

Harvey Norman[®]

HOLDINGS LIMITED | ACN 003 237 545

2020
ANNUAL REPORT



📍 Australia
📍 New Zealand

📍 Singapore
📍 Slovenia

📍 Ireland
📍 Northern Ireland

📍 Malaysia
📍 Croatia

INTRODUCING THE

‘CUSTOMER DIRECT PARTNER PROGRAM’

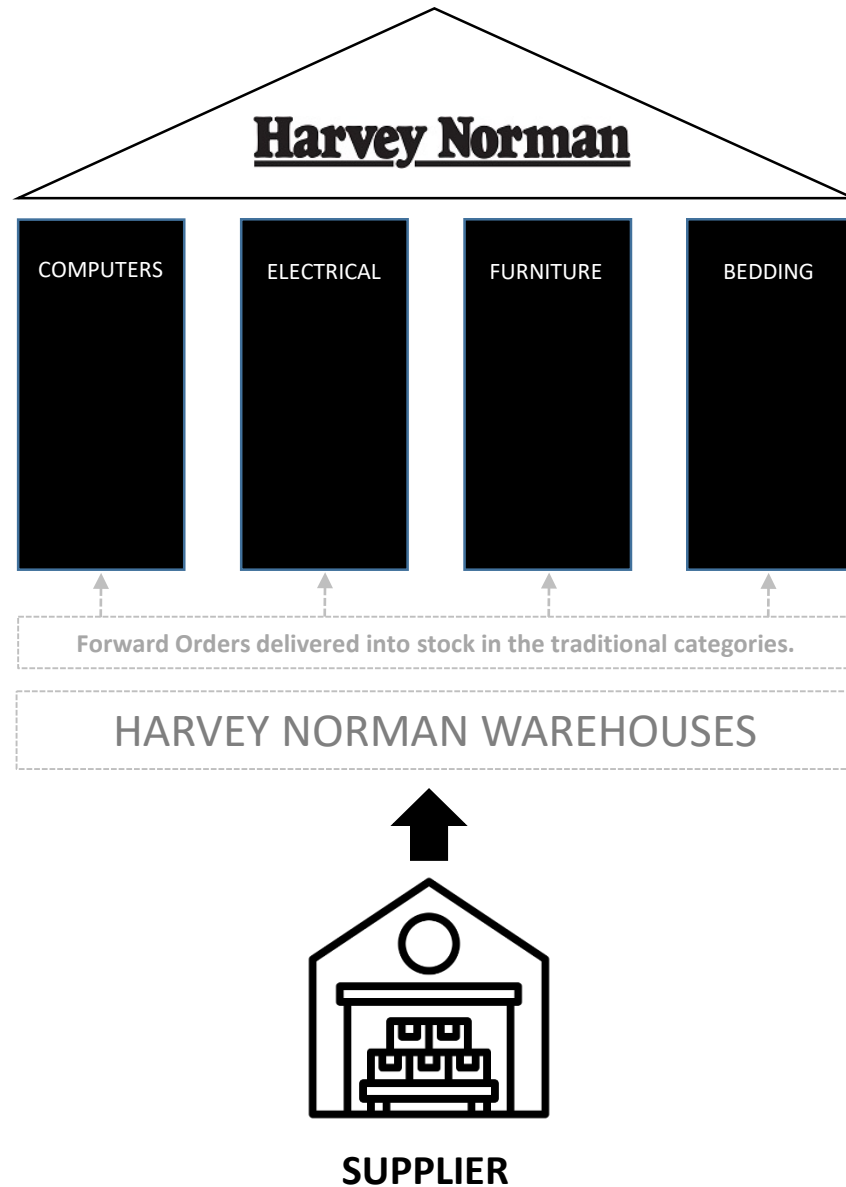
FROM HARVEY NORMAN IRELAND

This represents an opportunity for suppliers to expose a greater range of product online via Harvey Norman.

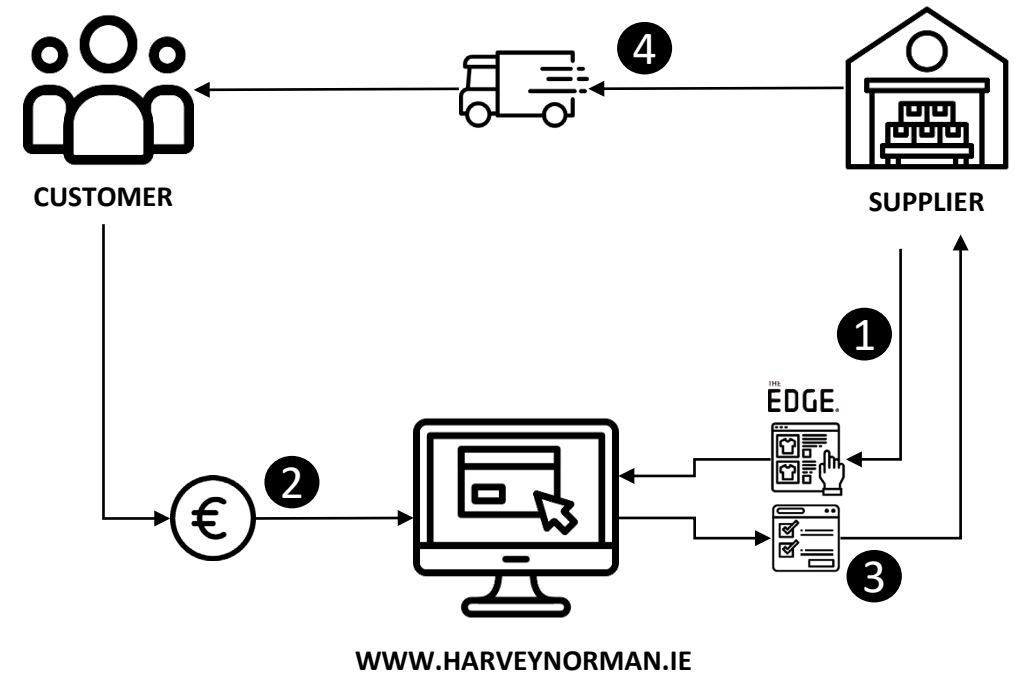
The aim is to enable Harvey Norman customers greater visibility and access to inventory located in supplier warehouses.

This model has proven success with Harvey Norman International and we encourage you to peruse our corporate profile via the link to the left.

TRADITIONAL RETAIL MODEL



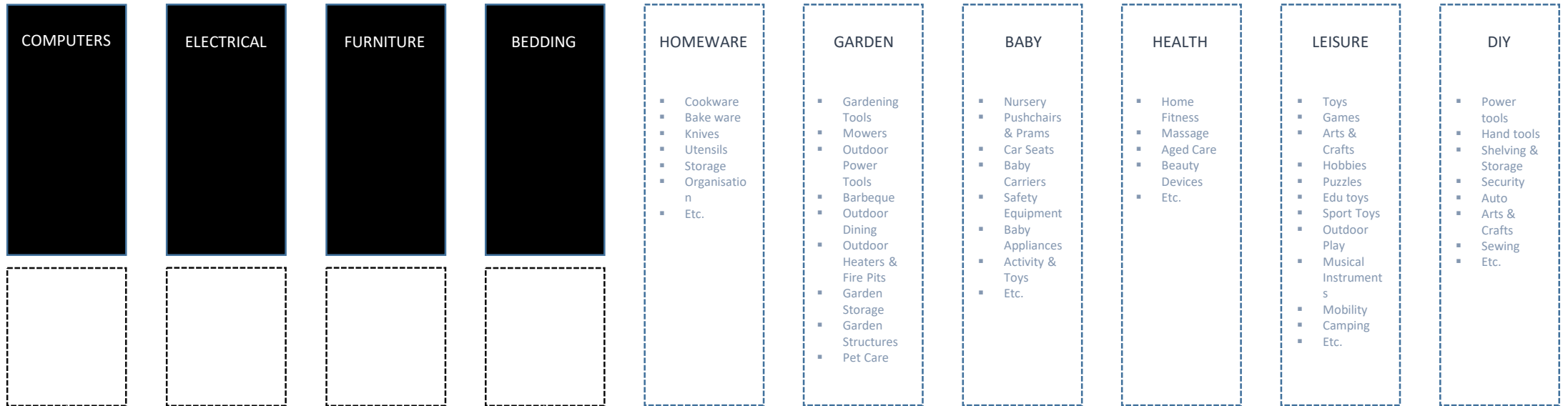
SUPPLEMENTED BY A DROP SHIP MODEL



TYPICAL QUERIES:

- What types of products can a supplier list?
- What is the cost to the supplier?
- How does a supplier provide product details and receive order details?
- How does a supplier join the Customer Direct Partner Program?

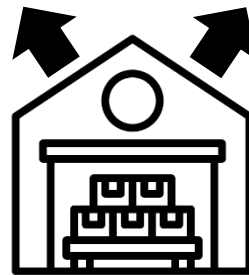
Harvey Norman



2. Complimentary Products and Accessories to the existing categories.

1. New Categories which further strengthen the Harvey Norman Brand position.

THE EDGE



SUPPLIER OPPORTUNITY

We look forward to working with you.

There are no charges, fees or commissions for participation in the Customer Direct Supplier Program.

Harvey Norman's SKU buy price from the supplier will be negotiated prior to listing.

Product and Order Detail is transmitted seamlessly between Supplier and Harvey Norman using [The Edge](#) from Virtualstock.

To join the Customer Direct Partner Program the supplier needs to complete a:

- Supplier Application
- Drop Ship Addendum
- GDPR Form
- Product Proposal Sheet

To initiate this process, or if you'd like to discuss further please email:

cam.law@ie.harveynorman.com

