognised in the Statement of Financial Performance for the reporting period.

Harrey Norman Holdings Limited Annual Report 2005 47



Statement of Significant Accounting Policies (continued)

(r) Payables and Provisions

Liabilities for trade creditors and other amounts are carried at cost which is the fair value of the consideration to be paid in future for goods and services received, whether or not billed to the consolidated entity.

Payables to related parties are carried at the principal amount.

Provisions are recognised when the economic entity has a legal, equitable or constructive obligation to make a future sacrifice of economic benefits to other entities as a result of past transactions or other past events, is probable that a future sacrifice of economic benefits will be required and a reliable estimate can be made of the amount of the obligation.

A provision for dividends is not recognised as a liability unless the dividends are declared, determined or publicly recommended on or before the reporting date

(s) Interest-Bearing Liabilities

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 not recognised as a liability. Net receipts and payments are recognised as an adjustment to interest expense.

All loans are measured at the principal amount. Interest is recognised as an expense as it accrues.

(t) Provisions for Employee Benefits

Provision has been made in the financial statements for benefits accruing to employees in relation to such matters as annual leave, long service leave and workers compensation. All employee benefit liabilities are measured at the present value of the estimated future cash outflow to be made in respect of services provided by employees up to reporting date. All on-costs, including payroll tax, workers' compensation premiums and fringe benefits tax are included in the determination of the provisions. Employee entitlement expenses and revenues are charged against profits on a net basis in their respective categories.

(u) Derivative Financial Instruments

The consolidated entity enters into forward exchange contracts where it agrees to buy specified amounts of foreign currencies in the future at a predetermined exchange rate. The objective is to match the contract with anticipated future cash flows from purchases in foreign currencies, to protect the consolidated entity against the possibility of loss from future exchange rate fluctuations.

Foreign exchange contracts are recognised at the date that the contract is entered into. Except for specific hedges, all resulting exchange differences on settlement or restatement are recognised as revenues or expenses in the Statement of Financial Performance in the current year.

(v) Contributed Equity

Ordinary share capital bears no special terms or conditions affecting income or capital entitlements of the shareholders. Issued and paid up capital is recognised at the fair value of the consideration received by the company.

Any transaction costs arising on the issue of ordinary shares are recognised directly in equity as a reduction in share proceeds received.

(w) Earnings Per Share

Basic EPS is calculated as net profit attributable to members, adjusted to exclude costs of servicing equity (other than dividends) and preference share dividends, divided by the weighted average number of ordinary shares, adjusted for any bonus element.

Diluted EPS is calculated as net profit attributable to members adjusted for:

- costs of servicing equity (other than dividends) and preference share dividends;
- the after tax effect if dividends and interest associated with dilutive potential ordinary shares that have been recognised as expenses; and
- other non-discretionary changes in revenues or expenses during the period that would result from the dilution of potential ordinary shares;

divided by the weighted average number of ordinary shares and dilutive potential ordinary shares, adjusted for any bonus element.

Harvey Norman Heldings Limited Annual Report 2005 48



1. Statement of Significant Accounting Policies (continued)

(x) 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;
- Amounts payable and receivable are translated at the average of the buy and sell rates available on the close of business at balance date; and
- 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 Statement of Financial Performance, 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.

(y) Equity Based Compensation

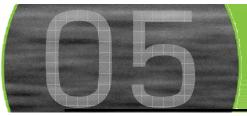
Where shares and or options are issued to qualifying employees under the company's equity based remuneration schemes, no expense has been recorded in the Statement of Financial Performance. Refer to Note 30 Employee Benefits and Note 32 Director and Executive Disclosures for further information.

(z) Changes in Accounting Policies and Comparative Amounts

The accounting policies adopted are consistent with those of the previous year.

Where necessary, comparatives have been reclassified and repositioned for consistency with current year disclosures.

Harvey Norman Holdings Limited Annual Report 2005 49



2.

Notes to the Financial Statements (continued)

	CONS	SOLIDATED	PARENT		
	2005	2004	2005	2004	
	\$000	\$000	\$000	\$000	
			*		
Revenues from Ordinary Activ	ities				
Revenues from operating activities:					
Revenue from the sale of products	1,284,946	1,156,817	_	-	
Other revenues from operating activities:					
Gross revenue from:					
- Franchisees (excluding rent and	400 540	450,000			
interest received) - Rent received from franchisees	488,568 123,121	459,088 104,465	-	-	
- Interest received from franchisees	22,967	15,847	_	_	
		,			
Total revenue received from franchisees	634,656	579,400	-		
Trust distribution received from other					
related parties	165	183	-	-	
Rent received from other third parties	14,017	15,268			
Total other revenues from operating activities	648,838	594,851	_	_	
Share of net profit of associates, joint		2.400			
venture entities and partnerships 39	3,768	3,402	-	-	
Total revenues from operating activities	1,937,552	1,755,070	-		
Other revenues from non-operating activities:					
Interest received from other unrelated					
parties	5,070	4,490	-	-	
Trust distribution received from: - Controlled entities	_	_	40,321	38,630	
Dividends from:					
- Related parties (wholly owned group)	-	-	133,447	103,382	
- Other unrelated parties Other revenue	620 57,172	490 43,673	-	-	
Gross proceeds from the disposal of	37,772	.0,0.0			
plant and equipment	16,449	24,641	-	-	
Gross proceeds from the disposal of listed securities	2,044	441	_	_	
listed securities	2,044	441	_	-	
Net foreign exchange gains Total other revenues from non-operating	1,094	1,748	-		
activities	82,449	75,483	173,768	142,012	
Total revenues from ordinary activities	2,020,001	1,830,553	173,768	142,012	
Total revenues from ordinary activities is					
disclosed on the Statement of Financial					
Performance as follows:					
Sales revenue	1,284,946	1,156,817	_	-	
Other revenues from operating activities	648,838	594,851	_	_	
Other revenues from non-operating	82,449	75,483	173,768	142,012	
activities	02/117	70,100	170,700	112,012	
Total other revenues	731,287	670,334	173,768	142,012	
Share of net profit of associates, joint		070,004	173,700	174,014	
venture entities and partnerships	3,768	3,402	-	-	
Total revenues from ordinary activities	2,020,001	1,830,553	173,768	142,012	

Harvey Norman Huldings Limited Annual Report 2005 50



	CONSC	DLIDATED	PAR	ENT
	2005 \$000	2004 \$000	2005 \$000	200 \$00
Expenses and Losses/(Gains):				
Depreciation and amortisation:				
Depreciation of:				
- Buildings	10,721	9,031	-	
- Plant and equipment	72,348	61,568	-	
Amortisation of:	1 005	2.727		
Leased plant and equipmentGoodwill	1,235 713	2,736 806	-	
			<u> </u>	
Total depreciation and amortisation	85,017	74,141	<u>-</u>	
Borrowing costs:				
Interest paid or payable:				
- Finance leases	232	550	-	
- Loans from directors and director	1 240	770		
related entities - Other	1,260 40,376	773 30,137	-	
Total borrowing costs	41,868	31,460	-	
Other expense items:				
Net bad debts – written off	2,495	1,487	-	
Net charge to provision for doubtful debts	1,693	(737)	-	
Costs on disposal and revaluation of assets				
 Book value on disposal of plant and equipment (a) 	17,201	18,511	_	
- Book value on disposal of listed securities (b)			-	
- Net change in market value of listed	1,278	424	_	
securities	(354)	(692)		
Operating lease rentals (c)	98,424	88,933	-	
Provision for obsolescence of inventories	291	(196)	-	
Provision for employee benefits	1,536	1,460	-	
(a) Net (profit)/loss on disposal of plant and equipment	752	(6,130)	_	
(b) Net (profit)/loss on disposal and revaluation of listed securities	(1,120)	(0,130)	-	
(c) Comprises:		, ,	-	
Minimum lease payments	98,424	88,933	_	





CONSO	LIDATED	PAR	ENT
2005	2004	2005	2004
\$000	\$000	\$000	\$000

4. Income Tax

Income Tax Expense

The difference between income tax expense provided in the financial statements and the prima facie income tax is reconciled as follows:

Profit from ordinary activities before income tax expense	269,652	269,312	173,366	141,545
Prima facie tax thereon at 30%	80,896	80,794	52,010	42,464
Tax effect of permanent and other differences:				
Amortisation of intangible assets	208	196	-	-
Building depreciation	53	100	48	96
Receipt of fully franked dividends	(84)	(49)	(84)	(49)
Non deductible asset write offs	-	217	-	-
Sundry items	(469)	310	17	6
Amounts over provided in prior years	(1,315)	(576)	(28)	(511)
Effect of different rates of tax on overseas income and exchange rate differences Differences between accounting profits and	603	47	-	-
capital gains on sale of assets Utilisation of tax losses	8 (170)	(662) (114)	8 -	(662) -
Benefit of tax losses and timing differences for the current year not brought to account	890	1,694	-	-
Non deductible provisions relating to overseas entities Dividends received	482 -	396 -	- (40,034)	- (31,015)
Increase in tax expense due to: - Income tax expense related to current and deferred tax transactions of the wholly-owned subsidiary in the tax				
consolidated group	-	-	51,264	54,102
 Recovery of income tax expense under a tax sharing agreement 	-	_	(51,264)	(54,102)
Total tax effect of permanent and other differences:	206	1,559	(40,073)	(32,135)
Total income tax attributable to profit from ordinary activities	81,102	82,353	11,937	10,329

Tax Consolidation

Effective 1 July 2002, for the purposes of income taxation, Harvey Norman Holdings Limited and its 100% owned Australian subsidiaries formed a tax consolidated group. Members of the group entered into a tax sharing agreement in order to allocate income tax expense to the wholly-owned subsidiaries on a pro-rata basis. In addition, the agreement provides for the allocation of income tax liabilities between the entities should the head entity default on its tax payment obligations. At balance date, the possibility of default is remote. The head entity of the tax consolidated group is Harvey Norman Holdings Limited.





5.

Notes to the Financial Statements (continued)

	CONSOLIDATED		
	2005 \$000	2004 \$000	
Earnings Per Share			
The following reflects the income and share data used the calculations of basic and diluted earnings per share			
Net profit Adjustments:	188,550	186,959	
Net profit attributable to outside equity interests	(17,115)	(10,907)	
Earnings used in calculating basic and diluted earnings per share	171,435	176,052	
		Number of Shares	
	2005	2004	
Weighted average number of ordinary shares used in calculating basic earnings per share	1,058,400,615	1,057,388,020	
Effect of dilutive securities: - Share Options	1,461		
Adjusted weighted average number of ordinary			
shares used in calculating diluted earnings per share	1,058,402,076	1,057,388,020	

The movement in the weighted average number of ordinary shares from the previous corresponding period is due to the issue on 28 September 2004 of 820,002 ordinary shares ("2004 DEIP Shares"), pursuant to the Deferred Executive Incentive Share Plan approved by shareholders of the Company on 25 November 2003. The 2004 DEIP Shares have been weighted in accordance with the number of days on issue in the relevant period. Refer to Note 25. Contributed Equity for further information. A further 133,334 shares were issued under DEIP on 29 June 2005 ("2005 DEIP Ackery Shares").

The weighted average number of ordinary shares used in calculating basic earnings per share is greater than the closing number of shares issued in the Company as at 30 June 2005. The number of ordinary shares outstanding prior to the 2004 DEIP Shares issue and the 2005 DEIP Ackery Shares issue is required to be adjusted for the proportionate change in the number of ordinary shares outstanding as if the event had occurred at the beginning of the earliest reporting period for which basic earnings per share is presented.

During the financial year ended 30 June 2004, pursuant to the Harvey Norman Executive Option Plan approved by shareholders of the Company on 25 November 2003 ("EOP"), options to subscribe for 3,948,000 ordinary shares in the Company were issued to the respective trustees of certain trusts for the benefit of certain directors of the Company at an exercise price of \$3.00 per share ("2003 EOP Options").

On 28 September 2004, pursuant to the EOP, options to subscribe for 3,946,000 ordinary shares in the Company were issued to the respective trustees of certain trusts for the benefit of certain directors of the Company at an exercise price of \$3.00 per share ("2004 EOP Options"). A further 533,333 options were issued under EOP on 29 June 2005 ("2005 EOP Ackery Options").

Only the 2005 EOP Ackery Options have been included in the calculation of diluted earnings per share as the exercise price of each of the 2005 EOP Ackery Options was less than the average market price of an ordinary share in the Company for the year ended 30 June 2005. The 2005 EOP Ackery Options are considered to be dilutive as their conversion to ordinary shares would decrease the net profit from continuing operations per share. The 2003 EOP Options and the 2004 EOP Options have been excluded from the diluted earnings per share calculation as the exercise price of these two sets of options exceeded the average market price for the year ended 30 June 2005.

There have been no other conversions to, calls of, or subscriptions for ordinary shares or issues of potential ordinary shares since the reporting date and before the completion of this financial report.

Harvey Norman Heldings Limited Annual Report 2005 53



		CONS	OLIDATED	PARENT	
		2005 \$000	2004 \$000	2005 \$000	2004 \$000
ó.	Receivables (Current)				
	Trade debtors Provision for doubtful debts	789,256 (4,255)	714,173 (3,101)	- -	-
	Trade debtors, net	785,001	711,072	-	-
	Consumer finance loans	8,076	8,717	-	-
	Amounts receivable in respect of finance leases (a)	10,741	9,348	-	-
	Non-trade debts receivable from: - Related parties - Other unrelated persons - Provision for doubtful debts	1,500 38,178 (970)	2,389 33,629 (815)	- - -	- - -
	Non-trade debts receivable, net	38,708	35,203	_	-
	Total receivables (current)	842,526	764,340	-	-
)	Finance lease receivables are reconciled to amounts receivable in respect of finance leases as follows:				
	Aggregate of minimum lease payments and guaranteed residual values: Not later than one year Later than one year but not later than five	12,643	10,372	-	-
	years	19,259	15,850	-	-
	Future finance revenue:	31,902	26,222	-	-
	Not later than one year Later than one year but not later than five	(1,902)	(1,024)	-	-
	years	(1,221)	(1,440)	-	-
	Net finance lease receivables	28,779	23,758	-	_
	Reconciled to: Receivables (Current)	10,741	9,348	-	-
	Receivables (Non-current – Note 10)	18,038	14,410	-	-

The consolidated entity offers finance lease arrangements as part of its consumer finance business. Finance leases are offered in respect of motor vehicles, livestock and fixtures and fittings, with lease terms not exceeding 4 years. All finance leases are at fixed rates for the term of the lease.

7. Other Financial Assets (Current)

Listed shares	1,881	1,837	-	-
Other investments	29	61	-	-
Hedge receivable	33,450	561	-	_
Total other financial assets (current)	35,360	2,459	-	





		CONS	OLIDATED	P/	ARENT
		2005 \$000	2004 \$000	2005 \$000	2004 \$000
3. In	ventories (Current)				
Fini Pro	ished goods at cost ovision for obsolescence	256,650 (4,410)	248,500 (4,119)	- -	-
Tot	al current inventories, net	252,240	244,381	-	_
). O1	ther Assets (Current)				
Lic€	epayments ence Property ner current assets	10,581 1,012 726	6,523 1,075 115	- - -	- - -
	al other assets (current)	12,319	7,713	-	-
	eceivables (Non- urrent)				
	nsumer finance loans ovision for doubtful debts	2,692	2,906	-	
		(1,418)	(1,034)	-	-
	ounts receivable in respect finance leases	1,274 18,038	(1,034) 1,872 14,410	- - -	- - -
of f Nor owr Tax	finance leases n-trade debts receivable from wholly ned entities (-related balances with controlled	1,274	1,872	- - - 745,582 15,610	
of f Nor owr Tax ent	finance leases n-trade debts receivable from wholly ned entities	1,274	1,872	- - 745,582 15,610 761,192	16,115
of f Nor owr Tax ent	finance leases n-trade debts receivable from wholly ned entities <-related balances with controlled ities	1,274 18,038 - -	1,872 14,410 - -	15,610	16,115
of f Nor owr Tax ent Tot	finance leases n-trade debts receivable from wholly ned entities (-related balances with controlled ities ral receivables (non-current)	1,274 18,038 - -	1,872 14,410 - -	15,610	- - 673,899 16,115 690,014

This relates to properties that have been acquired for development and resale which are not expected to be developed and sold within the next twelve months.

The aggregate carrying amount of current and non-current inventories at 30 June 2005 is \$283.72 million (2004: \$270.97m).





	CONSC	CONSOLIDATED		ARENT
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
12. Other Financial Assets (Non-C	Current)			
	, G			
Securities not quoted on prescribed Stock Exchanges – at cost (in wholly owned controlled entities - Note 40)	-	-	54,326	54,326
Units in unit trusts not quoted on prescribed Stock Exchanges – at cost (a)	19,762	6,904	8,796	8,795
Securities quoted on prescribed Stock Exchanges (in unrelated entities)	7,763	8,704	-	-
Total other financial assets (non-current)	27,525	15,608	63,122	63,121

(a) Units in Unit Trusts

Certain consumer finance receivables are sold, in accordance with an agreement, to a special purpose trust, "The Financial Assets Specialised Trust No. 1" (FAST). The consolidated 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. The receivables that have been sold to FAST, and which at balance date remain outstanding, total \$67.10 million (2004: \$32.54 million). The consolidated entity also holds monies on behalf of FAST relating to these receivables of \$2.42 million (2004: \$2.08 million) at balance date.

In these financial statements, the consolidated entity's interest in FAST is 28.82% (2004: 28.14%) of all issued equity units in FAST. These units are of variable amounts and are included in the consolidated financial statements in other financial assets of \$19.58 million (2004: \$6.72 million). Consumer finance receivables that have not been sold pursuant to this agreement are included in consumer finance loans.

The consolidated 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 consolidated entity.

The consolidated entity is exposed to interest rate risk through its investment in FAST. Under the Receivables Facility Agreement between the consolidated entity and the Manager and Trustee of FAST, the consolidated entity bears the cost of all interest paid in relation to commercial paper issued by FAST. Interest paid by FAST on commercial paper proceeds for the year ended 30 June 2005 was \$2.13 million (2004: \$1.39 million). The weighted average interest rate applicable to commercial paper issued by FAST for the year ended 30 June 2005 was 5.62% (2004: 5.35%).

Upon implementation of the Australian equivalents to International Financial Reporting Standards, under AASB 127 "Consolidated and Separate Financial Statements" and the Urgent Issues Group Interpretation UIG 112 "Consolidation – Special Purpose Entities", the consolidated entity will be required to consolidate FAST, as the substance of the relationship between the entity and FAST indicates that FAST is controlled by the consolidated entity. This has the impact of increasing receivables and payables.

	CONSO	LIDATED	PA	RENT
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
13. Other Assets (Non-Current)				

Licence property 544 757 - -





CONSOL	IDATED	PAF	RENT
2005	2004	2005	2004
\$000	\$000	\$000	\$000

14. Property, Plant and Equipment (Non-Current)

Summary

Land				
- At fair value	557,399	512,678	-	-
Buildings				
- At fair value	416,010	371,087	_	_
- Accumulated depreciation		-	-	-
Total buildings	416,010	371,087	-	-
Net land and buildings	973,409	883,765	-	-
Plant and equipment				
- At cost	565,817	519,485	_	_
- Accumulated depreciation	(309,053)	(278,782)	-	_
<u> </u>	257.774	240.702		
Net plant and equipment, at cost	256,764	240,703	-	
Plant and equipment under lease				
- At cost	3,808	11,003	-	_
- Accumulated amortisation	(2,218)	(5,515)	-	
Net plant and equipment, under lease	1,590	5,488	-	-
Total plant and equipment	258,354	246,191	-	-
Total property, plant and equipment				
- At fair value	973,409	883,765	_	_
- At cost	569,625	530,488	_	_
At 605t			_	
	1,543,034	1,414,253	-	-
Accumulated depreciation and amortisation	(311,271)	(284,297)	-	
Total written down amount	1,231,763	1,129,956	-	_

Valuations

Consistent with methods adopted in prior years, the directors valued each of land and buildings as at 30 June 2005 on the basis of fair value. Fair value has been calculated using the capitalisation method of valuation and having regard to the highest and best use of the land and buildings.

The capitalisation rate reflects the quality of construction, age and quality of improvements and the strength of the tenure of external tenants and Harvey Norman Franchisees in respect of the particular land and buildings, the subject of the valuation.

In the previous financial year, the directors implemented an innovative Commercial Mortgage Backed Securities ("CMBS") program. Fifty-four (54) Harvey Norman complexes in Australia and New Zealand, having a combined book value of \$489.6 million at 30 June 2004, were independently valued by Knight Frank and Colliers at \$560.5 million facilitating the use of the unrealised gain in these properties by means of the "CMBS" program. The directors adopted the independent valuations provided by Knight Frank in Australia and Colliers in New Zealand revaluing fifty-six (56) properties, fifty-four (54) of which were included in the "CMBS" program.





14 Property, Plant and Equipment (Non-Current) (continued)

Reconciliations

Reconciliations of the carrying amounts of property, plant and equipment at the beginning and end of the current financial year.

	CONS	OLIDATED	PA	RENT
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Land				
Fair value				
Opening balance	512,678	371,348	-	-
Additions	22,254	65,986	-	-
Increase resulting from revaluation	28,443	71,684	-	-
Reversal of land at revaluation on sale of property Disposals	- (5,346)	(1,672) (10,332)	-	-
Transfers from Buildings – revaluation	(0,040)	15,010	_	
Net foreign currency differences arising	_	13,010	_	_
from self-sustaining foreign operations	(630)	654	-	-
Closing balance	557,399	512,678	-	-
Buildings (a) Fair value				
Opening balance	371,087	352,843	=	_
Additions	56,915	51,190	_	_
Disposals	(425)	(14,089)	_	_
Reversal of depreciation upon revaluation	(10,603)	(6,305)	_	_
Net foreign currency differences arising from self-sustaining foreign operations Transfers to Land – revaluation	(964)	2,458	-	-
Transfers to Land – revaluation	-	(15,010)	=	
Closing balance	416,010	371,087	-	-
Accumulated Depreciation				
Opening Balance	-	-	-	-
Depreciation for the year	10,721	9,031	-	-
Disposals	(100)	(2,784)	-	-
Reversal upon revaluation	(10,603)	(6,305)	-	-
Net foreign currency differences arising from self-sustaining foreign operations	(18)	58	-	-
Closing balance	_	-	_	_
Net book value	416,010	371,087	_	_
Total land and buildings	973,409	883,765	_	_

(a) Included in Buildings are buildings under construction at a cost of \$26,075,710 (2004: \$5,257,617).





14. Property, Plant and Equipment (Non-Current) (continued)

	CONSOLIDATED		PA	RENT
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Plant and equipment				
Cost Opening balance Additions Disposals	519,485 100,060 (58,472)	423,149 122,405 (36,794)	- - -	- - -
Transfers from capitalised leased plant and equipment Net foreign currency differences arising	7,127	9,504	-	-
from self-sustaining foreign operations	(2,383)	1,221		-
Closing balance	565,817	519,485	-	-
Accumulated Depreciation Opening balance Depreciation for the year Disposals Transfers from capitalised leased plant	278,782 72,348 (46,964)	230,602 61,568 (19,994)	- - -	- - -
and equipment Net foreign currency differences arising from self-sustaining foreign operations	4,502 385	5,846 760	- -	-
Closing balance	309,053	278,782	-	-
Net book value	256,764	240,703	-	-
Capitalised Leased Plant and Equipment Capitalised cost Opening balance Additions Disposals Transfers to owned plant and equipment Net foreign currency differences arising from self-sustaining foreign operations	11,003 - (49) (7,127) (19)	20,686 195 (374) (9,504)	- - - -	
Closing balance	3,808	11,003	-	-
Accumulated Depreciation Opening balance Amortisation for the period Transfers to owned plant and equipment Disposals Net foreign currency differences arising from self-sustaining foreign operations	5,515 1,235 (4,502) (27)	8,836 2,736 (5,846) (211)	- - - -	- - - -
Closing balance	2,218	5,515	-	-
Net book value	1,590	5,488	-	-
Total plant and equipment	258,354	246,191	-	-
Total property, plant and equipment	1,231,763	1,129,956	-	_





7,563

5,039

4,591

	CONSOLIDATED		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
15. Intangible Assets (Non- Current)				
Goodwill – at cost Accumulated amortisation	13,775 (3,280)	13,838 (2,626)	- -	- -
Total intangibles, net	10,495	11,212	-	-

This goodwill primarily relates to the goodwill on consolidation resulting from the acquisition of a controlling interest in Rebel Sport Limited.

16. Deferred Tax Assets (Non-Current)

Future income tax benefits attributable to

timing differences

17. Payables (Current)				
Unsecured: - Trade creditors and accruals - Hedge payable	558,450 33,450	552,492 561	309 -	135 -
Total payables (current)	591,900	553,053	309	135

8,358

18. Interest-Bearing Liabilities (Current)

Secured: Non trade amounts owing to: - Other related parties (a)	2,422	2,083	-	-
Unsecured: Bank overdraft Lease liabilities (b) Note 34(b)(i) Non trade amounts owing to:	37,853 1,293	34,302 3,046	-	-
- Specified directors (c)	25,872	20,999	=	_
- Other related parties (c)	4,486	2,092	-	-
- Other unrelated persons	706	355	-	-
Total interest-bearing liabilities (current)	72,632	62,877	-	-

⁽a) These loans are secured over consumer finance receivables.

19. Tax Liabilities (Current)

Provision for taxation	12,778	25.115	9,155	19,807



⁽b) The implicit interest rate on lease liabilities is 9% over a term of 3 years.

⁽c) Interest is payable at normal commercial bank bill rates. The loans are unsecured and repayable at call.



		CONSOLIDATED		PARENT	
		2005 \$000	2004 \$000	2005 \$000	2004 \$000
20.	Provisions (Current)				
	Employee entitlements Other (refer Note 23(a))	10,691 534	9,291 1,541	- -	- -
	Total other provisions (current)	11,225	10,832	<u>-</u>	
21.	Other Liabilities (Current)				
	Lease incentives Unearned revenue	1,377 2,855	1,730 3,093	- -	-
	Total other liabilities (current)	4,232	4,823		_

Unearned revenue mainly refers to unearned interest on NCF lease receivables.

22. Interest-Bearing Liabilities (Non-Current)

Secured: Non trade amounts owing to: Commercial Mortgage Backed Securities (a)	253,676	251,905	-	-
Secured bills payable (b)	400,678	218,939	-	_
Lease liabilities - Note 34(b)(i)	430	1,265	-	-
Total interest-bearing liabilities				
(non-current)	654,784	472,109	_	-

(a) Commercial Mortgage Backed Securities (CMBS)

The CMBS facility is secured by a first registered mortgage over fifty-four (54) separate Harvey Norman complexes in Australia and New Zealand. In Australia, the term of the facility is 5 years, expiring on 19 May 2009, with a fixed interest rate of 5.87%. Interest is payable on a quarterly basis, in arrears. In New Zealand, the loan was originally subject to a floating interest rate but was subsequently fixed on 1 July 2004 under a 5-year facility expiring on 19 August 2009.

(b) Bills Payable

Bills payable are secured by a first mortgage over certain freehold land and buildings and by deeds of charge and mortgage debentures over inventories, trade debtors, consumer finance loans and lease receivables. The bills have an average maturity of 30 days with an effective average interest rate of 2.4% to 6.99% (2004: 1.7% to 6.6%).

Bills payable have been classified as non-current interest-bearing liabilities on the basis that no net principal reductions are intended to be made prior to 30 June 2006 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 ratios are to be maintained to the satisfaction of the bank.

These facilities are subject to annual review.





	CONSO	CONSOLIDATED		RENT
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
23. Provisions (Non-Current)				
Employee entitlements Other (a)	1,709 914	1,573 5,121	- -	-
Total provisions (non-current)	2,623	6,694	_	-
Movements in provisions				
a) Other				
Carrying amount at the beginning of the financial year Additional provision Amounts utilised during the year Reversal of unused provision	6,662 190 (715) (414)	4,701 2,161 - (200)	- - -	- - -
Reclassification to outside equity interest share of Total Equity Other reclassifications	(4,118) (157)	-	<u>-</u> -	-
Carrying amount at the end of the financial year	1,448	6,662	-	-
Reconciled to: Provisions (Current – Note 20) Provisions (Non-current)	534 914	1,541 5,121	- -	- -
	1,448	6,662		

Nature of Other Provisions

The majority of the above balance relates to a provision for the outside equity interest share of losses incurred by a controlled entity within the consolidated group.

24. Other Liabilities (Non-Current)

Lease incentives	3,736	4,191	-	-
Unearned revenue	3,959	1,185	-	-
Other	78	-	-	-
T	7 770	E 07/		
Total other liabilities (non-current)	7,773	5,376	-	





		CONSOLIDATED			PARENT		
		2005 \$000	2004 \$000	2005 \$000	2004 \$000		
25	. Contributed Equity						
	Ordinary shares – fully paid (a) Outside equity interests	246,591 57,888	246,591 58,680	246,591 -	246,591 -		
	Total contributed equity	304,479	305,271	246,591	246,591		
				Number of Ordinary Shares 2005 2004			
(a)	Movements in issued shares for the year: - Beginning of the financial year - Shares issued during the current period			1,056,830,115 953,336	1,055,893,449 936,666		
	End of the financial year			1,057,783,451	1,056,830,115		

Ordinary Shares - Terms and Conditions

Ordinary shares have the right to receive dividends as declared and, in the event of winding up the company, to participate in any surplus on winding up in proportion to the number of and amounts paid up on shares held. Each ordinary share entitles the holder to one vote, either in person or by proxy, at a meeting of the company. Refer to Note 32. Director and Executive Disclosures for further information on the shares issued during the year ended 30 June 2005.

Share Options

Harvey Norman Holdings Limited

There were 8,427,333 (2004: 3,948,000) options to subscribe for 8,427,333 fully paid ordinary shares in the Company, pursuant to the Harvey Norman Executive Option Plan ("EOP"), outstanding as at 30 June 2005.

Details of options issued pursuant to EOP are set out in Note 32.

Rebel Sport Limited

There were 4,220,000 (2004: 4,244,000) options over unissued ordinary shares outstanding at 30 June 2005. Rebel Sport Limited operates an Employee Option Incentive Scheme which was approved by shareholders on 12 October 1993. Under the terms of this scheme, the directors may offer options over unissued ordinary shares in Rebel Sport Limited to certain senior management employees of the entity. Refer to Note 30. Employee Benefits on page 75 for further information.

Pertama Holdings Limited, Singapore

There were 4,000,000 (2004: 5,000,000) options over unissued ordinary shares outstanding at 30 June 2005. At an Extraordinary General Meeting of shareholders held on 9 July 2003, shareholders approved the grant of 4,000,000 options to Mr Martin Dunkerley. During the current year, the 1,000,000 options granted to Ms Koh Kee Ai lapsed upon her resignation from Pertama Holdings Limited on 9 November 2004.

Refer to Note 30. Employee Benefits on page 74 for further information.





	CONSOLIDATED		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
26. Reserves				
Asset revaluation Foreign currency translation	271,897 (3,897)	243,454 391	<u>-</u> -	-
Total reserves	268,000	243,845	-	-

These comprise:

(a) Asset Revaluation

The asset revaluation reserve is used to record increments and decrements in the value of land and buildings. The reserve can only be used to pay dividends in limited circumstances.

Movements during the year:

Balance at beginning of year Transfer from asset revaluation reserve on	243,454	173,442	-	-
sale of property Revaluation increments on revaluation of: - land and buildings	-	(1,672)	-	-
	28,443	71,684	-	-
Balance at end of year	271,897	243,454	-	-

(b) Foreign Currency Translation

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of self-sustaining foreign operations.

Movements during the year:

Balance at beginning of year Gain/(loss) on translation of overseas	391	(1,753)	-	-
controlled entities	(4,288)	2,144	-	_
Balance at end of year	(3,897)	391	-	-





		CONS	SOLIDATED	PARENT	
· -		2005 \$000	2004 \$000	2005 \$000	2004 \$000
	Retained Profits and Dividends				
1)	Retained Profits (attributable to members o	f the parent ent	ity):		
	Retained profits at the beginning of the financial year Transfer from asset revaluation reserve on sale of property	667,493 -	547,871 1,672	491,193 -	418,079
	Dividends provided for or paid	(79,324)	(58,102)	(79,324)	(58,102
	Net profit	171,435	176,052	161,429	131,216
	Retained profits at the end of the financial year	759,604	667,493	573,298	491,193
)	Outside Equity Interests				
	Outside equity interests in controlled entities comprise the following:				
_	 Interest in contributed equity Interest in reserves Interest in dividends Interest in opening retained earnings Interest in current year profit 	57,888 (14,296) (5,782) 22,794 17,115	58,680 (10,533) (4,838) 16,130 10,907	- - - -	- - - -
	Total Outside Equity Interests	77,719	70,346	-	_
)	Equity:				
	Total equity at the beginning of the financial year Total changes in equity recognised in the	1,228,275	1,034,037	737,784	664,670
	Statement of Financial Performance Transactions with owners as owners:	195,590	248,208	161,429	131,216
	- Dividends Transfer from asset revaluation reserve on	(79,324)	(58,102)	(79,324)	(58,102
	sale of property	-	1,672	-	-
	Total changes in outside equity interests	7,373	2,460	-	-
	Total equity at the reporting date	1,351,914	1,228,275	819,889	737,784





27. Retained Profits and Dividends (continued)

	CONSOLIDATED		P.A	PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000	
Dividends Paid During the Year					
 Current Year Interim Fully franked dividends 3.0 cents per share (2004: 3.0 cents per share) Previous Year Final 	31,730	31,705	31,730	31,705	
Fully franked dividends 4.5 cents per share (2004: Relates to 2003 Final Dividend of 2.5 cents per share)	47,594	26,397	47,594	26,397	
	79,324	58,102	79,324	58,102	

The current year interim dividend was paid on 13 May 2005.

The previous year final dividend was paid on 10 December 2004.

The dividend expense balance recognised as at 30 June 2005 is comprised of the current year interim dividend for 2005 of \$31.73 million and the final dividend paid in respect of the year ended 30 June 2004 of \$47.59 million. This totalled \$79.32 million for the year.

(ii) Dividends Proposed and not Recognised as a Liability Franked dividends 3.5 cents per share (2004:

4.5 cents)	37,022	47,557	37,022	47,557

(iii) Franking Credit Balance

The amount of franking credits available for the subsequent financial year are:

franking account balance as at the end of the financial year at 30%franking credits that will arise from the payment	-	-	338,444	297,035
of income tax payable as at the end of the			9,155	19,807
financial year - franking credits that will be utilised in the payment of proposed final dividend	-	-	(15.867)	(20,382)
payment or proposed final dividend	-	-	(15,667)	(20,302)

As of 1 July 2002, Harvey Norman Holdings Limited and its wholly-owned Australian subsidiaries have formed a tax consolidated group pursuant to the tax consolidation legislation, which requires the tax-consolidated group to keep a single franking account. The amount of franking credits available to shareholders of the parent entity (being the head entity in the tax consolidated group) has been measured under the new legislation as those available from the tax consolidated group.



296,460

331,732



	CONS	CONSOLIDATED		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000	
28. Statement of Cash Flo	WS				
Reconciliation of Cash Cash on hand Short term money market deposits	136,020 13,376	58,642 30,000	- -	-	
Bank overdraft (Note 18)	149,396 (37,853)	88,642 (34,302)	- -	-	
Cash at end of period	111,543	54,340	-	-	
Reconciliation of net profit after in to net operating cash flows:	ncome tax				
Net profit after income tax before our equity interests	tside 188,550	186,959	161,429	131,216	
Adjustments for non-cash income and items:	expense				
Net foreign exchange (gain)/loss	(1,094)	(1,748)	-		
Bad and doubtful debts	2,495	1,487	-		
Provision for inventory obsolescence	291	(196)	-		
Share of joint ventures	(4,777)	(3,822)	-		
Depreciation of property, plant and eq	uipment 83,069	70,599	-		
Amortisation of leased assets	1,235	2,736	-		
Amortisation of goodwill	713	806	-		
Transfers to provisions: - Employee entitlements - Doubtful debts	1,536 1,693	1,460 79	- -		
(Profit)/loss on disposal and revaluation - Property, plant and equipment, and securities	on of: d listed (368)	(6,839)	-		
Changes in assets and liabilities net of from purchase and sale of controlled (effects entities:				
(Increase)/decrease in assets: Receivables Inventory	(81,564) (13,041)	(111,511) (63,606)	(132,942) -	(103,382	
Other current assets Deferred tax assets	(37,463) (795)	3,687 389	(448)	(2,06	
Increase/(decrease) in liabilities: Payables and other current liabilities Non trade amounts owing to	56,437	110,430	174	(10	
FAST Income tax payable	339 (12,337)	(511) (961)	- 347	3,58	
Net operating cash flows	184,919	189,438	28,560	29,25 ⁻	





29. Impact of Adopting Australian Equivalents to IFRS

Harvey Norman Holdings Limited is in the process of transitioning its accounting policies and financial reporting from current Australian Accounting Standards (AGAAP) to Australian equivalents of International Financial Reporting Standards (AIFRS) which will be applicable for the financial year ended 30 June 2006. In 2004, the consolidated entity allocated internal resources to conduct impact assessments to identify key areas that would be impacted by the transition to AIFRS. Priority has been given to the preparation of an opening balance sheet in accordance with AIFRS as at 1 July 2004, the consolidated entity's transition date to IFRS. This will form the basis of accounting for AIFRS in the future, and is required when the consolidated entity prepares its first fully AIFRS compliant financial report for the year ended 30 June 2006.

Set out on the following page are the key areas where accounting policies are expected to change on adoption of AIFRS and an estimate of the quantitative impact of the changes on total equity as at the date of transition and 30 June 2005 and on net profit for the year ended 30 June 2005.

The figures disclosed are estimates of the quantitative impact of the changes as at the date of preparing the 30 June 2005 financial report. The actual effects of transition to AIFRS may differ from the estimates disclosed due to:

- (a) ongoing work being undertaken by the consolidated entity on the AIFRS project;
- (b) potential amendments to AIFRSs and Interpretations thereof being issued by the standard-setters and IFRIC: and
- (c) emerging accepted practice in the interpretation and application of AIFRS and UIG Interpretations.

The Harvey Norman New Zealand subsidiary, Harvey Norman Stores (NZ) Pty Limited, will early-adopt NZIFRS to coincide with the timing of Australian adoption. Adjustments that will be made to the accounts of that subsidiary are included in the consolidated entity's numbers as estimated on the following page.



- 29. Impact of Adopting Australian Equivalents to IFRS (continued):
- (a) Reconciliation of Equity as Presented under AGAAP to that under AIFRS

		CONSOLII 30 June 2005 \$000	DATED 1 July 2004 \$000	PARE 30 June 2005 \$000	
		Ψ000	4000	ΨΟΟΟ	Ψ000
Total equity under AGAAP		1,351,914	1,228,275	819,889	737,784
Adjustments to retained earnings (net of tax)					
Write-back of goodwill amortisation	(i)	713	-	-	-
Recognition of share-based payment expense	(ii)	(1,995)	(756)	-	-
Inventory valuation adjustments	(iii)	(13,119)	(6,473)	_	-
Increase in fair value of investment properties	(iv)	15,595	-	-	-
Reclassification of land and buildings as investment properties	(v)	157,257	157,257	-	-
Write-back building depreciation expense on investment properties	(vi)	6,087	-	-	-
Reset cumulative exchange difference on transition to AIFRS	(vii)	391	391	-	-
Recognition of "make good" and other provisions	(viii)	(922)	(604)	-	-
Recognition of lease expenses on a straight-line basis	(ix)	(1,825)	(1,807)	-	-
		162,182	148,008	-	_
Adjustments to other reserves (net of tax)					
Recognition of share-based payment expense	(ii)	2,074	798	-	_
Reclassification of land and buildings as investment properties	(v)	(172,852)	(157,257)	_	_
Tax effect of revalued assets	(x)	(82,771)	(74,164)	-	_
Reset cumulative exchange difference on transition to AIFRS	(vii)	(540)	(391)	-	-
		(254,089)	(231,014)		-
Adjustments to outside equity interests (net of tax)					
Inventory valuation adjustments	(iii)	(5,040)	(2,491)	-	-
Recognition of share-based payment expense	(ii)	(79)	(42)	-	-
Recognition of "make-good" and other provisions	(viii)	(40)	(47)	-	-
		(5,159)	(2,580)	-	-
Total equity under AIFRS		1,254,848	1,142,689	819,889	737,784





29. Impact of Adopting Australian Equivalents to IFRS (continued):

Notes to the Reconciliation of Equity as Presented under AGAAP to that under AIFRS:

- (i) Under AASB 3 "Business Combinations" goodwill would not be permitted to be amortised but instead is subject to impairment testing on an annual basis or upon the occurrence of triggers which may indicate potential impairment. The consolidated entity's goodwill balance predominantly relates to the goodwill generated on the acquisition of Rebel Sport Limited, with a small amount attributable to an acquisition in Singapore. Currently, the consolidated entity amortises goodwill over its useful life but not exceeding 20 years. The consolidated entity has not elected to apply AASB 3 retrospectively and hence, prior year amortisation would not be written-back as at the date of transition.
- (ii) Under AASB 2 "Share Based Payments" the consolidated entity would recognise the fair value of shares and/or options granted to employees as remuneration as an expense in the income statement on a pro-rata basis over the vesting period of those shares and options. A corresponding adjustment will be made to equity. All equity based remuneration is made in accordance with plans approved by shareholders. At the annual general meeting of Harvey Norman Holdings Limited held on 25 November 2003, the shareholders approved the implementation of the Deferred Executive Incentive Share Plan ("DEIP") and the Executive Option Plan ("EOP"). The consolidated entity has not recognised the fair value of any shares and options issued under these plans as an expense in the income statement as share-based payments are not recognised under AGAAP.
- (iii) Under AASB 102 "Inventories", the cost of inventory should be valued at an amount net of trade discounts, rebates and other similar items. The consolidated entity currently receives supplier incentives such as volume rebates, settlement discounts and funds from suppliers for the general, on-going promotion of their products (collectively termed "brand support contribution"). The current policy of the consolidated entity is to recognise settlement discounts and brand support contribution directly as other revenue in the income statement. The application of AASB 102 would require the consolidated entity to recognise these items as a reduction in the purchase price of inventory on the balance sheet and recognise the contributions as a reduction in cost of goods sold when the item is sold to external customers.
- (iv) Under AASB 140 "Investment Properties", a gain or loss arising from a change in the fair value of investment properties shall be recognised in profit or loss for the period in which it arises. The consolidated entity has separated its property portfolio into land and buildings held for the purpose of earning rental income and/or capital appreciation and land and buildings held for use in the production or supply of goods or services or for administrative purposes. Whilst the majority of the Australian property portfolio is owned to facilitate the consolidated entity's franchising structure, it falls under the classification of "investment properties" as the land and buildings are primarily leased to franchisees who are not part of the consolidated group. The consolidated entity has elected to adopt the fair value model and therefore all subsequent asset increments and decrements relating to investment properties will be recognised in the income statement.
- (v) Under AASB 1 "First-time Adoption of Australian Equivalents to International Financial Reporting Standards", an entity may elect to measure an item of property, plant and equipment at the date of transition at its fair value and use that fair value as its deemed cost at that date. The consolidated entity has separated its property portfolio between investment properties and owner-occupied properties at the date of transition to AIFRS. The deemed cost of the land and buildings determined to be investment properties has been taken as the fair value of the items on transition. The consolidated entity has reclassified the cumulative asset revaluation reserve attributable to investment properties to retained earnings as an opening AIFRS adjustment.
- (vi) Under AASB 140 "Investment Properties", an entity that chooses the fair value model shall measure all of its investment property at fair value and this shall reflect market conditions at reporting date. Land and buildings held as investment properties fall outside the scope of AASB 136 "Impairment of Assets" and are not required to be depreciated in accordance with AASB 116 "Property, Plant & Equipment" where the depreciable amount of owner-occupied property is to be allocated on a systematic basis over its useful life.
- (vii) Under AASB 1 "First-time Adoption of Australian Equivalents to International Financial Reporting Standards", an entity may adopt the exemption that permits the cumulative translation differences for all foreign operations to be deemed to be zero at transition date. This has the effect of clearing the cumulative foreign exchange difference on the balance sheet to nil and resetting all historical exchange rates to the prevailing spot rates as at transition date.
- (viii) Under AASB 116 "Property, Plant and Equipment", the consolidated entity will be required to include as part of the cost of its property, plant and equipment, an estimate of the costs to remove leasehold improvements at the end of the lease term where such an obligation exists to the lessor. These costs are not recognised under AGAAP. A corresponding liability would also be recognised under AIFRS in accordance with AASB 137 "Provisions, Contingent Liabilities and Contingent Assets".

Harvey Norman Heldings Limited Annual Report 2005 70



29. Impact of Adopting Australian Equivalents to IFRS (continued):

Notes to the Reconciliation of Equity as Presented under AGAAP to that under AIFRS (continued):

- (ix) Under AASB 117 "Leases", lease payments under an operating lease (excluding costs for services such as insurance and maintenance) shall be recognised as an expense on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern of the user's benefit.
- (x) Under AASB 112 "Income Taxes", the consolidated entity would be required to use a balance sheet liability method, rather than the current income statement method, which recognises deferred tax balances where there is a difference between the carrying value of an asset or liability and its tax base. Where applicable, the above adjustments to retained earnings will result in changes to deferred tax balances under AIFRS, increasing both deferred tax liabilities and deferred tax assets.
 - A significant impact in the application of AASB 112 to the consolidated entity relates to the recognition of a deferred tax liability in relation to revalued assets. A deferred tax liability will be recognised on the full value of revalued assets thereby resulting in a reduction in total equity under AIFRS. Under AGAAP, the tax effects of asset revaluations are not recognised.
- (xi) It has been decided to apply the exemption provided in AASB 1 "First-time Adoption of Australian Equivalents to International Financial Reporting Standards" which permits entities not to apply the requirements of AASB 132 "Financial Instruments: Presentation and Disclosures" and AASB 139 "Financial Instruments: Recognition and Measurement" for the financial year ended 30 June 2005. The standards will be applied from 1 July 2005. Management is continuing in the process of determining the impact that adopting the standards would have on the financial statements of the consolidated entity.
- (xii) Under AASB 127 "Consolidated and Separate Financial Statements" and the Urgent Issues Group Interpretation UIG 112 "Consolidation Special Purpose Entities", the entity will be required to consolidate the Financial Assets Specialised Trust No. 1("FAST"), as the substance of the relationship between the entity and FAST indicates that FAST is controlled by the consolidated entity. This has the impact of increasing receivables and payables. There is no material impact to equity under AIFRS. Under AGAAP, the consolidated entity was not required to consolidate FAST.

(b) Reconciliation of Net Profit under AGAAP to that under AIFRS:

		CONSOLIDATED 30 June 2005 \$000	PARENT 30 June 2005 \$000
Net profit as reported under AGAAP		171,435	161,429
Write-back of goodwill amortisation	(i)	713	-
Recognition of share-based payment expense	(ii)	(1,276)	-
Inventory valuation adjustments	(iii)	(12,999)	-
Increase in fair value of investment properties	(iv)	22,278	-
Write-back building depreciation expense on investment properties	(v)	8,696	-
Recognition of "make-good" and other provisions	(vi)	(445)	-
Recognition of lease expenses on a straight-line basis	(vii)	(26)	-
		16,941	-
Adjustments to income tax expense	(viii)	(5,347)	-
Adjustments to net profit attributable to outside equity interests	(ix)	2,505	-
Net profit under AIFRS		185,534	161,429





29. Impact of Adopting Australian Equivalents to IFRS (continued):

Notes to the Reconciliation of Net Profit under AGAAP to that under AIFRS:

- (i) Under AASB 3 "Business Combinations" goodwill is not permitted to be amortised but instead is subject to impairment testing. Currently, the consolidated entity amortises goodwill over its useful life but not exceeding 20 years. Under the new policy, amortisation would no longer be charged, but goodwill would be written down to the extent it is impaired.
- (ii) Under AASB 2 "Share Based Payments" the consolidated entity would recognise the fair value of shares and/or options granted to employees as remuneration as an expense in the income statement on a pro-rata basis over the vesting period of those shares and options. Share-based payment costs are not recognised under AGAAP. This would result in a decrease in profit from AGAAP to AIFRS.
- (iii) Under AASB 102 "Inventories ", the cost of inventory should be valued at an amount net of trade discounts, rebates and other similar items. Currently the consolidated entity recognises settlement discounts and other incentives from suppliers (collectively termed "brand support contribution") directly as other revenue in the income statement on receipt of the incentive. Under the new policy inventory rebates, settlement discounts and brand support contributions cannot be recognised as other revenue in the income statement but rather as a reduction in the purchase price of inventory in the balance sheet. Such items will only be recognised as a reduction in the cost of goods sold in the income statement when the inventory is sold to external customers. This would result in a decrease in profit from AGAAP to AIFRS.
- (iv) Under AASB 140 "Investment Properties", a gain or loss arising from a change in the fair value of investment properties shall be recognised in profit or loss for the period in which it arises. Currently the consolidated entity does not distinguish between properties held for investment purposes or for owner-occupied use and therefore all asset revaluation increments are credited directly to an asset revaluation reserve in equity. Under the new policy, the asset revaluation increment attributable to investment properties will be recognised as income in the income statement resulting in an increase in profit from AGAAP to AIFRS.
- (v) Under AASB 140 "Investment Properties", an entity that chooses the fair value model shall measure all of its investment property at fair value and this shall reflect market conditions at reporting date. Currently the consolidated entity does not distinguish between properties held for investment purposes or for owner-occupied use and therefore has recognised depreciation expense on the building component of its property portfolio. Under the new policy, the building component of properties classified as investment properties will not be required depreciated on a systematic basis over its useful life. However the investment property would be required to be written down to the extent that the value falls below what is considered to be fair value. This would result in an increase in profit from AGAAP to AIFRS.
- (vi) Under AASB 116 "Property, Plant and Equipment", the consolidated entity will be required to include as part of the cost of its property, plant and equipment, an estimate of the costs to remove leasehold improvements at the end of the lease term where such an obligation exists to the lessor. These costs are not recognised under AGAAP.
- (vii) Under AASB 117 "Leases", lease payments under an operating lease shall be recognised as an expense on a straight-line basis over the lease term unless another systematic basis is more representative of the time-pattern of the user's benefit.
- (viii) The adjustment to income tax expense relates to the above AIFRS adjustments.
- (ix) The Reconciliation of Net Profit under AGAAP to that under AIFRS has been prepared on a consolidated basis. As such the adjustments required under AIFRS, namely inventory valuation, share-based payments, and recognition of the make-good provision, also relate to controlled entities that are not wholly-owned.

(c) Restated AIFRS Statement of Cash Flows for the year ended 30 June 2005

No material impacts are expected to the cash flows presented under AGAAP on adoption of AIFRS.

Harvey Norman Holdings Limited Annual Report 2005 72



	CONS	OLIDATED	P.	ARENT
	2005 Number	2004 Number	2005 Number	2004 Number
D. Employee Benefits				
The number of full-time equivalent employees employed as at 30 June are:	3,766	3,689	-	
	2005 \$000	2004 \$000	2005 \$000	200 ⁴ \$000
The aggregate employee entitlement liability is com	prised of:			
Accrued wages, salaries and on costs Provisions (current – Note 20) Provisions (non-current – Note 23)	5,862 10,691 1,709	3,770 9,291 1,573	- - -	
Total employee entitlement provisions	18,262	14,634	_	

The consolidated entity makes contributions to complying superannuation funds for the purpose of provision of superannuation benefits for eligible employees of the consolidated entity. The amount of contribution in respect of each eligible employee is not less than the prescribed minimum level of superannuation support in respect of that eligible employee. The complying superannuation funds are independent and not administered by the consolidated entity.

Share Options

Harvey Norman Holdings Limited

At balance date, the following options over unissued ordinary shares were outstanding and vested (or able to be exercised) by, or for the benefit of, directors of Harvey Norman Holdings Limited:

Grant Date	Expiry Date	Exercise Price				f Options ted
			2005 2004		2005	2004
26/11/2003	30/11/2008	\$3.00	3,948,000	3,948,000	-	-
28/09/2004	30/11/2008	\$2.93	3,946,000	-	-	-
29/06/2005	30/11/2010	\$2.62	533,333	-	-	-
			8,427,333	3,948,000	-	-

Refer to Note 32. Director and Executive Disclosures for further information.





30. Employee Benefits (continued)

Pertama Holdings Limited, Singapore

At balance date, the following options over unissued ordinary shares were outstanding and vested (or able to be exercised) by directors and employees of Pertama Holdings Limited, Singapore:

Grant Date	Expiry Date	Exercise Price		of Options anding	Number of Veste	
			2005	2004	2005	2004
09/07/2003	31/01/2008	\$SGD 0.275	4,000,000	4,000,000	-	-
22/11/2001	01/10/2010	\$SGD 0.275	4,000,000	1,000,000	<u>-</u> -	

On 9 July 2003, at an Extraordinary General Meeting of shareholders, options to subscribe for up to 4,000,000 ordinary shares of par value \$0.25 Singapore Dollars each in the capital of Pertama Holdings Limited, were granted to Mr Martin Dunkerley at the exercise price of \$0.275 Singapore Dollars per option.

The terms of the option agreement entered into between Pertama Holdings Limited and Mr Martin Dunkerley in respect of these 4,000,000 options are:

- The exercise price of these options is subject to annual review by the Board
- The options are exercisable for the period commencing the third anniversary of 31 January 2003 and must be exercised before the fifth anniversary of 31 January 2003

Using the Black-Scholes option-pricing model, the value of these options at grant date is \$0.0613 Singapore Dollars per option or 4.895 cents per option in Australian dollars, translated at an average exchange rate for the year ended 30 June 2005. Thus at grant date, the total value of these options is \$245,200 Singapore Dollars, or \$195,800 Australian dollars.

On 22 November 2001, at an Extraordinary General Meeting of shareholders, options to subscribe for up to 1,000,000 ordinary shares of par value of \$0.25 Singapore Dollars each in the capital of Pertama Holdings Limited, were granted to Ms Koh Kee Ai at the exercise price of \$0.45 Singapore Dollars per option.

On 9 July 2003, at an Extraordinary General Meeting of shareholders of Pertama Holdings Limited, the exercise price in respect of each of the options granted to Ms Koh Kee Ai on 22 November 2001 was reduced from \$0.45 Singapore Dollars to \$0.275 Singapore Dollars per option.

On 9 November 2004, the 1,000,000 options granted to Ms Koh Kee Ai lapsed and became null and void upon her resignation from Pertama Holdings Limited.

Harvey Norman Holdings Limited Annual Report 2005 74



Employee Benefits (continued)

Rebel Sport Limited

Share Options Employee Option Incentive Scheme

Rebel Sport Limited ("Rebel") has implemented an Employee Option Incentive Scheme. The disclosure below only relates to that Employee Option Incentive Scheme (the "Rebel Scheme").

The Rebel Scheme was approved by shareholders on 12 October 1993. Under the terms of the Rebel Scheme, the directors may offer options over unissued ordinary shares in Rebel to certain senior management employees of Rebel.

No options were granted during the current financial period.

Pursuant to the Rebel Scheme, during the previous financial period on 14 July 2003, Rebel granted unlisted options over 450,000 unissued ordinary shares to three employees of the company, at an exercise price of \$2.46 per option. The options were issued free of charge to these employees. Using the Black-Scholes Option Pricing Model, the options issued were valued at \$0.56 per option, or \$252,000 in total.

In the 2003 financial period, Rebel granted unlisted options over 500,000 unissued ordinary shares to Karen Bozic, an executive of Rebel, at an exercise price of \$2.22 per option. The options were issued free of charge to this employee. Karen Bozic later became an executive director of Rebel on 22 May 2003, after the grant of options to her. Using the Black-Scholes Option Pricing Model, the options issued to Karen Bozic were valued at \$0.49 per option, or \$247,000 in total.

Under the Rebel Scheme, each of the outstanding options will lapse after five years from the date of issue and are exercisable as follows:

- In the first year after the issue, no options will be exercisable.
- In the second year after the issue, 20% of the options will become exercisable.
- In each successive year, 20% of the options will become exercisable.
- The right to exercise the options is cumulative.
- All of the unexercised options become exercisable thirty days before the fifth anniversary of the issue of the options.

If the relevant employee leaves the employment of Rebel within one year of commencing employment, all of the options held by the relevant employee will lapse. For employees with greater than one year's service, any unexercised options will lapse thirty days after the employee ceases employment with Rebel. During the financial period, there were no options cancelled (2004: 188,000) relating to terminated employees.

Options Issued to Directors in a Previous Financial Period

At a general meeting of shareholders of Rebel held on 26 September 2002, shareholders approved the grant of 3,400,000 options to Stephen Heath, the Managing Director of Rebel. The options entitle the option holder to subscribe for 3,000,000 ordinary shares at an exercise price of \$0.83 per option ('the first tranche') and 400,000 ordinary shares at \$1.75 per option ('the second tranche'). The options cannot be exercised before 1 October 2005 and they expire on 30 September 2007. The options were issued free of charge to the Managing Director. Using the Black-Scholes Option Pricing Model, each of the first tranche options were valued at \$0.86 per option, or \$2,580,000 in total, and each of the second tranche options were valued at \$0.55 per option, or \$220,000 in total.

None of the options issued to employees or directors of Rebel (unless subject to Board approval) can be transferred and they will not be quoted on the ASX. Once exercised, each outstanding option entitles the holder to subscribe for one fully paid ordinary share in Rebel.

Harvey Norman Facilings Limited Annual Report 2005 75



30. Employee Benefits (continued) Rebel Sport Limited (continued)

The following table summarises information about options exercised by employees of Rebel during the financial period ended 30 June 2005:

Grant Date	Exercise Date	Number of Options	Average Exercise Price	Proceeds from Shares Issued \$	Number of Shares Issued	Issue Date	Average Fair Value of Shares Issued
Employees							
Various	Various	24,000	\$0.82	20,000	24,000	Various	\$2.49

The following table summarises information about options exercised by employees and a former director of Rebel during the previous financial period ended 30 June 2004:

Grant Date	Exercise Date	Number of Options	Average Exercise Price	Proceeds from Shares Issued \$	Number of Shares Issued	lssue Date	Average Fair Value of Shares Issued
Employees							
Various	Various	575,000	\$0.82	472,000	575,000	Various	\$2.87
Former Director H. Seskin 3/08/2001	16/09/2003	800,000	\$0.67	536,000	800,000	16/09/2003	\$3.07
		1,375,000		1,008,000	1,375,000		

Mr Seskin resigned as a director on 30 June 2003.

Fair value of shares issued is estimated to be the market price of shares of Rebel Sport Limited as at close of trading on their respective issue dates.

At balance date, the following options over unissued ordinary shares were outstanding and vested (or able to be exercised) by employees and directors of Rebel:

Grant Date	Expiry Date	Exercise Price	Number of Options Outstanding					of Options sted
			2005	2004	2005	2004		
03/07/2000	03/07/2005	\$0.82	20,000	44,000	20,000	28,000		
10/10/2002*	30/09/2007	\$0.83	3,000,000	3,000,000	-	-		
10/10/2002*	30/09/2007	\$1.75	400,000	400,000	-	-		
04/04/2003*	04/04/2008	\$2.22	500,000	500,000	200,000	100,000		
14/07/2003	14/07/2008	\$2.46	300,000	300,000	60,000	-		
			4,220,000	4,244,000	280,000	128,000		

^{*}Options issued to individuals who are directors of Rebel Sport Limited.

There have been no options exercised by employees of Rebel since balance date.





31.

Notes to the Financial Statements (continued)

	CONS	SOLIDATED	PA	PARENT	
	2005 \$	2004 \$	2005 \$	2004 \$	
Remuneration of Auditors					
Amounts received or due and receivable by Ernst & Young for: - an audit or review of the financial report of the entity and any other entity in the consolidated entity	910,086	824,697	-	_	
 other services in relation to the entity and any other entity in the consolidated (a) entity 	123,307	166,224	-	-	
	1,033,393	990,921	-	-	
Amounts received or due and receivable by auditors other than Ernst & Young for: - an audit or review of the financial report of the entity and any other entity in the consolidated entity - other services in relation to the entity	79,268	87,526	-	-	
and any other entity in the consolidated entity	182,890	60,862	-	-	
	262,158	148,388	-	-	
	1,295,551	1,139,309	-	-	

⁽a) These services relate to tax compliance and other assurance related services. Total tax compliance services received from Ernst & Young was \$55,731 for the year ended 30 June 2005 (2004: \$125,159)





32. Director and Executive Disclosures

(a) Details of Specified Directors and Specified Executives

(i) Specified Directors

G. Harvey Executive Chairman

K.L. Page Managing Director

R.J. Skippen Finance Director and Company Secretary

A.B. Brew Director

J.E. Slack-Smith Director

S.P. Hauville Director

C.H. Brown Non-Executive Director

M.J. Harvey Non-Executive Director

I.J. Norman Non-Executive Director

K.W. Gunderson-Briggs Non-Executive Director

G.C. Paton Non-Executive Director

(ii) Specified Executives

R.C.D. Champion General Manager – Property

M.L. Anderson General Manager – Advertising

S. Lindsay General Manager – Domayne

D. Ackery General Manager – Electrical

T. Huckel General Manager – Furniture and Bedding

C. Mentis Financial Controller

(b) Remuneration of Specified Directors and Specified Executives

(i) Remuneration Policy

On 30 June 2003, the Company established a remuneration committee, consisting of three non-executive directors, one of which is an independent director. Since 30 June 2005, the remuneration committee has consisted of three members, comprising three non-executive directors, two of whom are independent. The remuneration committee reviews the performance, and negotiates the remuneration of all executive directors. The remuneration committee reviews recommendations of the managing director and the finance director in relation to all employees of the Company, other than the executive directors. No individual is directly involved in deciding his/her remuneration. The remuneration committee believes that remuneration packages of executives of the Company involve a balance between fixed and incentive pay, reflecting short and long-term performance objectives, appropriate to the circumstances and goals of the Company. A proportion of the remuneration of executive directors is structured in a manner designed to link rewards to corporate and individual performance.

The Company believes that the members of the remuneration committee can make, and do make, quality and independent judgements in the best interests of the Company on remuneration issues, notwithstanding that the members of the remuneration committee are not all independent.

The remuneration of non-executive directors is different to that of executives. Executive directors are remunerated by means of a salary, and in certain cases, by equity based remuneration. All equity based remuneration is made in accordance with plans approved by shareholders. Non-executive directors are not entitled to any retiring allowance, payable upon their retirement as a director of the Company.

Harry Norman Haldings Limited Annual Report 2005 78



32. Director and Executive Disclosures (continued)

At the annual general meeting of the company held on 25 November 2003:

- (i) the Deferred Executive Incentive Share Plan ("DEIP"), a summary of which was set out in the Explanatory Notes accompanying the notice of that meeting, was approved by members for all purposes;
- (ii) the Harvey Norman Executive Option Plan ("EOP"), a summary of which was set out in the Explanatory Notes accompanying the notice of that meeting, was approved by members for all purposes;
- (iii) the Board of Directors of the Company was authorised, pursuant to the DEIP, to issue up to 2,576,666 fully paid ordinary shares in the Company to executive directors (as set out in the DEIP table below) in accordance with the DEIP rules and subject to the conditions set out in the Explanatory Notes which accompanied the notice of meeting;
- (iv) the Board of Directors of the Company was authorised, pursuant to the EOP, to issue up to 11,840,000 options to subscribe for up to 11,840,000 fully paid ordinary shares in the Company and to issue 11,840,000 fully paid ordinary shares following the valid exercise of any such options in the Company to executive directors (as set out in the EOP table below) in accordance with the EOP rules and subject to the conditions set out in the Explanatory Notes which accompanied the notice of meeting.
- (v) The Board of Directors of the Company was authorised, pursuant to the DEIP and EOP to invite executives, who are key executives, to participate in both the DEIP and the EOP as long as, when aggregated with the shares previously issued under the DEIP or EOP, the number of ordinary shares in the capital of the Company acquired or subscribed for or issued upon exercise of an option under the DEIP or EOP, does not exceed the Plan Limit of five percent of the number of ordinary shares in the capital of the Company.

Gerald Harvey
Kay Lesley Page
Raymond John Skippen
Stephen Patrick Hauville
John Evyn Slack-Smith
Arthur Bayly Brew

	DEIP TABLE								
2003	2004	2005	TOTAL						
166,667 166,667 250,000 166,666 166,666 20,000	166,667 166,667 200,000 133,334 133,334 20,000	166,666 166,666 200,000 133,333 133,333 20,000	500,000 500,000 650,000 433,333 433,333 60,000						
936.666	820.002	819.998	2.576.666						

Gerald Harvey Kay Lesley Page Raymond John Skippen Stephen Patrick Hauville John Evyn Slack-Smith Arthur Bayly Brew

EOP TABLE								
2003	2004	2005	TOTAL					
			_					
1,000,000	1,000,000	1,000,000	3,000,000					
1,000,000	1,000,000	1,000,000	3,000,000					
800,000	800,000	800,000	2,400,000					
534,000	533,000	533,000	1,600,000					
534,000	533,000	533,000	1,600,000					
80,000	80,000	80,000	240,000					
			·					
3,948,000 3,946,000 3,946,000 11,840,000								



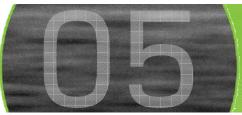


32. Director and Executive Disclosures (continued)

(ii) Remuneration of Specified Directors and Specified Executives

			Primary		Post	Eqi	uity	TOTAL
		Salary & Fees	Cash Bonus	Other Benefits	Employment Super- annuation	Shares	Options	
Specified D	irectors	\$	\$	\$	\$	\$	\$	\$
G. Harvey								
J	2005 2004	419,695 489,000	- -	9,533 -	11,585 11,000	112,903 387,098	301,862 178,636	855,578 1,065,734
K.L. Page	2005 2004	488,415 489,000	-	30,487	11,585 11,000	112,903 387,098	301,862 178,636	945,252 1,065,734
R.J. Skipper	2005	488,000	-	18,502	12,000	169,355	241,489	929,346
A.B. Brew	2004 2005	488,998 239.769	-	15,238	11,002 11,585	580,645 13,548	142,909 24,149	1,223,554 304,289
J.E. Slack-S		207,568	-	54,093	9,352	46,452	14,291	331,756
S.P. Hauville	2005 2004	430,298 440,247	- -	33,291 23,029	38,702 36,724	112,903 387,095	161,194 95,392	776,388 982,487
	2005 2004	420,757 436,056	-	29,315 25,000	22,576 38,944	112,903 387,095	161,194 95,392	746,745 982,487
M.J. Harvey	2005 2004	18,349 18,349	-	-	1,651 1,651	-	-	20,000 20,000
C.H. Brown	2005 2004	18,349 18,349	- -	-	3,520 1,651	- -	- -	21,869 20,000
I.J. Norman	2005 2004	18,349 18,349	-	-	3,520 1,651	-	-	21,869 20,000
K.W. Gunde	rson-Briggs 2005 2004	55,046 41,284	-	-	4,954 3,716	- -	- -	60,000 45,000
G.C. Paton	2005	-	-	-	-	-	-	-
Total Remu Specified D								
•	2005 2004	2,597,027 2,647,200	- -	136,366 102,122	121,678 126,691	634,515 2,175,483	1,191,750 705,256	4,681,336 5,756,752





32. Director and Executive Disclosures (continued)

		Primary	•	Post	Eqi	uity	TOTAL
	Salary & Fees	Cash Bonus	Other Benefits	Employment Super- annuation	Shares	Options	
Specified Executives	\$	\$	\$	\$	\$	\$	\$
R.C.D. Champion 2005 2004	298,561 267,309	- -	46,301 45,065	11,585 10,000	- -	- -	356,447 322,374
M.L. Anderson 2005 2004	214,793 209,292	- -	20,442 18,967	16,240 16,240	- -	<u>-</u> -	251,475 244,499
T. Huckel 2005 2004	- 185,000	- -	- 35,081	- 15,300	-	-	- 235,381
S. Lindsay 2005 2004	214,000 190,000	- -	13,000 13,000	11,925 17,100	<u>-</u> -	- -	238,925 220,100
D. Ackery 2005 2004	162,805	- -	-	3,862	651 -	292 -	167,610 -
C. Mentis 2005 2004	151,682 114,802	- -	32,356 47,737	11,585 10,332	- -	-	195,623 172,871
Total Remuneration: Specified Executives 2005	1,041,841	-	112,099	55,197 48,072	651	292	1,210,080
	1,041,841 966,403		112,099 159,850	55,197 68,972	651 -	292 -	1,210, 0 1,195,2

Each of the specified executives are employed by a wholly owned subsidiary of Harvey Norman Holdings Limited.

(c) Remuneration Options: Granted and Vested During the Year

	Vested	Granted	Grant Date	Terms and C Value Per	Conditions For Exercise	Each Grant First	Last
	Number	Number	Grant Date	Option at	Price Per	Exercise	Exercise
Specified Directors				Grant Date \$	Share \$	Date	Date
G. Harvey K.L. Page	-	1,000,000 1,000,000	28/09/04 28/09/04	\$0.43 \$0.43	\$2.93 \$2.93	01/09/06 01/09/06	30/11/08 30/11/08
R.J. Skippen A.B. Brew J.E. Slack-Smith	- - -	800,000 80,000 533,000	28/09/04 28/09/04 28/09/04	\$0.43 \$0.43 \$0.43	\$2.93 \$2.93 \$2.93	01/09/06 01/09/06 01/09/06	30/11/08 30/11/08 30/11/08
S.P. Hauville M.J. Harvey C.H. Brown	-	533,000	28/09/04	\$0.43	\$2.93	01/09/06	30/11/08
I.J. Norman K.W. Gunderson- Briggs	- - -	-	- - -	- - -	- - -	- - -	-
Specified Executives R.C.D. Champion							
M.L. Anderson	-	-	-	-	-	-	-
S. Lindsay D. Ackery C. Mentis	- - -	533,333 -	29/06/05 -	\$0.43 -	\$2.62 -	01/09/07 -	30/11/10 -
	-	4,479,333	_				





32. Director and Executive Disclosures (continued)

Options Issued on 28 September 2004:

The issue of options during the year ended 30 June 2005 pursuant to the EOP was approved by members at the annual general meeting of the company held on 25 November 2003. 3,946,000 options to subscribe for 3,946,000 fully paid ordinary shares were issued, free of charge, to the respective trustees of trusts for the benefit of certain specified directors on 28 September 2004 at an exercise price of \$2.93 per option (the "2004 EOP Options"). The 2004 EOP Options are:

- (i) not capable of exercise prior to 1 September 2006 and will lapse, if not exercised, no later than 30 November 2008;
- (ii) only exercisable whilst the specified director remains an employee of the Company or its subsidiaries; and
- subject to two performance conditions, both of which must be met before a 2004 EOP Option can be exercised.

The performance conditions are:

- Performance Condition 1: Earnings Per Share ("EPS") of the Company must increase by 10% per annum, cumulative, over the qualifying period; and
- Performance Condition 2: HVN Accumulated Total Shareholder Return ("TSR") of the Company must be greater than or equal to the ASX 300 Industrials Accumulation Index for two periods of 30 consecutive days during the qualifying period.

The qualifying period for the 2004 EOP Options is the year ended 30 June 2005.

The 2004 EOP Options have been valued at grant date using the recognised Black Scholes-Merton valuation methodology which takes account of factors such as the option exercise price, the current level and volatility of the underlying share price and the time to maturity of the option. Using the Black Scholes-Merton valuation methodology, the value of each of the 2004 EOP Options was \$0.4258 per option or \$1,680,207 in total.

The fair value of the 2004 EOP Options have not been recognised as part of remuneration for the specified directors during the current year as the relevant performance conditions in respect of the year ended 30 June 2005 have not been satisfied. Performance Condition 1 "Earnings Per Share of the Company must increase by 10% per annum cumulative, over the qualifying period" was not satisfied as basic earnings per share decreased by 2.65% relative to the previous financial year.

Under the EOP rules, both performance conditions under EOP are cumulative and each 2004 EOP option is available up to the last exercise date, being 30 November 2008. That is, if the performance conditions in respect of the 2004 EOP Options allocations are not met the options do not vest on 31 August 2006, but are still available, and may vest up to the last exercise date. No amount has been recognised as remuneration for the specified directors in the year ended 30 June 2005 as the likelihood of meeting the performance conditions in the future cannot be reasonably assessed and the vesting period upon which to amortise the fair value of the 2004 EOP Options cannot be determined.

Mr. S.P. Hauville resigned his position as a director of the Company on 31 August 2005. The 2004 EOP Options granted to a trust for the benefit of Mr. Hauville are deemed to have lapsed on that date as the required service condition for those options to vest, has not been met.

Options Issued on 29 June 2005:

533,333 options to subscribe for 533,333 fully paid ordinary shares were issued, free of charge, to the respective trustee of trust for the benefit of specified executive, Mr. D. Ackery, on 29 June 2005 at an exercise price of \$2.62 per option (the "2005 EOP Ackery Options"). The 2005 EOP Ackery Options are:

- (i) not capable of exercise prior to 1 September 2007 and will lapse, if not exercised, no later than 30 November 2010;
- (ii) only exercisable whilst the specified executive remains an employee of the Company or its subsidiaries; and
- (iii) subject to two performance conditions, both of which must be met before the options can be exercised.

The performance conditions are:

Performance Condition 1: Earnings Per Share ("EPS") of the Company must increase by 10% per annum, cumulative, over the qualifying period; and
 Performance Condition 2: HVN Accumulated Total Shareholder Return ("TSR") of the Company must be greater

 Performance Condition 2: HVN Accumulated Total Shareholder Return ("TSR") of the Company must be greater than or equal to the ASX 300 Industrials Accumulation Index for two periods of 30 consecutive days during the qualifying period

> Harvey Norman Holdings Limited Annual Report 2005 82



32. Director and Executive Disclosures (continued)

The qualifying period for the 2005 EOP Ackery Options is the year ended 30 June 2006.

The 2005 EOP Ackery Options have been valued at grant date using the recognised Binomial valuation methodology which takes account of factors such as the option exercise price, the current level and volatility of the underlying share price and the time to maturity of the option. Using the Binomial valuation methodology, the value of the 2005 EOP Ackery Options was \$0.434 per option or \$231,467 in total.

Options Issued on 25 November 2003:

During the previous financial year, 3,948,000 options to subscribe for 3,948,000 fully paid ordinary shares were issued, free of charge, to the respective trustees of trusts for the benefit of certain specified directors on 25 November 2003 at an exercise price of \$3.00 per option (the "2003 EOP Options"). The 2003 EOP Options are:

- (i) not capable of exercise prior to 1 September 2005 and will lapse, if not exercised, no later than 30 November 2008:
- (ii) only exercisable whilst the specified director remains an employee of the Company or its subsidiaries; and
- (iii) subject to two performance conditions, both of which must be met before the options can be exercised.

The qualifying period for the 2003 EOP Options is the year ended 30 June 2004.

The 2003 EOP Options have been valued at grant date using the recognised Black Scholes-Merton valuation methodology which takes account of factors such as the option exercise price, the current level and volatility of the underlying share price and the time to maturity of the option. Using the Black Scholes-Merton valuation methodology, the value of the 2003 Options was \$0.5326 per option or \$2,102,705 in total. The value of the 2003 EOP Options determined at grant date is disclosed as part of remuneration evenly over the vesting period of the 2003 EOP Options.

(d) Option Holdings of Specified Directors and Specified Executives

Specified Directors	Balance at Beginning of Period 01/07/2004	Granted as Remuner- ation	Options Exercised	Net Change Other	Balance at End of Period 30/06/2005	Vested at 3 Total	30 June 2005 Not Exercisable
G. Harvey K.L. Page R.J. Skippen A.B. Brew J.E. Slack-Smith S.P. Hauville* M.J. Harvey C.H. Brown I.J. Norman K.W. Gunderson- Briggs	1,000,000 1,000,000 800,000 80,000 534,000 - - -	1,000,000 1,000,000 800,000 80,000 533,000 - - -	-	- - - - - - -	2,000,000 2,000,000 1,600,000 160,000 1,067,000 - -	- - - - - - -	-
Specified Executives R.C.D. Champion M.L. Anderson S. Lindsay D. Ackery C. Mentis	- - - - - 3,948,000	- - 533,333 - 4,479,333	- - - - -	- - - - -	533,333 - 8,427,333	- - - -	- - - - -

^{*} Mr. S.P. Hauville resigned his position as a director of the Company on 31 August 2005. The 2004 EOP Options granted to a trust for the benefit of Mr. Hauville are deemed to have lapsed on that date as the required service condition for those options to vest, has not been met.

(e) Shares Issued on Exercise of Remuneration Options

No shares have been issued during the financial year as a result of the exercise of any option.





32. Director and Executive Disclosures (continued)

(f) Shareholdings of Specified Directors and Specified Executives

Shares held in Harvey Norman Holdings Limited (number):

Specified Directors	Balance at Beginning of Period 1 July 2004	Granted as Remuneration and held in trust under DEIP	Balance at End of Period 30 June 2005	Shares Forfeited on 31 August 2005	Balance at the Date of this Report 22 September 2005
G. Harvey K.L. Page R.J. Skippen A.B. Brew J.E. Slack-Smith S.P. Hauville M.J. Harvey C.H. Brown I.J. Norman K.W. Gunderson- Briggs	311,352,866 19,847,257 1,376,297 1,149,871 166,666 587,907 3,445,553 173,467 175,249,660	166,667 166,667 200,000 20,000 133,334 133,334	311,519,533 20,013,924 1,576,297 1,169,871 300,000 721,241 3,445,553 173,467 175,249,660	(166,667) (166,667) (200,000) (20,000) (133,334) (133,334) - -	311,352,866 19,847,257 1,376,297 1,149,871 166,666 587,907 3,445,553 173,467 175,249,660
Specified Executives					
R.C.D. Champion M.L. Anderson S. Lindsay D. Ackery C. Mentis	- - - - -	- - - 133,334 -	- - 133,334 -	- - - -	- - - 133,334 -
	513,352,544	953,336	514,305,880	(820,002)	513,485,878

Shares Issued on 28 September 2004:

During the financial year, pursuant to the DEIP, shares were issued as equity compensation benefits to the respective trustees of trusts for the benefit of certain specified directors, and held in trust under DEIP, as disclosed in the above table. The DEIP has been designed to allow eligible executives to receive performance bonuses in the form of shares.

To implement and administer the DEIP, a plan trustee company ("Plan Trustee") has been established.

The Plan Trustee has subscribed for, and been issued 820,002 new shares in the Company at an issue price of \$2.9263 per share ("2004 DEIP Shares"). The 2004 DEIP Shares have been registered in the name of the Plan Trustee, to be held by the respective trustees of trusts for the benefit of those specified directors (the "Participants"), subject to the terms and conditions of the DEIP. If the Performance and Service Conditions set down in the DEIP are satisfied, the shares issued to the Plan Trustee become available to the Participants, subject to the terms and conditions of the DEIP.





32. Director and Executive Disclosures (continued)

The Performance Conditions that apply to all DEIP share issues are set out in the table below.

Year of Allocation	2003	2004	2005
Share price	Market price at the date of issue. Must be issued before 30/11/2003		Market price at the date of issue. Must be issued after 31/08/2005 but before 30/11/2005
Financial year measured (Qualifying Period)	30/06/2004	30/06/2005	30/06/2006
Earnings per share increase	% of shares issued that will vest on 31/08/2004	% of shares issued that will vest on 31/08/2005	% of shares issued that will vest on 31/08/2006
< 5% 5% 6%	0 50	0 50	0 50
6% 7% 8%	60 70 80	60 70 80	60 70 80
9% 10% > 10%	90 100 100	90 100 100	90 100 100
> 1076	100	100	100

The Service Condition will be deemed met, if the Executive remains employed on 31 August in the year after allocation. The Board will consider pro-rata vesting in its absolute discretion and subject to relevant contract and industrial relations issues.

If the Performance Condition for the relevant year is not met, or only a portion of the Performance Condition is met then those shares issued, but not vested, will be forfeited by the Participant by no later than 31 August in the relevant year.

The value of the 2004 DEIP Shares has not been disclosed as part of remuneration for the specified directors during the current year as the relevant Performance Condition that must be satisfied for the shares to vest in the Participant was not achieved in respect of the year ended 30 June 2005. Basic earnings per share for the year ended 30 June 2005 was 16.20 cents per share which is a decrease of 2.6% relative to the previous financial year. As the Performance Condition was not satisfied, the 2004 DEIP Shares issued in 2004 will be forfeited on 31 August 2005 and will become unavailable to the Participant.

Shares Issued on 29 June 2005:

On 29 June 2005, the Plan Trustee has subscribed for, and been issued 133,334 new shares in the Company at an issue price of \$2.6193 per share ("2005 DEIP Ackery Shares"). The 2005 DEIP Ackery Shares have been registered in the name of the Plan Trustee, to be held by the respective trustees of trusts for the benefit of the specified executive, Mr. D. Ackery, subject to the terms and conditions of the DEIP. The shares issued to the specified executive are assessed in respect of the year ended 30 June 2006.

Shares Issued on 25 November 2003:

During the previous financial year ended 30 June 2004, the Plan Trustee had subscribed for, and been issued 936,666 new shares in the Company at an issue price of \$3.004 per share ("2003 DEIP Shares"). The 2003 DEIP Shares have been registered in the name of the Plan Trustee, to be held by the respective trustees of trusts for the benefit of those specified directors (the "Participants"), subject to the terms and conditions of the DEIP.

Harvey Norman Fedelings Limited Annual Report 2005 85



32. Director and Executive Disclosures (continued)

The value of the 2003 DEIP Shares disclosed as remuneration for the year ended 30 June 2005, is calculated by multiplying the issue price of \$3.004 by the number of shares issued to the Plan Trustee for the benefit of each of the Participants. The value disclosed as equity compensation benefits has been apportioned over the vesting period and has been calculated as the number of days on issue during the current financial year over the total number of days in the vesting period. The number of shares issued to each of the Participants has not been discounted based on the likelihood of the performance and service conditions being met. The initial valuation presented to members at the annual general meeting in 2003, included a discount factor of 25% representing the historical performance of the consolidated entity in achieving the stipulated performance target. Based on the financial results for year ending 30 June 2004 and the achievement of the required Service Condition, there is no longer any requirement to discount the number of shares that has become available to each of the Participants.

All equity transactions with specified directors, other than those arising from the exercise of remuneration options, have been entered into under terms and conditions no more favourable than those the entity would have adopted if dealing at arm's length, and in any event have been approved by members in general meeting.

(g) Loans to Specified Directors and Specified Executives

(i) Details of aggregates of loans to specified directors and specified executives including personally-related entities:

	Balance at Beginning of Period \$000	Interest Charged \$000	Balance at End of Period \$000	Number in Group
Specified Directors				
2005 2004	- -	- -	- -	- -
Specified Executives				
2005 2004	2,663 919	<u>-</u> 180	- 2,663	- 2

(ii) Details of individuals with loans above \$100,000 in the reporting period are as follows:

	Balance at Beginning of Period 1 July 2004	Interest Charged	Balance at End of Period 30 June 2005	Highest Owing in Period 30 June 2005
Specified Executives	\$000	\$000	\$000	\$000
R.C.D. Champion	2,649	-	-	2,649

Terms and Conditions of Loans

The company has not advanced any loans to the specified directors or specified executives during the year ended 30 June 2005.

During the previous financial year, there were two loans advanced to specified executives whereby commercial rates of interest were charged, ranging between 6.5% and 8.5%. A secured loan of \$2.77 million was advanced to a joint venture in which R.C.D. Champion, a specified executive, was interested. This loan has been repaid during the year ended 30 June 2005.

Harvey Norman Frotelings Limited Annual Report 2005 86



32. Director and Executive Disclosures (continued)

(h) Other Transactions and Balances with Specified Directors and Specified Executives

	CON	ISOLIDATED
	2005 \$	2004 \$
Loans from specified directors to subsidiaries of Harvey Norman Holdings Limited:		
Derni Pty Limited (a wholly owned subsidiary of Harvey Norman Holdings Limited) borrowed money from entities associated with I.J. Norman, R.J. Skippen, M.J. Harvey, A.B. Brew and G. Harvey. Interest is payable at commercial rates. These loans are unsecured and repayable at call. Refer to Note 18 for balance of loans outstanding at year-end.		
Net amounts received from entities associated with the above mentioned directors.	4,873,000	10,942,000
Interest paid/payable	1,260,000	773,000
Legal fees paid to a director-related entity:		
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.	580,603	752,105
Lease of business premises from Ruzden Pty Limited:		
The consolidated 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 have an equity interest in Ruzden Pty Limited. The lease arrangements were approved by shareholders in the General Meeting held 25 May 1993, and in the General Meeting held 31 August 1999. The lease is subject to normal commercial terms and conditions. Rent paid by the consolidated entity to Ruzden Pty Limited is as disclosed.	3,830,111	3,758,931
Income derived by other director-related entities:		
Certain franchises are operated by entities owned or controlled by relatives of specified directors under normal franchisee terms and conditions. Aggregated net income derived by entities owned or controlled by relatives of directors is as disclosed.	559,445	596,954





32. Director and Executive Disclosures (continued)

(v) Perth City West Retail Complex

By a contract for sale dated 31 October 2000, Gerald Harvey, as to a one half share as tenant in common, and a subsidiary of Harvey Norman Holdings Limited, as to a one half share as tenant in common, purchased the Perth City West retail complex for a purchase price of \$26.6 million. In the financial report for the year ended 30 June 2005 this has been accounted for as a joint venture entity as disclosed in Note 39. This transaction was executed under terms and conditions no more favourable than those which it is reasonable to expect would have applied if the transaction was at arm's length. The property was purchased subject to a lease of part of the property in favour of a subsidiary of Harvey Norman Holdings Limited (the "Lessee"). That lease had been granted by the previous owner of the property on arm's length normal terms and conditions. Gerald Harvey is entitled to one half of the rental paid by the Lessee. The amount of rental and outgoings paid by the Lessee to Gerald Harvey and the subsidiary of Harvey Norman Holdings Limited for the year ended 30 June 2005 was \$1.413 million and for the year ended 30 June 2004 was \$1.404 million.

(vi) The Byron at Byron Resort, Spa and Conference Centre

By a contract for sale dated 15 May 2002, Gerald Harvey, as to a one half share as tenant in common, and a subsidiary of Harvey Norman Holdings Limited, as to a one half share as tenant in common, purchased the Byron at Byron Resort, Spa and Conference Centre for a purchase price of \$7.1 million. In the financial report for the year ended 30 June 2005, this has been accounted for as a joint venture entity as disclosed in Note 39. This transaction was executed under terms and conditions no more favourable than those which it is reasonable to expect would have applied if the transaction was at arms' length.

(vii) National Rugby League Limited

Ms. K.L. Page is a director of National Rugby League Limited. During the financial period, wholly owned subsidiaries of Harvey Norman Holdings Limited paid for advertising and sponsorships totalling \$3.55 million to National Rugby League Limited. All dealings with that entity are in the ordinary course of business and on normal commercial terms and conditions.

Harvey Norman Haldings Limited Annual Report 2005 88



33. Related Party Transactions

(a) Ultimate Controlling Entity

The ultimate controlling entity of the consolidated entity is Harvey Norman Holdings Limited, a company incorporated in Australia.

	CONS	SOLIDATED
	2005 \$	2004 \$
Transactions with other Related Parties		
Advertising charges to controlled entities:		
Generic Publications Pty Limited ("Generic") (a wholly owned subsidiary of Harvey Norman Holdings Limited) charged Rebel Sports Limited for advertising, production and related services. The charges were at normal commercial terms and conditions and have been eliminated on consolidation.	11,474,000	6,403,000
Generic charged Pertama Merchandising Pte Ltd (a wholly owned subsidiary of Pertama Holdings Limited) advertising production charges for advertising services. The charges were at normal commercial terms and conditions and have been eliminated on consolidation.		
	15,000	60,000
Other related party transactions		
Calardu Berrimah Pty Limited, as trustee for Calardu Berrimah Trust (a wholly owned subsidiary of Harvey Norman Holdings Limited) charged Rebel Sport Limited rent and outgoings for retail premises. The charges were at normal terms and conditions and have been eliminated on consolidation.	-	43,000
Calardu Loganholme Pty Limited, as trustee for Calardu Loganholme Trust (a wholly owned subsidiary of Harvey Norman Holdings Limited) charged Rebel Sport Limited rent and outgoings for retail premises. The charges were at normal terms and conditions and have been eliminated on consolidation.	105,000	-
Calardu Silverwater Pty Limited, as trustee for Calardu Silverwater Trust (a wholly owned subsidiary of Harvey Norman Holdings Limited) charged Rebel Sport Limited rent and outgoings for retail premises. The charges were at normal terms and conditions and have been eliminated on consolidation.	253,000	-
Rebel Sport Limited has deposited funds with Derni Pty Limited (a wholly owned subsidiary of Harvey Norman Holdings Limited). The funds were deposited at normal commercial terms and conditions and have been eliminated on consolidation. The amount of such funds deposited at balance date was:	16,500,000	16,000,000
Derni Pty Limited (a wholly owned subsidiary of Harvey Norman Holdings Limited) paid interest to Rebel Sport Limited on funds that Rebel had deposited with Derni. The interest paid was at normal commercial terms and conditions and has been eliminated on consolidation.	1,180,000	1,303,000





	CONSOLIDATED		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
1. Commitments				
Capital expenditure contracted for but not provided is payable as follows:				
Not later than one year Later than one year but not later than five	55,288	73,645	-	
years	4,034	20,263	-	
	59,322	93,908	-	
Lease expenditure commitments:				
Finance lease rentals are payable as follows:				
Not later than one year	1,382	3,456	-	
Later than one year but not later than five years	563	1,529	-	
Minimum finance lease payments	1,945	4,985	-	
Deduct future finance charges Deduct future GST recoverable	(119) (103)	(270) (404)	- -	
Total finance lease liabilities	1,723	4,311	-	
Disclosed as follows: Current liabilities (refer Note 18) Non-current liabilities (refer Note 22)	1,293 430	3,046 1,265	- -	
	1,723	4,311	_	

Rebel leases certain store fit-out assets, computers, motor vehicles and ski hire equipment under finance leases expiring from one to five years. At the end of the lease term, Rebel has the right to purchase the assets at an agreed residual value. All lease payments are determined at the commencement of the lease and remain fixed for the lease term. The finance lease liabilities are secured by charges over the underlying assets financed (refer to Note 14 for net book value of capitalised lease assets) but rank behind the security held by the bankers of Rebel.

(ii) Operating lease expenditure contracted for is payable as follows:

Not later than one year Later than one year but not later than five	109,742	100,421	-	-
years	316,708	284,688	_	-
Later than five years	169,866	174,072	-	-
	596,316	559,181	-	
Deduct future GST recoverable	(47,636)	(42,976)	-	_
Total operating lease liabilities	548,680	516,205	-	-





34. Commitments (continued)

Operating leases are entered into as a means of acquiring access to retail property and warehouse facilities. Rental payments are renewed annually in line with rental agreements.

The directors do not consider turnover rents or CPI contingent rentals to be significant, hence, turnover rents are excluded from contingent rentals. The average lease term is 5 - 7 years with the majority of leases having options for further terms. There are no restrictions imposed by lease arrangements on dividends, additional debt or further leasing.

CONSOL	CONSOLIDATED		ENT
2005	2004	2005	2004
\$000	\$000	\$000	\$000

(c) Capital expenditure commitments on behalf of joint ventures are payable as follows:

Not later than one year

5,704

35.193





(CONSOLIDATED		PARENT	
200 \$00			2005 \$000	2004 \$000

35. Contingent Liabilities

Contingent liabilities at balance date, not otherwise provided for in these financial statements are categorised as follows:

Total contingent liabilities	51,781	45,573	284,247	255,262
The parent entity has guaranteed the performance of a number of controlled entities which have entered into leases with other parties.	-	-	284,247	255,262
Other contingent liabilities relating to various line of credit facilities utilised	5,021	-	-	-
Bank performance guarantees given to various councils and other third parties on behalf of the consolidated entity	46,760	45,573	-	-

36. Financing Arrangements

Companies in the consolidated entity have access to the following financing facilities with a financial institution:

		2005 CONSOLIDATED	
	Accessible \$000	Drawn-down \$000	Unused \$000
Bank Bill Standby Arrangements	554,434	400,678	153,756
Bank Overdraft	48,425	32,891	15,534
Commercial Mortgage Backed Securities	253,676	253,676	-
Total financing facilities	856,535	687,245	169,290
		2004 CONSOLIDATED	
	Accessible \$000	Drawn-down \$000	Unused \$000
Bank Bill Standby Arrangements	300,306	218,939	81,367
Bank Overdraft	49,754	31,562	18,192
Commercial Mortgage Backed Securities	251,905	251,905	-
Total financing facilities	601,965	502,406	99,559





36. Financing Arrangements (continued)

The consolidated entity has \$470 million of the Bank Bill standby arrangement facility on five fixed interest rate swaps as follows:

Interest	Swap	Fixed Interest	Expiry Date
Princip	pal	Rate	
150,000,0	000	5.75%	7 May 2010
100,000,0	000	5.64%	18 May 2009
150,000,0	000	6.21%	19 May 2009
40,000,0	000	6.37%	19 May 2009
30,000,0	000	6.52%	19 May 2009

The remaining facilities are subject to annual review. 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 operations of the business. The company can cancel the facilities at any review date.

For additional financing facilities not disclosed above, refer to Notes 18 and 32(h)(i) for details in relation to loans by directors to Derni Pty Limited (a wholly owned subsidiary of Harvey Norman Holdings Limited).

37. Financial Instruments

(a) Objectives for Holding Derivative Financial Instruments

The consolidated 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 rate exposures on certain debt to fixed rates.
 These swaps entitle the consolidated 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.





37. Financial Instruments (continued)

(b) Interest Rate Risk Exposures

The consolidated 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 consolidated entity, together with effective interest rates as at balance date.

			ed interest ra maturing in	ite				
2005	Principal Subject to Floating interest rate	1 year or less	Over 1 to 5 years	More than 5 years	Non- interest bearing	Total	Average int	
	\$000	\$000	\$000	\$000	\$000	\$000	Floating	Fixed
Financial assets Cash Consumer finance	118,125	13,376	-	-	17,895	149,396	0.5 – 5.75%	0.41 – 3%
loans Finance lease	-	-	16	-	10,752	10,768	-	9%
receivables Trade debtors Other financial	-	10,741	18,038	-	- 789,256	28,779 789,256	-	5 – 11% -
assets Non-trade debtors &	-	-	-	-	62,856	62,856	-	-
loans	38,102	-	-	-	1,576	39,678	6.49 - 12%	-
	156,227	24,117	18,054	-	882,335	1,080,733		
Financial liabilities								
Bank overdraft	35,730	2,123	-	-	-	37,853	0-9.35%	5.69-5.75%
Payables	-	-	-	-	558,450	558,450	-	-
Finance lease liabilities	_	1,293	430	_	_	1,723	_	8-8.19%
Hedge payable	_	-	-	-	33,450	33,450	-	-
Other loans	30,854	-	-	-	2,633	33,487	5-10%	-
	66,584	3,416	430		594,533	664,963		
Bills payable CMBS	400,678 253,676	-	-	-	-	400,678 253,676	2.37-6.99% 5.88-6.19%	-
Interest rate swaps	(470,000)		470,000	-	-	- 4E4 2E4	5.88-6.19%	5.64-6.52%
	184,354		470,000			654,354		
	250,938	3,416	470,430	-	594,533	1,319,317		

⁽a) The consolidated entity is required to pay interest costs at various floating rates of interest on bank bills and on the CMBS loan. In order to protect part of the loans from exposure to increasing interest rates, the consolidated entity has entered into several interest rate swap contracts under which it is obliged to receive interest at variable rates and to pay interest at fixed rates. The swaps currently in place as at 30 June 2005 cover approximately 72% of the non-current interest bearing liabilities outstanding at year-end.





37. Financial Instruments (continued)

	-		ed interest maturing ir		• •			
2004	Principal Subject to Floating interest rate	1 year or less	Over 1 to 5 years	More than 5 years	Non- interest bearing	Total	Average inte	
	\$000	\$000	\$000	\$000	\$000	\$000	Floating	Fixed
Financial assets Cash Consumer finance	53,344	30,000	-	-	5,298	88,642	0.31% - 5.35%	5.25%
loans Finance lease	-	3	268	-	11,352	11,623	-	9.0%
receivables Trade debtors	23,758	-	-	-	714,173	23,758 714,173	8.0% - 12.0% -	-
Other financial assets	-	-	-	-	18,006	18,006	-	-
Non-trade debtors & loans	33,837	-	-	-	2,181	36,018	6.49%-12.0%	_
	110,939	30,003	268	-	751,010	892,220		
Financial liabilities Bank overdraft Payables Finance lease liabilities Hedge payable Other loans	34,302 - - - - 23,446	- - 2,907 - -	- - 1,404 - -	- - - -	552,492 - 561 2,083	34,302 552,492 4,311 561 25,529	0.0%-9.35% - - - - 0.0%-8.0%	- - 8.0-8.19% - -
	57,748	2,907	1,404	_	555,136	617,195		
Bills payable CMBS Interest rate swaps (a)	218,939 251,905 (320,000)	- - -	320,000	- - -	- - -	218,939 251,905 -	1.73%-6.55% 5.88%-6.19% 5.88%-6.19%	- - 5.97-6.52%
	150,844	_	320,000	_	-	470,844		
	208,592	2,907	321,404	-	555,136	1,088,039		

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





37. Financial Instruments (continued)

(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.

				CONSOL	IDATED	
Currency	Average Exc 2005	change Rate 2004	200 Buy \$000	05 Sell \$000	200 Buy \$000	4 Sell \$000
Euro 6 months or less	61.79	57.19	7,734	-	561	-
US Dollar 4 months or less 12 months or less	75.42 75.38	- -	8,736 16,980	- -	- -	- -
Total			33,450	-	561	-

(d) Net fair value of financial assets and liabilities

The carrying amounts of trade receivables, trade creditors, bank loans, investment securities (current) and outstanding forward foreign exchange contracts approximate their fair values.

The carrying amounts and estimated net fair values of other 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.

		CONSO	LIDATED	
	2005		2004	1
	Carrying amount per Statement of	Net Fair Value	Carrying amount per Statement of	Net Fair Value
	Financial Position \$000	\$000	Financial Position \$000	\$000
Financial assets Other financial assets (non- current)	7,763	8,919	8,704	9,900
Financial liabilities Interest-Bearing Liabilities: - Net interest payable on interest rate swap	1.590	4.273	1.004	2.819

The carrying amounts shown in the table are included in the Statement of Financial Position under the indicated captions. In the current year, investment securities carried at cost in "Other Financial Assets" (Non-Current) are:

 Briscoe Group Limited, with a carrying value of \$4,813,423 and a net fair value, based on the market value at 30 June 2005, of \$5,968,644.

The net interest payable on the interest rate swaps are recorded in the books at \$1,590,132 and the fair value, based on the market value at 30 June 2005, is \$4,273,051 (2004: \$1,003,742 with a fair value of \$2,818,626).

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

Harvey Morman Religings Limited Annual Report 2005 96



37. Financial Instruments (continued)

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.

(e) Credit risk exposure

The consolidated entity's exposures to on balance sheet credit risk are as indicated by the carrying amounts of its financial assets. The consolidated entity does not have a significant exposure to any individual counterparty.

The consolidated entity minimises concentrations of credit risk by undertaking transactions with a large number of debtors in various countries and industries.

The major geographic concentration of credit risk arises from the location of the counterparties to the consolidated entity's financial assets as shown in the following table:

	CONSOLIDATED		
Location of credit risk	2005 \$000	2004 \$000	
Australia	840,421	719,666	
New Zealand	17,587	11,645	
Singapore	28,229	37,628	
Slovenia	3,191	8,000	
United Kingdom	1,111	744	
Ireland	4,821	1,110	
Total	895,360	778,793	

Credit risk on financial assets is spread over the financial services and retail industries.

Harvey Norman Haldings Limited Annual Report 2005 97



38. Other Segment Information

	Equity Accounted Investments included in Segment Assets				tments included in egment Assets Amortisation Plant and Equipment Assets Amortisation Intangible Assets other Non-current		than Depreciation and Amortisation Plant and Equipment, Intangible Assets and other Non-current Assets		Equipment, Assets and
	2005 \$000	2004 \$000	2005 \$000	2004 \$000	2005 \$000	2004 \$000			
FRANCHISING OPERATIONS	-	-	1,009	964	95,511	89,464			
Retail – New Zealand	-	_	2,129	688	6,909	6,196			
Retail – Rebel Sport	-	-	(715)	360	12,657	6,959			
Retail – Asia	-	-	1,994	2,237	1,558	3,178			
Retail – Slovenia	-	-	742	327	156	110			
Other Non-Franchised Retail	-	-	(384)	234	3,251	12,551			
TOTAL RETAIL	-	-	3,766	3,846	24,531	28,994			
Retail Property	66,622	28,114	(3,768)	(3,822)	132,867	95,518			
Property Under Construction for Retail	9,385	6,467	-	-	5,793	442			
Property Development for Resale	12,541	19,076	-	-	6,554	12,446			
TOTAL PROPERTY	88,548	53,657	(3,768)	(3,822)	145,214	108,406			
Financial Services Share Trading	-	-	537 -	44	47,409 (1,278)	29,504 1,770			
TOTAL OTHER	-	-	537	44	46,131	31,274			
Eliminations	-	-	-	-	-	-			
CONSOLIDATED	88,548	53,657	1,544	1,032	311,387	258,138			





		CONSOLIDATED Investment			LIDATED t profit/(loss)
		2005 \$000	2004 \$000	2005 \$000	2004 \$000
_					
9.	Associates and Joint Ventu Entities	ıre			
9.		Jre 88,548	53,657	3,768	3,402

Investments in Partnerships:

Details of material interests in partnerships are as follows:

Name and Principal activities	Own into	Carrying amount		
	2005	2004	CONSC 2005 \$000	2004 \$000
Lighting Partnership - Lighting retail business	99.9%	99.9%	-	-
			_	

Harvey Norman Holdings Limited Annual Report 2005 99



39. Details of Associates and Joint Venture Entities (continued)

Investments in joint venture entities:

Details of material interests in joint venture entities are as follows:

Name and Principal activities	Owners Intere			ution to fit (Loss)
	2005 %	2004 %	2005 \$000	2004 \$000
Noarlunga Shopping complex	50%	50%	17	1
Warwick Shopping complex	33.33%	33.33%	82	60
Perth City West Shopping complex	50%	50%	1,138	871
Bathurst Shopping complex and warehouse	50%	50%	60	54
Kelso Development of land for resale	50%	50%	616	865
Tweed Heads – Stage 1 Shopping complex	50%	50%	639	625
Warrawong (a) Shopping complex	62.5%	62.5%	286	307
Tweed Heads Traders Way Building development	50%	50%	(28)	(15)
Sylvania Residential development	40%	40%	823	608
Byron Bay Residential/convention development	50%	50%	(90)	(102)
Warrawong 151 – 155 King St (a) Shopping complex	62.5%	62.5%	(34)	-
Warrawong Homestarters Retail shop	50%	50%	123	128
Mentone Shopping complex/residential development	50%	50%	262	-
Byron Bay (2) Resort operations	50%	_	(327)	-
Byron Bay (3) (not currently trading)	50%	-	-	-
Dubbo Shopping complex / building development	50%		201	-
			3,768	3,402

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

Harvey Norman Heldings Limited Annual Report 2005 100



39. Details of Associates and Joint Venture Entities (continued)

Aggregate carrying amounts of joint venture entities

	CONSOLIDATED 2005						
	Retained Profits \$000	Other Reserves \$000	Cost \$000	Total carrying amount \$000			
Balance at the beginning of the year Movements during the year:	-	4,034	49,623	53,657			
Investments acquired Distributions received Share of net profit	(3,768) 3,768	- - -	39,668 (4,777) -	39,668 (8,545) 3,768			
Balance at the end of the year	-	4,034	84,514	88,548			

	CONSOLIDATED 2004				
	Retained Profits	Other Reserves	Cost	Total carrying amount	
	\$000	\$000	\$000	\$000	
Balance at the beginning of the year Movements during the year:	-	4,034	43,486	47,520	
Investments acquired	-	-	9,959	9,959	
Distributions received	(3,402)	-	(3,822)	(7,224)	
Share of net profits	3,402	-	<u> </u>	3,402	
Balance at the end of the year	-	4,034	49,623	53,657	

Financial summary of joint venture entities

	CONSOLIDATED		
	2005 \$000	2004 \$000	
Current assets Non-current assets Current liabilities Non-current liabilities	112,424 70,828 (1,800)	54,774 58,941 (5,903) -	
Net Assets	181,452	107,812	
Revenues Expenses	21,103 (13,174)	17,658 (10,204)	
Profit from ordinary activities before income tax expense Income tax expense relating to ordinary activities	7,929 -	7,454 -	
Net profit	7,929	7,454	
Share of net profit of joint venture entities	3,768	3,402	





39. Details of Associates and Joint Venture Entities (continued)

Investments in associated entities:

Details of material interests in associates are as follows:

Name and Principal activities	Ownership Interest		CONSOLIDATED Carrying amount	
	2005 %	2004 %	2005 %	2004 %
Misstar Pty Ltd Agent Company for lighting partnership stores	99.9%	99.9%	-	-
Bossee Pty Ltd Buying Agent for lighting partnership stores	50.0%	50.0%	-	-

As Misstar Pty Limited is effectively controlled by a wholly-owned subsidiary of Harvey Norman Holdings Limited, it has been consolidated into the group accounts.

Aggregate carrying amounts of associates

The aggregate carrying amounts of associates is \$4 (2004: \$4).

Financial summary of associates

	CONSOLIDATED		
	2005 \$000	2004 \$000	
Current assets Non-current assets Current liabilities Non-current liabilities	359 - (359) -	1,114 - (1,114) -	
Net Assets	-	-	
Revenues Expenses Profit from ordinary activities	36 (36)	232 (232)	
before income tax expense Income tax expense relating to ordinary activities	-	-	
Net profit	-	-	
Share of net profit of associated entities	-	-	





40. 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. The financial years of all controlled entities are the same as that of the parent entity.

Name

250 Brompton Road Limited^{1,12,14} A.C.N. 098 004 570 Pty Limited¹ Achiever Computers Pty Ltd¹

Aloku Pty Limited Anwarah Pty Limited Arisit Pty Limited^{1,2,18} Arlenu Pty Limited

Armidale Holdings Pty Limited^{1,22}

Arpayo Pty Limited

Aspley Electrics Pty Limited^{1,7} Aspley Furniture Pty Limited¹

Aubdirect Pty Limited¹

Australian Business Skills Centre Pty Limited 1,24

Balwondu Pty Limited
Barrayork Pty Limited
Becto Pty Limited
Bedden Pty Limited
Bedden Pty Limited
Bellevue Hill Pty Limited
Bestest Pty Limited
Bossee Pty Limited
Bradiz Pty Limited
Braxpine Pty Limited
Brownsell Pty Limited
Brownsell Pty Limited

Byron Bay Facilities Pty Limited^{1,25} Byron Bay Management Pty Limited^{1,26}

Caesar Mosaics Pty Limited¹

Calardu Pty Limited

Calardu Albany Pty Limited^{1,6}
Calardu Albany Pty Limited^{1,6}
Calardu Albury Pty Limited^{1,6}
Calardu Alexandria DM Pty Limited
Calardu Alice Springs Pty Limited¹
Calardu Armadale WA Pty Limited¹
Calardu Armidale Pty Limited¹
Calardu Ballina Pty Limited¹
Calardu Ballina Pty Limited¹
Calardu Bathurst Pty Limited¹
Calardu Bathurst Pty Limited¹
Calardu Beaufort Street Pty Limited¹
Calardu Belrose DM Pty Limited¹
Calardu Berri (SA) Pty Limited¹
Calardu Berrimah Pty Limited¹
Calardu Broadmeadow Pty Limited¹
Calardu Broadmeadow Pty Limited¹

Calardu Berri (SA) Pty Limited¹
Calardu Berrimah Pty Limited¹
Calardu Broadmeadow Pty Limited¹
Calardu Broadmeadows VIC Pty Limited¹
Calardu Browns Plains Pty Limited¹
Calardu Bunbury (WA) Pty Limited
Calardu Bundall Pty Limited¹
Calardu Burnie Pty Limited^{1,6}
Calardu Campbelltown Pty Limited¹

Name

Calardu Cannington Pty Limited Calardu Caringbah Pty Limited¹

Calardu Caringbah (Taren Point) Pty Limited¹

Calardu Chatswood Pty Limited¹
Calardu Crows Nest Pty Limited¹
Calardu Cubitt Pty Limited¹.6
Calardu Darwin Pty Limited¹
Calardu Dubbo Pty Limited¹
Calardu Frankston Pty Limited¹
Calardu Fyshwick DM Pty Limited¹
Calardu Gordon Pty Limited¹
Calardu Guildford Pty Limited¹
Calardu Hervey Bay Pty Limited¹
Calardu Hobart Pty Limited¹

Calardu Hoppers Crossing Pty Limited¹

Calardu Horsham Pty Limited¹ Calardu Joondalup Pty Limited Calardu Kalgoorlie Pty Limited¹

Calardu Kalgoorlie Oswald St Pty Limited¹ Calardu Karana Downs Pty Limited¹

Calardu Karratha Pty Limited¹

Calardu Kawana Waters Pty Limited^{1,6}
Calardu Kemblawarra Pty Limited¹
Calardu Launceston Pty Limited¹
Calardu Loganholme Pty Limited¹
Calardu Maitland Pty Limited¹
Calardu Malaga Pty Limited^{1,6}
Calardu Mandurah Pty Limited¹
Calardu Maribyrnong Pty Limited
Calardu Maryborough Pty Limited
Calardu Maryborough Pty Limited
Calardu Melville Pty Limited
Calardu Mentone Pty Limited¹

Calardu Melville Pty Limited Calardu Mentone Pty Limited¹ Calardu Midland Pty Limited¹ Calardu Milton Pty Limited¹ Calardu Morayfield Pty Limited¹ Calardu Moss Vale Pty Limited¹ Calardu Mount Isa Pty Limited¹ Calardu Mt Gambier Pty Limited¹ Calardu Mudgee Pty Limited¹ Calardu Munno Para Pty Limited¹ Calardu Noarlunga Pty Limited¹ Calardu Noosa Pty Limited Calardu North Ryde Pty Limited¹ Calardu Northbridge Pty Limited Calardu Nowra Pty Limited¹ Calardu Penrith Pty Limited

Calardu Perth City West Pty Limited¹

Hacvey Norman Holdings Limited Annual Report 2005 103



40. Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

Calardu Port Macquarie Pty Limited

Calardu Preston Pty Limited

Calardu Queensland Pty Limited

Calardu Raine Square Pty Limited^{1,6}

Calardu Richmond Pty Limited

Calardu Rockhampton Pty Limited^{1,6}

Calardu Rockingham Pty Limited

Calardu Roselands Pty Limited¹

Calardu Rutherford Pty Limited^{1,6}

Calardu Sale Pty Limited¹

Calardu Silverwater Pty Limited¹

Calardu South Australia Pty Limited

Calardu Springvale Pty Limited¹

Calardu Swan Hill Pty Limited¹

Calardu Sylvania Pty Limited¹

Calardu Taree Pty Limited¹

Calardu Thebarton Pty Limited¹

Calardu Toorak Pty Limited^{1,6}

Calardu Townsville Pty Limited¹

Calardu Tweed Heads Pty Limited

Calardu Tweed Heads Traders Way Pty Limited¹

Calardu Vicfurn Pty Limited¹

Calardu Victoria Pty Limited

Calardu Warrawong Pty Limited¹

Calardu Warrawong (Homestarters) Pty Limited¹

Calardu Warrnambool Pty Limited

Calardu Warwick Pty Limited¹

Calardu West Gosford Pty Limited¹

Calardu Whyalla Pty Limited¹

Calardu Wivenhoe Pty Limited¹

Carfurn Pty Limited^{1,7}

Carlando Pty Limited

Charmela Pty Limited

Cityel Pty Limited¹

Clambruno Pty Limited

Concomp Pty Limited^{1,7}

Cropp Pty Limited¹

D.M. Alexandria Franchisor Pty Limited

D.M. Alexandria Leasing Pty Limited¹

D.M. Alexandria Licencing Pty Limited¹

D.M. Auburn Franchisor Pty Limited

D.M. Auburn Leasing Pty Limited¹

D.M. Auburn Licencing Pty Limited¹

D.M. Bundall Franchisor Pty Limited

D.M. Bundall Leasing Pty Limited¹

D.M. Fyshwick Franchisor Pty Limited

D.M. Fyshwick Leasing Pty Limited¹

D.M. Kotara Franchisor Pty Limited

D.M. Kotara Leasing Pty Limited¹ D.M. Leicht Franchisor Pty Limited¹

D.M. Liverpool Franchisor Pty Limited

Name

D.M. Liverpool Leasing Pty Limited¹

D.M. North Ryde Franchisor Pty Limited 1,6

D.M. North Ryde Leasing Pty Limited^{1,6}

D.M. Penrith Franchisor Pty Limited

D.M. Penrith Leasing Pty Limited¹

D.M. Pellitti Leasing Fty Limited

D.M. QVH Franchisor Pty Limited

D.M. QVH Leasing Pty Limited¹

D.M. Warrawong Franchisor Pty Limited

D.M. Warrawong Leasing Pty Limited¹

Daldere Pty Limited

Dandolena Pty Limited

Derni Pty Limited

Divonda Pty Limited

Domain Holdings Pty Limited¹

Domayne Holdings Limited 18,9

Domayne Pty Limited1

Domayne Online.com Pty Limited¹

Domavne P.E.M. Ptv Limited

Domayne Plant & Equipment Pty Limited

Dubbo JV Pty Limited¹

Durslee Pty Limited

Edbrook Pty Limited⁵

Edbrook Everton Park Pty Limited¹

Electall Pty Limited^{1,7}

Electwarr Pty Limited¹

Enfiel Pty Limited^{1,6,7}

Everbed Pty Limited^{1,6,7}

Farane Pty Limited

Flormonda Pty Limited

Forgetful Pty Limited¹

Forgettul Pty Limited

Furnbund Pty Limited 1,6

Furnen Pty Limited^{1,6,7}

Furngrav Pty Limited^{1,6,7}

Gambiel Pty Limited^{1,6,7}

Ganoru Pty Limited

Generic Publications Pty Limited¹

Geraldton WA Pty Limited¹

Gestco Pty Limited

Gestco Greensborough Pty Limited

Glo Light Pty Limited^{1,23}

H.N Adelaide CK Franchisor Pty Limited

H.N Adelaide CK Leasing Pty Limited¹

H.N. Albany Franchisor Pty Limited

H.N. Albany Leasing Pty Limited¹

H.N. Albury Franchisor Pty Limited

H.N. Albury Leasing Pty Limited¹

H.N. Armadale WA Franchisor Pty Limited

H.N. Armadale WA Leasing Pty Limited¹

H.N. Armidale Franchisor Pty Limited

H.N. Armidale Leasing Pty Limited¹ H.N. Aspley Franchisor Pty Limited

Heldings Limited

Annual Report

2005

104



40. Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name Name

H.N. Aspley Leasing Pty Limited¹ H.N. Auburn Franchisor Pty Limited H.N. Auburn Leasing Pty Limited¹ H.N. Ayr Franchisor Pty Limited H.N. Ayr Leasing Pty Limited¹ H.N. Bairnsdale Franchisor Pty Limited H.N. Bairnsdale Leasing Pty Limited¹ H.N. Balgowlah Franchisor Pty Limited H.N. Balgowlah Leasing Pty Limited¹ H.N. Ballarat Franchisor Pty Limited H.N. Ballarat Leasing Pty Limited¹ H.N. Bathurst Franchisor Pty Limited H.N. Bathurst Leasing Pty Limited¹ H.N. Belmont Franchisor Pty Limited H.N. Belmont Leasing Pty Limited¹ H.N. Bendigo Franchisor Pty Limited H.N. Bendigo Leasing Pty Limited¹ H.N. Bernoth Franchisor Pty Limited H.N. Bernoth Leasing Pty Limited¹ H.N. Bernoth Plant & Equipment Pty Limited H.N. Blacktown Franchisor Ptv Limited H.N. Blacktown Leasing Pty Limited¹ H.N. Bondi Junction Franchisor Pty Limited¹ H.N. Bondi Junction Leasing Pty Limited¹ H.N. Broadmeadow (VIC) Franchisor Pty Limited^{1,6} H.N. Broadmeadow (VIC) Leasing Pty Limited^{1,6} H.N. Broadway on the Mall Franchisor Pty Limited H.N. Broadway on the Mall Leasing Pty Limited¹ H.N. Broadway (Sydney) Franchisor Pty Limited H.N. Broadway (Sydney) Leasing Pty Limited¹ H.N. Browns Plains Franchisor Pty Limited H.N. Browns Plains Leasing Pty Limited¹ H.N. Bunbury Franchisor Pty Limited H.N. Bunbury Leasing Pty Limited¹ H.N. Bundaberg Franchisor Pty Limited H.N. Bundaberg Leasing Pty Limited¹ H.N. Bundall Franchisor Pty Limited H.N. Bundall Leasing Pty Limited¹ H.N. Burleigh Heads Franchisor Pty Limited H.N. Burleigh Heads Leasing Pty Limited¹ H.N. Busselton Franchisor Pty Limited H.N. Busselton Leasing Pty Limited¹ H.N. Cairns Franchisor Pty Limited H.N. Cairns Leasing Pty Limited¹ H.N. Campbelltown Franchisor Pty Limited H.N. Campbelltown Leasing Pty Limited¹ H.N. Cannington W.A. Franchisor Pty Limited

H.N. Cannington W.A. Leasing Pty Limited¹

H.N. Carindale Franchisor Pty Limited

H.N. Cards Pty Limited^{1,6}

H.N. Carindale Leasing Pty Limited¹ H.N. Caringbah Franchisor Pty Limited H.N. Caringbah Leasing Pty Limited¹ H.N. Castle Hill Franchisor Pty Limited^{1,6} H.N. Castle Hill Leasing Pty Limited^{1,6} H.N. Chatswood Franchisor Pty Limited H.N. Chatswood Leasing Pty Limited¹ H.N. Chirnside Park Franchisor Pty Limited H.N. Chirnside Park Leasing Pty Limited¹ H.N. City Cross Franchisor Pty Limited¹ H.N. City Cross Leasing Pty Limited¹ H.N. City West Franchisor Pty Limited H.N. City West Leasing Pty Limited¹ H.N. Coffs Harbour Franchisor Pty Limited H.N. Coffs Harbour Leasing Pty Limited¹ H.N. Cranbourne Franchisor Pty Limited H.N. Cranbourne Leasing Pty Limited¹ H.N. Dalby Franchisor Pty Limited H.N. Dalby Leasing Pty Limited¹ H.N. Dandenong Franchisor Pty Limited H.N. Dandenong Leasing Pty Limited¹ H.N. Darwin Franchisor Pty Limited H.N. Darwin Leasing Pty Limited¹ H.N. Deniliquin Franchisor Pty Limited H.N. Deniliquin Leasing Pty Limited¹ H.N. Dubbo Franchisor Pty Limited H.N. Dubbo Leasing Pty Limited¹ H.N. Enfield Franchisor Pty Limited H.N. Enfield Leasing Pty Limited¹ H.N. Everton Park Franchisor Pty Limited H.N. Everton Park Leasing Pty Limited¹ H.N. Fortitude Valley Franchisor Pty Limited H.N. Fortitude Valley Leasing Pty Limited¹ H.N. Fremantle Franchisor Pty Limited H.N. Fremantle Leasing Pty Limited¹ H.N. Fyshwick Franchisor Pty Limited H.N. Fyshwick Leasing Pty Limited¹ H.N. Geelong Franchisor Pty Limited H.N. Geelong Leasing Pty Limited¹ H.N. Geraldton Leasing Pty Limited¹ H.N. Geraldton WA Franchisor Pty Limited H.N. Gladstone Franchisor Pty Limited H.N. Gladstone Leasing Pty Limited¹ H.N. Gordon Franchisor Pty Limited H.N. Gordon Leasing Pty Limited¹ H.N. Gosford Leasing Pty Limited¹ H.N. Goulburn Franchisor Pty Limited^{1,6} H.N. Goulburn Leasing Pty Limited^{1,6} H.N. Grafton Franchisor Pty Limited H.N. Grafton Leasing Pty Limited¹





40. Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name Name

H.N. Greensborough Franchisor Pty Limited
H.N. Greensborough Leasing Pty Limited
H.N. Griffith Franchisor Pty Limited

H.N. Griffith Franchisor Pty Limited H.N. Griffith Leasing Pty Limited¹

H.N. Hamilton Franchisor Pty Limited

H.N. Hamilton Leasing Pty Limited¹

H.N. Hervey Bay Franchisor Pty Limited

H.N. Hervey Bay Leasing Pty Limited¹

H.N. Hoppers Crossing Franchisor Pty Limited

H.N. Hoppers Crossing Leasing Pty Limited¹

H.N. Horsham Franchisor Pty Limited

H.N. Horsham Leasing Pty Limited¹

H.N. Indooroopilly Franchisor Pty Limited

H.N. Indooroopilly Leasing Pty Limited¹

H.N. Innisfail Franchisor Pty Limited

H.N. Innisfail Leasing Pty Limited¹

H.N. Inverell Franchisor Pty Limited

H.N. Inverell Leasing Pty Limited¹

H.N. Joondalup Franchisor Pty Limited

H.N. Joondalup Leasing Pty Limited¹

H.N. Kalgoorlie Franchisor Pty Limited

H.N. Kalgoorlie Leasing Pty Limited¹

H.N. Karratha Franchisor Pty Limited

H.N. Karratha Leasing Pty Limited¹

H.N. Kawana Waters Franchisor Pty Limited

H.N. Kawana Waters Leasing Pty Limited¹

H.N. Knox Towerpoint Franchisor Pty Limited

H.N. Knox Towerpoint Leasing Pty Limited¹

H.N. Leichhardt Franchisor Pty Limited

H.N. Leichhardt Leasing Pty Limited¹

H.N. Lismore Franchisor Pty Limited

H.N. Lismore Leasing Pty Limited¹

H.N. Liverpool Franchisor Pty Limited

H.N. Liverpool Leasing Pty Limited¹

H.N. Loganholme Franchisor Pty Limited

H.N. Loganholme Leasing Pty Limited¹

H.N. Loughran Contracting Pty Limited¹

H.N. Mackay Franchisor Pty Limited

H.N. Mackay Leasing Pty Limited¹

H.N. Maddington Franchisor Pty Limited

H.N. Maddington Leasing Pty Limited¹

H.N. Maitland Franchisor Pty Limited

H.N. Maitland Leasing Pty Limited¹

H.N. Mandurah Franchisor Pty Limited

H.N. Mandurah Leasing Pty Limited¹

H.N. Maribyrnong Franchisor Pty Limited

H.N. Maribyrnong Leasing Pty Limited¹

H.N. Marion Franchisor Pty Limited

H.N. Marion Leasing Pty Limited¹

H.N. Maroochydore Franchisor Pty Limited

H.N. Maroochydore Leasing Pty Limited¹

H.N. Martin Place Sydney Franchisor Pty Limited

H.N. Martin Place Sydney Leasing Pty Limited¹

H.N. Midland Franchisor Pty Limited

H.N. Midland Leasing Pty Limited¹

H.N. Mildura Franchisor Pty Limited

H.N. Mildura Leasing Pty Limited¹

H.N. Moe Franchisor Pty Limited

H.N. Moe Leasing Pty Limited¹

H.N. Moorabbin Franchisor Pty Limited

H.N. Moorabbin Leasing Pty Limited¹

H.N. Moore Park Franchisor Pty Limited

H.N. Moore Park Leasing Pty Limited¹

H.N. Morayfield Franchisor Pty Limited

H.N. Morayfield Leasing Pty Limited¹

H.N. Moree Leasing Pty Limited¹

H.N. Morley Franchisor Pty Limited

H.N. Morley Leasing Pty Limited¹

H.N. Moss Vale Franchisor Pty Limited

H.N. Moss Vale Leasing Pty Limited¹

H.N. Mt Gambier Franchisor Ptv Limited

H.N. Mt Gambier Leasing Pty Limited¹

H.N. Mt Gravatt Franchisor Pty Limited

H.N. Mt Gravatt Leasing Pty Limited¹

H.N. Mt Isa Franchisor Pty Limited

H.N. Mt Isa Leasing Pty Limited¹

H.N. Mudgee Franchisor Pty Limited

n.N. Mudgee Franchisor Pty Limit

H.N. Mudgee Leasing Pty Limited¹

H.N. Munno Para Franchisor Pty Limited

H.N. Munno Para Leasing Pty Limited¹

H.N. Newcastle Franchisor Pty Limited

H.N. Newcastle Leasing Pty Limited¹

H.N. Noarlunga Franchisor Pty Limited

H.N. Noarlunga Leasing Pty Limited¹

H.N. Noosa Franchisor Pty Limited

H.N. Noosa Leasing Pty Limited¹

H.N. Norwest Franchisor Pty Limited¹

H.N. Norwest Leasing Pty Limited¹

H.N. Nowra Franchisor Pty Limited

H.N. Nowra Leasing Pty Limited¹

H.N. Nunawading Franchisor Pty Limited

Ti.N. Nunawauing Franchisor Fty Limited

 $H.N.\ Nunawading\ Leasing\ Pty\ Limited ^{1}$

 $\hbox{H.N. O'Connor Franchisor Pty Limited}\\$

H.N. O'Connor Leasing Pty Limited¹

H.N. Oakleigh CK Franchisor Pty Limited

H.N. Oakleigh CK Leasing Pty Limited¹

H.N. Orange Franchisor Pty Limited

H.N. Orange Leasing Pty Limited¹

H.N. Osborne Park Franchisor Pty Limited

H.N. Osborne Park Leasing Pty Limited¹

Harvey Norman Haldings Limited Annual Report 2005 106



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

H.N. Oxley Franchisor Pty Limited

H.N. Oxley Leasing Pty Limited¹

H.N. Pacific Fair Franchisor Pty Limited 1,6

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

H.N. Parkes Franchisor Pty Limited

H.N. Parkes Leasing Pty Limited¹

H.N. Penrith Franchisor Pty Limited

H.N. Penrith Leasing Pty Limited¹

H.N. Peppermint Grove Franchisor Pty Limited

H.N. Peppermint Grove Leasing Pty Limited¹

H.N. Port Hedland Franchisor Pty Limited

H.N. Port Hedland Leasing Pty Limited¹

H.N. Port Kennedy Franchisor Pty Limited

H.N. Port Kennedy Leasing Pty Limited¹

H.N. Port Macquarie Franchisor Pty Limited

H.N. Port Macquarie Leasing Pty Limited¹

H.N. Preston Franchisor Pty Limited

H.N. Preston Leasing Pty Limited¹

H.N. Riverwood Franchisor Pty Limited¹

H.N. Riverwood Leasing Pty Limited¹

H.N. Rockhampton Franchisor Pty Limited

H.N. Rockhampton Leasing Pty Limited¹

H.N. Sale Franchisor Pty Limited

H.N. Sale Leasing Pty Limited¹

H.N. Shepparton Franchisor Pty Limited

H.N. Shepparton Leasing Pty Limited¹

H.N. South Tweed Franchisor Pty Limited

H.N. South Tweed Leasing Pty Limited¹

H.N. Southland Franchisor Pty Limited

H.N. Southland Leasing Pty Limited¹

H.N. Swan Hill Franchisor Pty Limited

H.N. Swan Hill Leasing Pty Limited¹

H.N. Tamworth Franchisor Pty Limited

H.N. Tamworth Leasing Pty Limited¹

H.N. Taree Leasing Pty Limited¹

H.N. Toowoomba Franchisor Pty Limited

H.N. Toowoomba Leasing Pty Limited¹

H.N. Townsville Franchisor Pty Limited

H.N. Townsville Leasing Pty Limited¹

H.N. Traralgon Franchisor Pty Limited

H.N. Traralgon Leasing Pty Limited¹

H.N. Wagga Franchisor Pty Limited

H.N. Wagga Leasing Pty Limited¹

H.N. Wangaratta Franchisor Pty Limited

H.N. Wangaratta Leasing Pty Limited¹

H.N. Warragul Franchisor Pty Limited

H.N. Warragul Leasing Pty Limited¹

H.N. Warrawong Franchisor Pty Limited

H.N. Warrawong Leasing Pty Limited¹

H.N. Warrnambool Franchisor Pty Limited

Name

H.N. Warrnambool Leasing Pty Limited¹

H.N. Warwick (WA) Franchisor Pty Limited

H.N. Warwick (WA) Leasing Pty Limited¹

H.N. Warwick Franchisor Pty Limited

H.N. Warwick Leasing Pty Limited¹

H.N. Watergardens Franchisor Pty Limited

H.N. Watergardens Leasing Pty Limited¹

H.N. Waurn Ponds Franchisor Pty Limited

H.N. Waurn Ponds Leasing Pty Limited¹

H.N. West Gosford Franchisor Pty Limited H.N. Whyalla Franchisor Pty Limited

H.N. Whyalla Leasing Pty Limited¹

H.N. Wiley Park Franchisor Pty Limited

H.N. Wiley Park Leasing Pty Limited¹

H.N. Windsor Franchisor Pty Limited

H.N. Windsor Leasing Pty Limited¹

H.N. Woden Franchisor Pty Limited

H.N. Woden Leasing Pty Limited¹

H.N. Wonthaggi Franchisor Pty Limited

H.N. Wonthaggi Leasing Pty Limited¹

H.N. Young Franchisor Pty Limited

H.N. Young Leasing Pty Limited¹

Haproc Pty Limited^{1,7}

Hardly Normal Discounts Pty Limited

Hardly Normal Pty Limited

Hardly Normal Limited^{1,8,9}

Harvey Cellars Pty Limited¹

Harvey Liquor Pty Limited¹

Harvey Norman (ACT) Pty Limited

Harvey Norman Burnie Franchisor Pty Limited

Harvey Norman Burnie Leasing Pty Limited¹

Harvey Norman Commercial Your Solution

Provider Pty Limited¹

Harvey Norman Computer Club Pty Limited¹

Harvey Norman Computer Training Pty Limited¹

Harvey Norman Contracting Pty Limited¹

Harvey Norman Corporate Air Pty Limited¹

Harvey Norman Devonport Franchisor Pty Limited

Harvey Norman Devonport Leasing Pty Limited¹

Harvey Norman Energy Pty Limited

Harvey Norman Export Pty Limited

Harvey Norman Europe d.o.o.^{1,11}

Harvey Norman Fitouts Pty Limited1

Harvey Norman Gamezone Pty Limited¹

Harvey Norman Glenorchy Franchisor Pty Limited

Harvey Norman Glenorchy Leasing Pty Limited¹

Harvey Norman Hobart Franchisor Pty Limited

Harvey Norman Hobart Leasing Pty Limited¹

Harvey Norman Holdings (Ireland) Limited^{1,20}

Harvey Norman Home Cellars Pty Limited¹

Harvey Norman Annual Report 2005



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

Harvey Norman Home Loans Pty Limited¹ Harvey Norman Home Starters Pty Limited¹

 $\label{thm:launceston} \textit{Harvey Norman Launceston Franchisor Pty Limited}$

Harvey Norman Launceston Leasing Pty Limited¹

Harvey Norman Leasing Pty Limited

Harvey Norman Leasing (Cork) Limited^{1,20}

Harvey Norman Leasing (Dublin) Limited^{1,20}

Harvey Norman Leasing (Dundalk) Limited^{1,20}

Harvey Norman Leasing (N.Z.) Limited^{1,8,9}

Harvey Norman Limited^{1,9}

Harvey Norman Loughran Plant & Equipment

Pty Limited¹

Harvey Norman Mortgage Service Pty Limited¹

Harvey Norman Music Pty Limited¹

Harvey Norman Net. Works Pty Limited

Harvey Norman (N.S.W.) Pty Limited¹

Harvey Norman Online.com Pty Limited¹

Harvey Norman Ossia (Asia) Pte Limited^{1,10,16,17}

Harvey Norman P.E.M. Pty Limited¹

Harvey Norman Plant and Equipment Pty Limited¹

Harvey Norman Properties (N.Z.) Limited^{1,8,9}

Harvey Norman (QLD) Pty Limited⁵

Harvey Norman Rental Pty Limited¹

Harvey Norman Retailing Pty Limited

Harvey Norman Rosney Franchisor Pty Limited

Harvey Norman Rosney Leasing Pty Limited¹

Harvey Norman Security Pty Limited¹

Harvey Norman Shopfitting Pty Limited

Harvey Norman Singapore Pte Limited 1,10,15,16

Harvey Norman Stores Pty Limited

Harvey Norman Stores (N.Z.) Pty Limited

Harvey Norman Stores (W.A.) Pty Limited¹

Harvey Norman Superlink Pty Limited¹

Harvey Norman Tasmania Pty Limited¹

Harvey Norman Technology Pty Limited

Harvey Norman The Bedding Specialists Pty Limited¹

Harvey Norman The Computer Specialists Pty Limited¹

Harvey Norman The Electrical Specialists Pty Limited¹

Harvey Norman The Furniture Specialists Pty Limited¹

Harvey Norman Trading (Ireland) Limited^{1,20}

Harvey Norman Trading d.o.o. 1,11

Harvey Norman Ulverstone Franchisor Pty Limited

Harvey Norman Ulverstone Leasing Pty Limited¹

Harvey Norman Victoria Pty Limited

Havrex Pty Limited⁵

HN Byron No. 2 Pty Limited¹

HN Byron No. 3 Pty Limited¹

HNL Pty Limited¹

Hodberg Pty Limited⁴

Name

Hodvale Pty Limited⁴

Home Mart Furniture Pty Limited¹

Home Mart Pty Limited¹

Hoxco Pty Limited⁵

Indolect Pty Limited^{1,7}

Jartoso Pty Limited

J.M. Alexandria Franchisor Pty Limited^{1,6}

J.M. Alexandria Leasing Pty Limited^{1,6}

J.M. Auburn Franchisor Pty Limited

J.M. Campbelltown Franchisor Pty Limited

J.M. Campbelltown Leasing Pty Limited¹

J.M. Campbertown Ecasing 1 ty Emitted

J.M. Caringbah Franchisor Pty Limited

J.M. Caringbah Leasing Pty Limited¹
J.M. Contracting Services Pty Limited

J.M. Leasing Pty Limited¹

J.M. Marrickville Franchisor Pty Limited

J.M. Marrickville Leasing Pty Limited¹

J.M. McGraths Hill Franchisor Ptv Limited^{1,6}

J.M. McGraths Hill Leasing Pty Limited 1,6

J.IVI. IVICGI ATIIS HIII LEASING PTY LIITITEU

J.M. Newcastle Franchisor Pty Limited

J.M. Plant & Equipment Hire Pty Limited¹

J.M. Share Investment Pty Limited¹
J.M. Townsville Franchisor Pty Limited^{1,6}

J.M. Townsville Leasing Pty Limited^{1,6}

J.M. West Gosford Franchisor Pty Limited

J.M. West Gosford Leasing Pty Limited¹

Jondarlo Pty Limited

Joyce Mayne Home Cellars Pty Limited¹

Joyce Mayne Kotara Leasing Pty Limited¹

Joyce Mayne Liverpool Leasing Pty Limited¹

Joyce Mayne Penrith Pty Limited¹

Joyce Mayne Shopping Complex Pty Limited¹

Kalinya Development Pty Limited¹

Kambaldu Pty Limited

Kawlect Pty Limited^{1,7}

Kita Pty Limited

Koodero Pty Limited

Korinti Pty Limited

Lamino Pty Limited

Lectapp Pty Limited^{1,7}

Lesandu Pty Limited

Lesandu Pty Liniited

Lesandu Adelaide City Pty Limited¹

Lesandu Adelaide CK Pty Limited¹

Lesandu Albany Pty Limited¹

Lesandu Albury Pty Limited^{1,6}

Lesandu Alexandria DM Pty Limited¹

Lesandu Alexandria (JM) Pty Limited¹

Lesandu Auburn Stone Pty Limited¹

Lesandu Ayr Pty Limited¹

Lesandu Bairnsdale Pty Limited¹

Harvey Norman Reddings Limited Annual Report 2005 108



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

Lesandu Balgowlah Pty Limited¹

Lesandu Bathurst Pty Limited¹

Lesandu Bella Vista Pty Limited¹

Lesandu Belmont Pty Limited¹

Lesandu Belrose DM Pty Limited^{1,6}

Lesandu Blacktown Pty Limited 1,6

Lesandu Bondi Junction Pty Limited¹

Lesandu Brisbane City Pty Limited¹

Lesandu Broadbeach Pty Limited 1,6

Lesandu Broadway Pty Limited¹

Lesandu Browns Plains Pty Limited¹

Lesandu Burleigh Heads Flooring Pty Limited¹

Lesandu Busselton Pty Limited¹

Lesandu Cannington Pty Limited¹

Lesandu Carindale Pty Limited¹

Lesandu Castle Hill Pty Limited¹

Lesandu Cessnock (JM) Pty Limited 1,6

Lesandu Charmhaven Pty Limited¹

Lesandu Chatswood Express Pty Limited¹

Lesandu Chatswood Pty Limited¹

Lesandu Cheltenham Pty Limited¹

Lesandu Chirnside Park Pty Limited¹

Lesandu Cleveland Pty Limited¹

Lesandu Cranbourne Pty Limited¹

Lesandu Dalby Pty Limited¹

Lesandu Deniliquin Pty Limited¹

Lesandu Engadine Pty Limited¹

Lesandu Erina Flooring Pty Limited¹

Lesandu Forster Pty Limited 1,6

Lesandu Fremantle Pty Limited¹

Lesandu Fremantle No 2 Pty Limited 1,6

Lesandu Fyshwick Pty Limited¹

Lesandu Gaven Pty Limited¹

Lesandu Gordon Pty Limited^{1,6}

Lesandu Goulburn Pty Limited¹

Lesandu Grafton Pty Limited¹

Lesandu Greensborough Pty Limited^{1,6}

Lesandu Griffith Ptv Limited¹

Lesandu Hamilton (VIC) Pty Limited¹

Lesandu Hamilton Pty Limited¹

Lesandu Hervey Bay Pty Limited¹

Lesandu Horsham Pty Limited¹

Lesandu Indooroopilly Pty Limited

Lesandu Innisfail Pty Limited¹

Lesandu Inverell Pty Limited^{1,6}

Lesandu Joondalup Pty Limited¹

Lesandu Kalgoorlie Pty Limited¹

Lesandu Knox Towerpoint Pty Limited¹

Lesandu Leichhardt M Pty Limited¹

Lesandu Light Street DM Pty Limited¹

Name

Lesandu Lismore Pty Limited¹

Lesandu Loganholme Pty Limited¹

Lesandu Maddington Pty Limited¹

Lesandu Mandurah Pty Limited¹

Lesandu Marion Pty Limited¹

Lesandu Maroochydore Flooring Pty Limited¹

Lesandu McGraths Hill (JM) Pty Limited1

Lesandu Melbourne City DM Pty Limited¹

Lesandu Mentone Pty Limited¹

Lesandu Midland Pty Limited¹

Lesandu Mile End Pty Limited¹

Lesandu Moe Pty Limited¹

Lesandu Moree Pty Limited¹

Lesandu Morley Pty Limited¹

Lesandu Mornington Pty Limited¹

Lesandu Moss Vale Pty Limited¹

Lesandu Mt Gravatt Ptv Limited¹

Lesandu Mt Isa Pty Limited¹

Lesandu Munno Para Pty Limited¹

Lesandu Muswellbrook Pty Limited¹

Lesandu Noarlunga Pty Limited¹

Lesandu Noosa Pty Limited¹

Lesandu North Ryde DM Pty Limited 1,6

Lesandu Nowra Pty Limited¹

Lesandu Oakleigh CK Pty Limited¹

Lesandu Orange Pty Limited¹

Lesandu Osborne Park Pty Limited¹

Lesandu Oxley Pty Limited^{1,6}

Lesandu Penrith DM Pty Limited¹

Lesandu Peppermint Grove Pty Limited¹

Lesandu Perth City West Pty Limited¹

Lesandu Richmond (VIC) Pty Limited¹

Lesandu Riverwood Pty Limited¹

Lesandu S.A. Pty Limited¹

Lesandu Sale Pty Limited¹

Lesandu Silverwater Pty Limited¹

Lesandu Stanmore Pty Limited¹

Lesandu Swan Hill Ptv Limited¹

Lesandu Sydenham Pty Limited¹

Lesandu Sydney City SS Pty Limited¹

Lesandu Tamworth Pty Limited¹

Lesandu Taree Pty Limited^{1,6}

Lesandu Taree Home Mart Pty Limited¹

Lesandu Tasmania Pty Limited¹

Lesandu Townsville Pty Limited¹

Lesandu Tweed Heads Pty Limited

Lesandu Tweed Heads Flooring Pty Limited¹

Lesandu Underwood Pty Limited¹

Lesandu W.A. Pty Limited

Lesandu W.A. Furniture Pty Limited¹



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

Lesandu Wagga Wagga Pty Limited¹
Lesandu Wangaratta Pty Limited¹
Lesandu Warragul Pty Limited¹
Lesandu Warrawong Pty Limited¹
Lesandu Warwick (WA) Pty Limited¹
Lesandu Warwick Pty Limited¹
Lesandu Waurn Ponds Pty Limited¹
Lesandu West Gosford DM Pty Limited¹
Lesandu Wonthaggi Pty Limited¹

Lexeri Pty Limited
Lightcorp Pty Limited¹

Lighting Venture Pty Limited

Lodare Pty Limited Loreste Pty Limited Lunorcom Pty Limited^{1,7} Mallap Pty Limited^{1,7} Mallcom Pty Limited^{1,6,7}

Mallcom Pty Limited Malvis Pty Limited Manutu Pty Limited Maradoni Pty Limited

Marfloor Pty Limited^{1,7}
Maribed Pty Limited^{1,6}
Marinski Pty Limited

Marncom Pty Limited^{1,7}

Mega Flooring Depot Pty Limited¹

Misstar Pty Limited^{1,2} Mountel Pty Limited^{1,6,7} Munnofurn Pty Limited^{1,7}

Murray Street Development Pty Limited¹

Murraybed Pty Limited^{1,7} Nedcroft Pty Limited

Network Consumer Finance Pty Limited Network Consumer Finance (Ireland) Limited^{1,20}

Network Consumer Finance (N.Z.) Limited^{1,8,9} Noarfurn Pty Limited^{1,7}

Noarlect Pty Limited^{1,7} Nomadale Pty Limited⁵ Norman Ross Pty Limited Oldmist Pty Limited Omdale Pty Limited¹ Osbeds Pty Limited^{1,7}

Oslek Developments Pty Limited¹

Osraidi Pty Limited Otharna Pty Limited^{1,7} Oxapel Pty Limited^{1,7}

Pertama Holdings Limited^{1,10,16,17} P & E Adelaide CK Pty Limited^{1,7} P & E Albany Pty Limited¹

P & E Albury Pty Limited^{1,7}

P & E Armadale WA Pty Limited¹

Name |

P & E Armidale Pty Limited^{1,7}

P & E Aspley Pty Limited^{1,7}

P & E Auburn Pty Limited^{1,7}

P & E Ayr Pty Limited^{1,7}

P & E Bairnsdale Pty Limited^{1,7}

P & E Balgowlah Pty Limited^{1,7}

P & E Ballarat Pty Limited^{1,7}

P & E Bathurst Pty Limited^{1,7}

P & E Belmont Pty Limited¹

P & E Bendigo Pty Limited^{1,7}

P & E Blacktown Pty Limited^{1,7}

P & E Bondi Junction Pty Limited^{1,7}

P & E Broadmeadow Pty Limited¹

P & E Broadway on The Mall Pty Limited^{1,7}

P & E Broadway Pty Limited^{1,7}

P & E Browns Plains Pty Limited^{1,7}

P & E Bunbury Pty Limited¹

P & E Bundaberg Pty Limited^{1,7}

P & E Bundall Pty Limited^{1,7}

P & E Burleigh Heads Pty Limited^{1,7}

P & E Busselton Pty Limited¹

P & E Cairns Pty Limited^{1,7}

P & E Campbelltown Pty Limited^{1,7}

P & E Cannington Pty Limited¹

P & E Carindale Pty Limited^{1,7}

P & E Caringbah Pty Limited^{1,7}

P & E Castle Hill Pty Limited^{1,6}

P & E Chatswood Pty Limited^{1,7}

P & E Chirnside Park Pty Limited^{1,7}

P & E City Cross Pty Limited^{1,7}

P & E City West Pty Limited¹

P & E Coffs Harbour Pty Limited^{1,7}

P & E Cranbourne Pty Limited^{1,7}

P & E Crows Nest Pty Limited¹

P & E Dalby Pty Limited^{1,7}

P & E Dandenong Pty Limited^{1,7}

P & E Darwin Pty Limited^{1,7}

P & E Deniliquin Pty Limited^{1,7}

P & E Dili Pty Limited¹

P & E Dubbo Pty Limited^{1,7}

P & E Enfield Pty Limited^{1,7}

P & E Everton Park Pty Limited^{1,7}

P & E Fortitude Valley Pty Limited^{1,7}

P & E Fremantle Pty Limited¹

P & E Geelong Pty Limited^{1,7}

P & E Geraldton Pty Limited¹

P & E Gladstone Pty Limited^{1,7}

P & E Gordon Pty Limited^{1,7}

P & E Gosford Pty Limited^{1,7}

P & E Grafton Pty Limited^{1,7}

Harvey Norman Holdings Limited Annual Report 2005 110



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name	N	Name
------	---	------

P & E Greensborough Plaza Pty Limited^{1,7}

P & E Griffith Pty Limited^{1,7}

P & E Hamilton Pty Limited^{1,7}

P & E Hervey Bay Pty Limited^{1,7}

P & E Homewest Pty Limited¹

P & E Hoppers Crossing Pty Limited^{1,7}

P & E Horsham Pty Limited^{1,7}

P & E Indooroopilly Pty Limited^{1,7}

P & E Innisfail Pty Limited^{1,7}

P & E Inverell Pty Limited^{1,7}

P & E Joondalup Pty Limited¹

P & E Kalgoorlie Pty Limited¹

P & E Karratha Pty Limited¹

P & E Kawana Waters Pty Limited^{1,7}

P & E Knox Towerpoint Pty Limited^{1,7}

P & E Leichhardt Pty Limited¹

P & E Lismore Pty Limited^{1,7}

P & E Liverpool Pty Limited^{1,7}

P & E Loganholme Pty Limited^{1,7}

P & E Mackay Pty Limited^{1,7}

P & E Maclean Pty Limited^{1,7}

P & E Maddington Pty Limited¹

P & E Maitland Pty Limited^{1,7}

P & E Mandurah Pty Limited¹

P & E Maribyrnong Pty Limited^{1,7}

P & E Marion Pty Limited^{1,7}

P & E Maroochydore Pty Limited^{1,7}

P & E Marrickville Pty Limited^{1,7}

P & E Martin Place Sydney Pty Limited^{1,7}

P & E Midland Pty Limited¹

P & E Mildura Pty Limited^{1,7}

P & E Moe Pty Limited^{1,7}

P & E Moorabbin Pty Limited^{1,7}

P & E Moore Park Pty Limited^{1,7}

P & E Morayfield Pty Limited^{1,7}

P & E Moree Pty Limited^{1,7}

P & E Morley Pty Limited¹

P & E Moss Vale Pty Limited^{1,7}

P & E Mt Gambier Pty Limited^{1,7}

P & E Mt Gravatt Pty Limited^{1,7}

P & E Mt Isa Pty Limited^{1,7}

P & E Mudgee Pty Limited^{1,7}

P & E Munno Para Pty Limited^{1,7}

P & E Newcastle Pty Limited^{1,7}

P & E Noarlunga Pty Limited^{1,7}

P & E Noosa Pty Limited^{1,7}

P & E Norwest Pty Limited^{1,6,7}

P & E Nowra Pty Limited^{1,7}

P & E Nunawading Pty Limited^{1,7}

P & E O'Connor Pty Limited¹

P & E Oakleigh CK Pty Limited^{1,7}

P & E Orange Pty Limited^{1,7}

P & E Osborne Park Pty Limited¹

P & E Oxley Pty Limited^{1,7}

P & E Parkes Pty Limited^{1,7}

P & E Penrith Pty Limited^{1,7}

P & E Peppermint Grove Pty Limited¹

P & E Port Hedland Pty Limited¹

P & E Port Kennedy Pty Limited¹

P & E Port Macquarie Pty Limited^{1,7}

P & E Preston Pty Limited^{1,7}

P & E Riverwood Pty Limited^{1,7}

P & E Rockhampton Pty Limited^{1,7}

P & E Sale Pty Limited^{1,7}

P & E Shepparton Pty Limited^{1,7}

P & E Shopfitters Pty Limited¹

P & E Southland Pty Limited 1,7

P & E Swan Hill Pty Limited^{1,7}

P & E Tamworth Pty Limited^{1,7}

P & E Taree Ptv Limited^{1,7}

P & E Toowoomba (B) Pty Limited^{1,7}

P & E Toowoomba Pty Limited 1.7

P & E Townsville Pty Limited^{1,7}

P & E Traralgon Pty Limited^{1,7}

P & E Tweed Heads Pty Limited^{1,7}

P & E Wagga Pty Limited^{1,7}

P & E Wangaratta Pty Limited^{1,7}

P & E Warragul Pty Limited^{1,7}

P & E Warrawong Pty Limited^{1,7}

P & E Warrnambool Pty Limited 1,7

P & E Warwick (Qld) Pty Limited^{1,7}

P & E Warwick (WA) Pty Limited¹

P & E Wai wick (WA) Pty Limited

P & E Watergardens Pty Limited^{1,7}

P & E Waurn Ponds Pty Limited^{1,7}

P & E Whyalla Pty Limited^{1,7}

P & E Wiley Park Pty Limited^{1,7}

P & E Wonthaggi Pty Limited^{1,7}

P & E Young Pty Limited^{1,7}

P & M Alexandria Pty Limited^{1,7}

P & M McGraths Hill Pty Limited 1,6,7

Parkborne Pty Limited¹

PEM Alexandria Pty Limited^{1,6,7}

PEM Auburn Pty Limited^{1,7}

PEM Bundall Pty Limited^{1,7}

PEM Campbelltown Pty Limited^{1,7}

PEM Caringbah Pty Limited^{1,7}

PEM Corporate Pty Limited¹

PEM Gosford Pty Limited^{1,7}

PEM Kotara Pty Limited^{1,7}

PEM Liverpool Pty Limited^{1,7}

Hervey Norman Huldings Limited Annual Report 2005 111



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Name

PEM Penrith Pty Limited^{1,7}
PEM QVH Pty Limited^{1,7}
PEM Warrawong Pty Limited^{1,7}
Plezero Pty Limited
Poliform Pty Limited^{1,6,27}
R. Reynolds Nominees Pty Limited¹
Recline A Way Franchisor Pty Limited¹
Positionary Pty Limited

Rosieway Pty Limited Sarsha Pty Limited Setto Pty Limited

Shakespir Pty Limited¹

Signature Computers Pty Limited¹

Solaro Pty Limited

Space Furniture Limited 1,12,14

Space Furniture Pte Limited 1,10,16

Space Furniture Pty Limited^{1,2,18}

Stonetess Pty Limited

Stores Securitisation Pty Limited

Stores Securitisation (NZ) Limited

Strathloro Pty Limited

Stupendous Pty Limited²¹

Superguard Pty Limited¹

Swaneto Pty Limited

Swanpark Pty Limited⁵

Tatroko Pty Limited

Tessera Stones & Tiles Pty Limited¹³

The Byron At Byron Pty Limited1

Tisira Pty Limited

Townfurn Pty Limited 1,7

Valhome Pty Limited^{1,6,7}

Vallbed Pty Limited^{1,6,7}

Vallfurn Pty Limited^{1,6,7}

Ventama Pty Limited³

Wadins Pty Limited

Wanalti Pty Limited

Waggafurn Pty Limited1

Warfurn Pty Limited^{1,7}

Warian Pty Limited^{1,7}

Warrafloor Pty Limited^{1,7}

Warrare Pty Limited^{1,7}

Warungi Pty Limited

Waytango Pty Limited

Webzone Pty Limited¹ Whitgo Pty Limited^{1,7}

Wytharra Pty Limited

Yoogalu Pty Limited

Zabella Pty Limited

Zavarte Pty Limited

Zirdano Pty Limited

Zirdanu Pty Limited

Harvey Norman Haddings Limited Annual Report 2005 112



40.Controlled Entities and Unit Trusts (continued) Shares held by Harvey Norman Holdings Limited (continued)

Notes

- Company is not part of the class order described in Note 41
- Harvey Norman Holdings Limited owns 99.9% of shares in Misstar Pty Limited and 50% of Bossee Pty Limited, and 99% of the shares in Space Furniture Pty Limited and Arisit 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.
- 10. This company is incorporated in Singapore.
- 11. This company is incorporated in Slovenia.
- 12. This company is incorporated in the UK.
- 13. Shares held by Stonetess Pty Limited.
- Space Furniture Pty Limited owns 70% of shares in 250 Brompton Road Limited and 100% of shares in Space Furniture Limited.
- 15. Shares held by Setto Pty Limited.
- 16. Harvey Norman Singapore Pte Limited owns 60% of the shares in Harvey Norman Ossia (Asia) Pte Limited, 75% of the shares in Space Furniture Pte Limited and
 - 9.67% of the shares in Pertama Holdings Limited.
- 17. Harvey Norman Ossia (Asia) Pte Limited holds 50.21% of the shares in Pertama Holdings Limited.

Notes

- 18. Harvey Norman Holdings Limited has a controlling interest in this entity. The results of this entity have been included in the consolidated financial report of Harvey Norman Holdings Limited from 1 July 2000.
- 19. On 28 July 2001, Becto Pty Limited, a wholly owned subsidiary of Harvey Norman Holdings Limited, acquired a controlling interest in Rebel Sport Limited. From this date the financial statements of Rebel Sport Limited have been consolidated into the financial statements of the consolidated entity. As at 30 June 2005 Becto Pty Limited held 54.97% of the shares in Rebel Sport Limited.
- 20. These companies are incorporated in Ireland.
- 21. Shares held by Calardu Pty Limited.
- 22. Shares held by Calardu Armidale Pty Limited.
- 23. Lighting Venture Pty Limited owns 50.1% of shares in Glo Light Pty Limited.
- 24. Yoogalu Pty Ltd holds 50.5% of the shares in Australian Business Skills Centre Pty Limited.
- 25. HN Byron No 3 Pty Limited holds 50% of the shares in Byron Bay Facilities Pty Limited.
- 26. Yoogalu Pty Ltd holds 50% of the shares in Byron Bay Management Pty Limited.
- 27. Kita Pty Ltd holds 99% of the shares in Poliform Pty Ltd $\,$



40.Controlled Entities and Unit Trusts (continued)

Units in Unit Trusts held by Harvey Norman Holdings Limited

Name Name

098 004 570 No. 2 Trust

Abari No. 3 Trust

Albany Stores No. 2 Trust

Anwarah No. 2 Trust

Appcann No. 2 Trust

Applect No. 2 Trust****

Apptoo No. 2 Trust****

Apptoo Air No. 2 Trust****

Armcom WA No. 2 Trust****

Aspley Electrics No. 2 Trust

Aspley Furniture No. 2 Trust ****

Aspleycom No. 2 Trust ****

Aspleyfurn No. 2 Trust****

Aspleyfurn Qld No. 2 Trust ****

Aubdirect No. 2 Trust

Auburnapp No. 2 Trust

Auburncom No. 2 Trust

Australian Business Skills Centre Trust***

Ayrcom No. 2 Trust

Bathard No. 2 Trust

Becto Trust

Bedden No. 2 Trust****

Beddington No. 2 Trust

Belmcom No. 2 Trust

Belmonters No. 2 Trust****

Bena No. 2 Trust

Berlect No. 2 Trust****

Bernel No. 2 Trust****

Bernlect No. 2 Trust****

Bia Apple Trust

Bradiz No. 2 Trust

Brownsell No. 2 Trust

Bunburybed No. 2 Trust

Bunburyfurn No. 2 Trust

Bundafurn No. 2 Trust****

Bundall Computers No. 2 Trust****

Bundallbed No. 2 Trust*** Bundallcom No. 2 Trust****

Bundallcom (Qld) No. 2 Trust****

Bundcomm No. 2 Trust****

Busselton WA No. 2 Trust****

Cairnfurn No. 2 Trust****

Cairnsel No. 2 Trust

Calardu ACT Trust

Calardu Adderley Street Trust

Calardu Albany Trust**

Calardu Albury Trust**

Calardu Alexandria DM Trust

Calardu Alice Springs Trust

Calardu Armadale WA Trust

Calardu Armidale Trust

Calardu Aspley Trust

Calardu Auburn No. 1 Trust

Calardu Auburn No. 2 Trust

Calardu Auburn No. 3 Trust

Calardu Auburn No. 4 Trust

Calardu Auburn No. 5 Trust

Calardu Auburn No. 6 Trust

Calardu Auburn No. 7 Trust

Calardu Auburn No. 8 Trust

Calardu Auburn No. 9 Trust

Calardu Ballarat Trust

Calardu Ballina Trust

Calardu Bathurst Trust

Calardu Beaufort Street Trust

Calardu Belrose DM Trust

Calardu Bellevue Hill Trust

Calardu Bennetts Green Trust

Calardu Bennetts Green Warehouse Trust

Calardu Berri Trust

Calardu Berrimah Trust

Calardu Brickworks (S.A.) Trust

Calardu Broadmeadow No. 1 Trust

Calardu Broadmeadow No. 2 Trust

Calardu Broadmeadows VIC Trust

Calardu Brookvale Trust

Calardu Browns Plains Trust

Calardu Bunbury Trust

Calardu Bundaberg Trust

Calardu Bundall Trust

Calardu Burnie Trust*

Calardu Campbelltown Trust

Calardu Cannington Trust

Calardu Caringbah Trust

Calardu Caringbah (Taren Point) Trust Calardu Crows Nest Trust

Calardu Crows Nest No. 2 Trust

Calardu Cubitt Trust**

Calardu Darwin Trust

Calardu Denuo Berri Trust

Calardu Dubbo Trust

Calardu Frankston Trust

Calardu Fyshwick DM Trust

Calardu Gordon Trust

Calardu Guildford Trust

Calardu Hervey Bay Trust

Calardu Hobart Trust

Calardu Hoppers Crossing Trust



40.Controlled Entities and Unit Trusts (continued) Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

Name

Calardu Horsham Trust Calardu Joondalup Trust Calardu Kalgoorlie Trust

Calardu Kalgoorlie Oswald St Trust

Calardu Karana Downs Trust

Calardu Karratha Trust

Calardu Kawana Waters Trust**

Calardu Kemblawarra Trust Calardu Launceston Trust

Calardu Loganholme Trust

Calardu Mackay Trust Calardu Maitland Trust

Calardu Malaga Trust**

Calardu Mandurah Trust Calardu Maribyrnong Trust

Calardu Maribyrnong 1995 Trust

Calardu Marion Trust

Calardu Maryborough Trust Calardu Melville Trust

Calardu Mentone Trust Calardu Midland Trust

Calardu Milton Trust

Calardu Morayfield Trust

Calardu Moss Vale Trust

Calardu Mt Isa Trust

Calardu Mt. Gambier Trust

Calardu Mudgee Trust

Calardu Munno Para Trust

Calardu Noarlunga Trust

Calardu Noosa Trust

Calardu North Ryde Trust

Calardu North Ryde 2 Trust**

Calardu Northbridge Trust

Calardu Nowra Trust

Calardu No. 1 Trust

Calardu No. 2 Trust

Calardu No. 3 Trust

Calardu Oxley Trust

Calardu Penrith Trust

Calardu Perth City West Trust

Calardu Port Macquarie Trust

Calardu Preston Trust

Calardu Raine Square Trust**

Calardu Richmond Trust

Calardu Rockingham Trust

Calardu Rockhampton Trust

Calardu Rockhampton 2 Trust**

Calardu Rosebery Trust

Calardu Roselands Trust

Calardu Rutherford Trust**

Name

Calardu Sale Trust

Calardu Silverwater Trust

Calardu Springvale Trust

Calardu Swan Hill Trust

Calardu Sylvania Trust

Calardu Taree Trust

Calardu Thebarton Trust

Calardu Thomastown Trust**

Calardu Toorak Trust*7

Calardu Toowoomba Trust

Calardu Townsville Trust

Calardu Tweed Heads Trust

Calardu Tweed Heads Traders Way Trust

Calardu Vicfurn Trust

Calardu Warrawong Trust

Calardu Warrawong (Homestarters) Trust

Calardu Warrawong No. 1 Trust

Calardu Warrnambool Trust

Calardu Warwick Trust

Calardu West Gosford Trust

Calardu Whvalla Trust

Calardu Wivenhoe Trust

Cannapp No. 2 Trust****

Cannfurn WA No. 2 Trust****

Cannkin No. 2 Trust****

Canntapp No. 2 Trust****

Carfurn No. 2 Trust****

Cardfurn No. 2 Trust****

Carinel No. 2 Trust

Caringel No. 2 Trust****

CBG Trust

Charmela No. 2 Trust

Cherrion No. 2 Trust****

Cityel No. 2 Trust****

Cityslik No. 2 Trust****

Comalla No. 2 Trust****

Comben Nominees No. 2 Trust

Comborne No. 2 Trust

Comjoon No. 2 Trust ****

Comkalg No. 2 Trust****

Comken No. 2 Trust****

Commack No. 2 Trust****

Commount No. 2 Trust****

Compark No. 2 Trust****

Compcall No. 2 Trust****

Comtown No. 2 Trust****

Concomp No. 2 Trust****

Conlect No. 2 Trust****

Connap No. 2 Trust****

Connorfurn No. 2 Trust****



40.Controlled Entities and Unit Trusts (continued) Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

Name

Cosgrove Shopfitting Services No. 2 Trust

Craigcom No. 2 Trust**

Dalel No. 2 Trust****

Dallect No. 2 Trust

Darfurn No. 2 Trust****

Darwel No. 2 Trust

Darwincom No. 2 Trust****

Elbunda No. 2 Trust****

Electall No. 2 Trust

Electbern No. 2 Trust****

Electen No. 2 Trust

Electoo No. 2 Trust

Electos No. 2 Trust****

Electown No. 2 Trust****

Electpark No. 2 Trust****

Electwarr No. 2 Trust****

Electway No. 2 Trust****

Electwind No. 2 Trust

Elgrav No. 2 Trust ****

Emohy No. 2 Trust****

Enbed No. 2 Trust

Enfiel No. 2 Trust**

Enfurn No. 2 Trust****

Enlect No. 2 Trust****

Evbed No. 2 Trust****

Everbed No. 2 Trust**

Everlect No. 2 Trust****

Evfurn No. 2 Trust****

Evtel No. 2 Trust****

Fieldcom No. 2 Trust****

Fieldel No. 2 Trust****

Furnbund No. 2 Trust**

Furnbury No. 2 Trust Furncairn No. 2 Trust****

Furnen No. 2 Trust**

Furngrav No. 2 Trust**

Furnkal No. 2 Trust****

Furnland No. 2 Trust****

Furnpro No. 2 Trust****

Furntown No. 2 Trust****

Galdcom No. 2 Trust****

Gambfurn No. 2 Trust ****

Gambiel No. 2 Trust**

Geracom No. 2 Trust****

Geraldcom No. 2 Trust

Gerel No. 2 Trust****

Gladstone FEC No. 2 Trust ****

Gladstores No. 2 Trust

Gladstores Qld No. 2 Trust

Gravfurn No. 2 Trust****

Name

H.N. Cards Trust**

Hamptonfurn No. 2 Trust ****

Haproc No. 2 Trust**

Harvey Norman Burnie Franchisor Unit Trust

Harvey Norman Devonport Franchisor Unit Trust

Harvey Norman Discounts No. 1 Trust

Harvey Norman Glenorchy Franchisor Unit Trust

Harvey Norman Hobart Franchisor Unit Trust

Harvey Norman Launceston Franchisor Unit Trust

Harvey Norman Lighting Asset Trust

Harvey Norman Lighting No. 1 Trust

Harvey Norman Liquor Unit Trust

Harvey Norman Rosney Franchisor Unit Trust

Harvey Norman Shopfitting Trust

Harvey Norman Tasmania Agent Unit Trust

Harvey Norman Ulverstone Franchisor Unit Trust

Harvey Norman No. 1 Trust

Havnet No. 2 Trust

Hobart City Computers No. 2 Trust****

Ianiz No. 2 Trust****

Indolect No. 2 Trust

Indorel No. 2 Trust****

Inniscom No. 2 Trust

Jinfurn No. 2 Trust****

Joonapp No. 2 Trust

Joonbed No. 2 Trust****

Jooncom No. 2 Trust****

Joondalup Warehousing Services Trust

Joondalup Administrative Services Trust

Joondapp No. 2 Trust ****

Joonfurn No. 2 Trust****

Kaboola No. 2 Trust

Kalel No. 2 Trust****

Kalinya Unit Trust

Kalfurn No. 2 Trust****

Kawel No. 2 Trust****

Kawfurn No. 2 Trust

Kawlect No. 2 Trust

Kenbed No. 2 Trust****

Lamino Investments No. 1 Trust

Lamino Investments No. 2 Trust

Lamino Investments No. 3 Trust

Lamino Investments No. 4 Trust

Lamino Investments No. 5 Trust

Lamino Investments No. 6 Trust

Lectapp No. 2 Trust

Lesandu Albury Trust

Lesandu Campbelltown Trust

Lesandu Fairfield Trust

Lesandu Gordon Trust



40.Controlled Entities and Unit Trusts (continued) Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

Name

Lesandu Gosford Trust Lesandu Miranda Trust Lesandu Newcastle Trust Lesandu No. 1 Trust Lesandu Penrith Trust Lesandu Tamworth Trust Lesandu Warrawong Trust Lesandu Warringah Mall Trust Liscom No. 2 Trust**** Lunacom No. 2 Trust**** Lunorcom No. 2 Trust**** Mackayfurn No. 2 Trust**** Macklect No. 2 Trust**** Mallap No. 2 Trust**** Mallcom No. 2 Trust** Mallect No. 2 Trust**** Mallel No. 2 Trust**** Mandurel No. 2 Trust**** Mantcom No. 2 Trust**** Marcomp No. 2 Trust**** Marfloor No. 2 Trust**** Maribed No. 2 Trust** Marioncom No. 2 Trust Marncom No. 2 Trust Marnfurn No. 2 Trust Marionfurn No. 2 Trust Micomp No. 2 Trust Midstore No. 2 Trust**** Moralect No. 2 Trust**** Moraybed No. 2 Trust**** Morayfurn No. 2 Trust **** Morlel No. 2 Trust**** Morrics No. 2 Trust**** Mountel No. 2 Trust** Munnobed No. 2 Trust**** Munnocom No. 2 Trust**** Munnofurn No. 2 Trust**** Murray Street Development Trust Murraybed No. 2 Trust*** Noarcom No. 2 Trust**** Noarfurn No. 2 Trust**** Noarlect No. 2 Trust Noosafurn No. 2 Trust **** Norrap No. 2 Trust**** Noxfurn No. 2 Trust**** Omdale No. 2 Trust**** Osbcomm No. 2 Trust Osbeds No. 2 Trust**** Osbornel No. 2 Trust** Oslect No. 2 Trust

Oslek Developments Trust Otharna No. 2 Trust****

Name

Oxapel No. 2 Trust**** Oxcom No. 2 Trust **** Oxlevel No. 2 Trust**** Parkborne No. 2 Trust Parkcom No. 2 Trust**** Parkel No. 2 Trust Parklect No. 2 Trust**** Plainscom No. 2 Trust**** Plainsel No. 2 Trust**** Prestbed No. 2 Trust Rockcom No. 2 Trust**** Rustona No. 2 Trust**** Salel No. 2 Trust**** Spirarzo No. 2 Trust Swanel No. 2 Trust**** Sydney No. 1 Trust Toocom No. 2 Trust**** Toowel No. 2 Trust Townfurn No. 2 Trust Townel No. 2 Trust**** The Calardu Trust Tralgfurn No. 2 Trust Valhome No. 2 Trust** Vallbed No. 2 Trust** Vallfurn No. 2 Trust** Waccom No. 2 Trust Warel No. 2 Trust**** Warfurn No. 2 Trust Warian No. 2 Trust Warrafloor No. 2 Trust Warrare No. 2 Trust**** Warwickcom No. 2 Trust**** Warwickel No. 2 Trust**** Westerncom No. 2 Trust Westfurn No. 2 Trust Whitgo No. 2 Trust**** Wickcom No. 2 Trust**** Wincomp No. 2 Trust**** Winfurn No. 2 Trust**** Yallect No. 2 Trust**** Yoogalu Albury Trust Yoogalu Campbelltown Trust Yoogalu Fairfield Trust Yoogalu Gordon Trust Yoogalu Gosford Trust* Yoogalu Lismore Trust* Yoogalu Miranda Trust Yoogalu Newcastle Trust Yoogalu Warrawong Trust Yoogalu Warringah Mall Trust Zoderme No. 2 Trust****





40.Controlled Entities and Unit Trusts (continued)
Units in Unit Trusts held by Harvey Norman Holdings Limited (continued)

Notes

- * All the units in the Unit Trusts are held by Harvey Norman Holdings Limited.
- ** These trusts were acquired during the year.
- *** Some of the units in this trust are held by Yoogalu Pty Limited, a wholly owned subsidiary of Harvey Norman Holdings Limited.
- *** These trusts were vested during the year.





41. Deed of Cross Guarantee

Certain controlled entities (refer Note 40) have entered into a deed of cross guarantee dated 1 June 2004 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. As a result of the Class Order issued by the Australian Securities and Investments Commission these companies are relieved from the requirements to prepare financial statements.

Controlled Entities (Refer Note 40) marked ¹ are not party to the Class Order.

Financial information for the class order closed group is as follows:

(a) Harvey Norman Holdings Limited Closed Group Statement of Financial Position for year ended 2005

	CONSOLIDATED	
	2005 \$000	2004 \$000
Current Assets Cash assets Receivables Other financial assets Inventories Other	88,946 794,288 35,360 102,795 6,848	43,608 707,107 2,459 92,165 4,769
Total current assets	1,028,237	850,108
Non-Current Assets Receivables Investments accounted for using equity method Other financial assets Inventories Property, plant and equipment Deferred tax assets Other	19,312 88,548 117,491 31,475 1,161,920 4,787 544	16,282 53,657 105,570 26,584 1,062,300 5,484 757
Total non-current assets	1,424,077	1,270,634
Total Assets	2,452,314	2,120,742
Current Liabilities Payables Interest-bearing liabilities Tax liabilities Provisions Other	507,521 46,622 8,457 6,050 2,282	466,640 - 20,051 5,827 1,576
Total current liabilities	570,932	494,094
Non-Current Liabilities Interest-bearing liabilities Provisions Other	600,465 1,906 4,435	467,266 6,135 2,786
Total non-current liabilities	606,806	476,187
Total Liabilities	1,177,738	970,281
NET ASSETS	1,274,576	1,150,461
Equity Contributed equity Reserves Retained profits	246,591 278,430 749,555	246,591 248,729 655,141
TOTAL EQUITY	1,274,576	1,150,461

Harvey Norman Heldings Limited Annual Report 2005 119



- 41. Deed of Cross Guarantee (continued)
- (b) Harvey Norman Holdings Limited Closed Group Statement of Financial Performance for year ended 30 June 2005

	CONSOLIDATED	
	2005 \$000	2004 \$000
Sales revenue Cost of sales	533,242 (408,546)	422,460 (323,888)
Gross profit	124,696	98,572
Other revenues Distribution expenses Marketing expenses Occupancy expenses Administrative expenses Borrowing costs Other expenses Share of net profit of associates, joint venture entities and partnerships accounted for using the equity method	683,444 (2,951) (197,582) (74,777) (198,326) (36,944) (59,194)	625,363 (1,331) (172,925) (66,727) (175,236) (27,150) (47,490)
Profit from ordinary activities before income tax expense Income tax expense relating to ordinary activities	242,134 (72,267)	236,478 (72,049)
Net profit	169,867	164,429
Net profit attributable to Outside equity interests	-	-
Net profit attributable to Members of the parent entity	169,867	164,429
(c) Harvey Norman Holdings Limited Closed Group Retained Profits		
Retained profits at the beginning of the financial year	655,141	541,362
Profit from ordinary activities after income tax expense	169,867	164,429
Dividends paid	(75,453)	(50,650)
Retained profits at the end of the financial year	749,555	655,141





Directors' Declaration

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

- (1) In the opinion of the directors:
 - (a) the financial statements and notes of the company and of the consolidated entity are in accordance with the Corporations Act 2001, including:
 - (i) giving a true and fair view of the company's and consolidated entity's financial position as at 30 June 2005 and of their performance for the year ended on that date; and
 - (ii) complying with Accounting Standards and Corporations Regulations 2001; and

R.J. SKIPPEN Director

- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.
- (2) This declaration has been made after receiving the declarations required to be made to the directors in accordance with section 295A of the Corporations Act 2001 for the financial period ending 30 June 2005.
- (3) In the opinion of the directors, as at the date of this declaration, there are reasonable grounds to believe that the members of the Closed Group identified in Note 41 will be able to meet any obligations or liabilities to which they are or may become subject, by virtue of the Deed of Cross Guarantee.

On behalf of the Board.

Sydney

26 September 2005

Harvey Norman Helding Limited Annual Report 2005 121



Ernst & Young Centre 680 George Street Sydney NSW 2000 Australia

> GPO Box 2646 Sydney NSW 2001

 Tel 61 2 9248 5555
 Fax 61 2 9248 5959
 DX Sydney Stock Exchange 10172

Independent audit report to members of Harvey Norman Holdings Limited

Scope

The financial report and directors' responsibility

The financial report comprises the statement of financial position, statement of financial performance, statement of cash flows, accompanying notes to the financial statements, and the directors' declaration for Harvey Norman Holdings Limited (the company) and the consolidated entity, for the year ended 30 June 2005. The consolidated entity comprises both the company and the entities it controlled during that year.

The directors of the company are responsible for preparing a financial report that gives a true and fair view of the financial position and performance of the company and the consolidated entity, and that complies with Accounting Standards in Australia, in accordance with the Corporations Act 2001. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

Audit approach

We conducted an independent audit of the financial report in order to express an opinion to the members of the company. Our audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgement, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

We performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the Corporations Act 2001, including compliance with Accounting Standards in Australia, and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the company's and the consolidated entity's financial position, and of their performance as represented by the results of their operations and cash flows.

We formed our audit opinion on the basis of these procedures, which included:

- examining, on a test basis, information to provide evidence supporting the amounts and disclosures in the financial report; and
- assessing the appropriateness of the accounting policies and disclosures used and the reasonableness of significant accounting estimates made by the directors.



While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

We performed procedures to assess whether the substance of business transactions was accurately reflected in the financial report. These and our other procedures did not include consideration or judgement of the appropriateness or reasonableness of the business plans or strategies adopted by the directors and management of the company.

Independence

We are independent of the company and the consolidated entity and have met the independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001. We have given to the directors of the company a written Auditors' Independence Declaration, a copy of which is included in the Directors' Report. In addition to our audit of the financial report, we were engaged to undertake the services disclosed in the notes to the financial statements. The provision of these services has not impaired our independence.

Audit opinion

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

- (a) the Corporations Act 2001, including:
 - (i) giving a true and fair view of the financial position of Harvey Norman Holdings Limited and the consolidated entity at 30 June 2005 and of their performance for the year ended on that date; and
 - (ii) complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) other mandatory financial reporting requirements in Australia.

Ernst & Young

Craig M. Jackson Partner

26 September 2005



Shareholder Information

Distribution of Shareholdings as at 26 September 2005

Size of Holding	Ordinary Shareholders
1 – 1,000 1,001 – 5,000 5,001 – 10,000 10,001 – 100,000 100,001 and over	5,501 8,384 1,844 1,584 191
	17,504
Number of Shareholders With less than a marketable parcel	490

Voting Rights

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

Twenty Largest Shareholders as at 26 September 2005

Number of Ordinary Shares	Shareholder	Percentage of Ordinary Shares
311,352,866	Mr Gerald Harvey & G Harvey Nominees Pty Limited	29.4%
175,249,660	Dimbulu Pty Limited	16.6%
128,519,425	Citicorp Nominees Pty Limited	12.2%
61,701,041	National Nominees Limited	5.8%
49,990,575	Ms Margaret Lynette Harvey	4.7%
40,142,275	JP Morgan Nominees Australia Limited	3.8%
38,186,239	Westpac Custodian Nominees Limited	3.6%
24,195,601	ANZ Nominees Limited	2.3%
19,847,257	Ms Kay Lesley Page	1.9%
18,118,200	Enbeear Pty Limited	1.7%
17,779,444	RBC Global Services Australia Nominees Pty Limited	1.7%
14,743,031	USB Nominees Pty Ltd	1.4%
13,458,791	Cogent Nominees Pty Ltd	1.3%
8,974,067 5.857.341	Queensland Investment Corporation AMP Life Limited	0.8% 0.6%
-11		0.6%
3,950,000 3,445,553	Argo Investments Limited Mr Michael Harvey	0.4%
	IVI IVIICIIdei Hai Vey	0.3%
2,245,426 1,844,852	IAG Nominees Pty Limited	0.2%
	Health Super Pty Limited	0.2%
1,805,078	Peapes Pty Limited	0.2%
941,406,722		89.0%

Total held by twenty largest shareholders as a percentage 89.0% as at 26 September 2005.





Directory of "Harvey Norman" Shopping Complexes

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

250 Parramatta Road Auburn 2144 Phone (02) 9202 4888

AUBURN (Renovations & Seconds)

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

BALGOWLAH

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

BALGOWLAH (HOMESTARTERS)

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

BLACKTOWN

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

BONDI

Shop 5016, Westfield Shopping Centre 500 Oxford Street Bondi Junction 2022 Phone (02) 8305 8800

BROADWAY

Shop 119 Broadway Bay Street Broadway 2007 Phone (02) 9211 3933

CAMPBELLTOWN

22A Blaxland Road Campbelltown 2560 Phone (02) 4621 5200

CARINGBAH

41 – 49 Willarong 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

CHATSWOOD EXPRESS

380 Victoria Avenue Chatswood 2067 Phone (02) 8440 5013

GORDON

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

LIVERPOOL

Liverpool Mega Centre 2/18 Orangegrove Road Liverpool 2170 Phone (02) 9600 3333

MARRICKVILLE

Shop 5, Marrickville Metro Shopping Centre Victoria Road Marrickville 2204 Phone (02) 9557 7344

MARTIN PLACE

19-29 Martin Place MLC Centre Sydney CBD 2000 Phone (02) 8236 6600

MOORE PARK

Level 2, North SupaCenta Cnr South Dowling Street & Dacey Avenue Moore Park 2021 Phone (02) 9662 9888





NORWEST

Unit 20 Homemaker Collection 4 - 6 Celebration Drive Bella Vista 2153 Phone (02) 8884 8800

PENRITH

Cnr Mulgoa Rd & Wolseley St Penrith 2750 Phone (02) 4737 5111

WILEY PARK

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

WILEY PARK (Hardware)

1155 Canterbury Road Punchbowl 2196 Phone (02) 9740 1153

DUBBO

195 Cobra Street Dubbo 2830 Phone (02) 6826 5000

FORSTER

29 Breese Parade Forster 2428 Phone (02) 6554 5700

FRISCO HOME FURNISHERS (NEWCASTLE)

391 Hillsborough Road Warners Bay NSW 2282 Phone (02) 4954 3344

GOSFORD (ERINA)

Harvey Norman Shopping Complex Karalta Lane Erina 2250 Phone (02) 4365 9500

GOULBURN

180-186 Auburn Street Goulburn 2580 Phone (02) 4824 3000

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 Phone: (02) 6771 3788

BATHURST

Sydney Road Kelso 2795 Phone (02) 6332 3399

BROADMEADOW (HOMESTARTERS)

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

COFFS HARBOUR

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

DENILIQUIN

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

GRAFTON

125 Prince Street Grafton 2460 Phone (02) 6643 3266

GRIFFITH

Cnr Jondaryn & Willandra Avenues Griffith 2680 Phone (02) 6961 0300

INVERELL

50 Evans Streets Inverell 2360 Phone (02) 6721 0811

LISMORE

17 Zadoc Street Lismore 2480 Phone (02) 6621 8888

MACLEAN

211 River Street Maclean 2463 Phone (02) 6645 2611

MAITLAND

557 High Street Maitland 2320 Phone (02) 4934 2423





MOREE

103 Balo Street Moree 2400 Phone (02) 6752 7531

MOSS VALE

137-157 Lackey Road Moss Vale 2577 Phone: (02) 4868 1039

MUDGEE

33 Castlereagh Highway Mudgee 2850 Phone (02) 6372 6514

NEWCASTLE (BENNETTS GREEN)

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

NOWRA

Cnr Central Avenue & Princess Highway Nowra 2541 Phone (02) 4421 1300

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 South Tweed Heads 2486 Phone (07) 5524 0111

WAGGA

Homebase Centre 7-23 Hammond Avenue Wagga 2650 Phone (02) 6933 7000

WARRAWONG

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

WARRAWONG (HOMESTARTERS)

113 King Street Warrawong 2502 Phone (02) 4276 5000

YOUNG

326 Boorowa Street Young 2594 Phone (02) 6382 5744

NORTHERN TERRITORY

DARWIN

644 Stuart Highway Berrimah 0828 **Phone: (08) 8922 4111**

QUEENSLANDBRISBANE SUBURBAN

ASPLEY

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

BERNOTHS - TOOWOOMBA

675 Ruthven Street Toowoomba 4350 Phone (07) 4632 9444

BRISBANE - BROADWAY ON THE MALL

Shop SF01 170 Queen Street Brisbane 4000 Phone: (07) 3013 2800

BROWNS PLAINS

Unit 3 28 – 48 Browns Plains Road Browns Plains 4118 Phone: (07) 3380 0600

> Harvey Norman Holdings Limited Annual Report 2005 127



CARINDALE

Homemaker Centre Cnr Carindale Street and Old Cleveland Road Carindale 4152 Phone (07) 3398 0600

EVERTON PARK

429 Southpine Road Everton Park 4053 Tel. (07) 3550 4444

FORTITUDE VALLEY

Brisbane City Gate Shop 1, 1058 Ann Street Fortitude Valley 4006 Tel. (07) 3620 6600

INDOOROOPILLY

Shop 2044 Westfield Shoppingtown 318 Moggill Road Indooroopilly 4068 Phone: (07) 3327 1300

LOGANHOLME

3890 - 3892 Pacific Highway Loganholme 4129 Phone: (07) 3440 9200

MAROOCHYDORE (Mega Flooring)

Unit 6 Sunshine Homemaker Centre Maroochydore 4558 Phone: (07) 5479 3711

MORAYFIELD

Lot 8 Cnr Morayfield & Station Roads Morayfield 4506 Phone: (07) 5428 8000

MT GRAVATT

2049 Logan Road Upper Mt Gravatt 4122 Phone: (07) 3347 7000

OXLEY

2098 Ipswich Road Oxley 4075 Phone: (07) 3332 1100

BUNDABERG

125 Takalvan Street Bundaberg 4670 Phone (07) 4151 1570

BUNDALL (GOLD COAST)

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

BURLEIGH HEADS (Mega Flooring)

Unit 2, 50 Kortum Drive West Burleigh 4219 Phone (07) 5568 6000

CAIRNS

101 Spence Street Portsmith 4870 Phone (07) 4051 8499

DALBY

58 Patrick Street Dalby 4405 Phone: (07) 4672 4444

GLADSTONE

60 Hanson Road Gladstone 4680 Phone (07) 4972 9900

HERVEY BAY

134 - 136 Boat Harbour Drive Hervey Bay 4655 Phone: (07) 4124 3870

INNISFAIL

52/57 Ernest Street Innisfail 4860 Phone: (07) 4061 1433

KAWANA WATERS (SUNSHINE COAST)

Lot 28 Nicklin Way Minyama Gardens Kawana Waters 4575 Phone (07) 5457 6800

MACKAY

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





QUEENSLAND COUNTRY

AYR

101 Queen Street Ayr 4807 Phone: (07) 4783 3188

MT ISA

33 – 35 Miles Street Mt Isa 4825 Phone (07) 4743 5220

NOOSA

7-9 Gibson Road Noosaville 4566 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

TOOWOOMBA (HOMESTARTERS)

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

TOWNSVILLE

103-142 Duckworth Street Garbutt 4814 Phone: (07) 4725 5561

WARWICK

Cnr Victoria St & Palmerin Sts Warwick 4370 Phone: (07) 4666 9000

TASMANI A

BURNIE

64 Mount Street Burnie 7320 Phone: (03) 6431 2134

DEVONPORT

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

GLENORCHY

313 Main Road Glenorchy 7010 Phone: (03) 6277 7700

HOBART CITY

171 Murray Street Hobart 7000 Phone: (03) 6230 1100

LAUNCESTON

Cnr William and Charles Streets Launceston 7250 Phone: (03) 6337 9411

ROSNY

33 Bligh Street Rosny 7018 Phone: (03) 6210 4400

ULVERSTONE

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

VICTORIA MELBOURNE SUBURBAN

CHIRNSIDE PARK

286 Maroondah Highway Mooroolbark 3138 Phone (03) 9722 4400

CRANBOURNE

Cnr South Gippsland Highway & Thompson Road Cranbourne 3977 Phone (03) 5991 0000

DANDENONG

141-165 Frankston-Dandenong Road Dandenong 3175 Phone: (03) 9706 9992

GREENSBOROUGH

(Electrical & Computers only) Shop 227, 25 Main Street Greensborough 3088 Phone: (03) 9433 5555

HOPPERS CROSSING

Unit 1, 201-219 Old Geelong Road Hoppers Crossing 3029 Phone: (03) 8734 0000

KNOX

Shop 3105, Knox Shopping Centre 425 Burwood Highway Wantirna South 3152 Phone: (03) 9881 3700

> Harvey Norman Holdings Limited Annual Report 2005 129



MARIBYRNONG (Highpoint)

169 Rosamond Road Maribyrnong 3032 Phone: (03) 9318 2700

MELBOURNE QV

Cnr Swanston & Lonsdale Streets Level 4 9 - 13 Upper Terrace QV Melbourne 3000 Phone: (03) 8664 4300

MOORABBIN

420 South Road Moorabbin 3189 Phone: (03) 9555 1222

NUNAWADING

400 Whitehorse Road Nunawading 3131 Phone: (03) 9872 6366

PRESTON

121 Bell Street Preston 3072 Phone (03) 9269 3300

SOUTHLAND (Cheltenham)

Shop M2 Westfield Southlands Cnr Nepean & Bay Road Cheltenham 3192 Phone: (03) 9585 6500

VICTORIA RENOVATIONS

1430 Dandenong Road OAKLEIGH 3166 Phone: (03) 9540 5555

WATERGARDENS

450 Melton Highway Taylors Lakes 3038 Phone: (03) 9449 6300

VICTORI AN COUNTRY

BAIRNSDALE

294 Main Road Bairnsdale 3875 Phone: (03) 5153 9700

BALLARAT

Cnr Howitt and Gillies Street Wendouree 3355 Phone: (03) 5332 5100

BENDIGO

Cnr High & Ferness Streets Kangaroo Flat 3555 Phone: (03) 5447 2333

GEELONG

420 Princes Highway Corio 3214 Phone: (03) 5274 1077

HAMILTON

Shop 10 Hamilton Central Plaza 148 Gray Street Hamilton 3300 Phone: (03) 5551 3500

HORSHAM

148 Firebrace Street Horsham 3400 Phone: (03) 5381 5000

MILDURA

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

MOE

19 Moore Street Moe 3825 Phone: (03) 5127 9500

SALE

363-373 Raymond Street Sale 3850 Phone: (03) 5144 3677

SHEPPARTON

7950 Goulburn Valley Highway Shepparton 3630 Phone (03) 5823 2530

SWAN HILL

68 Nyah Road Swan Hill 3585 Phone: (03) 5032 2901

TRARALGON

Cnr Princes Highway & Liddiard Road Traralgon 3844 Phone (03) 5174 8177

WANGARATTA

8-12 Murphy Street Wangaratta 3677 Phone: (03) 5721 6377

WARRAGUL

33 Victoria Street Warragul 3820 Phone: (03) 5623 9000





WESTERN AUSTRALIA PERTH SUBURBAN

WARRNAMBOOL

84 Raglan Parade Warrnambool 3280 Phone (03) 5564 7700

WAURN PONDS

33 Princes Highway Waurn Ponds 3216 Phone (03) 5240 6200

WONTHAGGI

37 McKenzie Street Wonthaggi 3995 Phone: (03) 5672 1490

SOUTH AUSTRALIA ADELAIDE SUBURBAN

ADELAIDE RENOVATIONS

144 Magill Road Norwood 5067 Phone: (08) 8132 8000

CITY CROSS

Shop L1 31-33 Rundle Mall Adelaide 5000 Phone: (08) 8168 8800

ENFIELD

449 Main North Road Enfield 5085 Phone: (08) 8342 8888

MARION

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

MUNNO PARRA

Lot 2005, Main North Road Smithfield 5114 Phone (08) 8254 0700

NOARLUNGA

Noarlunga 5168 Phone (08) 8329 5400

Seaman Drive

SOUTH AUSTRALIAN COUNTRY

MT GAMBIER

Jubilee Highway East Mt Gambier 5290 Phone (08) 8724 6800

WHYALLA

Cnr Jamieson and Kelly Streets Whyalla 5600 Phone (08) 8645 6100

ARMADALE

10 Prospect Road Armadale 6112 Phone (08) 9498 4400

BELMONT

Shop 80 Belmont Forum Abernethy Road Belmont 6104 Phone: (08) 9479 4377

CANNINGTON

1363 Albany Highway Cannington 6107 Phone: (08) 9311 1100

CITY WEST

25 Sutherland Street West Perth 6005 Phone: (08) 9215 8600

FREMANTLE

13-19 William Street Fremantle 6160 Phone: (08) 9335 6266

JOONDALUP

36 Clarke Crescent Joondalup 6027 Phone: (08) 9301 3311

MANDURAH

9 Gordon Road Cnr Mandurah Terrace Mandurah 6210 Phone: (08) 9582 5800

MIDLAND

Cnr Clayton and Lloyd Streets Midland 6056 Phone: (08) 9374 8600

MORLEY

40 Rudloc Road Morley 6062 Phone: (08) 9375 0200

> Harvey Norman Holdings Limited Annual Report 2005 131



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

PEPPERMINT GROVE

Shop 1A The Grove Shopping Centre 460 Stirling Highway Peppermint Grove 6011 Phone: (08) 9285 5700

PORT KENNEDY

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

WARWICK

Shop 4, Warwick Grove S/Centre Beach Road Warwick 6024 Phone: (08) 9243 2300

KALGOORLIE

Southland Shopping Centre Oswald 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 8000

NEW ZEALAND

BIG CAMERA (AUCKLAND)

National Bank Centre, Cnr Queen & Victoria Streets Auckland CBD Phone: 0011 649 377 6412

BLENHEIM

19-21 Maxwell Road Blenheim Phone: 0011 643 520 9700

WESTERN AUSTRALIA COUNTRY

ALBANY

136 Lockyer Avenue Albany 6330 Phone (08) 9841 1628

BUNBURY

Cnr Sandridge and Denning Road East Bunbury 6230 Phone (08) 9721 4811

BUSSELTON

24-26 Bussell Highway Busselton 6280 Phone (08) 9781 0700

GERALDTON (Furniture & Bedding)

38 Chapman Road Geraldton 6530 Phone (08) 9964 0111

GERALDTON (Computers)

16 Anzac Terrace Geraldton 6530 Phone (08) 9964 0111

BOTANY

500 Ti Rakau Drive Botany Downs Phone: 0011 649 272 5700

CHRISTCHURCH

Cnr Moorhouse Ave & Colombo Street Christchurch Phone: 0011 643 353 2440

CITY STYLE (WELLINGTON)

Capital Gateway, 34 Thorndon Quay Wellington CBD Phone: 0011 644 499 4751

DUNEDIN

Cnr MacLaggan & Rattay Streets Dunedin Phone: 0011 643 471 6510

HAMILTON

10-16 The Boulevard Te Rapa Hamilton Phone: 0011 647 850 7300

> Hotevey Novement Heldings Limited Annual Report 2005 132



HASTINGS

303 St Aubyns Street East Hastings Phone: 0011 646 873 7150

INVERCARGILL

245 Tay Invercargill Phone: 0011 643 219 9100

MANUKAU

Manukau SupaCenta Ronwood Avenue Manukau City Auckland Phone: 0011 649 262 7050

MT MAUNGANUI

2-10 Owens Place Mt Maunganui Phone: 0011 647 572 7200

MT WELLINGTON

20-54 Mt Wellington Highway Mt Wellington Auckland Phone: 0011 649 570 3440

NEW PLYMOUTH

Cnr Smart & Devon Roads New Plymouth Phone: 0011 646 759 2900

PALMERSTON NORTH

361-371 Main Steet West Palmerston North Phone: 0011 646 350 0400

PORIRUA

19 Parumoana Street Porirua Wellington Phone: 0011 644 237 2600

ROTORUA

35 Victoria Street Rotorua Phone: 0011 647 343 9800

TIMARU

226 Evans Street Timaru Phone: 0011 643 687 7000

WAIRAU PARK

10 Croftfield Lane Wairau Park North Glenfield Phone: 0011 649 441 9750

WANGANUI

287 Victoria Street Wangtanui Phone: 0011 646 349 6000

WELLINGTON

77-87 Tory Street Wellington Phone: 0011 644 381 4250

WHANGAREI

5 Gumdigger Place Whangarei Phone: 0011 649 470 0300

DOMAYNE

ALEXANDRIA

84 O'Riordan Street Alexandria 2015 Phone: (02) 8339 7000

AUBURN

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

BUNDALL

29-45 Ashmore Road Bundall 4217 Phone: (07) 5553 2100

CAMPBELLTOWN

4 Blaxland Road Campbelltown 2560 Phone: (02) 4621 8500

CARINGBAH

212 Taren Point Road Caringbah 2229 Phone: (02) 8536 5200

FORTITUDE VALLEY

Brisbane City Gate Shop 1, 1058 Ann Street Fortitude Valley 4006 Phone: (07) 3620 6600

FYSHWICK

80 Collie Street Fyshwick 2604 Phone: (02) 6126 2500

GOSFORD

400 Manns Road West Gosford 2250 Phone: (02) 4322 5555

KOTARA

18 Bradford Place Kotara 2289 Phone: (02) 4941 3900

> Harvey Norman Holdings Limited Annual Report 2005 133



LIVERPOOL

Liverpool Mega Centre 2/18 Orangegrove Road Liverpool 2170 Phone: (02) 8778 2222

MELBOURNE QV

Cnr Swanston & Lonsdale Streets Level 4 9 - 13 Upper Terrace QV Melbourne 3000 Phone: (03) 8664 4300

PENRITH

1st Floor Cnr Wolseley Street and Mulgoa Road Penrith 2750 Phone: (02) 4737 5000

WARRAWONG

119 - 121 King Street Warrawong 2502 Phone: (02) 4255 1800

JOYCE MAYNE

MT DRUITT

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

ALEXANDRIA

Homestyle Centre 49-59 O'Riordan Street Alexandria 2015 Phone: (02) 8339 8000

Mc GRATHS HILL

Unit 6A 264-272 Windsor Road McGraths Hill 2756 Phone: (02) 4577 9577

TOWNSVILLE

238-262 Woolcock Street Garbuck 4814 Phone: (07) 4729 5400

SLOVENIA

I RELAND

DUNDALK

Units 2-7 Dundalk Retail Park Inner Relief Road Dundalk, Co Louth Phone: 0011 353 42 939 6600

SWORDS

Units 5, 6 & 7 Airside Retail Park Swords Road Swords, Co Dublin Phone: 0011 353 1 890 9900

LJUBLJANA

Letaliska 3d 1000 Ljubljana Phone: 0011 386 1585 5000





SI NGAPORE

HARVEY NORMAN CENTREPOINT

176 Orchard Road #03-08 Centrepoint Singapore 238843 Phone: 0011 65 6732 8686

HARVEY NORMAN FUNAN CENTRE

109 North Bridge Road #02-02/08 Funan Centre Singapore 170097 Phone: 0011 65 6334 5432

HARVEY NORMAN HOUGANG MALL

90 Hougang Avenue 10 #02-13 NTUC Hougang Mall Singapore 538766 Phone: 0011 65 6488 2305

HARVEY NORMAN IKEA DIGITAL HUB

317 Alexandra Road #01-00 (Part) Lobby, Ikea Building Singapore 159965 Phone: 0011 65 6472 0177

HARVEY NORMAN JURONG POINT

1 Jurong West Central 2 #03-37 Jurong Point Shopping Centre Singapore 648886 Phone: 0011 65 6795 2135

HARVEY NORMAN NORTHPOINT

930 Yishun Avenue 2 #B02-05/09 Northpoint Shopping Centre Singapore 769098 Phone: 0011 65 6757 7695

HARVEY NORMAN PARKWAY

80 Marine Parade Road #02-34/36 Parkway Parade Singapore 449269 Phone: 0011 65 6346 4705

HARVEY NORMAN RAFFLES CITY

252 North Bridge Road #03-22 Raffles City Shopping Centre Singapore 179103 Phone: 0011 65 6339 6777

HARVEY NORMAN SUNTEC CITY

3 Temasek Boulevard #02-001 Suntec City Mall Singapore 038983 Phone: 0011 65 6332 3463

HARVEY NORMAN TAMPINES MART

No. 9 Tampines Mart #02-01 Tampines Street 32 Singapore 529286 Phone: 0011 65 6789 3818

HARVEY NORMAN WESTMALL

No. 1 Bt Batok Central Link #03-06/09 West Mall Singapore 658713 Phone: 0011 65 6794 2812

HARVEY NORMAN MILLENIA WALK

No. 9 Raffles Boulevard #02-27 Millenia Walk Singapore 039596 Phone: 0011 65 6311 9988

> Harvey Norman Hobbings Limited Annual Report 2005 135