

ETHAN ALLEN®

EA85▶

CELEBRATING 85 YEARS OF STORYTELLING

1932



1940



The company that will become America's Classic Design Brand is born! We spring from the imagination and hard work of two brothers-in-law, Nat Ancell and Ted Baumritter. By the end of this decade, we have our first manufacturing plant (in Beecher Falls, VT, which we still operate today) and production on the Ethan Allen colonial-style furniture line has begun.

We earn an early reputation for innovation, upending the furniture business status quo. We create "open stock" styles so clients can buy pieces without fear that a line will be discontinued. We volunteer in the war effort, earning three Army-Navy "E" awards for excellence in the manufacture of military materials.



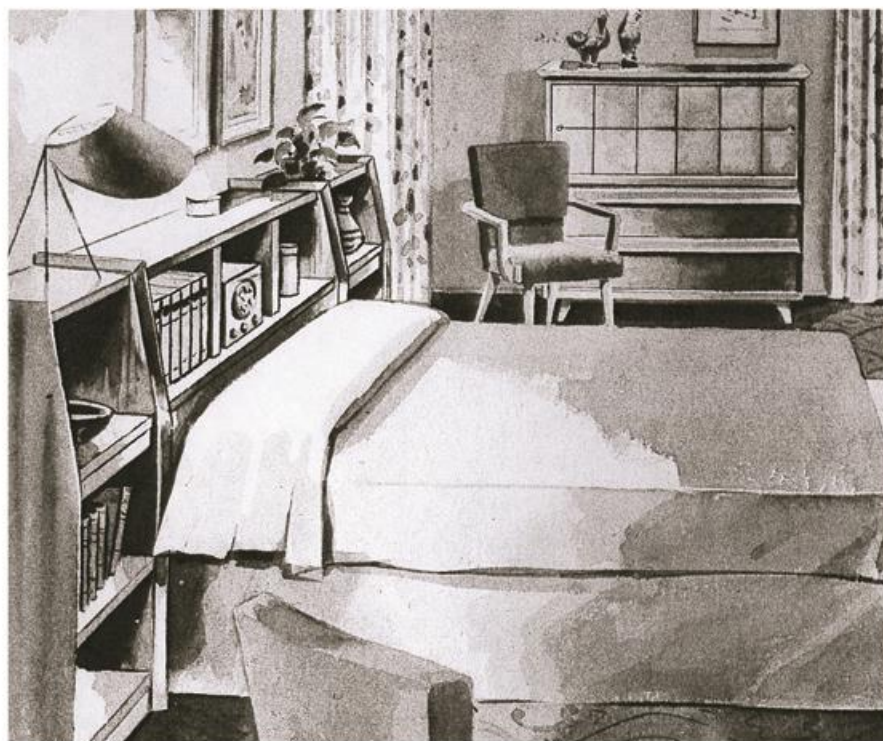
1951



1961



Styles are evolving, and we step to the forefront of home fashion with collections that capture the **midcentury mode**. We're growing fast, with three sawmills and eleven manufacturing plants. We build our millionth piece of furniture – a beautiful solid maple chest – and give it to President Eisenhower. (Ike liked it.)



In 1962, we turn tradition on its head again with the **Ethan Allen Gallery**. This completely new shopping experience displays furniture in professionally designed room settings, allowing clients to step into the possibilities, while interior designers stand by to provide free design advice.



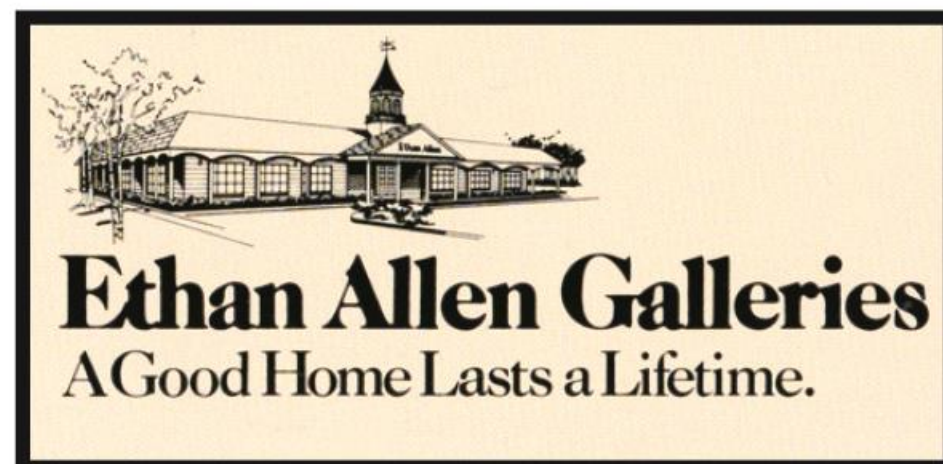
1970



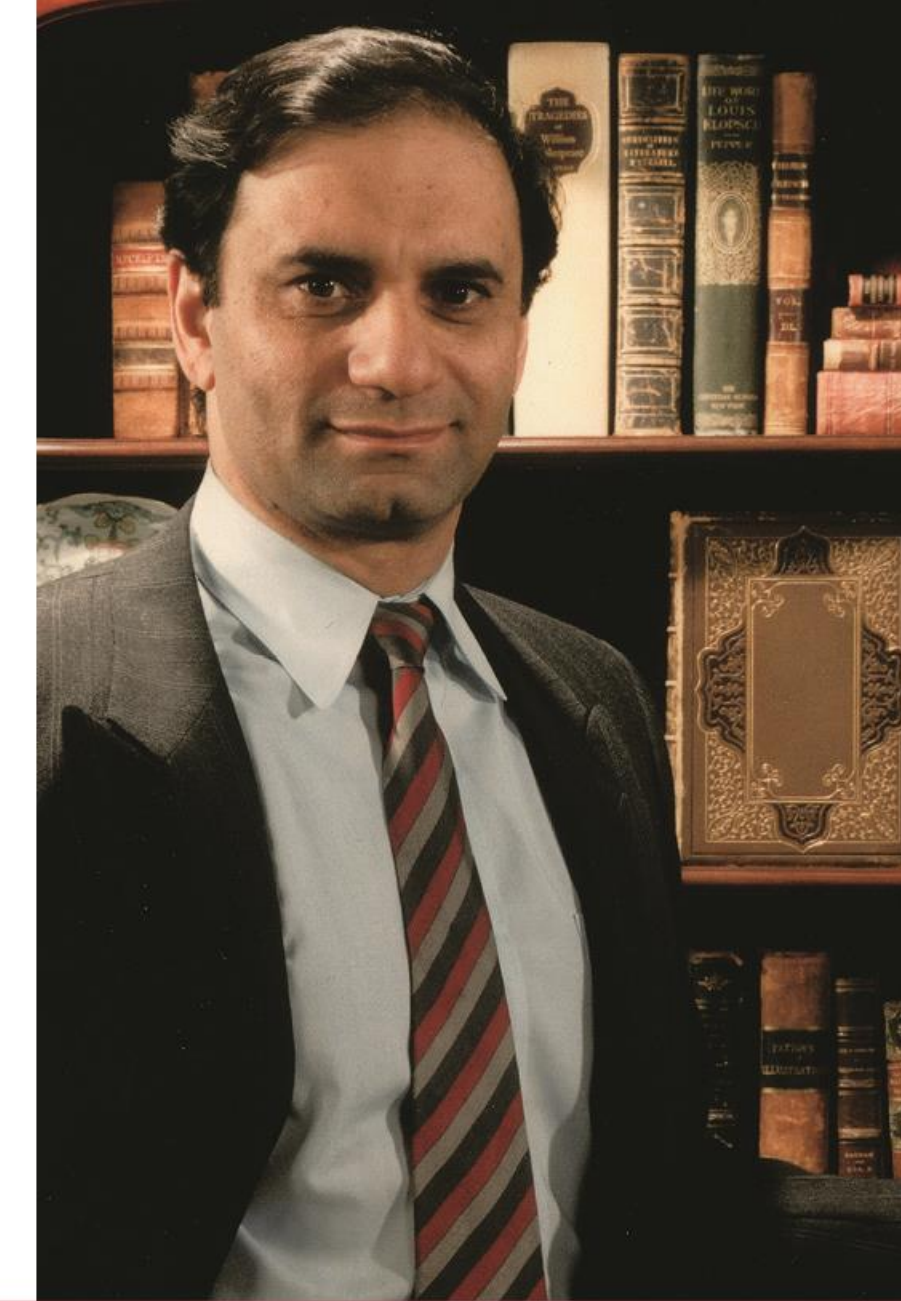
1981

**We make it official, renaming ourselves
Ethan Allen after our most famous line.**

We open our first international location (it's in
Yokohama, Japan). And, along with a young
entrepreneur named Farooq Kathwari, we expand
the company's offerings to include
unique, finely crafted products from
around the world.



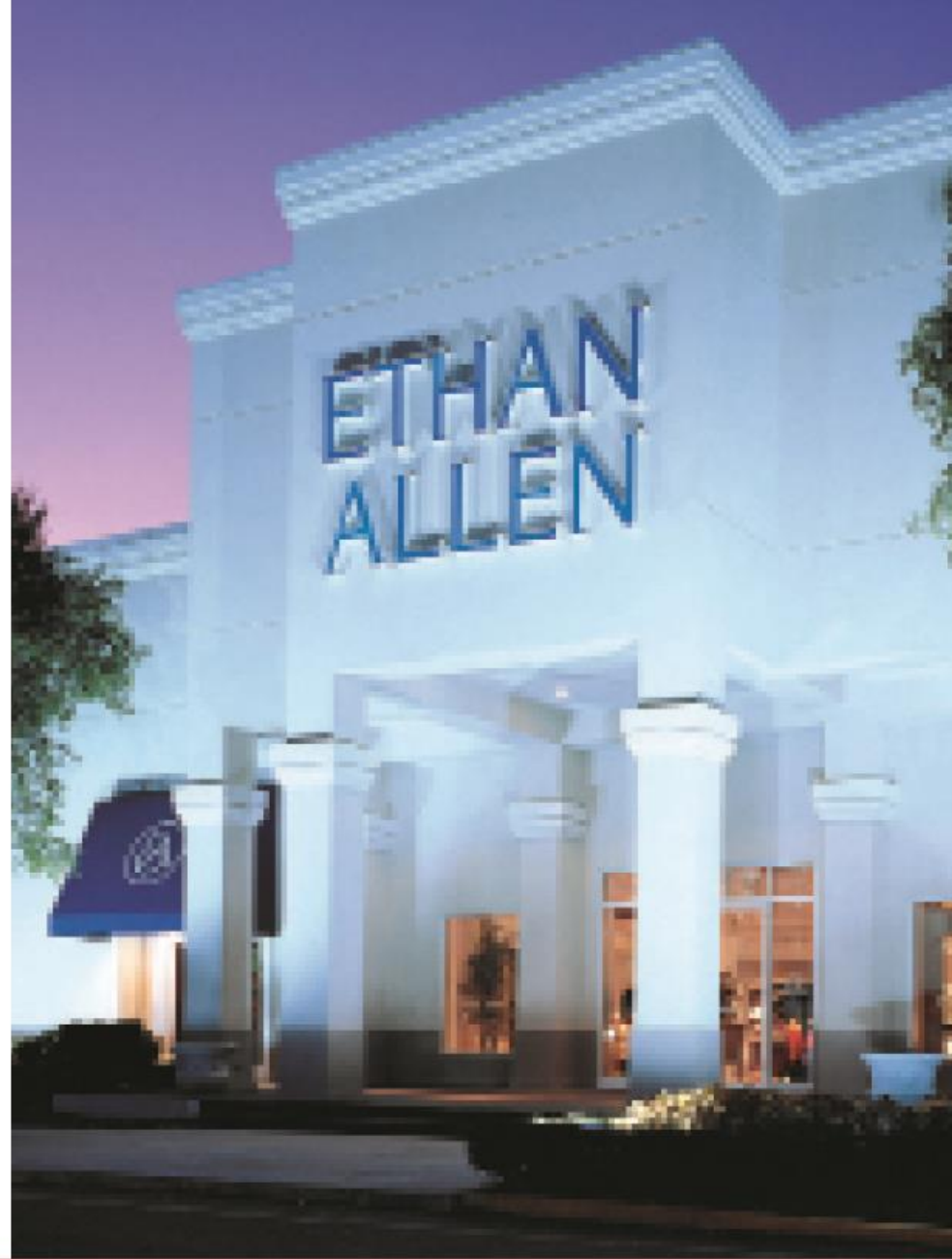
EthanAllen[®]



**In 1985, Mr. Kathwari becomes president of
Ethan Allen, and in 1988, chairman and CEO.**

He unifies dealers as one national network.
He reengineers logistics to deliver our
products quickly, safely, and at one price
nationwide. And in 1989, to ensure that we
design our own future, he leads a management
buyout and takes the company private.

1990



2000



We phase out Early American styles and welcome design diversity. Our Design Centers get their first real makeover in years. Flagship Design Centers spring up in key American cities and Mr. Kathwari leads the international expansion of the brand, particularly in China. With our new priorities firmly in place, we return to trading on the New York Stock Exchange.

Our Design Centers spring up across the U.S. and internationally, and we expand our digital reach with a shoppable website. In a turbulent economy, many American manufacturers shift production offshore; we

commit to the skills of our American workers and enhance technology and equipment to strengthen our American facilities.



ETHAN ALLEN TODAY

- Desired & known brand
- 75% of products made in our workshops
- 1,500 entrepreneurial interior designers – over 567 and growing in Live Chat
- 303 Design Centers worldwide – 200 in North America – being refreshed from “store” to “Design Center”
- Strong Logistics
 - Premier In-Home Delivery

ETHAN ALLEN TODAY

MAJOR INITIATIVES

- Offerings
 - Stylish, livable, quality, value
 - Vertical integration – a competitive advantage
- Personal Service – “The New Luxury”
 - Now combined with technology
- Retail Network
 - From “store” to “Design Center”
 - Continued repositioning
- Marketing – a New Paradigm
 - 70% “shop” online
 - Create “omnichannel” presence
- Launch of
Ethan Allen | Disney Magical Home
- Amazon



hucklehead



santa monica







Brooklyn



A photograph of a stone building with a large wooden door and a checkered rug. The scene is captured in a warm, golden light, suggesting late afternoon or early morning. The stone walls are textured and aged, with a small arched window visible on the left. The wooden door is made of vertical planks and is slightly ajar, revealing a glimpse of a green garden outside. A large, patterned rug with a checkered design in shades of brown, red, and blue is laid out on the ground in front of the door. The overall atmosphere is serene and historical.

SONOVIA





GEORGETOWN





ETHAN
ALLEN®

Disney

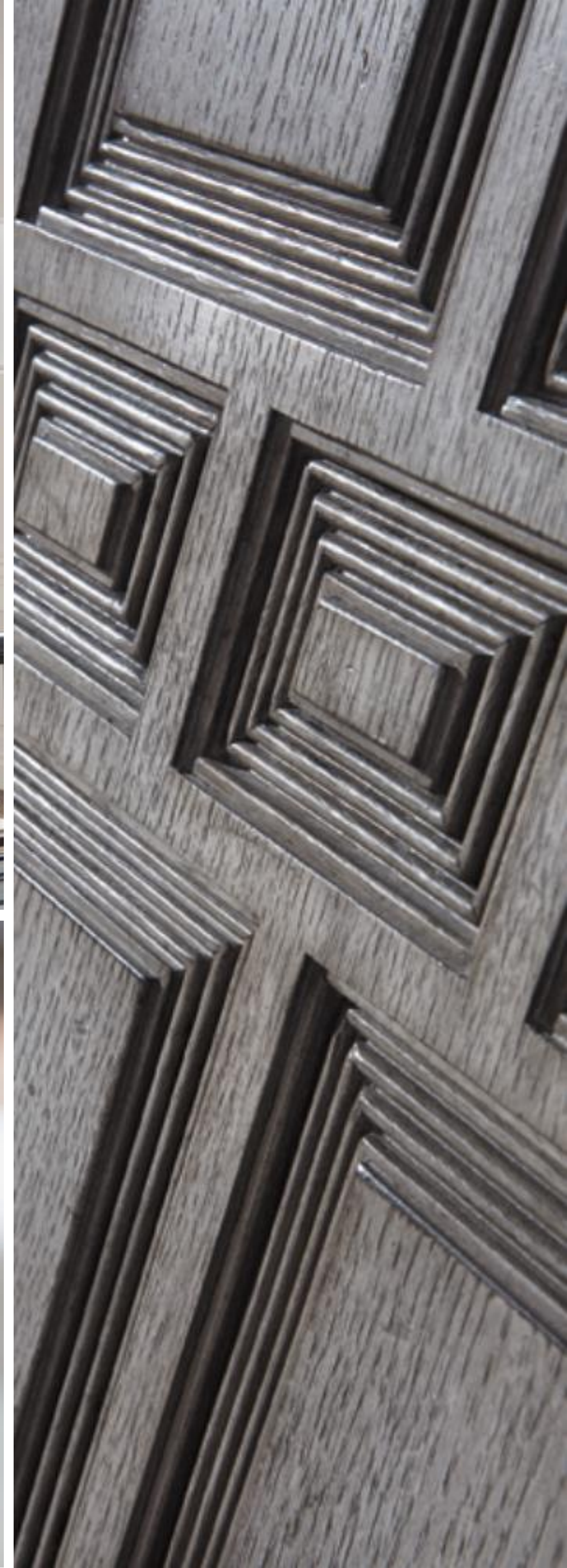




passport







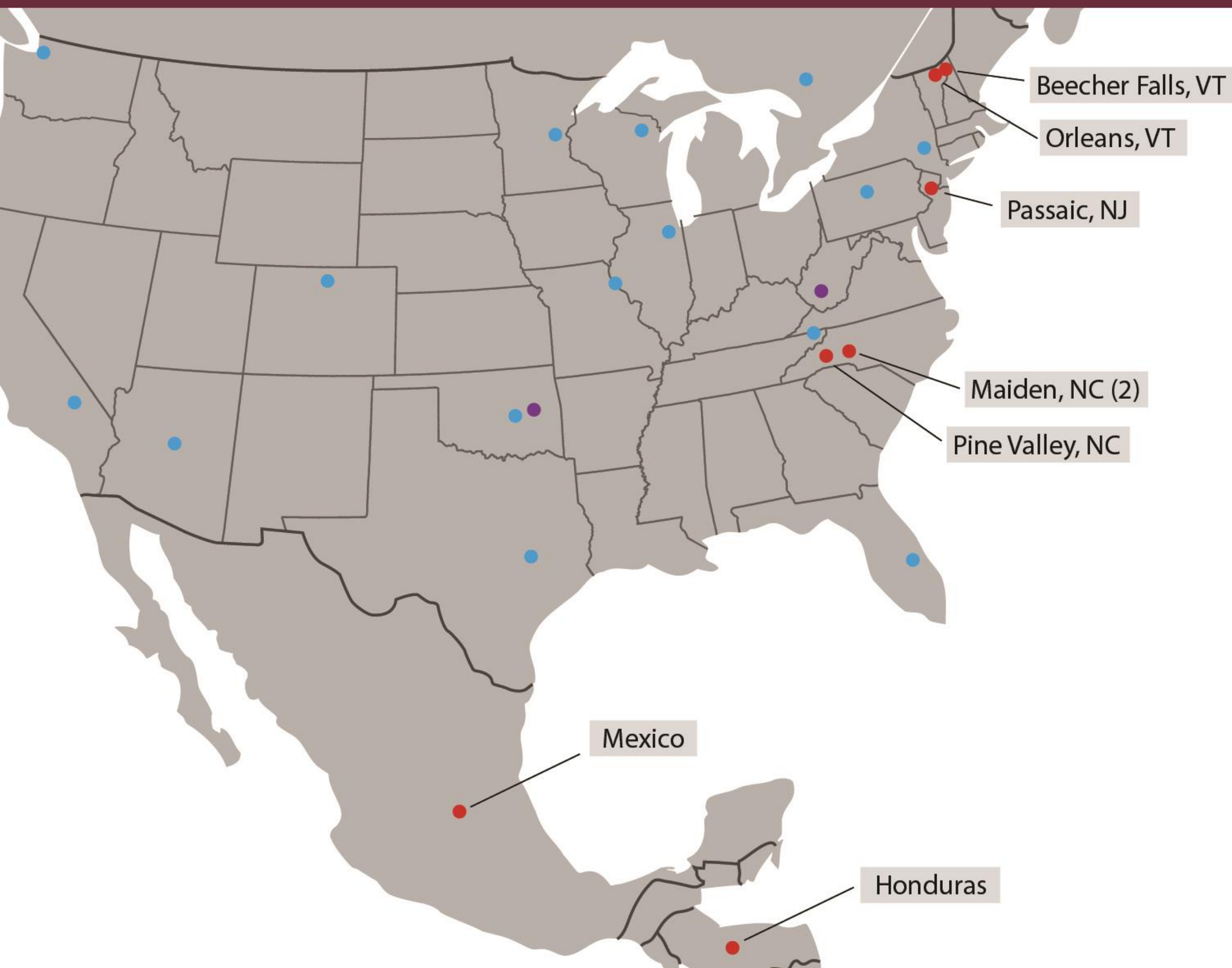


UPTOWN





STRENGTHENED, VERTICALLY INTEGRATED STRUCTURE - FROM DESIGN THROUGH DELIVERY



- Own and operate 9 manufacturing facilities: U.S. (7); Mexico (1); and Honduras (1)
- Manufacture and/or assemble approximately 75% of our furniture products in our North American plants
- Focus on environmental and social responsibility and uniform manufacturing standards
- Full control of product from manufacturing facilities to the customer via
 - 3 national distribution centers
 - 29 retail division service centers
 - 37 independent retailer service centers

MANUFACTURING AND LOGISTICS FOOTPRINT



MANUFACTURING



QUALITY CRAFTSMANSHIP:

A CORNERSTONE OF THE BRAND

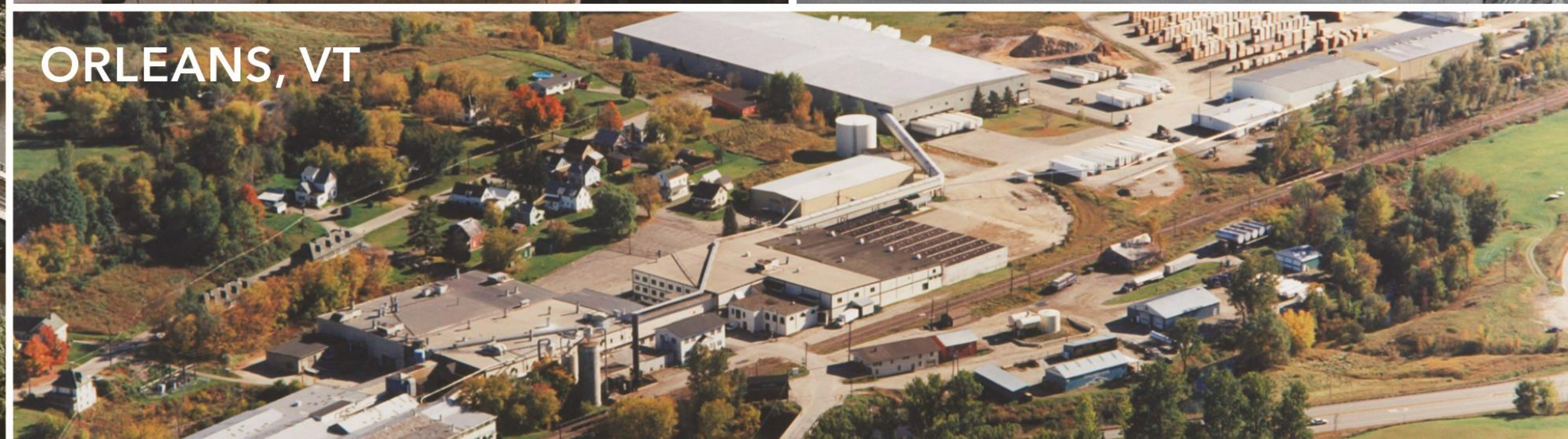


**COMMITMENT TO HIGH
CONSTRUCTION STANDARDS**

- Much of our furniture is built by hand, one piece at a time, in our North American workshops.
- Most frames are hand-assembled and stitching is guided by hand.
- We select international partners as committed to quality as we are.
- All case goods frames are made with premium lumber and veneers.
- Best-in-class construction techniques, including mortise and tenon joinery and four-corner glued dovetail joinery on drawers.

NINE MANUFACTURING PLANTS

– SEVEN IN THE U.S.



NINE MANUFACTURING PLANTS

– MEXICO & HONDURAS



SILAO, MEXICO



HONDURAS



DISTRIBUTION LOGISTICS



DUBLIN



ATOKA

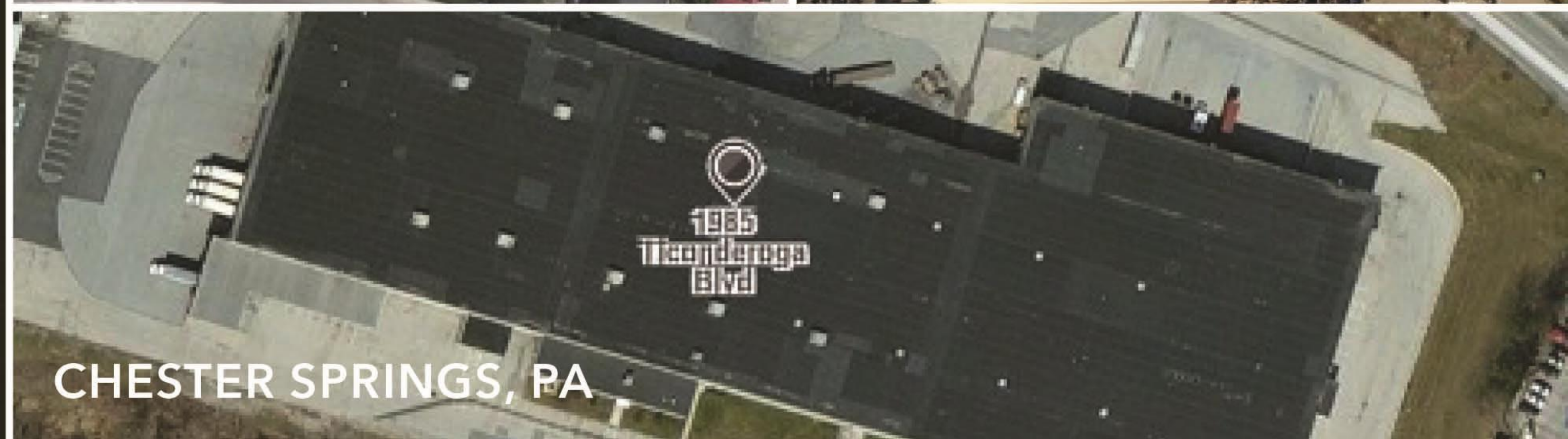


PASSAIC

RETAIL NETWORK – LOGISTICS



PREMIER IN-HOME DELIVERY





QUICK SHIP

- THE NEW REALITY

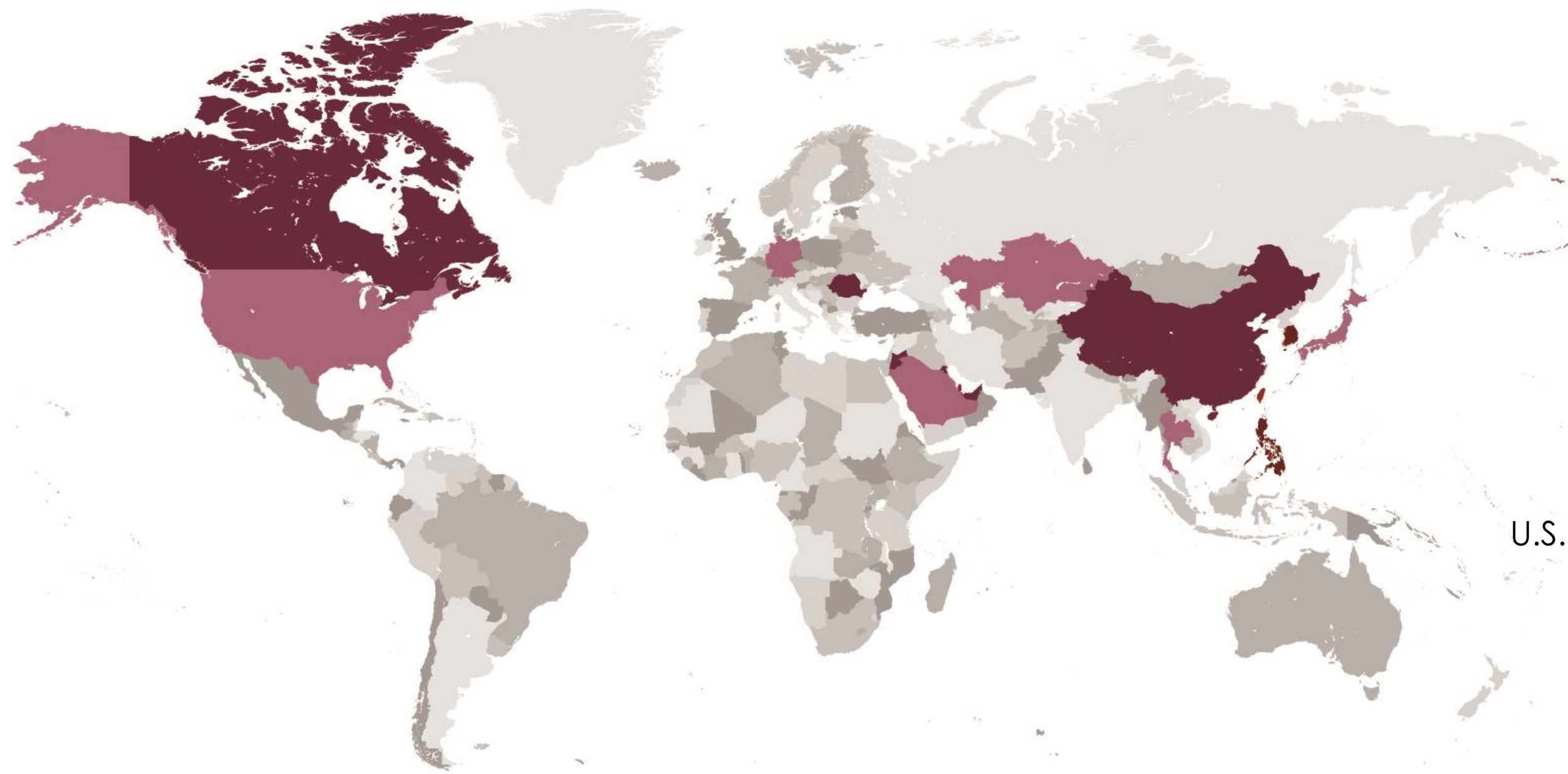
- Case goods
 - 85% available as Quick Ship
- Upholstery
 - 20% of sofa collection available as Quick Ship
- Hard accents
- Soft accents & rugs





RETAIL NETWORK

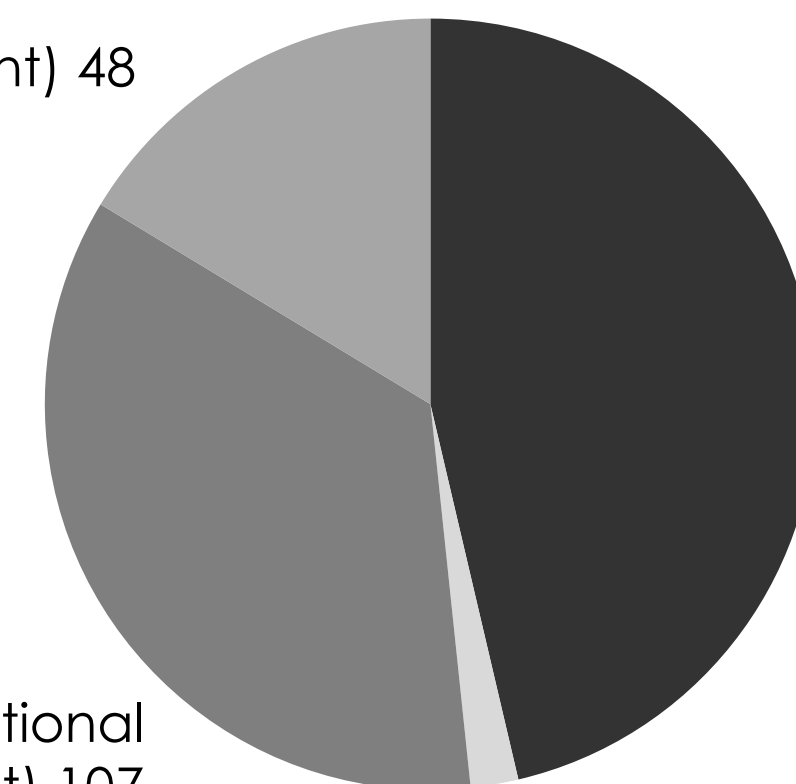
EXPANDING AND REPOSITIONING RETAIL NETWORK



- Approximately 2,000 interior designers globally and 303 Design Centers networkwide
- 6,700 IDA members
- Transition from legacy locations:
 - 24% new or relocated within past 5 years
 - 47% new or relocated within past 10 years
 - 72% new or relocated within past 15 years

U.S. (independent) 48

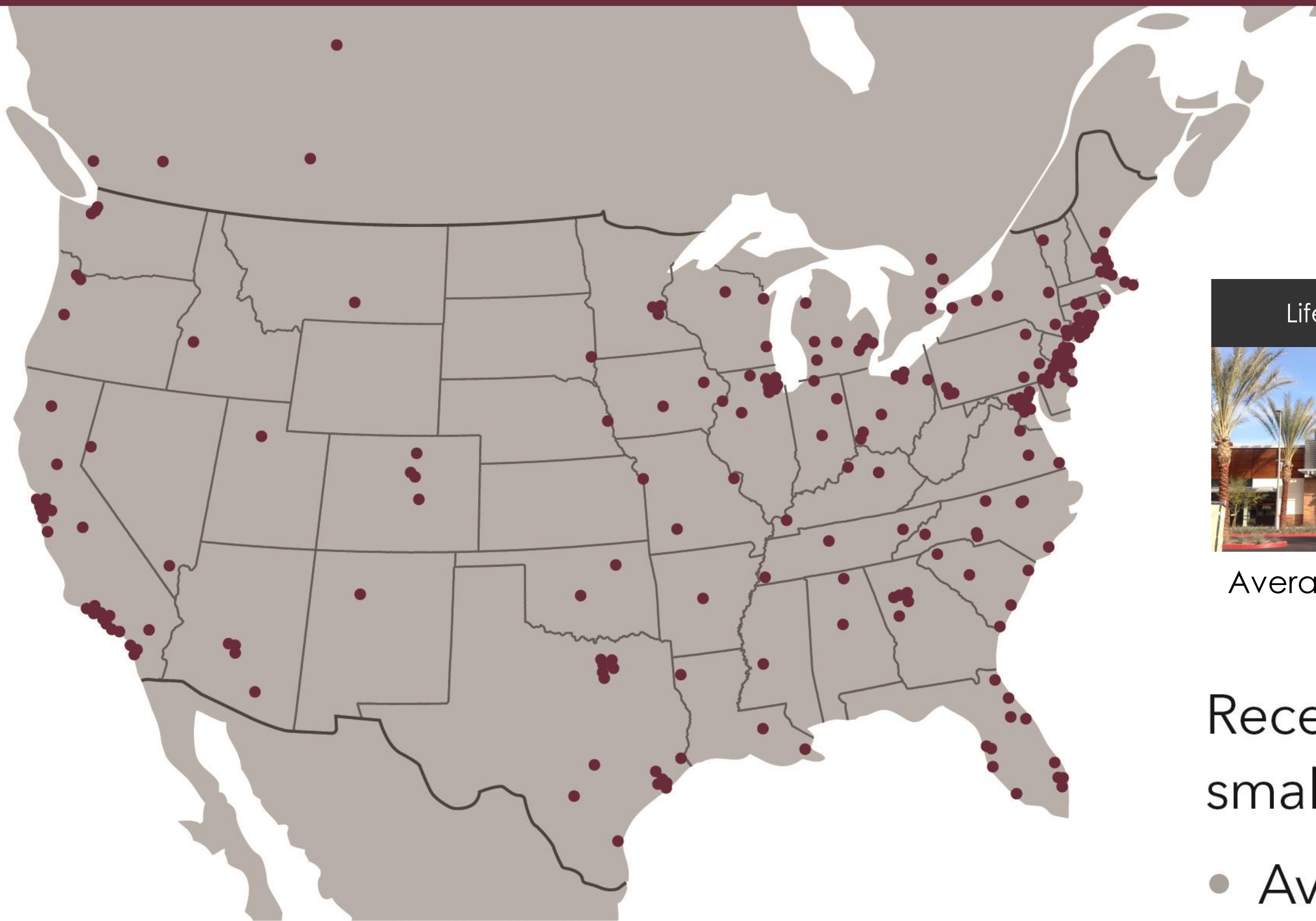
International
(independent) 107



U.S. (company-operated) 142

International (company-operated) 6

EXPANDING AND REPOSITIONING RETAIL NETWORK- NORTH AMERICAN DESIGN CENTERS



Lifestyle Design



Average 8,000 sq. ft.

Classic Design



Average 15,000 sq. ft.

Neoclassical Design



Average 18,000 sq. ft.

Recent relocation to Design Centers with smaller footprints

- Average Design Center opened in last 3 years
~10,000 sq. ft. vs. ~16,000 sq. ft.



NEW YORK (FLATIRON DISTRICT), NY
(AUGUST 2016)



VIRGINIA BEACH, VA
(AUGUST 2016)

**CORTE MADERA, CA
(MARCH 2017)**





INDIANAPOLIS, IN
(APRIL 2017)

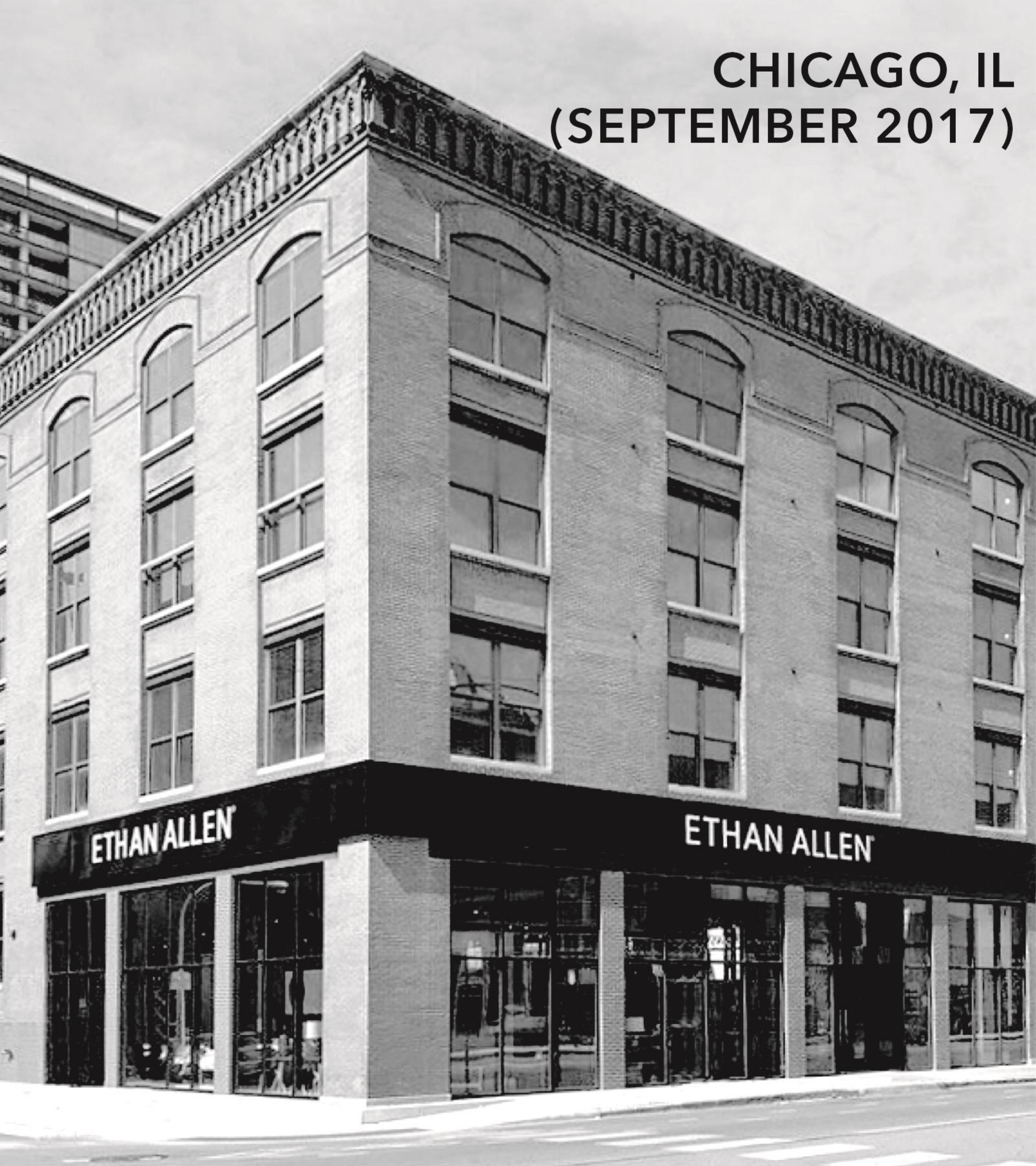




BUCKHEAD, GA (JULY 2017)



CHICAGO, IL
(SEPTEMBER 2017)





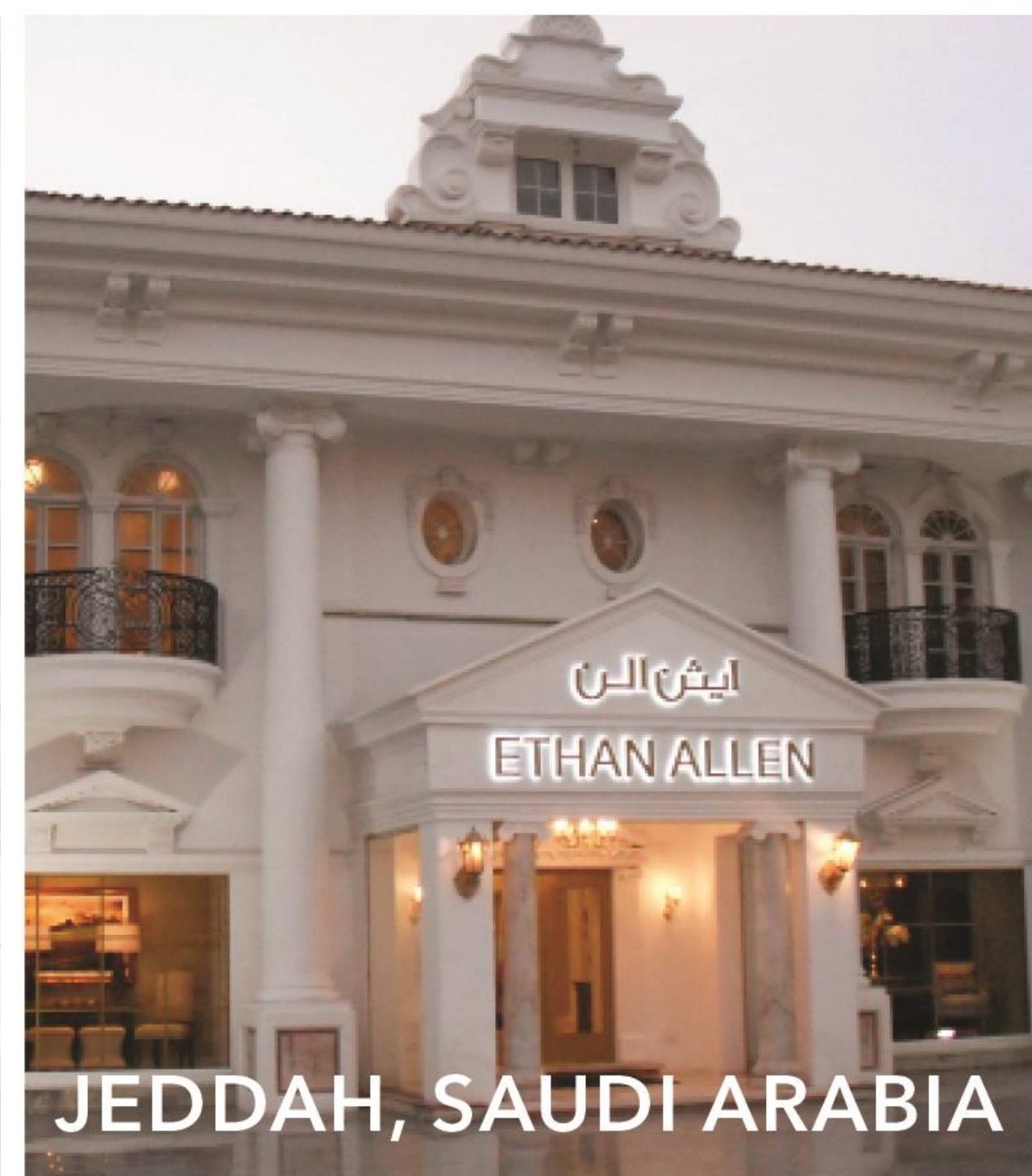
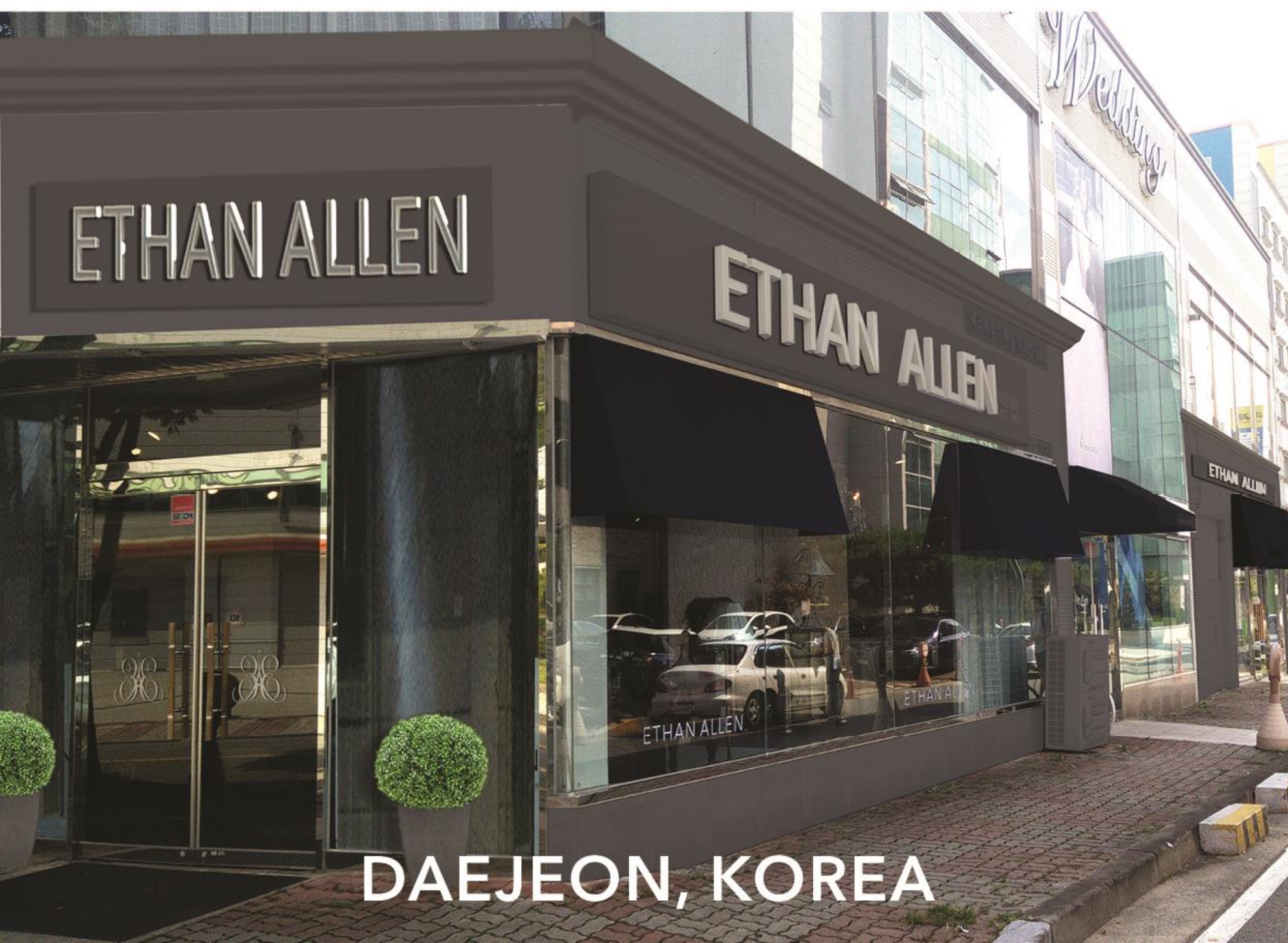
SUPERIOR, CO (SUMMER 2018)



CALGARY, ALBERTA, CANADA (SUMMER 2018)



CEDAR RAPIDS, IA (FALL 2018)





DUBAI, UAE



DUBAI, UAE



MANILA, PHILIPPINES



KUWAIT



AMMAN, JORDAN

A photograph of a forest floor covered in a thick layer of brown and orange fallen leaves. Several trees with green foliage are visible in the background, and a large tree trunk is on the left side of the frame. The text "ENVIRONMENTAL STEWARDSHIP & SUSTAINABILITY" is overlaid in the center in a white, serif font.

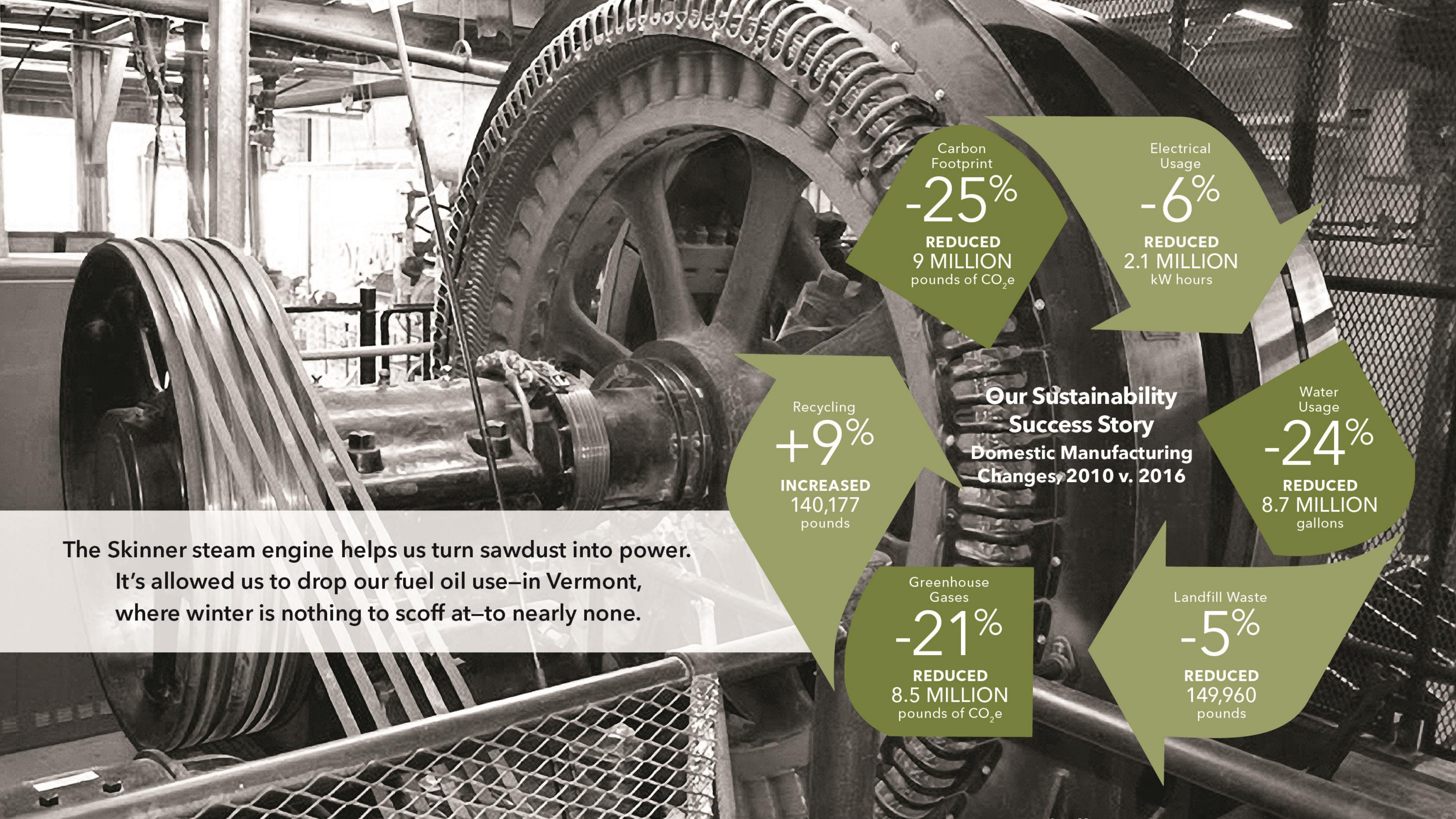
ENVIRONMENTAL STEWARDSHIP & SUSTAINABILITY

A young green seedling with two leaves growing out of dark soil. The seedling is the central focus, with its stem and leaves clearly visible against a blurred background of soil and other small plants.

Sustainable OPERATIONS

“‘Green’ isn’t a buzzword here; it’s ingrained in our business model, and it’s something we take pride in locally and globally. I am proud of the fact that we have received numerous awards and recognition from various agencies and states regarding our work.”

—Farooq Kathwari



The Skinner steam engine helps us turn sawdust into power. It's allowed us to drop our fuel oil use—in Vermont, where winter is nothing to scoff at—to nearly none.

Carbon Footprint
-25%
REDUCED
9 MILLION
pounds of CO₂e

Electrical Usage
-6%
REDUCED
2.1 MILLION
kW hours

**Our Sustainability
Success Story**
Domestic Manufacturing
Changes, 2010 v. 2016

Recycling
+9%
INCREASED
140,177
pounds

Water Usage
-24%
REDUCED
8.7 MILLION
gallons

Greenhouse Gases
-21%
REDUCED
8.5 MILLION
pounds of CO₂e

Landfill Waste
-5%
REDUCED
149,960
pounds



Social CONSCIENCE

RESPECTING PEOPLE

Our Code of Conduct makes it clear that we expect fair treatment for workers. Fair treatment means providing adequate wages and benefits, and it means understanding that child and involuntary labor are unacceptable.

RESPECTING THE LAW

We do everything possible to respect the laws and regulations of the countries in which we operate. We expect Ethan Allen suppliers to avoid prohibited business practices. We also expect them to refrain from engaging in bribery or other corrupt customs.

RESPECTING THE LAND

We believe that by using land and natural resources responsibly we demonstrate our respect for people and the environment. We comply with local, state, federal, and international regulations to minimize the presence of toxins in our products and packaging.



Safe PROCESSES

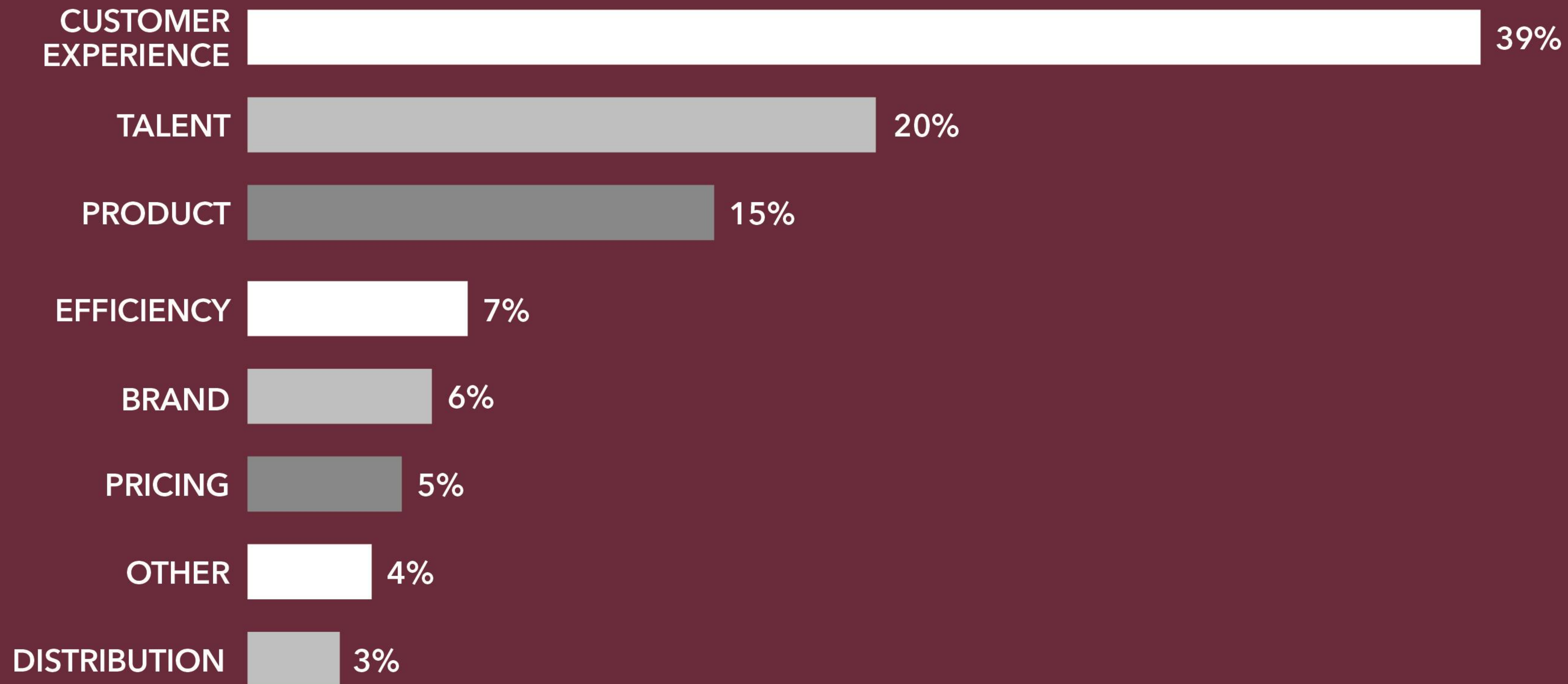
"We have an obligation to help vendors raise their safety and environmental standards, in partnership with government and business leaders. No matter where they live and work, we care about the safety of those who manufacture our products—and we expect our products to deliver the quality, craftsmanship, and longevity for which Ethan Allen is so well known."

—Farooq Kathwari

MARKETING



CUSTOMER EXPERIENCE DIFFERENTIATES US



MARKETING

CREATE DESIRE
CALL TO ACTION

- Internal Marketing
- External Marketing

INTERNAL MARKETING

- Acquisition of Talent
- Learning / Training
- Technology / Live Chat
- Grassroots
- Social & Digital Marketing

ACQUISITION OF TALENT



LEARNING / TRAINING



ETHAN ALLEN[®]
VIDEO LIBRARY

Video Library

All EATV Episodes are posted to this channel.



Channel Content



High Performance Fabrics

Florence Grazi, Director, Upholstery Fabrics & Leather, provides an overview of...



EA Essentials Films: ...

00:16:14 89 views

This episode features a review of Ethan Allen's lighting program. [Episode 297; 16:14]



EA Essentials Films: ...

00:25:49 124 views

This episode features a review of Ethan Allen's upholstery custom options. [Episode 296; 25:49]



EA Essentials Films: ...

00:23:54 102 views

This episode features a review of Ethan Allen's upholstery fabrication. [Episode 295; 23:54]



EA Essentials Films: ...

00:16:19 114 views

This episode provides an overview of the recently revamped Custom Artwork & Mirror program detailing the online customization tool. [Episode 294; 16:19]



Clean Selling

00:04:33 58 views

In this Fast Facts mini-sode we discuss how critical clean selling was to the success of our design service with Joan Wurster of our Novi, Michigan Design Center. [FF34; 4:33]

Popular Videos



Best Practices: Makin...

00:16:43 1707 views

Role play scenarios and best practice advice combine in this episode focusing on a critical step in the design process -- making a connection with new clients. [Episode 167; 16:43]



Case Studies: Effectiv...

00:25:06 1551 views

Role play scenarios and commentary detail the perennial importance of the home call to the design process. [Episode 189 ;25:07]



Technology Update: P...

00:18:44 1538 views

In the first of two parts, Mike Bacon, Director Retail Systems provides an overview of the new Microsoft Surface Pro with Windows 8. In part 1 covered topics include: tablet features,



Best Practices -- Getti...

00:21:35 1502 views

Several top performing design consultants offer their views on how to get important messages across to their clients about today's Ethan Allen. [Episode 176; 21:35]



Technology Update: P...

00:18:06 1446 views

In the second of two parts, Mike Bacon, Director, Retail Systems provides an overview of the new Microsoft Pro with Windows 8. In part 2 covered topics include: tablet as



Modern Masters, Part 1

00:15:08 1155 views

In the first of two parts, a detailed review of the exclusive Modern Masters lithograph collection features segments on the historical significance of the collection. [Episode 185; 15:08]



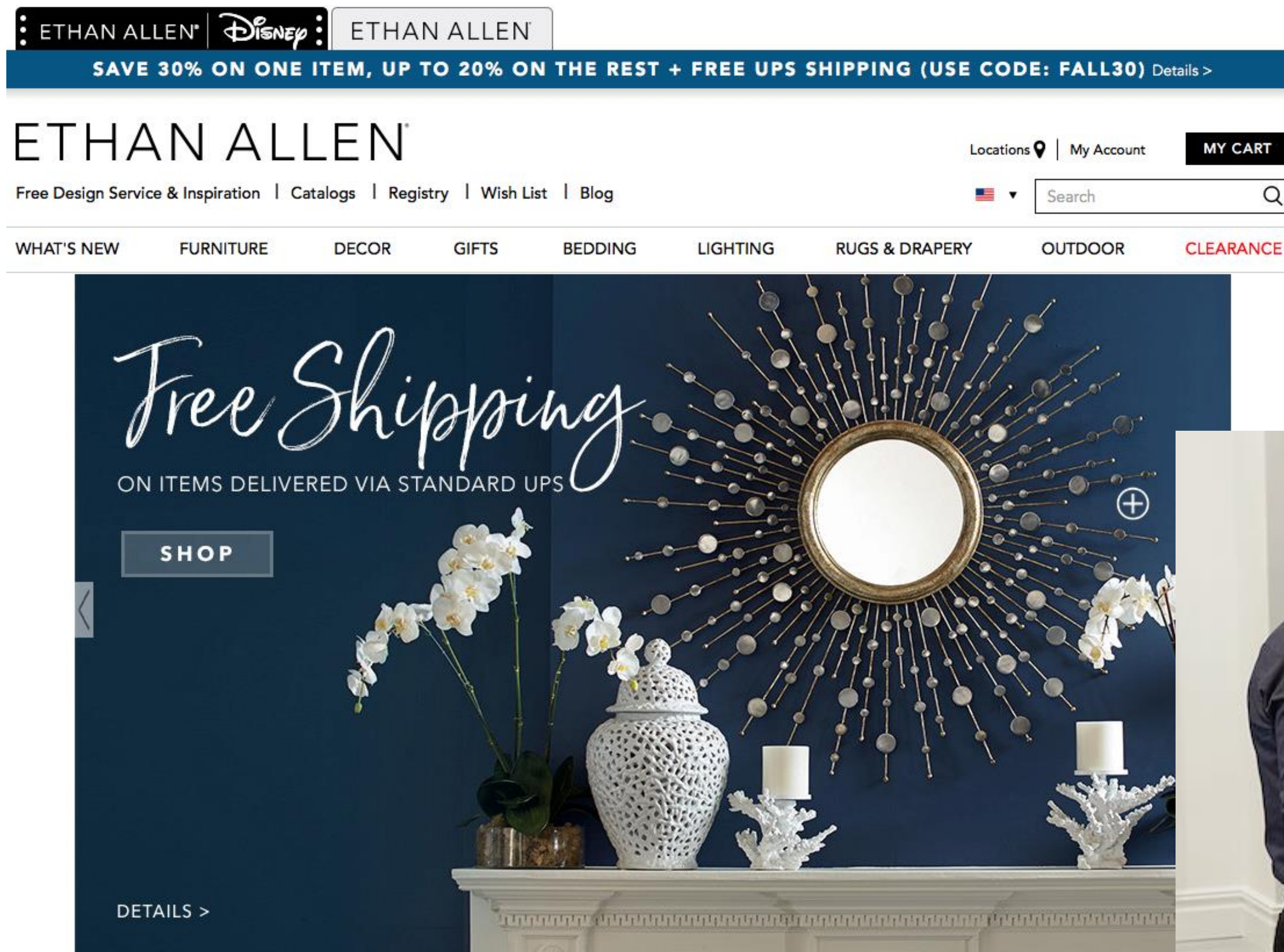
Best Practices: Closi...

00:21:07 1098 views

Design consultants Kelly Tilly and Nancy von Ins offer their perspectives on how they ensure successful end results when working with clients. [Episode 156; 21:08]

TECHNOLOGY

UPDATED AND MOBILE-FRIENDLY WEBSITE




- Creates a dynamic omnichannel environment
- Provides rich branding experience
- Introduces design service and offerings
- Drives traffic to brick-and-mortar network




COMBINING TECHNOLOGY WITH PERSONAL SERVICE

LIVE CHAT - CONNECTING ONLINE CUSTOMERS WITH DESIGNERS



ETHAN ALLEN




ETHAN ALLEN



DESIGN YOUR SALE—GREAT SAVINGS SITEWIDE & STOREWIDE
Excludes Ethan Allen | Disney. Details >

ETHAN ALLEN

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CHECKOUT

WHAT'S NEW FURNITURE DECOR GIFTS BEDDING LIGHTING RUGS & DRAPERY OUTDOOR CLEARANCE

[Home](#) / [Shop](#) / [Lighting](#) / [Table Lamps](#) / Sienna Table Lamp



Sienna Table Lamp

Item #: 090515



\$299.00

Dimensions: 8" dia. x 26"h

SAVE 15%
DISCOUNT WILL BE APPLIED IN CART


Shipping: In stock, ships UPS.


Choose Color: White



Qty

ADD TO CART

 Add to Registry

 Add to Wish list






PRODUCT DETAILS



The Sienna lamp is a work of art with mega modern appeal: a brilliant textured teardrop of blown glass mounted on a gleaming acrylic disc. Choose clear and deep brown with a hand-painted silvery accent finish or clear and bright milky white.

Let's Chat!

Our design experts are here to help.

CLICK TO CHAT



 Email  Print

GRASSROOTS



DRESSES, DECOR,
AND DESIGN
**LADIES'
NIGHT
OUT**

A SPECIAL SHOPPING EVENT FEATURING LOCAL
FASHION AND JEWELRY BOUTIQUE BRANDS

JUNE 5, 2017
4:00 P.M. - 8:00 P.M.

LIGHT FOOD & REFRESHMENTS
WILL BE SERVED.

RSVP: GRANDRAPIDS@ETHANALLEN.COM OR
616.949.4850

UNDERLUXE, DESIGNER TRUNK SHOWS BY
SUSAN, AND VINTAGE TO VOGUE DESIGNS WILL
DONATE A PORTION OF PROCEEDS FROM THEIR
SALES TO CAMP BLODGETT.

Camp Blodgett is a local summer camp providing kids in West Michigan
educational and recreational experiences that promote social responsibility,
encourage academic success, and support and develop self-esteem.

ETHAN ALLEN
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**A PICTURE-PERFECT
PORTFOLIO**

HOW TO SHOOT YOUR
DESIGN PROJECTS LIKE A PRO

Professional photographers share the tips,
pointers, and tricks of the trade that can help
you make the most of your design project
photos—and get you on your way to a better,
more professional, more marketable portfolio.


WEDNESDAY, SEPT. 20TH
4 PM TO 6 PM

ETHAN ALLEN
1018 116TH AVE. NE, BELLEVUE
RSVP 425.641.3133 by Sept. 18



ETHAN ALLEN

ETHAN ALLEN
DESIGNER
tips & tricks



Do you know
what size rug belongs under any dining room table?
Or why, when your Instagram feed is full of gorgeous gallery walls, you
can't figure out where to place the first hole—and how to change that?
Our designers do!

Join the Wichita Ethan Allen Design Team to learn the simple tricks of the
trade that will give your home that professional designer feel.

WHEN: SATURDAY, JUNE 17
TIME: 10 TO 11:30 A.M.
WHERE: 1423 N. WEBB ROAD, WICHITA
RSVP: WICHITA@ETHANALLEN.COM OR
316.315.0673 BY JUNE 15, 2017

SOCIAL MEDIA

HOLIDAY PREVIEW SALE

0

Sign In

PHOTOS

SHOP BY DEPARTMENT

FIND PROFESSIONALS

STORIES & ADVICE

SALE

Colleen Gahry-Robb for Ethan Allen Auburn Hills, MI

PRO

★★★★★

18 Reviews

Review me >

Overview

Projects

Ideabooks

Reviews

Questions

Activity

102 Followers

Follow

Colleen Gahry-Robb - Best of Houzz 2015, 2016 and 2017.

A Circle of Excellence award winner, Colleen has been an Ethan Allen Designer for sixteen years. She has a degree in interior design and graphic arts. Her specialty is space planning, and her trademark style is classic design with a modern perspective.

Colleen's priority is to meet her clients' needs by reflecting their tastes, solving their design problems, and respecting their time frame and spending plan. Colleen's clients appreciate her personal approach.

Read More >

Interior Designers & Decorators

Contact: Colleen Gahry-Robb

Location: 100 Brown Rd
Auburn Hills, MI 48326

Typical Job Costs: \$5,000 - 200,000

Click to Call

Website

3 Houzz Awards >

37 Projects >

18 Reviews >

Best of houzz 2017 SERVICE

Best of houzz 2016 SERVICE

Best of houzz 2015 SERVICE

2 Houzz Badges >

★★★★★

Review by Amy, Carol & Rachel Ordona:
Colleen did an amazing job incorporating our needs and desires with furniture layout, structures and material designs as we had some existing furniture selections that we wanted to use. We really lo...

More >

★★★★★

HOLIDAY PREVIEW SALE

0

Sign In

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STORIES & ADVICE

SALE

Room >

All Rooms

Kitchen

Bath

Bedroom

Living

Dining

Outdoor

Baby & Kids

Home Office

Storage & Closet

See More...

Style >

Contemporary

Eclectic

Modern

Traditional

See More...

Location >

All Metro Areas

Budget >

☐ \$ (52)

☐ \$\$ (984)

☐ \$\$\$ (1,717)

☐ \$\$\$\$ (322)

Size >

All Rooms / "ethan allen" x clear all

25,111 ethan allen Home Design Ideas

Relevance >

1 - 8 of 25,111 photos >

Normandy Remodeling

★★★★★ 74 Reviews

Chicago Condo Remodel

180K Saves | 48 Questions

If you are still looking for this bed, I am the designer from *Ethan Allen* the helped with this project. I'd be happy to answer specific questions you have regarding this room.

EXTERNAL MARKETING

- Direct Mail
- Digital / Email
- Print
- Television
- Technology & Personal Service

INTRODUCING
Passport



ETHAN ALLEN
NOVEMBER 2017



IN MY LIFE, I'VE HAD
MANY OCCASIONS TO

be Wowed:

As a child in Kashmir, by our view of the majestic Himalayas; and later, as a climber, by the view from those mountains and many others. As a 20-year-old, traveling alone to a new life in Brooklyn, New York, by the brilliant blanket of that city's lights blinking up in the night as we descended. A few days later, I took my first ride on a subway—which at the time was one of the most memorable trips of my life.

I have journeyed throughout Europe, especially Italy; throughout Africa, and up Kilimanjaro; throughout Asia, from India to Indonesia and Japan; and was one of the first outsiders to travel to a newly "open" China. I've visited dozens of countries and hundreds of cities, I've met countless people from around the world, and I've had the great privilege of experiencing art and culture from many perspectives.

It's important to us that our clients feel *wowed* by Ethan Allen—that their experience is one they remember, one they want to live with, and one to which they want to return. We're constantly refining the ways we *wow*—responsibility, quality, and thoughtful service are among them. As, of course, is design.

At its best, travel changes our perspective. At Ethan Allen, it's the heart and soul of the way we see design. Just as America is a place where ideas from all over the world are spun together to create something different—something wonderful—so it is with us. The melting pot of the world comes to life here—blended, reimagined, and designed as something new and even better:

WE ARE THRILLED TO INTRODUCE PASSPORT, an all-new collection of globally inspired furniture and décor. We hope it brings home the feeling of having been somewhere wonderful. We hope it wows you.

Farooq Kathwari
Farooq Kathwari
Chairman, President and CEO
Ethan Allen Interiors Inc.

.be
inspired

THIS IS PASSPORT:

A journey of discovery,
blending inspiration from afar
with the enduring quality
that defines Ethan Allen.
Passport is warm, collected,
authentic, and livable.
It's texture and color, contrast and harmony.
It's your license
to live adventurously.
It speaks in many accents.
It transcends borders.
IT FEELS LIKE HOME.

NEW MALIN BUFFET 356306 \$0000 NOW \$0000.
NEW MODENA IRON TABLE LAMP 096102 \$000 NOW \$000.
NEW LARGE SAGAMORE WOOD ON STAND 431701A
\$000 NOW \$000. **NEW** LARGE PALAWAN CERAMIC VASE
431727A \$00 NOW \$00. **NEW** PATE ARTWORK 075054
\$0000 NOW \$0000. **NEW** MADIE OTTOMAN 207041
Starting at \$000 NOW \$000 As shown \$000 NOW \$000.
NEW SQUIGGLE THROW, CHARCOAL/MULTI 031732
\$000 NOW \$000. **NEW** PALAMINO I/II ARTWORK 071071A
\$000 NOW \$000. LABYRINTH RUG, IVORY/GRAY 041214
\$000-\$0000 NOW \$000-\$0000. Dining area: See pages 14
and 15 for details and pricing.



live well

Your home is your story—and you get to make it a good one. Passport blends color, texture, and form, past and present, near and far for a style that's fresh, comfortable, and very much your own. Here's your Passport. Let the adventures begin.

NEW ASTOR SOFA 202453 Starting at \$0000 NOW \$0000 As shown \$0000 NOW \$0000. **NEW** TAUPE EMBELLISHED PILLOW 065641 \$000 NOW \$000. **NEW** BRONZE METALLIC PILLOW 065642 \$00 NOW \$00. BROWN WORN LEATHER PILLOW 065704 \$000 NOW \$000. **NEW** MALONE CHAIR 722231 Starting at \$0000 NOW \$0000 As shown \$0000 NOW \$0000. **NEW** BEACON RECTANGULAR COFFEE TABLE 128600 \$000 NOW \$000. **NEW** DYNASTY FRETWORK SIDE TABLE 138004 \$000 NOW \$000. **NEW** BENNIE PIERCED STOOL 421700 \$000 NOW \$000. CAPIZ CHANDELIER 093400 \$0000 NOW \$0000. **NEW** BRAXTON BRASS FLOOR LAMP 092108 \$000 NOW \$000. **NEW** CAIRA TABLE LAMP 096100 \$000 NOW \$000. **NEW** ELEPHANT ARTWORK 071068 \$0000 NOW \$0000. **NEW** CHAMPAGNE ETCHED VASES: LARGE 431711A \$00 NOW \$00, MEDIUM 431711B \$00 NOW \$00. GHORDIES RUG, GRAY/GRAY 041512 \$0000-\$0000 NOW \$0000-\$0000. NATURAL SAYRE STONEWASHED LINEN DRAPERY PANELS, Shown with **NEW** METALLIC SEQUIN TRIM TAPE IN NATURAL/GOLD DP1028Z Custom starting at \$000 ea. NOW \$000 ea. DINING AREA WITH MING CABINET: See pages 14 and 15 for pricing and details.

DIGITAL MARKETING

ETHAN ALLEN®

Disney

ETHAN ALLEN®

Chat Live

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ETHAN ALLEN®

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MY CART (1)

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— *now enjoy* —

FREE DELIVERY

Plus take **20% OFF** everything.

what color is *your* friday?


DETAILS >



BANNER ADS

expanding
ETHAN ALLEN
QUICKSHIP

Legendary quality delivered fast.
Shop hundreds of products now.




and now enjoy
FREE DELIVERY
Plus take **20% off** everything.

SHOP NOW

ETHAN ALLEN®

expanding
ETHAN ALLEN
QUICKSHIP

Legendary quality delivered fast. Shop hundreds of products now.



and now enjoy FREE DELIVERY
Plus take **20% off** everything.

SHOP NOW

ETHAN ALLEN®

expanding
ETHAN ALLEN
QUICKSHIP

Legendary quality delivered fast.
Shop hundreds of products now.

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Legendary quality delivered fast.
Shop hundreds of products now.

NEWSHOP PRODUCTSINSPIRATIONCLEARANCEETHAN ALLEN | DISNEY

ETHAN ALLEN®

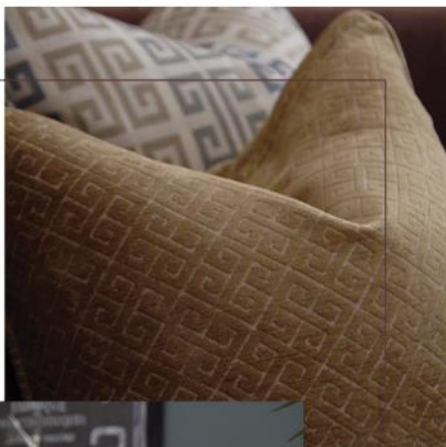



PARTNERS IN
style



Furnishing her first home felt a bit scary for Renee, until she met her designer. See how Gabriella helped Renee discover her personal style—and a dear new friend.





WATCH OUR STORY ▶

Gabriella
Ethan Allen Designer



“It’s a reflection of me, my values, who I am as a person. It’s just a place I love and I’m so proud of it.”




NEWSHOP PRODUCTSINSPIRATIONCLEARANCEETHAN ALLEN | DISNEY

ETHAN ALLEN®

HERE'S TO
OUR HEROES

This veterans day, we want to thank our service members for protecting our freedom





free delivery
PLUS TAKE 20% OFF
*everything**

INTERNATIONAL
FLAIR

Bring some home with our best-selling Ming and Dynasty—new looks and finish now available.



THE *Ming* COLLECTION
Ming is your ticket to unique storage styles—inspired by ancient Chinese cabinetry, with beautiful details like windowpane doors and distressed finishes in fashionable colors.

SHOP MING

MING SMALL MEDIA CABINET



MING FILE CABINET



new MING DISPLAY CABINET




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introducing
ETHAN ALLEN
QUICKSHIP

Legendary quality delivered fast.
Shop hundreds of products now.



and now enjoy
FREE DELIVERY
Plus tak 20% OFF everything.*

SHOP NOW

complimentary interior design

THE DESIGNER DIFFERENCE

in store & online

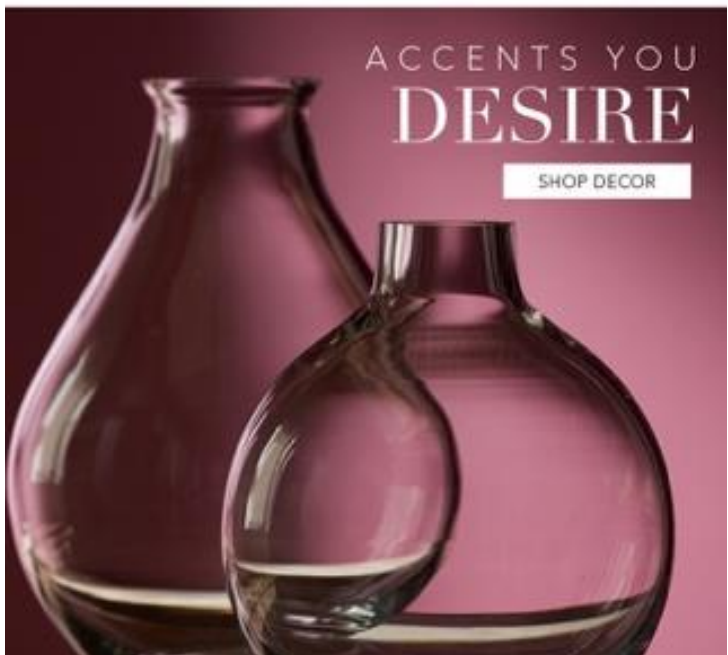
A BETTER
BEDROOM

SHOP BEDROOM



ACCENTS YOU
DESIRE

SHOP DECOR



PRINT

expanding
ETHAN ALLEN
QUICKSHIP

Legendary quality delivered fast. Shop hundreds of products now.

———— *and now enjoy* ————

FREE DELIVERY[†]

plus take **20% OFF** everything*



complimentary interior design

THE DESIGNER DIFFERENCE

in store, at your home, or online via live chat

ETHAN ALLEN®

NEW YORK GARDEN CITY HARTSDALE/WHITE PLAINS HUNTINGTON STATION MANHATTAN NANUET
NEWBURGH SETAUKET STATEN ISLAND WATER MILL **NEW JERSEY** BRICK EAST BRUNSWICK
PRINCETON RIVER EDGE/PARAMUS SOMERVILLE/BRIDGEWATER WATCHUNG WAYNE WHIPPANY

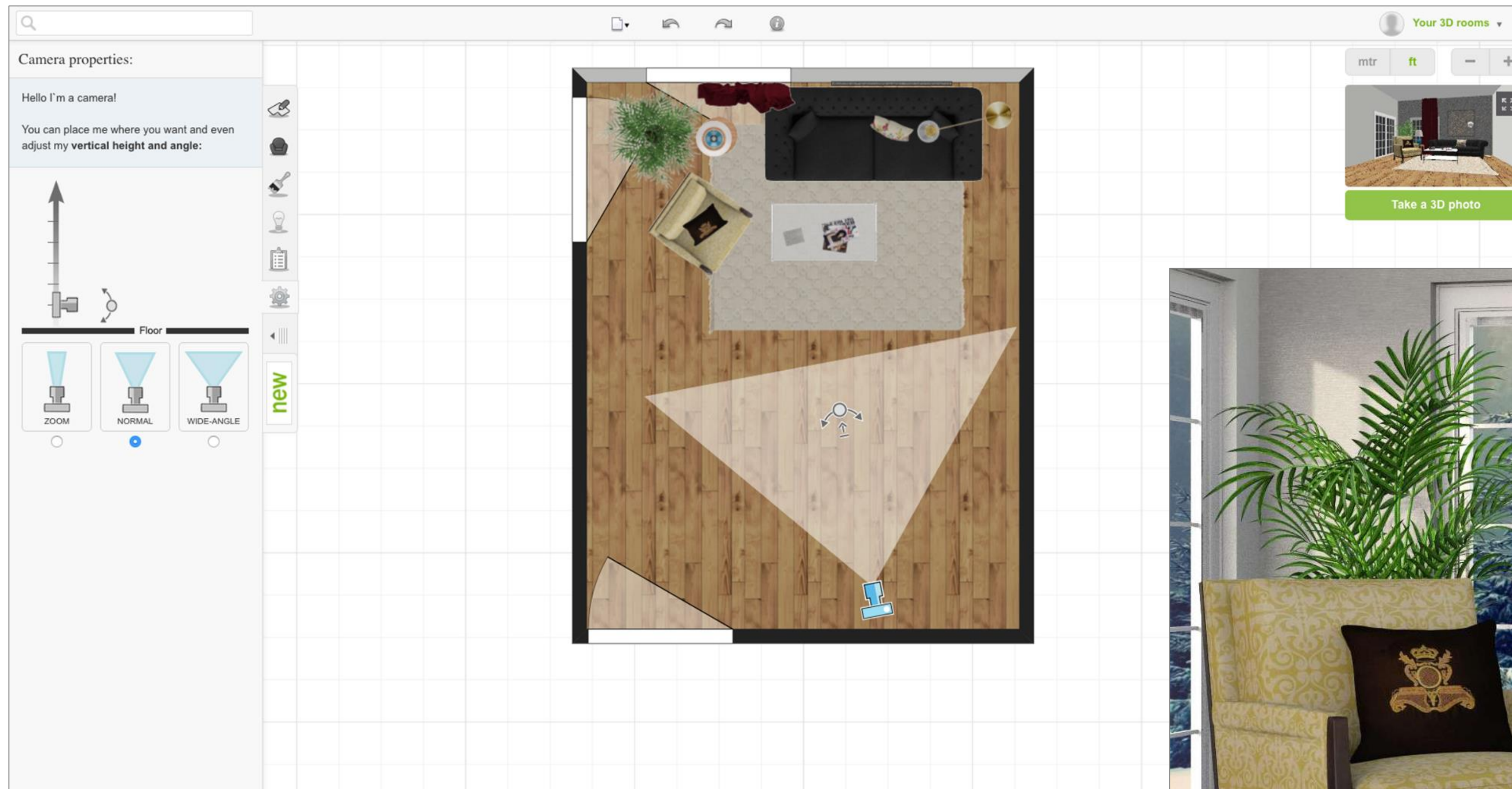
*Discounts are taken off our Everyday Best Prices. Prior reductions may have been taken. Offer excludes clearance items and TEMPUR-Ergo™ Premier adjustable motion bases. Offer cannot be combined with any other savings offers, sales, discounts, coupons, or promotions except applicable financing offers, and cannot be applied to prior purchases, pending deliveries, sales tax, shipping and delivery charges, gift cards, or furniture protection plans. Free delivery excludes Next Day and Second Day UPS and may exclude delivery to certain locations. Offer ends November 30, 2017. ©2017 Ethan Allen Global, Inc.

T.V. / VIDEO

what color is
your friday?

TECHNOLOGY & PERSONAL SERVICE

3D ROOM PLANNER

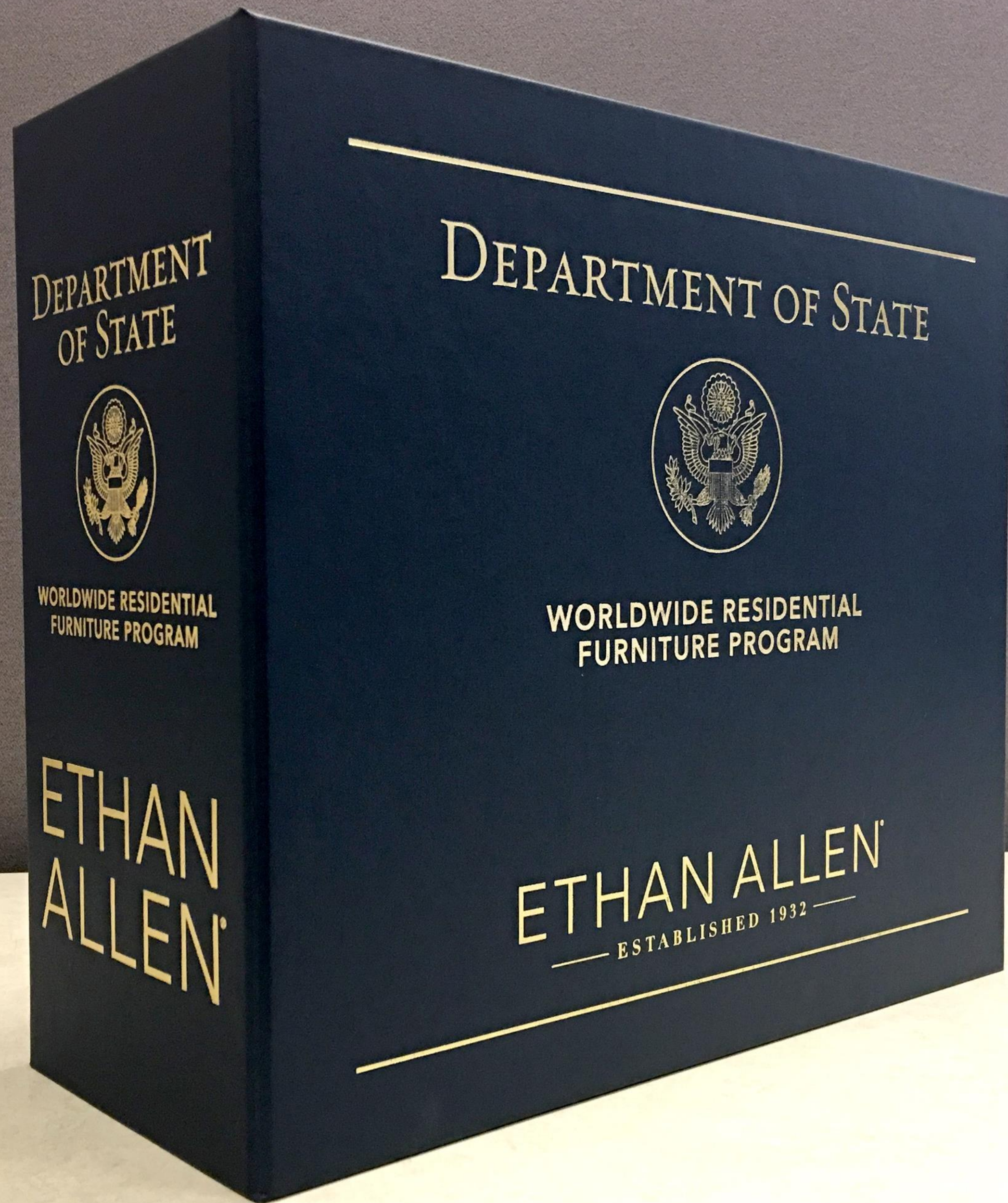


EXPANDED MARKETING

- U.S. State Department
- Contract
- Amazon
- Other

U.S. STATE DEPARTMENT PACKAGED HOME PROGRAM

- Three Lifestyle Packages
 - Contemporary
 - Traditional
 - Transitional



ETHAN ALLEN

Search

TRADITIONAL

TRANSITIONAL

CONTEMPORARY

APARTMENT

SUPPLEMENTAL

GEORGIAN COURT



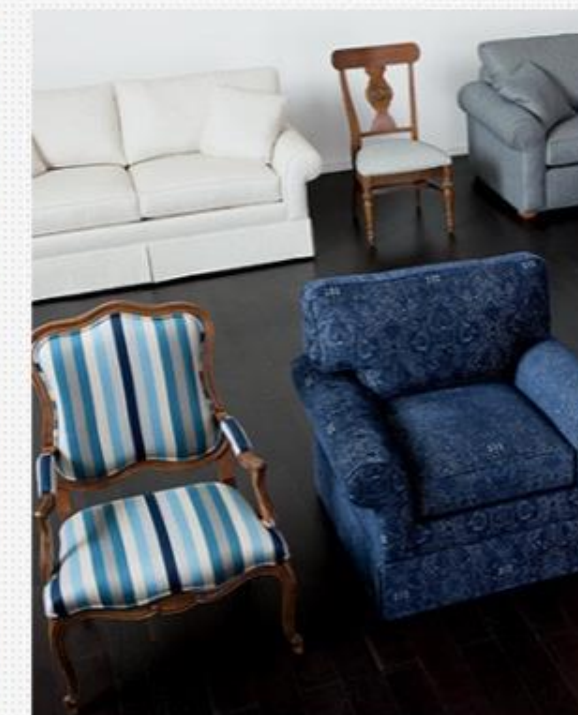
WELCOME TO THE

Worldwide Residential Furniture Program



ORDERING INFORMATION

Information on how to submit an order



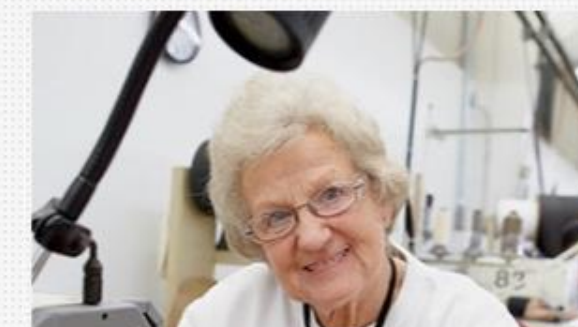
PERFORMANCE FABRICS

High quality, high performance.



OUR LOOKS

Explore Ethan Allen Style





MARGARITAVILLE®



ETHAN ALLEN®

BEACH HOUSE





ETHAN
ALLEN



LIVING ROOM ▾

DINING ROOM ▾

BEDROOM ▾

LIGHTING ▾

DECOR ▾

ARTWORK ▾

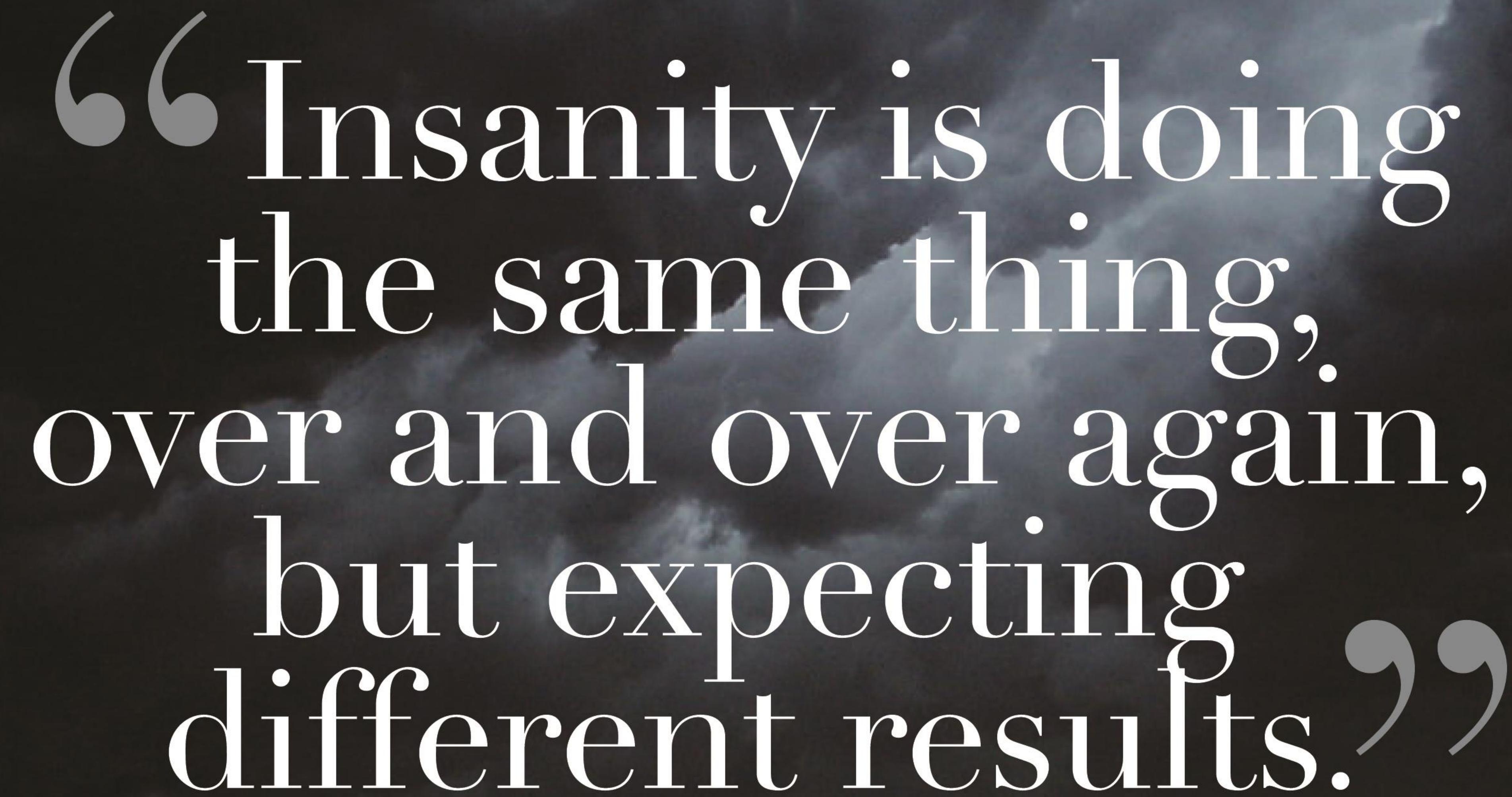
ETHAN ALLEN | DISNEY ▾

ROOM INSPIRATION ▾

MORE ▾



Dining Room

A dark, moody background featuring a dramatic sky with swirling, greyish-blue clouds. The lighting is low, creating a sense of depth and texture in the clouds.

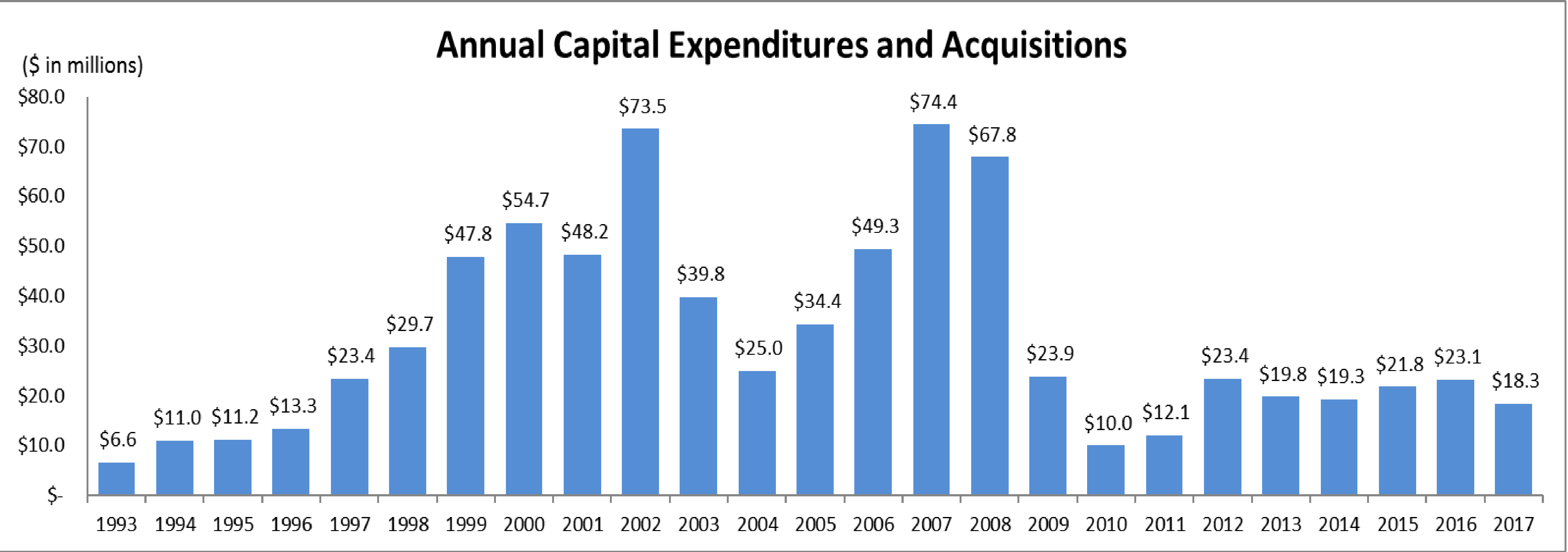
“Insanity is doing
the same thing,
over and over again,
but expecting
different results.”

FINANCIAL INFORMATION

Focus on Stockholder Returns

Total Capital Expenditures & Acquisitions of \$781.6 million through FY 2017

Long and consistent history of returning value to stockholders, including reinvesting capital into the Company.

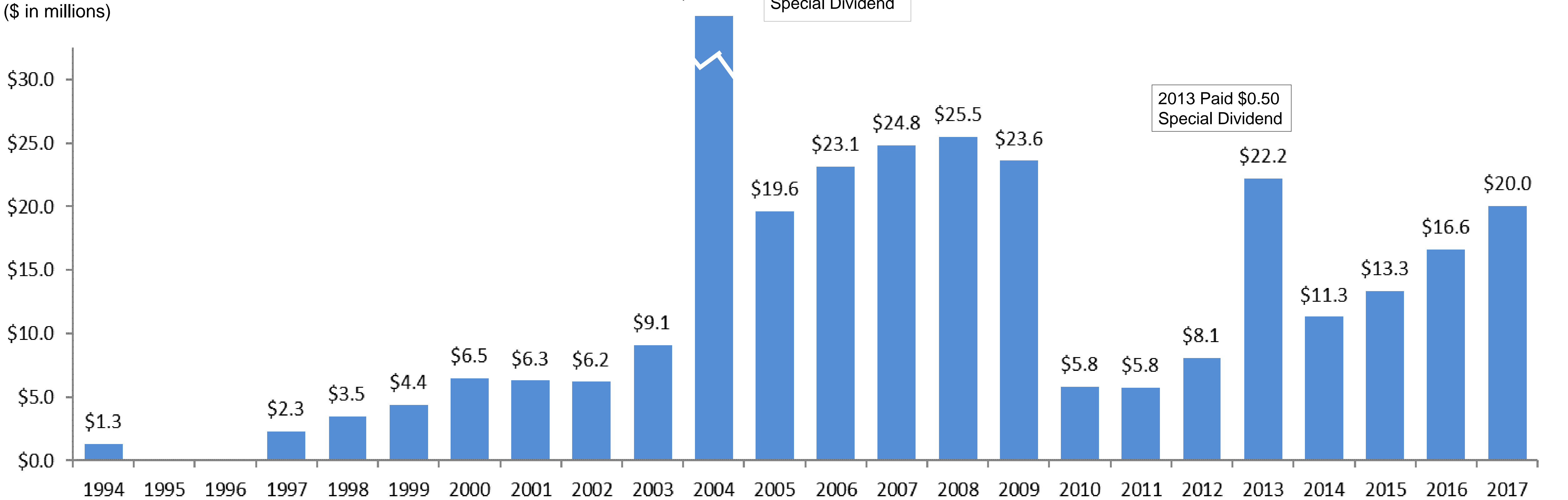


Focus on Stockholder Returns

Total Dividends of \$385.1 million paid through FY 2017

Long and consistent history of returning value to stockholders, including payment of Regular and Special Dividends.

Total Annual Dividends Paid

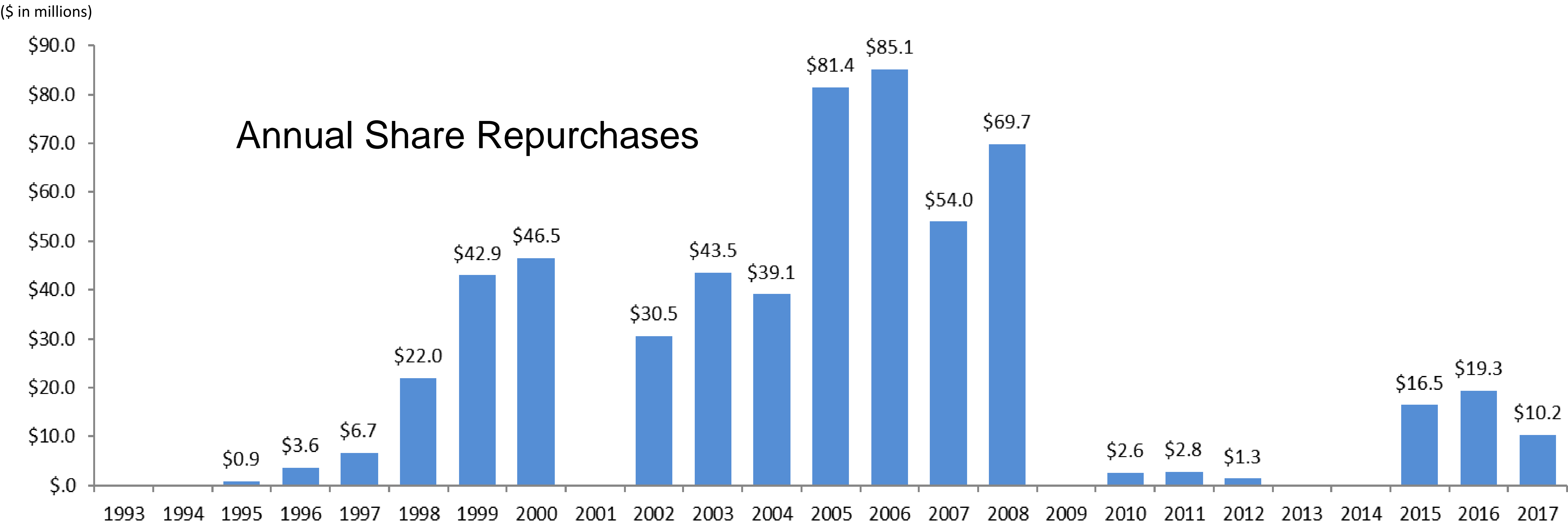


Focus on Stockholder Returns

- Total shares issued 49.0 million
- Shares outstanding June 30, 2017 27.4 million
- Cumulative share repurchases 40.6%

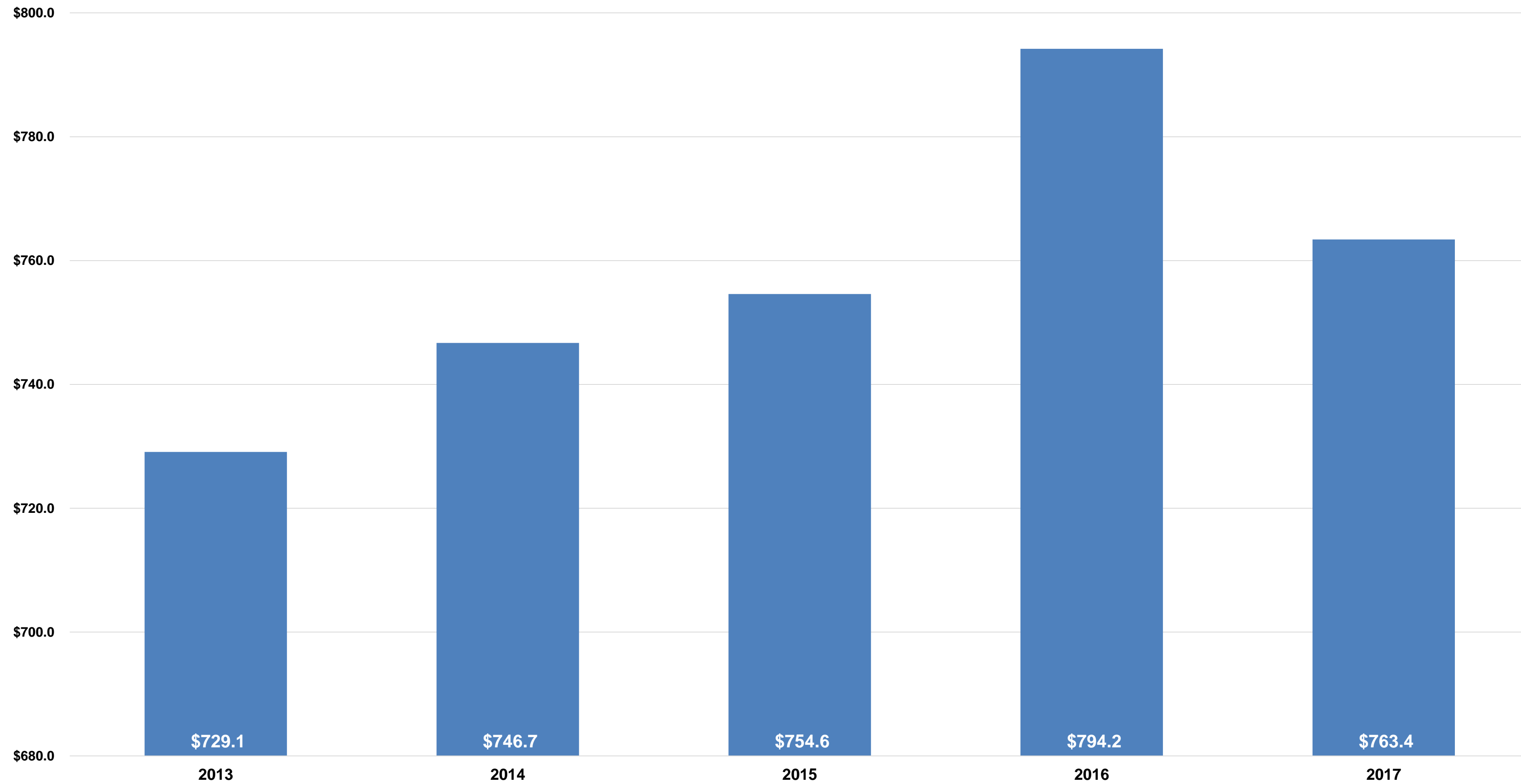
Long and consistent history of returning value to stockholders, including Share Repurchases

Total of 19.9 million Share Repurchases for \$578.7 million



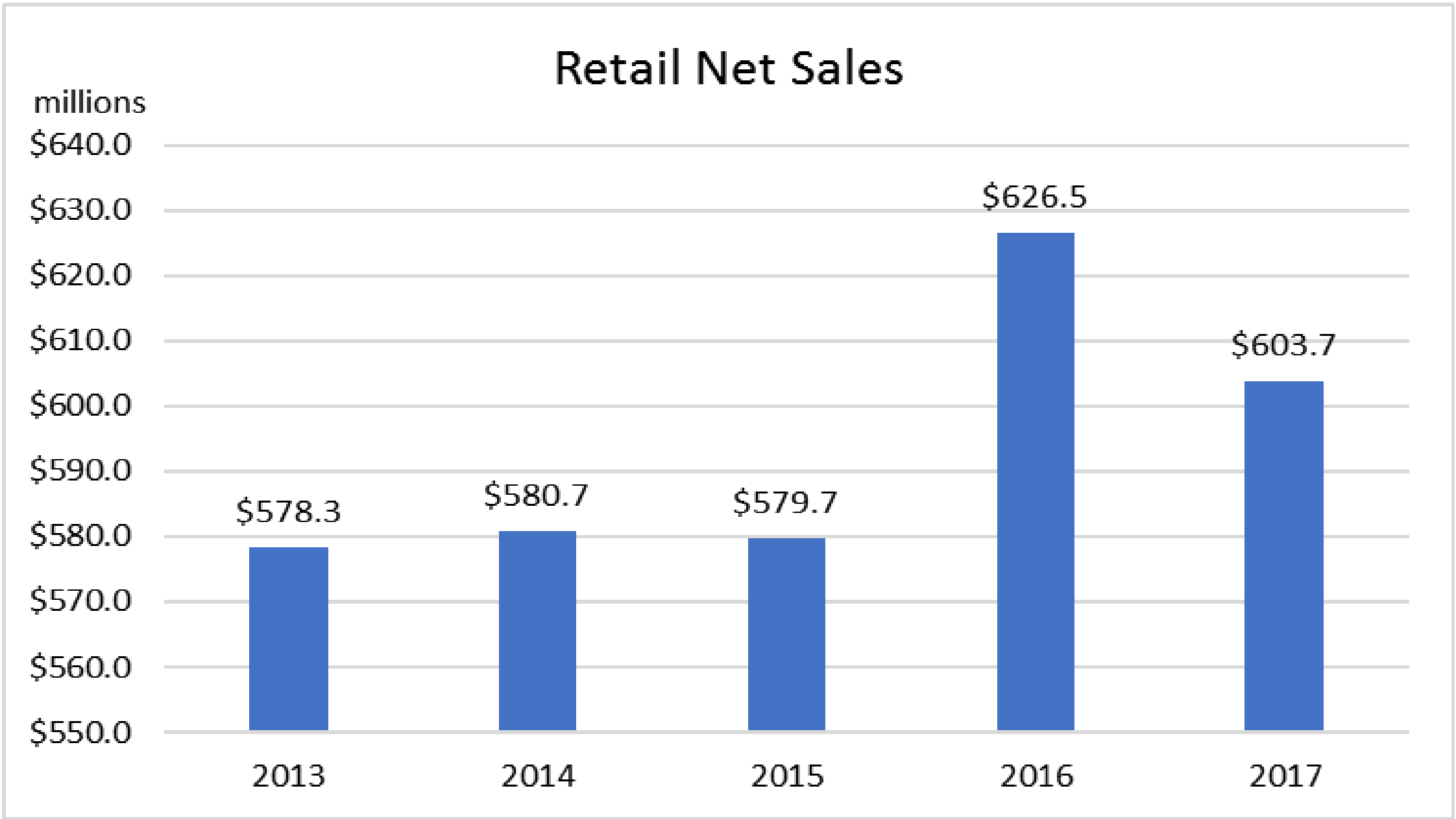
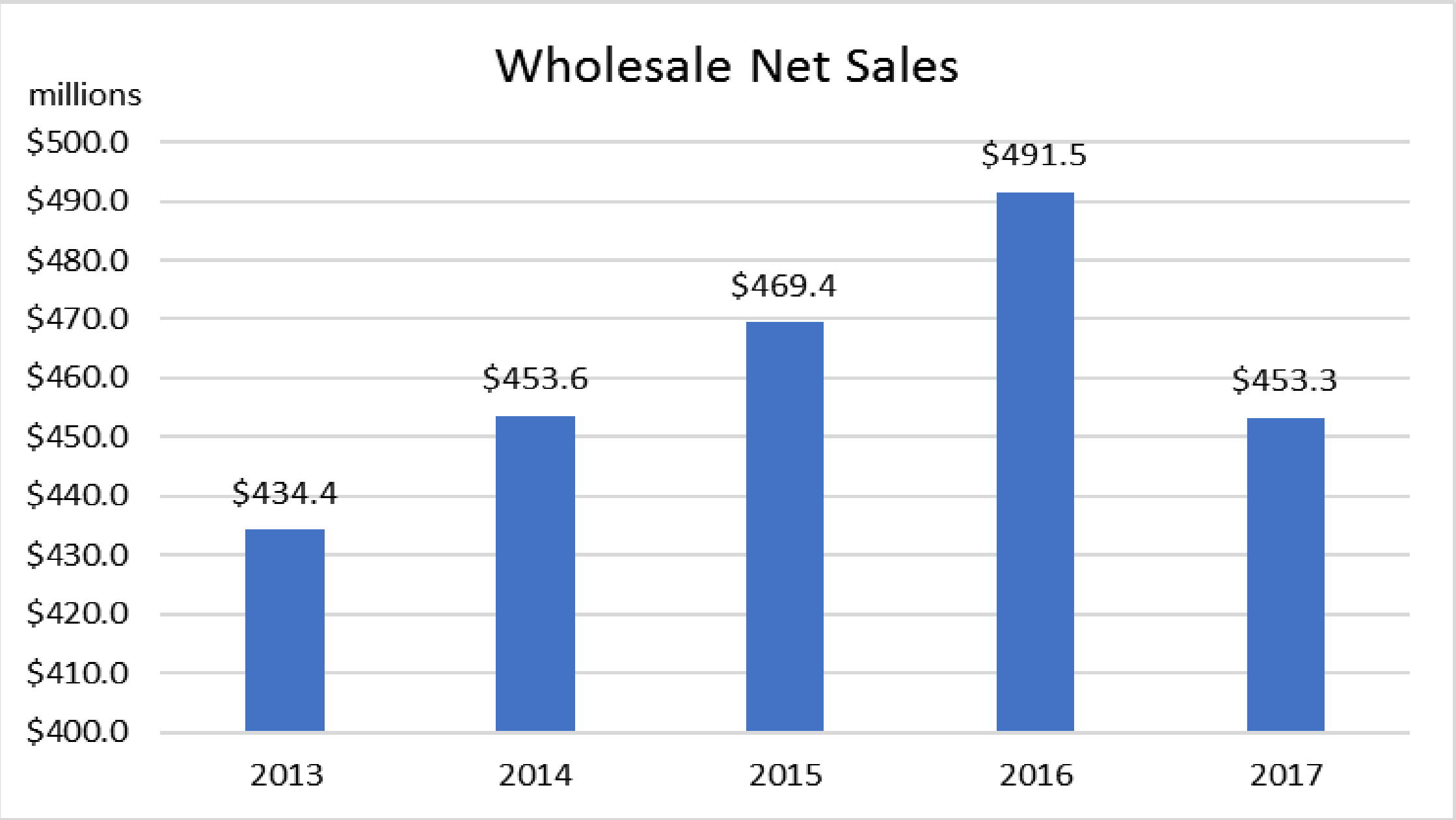
Consolidated Net Sales

Millions

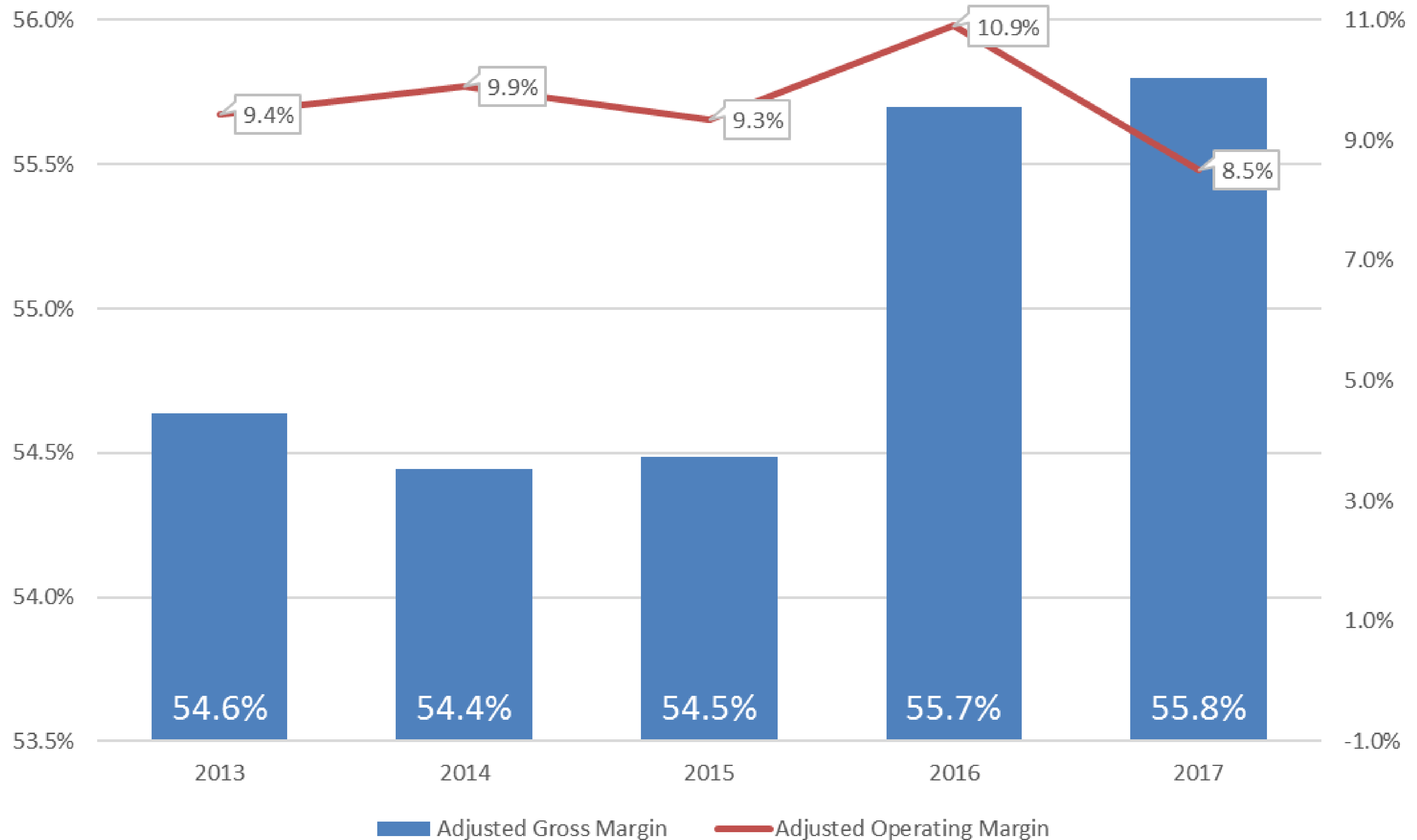


Retail Written Orders for fiscal 2017 reflect a two and three year acceleration; -0.6% to PY.

Major transition of product programs reflected across fiscal years 2015, 2016 and 2017 at wholesale and retail.

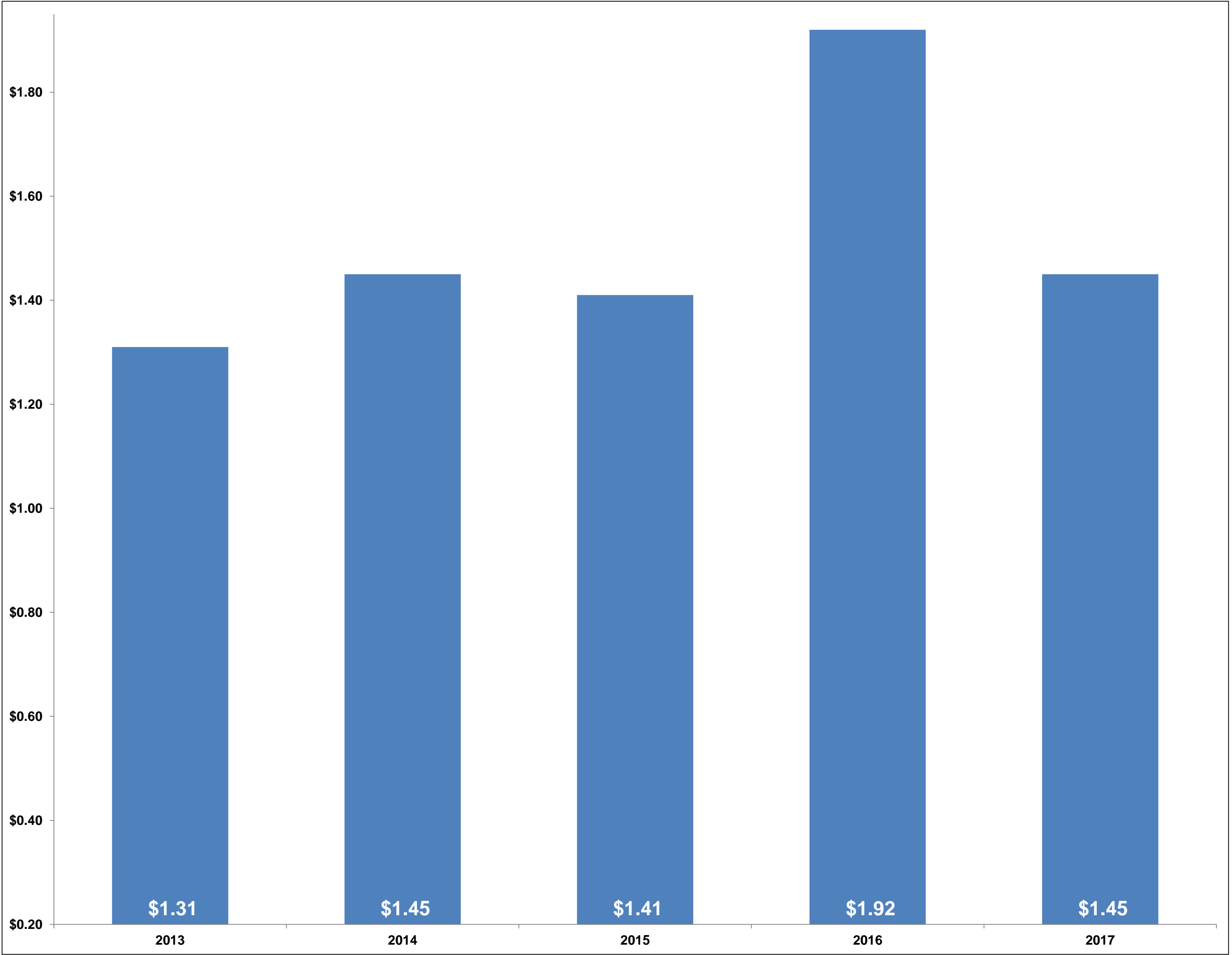


Gross Margin & Operating Margin

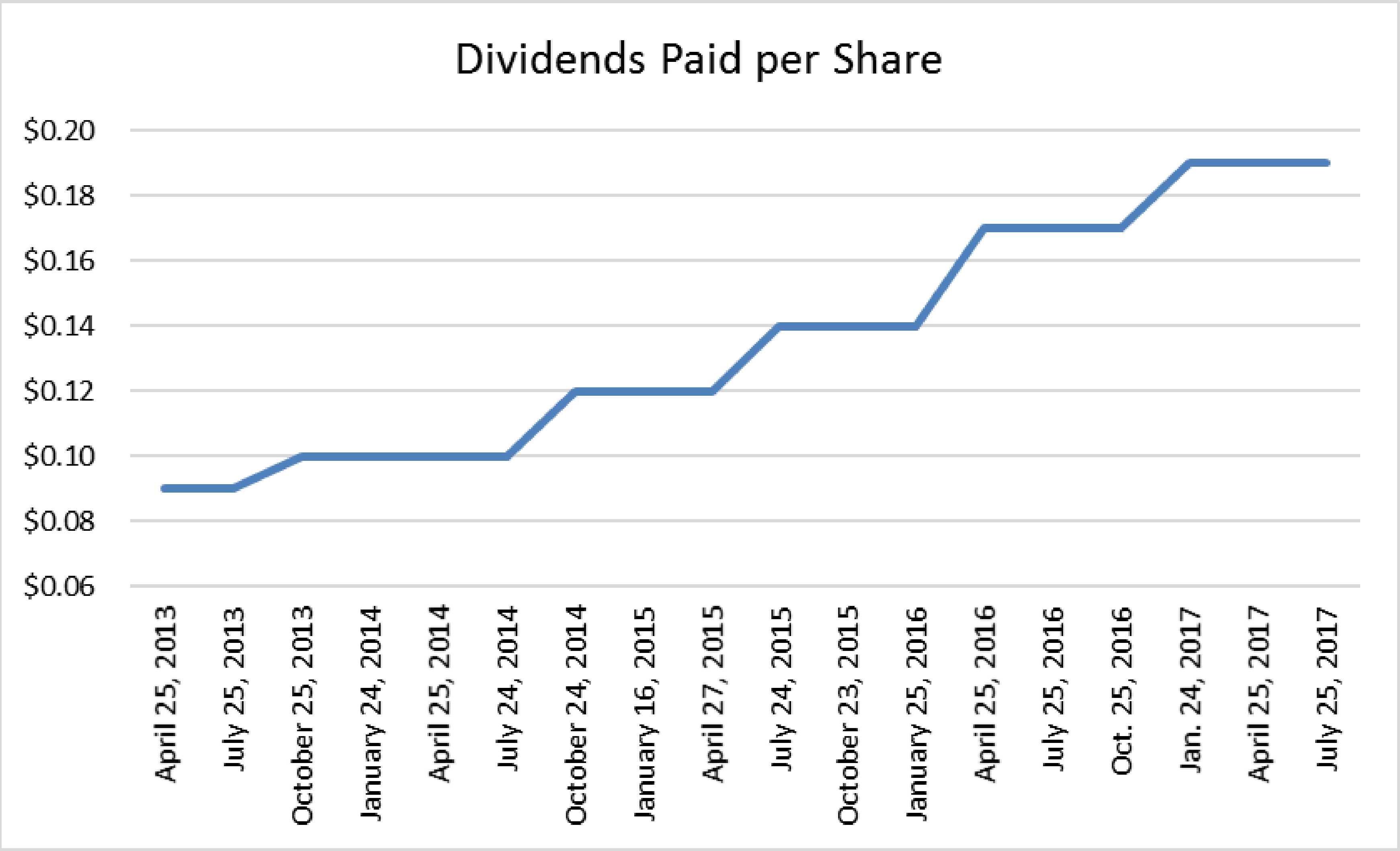


Adjusted EPS

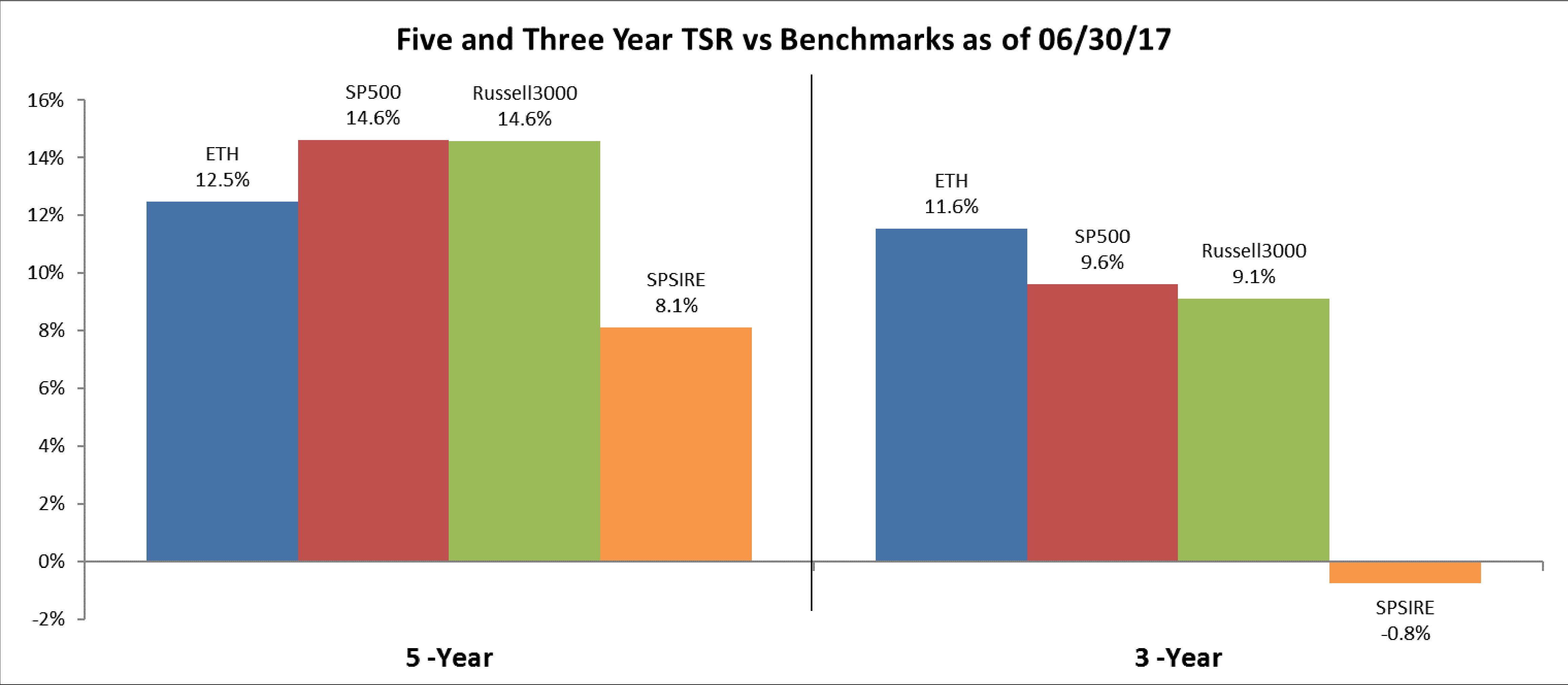
Fiscal 2017 \$1.45



Current Quarterly Dividend of 19¢ per Share
Current Dividend Yield 2.5%



Strong TSR Performance to Benchmarks



ETHAN ALLEN INTERIORS, INC.

(\$, millions except per share)

Opportunity Scenarios							
	"Peak" F2006	"Valley" F2010	A	B	Previous Peak C	D	FY 2017
Net sales	\$ 1,066	\$ 590	\$ 800	\$ 900	\$ 1,066	\$ 1,200	\$ 763
Gross margin	50.7%	50.1%	55.0%	55.5%	56.0%	56.5%	55.8%
Operating expenses	\$ 394	\$ 294	\$ 354	\$ 385	\$ 437	\$ 478	
% of NS	37.0%	49.8%	44.3%	42.8%	41.0%	39.9%	
Operating income	\$ 147	\$ 1	\$ 86	\$ 114	\$ 160	\$ 200	
% of NS	13.8%	0.2%	10.7%	12.7%	15.0%	16.6%	8.5%
Net interest & other	\$ 5	\$ 8	\$ 2	\$ 2	\$ 2	\$ 2	
Pretax income	\$ 142	\$ (7)	\$ 84	\$ 112	\$ 158	\$ 198	
Net income	\$ 88	\$ (4)	\$ 53	\$ 71	\$ 100	\$ 126	
Diluted EPS	\$ 2.59	\$ (0.15)	\$ 1.91	\$ 2.54	\$ 3.58	\$ 4.49	\$ 1.45
Wtd avg shares	34.1	29.0	28.0	28.0	28.0	28.0	28.0

Assumptions: Results exclude certain recurring and non-recurring charges and gains and the tax effect of these adjustments, and are normalized annual opportunities; quarterly results are affected by many factors including seasonality. The Opportunity Scenarios are not intended to be projections but rather hypothetical outcomes that show the sensitivity of results to certain variables. Actual results will depend on external macroeconomic conditions and other factors including future decisions by the Company and the risk factors disclosed in the Company's SEC filings.

CORPORATE GOVERNANCE

Good Corporate Governance

Continuous Focus on Best Practices in Governance

- Implemented Annual Non-Binding Vote on Executive Compensation – 2011
- Eliminated Shareholder Rights Plan (Poison Pill) – 2012
- At the 2013 Annual Stockholder Meeting, implemented a number of significant changes including:
 - Appointed Lead Director
 - Eliminated classified board terms
 - Approved the recoupment/clawback of executive compensation in certain circumstances.
 - Imposed requirements for Board and management stock ownership and implemented no hedging/pledging policy

Good Corporate Governance

Continuous Focus on Best Practices in Governance

- Eliminated requirement that business combinations be approved by a majority of the continuing directors - 2015
- At the 2016 Annual Stockholder Meeting, implemented a number of significant changes including:
 - “Proxy Access”
 - Majority voting in uncontested elections
 - Provision for stockholder removal of directors with or without cause
 - Overall updates to our governance documents to implement the 2016 proposals, remove obsolete provisions, and conform them to customary standards

Independent and Engaged Board

Average
Tenure
4 years

Gender
Diversity
33%
women

Average
Age
65 years



Independent Directors

- Independent Board. All members of Board are independent directors, except Chairman of the Board who is also Chief Executive Officer
- Independent Board Committees. All Committee members are independent directors
- Independent executive sessions chaired by Independent Lead Director. Required at each Board meeting.
- Committee authority to retain independent advisors. All fees and expenses paid by the Company
- Members of Audit Committee are financial experts
- Diverse experience across relevant industry and professions

Non-GAAP Financial Information

This presentation is intended to supplement, rather than to supersede, the Company's condensed consolidated financial statements, which are prepared and presented in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). In this presentation we have included financial measures that are not prepared in accordance with GAAP. The Company uses the following non-GAAP financial measures: "adjusted operating expenses", "adjusted operating income", "adjusted operating margin", "adjusted net income", "adjusted earnings per share", and earnings before interest, taxes, depreciation and amortization ("EBITDA") (collectively "non-GAAP financial measures"). We compute these non-GAAP financial measures by adjusting the GAAP measures to remove the impact of certain recurring and non-recurring charges and gains and the tax effect of these adjustments. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The Company uses these non-GAAP financial measures for financial and operational decision making and as a means to evaluate period-to-period comparisons. The Company believes that they provide useful information about operating results, enhance the overall understanding of past financial performance and future prospects, and allow for greater transparency with respect to key metrics used by management in its financial and operational decision making. The non-GAAP financial measures used by the Company in this presentation may be different from the non-GAAP financial measures, including similarly titled measures, used by other companies. A reconciliation of these financial measures to the most directly comparable financial measure reported in accordance with GAAP is also provided at the end of this presentation.

Forward-Looking Information

This presentation and any related webcasts, conference calls and other related discussions should also be read in conjunction with the Company's Annual Report on Form 10-K for the year ended June 30, 2017 and other reports filed with the Securities and Exchange Commission.

Management's discussion and analysis of financial condition and results of operations and other sections of this presentation contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), which represent management's beliefs and assumptions concerning future events based on information currently available to us relating to our future results. Such forward-looking statements are identified in this presentation and in documents incorporated herein by reference by use of forward-looking words such as "anticipate", "believe", "plan", "estimate", "expect", "intend", "will", "may", "continue", "project", "target", "outlook", "forecast", "guidance", and similar expressions and the negatives of such forward-looking words. These forward-looking statements are subject to management decisions and various assumptions about future events, and are not guarantees of future performance. Actual results could differ materially from those anticipated in the forward-looking statements due to a number of risks and uncertainties including, but not limited to: competition from overseas manufacturers and domestic retailers; our anticipating or responding to changes in consumer tastes and trends in a timely manner; our ability to maintain and enhance our brand, marketing and advertising efforts and pricing strategies; changes in global and local economic conditions that may adversely affect consumer demand and spending, our manufacturing operations or sources of merchandise and international operations; changes in U.S. policy related to imported merchandise; an economic downturn; our limited number of manufacturing and logistics sites; fluctuations in the price, availability and quality of raw materials; environmental, health and safety requirements; product safety concerns; disruption to our technology infrastructure (including cyber attacks); increasing labor costs, competitive labor markets and our continued ability to retain high-quality personnel and risks of work stoppages; loss of key personnel; our ability to obtain sufficient external funding to finance our operations and growth; access to consumer credit; the effect of operating losses on our ability to pay cash dividends; our ability to locate new design center sites and/or negotiate favorable lease terms for additional design centers or for the expansion of existing design centers; the effects of terrorist attacks or conflicts or wars involving the United States or its allies or trading partners; and those matters discussed in Items 1A and 7A of our Annual Report on Form 10-K for the year ended June 30, 2017 and in our other SEC filings. Accordingly, actual circumstances and results could differ materially from those contemplated by the forward-looking statements.

Given the risks and uncertainties surrounding forward-looking statements, you should not place undue reliance on these statements. Many of these factors are beyond our ability to control or predict. Our forward-looking statements speak only as of the date of this presentation. Other than as required by law, we undertake no obligation to update or revise forward-looking statements, whether as a result of new information, future events, or otherwise.

Ethan Allen Interiors

Non-GAAP Reconciliation

(\$, millions except per share amounts)

	YTD Actual F13	Special Items	YTD Pro-forma F13		YTD Actual F14	Special Items	YTD Pro-forma F14		YTD Actual F15	Special Items	YTD Pro-forma F15		YTD Actual F16	Special Items	YTD Pro-forma F16		YTD Actual F17	Special Items	YTD Actual Pro-forma F17
Gross margin	54.6%		54.6%		54.4%		54.4%		54.5%		54.5%		55.7%		55.7%		55.0%	0.8%	55.8%
Operating margin	8.3%	1.1%	9.4%		9.3%	0.6%	9.9%		8.7%	0.6%	9.3%		11.2%	-0.3%	10.9%		7.6%	0.9%	8.5%
Diluted EPS	\$1.11	\$0.20	\$1.31		\$1.47	(\$0.02)	\$1.45		\$1.27	\$0.14	\$1.41		\$2.00	(\$0.08)	\$1.92		\$1.29	\$0.16	\$1.45

Notes on F17:

Gross margin: inventory donation

Operating margin: inventory donation and net loss (gain) on sale of assets

Diluted EPS: after tax impact of above noted items

ETHAN ALLEN®

EA85▶

CELEBRATING 85 YEARS OF STORYTELLING