

# Harvey Norman Holdings Limited

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Australian Securities Exchange Limited  
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## Mr Ian John Norman

Mr Ian John Norman, Non-Executive Director, co-founder and major shareholder of Harvey Norman Holdings Limited, passed away earlier today, aged 75, at his home on the Central Coast.

An Australian entrepreneur, Mr Norman is best known for the establishment of retail giant Harvey Norman, which he co-founded with Harvey Norman Executive Chairman, Gerry Harvey in 1982.

Mr Norman and Mr Harvey met when both were selling vacuum cleaners door-to-door. Together they opened their first store in Sydney in 1961, specialising in electrical goods and appliances. The success of the store saw the pair establish retail chain Norman Ross. The business expanded nationally and by 1979 Norman Ross controlled 42 stores with sales exceeding A\$240 million. The profitable chain was sold in 1982.

Later the same year, Harvey and Norman purchased a new shopping centre in Auburn in Western Sydney and opened the first Harvey Norman store in October 1982.

Harvey Norman Holdings Limited listed on the Australian Stock Exchange in 1987 and Mr Norman was appointed to the board as Non-Executive Director, a role he has held for the past 27 years.

Today, Harvey Norman Holdings Limited and its franchised businesses in Australia employ over 20,000 people, with 278 stores in eight countries.

Mr Norman was an intensely private man who was devoted to his family. He was a generous philanthropist who made contributions throughout his life to a diverse range of causes.

Mr Norman will be greatly missed by all who had the pleasure of his guidance, support and friendship. He will be remembered as a true gentleman and an Australian business pioneer.

The Board and staff of Harvey Norman will continue to honour his wish for privacy, but send their heartfelt condolences to the Norman family.

Yours faithfully



**Chris Mentis**  
Company Secretary

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