

24 February 2022

## Harris Technology FY22 Half Year Results

Pure-Play IT and Consumer Electronics online retailer Harris Technology Group Limited (ASX: HT8) today announced its results for the half year ended 31 December 2021.

Highlights included:

- Continued growth in critical mass with investment in operational team.
- \$28.55 million in sales revenue for the half year - 45.7% increase on prior corresponding period.
- Maintaining profitability of \$370,000+ for the half year.
- Continue to hold No. 1 seller ranking on Amazon AU with 100% positive customer reviews.
- Consolidation of distribution centre to improve efficiency and increase holding capacity by 50%.

Utilising its marketplace strategy, Harris Technology leveraged the massive advertising expenditure of its marketplace partners such as Amazon and eBay to increase sales without incurring additional advertising expenses. Sales were driven predominantly from technology and consumer electronics products on Amazon, eBay and ht.com.au.

Profit margins were affected due to reduced sales from Harris Technology's Pro-Hygiene range of personal protective equipment in the current period. Subsequent to the reporting period however, Pro-Hygiene sales picked up with the addition of TGA-approved rapid antigen test kits which were made available on the Harris Technology website and marketplace channels.

In November 2021, Harris Technology completed its consolidation of its three smaller warehouses into a single larger complex. The upgrade has increased Harris Technology's inventory holding capacity by 50% and will improve logistical efficiencies going forward. Focus has been placed on reducing inventory levels and continuing to manage aging inventory to a minimum.

Harris Technology CEO, Garrison Huang commented, "We continue to grow the company's critical mass and maintain our eCommerce Tech market leading position whilst placing a focus on working capital management and stock turns."

"I am pleased to report that our trials of the Household Products were successful. This has paved the way to further diversify into a very wide range of new product categories through our online marketplaces such as Amazon and eBay etc. Partnering with local importers and leveraging Harris Technology's eCommerce infrastructure, we are excited about this new profit maximising opportunity and look forward to reporting further improvements on the expansion of these new product categories where margins are healthier in the second half of FY22 and beyond."

For more information, contact:  
Garrison Huang  
[info@ht.com.au](mailto:info@ht.com.au)

This announcement has been authorised for ASX release by HT8 Chairman, Alan Sparks.

Harris Technology welcomes investors to join the HT8 investor mailing list for Company updates, industry research and investor discounts by subscribing at:  
<http://ht8.com.au/subscribe>.

#### **About Harris Technology Group Limited**

*Harris Technology Group Limited is a publicly listed company on the Australia Securities Exchange (ASX code: HT8). The Company's main business is the eCommerce business of Harris Technology (HT) – [www.ht.com.au](http://www.ht.com.au). Harris Technology is a well-known brand with a 30+ year history in IT/CE retail market covering a very wide range of IT products for small and medium businesses in Australia. Harris Technology was previously owned by Officeworks under Wesfarmers and prior to this, it was owned by Coles Myer Group. Harris Technology no longer operates any physical shopfronts – all businesses of Harris Technology are conducted online both on [www.ht.com.au](http://www.ht.com.au) and via the major online platforms such as Amazon, Kogan, Catch and eBay etc.*