



ETHAN ALLEN®

— EVERY DETAIL MATTERS —

THE
INTERIOR DESIGN
DESTINATION

Talent

COMBINING PERSONAL SERVICE & TECHNOLOGY

Marketing

EXPANDING OUR REACH

Vertical Integration

COMBINING PERSONAL SERVICE & TECHNOLOGY

Social Responsibility

Corporate Governance

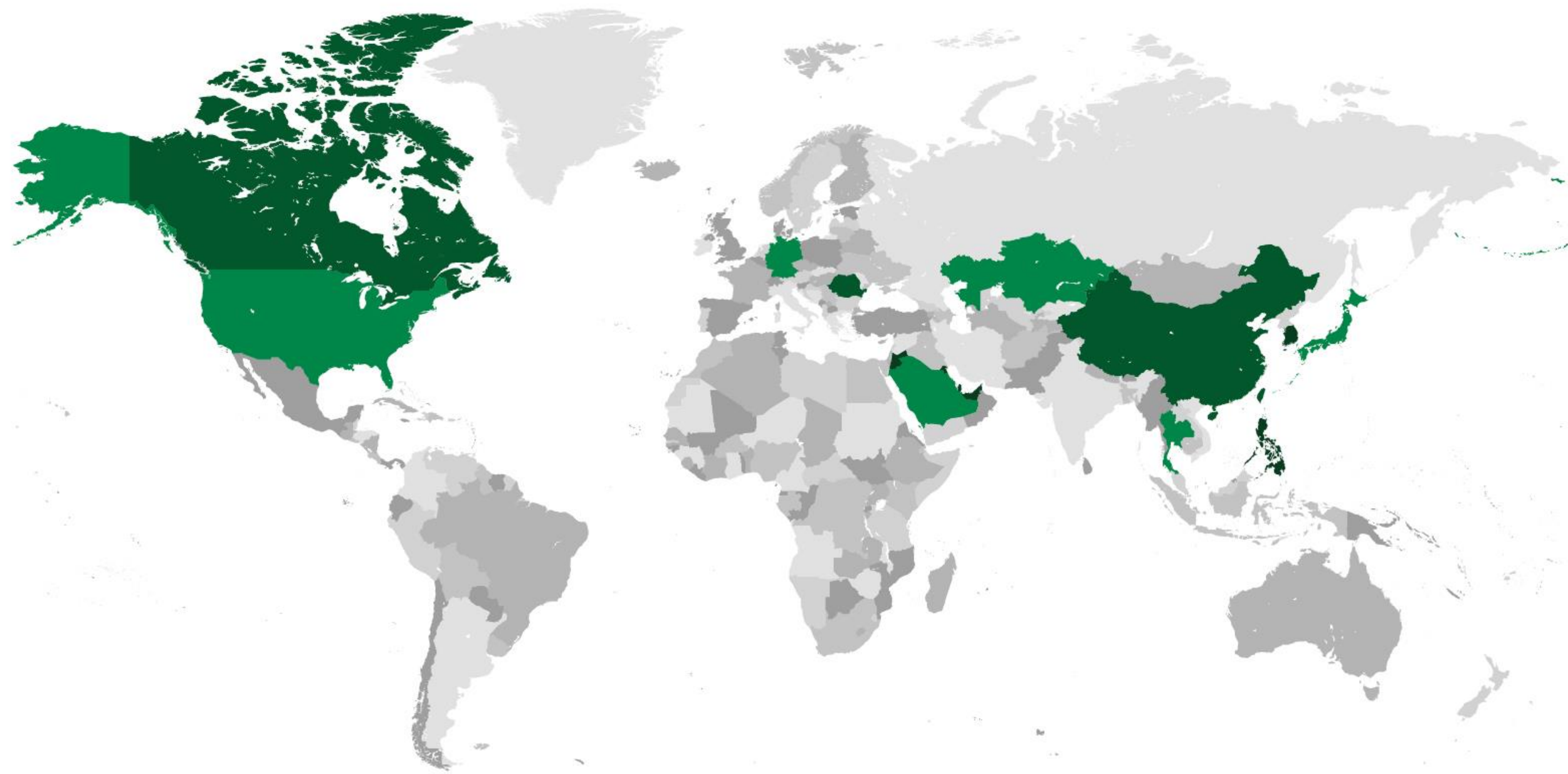
TALENT

COMBINING PERSONAL SERVICE & TECHNOLOGY





REPOSITIONING OUR INTERIOR DESIGN NETWORK



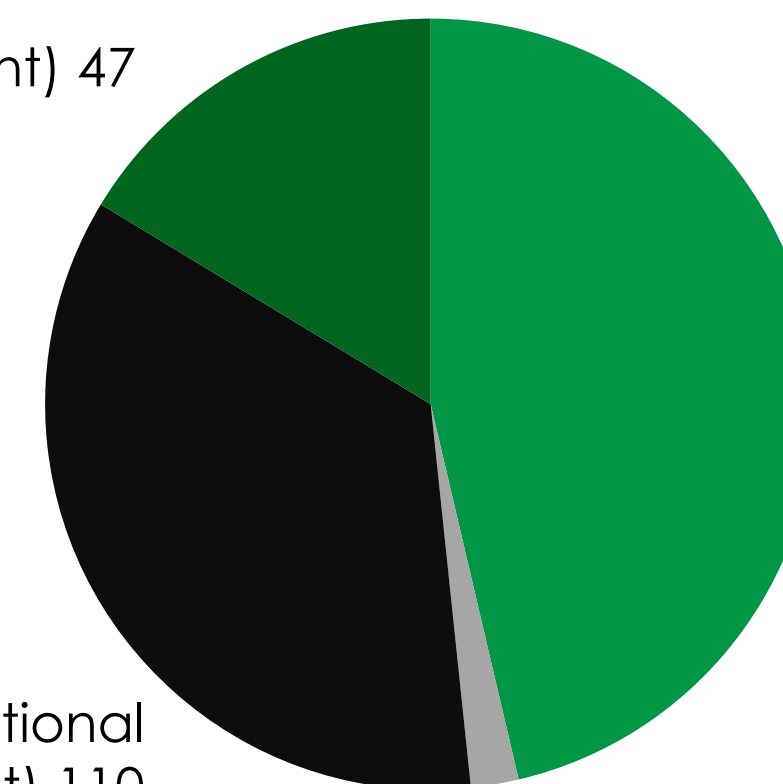
- Approximately 2,000 interior designers globally and 305 Design Centers networkwide
- 6,700 IDA members
- Transition from legacy locations:
 - 24% new or relocated within past 5 years
 - 47% new or relocated within past 10 years
 - 72% new or relocated within past 15 years

U.S. (independent) 47

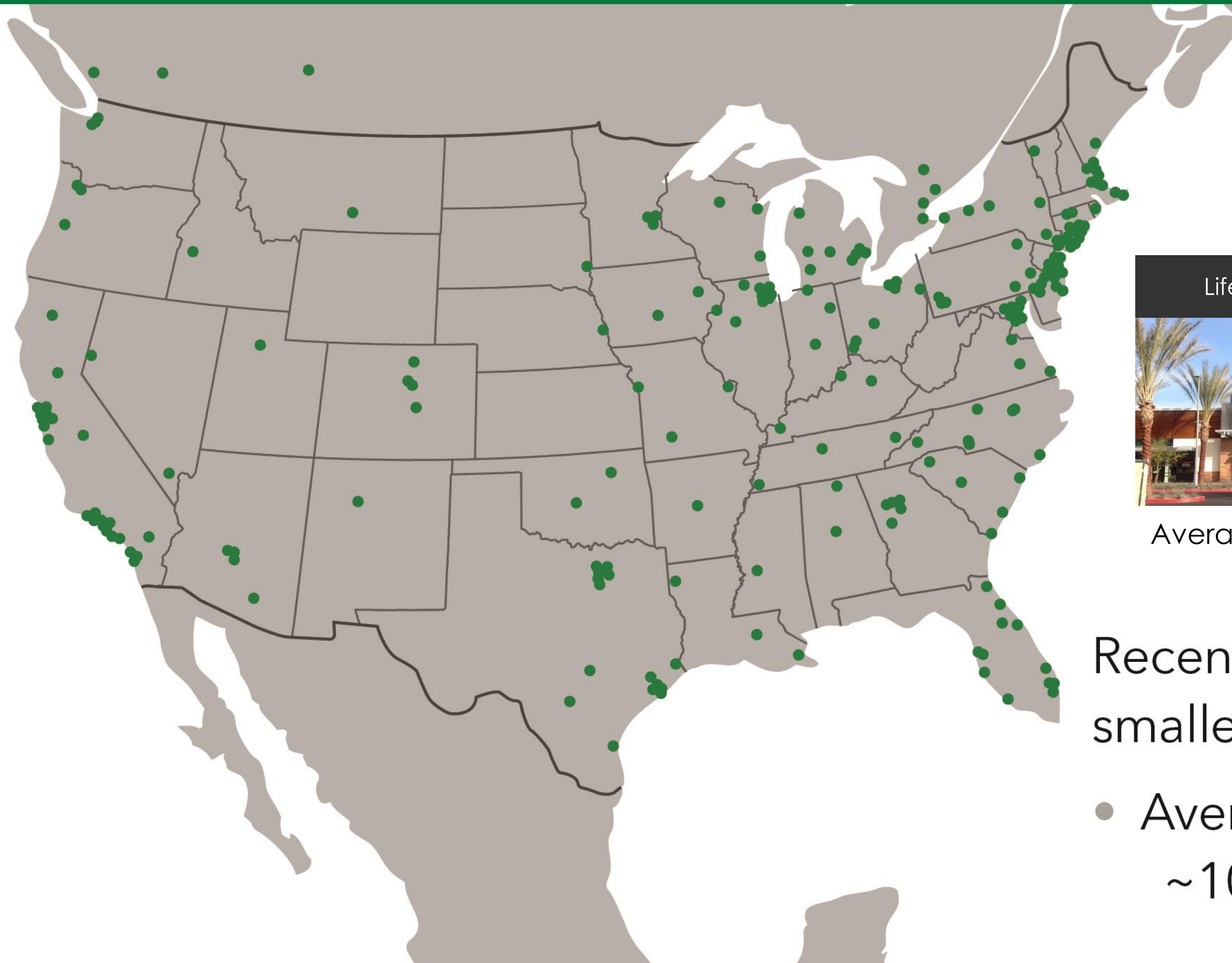
International
(independent) 110

U.S. (company-operated) 142

International (company-operated) 6



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)

CORTE MADERA, CA
(MARCH 2017)

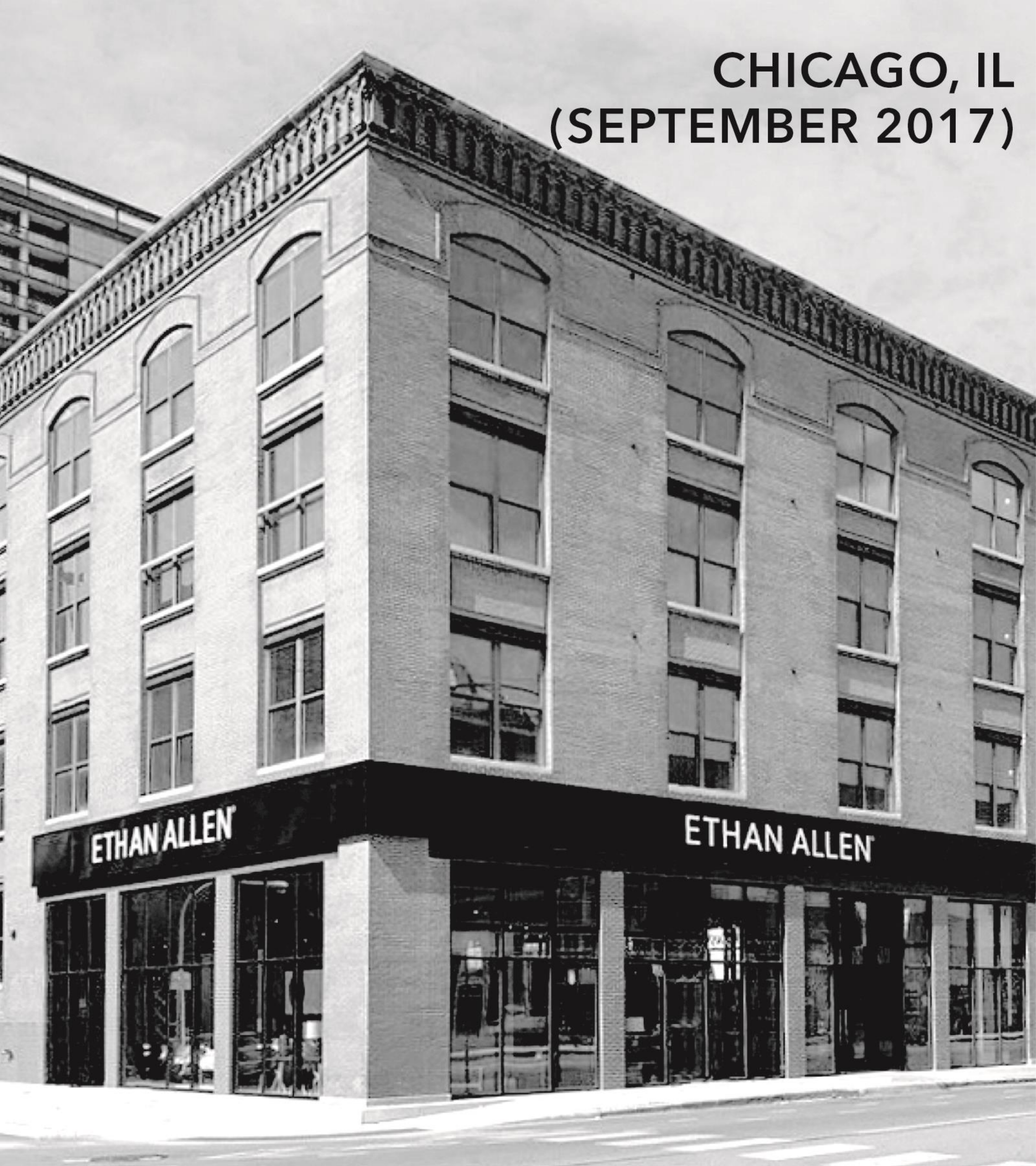




INDIANAPOLIS, IN
(APRIL 2017)



CHICAGO, IL
(SEPTEMBER 2017)



INTERNATIONAL DESIGN CENTERS





DUBAI, UAE



TAIPEI, TAIWAN



MANILA, PHILIPPINES



KUWAIT



AMMAN, JORDAN

COMBINING TECHNOLOGY WITH PERSONAL SERVICE

UPDATED AND MOBILE-FRIENDLY WEBSITE

SAVE 20% ON YOUR TOTAL PURCHASE USE CODE SAVINGS Details >

ETHAN ALLEN®

Free Design Service & Inspiration | Catalogs | Registry | Wish List | Blog

Locations | My Account

MY CART

Chat Live



Search



WHAT'S NEW FURNITURE DECOR GIFTS BEDDING LIGHTING RUGS & DRAPERY OUTDOOR ETHAN ALLEN® Disney CLEARANCE



- 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



chat online

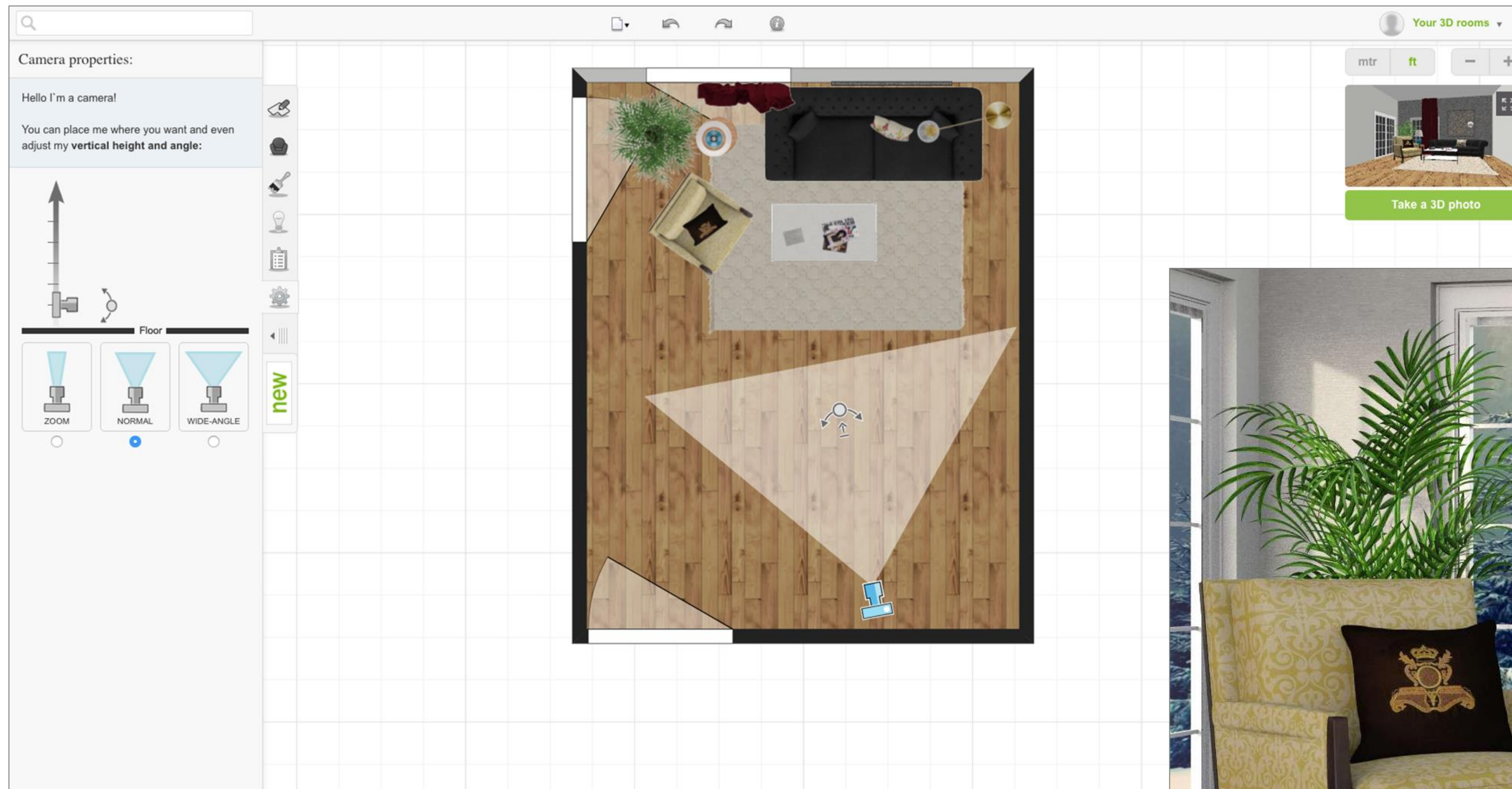
WITH A DESIGNER

If you have questions about design or decor, free help from an Ethan Allen designer is just a click away.

CHAT NOW

COMBINING TECHNOLOGY WITH PERSONAL SERVICE

3D ROOM PLANNER



MARKETING

EXPANDING OUR REACH





THE SPOT PREMIERED...

Sunday, March 4th, on E!'s Academy Awards Countdown, on E's Pre-Show/Live Red Carpet - and during ABC's official Academy Awards Pre-Show. It also aired on E!'s Academy Awards Post-Show, Fashion Special, and E! News Awards Special.

You'll also see the ad on **E!, Bravo, Lifetime, HGTV, TLC, Food Network, WE, OWN, ID, the Cooking Channel.**









everydetail
matters

THERE'S A SALE GOING ON NOW

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

Sale going on for a limited time. Exclusions apply. Ask a designer or visit ethanallen.com for details. ©2018 Ethan Allen Global, Inc.

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matters

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PRINT ADS

THE **ART** OF
MAKING
HOME



SPECIAL SAVINGS GOING ON NOW
ETHAN ALLEN
— EVERY DETAIL MATTERS —

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

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THE **ART** OF
MAKING
HOME



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PRINT ADS



bringthemagichome

It's fab! It's fresh! It's smiles by the gallon!
Designed, made, and curated only by Ethan Allen.
All styles now at introductory prices.

Ask a designer or visit ethanallen.com/disney for details. Introductory pricing ends June 30, 2017. ©2017 Ethan Allen Global, Inc. ©Disney



INTRODUCING

It's fab! It's fresh! It's smiles by the gallon!
Designed, made, and curated only by Ethan Allen.
All styles now at introductory prices.

Ask a designer or visit ethanallen.com/disney for details. Introductory pricing ends June 30, 2017. ©2017 Ethan Allen Global, Inc. ©Disney

ETHAN
ALLEN

Sign in

New customer? [Start here.](#)

NEW! ▾

LIVING ROOM ▾

DINING ROOM ▾

BEDROOM ▾

LIGHTING ▾

DECOR ▾

ARTWORK ▾

ETHAN ALLEN | DISNEY ▾

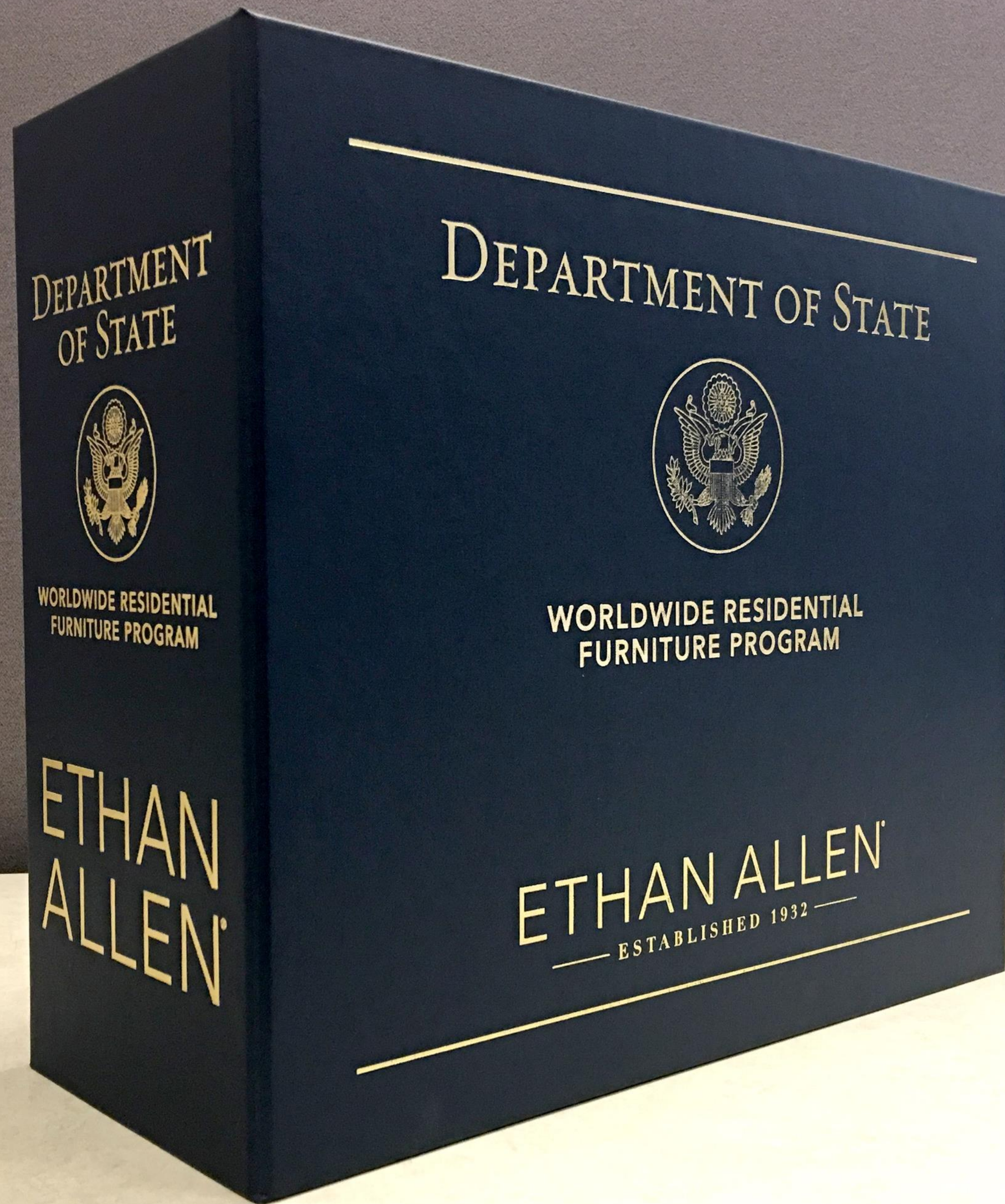
PRIME ▾

MORE ▾

Easy to shop. Easy to get. Easy to love.

Welcome to Ethan Allen, where

every
detail
matters



ETHAN ALLEN

Search

TRADITIONAL

TRANSITIONAL

CONTEMPORARY

APARTMENT

SUPPLEMENTAL

GEORGIAN COURT



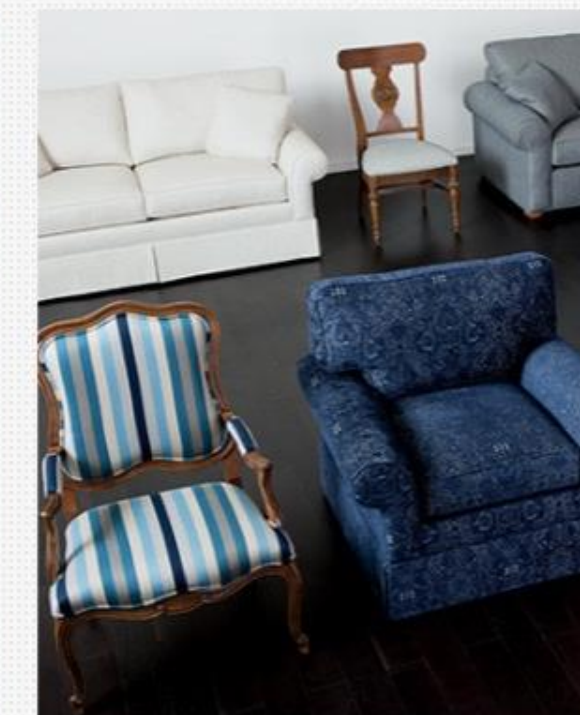
WELCOME TO THE

Worldwide Residential Furniture Program



ORDERING INFORMATION

Information on how to submit an order



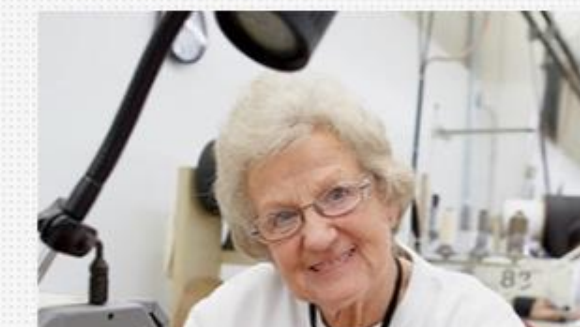
PERFORMANCE FABRICS

High quality, high performance.



OUR LOOKS

Explore Ethan Allen Style




MARGARITAVILLE®

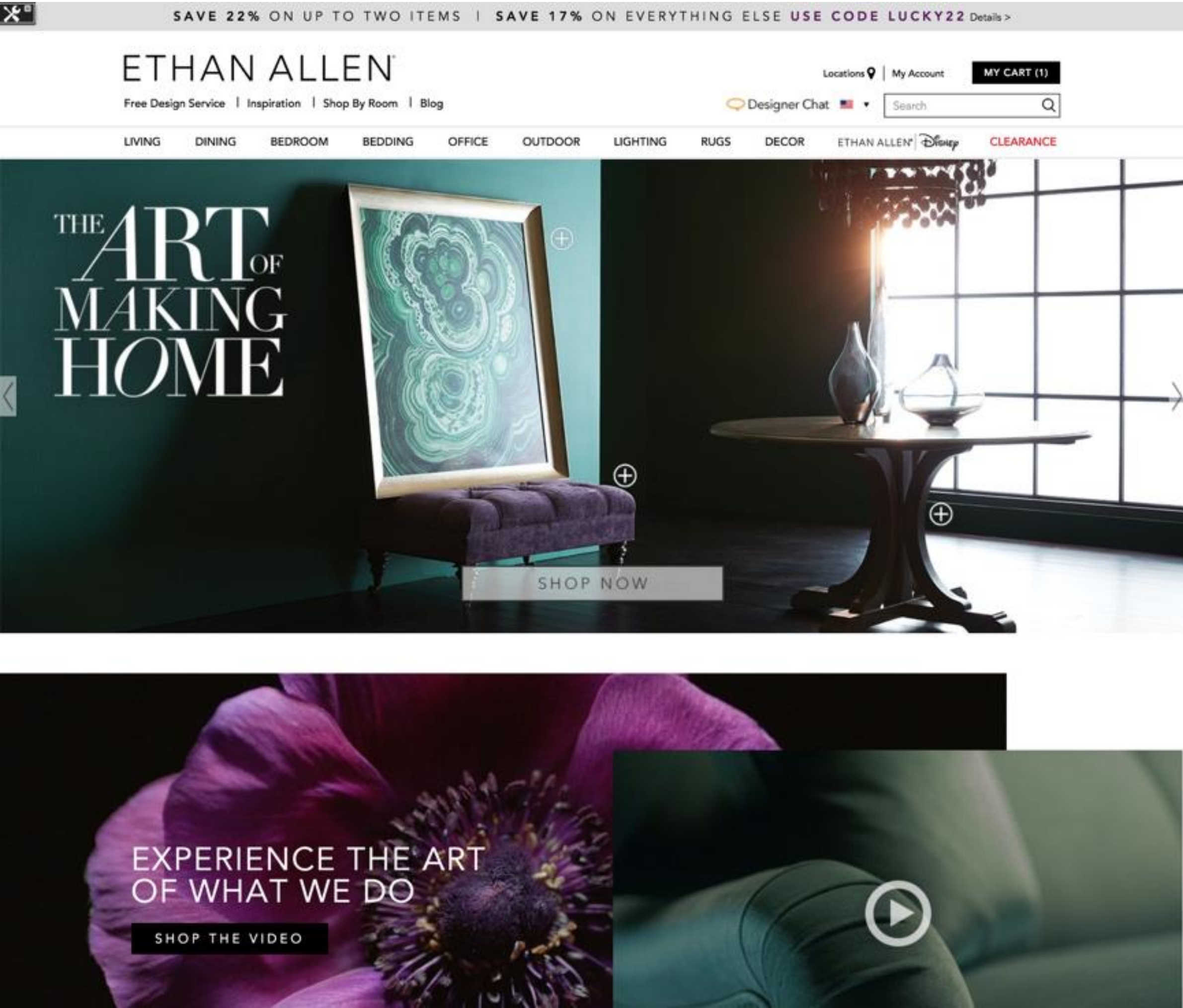
ETHAN ALLEN®

BEACH HOUSE





DIGITAL MARKETING



HOMEPAGE

NEW

SHOP PRODUCTS

INSPIRATION

CLEARANCE

ETHAN ALLEN | DISNEY

ETHAN ALLEN®



complimentary interior design

THE DESIGNER DIFFERENCE

Personal, complimentary interior design service—our design pros will help as little or as much as you like.

learn more



Ota entryway stuff
modi ant maximi, cus,
nonecerum *harupta*
sus apiet autecat iberia si
ommolup taquidls.





NEW

SHOP PRODUCTS

INSPIRATION

CLEARANCE

ETHAN ALLEN | DISNEY

ETHAN ALLEN®

INTRODUCING
Passport

SAVE 20%
ON YOUR TOTAL PURCHASE*



LIVING ROOM

BEDROOM

DINING ROOM

LIGHTING

DECOR

PILLOWS & TROWS

It's drawn
from looks near and far, inspired
by styles from around the world.



NEW

SHOP PRODUCTS

INSPIRATION

CLEARANCE

ETHAN ALLEN | DISNEY

ETHAN ALLEN®

CELEBRATING 85 YEARS OF

craftsmanship,
QUALITY, STYLE,
SERVICE,
a commitment to the environment,
AND VALUE THAT
LASTS A LIFETIME.

BUY MORE
SAVE MORE
event

QUALITY CRAFTSMANSHIP • EXTRAORDINARY STYLE • EXCEPTIONAL SERVICE

SAVE 15% | SAVE 18% | SAVE 20%
on up to \$999 | on \$1000-\$1999 | on \$2000 or more

SHOP NOW

BLUE & WHITE

A cool, crisp combo
with classic coastal cachet.





oh
SUSANA
bedroom

The Jensen bed, with fully upholstered, cushioned headboard frame, and nailhead trim, makes a serene statement; and our Italian-made, 100% cotton sateen jacquard Susana duvet and shams land it squarely in a state of grace.

SHOP THIS LOOK

NEW

SHOP PRODUCTS

INSPIRATION

CLEARANCE

ETHAN ALLEN | DISNEY

ETHAN ALLEN®



complimentary interior design

THE DESIGNER DIFFERENCE

learn more



The Shelton
Custom Quick Ship sofa



The Hyde
Custom Quick Ship sofa



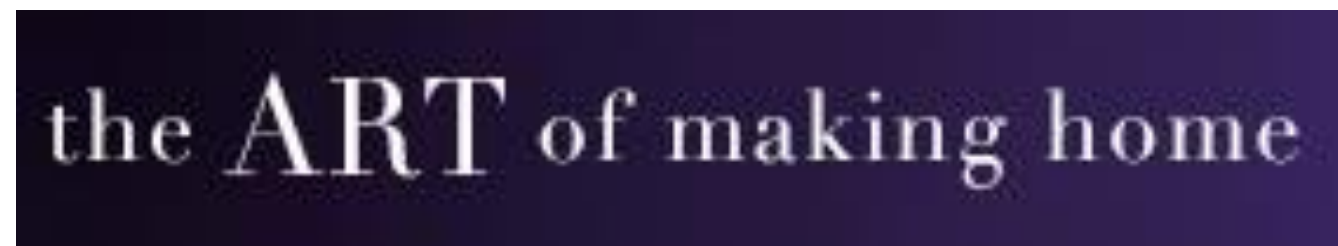
The Arcata
Custom Quick Ship sofa



The Emerson
Custom Quick Ship chair

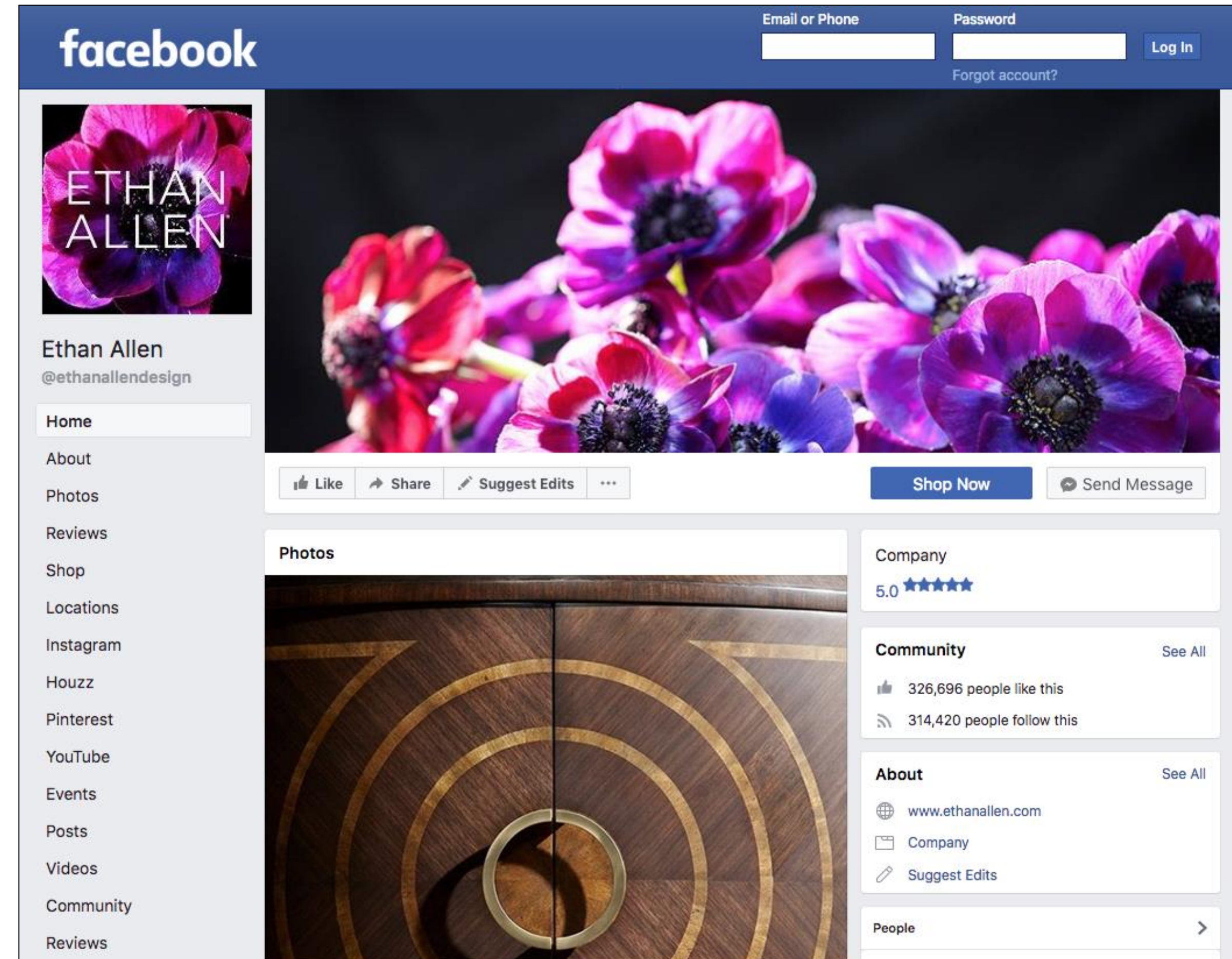
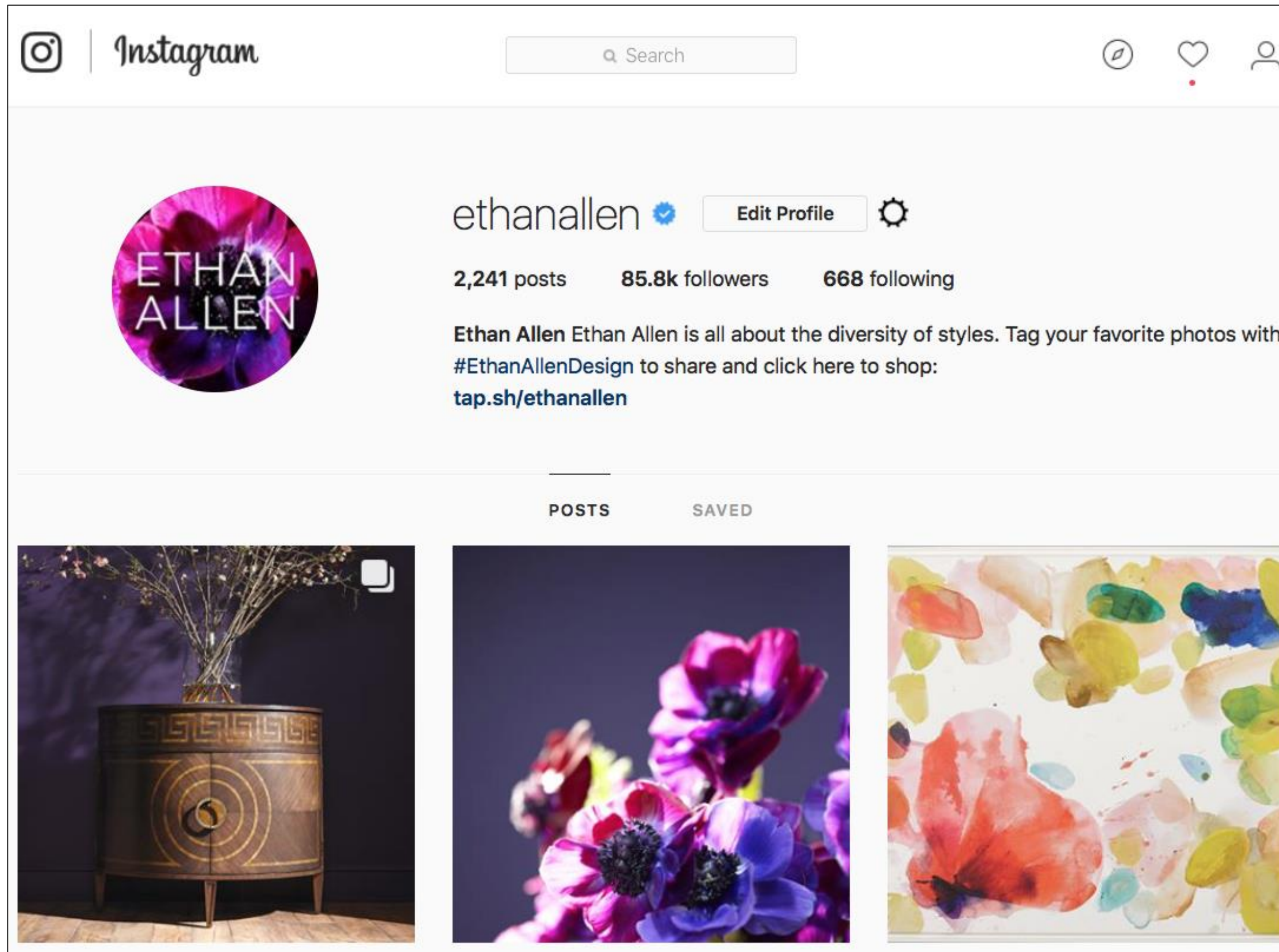
“Custom doesn’t have to be complicated. Start with a Custom Quick Ship piece in your favorite neutral and *let the accents reflect your personality.*”

EMAILS



BANNER ADS

SOCIAL MEDIA



VERTICAL INTEGRATION

COMBINING PERSONAL SERVICE & TECHNOLOGY

MANUFACTURING

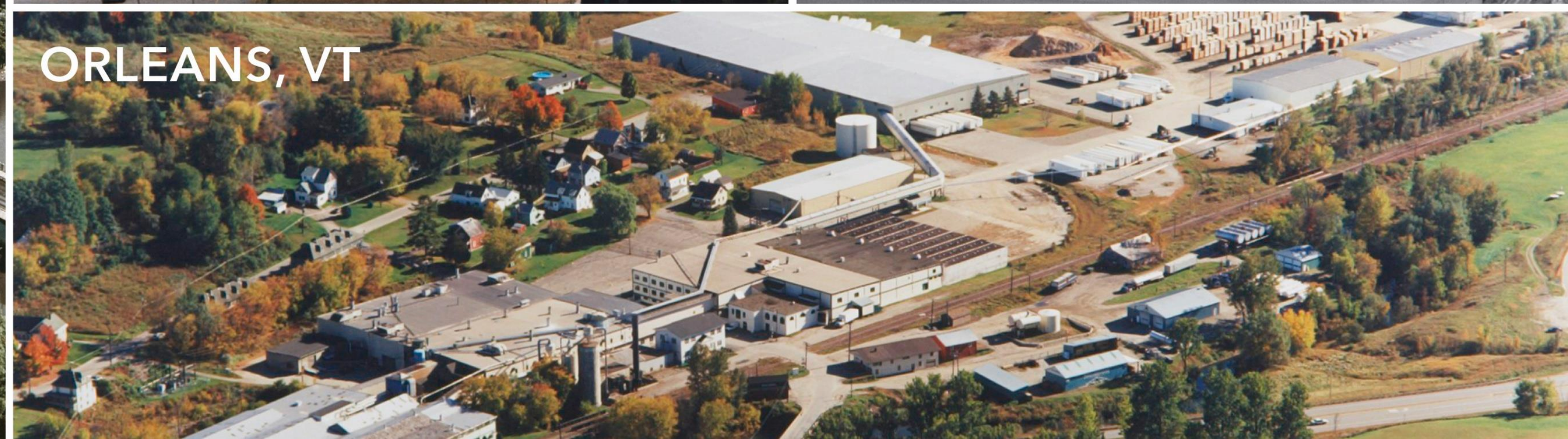






NINE MANUFACTURING PLANTS

– SEVEN IN THE U.S.



NINE MANUFACTURING PLANTS

– MEXICO & HONDURAS



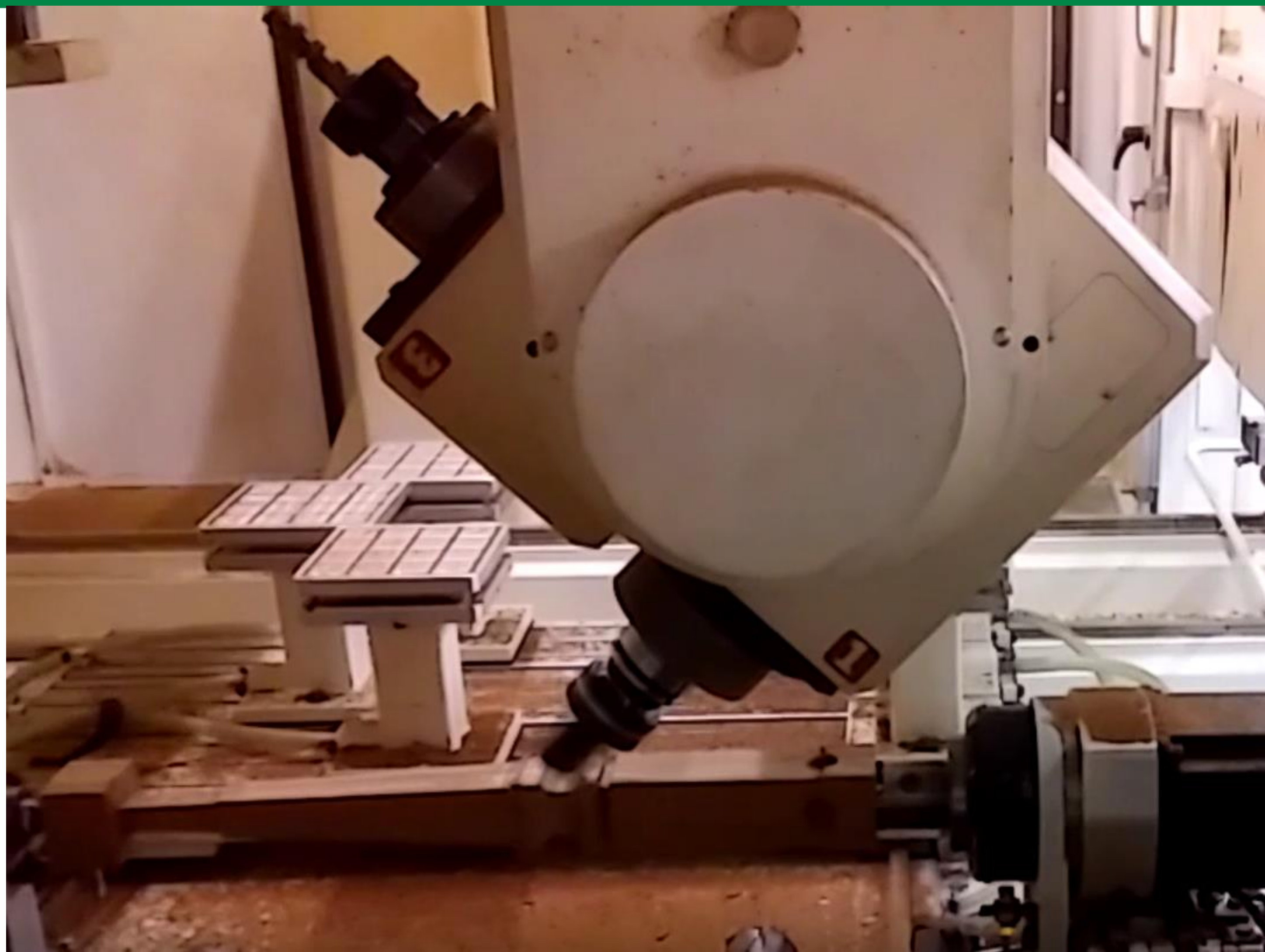
TECHNOLOGY IN MANUFACTURING

INTOREX CNC LATHE TURNING LEGS



TECHNOLOGY IN MANUFACTURING

5 AXIS MACHINE CENTER



TECHNOLOGY IN MANUFACTURING

ROUGH MILL-CHECKING LUMBER CHARACTERISTICS



DISTRIBUTION CENTERS



DUBLIN

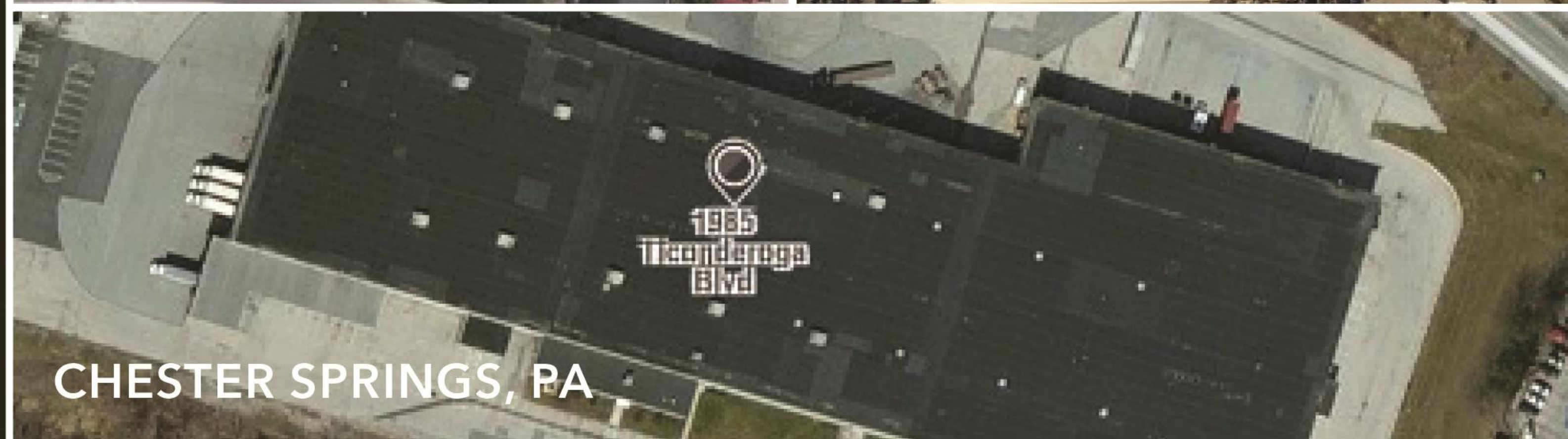
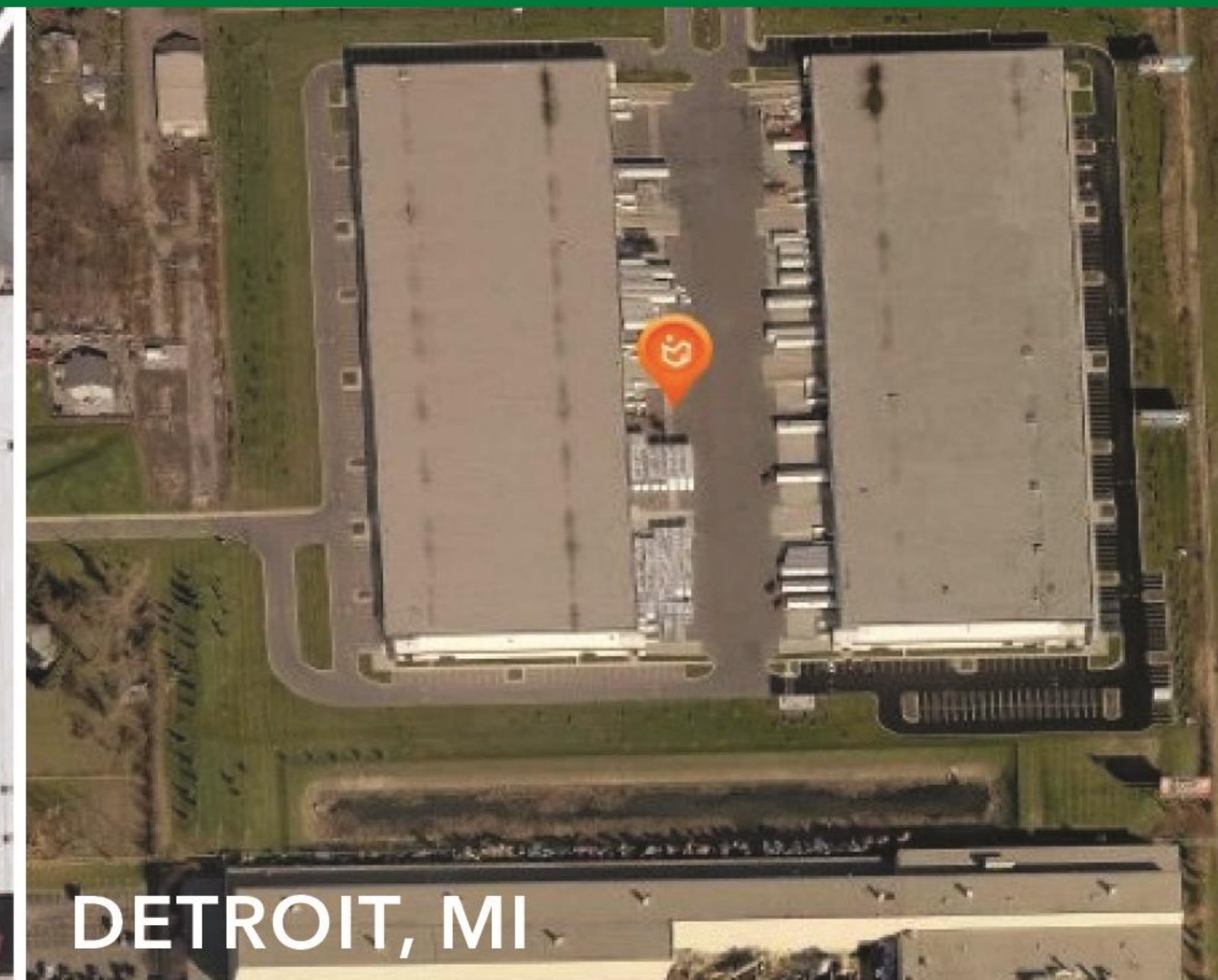


ATOKA



PASSAIC

SERVICE CENTERS



PREMIER IN-HOME DELIVERY





EACH PIECE INSPECTED, DELIVERED,
PLACED, AND ASSEMBLED WITH CARE.

SOCIAL RESPONSIBILITY

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 the dark, textured ground. The background is blurred, showing other small plants and soil.

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



CORPORATE GOVERNANCE

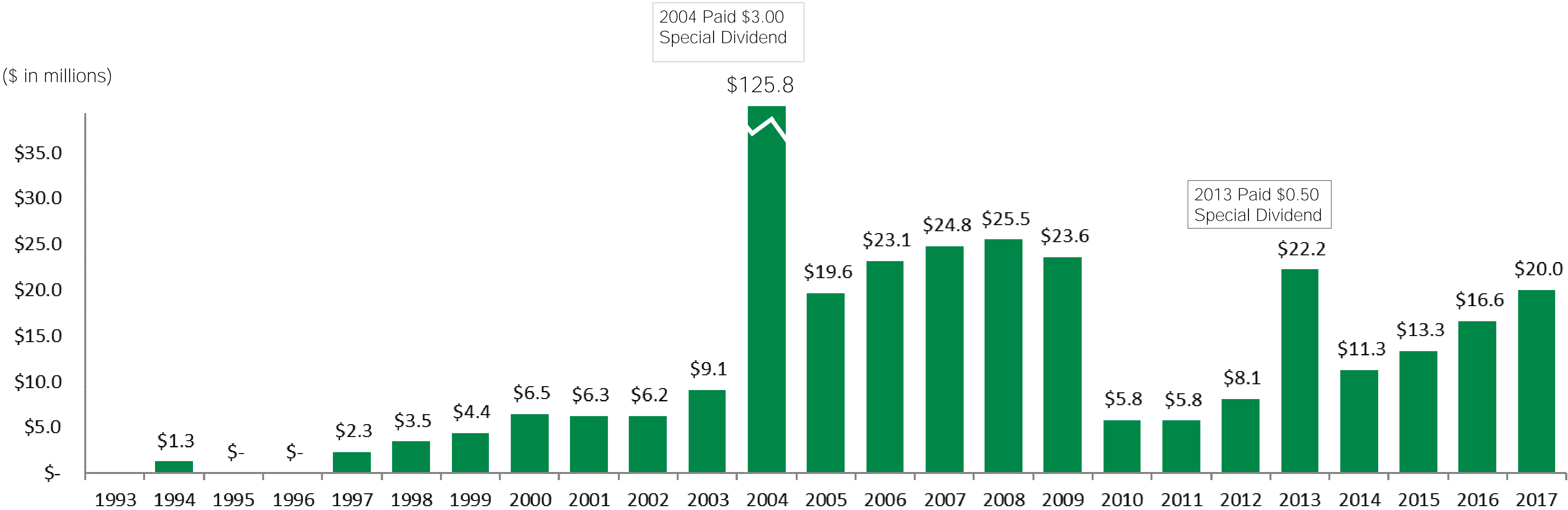
Focus on Stockholder Returns

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

Total Dividends of \$385.1 million paid through FY 2017

Total Annual Dividends Paid

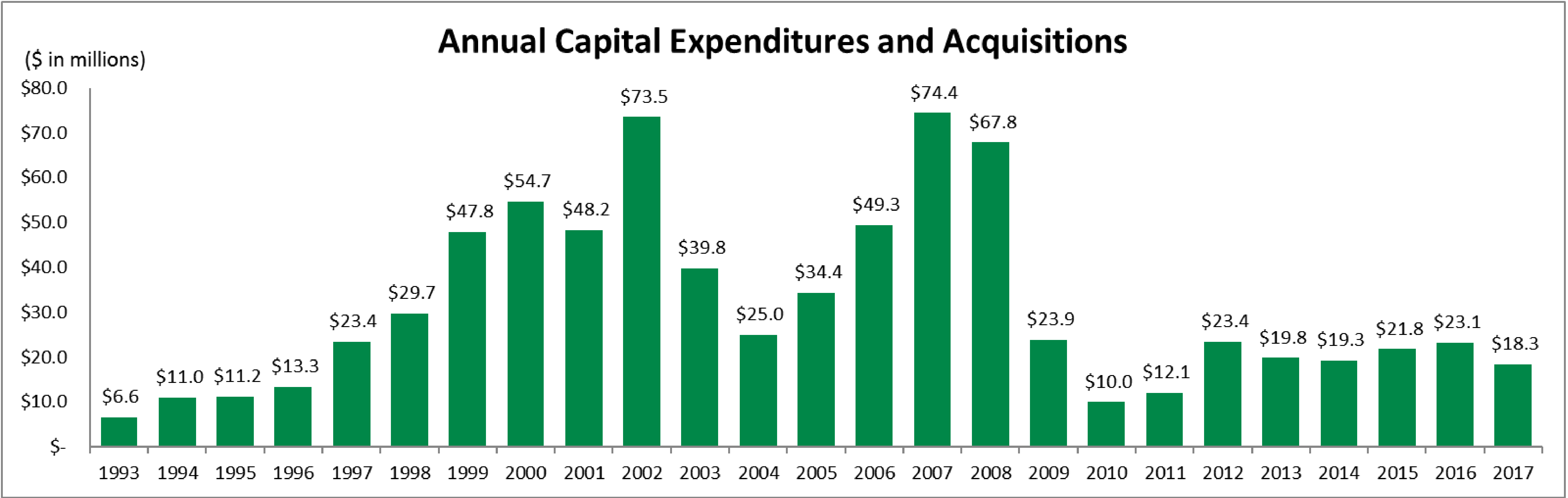
(\$ in millions)



Focus on Stockholder Returns

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

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

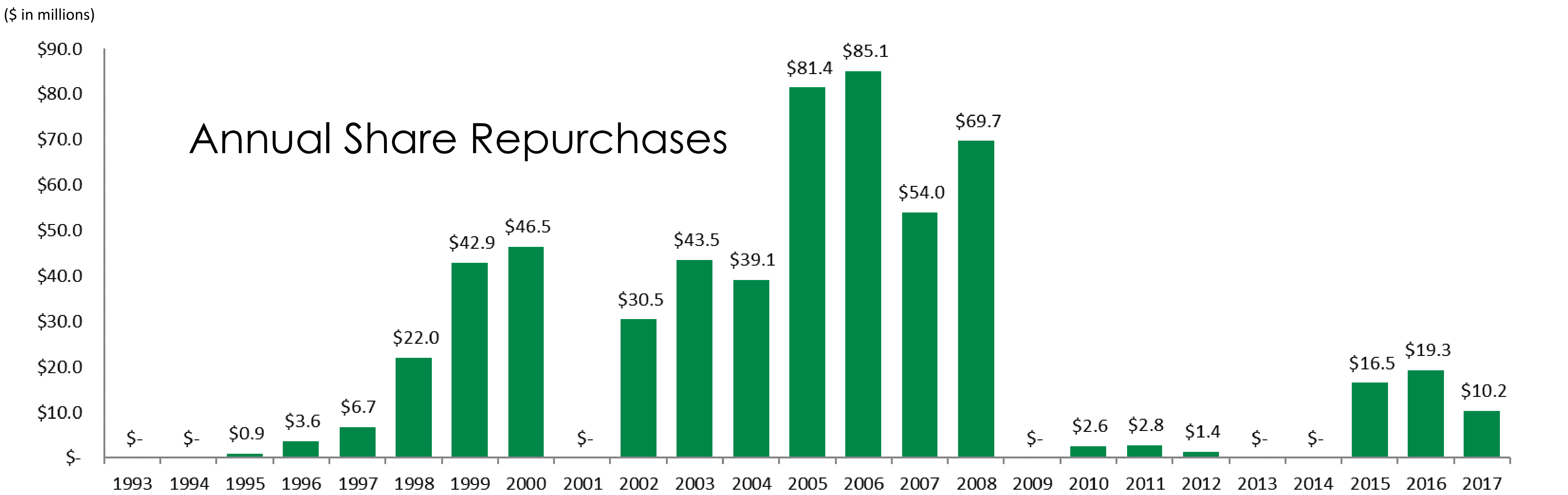


Focus on Stockholder Returns

- 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



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 an 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

Independent Directors

Average
Tenure
3 years

Gender
Diversity
33% women

Average
Age
64 years



- 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

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