Customer experience differentiates us

WEDNESDAY, OCTOBER 26

ETHAN ALLEN® INVESTOR MEETING

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, 2016 (the "2016 Form 10-K") and other reports filed with the Securities and Exchange Commission.

This presentation contains forward-looking statements within the meaning of 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 our 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 forwardlooking 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. A number of risks and uncertainties could cause actual results to differ materially from those anticipated in the forwardlooking statements, including, but not limited to: changes in global or regional political or economic conditions, including changes in governmental and central bank policies; our ability to secure debt or other forms of financing; the effect of operating losses on our ability to pay cash dividends; changes in business conditions in the furniture industry, including changes in consumer spending patterns, tastes and demand for home furnishings; competition from overseas manufacturers and domestic retailers and competitive factors such as changes in products or marketing efforts of others; effects of our brand awareness and marketing programs, including changes in demand for our existing and new products; 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; fluctuations in interest rates and the cost, availability and quality of raw materials; pricing pressures; the effects of labor strikes; weather conditions that may affect sales; volatility in fuel, utility, transportation and security costs; the potential effects of natural disasters affecting our suppliers or trading partners; the effects of terrorist attacks or conflicts or wars involving the United States or its allies or trading partners; and those matters discussed in "Item 1A – Risk Factors" of our Annual Report on Form 10-K for the year ended June 30, 2016, and elsewhere in this presentation and our SEC filings. Accordingly, actual circumstances and results could differ materially from those contemplated by the forwardlooking 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.

Customer experience differentiates us

WEDNESDAY, OCTOBER 26

ETHAN ALLEN® INVESTOR MEETING

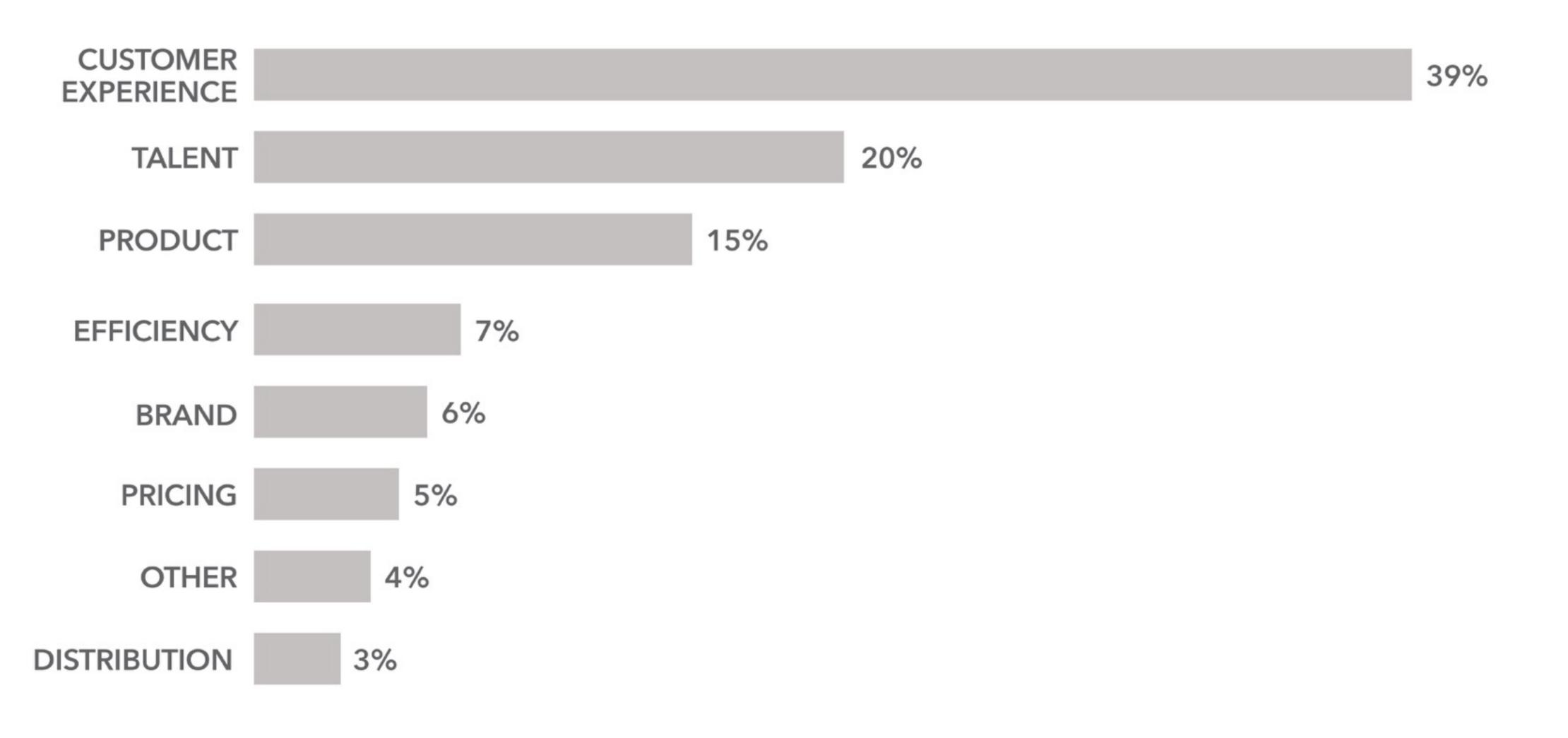
"change = opportunity"

Customer experience differentiates us

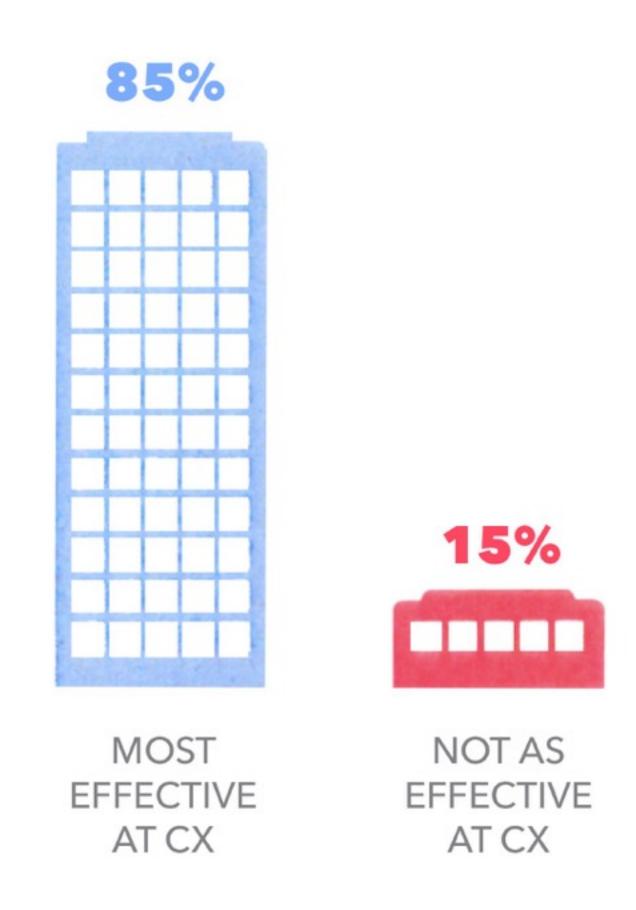
- Offerings
 - Stylish, Livable, Quality, Value
 - Vertical Integration A Competitive Advantage
- Personal Service "The New Luxury"
 - Now Combined with Technology
- Retail Network
 - From "store" to "Design Center"
 - Continued Repositioning
- Marketing A New Paradigm
 - 70% "shop" online
 - Create "omni-channel" presence
- Launch of Ethan Allen | Disney Magical Home
- Good Corporate Governance
- Financial Results



Customer Experience Differentiates Us



The most successful companies are also the most effective at customer experience



Customer Experience Differentiates Us

COMPARING STRATEGIC INITIATIVES

THE MOST EFFECTIVE AT CX ARE MORE LIKELY TO FOCUS ON:

THOSE NOT AS EFFECTIVE AT CX ARE MORE LIKELY TO FOCUS ON:





Offerings

Our Offerings are Relevant

Stylish, Livable, Quality, Value



- Vertical Integration –
 A Competitive Advantage
- Manufacturing / Sourcing
 - North America
 - Offshore
- "Social Responsibility"
 - Environmental Safety











































Strengthened Vertically Integrated Structure from Design through Delivery

Manufacturing and Logistics Footprint



- Own and operate 9 manufacturing facilities:
 U.S. (7); Mexico (1); and Honduras (1)
- Manufacture and/or assemble approximately 70% of our furniture products in our North American plants
- Focused on Environmental and Social Responsibility and uniform manufacturing standards
- Full control of product from manufacturing facilities to the customer via:
 - 2 national Distribution Centers
 - 30 retail division Service Centers

North American Manufacturing = A Competitive Advantage Custom made-to-order products are shipped from our plants in about 4-6 weeks.

Quality Craftsmanship: A Cornerstone of the Brand

- 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







Every log purchased gets individually scaled and inspected

New Technology





CNC Boring Machine

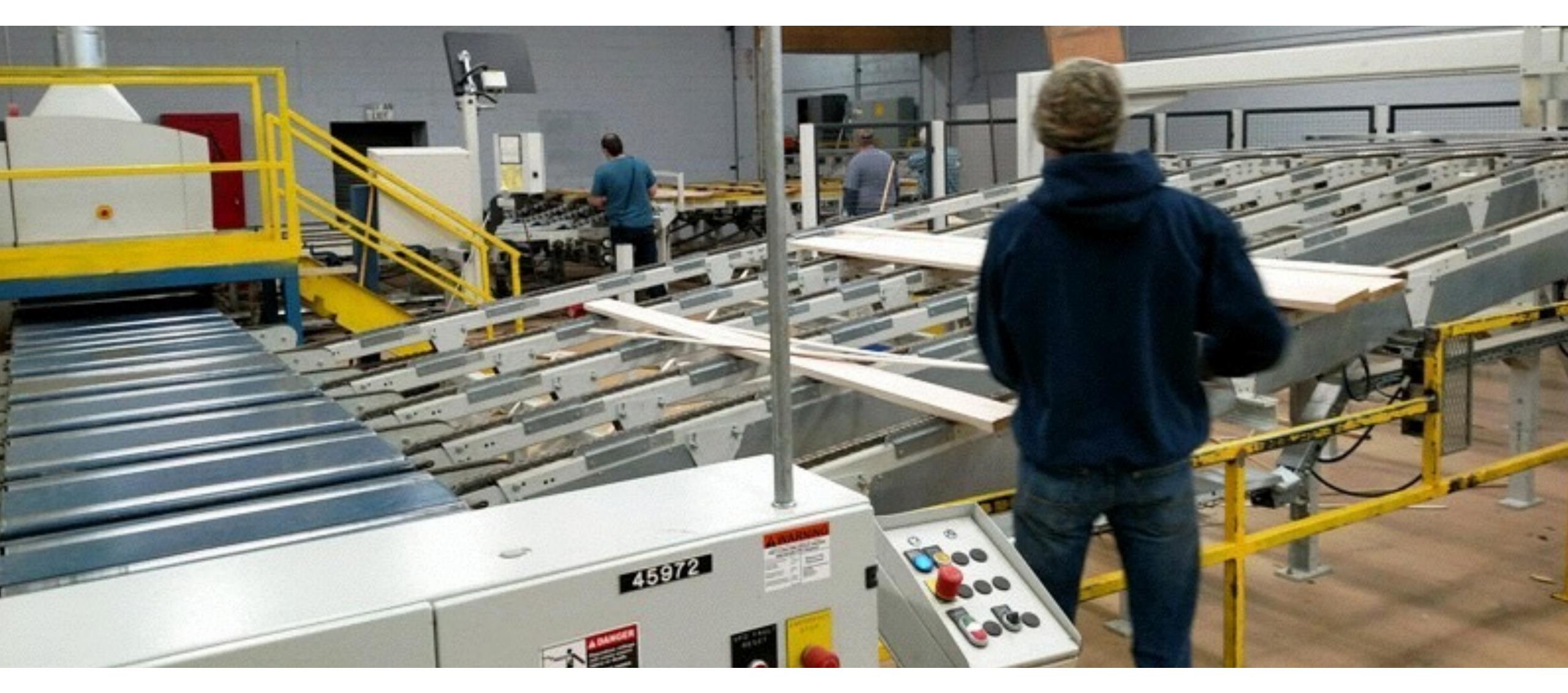
CNC Moulder





Applying gold accents and color-matching the Georgetown Wardrobe

New Rough Mill



Boards Ready to be Scanned for Defects

CNC Equipment:

Chairs



BACCI – CNC BAND SAW



PADE – T90 TENONER



LEGACY – ARTISAN II CARVIN & LATHE



PADE – UINZE SHAPER

CNC Equipment: Case Goods



HEIAN, ZR-342, PROFILER



HEIAN, ZR-442, PROFILER



BUCELATO, JET 232, PROFILER AND BORE



WEEKE, BHC 550, PROFILER

Distribution / Logistics

– Dublin, VA

631,000 sq. ft. Warehouse and Cross-dock Operation



Distribution / Logistics – Atoka, OK

499,700 sq. ft. Distribution Center



Newtown Service Center





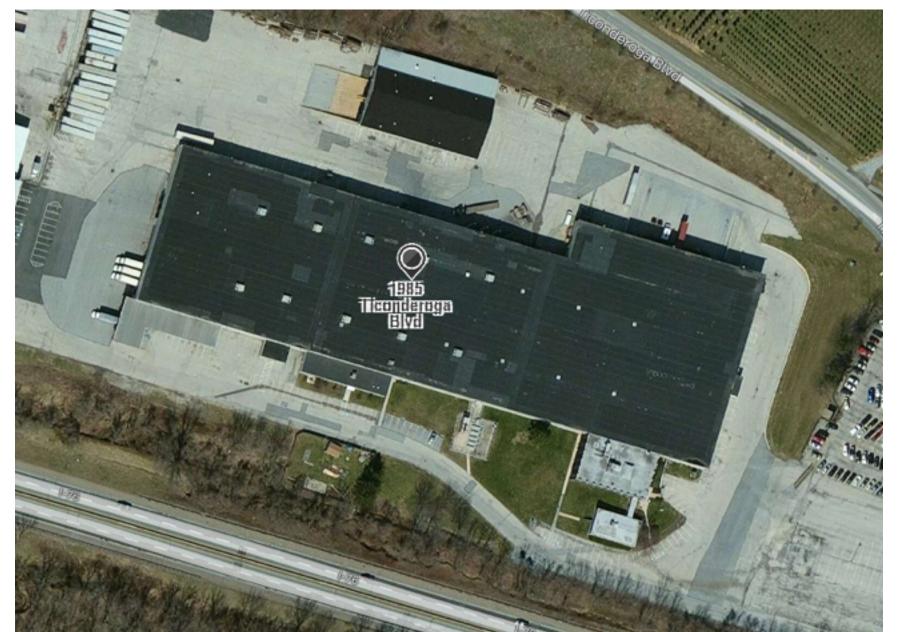


- Newtown, Connecticut
- 240,000 square feet
- Services 23 Design Centers
- Delivery Area Northeast (Boston to NYC, Long Island to Scranton, PA)

Chester Springs Service Center





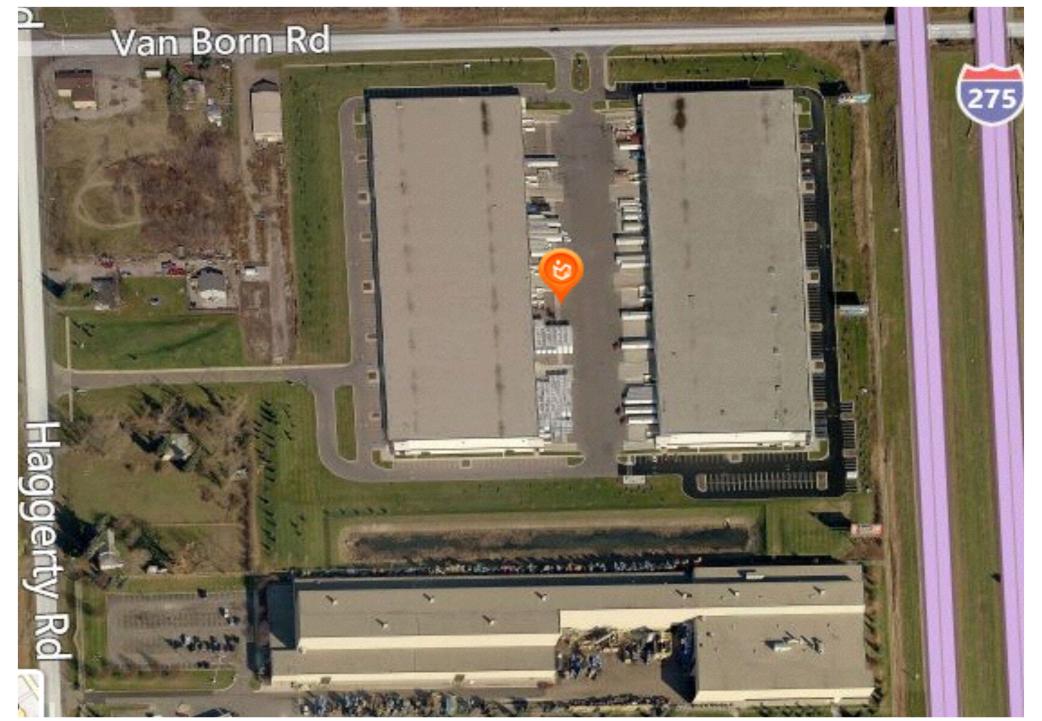


- Chester Springs, Pennsylvania
 58,000 square feet
- Services 15 Design Centers
- Delivery Area Virginia,
 Delaware, Maryland, New Jersey,
 Pennsylvania, New York

Detroit Service Center



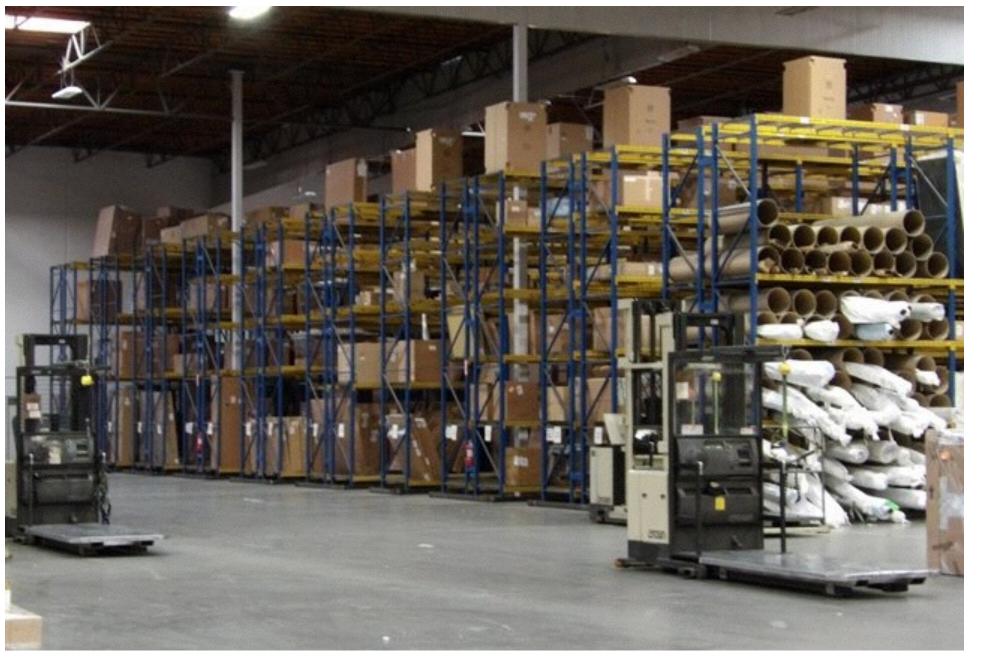


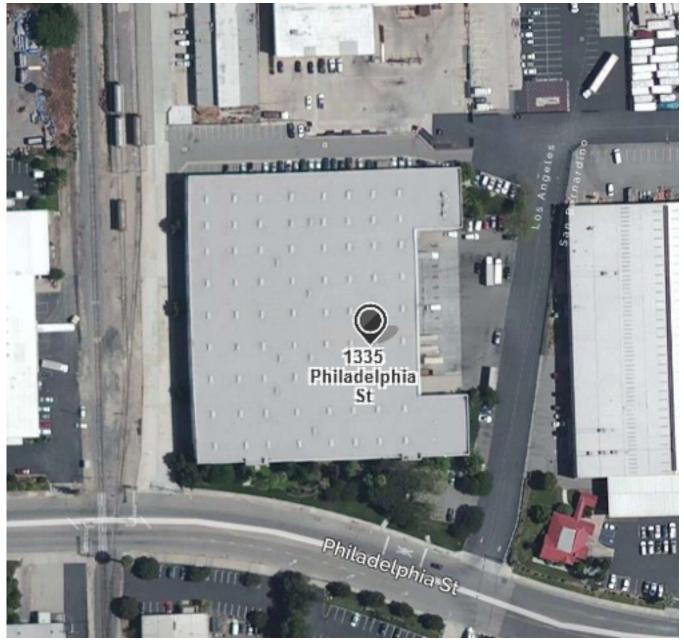


- Detroit, Michigan
- 82,000 square feet
- Services 17 Design Centers
- Delivery Area Michigan, Northern Ohio, Indiana, Illinois, Wisconsin

Pomona Service Center







- Pomona, California
- 110,000 square feet
- Services 10 Design Centers
- Delivery Area Southern California (Santa Barbara to San Diego, LA to Palm Desert)

Margate Service Center

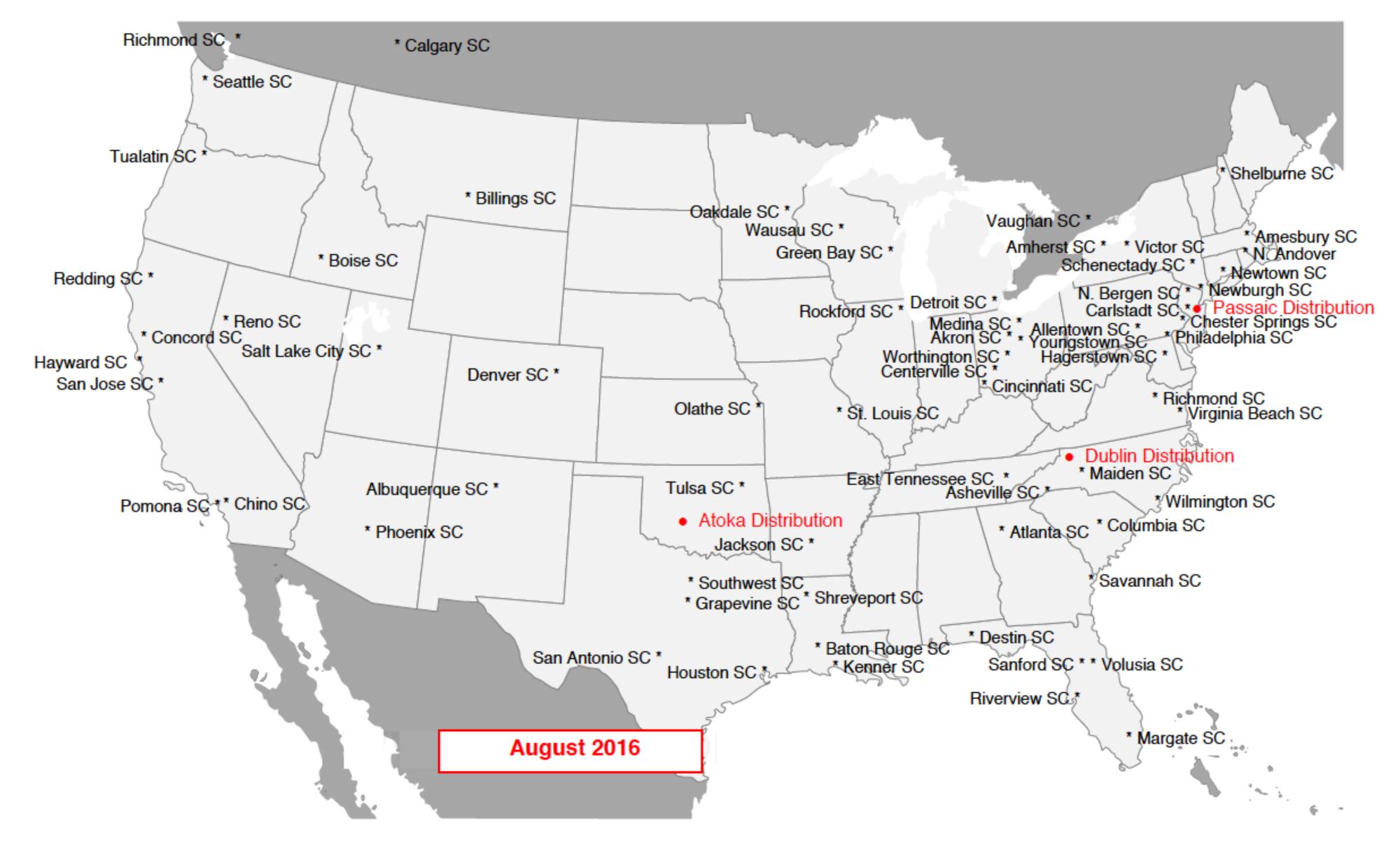






- Margate, Florida
- 50,000 square feet
- Services 7 Design Centers
- Delivery Area South Florida

Retail Network - Logistics



Environmental Stewardship & Sustainability



QUALITY, SERVICE, AND VALUE

Founded in 1932, Ethan Allen has become an iconic brand with unparalleled renown for quality, service, and value. On our journey that has taken us from America to the world, and from maker of colonial furniture to leader in home fashion, we continue to embrace international design influences to meet the ever-evolving, ever more sophisticated tastes of our clients.

Today, we have 300 Design Centers worldwide. These locations employ about 2,000 interior design professionals, who can help as little or as much as

you'd like-at your place or ours-with everything from choosing fabrics and colors to designing floor plans and custom home accents.

It takes talented makers and builders, in whose hands beautiful ideas come to life, to deliver the kind of craftsmanship that's on display every day at Ethan Allen. We still build many pieces by hand, one piece at a time, in our own North American workshops. Wherever they're made, our products are crafted to our highest standards, which translates into exceptional value for our clients.



A DEEPER SHADE OF GREEN

Green isn't a buzzword here; it's our business model, and something we take very seriously locally and globally. We're especially proud that all the scrap wood and sawdust from our Vermont manufacturing facilities is now used to fuel the boilers that heat those facilities, reducing the carbon footprints of both. Steam from the boilers at our Vermont sawmill also heats our wood-drying kilns, and the excess steam is used to generate electricity. At three of our plants, we recycle nearly everything; since 2010, we've reduced the amount of our domestic manufacturing landfill waste by more than 50%.

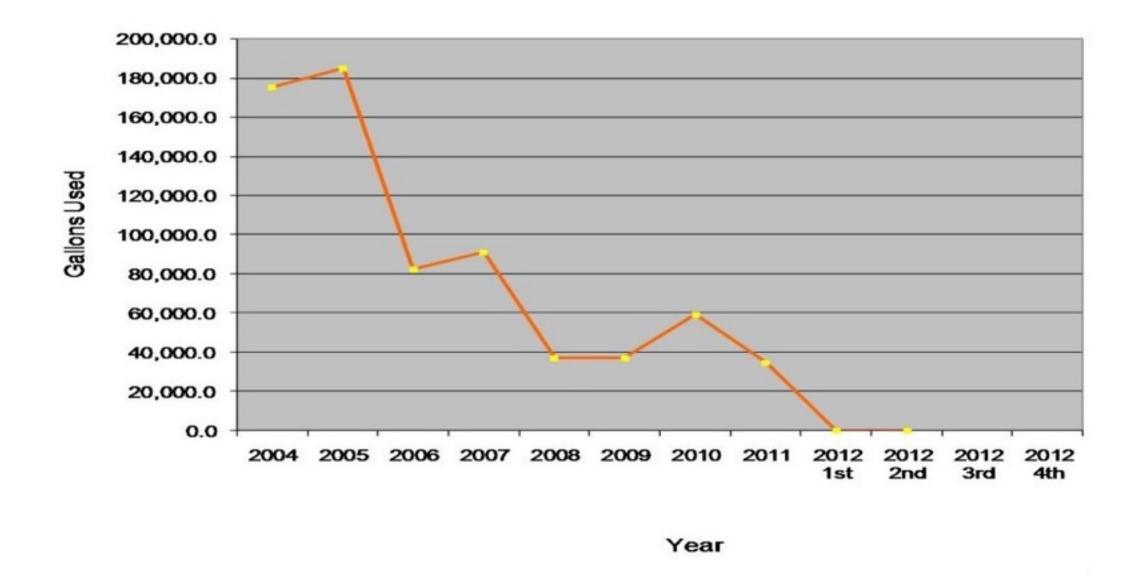
RESPONSIBLE FORESTRY

Our future depends on healthy, well-managed forests. Most of our lumber requirements are satisfied with American hardwood species. Because these trees regenerate naturally by seeding and by sprouts, they don't have to be planted. In fact, natural regeneration often has to be thinned because it becomes too dense. There is approximately 82% more hardwood stock today than there was in 1952. We also work very closely with our suppliers of nonnative species to ensure that the lumber we obtain has been harvested legally from properly managed forests.

We are consistently recognized by the Vermont Department of Environmental Conservation for environmental excellence as well as reducing our fossil fuel oil use to nearly zero through increased recycling of sawdust, chips, and wood scrap and for increasing recycling in general to reduce landfill waste.

Environment, Health, and Safety (E.H.& S.)

No. 4 Fuel Oil Usage Ethan Allen-Orleans



Received EPA Award and Governor's Award for Environmental Excellence in Vermont



State of New Jersey

CHRIS CHRISTIE Governor

KIM GUADAGNO

DEPARTMENT OF ENVIRONMENTAL PROTECTION Compliance & Enforcement Mail Code 401-04B P. O. Box 420 Trenton, New Jersey 08625-0420

BOB MARTIN

April 5, 2012

Ethan Allen Inc-Coordinates Division

1 Market St, Passaic, NJ 07055

> Subject: Certificate For Site: ETHAN A

Certificate of Environmental Stewardship ETHAN ALLEN INC @ BIG APPLE IND PK

SITE ID # 13410 1 Market St,

Passaic, NJ 07598

Dear Sir or Madame:

On March 07, 2012, an inspection was conducted at your facility by Douglas Bannon, of the Air program. At this time, the inspector determined that your facility was engaged in or had completed activities eligible for recognition under our Environmental Stewardship Program. As a result, the Department is formally recognizing the voluntary and proactive measures you have taken in an effort to improve the environment. Enclosed is a Certificate of Stewardship reflecting the Department's appreciation of your efforts.

You may review the details of the stewardship activity we have acknowledged and compare your performance to others in the state by viewing our data online at http://datamine2.state.nj.us/dep/DEP_OPRA/stewardship.html. It is our intent to have this serve as an information resource where others may learn from or be inspired by your actions, just as others may lead you to new achievements. Future inspections will provide the opportunity to update information about your environmental stewardship activities.

This acknowledgement is made independent of any determinations of compliance. If any compliance problems were identified during the inspection, you will be notified separately. The Department reserves the right to change or withdraw any stewardship acknowledgements and associated certificates. If you have any questions regarding the inspection or this correspondence, please contact Douglas Bannon, of the Air program, at (973) 656-4444.

Very truly yours,

Wolfgang Skacel Assistant Commissioner

Enclosure

New Jersey is an Equal Opportunity Employer - Printed on Recycled Paper and Recyclable



Environment, Health, and Safety / Honduras



Awarded Best Health Clinic

In-House Medical Clinic



Personal Service "The New Luxury"

- 1,500 Design Consultants
- 6,000 Interior Design Affiliates (IDA)
- Live Chat -Personal Service & Technology
- "IDEAL"
 - Interior Designers with an Entrepreneurial Attitude and Lifestyle
- Premier In-Home Delivery

Leading Interior Design Company

- Leading interior design enterprise with 1,500 interior designers in North America
- Added interior designers 60% with entrepreneurial backgrounds
- Interior designers develop long-term relationships and drive sales with professional design service
- Expanded Interior Design Affiliate
 Program (IDA) to over 6,000 members
- Network of interior designers provides opportunity to increase business with existing retail network



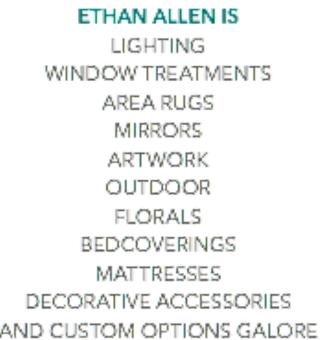
There's even more than what meets the eye





















Premier In-Home Delivery

FLAT RATE:

No surprises. No "heavy item" surcharges. Starting at just \$75 for purchases up to \$2000 delivered within 50 miles.

PREMIER:

Our drivers don't just deliver furniture. They deliver our commitment to excellence, inspecting each piece at the distribution center and then again at your home.

IN-HOME:

This is no curbside service.

Our drivers give each piece that second once-over after they've placed it in your home.

AND THAT'S JUST ONE WAY YOU CAN BE SURE WE DELIVER ON OUR PROMISES. ASK A DESIGNER OR VISIT ETHANALLEN.COM/DELIVERY FOR DETAILS.





INTRODUCING ETHAN ALLEN

IDEAL

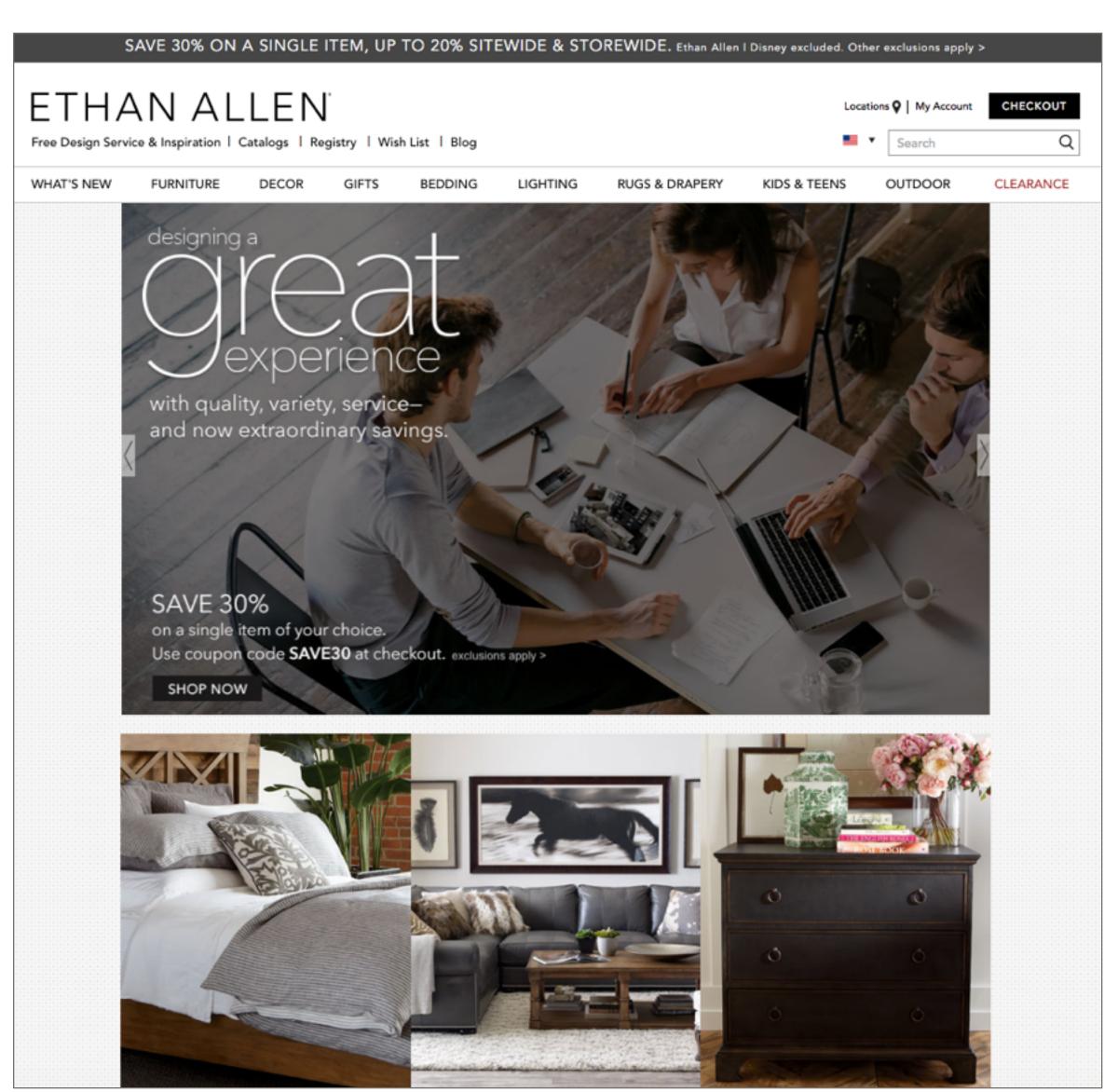
IDEAL, WHICH STANDS FOR "INTERIOR DESIGNERS WITH
AN ENTREPRENEURIAL ATTITUDE AND LIFESTYLE,"
IS A NEW ALTERNATIVE TO THE STANDARD WORKWEEK,
WITH A COMMITMENT OF AS LITTLE AS TWO DAYS PER WEEK
ON-SITE IN OUR DESIGN CENTERS.

ETHAN ALLEN

Investing in Technology

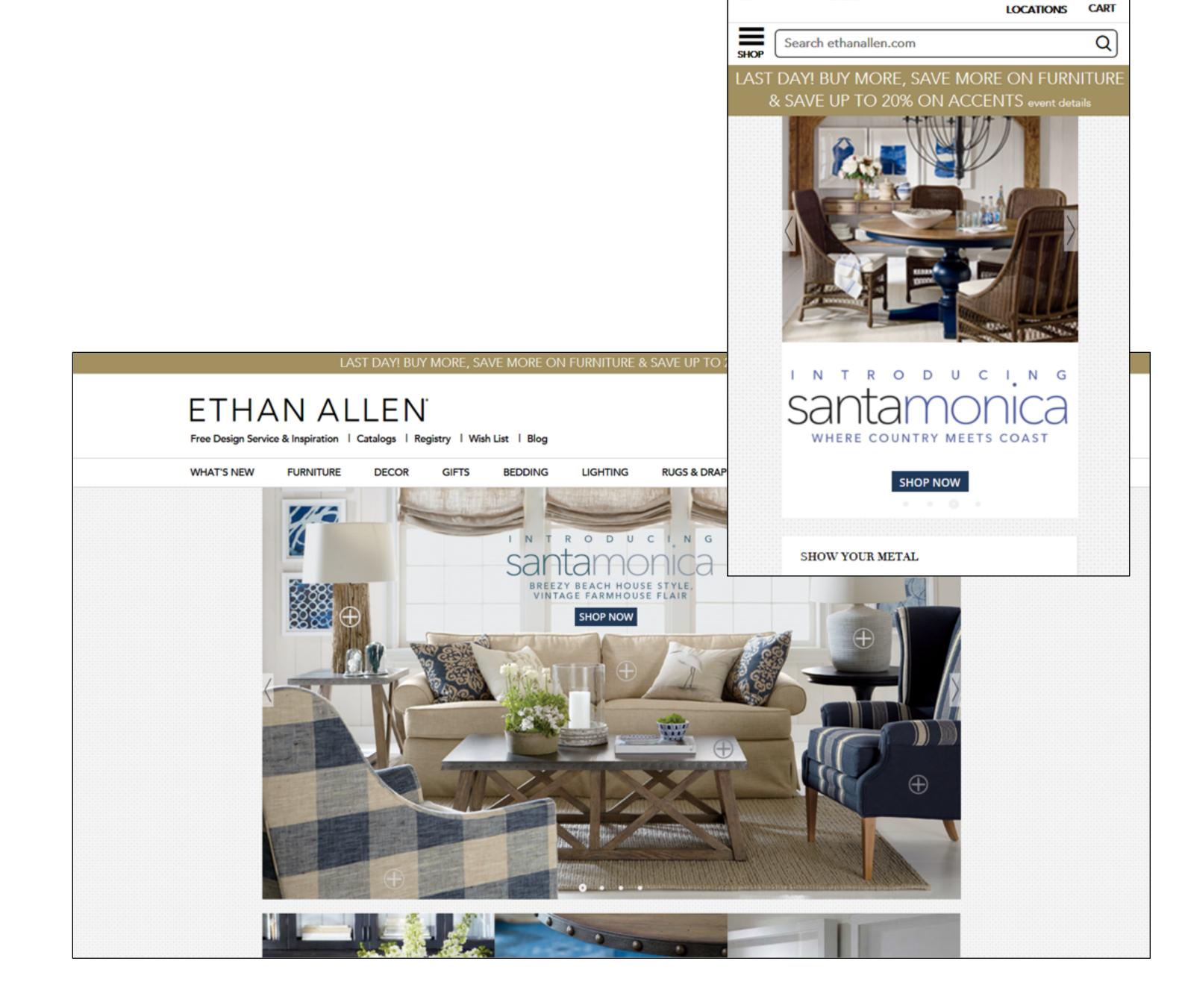
- Adding technology to create a dynamic omni-channel environment
- Investing in technology infrastructure including digital, retail, manufacturing, finance, operations, warehousing, and logistics platforms to seamlessly link information





Updated and Mobile

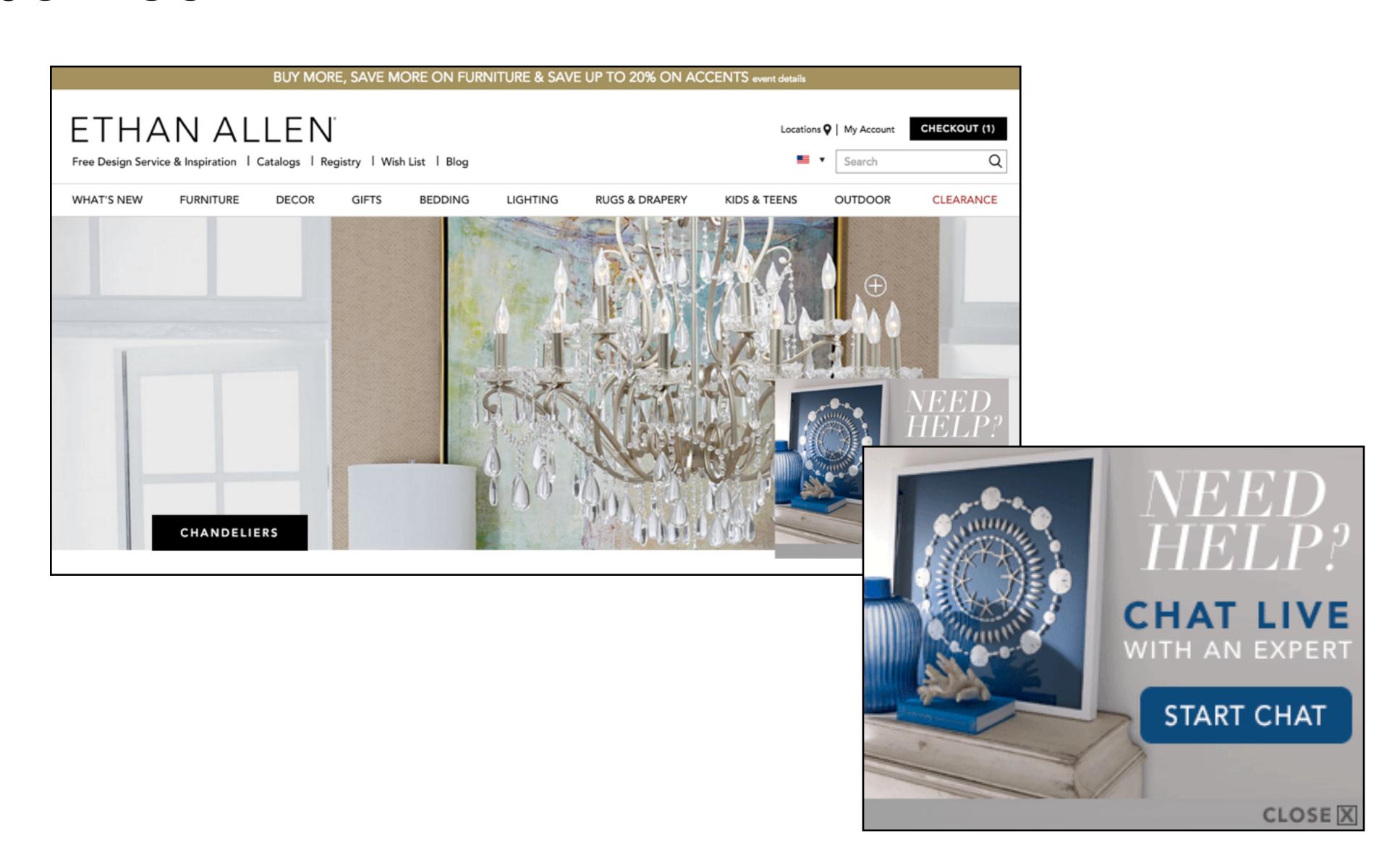
- Responsive Website
 - Positive increases in KPI's over prior year -FY17 Q1 online sales grew 55% and traffic increased 26%
 - Provides a rich branding experience - introduces our interior design services and offerings
 - Drives traffic to our expansive brick-andmortar network



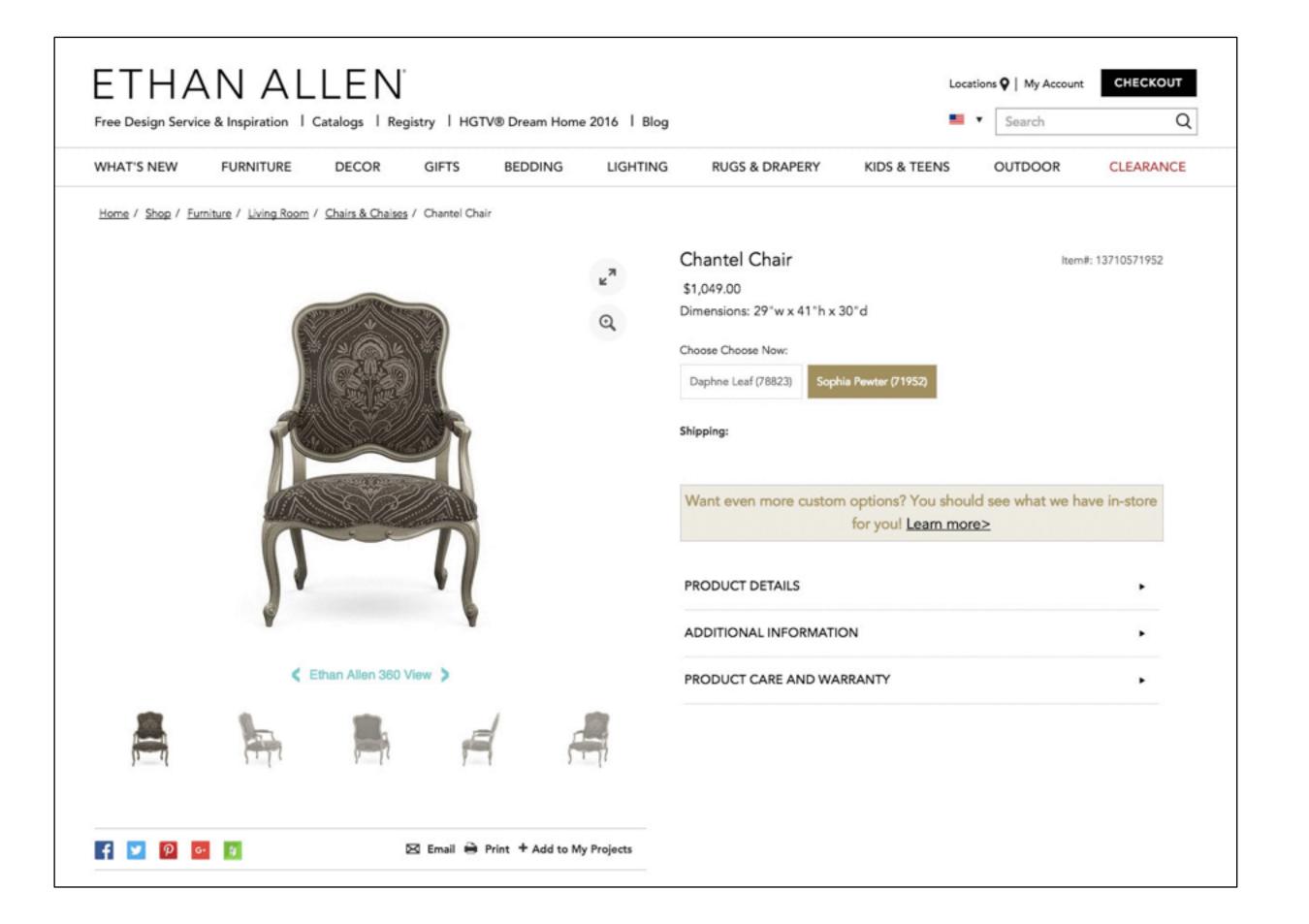
ETHAN ALLEN

Combining Technology with Personal Service

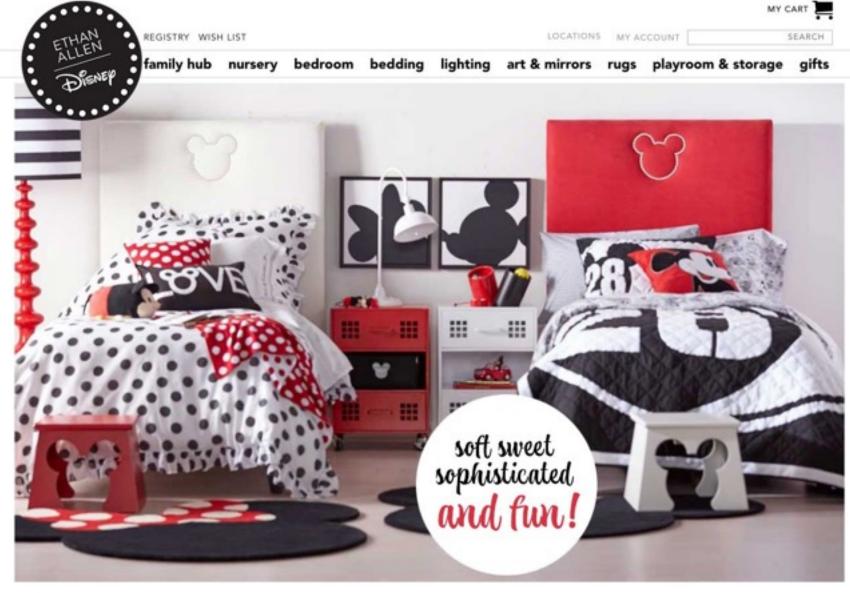
- NEED HETЬS
- Customer initiates the chat and speaks with a designer in real time

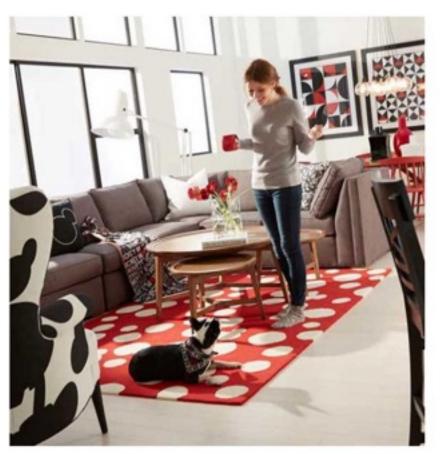


3-D Product Visualization & ethanallen.com/disney











ethan allen | disney

PRESS RELEASES INVESTOR RELATIONS

PRIVACY POLICY PRODUCT RECALLS THE TRADE

online resources

ETHAN ALLEN PLATINUM CARD GIFT CARD TERMS & CONDITIONS PRODUCT INFORMATION AND WARRANTIES EMAIL PREFERENCES SITE MAP

DESIGN WORKSHOPS

client services

ORDER TRACKING SHIPPING DIRECT MAIL - ADD & REMOVE

For the latest Ethan Allen I Disney downloads, enter your email address.





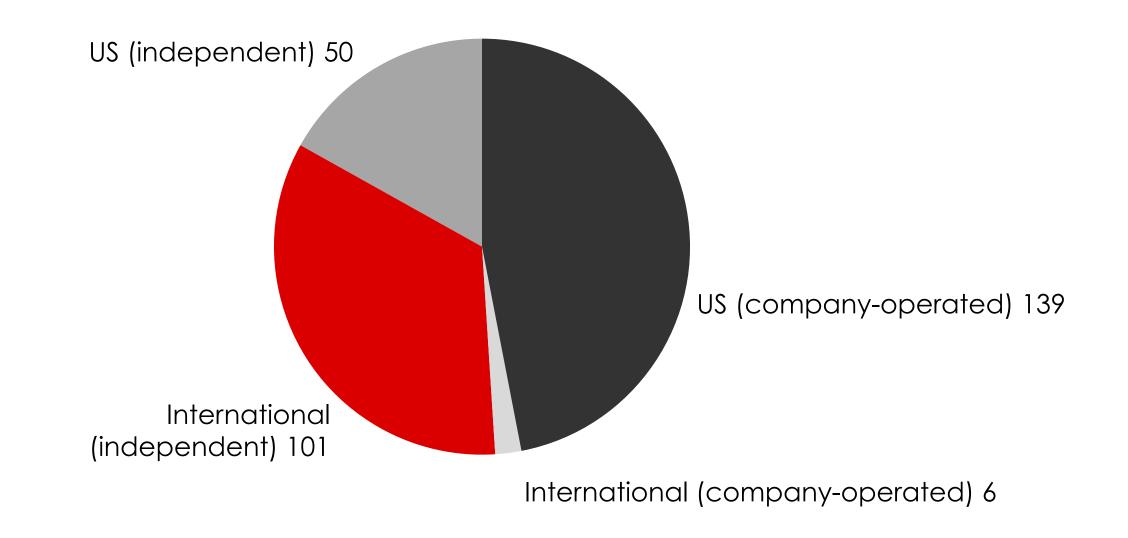
02016 ETHAN ALLEN GLOBAL INC. DISNEY ELEMENTS ODISNEY

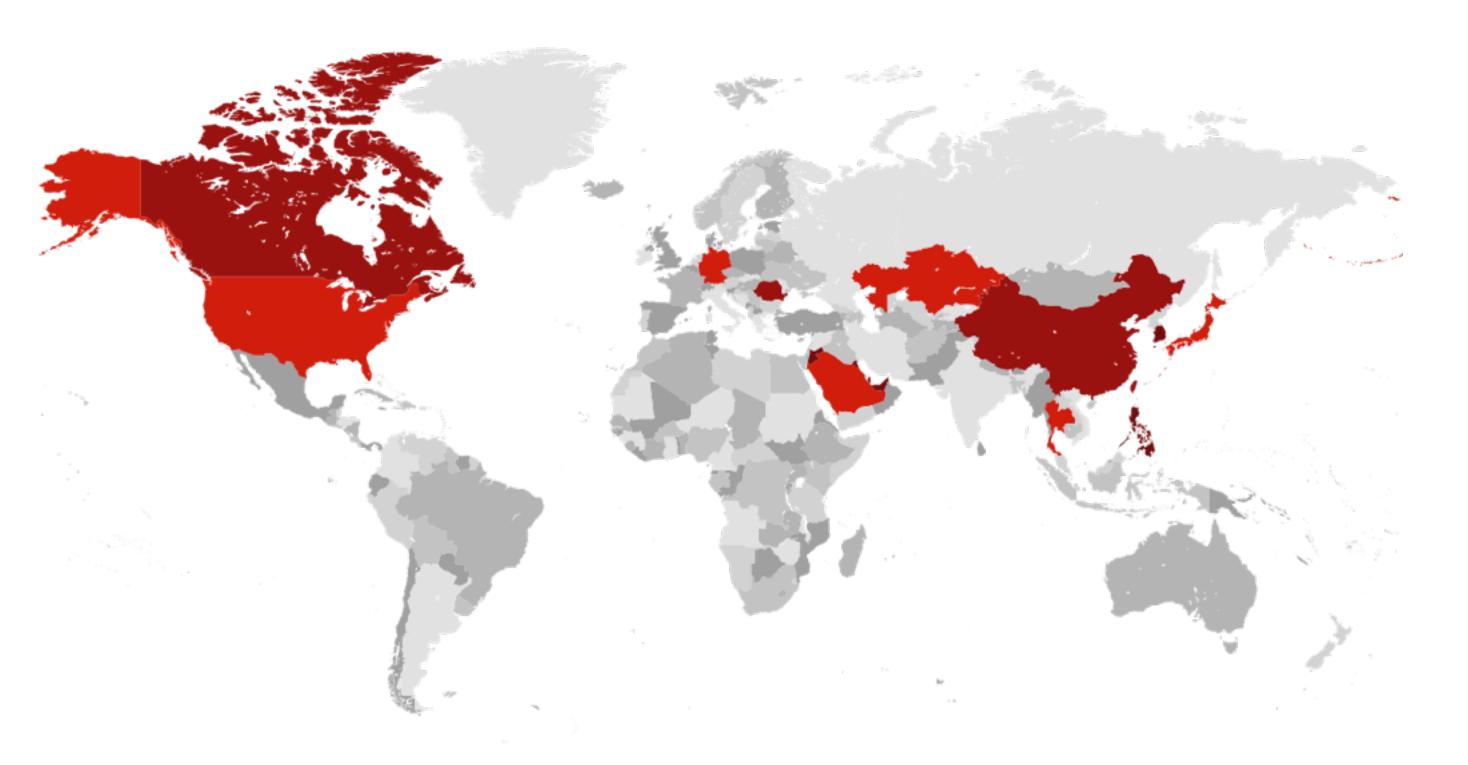
Retail Network

- From "store" to "Design Center"
- Continued Repositioning

Strengthening Interior Design Network

- Matching superior high-quality craftsmanship with approximately 1,500 interior designers and 296 Design Centers worldwide
- Past 5 years, opened 34 company-operated Design Centers, including 18 relocations
- Past 5 years, opened 69 independent-operated Design Centers, including 12 relocations





Expanding and Repositioning Retail Network North American Design Centers

122 Locations – Classic Design



Average 15,000 sq. ft.

40 Locations – Neoclassical Design

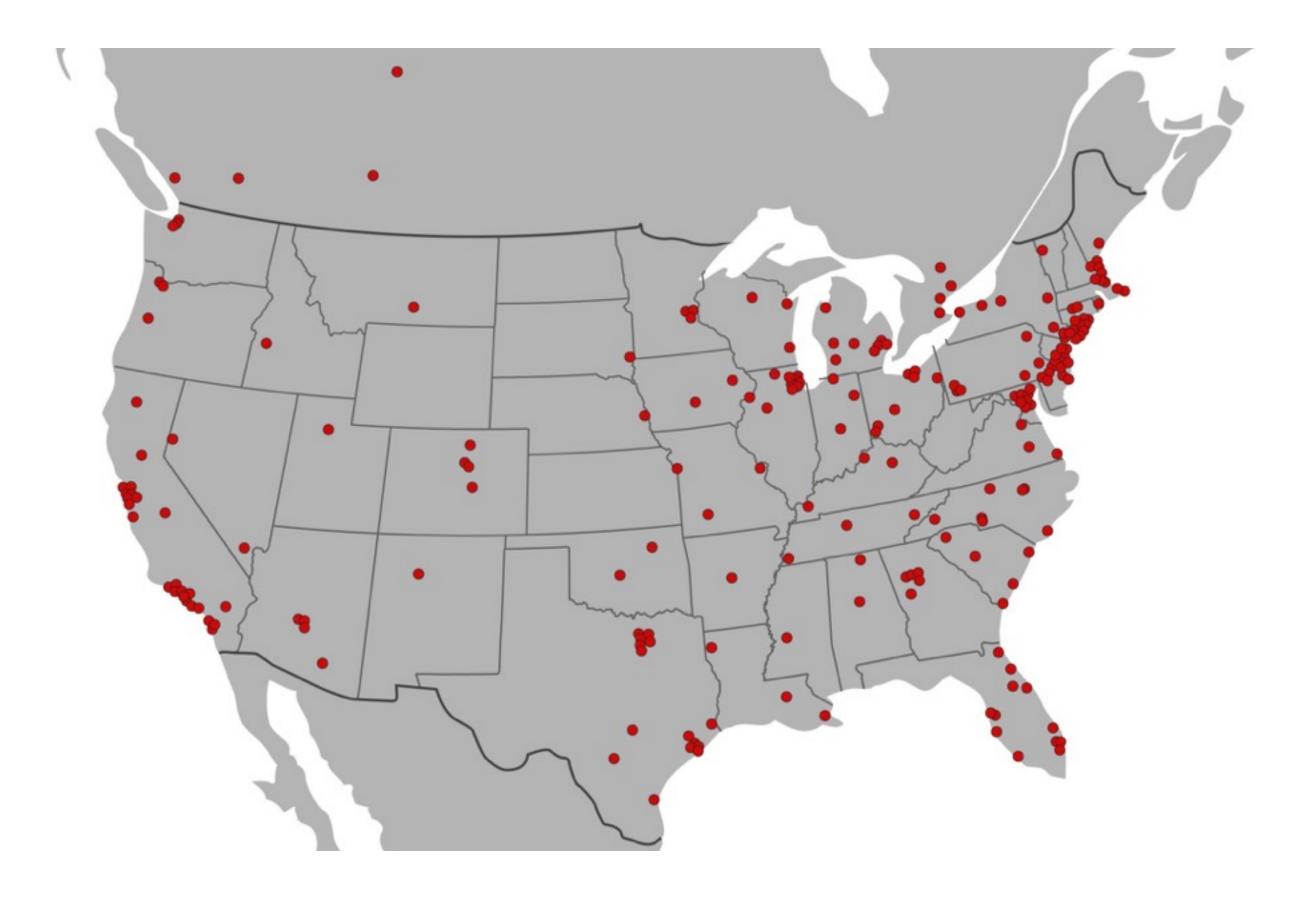


Average 18,000 sq. ft.

33 Locations – Lifestyle Design



Average 8,000 sq. ft.



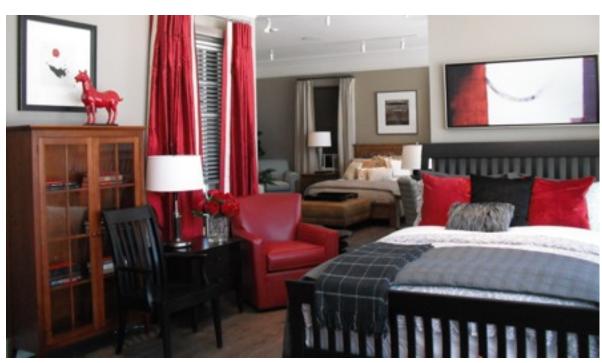
Recent relocation to Design Centers with smaller footprints

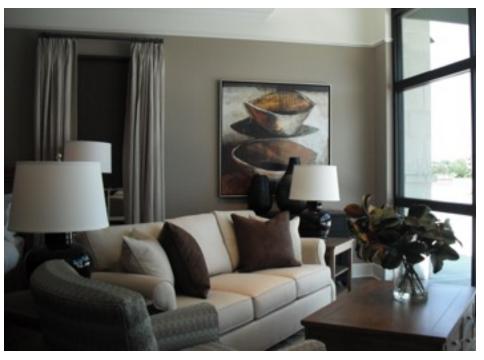
- Average Design Center opened in last 3 years
 - ~10,000 sq. ft. vs. ~16,000 sq. ft.
- 4 markets currently under construction

Wichita, KS – July 2015











Pittsburgh (McCandless), PA - September 2015

Toledo, OH - September 2015

















King of Prussia, PA - September 2015

Columbia, MD - March 2016

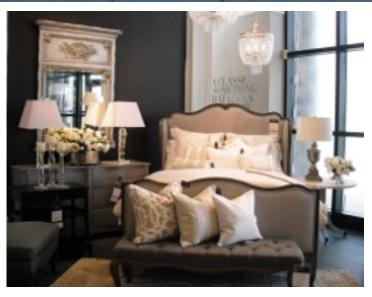










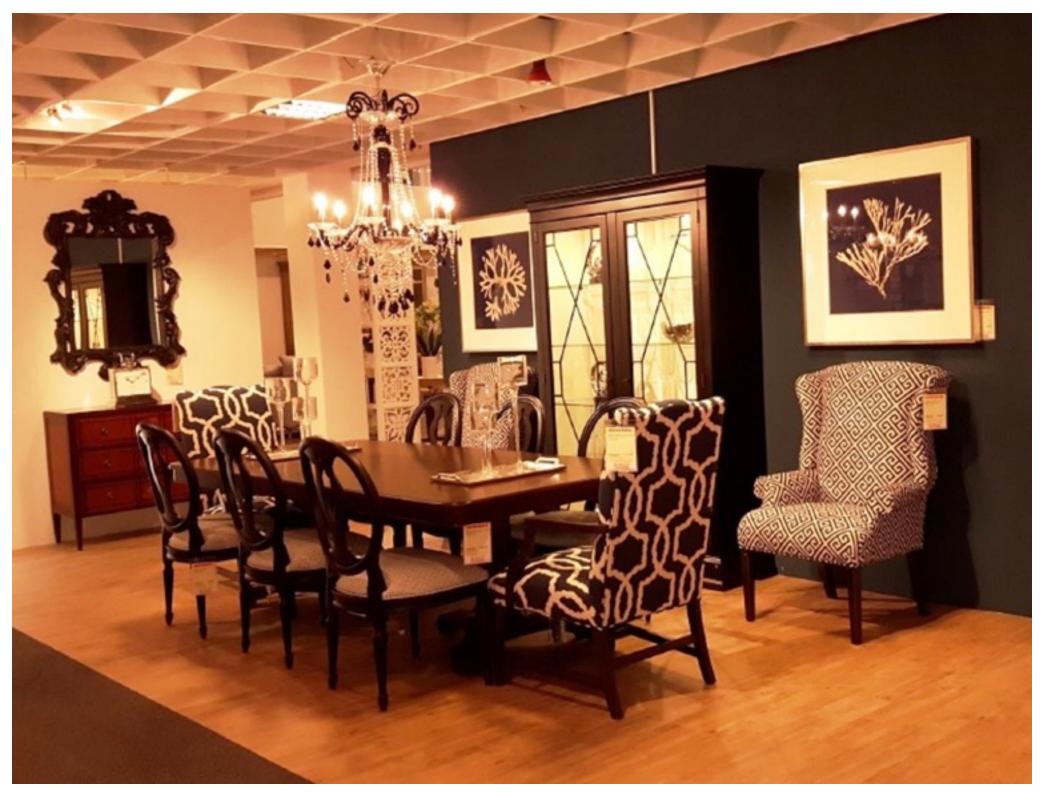




Hesse Hanover, Germany – September 2015



Inhofer Senden, Germany – July 2016



San Francisco (Dublin), CA – January 2016











Cranston, RI - April 2016

ETHAN ALLEN







Rockville, MD - April 2016









Hyannis, MA - May 2016

Savannah, GA - June 2016





New York (Flatiron District), NY - August 2016

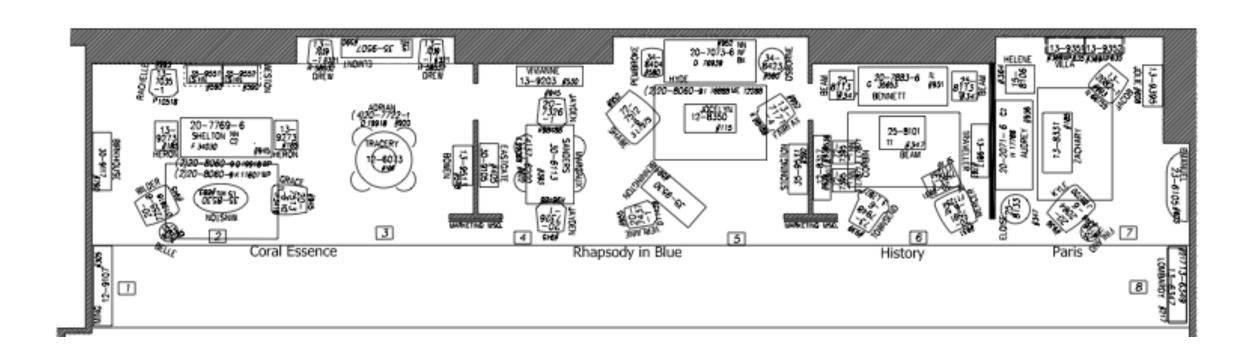


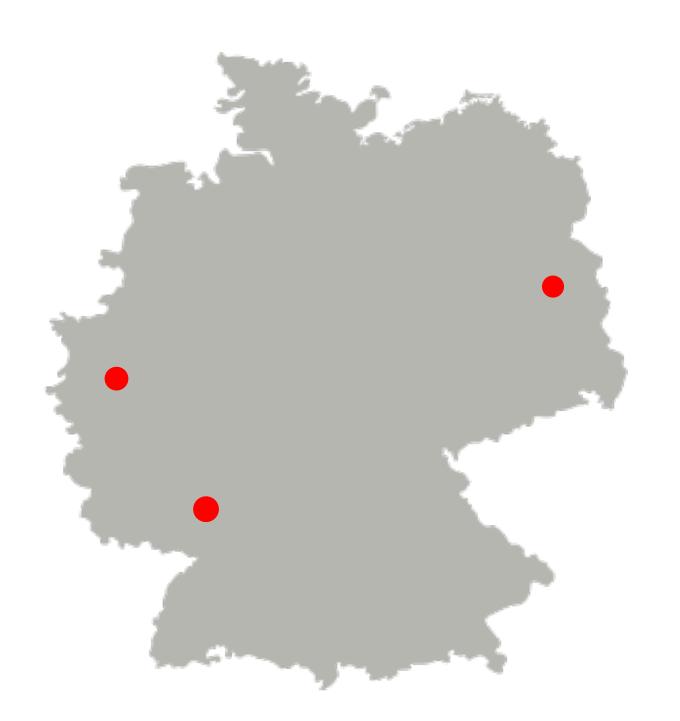


Virginia Beach, VA – August 2016

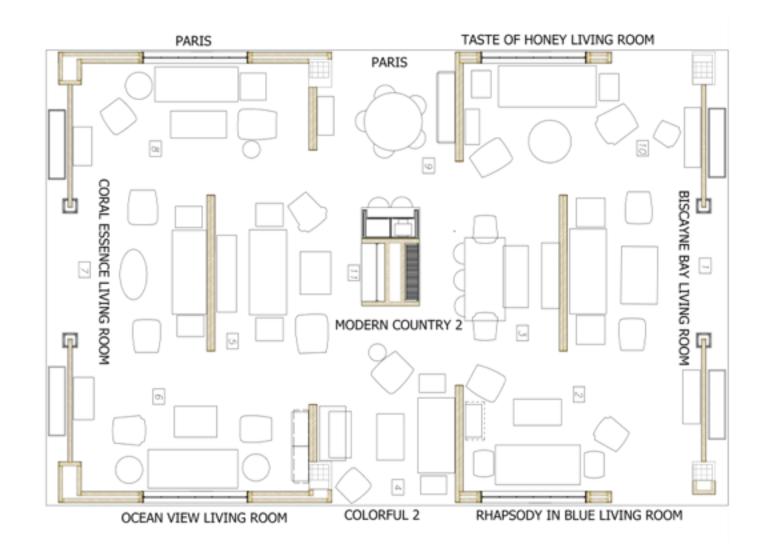


Mainz, Germany – July 2016

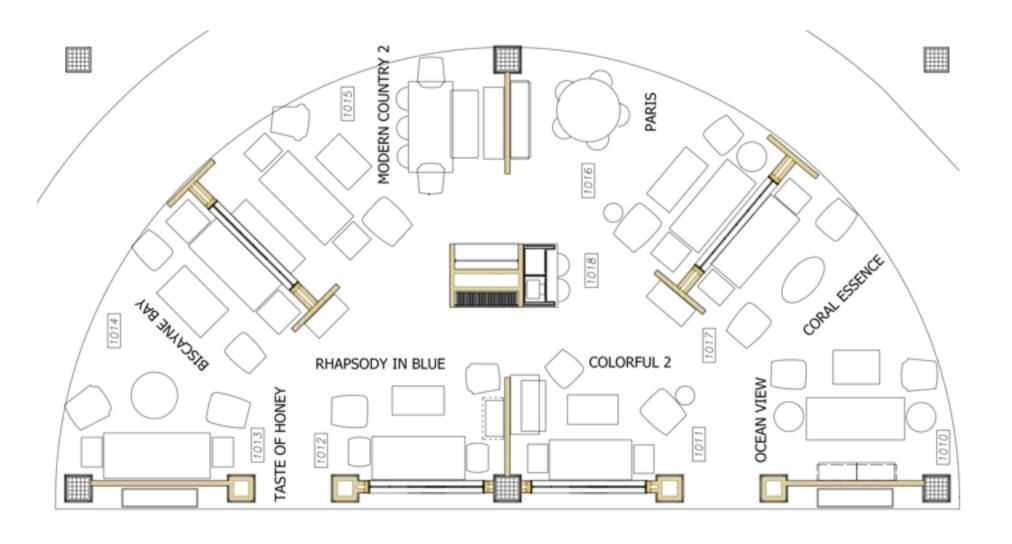




Portsdam, Germany – August 2016



Frechen, Germany – September 2016



Daegu, Korea – September 2016

Seoul, Korea – 2016





Chengdu
– August 2015





Shaoxing

- August 2015

Fuzhou – October 2015





Nantong – August 2015

Suzhou – October 2015





Yantai

- October 2015

Wenzhou – November 2015





Changzhou

- November 2015

Shanghai Huai Hai – December 2015





Xi'an
- May 2016

Kunming
– January 2016





Qingdao – January 2016



Beijing 4th Ring
– January 2016

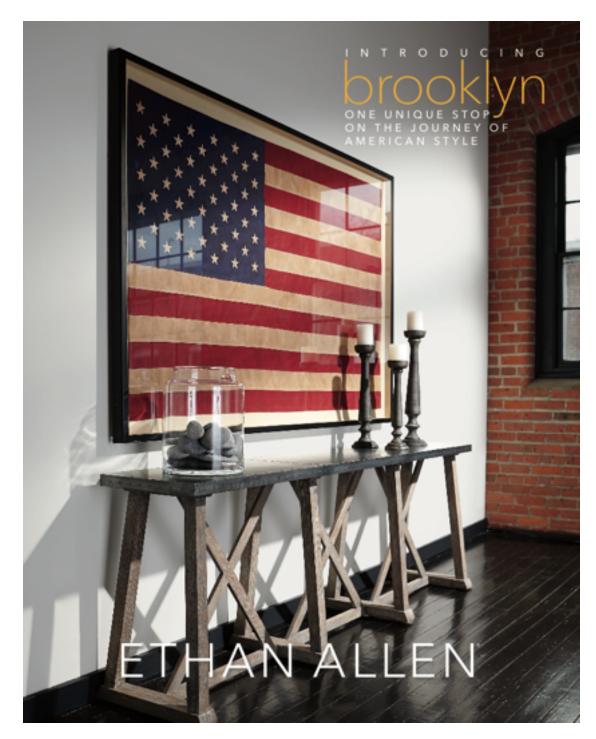
Marketing A New Paradigm

- 60% less traffic to retail department and specialty stores (2010-2015)
- Ethan Allen traffic declined less than 20% (2010-2015)
- 70% shop online
- Increase traffic to digital platforms
- From digital connect online & in Design Centers
- Mediums utilized
 - Direct Mail
 - Digital, Social
 - TV, Print
- Partnerships & other initiatives

Accelerating Marketing Efforts

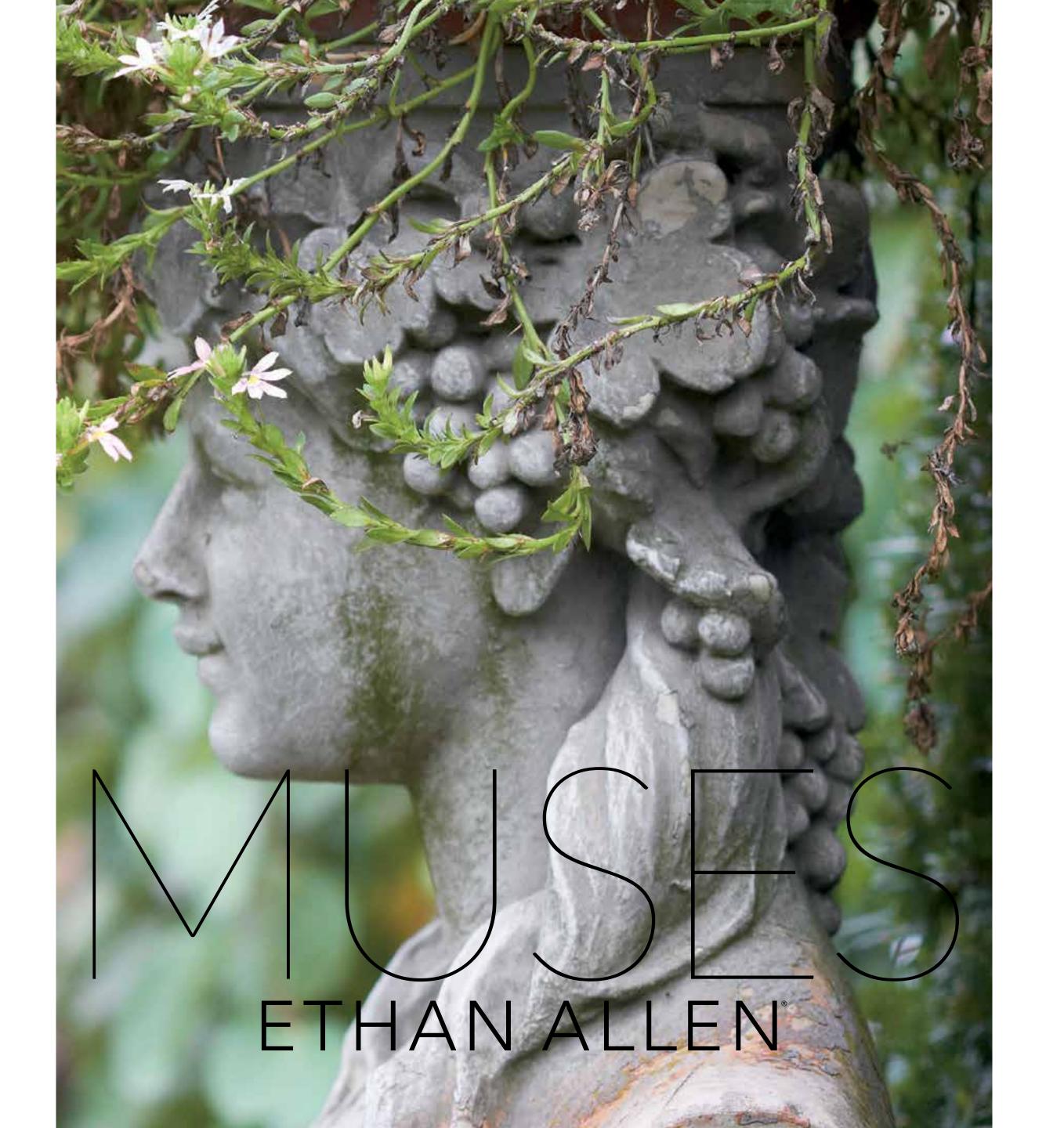
In 2016 and continuing into 2017, with new merchandise now in place, we are accelerating our marketing

- Sent out 33 Million Direct Mail Marketing Magazines (15-month time frame)
- Significantly Expanded Digital and Social Campaigns
- Grassroots Marketing
- Select Partnerships
- Design Center Projection



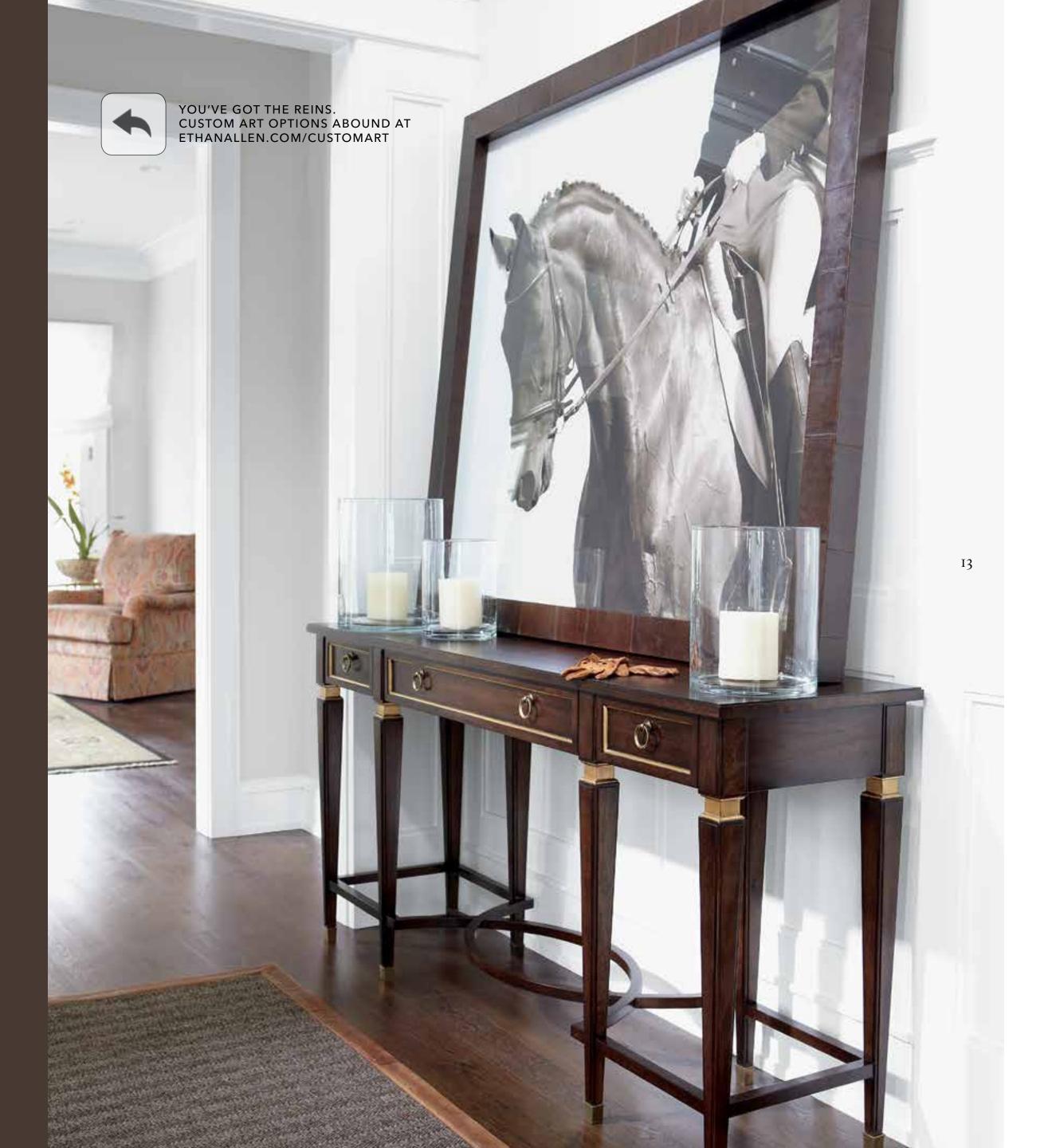


MUSES 2015





MAKEITER











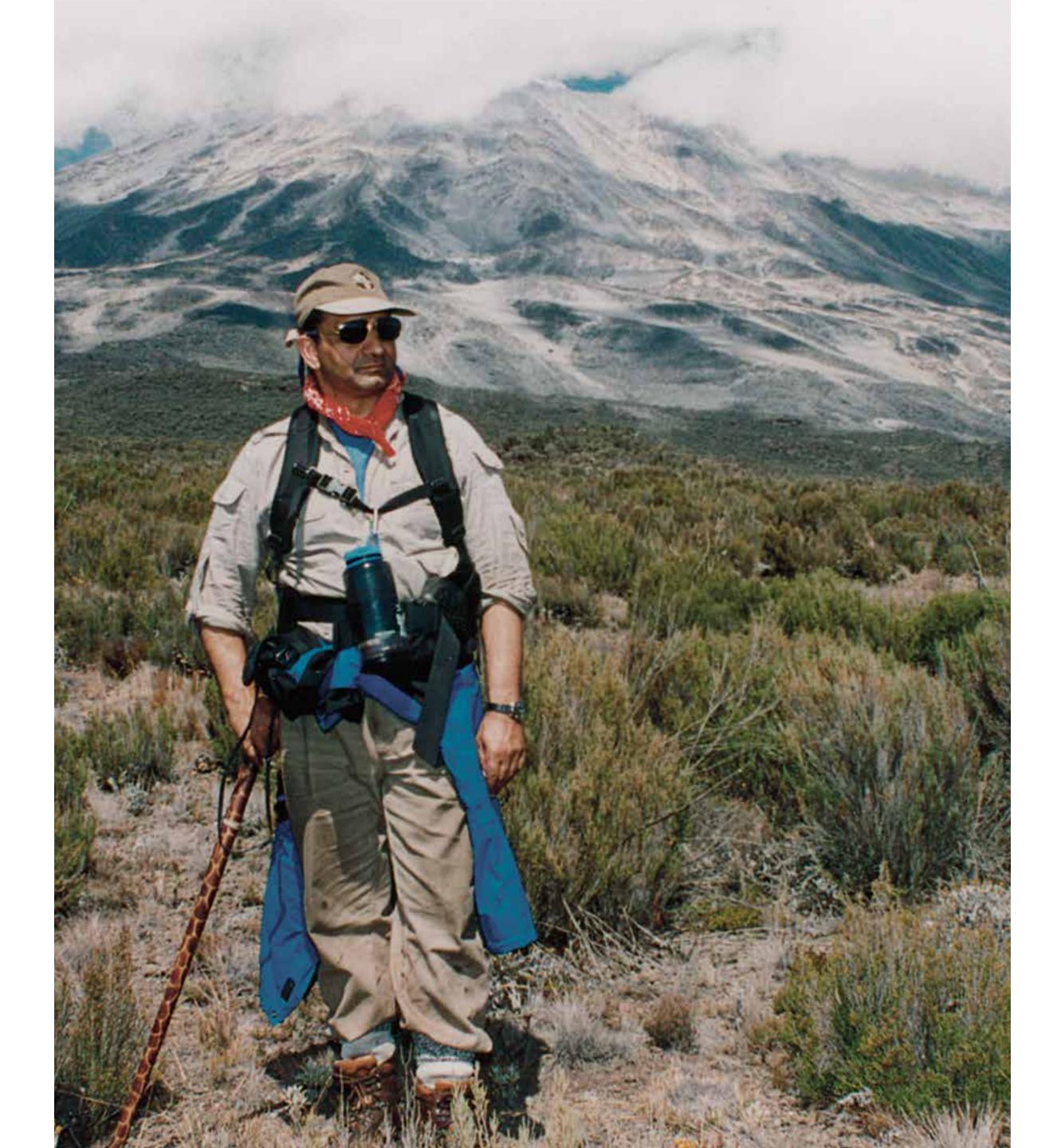












This book is not a catalog. It's a journey of inspiration.

So I would like to tell you a story about my life that is more than a catalog of the facts. I have been told that the facts already make a good story themselves, though it's hard for me to say. My story, like that of many immigrants, involves a lot of hard work and a few fortunate encounters. That's for another time. The facts about me are easy to find. For my inspiration, we would have to go to the mountains.

Kashmir, where I was born, is a land of mountains; the Himalayas themselves create the basin of the Kashmir valley. Hiking and climbing have been a constant for nearly my whole life.

I've scaled Mount Washington in New Hampshire and Pikes Peak in Colorado; climbed in the Canadian Rockies, Idaho and Wyoming. I've climbed Mount Kilimanjaro. But my favorite mountains are in Kashmir because they were the ones I knew first and because the vistas are so magnificent. My muse, my inspiration, strikes there. Through nature, you gain tremendous perspective. In the mountains, it's easy to see how immense beauty is—and how small we are—in the world.

On a mountain, one must practice patience. One learns how to pace oneself. Try to climb too quickly, and you'll end up with fluid in your lungs. If you push too hard, you have to descend and stabilize, then move forward. It's no failure to step backward when your plan is to continue. So in their way, the mountains have inspired the way every change has unfolded at Ethan Allen in the last 30 years—and there have been a lot of them.

I wrote in my journal, on my way to begin a new life in New York at age 21, that it was time to "climb a new mountain." That my journey took me from the peaks of Kashmir to North Carolina's Appalachians and the Green Mountains of Vermont—it's a connection with great meaning to me.

Time and time again, mountains have humbled me and inspired me to grow and achieve. I hope your inspirations move you to great heights as well.

A REVELATION
IN THE MOUNTAINS
Ethan Allen's CEO
Farooq Kathwari learns
invaluable business lessons
while climbing Mount Kilimanjaro.







ETHANALLEN.COM 35











DYLAN

Relaxed Euro styling and a choice of fabrics and trims give our Dylan sofa great versatility and great comfort, with an inviting curved profile that sets it apart from the crowd.

For a modern country look, opt for a slipcover (there are 52 fabrics to choose from, and we'll make yours just for you) or add a skirt.

For a sleek, tailored effect, lose the extra fabric and add nailheads instead.

3-CUSHION, 95* 2-CUSHION, 83* 2-CUSHION, 72*



SLIPCOVER FABRICS AVAILABLE



168 ETHANALLEN.COM 169

BENNETT

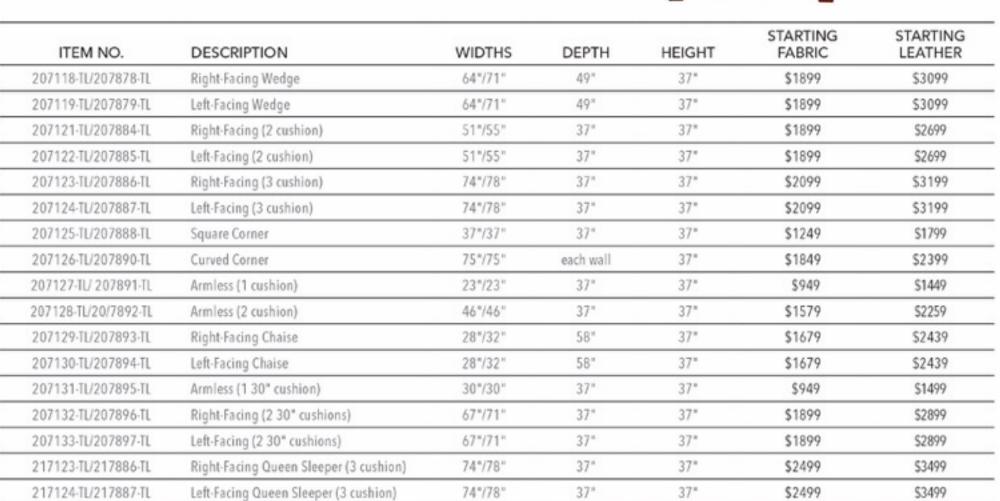
SO MANY CONFIGURATIONS, SO MUCH STYLE.

THE ADAPTABLE BENNETT IS DESIGNED TO

SUIT A WIDE VARIETY OF SETTINGS.







Arm 25"h. Seat 22"h. Back pillow options available. No arm pillows in leather. Loose pillow back.

"STARTING" PRICES REFLECT PRICE OF ITEM IN STARTING-GRADE FABRIC OR STARTING-GRADE LEATHER WITHOUT OPTIONS, OPTIONS SHOWN MAY BE AWAILABLE AT ADDITIONAL CHARGE.

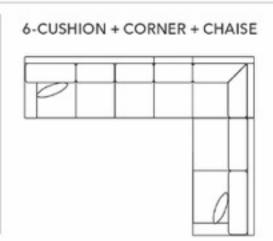


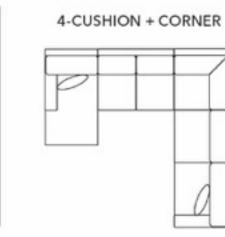


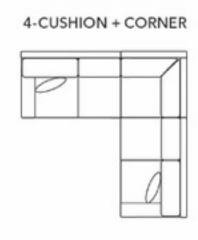
ITEM NO.	DESCRIPTION	WIDTH	DEPTH	HEIGHT	STARTING FABRIC
207878-KP	Right-Facing Wedge	71*	49*	37*	\$1979
207879-KP	Left-Facing Wedge	71"	49"	37*	\$1979
207884-KP	Right-Facing (2 cushion)	55"	37*	37*	\$1979
207885-KP	Left-Facing (2 cushion)	55"	37*	37*	\$1979
207886-KP	Right-Facing (3 cushion)	78"	37*	37*	\$2209
207887-KP	Left-Facing (3 cushion)	78"	37*	37*	\$2209
207888-KP/207888*	Square Corner	37"	37*	37"	\$1319
207890-KP/207890*	Curved Corner	75*/53*	each wall	37*	\$1919
207891-KP	Armless (1 cushion)	23"	37*	37*	\$1009
207892-KP	Armless (2 cushion)	46"	37*	37*	\$1659
207893-KP/207893*	Right-Facing Chaise	32"	58"	37*	\$1759
207894-KP/207894*	Left-Facing Chaise	32"	58*	37"	\$1759
207895-KP/207895*	Armless (1 30" cushion)	30"	37*	37*	\$1009
207896-KP/207896*	Right-Facing (2 30" cushions)	71"	37*	37*	\$1979
207897-KP/207897*	Left-Facing (2 30" cushions)	71"	37*	37*	\$1979
217886-KP	Right-Facing Queen Sleeper (3 cushion)	78"	37*	37*	\$2609
217887-KP	Left-Facing Queen Sleeper (3 cushion)	78"	37*	37*	\$2609

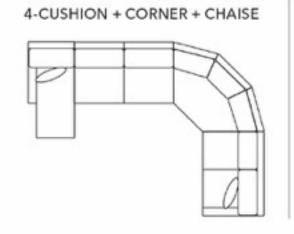
Arm 25"h. Seat 22"h. Back pillow options available. No arm pillows or skirt in leather. *Track arm and back pillow options available. No arm pillows in leather.

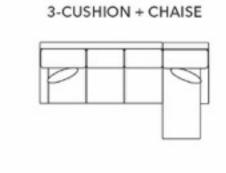
THESE POPULAR
SECTIONAL
CONFIGURATIONS

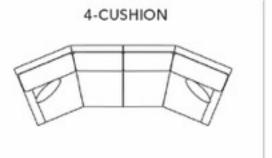


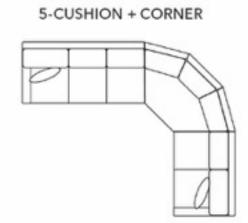






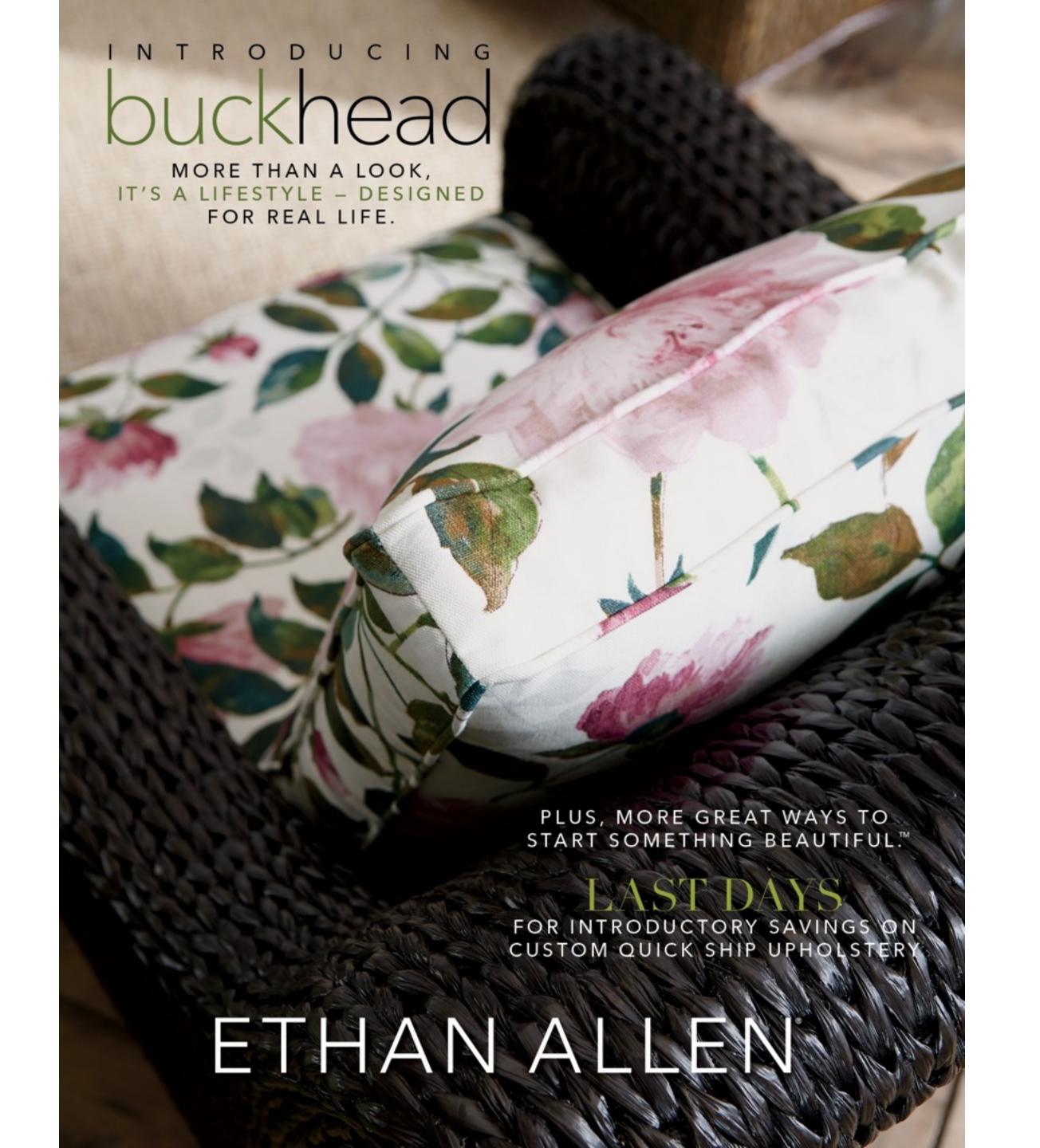




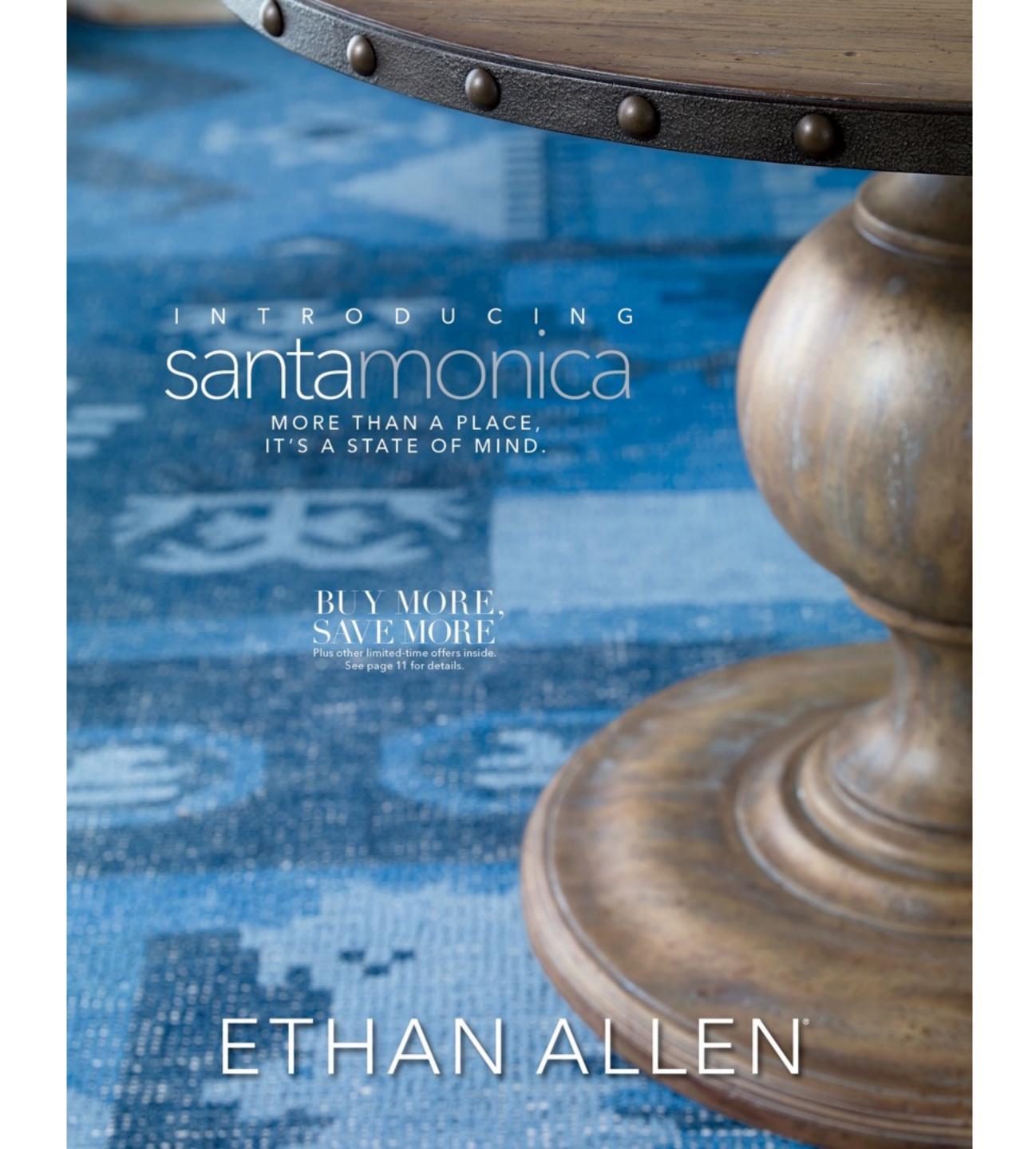


198 ETHANALLEN.COM 199

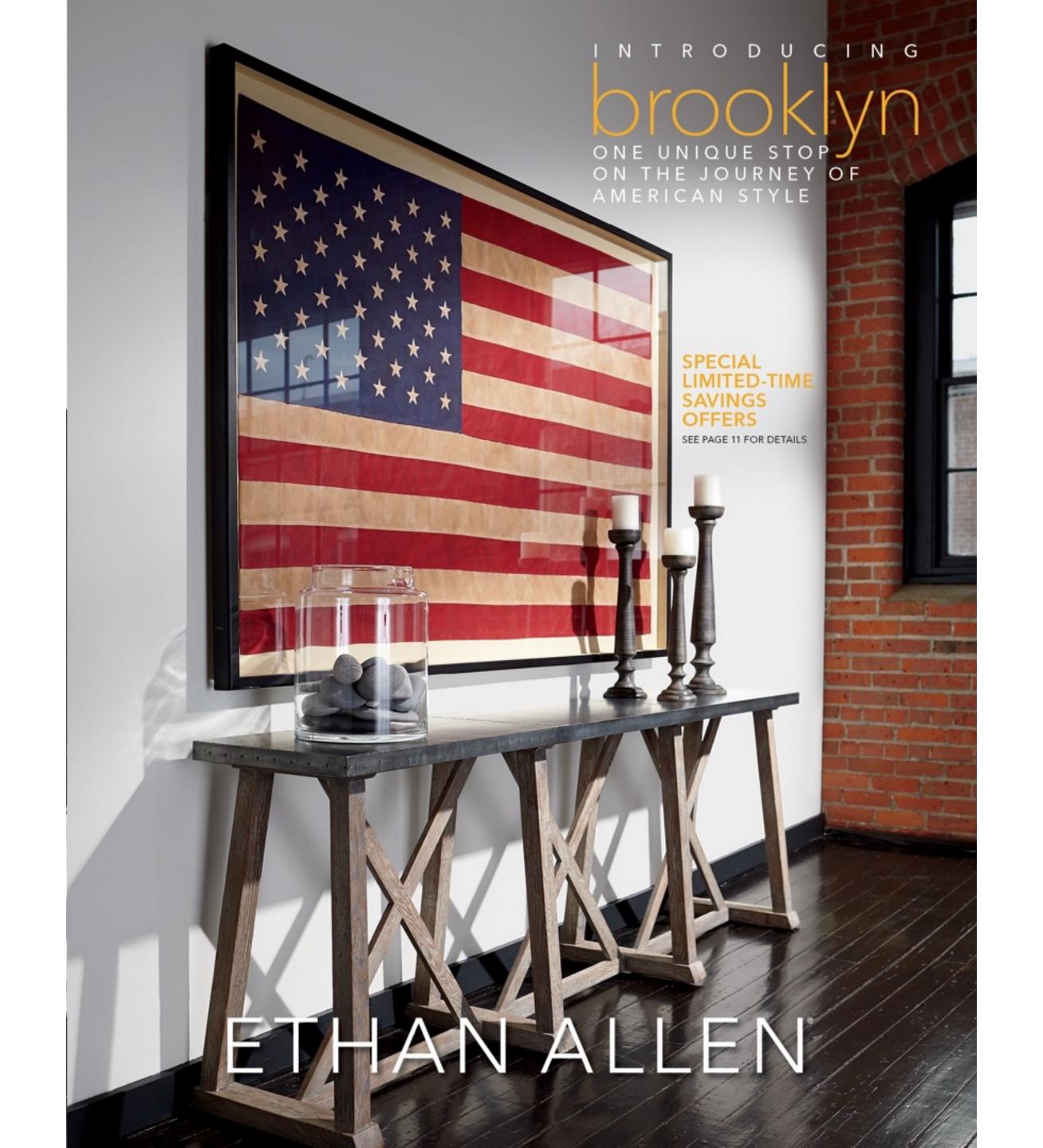
June



July



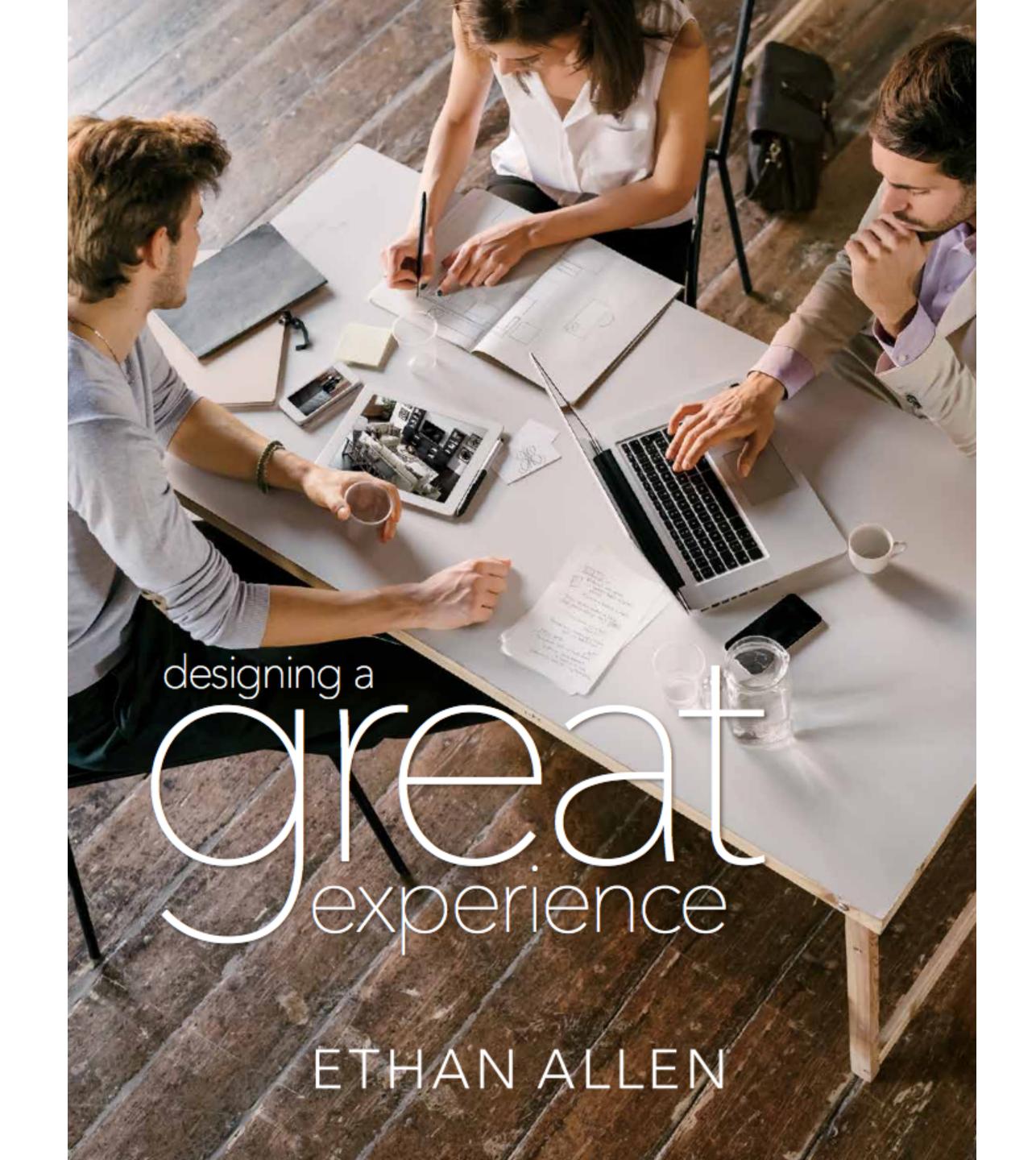
August



September



October



Brooklyn bound

our designers can help you as little or as much as you'd like

Imagine the luxury of having your own interior designer.

At Ethan Allen, you don't have to. From choosing the perfect fabrics to making over an entire room, our designers will make sure every detail is right and collaborate with you at no cost to bring your vision beautifully to life.



GET IT HOME. Once you're 100% happy and have finalized your decisions, our designers handle all the details of placing your orders and making sure your items are delivered and placed into your home with complete satisfaction. You can expect follow up phone calls and an on-site visit if needed.

TALK IT OUT. It starts with a conversation. Our designers will meet with you to listen to your ideas and challenges and discuss the possibilities. They'll review images or inspiration photos you might have, and come to your home to take measurements and snapshots, if you'd like. You can meet them in our Design Centers, in your home, or even online via our live chat.

TRY IT ON. Our designers will work with you to create a look that's all your own. They'll help you choose colors, fabrics, trims, and finishes to customize your styles; measure for size and scale; and even assist with budget planning so you can be sure you love everything before you commit to any purchases.

The industrial chic style of our Brooklyn look has a cool, eclectic aesthetic that's surprisingly warm. From patchwork quilts and hand-hewn wood to sleek leather and metal, it mixes materials and textures to create an authentic laid-back vibe. Let our designers show you the way.

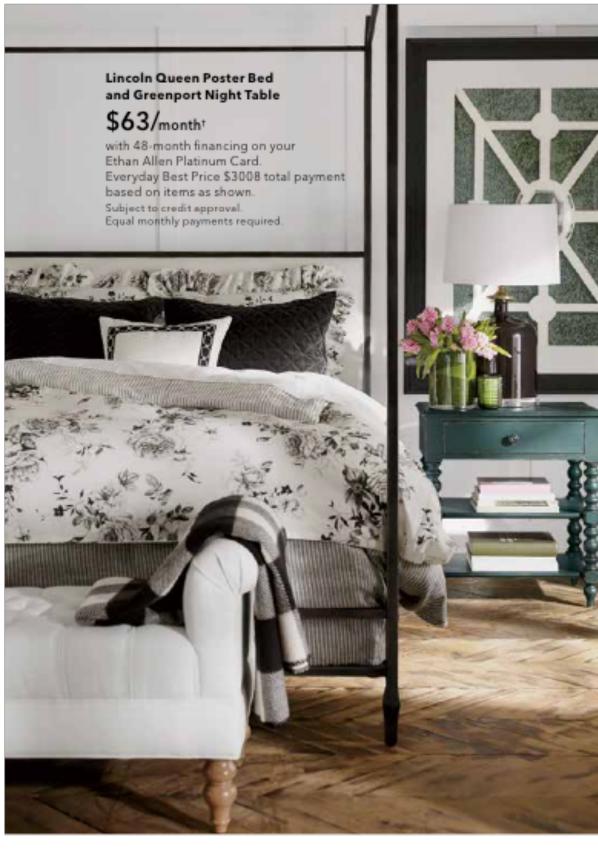


ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

NEW GRESHAM CHARCOAL VELVET BEDDING: FULL/QUEEN COVERLET 031886 \$399, QUEEN SHAMS 0318878 \$69 EA. NEW STILLWELL HERRINGBONE BEDDING: QUEEN DUVET COVER 031980 \$429, QUEEN SHAMS 0319818 \$109 EA. NEW KENNAN BEDDING: FULL/QUEEN QUILT 032750 \$599, QUEEN SHAMS 0327518 \$99 EA. NEW BLACK WORN LEATHER PILLOW 065703 \$259. NEW MODERN GRAY EMBELLISHED PILLOW 065723 \$119. NEW MODERN GRAY BOUCLÉ CHEVRON PILLOW 065725 \$139. NEW HARBOR LEATHER BENCH 722135 AS SHOWN \$989, STARTING AT \$849. NEW GRAY CROSS CABLE KNIT THROW 031878 \$139. NEW BERGEN NIGHT TABLE 125016 \$1299. NEW MERRICK NIGHT TABLE 125066 \$899. NEW NOLAN BLACK TABLE LAMP 090503 \$549. LORETTA DESK LAMP 096434 \$199. NEW 3D GOLD GEO/3D SWIRL PAPER ART 079617/18 \$399 EA. BLACK PHEASANT FEATHER ARTWORK 079584E \$309. BLACK BOSTON MAP ARTWORK 1124582 AS SHOWN \$899. NEW INTERLOCK KILIM RUG, GRAY/IVORY 041215 \$579-\$1529.

EXPERIENCE THE VALUE OF

Don't just imagine a new style for your home. Make it happen with the Ethan Allen Platinum Card. With an array of smart financing options available to suit your unique budget and spending preferences, our Platinum Card shines with beautiful possibilities, offering convenient monthly payments to help you get the looks you love.



BENEFITS OF USING YOUR Ethan Allen Platinum Card

- An array of special financing options available.
- It can make budgeting easier. This unique credit line separates Ethan Allen purchases from purchases made on other credit cards.
- Making on-time payments could strengthen your credit score.
- An online payment option makes monthly payments nearly effortless.
- You'll be eligible for exclusive cardholder promotions.



For more information and to see all financing options, visit EthanAllen.com/Platinum.

†Monthly payment excludes sales tax and delivery charges. See back cover for details.





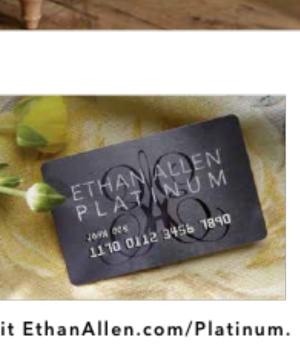
Our designers know how to do casual right. Gracious and cozy, with the feel of a well-appointed weekend home, these inviting rooms from our Buckhead look blend graceful classics, comfortable pieces, and powerful, nature-inspired accents.

Ridgedale China Cabinet

\$71/month* with 48-month financing on your Ethan Allen Platinum Card. Everyday Best Price \$3399 total payment based on items as shown. Subject to credit approval. Equal monthly payments required.

ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

OPPOS/TE: NEW LINCOLN QUEEN POSTER BED 1256105 AS SHOWN \$2079. AVA ROSE LINEN BEDDING: FULL/QUEEN DUVET COVER 031768 \$569, EURO SHAMS 031769D \$129 EA. NEW GRESHAM CHARCOAL VELVET EURO SHAMS 031887D \$79 EA. VERANO TICKING STRIPE FULL/QUEEN DUVET COVER 031764 \$469. WHITE COTTON QUEEN SHEET SET 0328125F \$269. FRAMED IVORY PILLOW, BLACK/IVORY 063032 \$184. NEW AUBURN BENCH 202066 AS SHOWN \$1179, STARTING AT \$899. NEW BUFFALO CHECK WOOL THROW, IVORY/BLACK 031375 \$349. NEW GREENPORT NIGHT TABLE 155326 AS SHOWN \$929, STARTING AT \$849. NEW NOLAN BLACK TABLE LAMP 090503 \$549. GREEN ETOILE II ARTWORK 0737508 \$1759. ABOVE: NEW DYLAN SLIPCOVERED SOFA. 332183 AS SHOWN \$2599, STARTING AT 2499. CREWEL EMBROIDERED BRANCH PILLOW, NEW BUFFALO CHECK WOOL THROW, IVORY/GREEN 031376 \$349. NEW ATLANTA CHAIR 137175 AS SHOWN \$1749, STARTING AT \$999. NEW DEACON SQUARE COFFEE TABLE 138381 \$1299. NEW ALBEE END TABLES 128023 \$1249 EA. NEW NOLAN GREEN TABLE AMP 090502 \$549. **NEW** BOTANICAL ARTWOR HYPERICUM 073474B/C/F \$369 EA ; BUPLEURUM I 073473B \$249; DENDROBIUM/ ONCIDIUM/DELPHINIUM/OLEASTER 073475C/D/F/H \$599 EA: GYPSOPILA II 073478B \$1199, NEW GREEN AND WHITE TEMPLE JAR 430513 \$419, NEW GREEN ROUND LIDDED J. AR 430511 \$189. WOVEN LOW BOWL 439831 \$119. SINGLE BAYLEAF BALL TOPIARY 445124A \$939, CUSTOM WINDOW TREATMENT: ASK A DESIGNER FOR DETAILS, LEFT: NEW RIDGEDALE CHINA CABINET 156709 \$3399. CAMERON DINING TABLE 156824B AS SHOWN \$2879, MADDOX SIDE CHAIR 156650 \$289, MADDOX ARMCHAIR 156650A \$339. NEW GREEN AND WHITE PORCELAIN: LARGE GINGER JAR 430512 \$479, TEMPLE JAR 430513 \$419, FOO DOG JAR 430514 \$729, HEXAGON JAR 430515 \$369.





OLD FORT, NORTH CAROLINA

Experience the value of remarkable



ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

GEORGETOWN KING BED 3556006 AS SHOWN \$4029, STARTING AT \$3429. INGRID FLORAL BEDDING: KING DUVET COVER 032830 \$409, KING SHAMS 032831C \$79 EA. TAUPE LINEN HERRINGBONE BEDDING: KING DUVET COVER HTCHH2KDV \$1469, KING SHAMS HTCHH2KSH \$324 EA. CAMDYN EMBROIDERED BEDDING: KING FLAT SHEET 0317126F \$359,

KING PILLOWCASES 0317126FB \$214/PAIR. SUNSET SATIN DUPIONI PILLOW 065527 \$124. IVORY PEARL DIAMOND PILLOW 065701 \$249. GEORGETOWN NIGHT TABLE 355506 AS SHOWN \$1659, STARTING AT \$1409. HUNTSMAN BRASS TROPHY LAMP 097242 \$499. MIXED ORANGE ROSES IN GLASS 446379B \$699.

ABOVE, RIGHT: HEMPSTEAD SOFA TABLE 358537 \$2549.

only at Ethan Allen.

precision, patience, and pride and it's just one example of the

exceptional quality you'll find

ORLEANS, VERMONT



Be swept away to Sonoma

A simple, romantic style filled with graceful silhouettes, rustic finishes, and Parisian touches, Sonoma's casual elegance gives classic forms permission to relax in a look that's at home anywhere. Bring it to yours with the help of our designers.

Save 20%

Save 15%



ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

ABOVE, LEFT: CHRYSTIANE ARMCHAIR 137049 AS SHOWN \$1019, STARTING AT \$929, 26" SILVER SUNBURST MIRROR 074079B \$329. 43" SILVER SUNBURST MIRROR 074370 \$699. PITTED GLASS BOWL 436840 \$199. ABOVE, RIGHT: BEAU QUEEN BED WITH LOW FOOTBOARD 202093 STARTING AT \$2599. BAYLEY DAMASK WHITE/FLAX BEDDING: FULL/QUEEN DUVET COVER 031700 \$599, EURO SHAMS 031701D \$179 EA. LINEN PICK-STITCH FULL/QUEEN QUILT, BISCUIT 031880 \$439. MR. AND MRS. EMBROIDERED LINEN SHAMS 031719B/20B \$229 EA. 22" FRETWORK PILLOW 031714 \$319. BLANC PIECED PILLOW WITH BEADED TRIM 031716 \$319. 20" CHAMPAGNE STRIPED PILLOW 031718 \$299. WHITE COTTON QUEEN SHEET SET 0328125F \$269. ELEANOR CHEST 446373 \$189, CUSTOM WINDOW TREATMENTS: ASK A DESIGNER FOR DETAILS, BARCLAY RUG, SURF 047149 \$959-\$1389; CUSTOM SIZES ALSO AVAILABLE: ASK A DESIGNER FOR DETAILS. OPPOSITE: OXFORD SOFA 202274 AS SHOWN \$3099, STARTING AT \$2699, VERSAILLES CHAIR 137136 AS SHOWN \$1969, STARTING AT \$1589. BEAM COFFEE TABLE 258101 \$1279. ELOISE PEDESTAL TABLE 258133 \$939. GLASS TROPHY LAMP WITH GRAY SHADE 097699B SGR \$549. MARBLE CORAL BOWL 438544 \$339. STONE BALLS: SMALL BLACK 438550B \$69, LARGE/SMALL WHITE 438552A/8 \$79/\$69. ECHEVERIA IN POT 444046 \$139. OLIVE LEAF AND MAGNOLIA BUD MIX 446628 \$1039. CUSTOM WINDOW TREATMENTS: ASK A DESIGNER FOR DETAILS. JACQUARD DAMASK RUG, BLACK 041254 \$1229-\$3189.

Meet a designer and **save 30%** on a single item of your choice."



Take comfort in knowing your styles will last.

Our upholstery frames are built to stand the test of time and then impeccably tailored by hand in our North American workshops in your choice of fabric, leather, and trim.

MAIDEN, NORTH CAROLINA





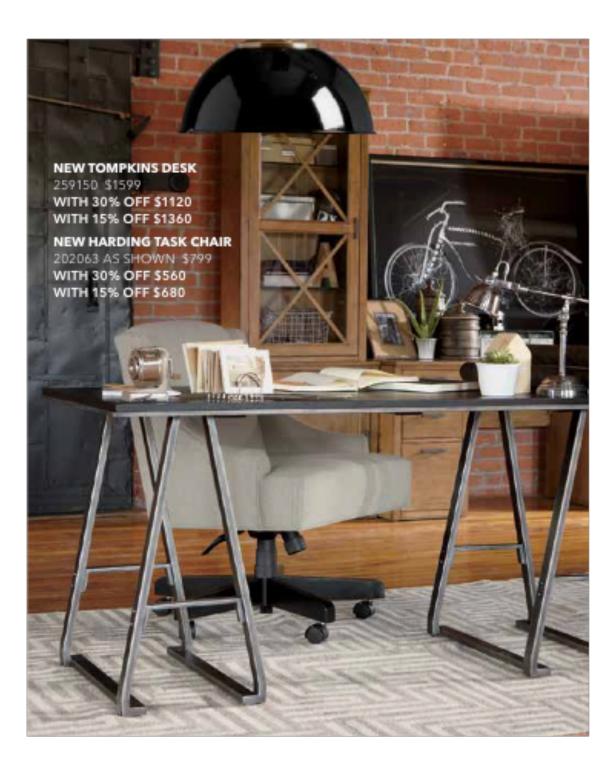
WEAVE IN A TOUCH OF THE UNIQUE.
CHOOSE FROM SIX ORIGINAL BASKET
DESIGNS HANDCRAFTED BY ARTISANS
IN AFRICA AND HAND-FRAMED IN
OUR OWN NEW JERSEY WORKSHOP.

EXPERIENCE THE ETHAN ALLEN DIFFERENCE

Because we design and source all of our products, and manufacture most of them, we can control our costs and quality.

From our visionary designers who develop our styles to the skilled artisans who craft them in our North American workshops and around the world, our products are handled every step of the way with extraordinary care, attention, and pride. It's this unique business model that makes us different and allows us to deliver exceptional quality at such an exceptional value.

WE PUT INDUSTRIAL DESIGN TO WORK IN OUR NEW TOMPKINS DESK, CRAFTED WITH A ZINC-FINISHED STEEL BASE AND SOLID OAK TOP IN YOUR CHOICE OF SIX FINISHES.





OUR PRODUCT DESIGNERS TRAVEL NEAR AND FAR, finding the spark of inspiration that gives new life to classic forms. But that's just the start of a design process that ends with something much greater: your satisfaction.



WE WORK OVERTIME TO BRING CHERISHED CLASSICS TO MODERN-DAY LIVING. OUR DYNASTY DESK WITH CHIPPENDALE-ESQUE



BIG STYLE COMES IN SMALL PACKAGES. OUR PETITE ACCENT TABLES LIKE ORLY HERE HAVE INSTANT WOW-POWER WITH EXTRAORDINARY DESIGN DETAILS AND FINE MATERIALS.

ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

OPPOSITE: NEW AFRICAN BASKET VI ARTWORK 07958BF \$699. NEW HARDING TASK CHAIR STARTING AT \$699. NEW DUKE HOME OFFICE: 60° DOUBLE PEDESTAL DESK 389760 \$1099, 24° WOOD-DOOR PRINTER BASE CABINET 389724L \$479, TWO-DRAWER FILE CABINET 389726 \$599, GLASS-DOOR UPPER CABINETS WITH GRILLES 389725L/R \$649 EA. NEW WYLA BLACK HOOD PENDANT 090508 \$449. NEW RACING PAST II ARTWORK 073484B \$1199. LABYRINTH KILIM RUG, IVORY/GRAY 041214 \$579-\$1529. THIS PAGE, TOP: GRAND GENEVA WOOD CHANDELIER 090559 \$2699. SENECA WHITE WOVEN TABLE LAMP 090553 \$449. ASPEN TABLE LAMP 09055S \$479. THIS PAGE, BOTTOM LEFT: DYNASTY DESK 139340 \$1559. GILLIAN HOST CHAIR 202083 AS SHOWN \$1269, STARTING AT \$929. FOO DRAGON DESK LAMP 097290 SH \$369. HERIZ DECONSTRUCTED RUG, CHARCOAL 041524 \$1869-\$6629. THIS PAGE, BOTTOM RIGHT: ISAAC WING CHAIR 207391 AS SHOWN \$1849, STARTING AT \$1399. ORLY ACCENT TABLE 139326 \$519.

Special deliveries



EXCELLENCE HAS ARRIVED

Our flat-rate, premier, in-home delivery is the difference between just getting it and getting it just right.

FLAT RATE: No surprises. No "heavy item" surcharges. Just one low fixed fee whose cost may even surprise you.

PREMIER: Our drivers don't just deliver furniture. They deliver our commitment to excellence, inspecting each piece at the distribution center and then again at your home.

IN-HOME: This is no curbside service. Our drivers give each piece that second once-over after they've placed it in your home. They'll even assemble beds and sectionals.



SLEEP BY DESIGN® MATTRESSES

We offer a variety of styles from ultra plush to firm. All are handcrafted in the U.S. and in-stock for fast, in-home delivery and setup. Free removal of your old mattress is also available.

THE FAST AND THE FABULOUS

No need to sacrifice quality for speed.

Our Custom Quick Ship Upholstery collection offers 31 frames—now including our Alison bed and headboard—made to order in your choice of designer-selected fabrics and leathers and delivered to your home in 30 days or less.*

save up to 20%

on all Custom Quick Ship upholstery. To order, visit a Design Center or ethanallen.com/quickship.

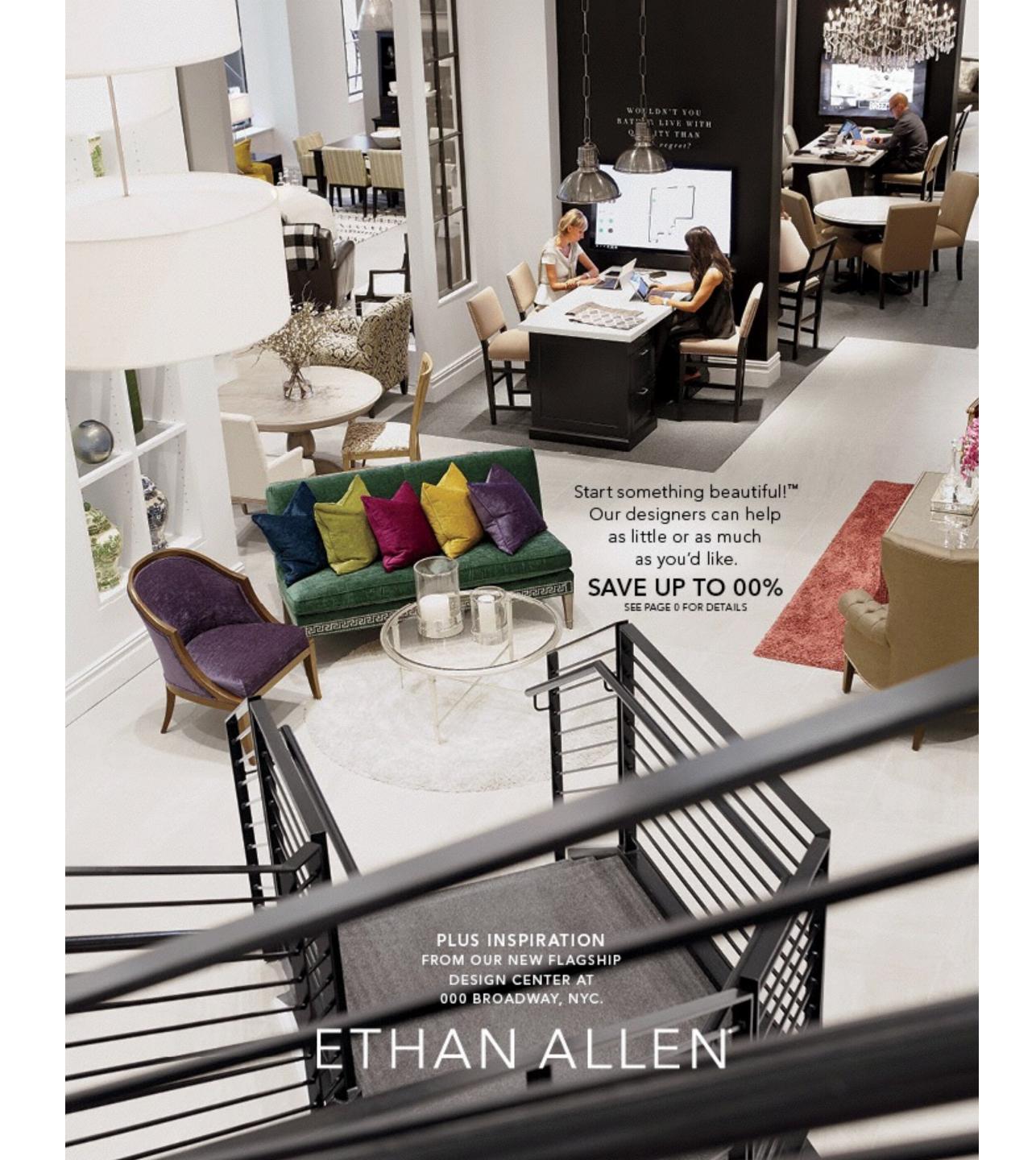


ITEMS ARE LISTED AT OUR EVERYDAY BEST PRICES. SAVE UP TO 30% STOREWIDE FOR A LIMITED TIME.

ABOVE, LEFT: ALISON QUEEN LEATHER BED 677715G2 AS SHOWN \$2748. ELMONT ROUND END TABLE 358504 AS SHOWN \$1579. ABOVE, RIGHT: BENNETT CUSTOM QUICK SHIP 86" SOFA 657883 \$1899. LUCIEN 24" FAUX LIZARD PILLOW 031973 \$329. LUCIEN 16" X 20" LUXE PIECED PILLOW 031975 \$259. TIPPED FOX FAUX FUR PILLOW 065538 \$139. JORDAN BUNCHING TABLES 388521 \$409 EA. LARGE SELENITE BOX 435866 \$149. HERIZ RUG, GRAY/IVORY 041514 \$2099-\$7429.
*Delivery times may vary based on your location.

18 / 19

November



EXPERIENCE THE ETHAN ALLEN DIFFERENCE

fashion is our passion

WELCOME TO ETHAN ALLEN

For the past 00 years, Ethan Allen has proudly been the arbiter of American home furnishings style, projecting unique looks that draw on the country's vast and varied landscapes and lifestyles.

A lot has changed over the years, but this remains as true as always: we're committed to offering classic designs with a modern perspective.

Our latest partnership with Disney Consumer Products also honors that commitment. Fun, fresh, functional, and fashionable, Ethan Allen | Disney offers styles like you've never seen for the whole family. And you can see them here first on pages 0 through 0.

We're also infusing our Design Centers with a modern perspective, updating them with fresh looks and shopping experiences. In the last few months, we've opened new locations around the world, including in New York City's thriving Flatiron District; Rockville, Maryland; Cranston, Rhode Island; Hyannis, Massachusetts; Virginia Beach, Virginia; San Francisco (Dublin), California; as well as in China and Europe.

And as always, we're committed to outstanding service at every level. That's why we continue to provide complimentary design service from design professionals who can help you as little or as much as you'd like and Premier In-home Delivery.

Fall is the season of change. I invite you to join us on our journey of American style in the following pages and discover inspiring looks that can bring beautiful changes to your home.

Farooq Kathwari, CEO



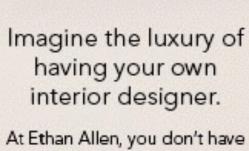
SAVE UP TO 00% STOREWIDE FOR A LIMITED TIME.

ARCATA CUSTOM QUICK SHIP 00° SOFA 000000 \$0000 NOW \$0000. MONTEREY CHAIR 000000 STARTING AT \$0000 NOW \$0000 AS SHOWN \$0000 NOW \$0000. ELGIN CHAIR 000000 STARTING AT \$0000 NOW \$0000 NOW \$0000 AS SHOWN \$0000 NOW \$0000. CUSTOM PILLOWS: ASKA DESIGNER FOR DETAILS. DYNASTY SQUARE COFFEE TABLE 000000 \$0000 NOW \$0000. JOCELYN SIDE TABLES 000000 \$000 EA. NOW \$000 EA. LIA TABLE LAMPS, TANGERINE 000000 \$000 EA. NOW \$000 EA. UNITY IS PLURAL CUSTOM ARTWORK 0000000 AS SHOWN \$0000 NOW \$0000. BRAIDED WHITE CENTERPIECE 000000 \$000 NOW \$000. ORANGE ORCHIDS IN GLASS VASE 000000C \$000 NOW \$000. NOVA ZEBRA RUG, GREY/IVORY 000000 \$0000.\$0000 NOW \$0000.\$0000.

our designers can help as little or as much as you'd like



Working with our designers is an easy, inspiring process from start to finish. They'll first meet with you to learn all about your personal style and ideas and then work with you to create a look that's all your own. They'll help you choose fabrics, colors, and trims; customize your looks; take measurements; and even oversee your budget. Once you're 000% happy with your choices, they'll take care of all the details like placing your order and making sure your items are delivered to your home with your complete satisfaction. And all this advice won't cost you a thing.



At Ethan Allen, you don't have to imagine it-it's a reality. From choosing the perfect fabrics to making over an entire room, our designers will make sure every detail is right and collaborate with you at no cost to bring your vision beautifully to life.

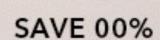
JOSHUÉ ESPINAL DESIGN CONSULTANT 000 BROADWAY, NYC











LEATHER . MEDIA & STORAGE HOME OFFICE ■ HOME ACCENTS

SAVE UP TO 00%

ON CUSTOM QUICK SHIP UPHOLSTERY

SAVE 00%

ON EVERYTHING ELSE SOME EXCLUSIONS APPLY; SEE BACK COVER FOR DETAILS. FOR SPECIAL FINANCING OFFERS, VISIT ETHANALLEN.COM/PLATINUM



bringingthemagichome. INTRODUCING ETHAN ALLEN | DISNEY

FOR GROWNUPS, KIDS, AND EVEN BABIES-EXCLUSIVE NEW HOME STUFF, WE DON'T MEAN MAYBE.

It's fab! It's fresh! It's smiles by the gallon! Designed, made, and curated only at Ethan Allen. See next page for pricing.







now at introductory prices ask a designer or visit ethanallen.com/disney



©DISNEY

ETHANALLEN.COM/DISNEY 7



custom design delivered in 00 days or less*

No need to sacrifice quality for speed. Our Custom Quick Ship

Upholstery collection offers a beautiful array of seating and

bedroom styles made to order in your choice of designer-selected

fabrics and leathers and delivered to your home in 00 days or less.*

To see them all, visit a Design Center or ethanallen.com/quickship.

LEFT: EMERSON CUSTOM QUICK SHIP 00° SOFA 000000 \$0000 NOW \$0000. HAND-PAINTED BIRD ON SAND PILLOW 000000 \$000 NOW \$000 NOW \$000. CUSTOM PILLOWS: ASK A DESIGNER FOR DETAILS. RIBBON LOOP PILLOW 000000 \$000 NOW \$00. EVERETT SMALL END TABLES 000000 \$000 EA. NOW \$000 EA. VIDA STONE-TOP COFFEE TABLE 0000000 \$0000 NOW \$0000. KIERA NICKEL TABLE LAMPS 000000 \$000 EA. NOW \$000 EA. ARCHITECTURE OF LINES I CUSTOM ARTWORK 0000000 AS SHOWN \$0000 NOW \$0000. GRANDE BLACK BOWL 000000 \$000 NOW \$000. BRAIDED CHOTI RUG, CHARCOAL 000000 \$000-\$0000 NOW \$0000-\$0000. BELOW: BENNETT CUSTOM QUICK SHIP 00° SOFA 000000 \$0000 NOW \$0000. BENNETT CUSTOM QUICK SHIP CHAIR 000000 \$0000 NOW \$0000. BENNETT CUSTOM QUICK SHIP CHAIR 000000 \$0000 NOW \$0000. BENNETT CUSTOM QUICK SHIP OTTOMAN 000000 \$0000 NOW \$0000.





EXPERIENCE THE VALUE OF

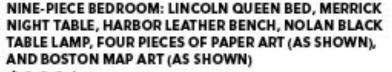
Don't just imagine a new style for your home.

Make it happen with the Ethan Allen Platinum Card.

With an array of smart financing options available to suit your unique budget and spending preferences, our Platinum Card shines with beautiful possibilities, offering convenient monthly payments to help you get the looks you love.

For more information and to see all financing options, visit ethanallen.com/platinum.





\$000/month

with 00-month, no-interest financing on your Ethan Allen Platinum Card. Everyday Best Price \$0000 total payment. Subject to credit approval. Equal monthly payments required. See back cover for details.

OR SAVE UP TO 00% STOREWIDE FOR A LIMITED TIME.

OPPOSITE: LINCOLN QUEEN BED 0000000 AS SHOWN \$0000 NOW \$0000. KENNAN BEDDING: FULL/QUEEN QUILT 0000000 \$000 NOW \$000, QUEEN SHAMS 000000B \$00 EA. NOW \$00 EA. STILLWELL HERRINGBONE BEDDING: FULL/QUEEN DUVET COVER 0000000 \$000 NOW \$000, QUEEN SHAMS 000000B \$000 EA: NOW \$00 EA. GRESHAM CHARCOAL VELVET BEDDING: FULL/QUEEN COVERLET 0000000 \$000 NOW \$000, QUEEN SHAMS 000000B \$00 EA: NOW \$00 EA. BLACK WORN LEATHER PILLOW 000000 \$000 NOW \$000. MODERN GRAY EMBELLISHED PILLOW 000000 \$000 NOW \$00. MODERN GRAY BOUCLÉ CHEVRON PILLOW 000000 \$000 NOW \$000. MERRICK NIGHT TABLE 000000 \$000 NOW \$000. HARBOR LEATHER BENCH 000000 STARTING AT \$000 NOW \$000 AS SHOWN \$000 NOW \$000. GRAY CROSS CABLE KNIT THROW 000000 \$000 NOW \$000. NOLAN BLACK TABLE LAMP 000000 \$000 NOW \$000. PAPER ART: 0D WAVE/0D WEB, SMALL/0D GEO, SMALL/0D SWIRL 00/00/00/00/00000

\$000 EA. NOW \$000 EA. BOSTON MAP, BLACK CUSTOM ARTWORK 0000000 AS SHOWN \$000 NOW \$000. MERRYL VASE 000000 \$00 NOW \$00. INTERLOCK KILIM RUG, GRAY/IVORY 000000 \$000-\$0000

EIGHT-PIECE DINING ROOM: CHRISTOPHER DINING TABLE, CHRISTOPHER CHINA AND BUFFET, FOUR INGRIDA SIDE CHAIRS, AND TWO INGRIDA ARMCHAIRS

\$000/month

with 00-month, no-interest financing on your Ethan Allen Platinum Card. Everyday Best Price \$0000 total payment. Subject to credit approval. Equal monthly payments required. See back cover for details.

LEFT: CHRISTOPHER DINING TABLE 000000 \$0000 NOW \$0000. CHRISTOPHER CHINA AND BUFFET 000000G \$0000 NOW \$0000. JONAGUCHI BOWL 000000 \$000 NOW \$000. ROSEDALE PENDANTS 000000 \$000 EA. NOW \$000 EA. INGRIDA SIDE CHAIRS 000000 STARTING AT \$000 EA: NOW \$000 EA. AS SHOWN \$000 EA: NOW \$000 EA. INGRIDA ARMCHAIRS 000000 STARTING AT \$000 EA: NOW \$000 EA. AS SHOWN \$000 EA: NOW \$000 EA. RACING PAST I ARTWORK 000000A \$0000 NOW \$000.

†Monthly payment excludes sales tax and delivery charges. See back coverfor details.





SPECIAL SAVINGS GOING ON NOW

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

Ask a designer or visit ethanallen.com for details. Sale going on for a limited time. @2016 Ethan Allen Global, Inc.



SPECIAL SAVINGS GOING ON NOW

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

Ask a designer or visit ethanallen.com for details. Sale going on for a limited time. @2016 Ethan Allen Global, Inc.



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

*Delivery times may vary based on your location. Discounts are taken off our Everyday Best Prices. Prior discounts may have been taken. Some exclusions apply.

Visit a participating Design Center or ethanalien com for details. Offer ends October 31, 2016. ©2016 Ethan Allen Global, Inc.



ETHAN ALLEN

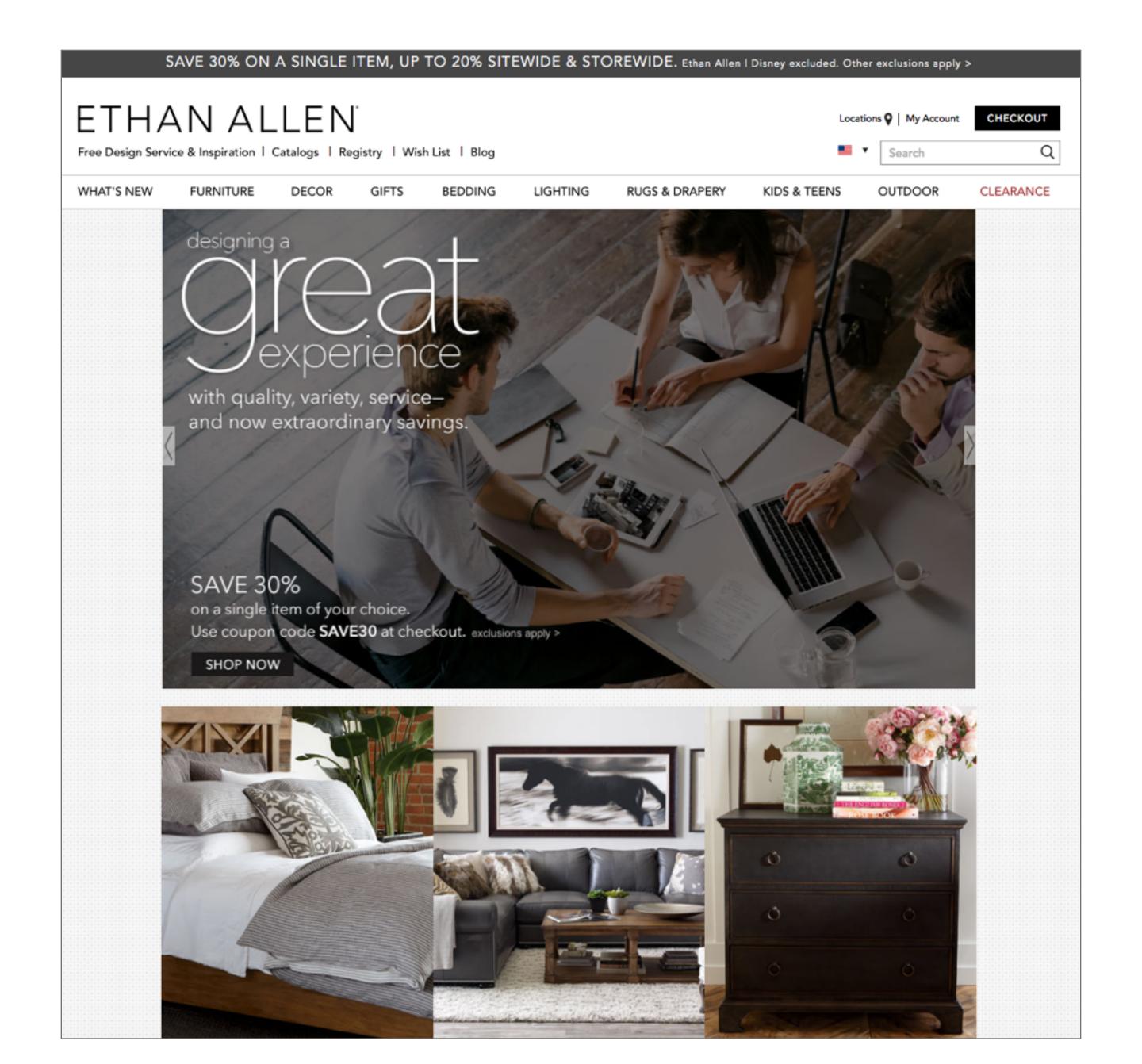
NEW YORK GARDEN CITY HARTSDALE/WHITE PLAINS HUNTINGTON STATION MANHATTAN NANUET NEWBURGH SETAUKET STATEN ISLAND WATER MILL NEW JERSEY BRICK EAST BRUNSWICK PRINCETON RIVER EDGE/PARAMUS SOMERVILLE/BRIDGEWATER WATCHUNG WAYNE WHIPPANY

Discounts are taken off our Everyday Best Prices. Prior reductions may have been taken. Clients may receive 30% discount on a single item, excluding Custom Quick Ship Upholstery. Limit one 30% after per household.

Highest-priced item will receive 30% savings off our Everyday Best Price. Any additional items purchased will receive lesser promotional savings. Offers cannot be combined. Other exclusions apply.

Visit a participating Design Center or ethanollen.com for details. Offers end October 31, 2016. ©2016 Ethan Allen Global, Inc.

Home Page



Emails

ETHAN ALLEN

NEW SHOP PRODUCTS INSPIRATION REGISTRY WISH LIST CLEARANCE



COMPLIMENTARY PERSONAL DESIGN SERVICE

From choosing the perfect piece to designing an entire home, our designers can help as little or as much as you'd like-and their services are always on the house.

LEARN MORE

PREMIER IN-HOME DELIVERY

No surprises, no "heavy" item surcharges. Our drivers deliver excellence,



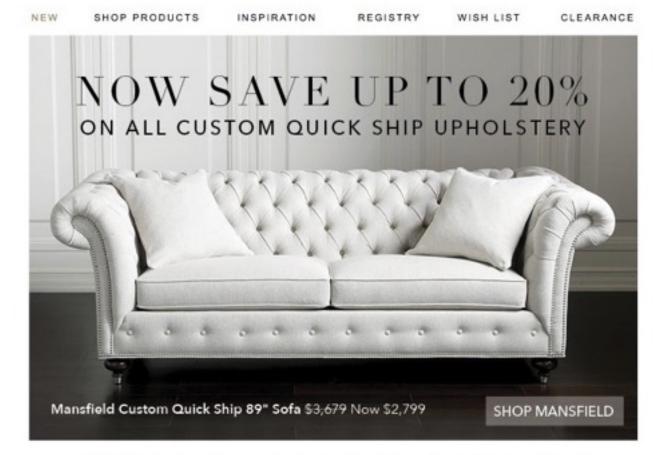
SPECIAL FINANCING OPTIONS

With smart financing options to suit your unique budget, our Platinum Card offers convenient monthly payments to help you get the looks you love now.

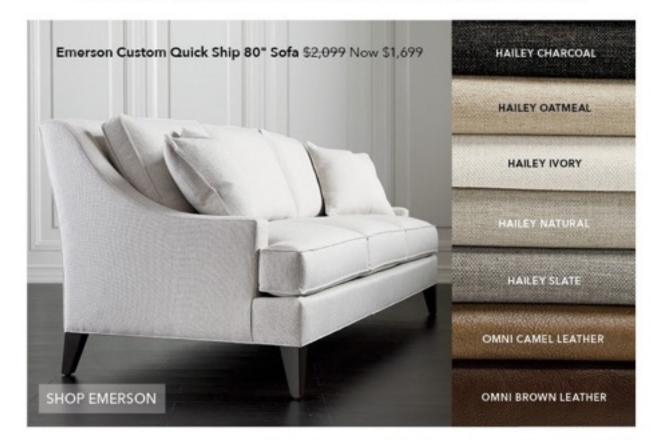
CELEBRATE OCTOBER SAVINGS

Find a Design Center

ETHAN ALLEN



ETHAN ALLEN MEANS QUALITY SAVINGS SERVICE QUICK SHIP STYLE



CHAIRS OTTOMANS RECLINERS

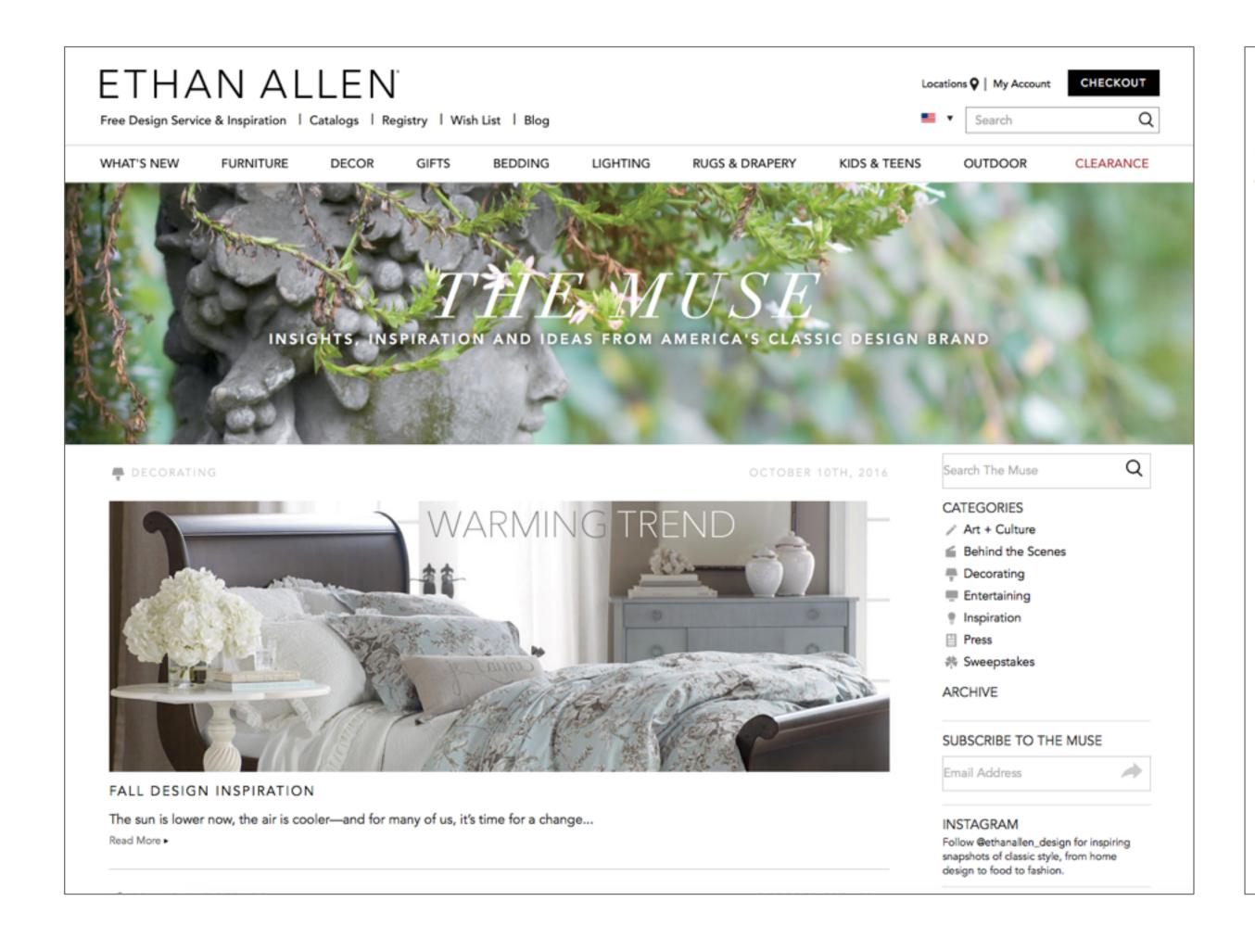






Social Media Focus

The Muse blog, Facebook, Pinterest, Houzz, Twitter, Instagram, Google+, and YouTube





Real Estate Partnership

- Century 21, Coldwell Banker, ERA,
 Sotheby's, and BH&G
- New homeowners program
 - Direct mail to selected new homeowners after they close on a home
 - EA access to uncapped transactional listings and closing data
- Access to brand conferences & events
- Broker offer
 - Offer agents unique gift options for their clients that set them apart from their competition







Wedding & Gift Registry

- Registry FAQ, Registry benefits, registry checklist & POS
- 15% completion offer (in-store only)
- Press release in early March
- Design Center event guide
- New email signups get a customized experience
- Registry promoted on all social platforms and in digital advertising







- Offerings
- Projection
- Marketing



















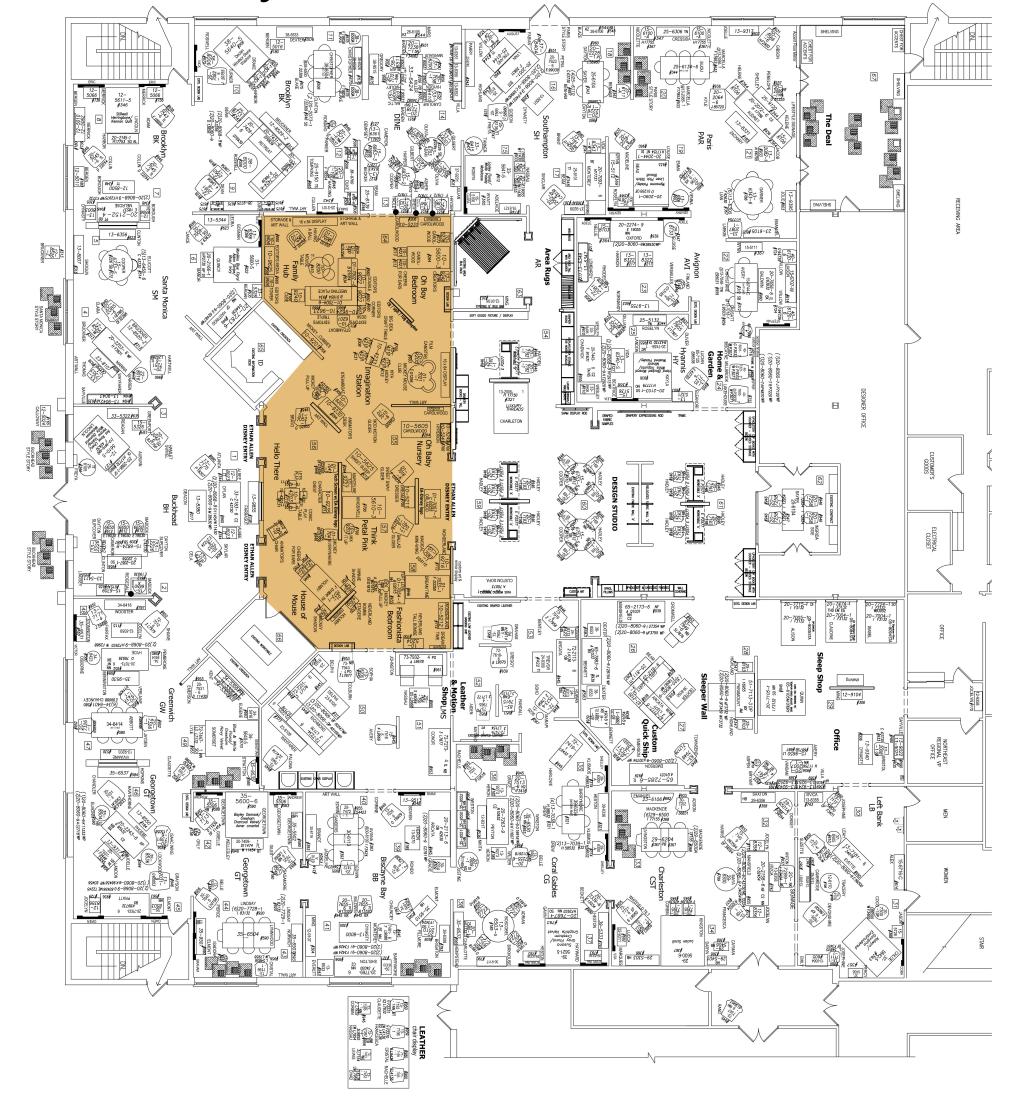


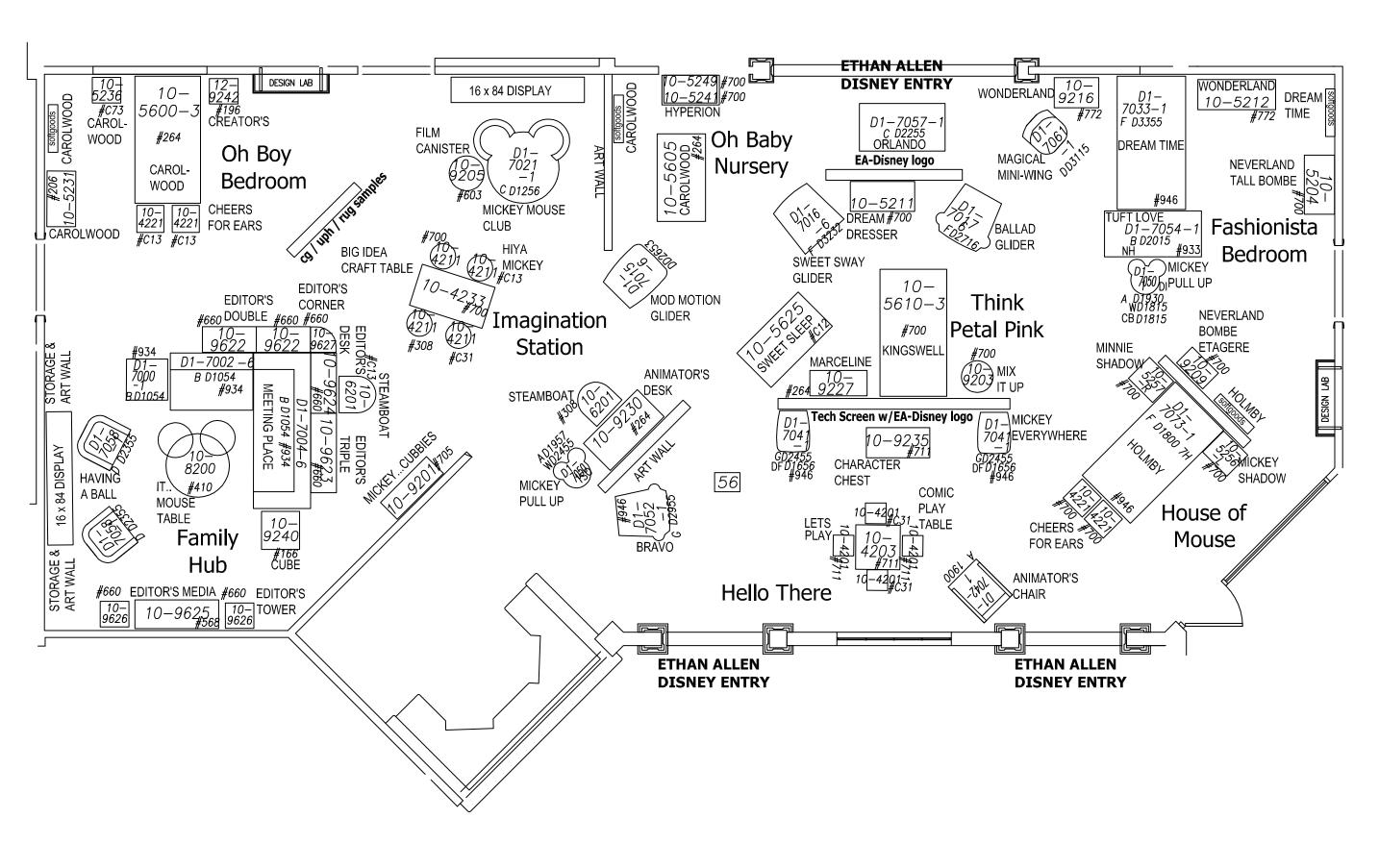






Danbury SUMMER 2016





1500 sq ft

Marketing

- Launch to Disney enthusiast
- November Direct Mail reaching 4 million homes
- Digital / Social media marketing
- 32-page Design Center brochure
- ethanallen.com/disney
- 140-page "Story Book"- January 2017





LAST YEAR, AS WE CELEBRATED OUR GRANDDAUGHTER'S FIFTH
BIRTHDAY AT WALT DISNEY WORLD, I HAD THE PLEASURE OF EXPERIENCING
DISNEY THROUGH HER EYES—HER AWE AT MEETING THE CHARACTERS,

AND HER JOY AT THE MAGIC WE DISCOVERED AROUND EVERY CORNER.

AS WE FLOATED THROUGH IT'S A SMALL WORLD TOGETHER, LIKE PARENTS

AND GRANDPARENTS AND CHILDREN HAVE FOR GENERATIONS, AND

JOINED OUR VOICES IN THAT FAMOUS SONG, THE WORDS RESONATED

WITH ME LIKE IT WAS THE FIRST TIME: IT'S A SMALL WORLD, AFTER ALL...

IT IS A SMALL WORLD—AS AN AMERICAN BY CHOICE, I KNOW WELL HOW

SIMILAR WE ALL ARE, NO MATTER WHERE WE'RE FROM. AS THE LEADER

OF A GREAT AMERICAN HOME FURNISHINGS COMPANY, I SEE THE MELTING

POT OF THE WORLD'S IMAGINATION COME TO LIFE IN OUR STYLES AND

DESIGNS. AMERICA REPRESENTS THE DIVERSITY AND THE IDEAS OF THE WORLD; SO DO DISNEY AND ETHAN ALLEN: FROM EVERYWHERE, RELEVANT EVERYWHERE.

I ENVISIONED US WORKING TOGETHER, USING OUR UNIQUE PERSPECTIVES
TO BUILD A "MAGICAL HOME," AND NOW IT'S MY GREAT PLEASURE TO
INVITE YOU TO STEP INSIDE.

Welcome to Ethan Allen Visney.

Jorny Hothers.

FAROOQ KATHWARI

CHAIRMAN, PRESIDENT AND CEO ETHAN ALLEN INTERIORS INC.















a great responsibility

ON BEHALF OF EVERY PRODUCT WE MAKE AND EVERY MATERIAL WE USE, WE ARE COMMITTED TO EXCELLENCE, ETHICS, HUMAN RIGHTS, AND ENVIRONMENTAL SOUNDNESS.

WE LIKE TO SAY THAT WE BUILD SOCIAL RESPONSIBILITY INTO EVERY PIECE, AND WE THINK THAT CONSIDERATION FOR THE EARTH AND THE PEOPLE ON IT IS ONE OF THE MOST BEAUTIFUL THINGS WE HAVE TO OFFER.

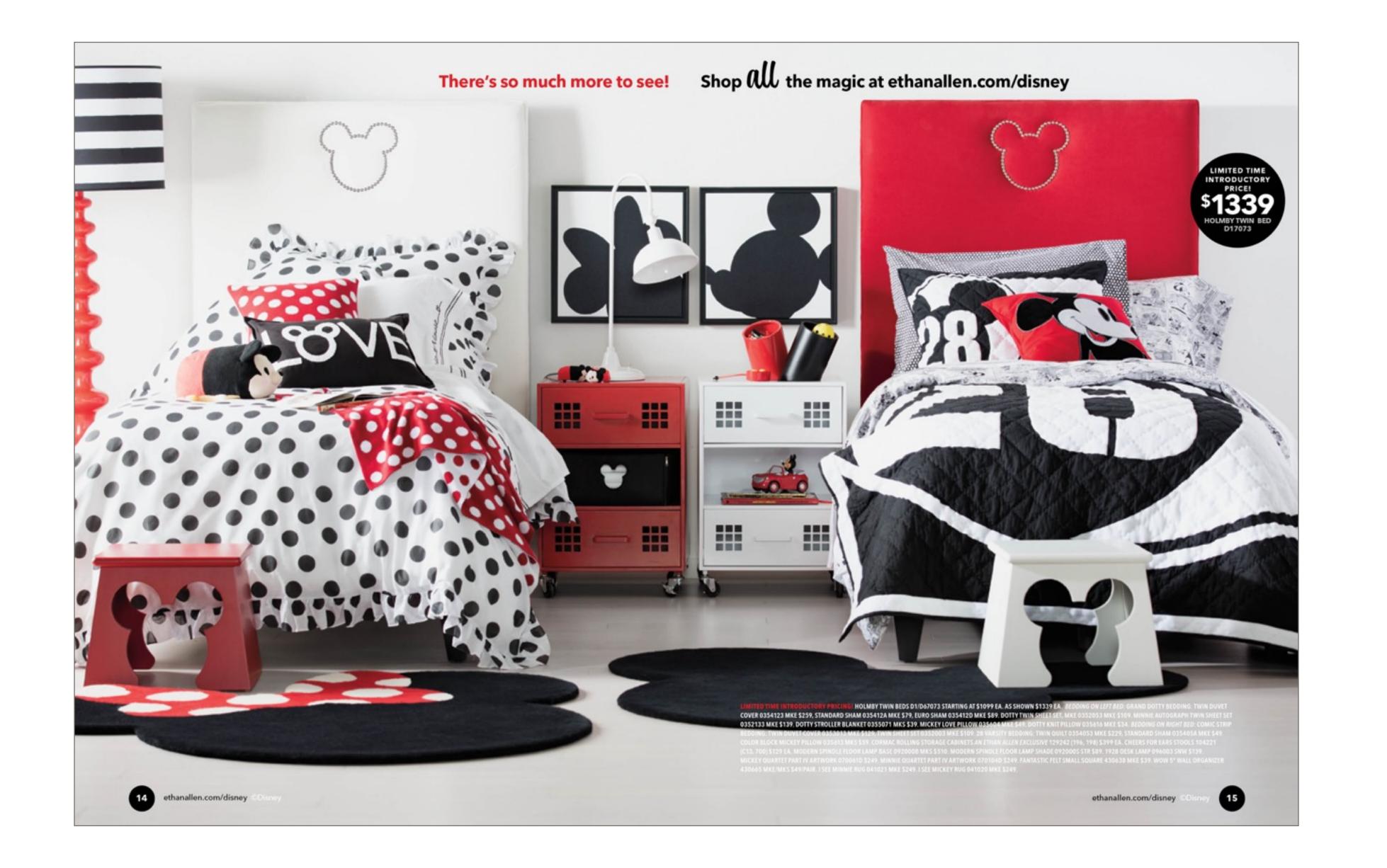


THERE'S SO MUCH MORE TO SEE! SHOP ALL THE MAGIC AT ETHANALLEN.COM/DISNEY LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: HAVING A BALL CHAIR D1/D67058 STARTING AT \$379 AS SHOWN \$439. EDITOR'S MODULAR: MEDIA CABINET 109625 (660) \$599. TOWERS 109626 (660) \$599 EA. LETTER TILE A-Z ARTWORK 070073A-Z \$39 EA. TOTALLY TRIANGLE RUG 041003 MKS \$649-\$1299. FANTASTIC FELT LARGE SQUARES 430636 MKS \$49 EA. FANTASTIC FELT LARGE SQUARES 430636 STL \$49 EA. WOW 8" WALL ORGANIZER 430662 MKE \$74/PAIR. THIS PAGE, CLOCKWISE FROM TOP LEFT: MICKEY MOUSE CLUB CHAIR-AND-A-HALF D1/D67021 STARTING AT \$1689 AS SHOWN \$1779; DOTTY KNIT STROLLER BLANKET 0355071 MKE \$39; MICKEY STRIPE RUG 041008 MKS \$649-\$1349. FILM CANISTER SIDE TABLE 109205 (603) \$499. CHECKERBOARD SQUARE RUG 041007 \$699.





LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: CHARACTER CHEST 109235 (711) \$1599. SPECIAL EDITION MICKEY EVERYWHERE CHAIR AS SHOWN D17041 \$909. CONDUCTOR TABLE LAMP 096014 \$279. CHAILXBOARD FRAME WALL MIRROR 070402 \$599. ENSEMBLE PAINTED 18" VASE 430605 MKS \$99. LARGE HOBNAIL VOTIVES: 430607A MKS/SNW \$34 EA. TOTALLY TRIANGLE RUG 041003 MKE \$649-\$1299. THIS PAGE: ANIMATOR'S CHAIR D1/D67042 STARTING AT AND AS SHOWN \$1399. ABSTRACT MICKEY ARTWORK 070050 \$1399. COLOR BLOCK/DRIP PAINT MICKEY ARTWORK 070052A/C \$349 EA. RETRO SHAPE LITH ARTWORK 070054A/B \$599 EA. HI-YA ARTWORK 070056 \$329. MICKEY QUARTET PART LITH VARK 070061A/B/D \$249 EA. MICKEY SILHOUETTE IV ARTWORK 070102 \$149. MINNIE QUARTET PART LITH VARK 070104A/D \$249 EA. GRAPHIC TYPOGRAPHY II ARTWORK 070108 \$249.







THERE'S SO MUCH MORE TO SEE! SHOP ALL THE MAGIC AT ETHANALLEN.COM/DISNEY LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: MAGICAL MINI WING CHAIR D1/D67061 STARTING AT \$419 AS SHOWN \$509. CHAIR BOARD FRAME WALL CORKBOARD

070404 \$399, WOW 5" WALL ORGANIZER 430665 MKS \$49/PAIR. MICKEY STRIPE RUG 041008 MKS \$649-\$1349. THIS PAGE: HYPERION CHEST 105241 (700) \$1099. MICKEY HOBNAIL ACCENT LAMP 096011 \$139. MICKEY QUARTET PART II ARTWORK 0700618 \$249. MINNIE QUARTET PART I ARTWORK 070104A \$249. FANTASTIC FELT SMALL SQUARE 430638 MKS \$39. DOTTY STROLLER BLANKET 0355071 MKS \$39.











LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: OH BOY TODDLER QUILT 0354072 DPS \$99. TICKING STRIPE MICKEY TODDLER QUILT 0354092 MDN \$119. COLOR BLOCK MICKEY TODDLER QUILT 0354112 SKY 5119. THIS PAGE, CLOCKWISE, FROM TOP LEFT: IT'S IN THE STARS BEDDING: TWIN COMFORTER 0354023 MDN \$179, STANDARD SHAM 035402A MDN \$39; MICKEY DASH TWIN SHEET SET 0352013 MDN \$109; DOTTY STROLLER BLANKET 0355071 MKS \$39; COLOR BLOCK MICKEY PILLOW 035613 MKS \$59. MARCELINE LOW ÉTAGÈRES 109226 (C13, MICKEY SILHOUETTE IV ARTWORK 070102 \$149; GRAPHIC TYPOGRAPHY II ARTWORK 070108 \$249; WOW 8" WALL ORGANIZER 430662 MKS/MDN \$74/PAIR; WOW 5" WALL ORGANIZER 430665 MKS/MDN \$49/PAIR. MICKEY CONSTELLATION ACCENT LAMP 096006 \$99. TICKING STRIPE MICKEY BEDDING: TWIN QUILT 0354093 MDN \$229; STANDARD SHAM 035409A MDN \$49; PAINT STRIPE TWIN SHEET SET 0352073 MDN \$109; OH BOY PILLOW 035609 DPS \$59; COLOR BLOCK MICKEY PILLOW 035613 MKS \$59; SWEATER STITCH STROLLER BLANKET 035512 MDN \$39.





LIMITED TIME INTRODUCTORY PRICING! ABOVE: CAROLWOOD TWIN STORAGE BED 105600 (264) \$1599. TICKING STRIPE MICKEY TWIN QUILT 0354093 MDN \$229. COLOR BLOCK MICKEY PILLOW 035613 MKS \$59. OPPOSITE: CAROLWOOD TWIN STORAGE BED 105600 (264) \$1599. COLOR BLOCK MICKEYTWIN QUILT 0354113 \$259. MICKEY DASHTWIN SHEET SETS 0352013 MKS/MDN \$109 EA. IT'S IN THE STARS STANDARD SHAM 035402A MDN \$39. OH BOY PILLOW 035609 MKS \$59. CORMAC ROLLING STORAGE CABINET AN ETHAN ALLEN EXCLUSIVE 129242 (196) \$399. CHEERS FOR EARS STOOL 104221 (C13) \$129. CAROLWOOD ACCENT LAMP 096008 MDN \$199. MICKEY LONGBOARD WALL ART I/III 070109A/C \$139 EA. I SEE MICKEY RUG 041020 MKE \$249.







LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: DREAM TIME QUEEN BED D1/D67035 STARTING AT \$1399 AS SHOWN \$1569, MAD ABOUT MINNIE FULL/QUEEN QUILT 0354064 MPK \$349. MIDI DOTTY BEDDING: FULL/QUEEN COMFORTER 0354044 MKE \$159, EURO SHAM 035404D MKE \$39, PEONY SHAM 035303A MPK \$49. DOTTY QUEEN SHEET SET 0352055 MPK \$159. FASHION QUEEN PILLOW 035607 BGM \$49. BOW LA LA EMBROIDERED PILLOW 035610 MPK \$59. REALLY RUFFLE PILLOW 035614 MPK \$49. MICKEY PULL-UP OTTOMAN D1/D67050 STARTING AT \$329 AS SHOWN \$439. WONDERLAND SIDE TABLE 109216 (772) \$899. X AND O LAMP 096012 \$279. SMALL HOBNAIL VOTIVE 4306078 SNW \$19. NOT YOUR TRADITIONAL RUG 041001 MPK \$1099-\$1499. ABOVE: WONDERLAND DRESSER 105212 (772) \$1899. MINNIE BEADED ACCENT LAMP 096009 STL \$199. NOT YOUR TRADITIONAL WALL MIRROR 070400 VAN \$849. BULB JARS: LARGE 430610A \$104, MEDIUM 430410B \$94, NOT YOUR TRADITIONAL RUG 041001 MPK \$1099-\$1499.





LIMITED TIME INTRODUCTORY PRICING! OPPOSITE PAGE: SWEET SLEEP CRIB 105625 (C12) \$1199. HUGS AND KISSES KNIT STROLLER BLANKET 0355141 PTL \$39. NEVERLAND BOMBÉ CHEST 105201 (700) \$1699. HYPERION CHANGING TOPPER 105249 (700) \$139. MINNIE BEADED WALL SCONCE 098002 PTL \$169. NOT YOUR TRADITIONAL WALL MIRROR 070400 VAN \$849. DAISY MGR/PTL \$39 EA. MISS MOUSE STROLLER BLANKET 0355051 PTL \$39; HUGS AND KISSES MATELASSÉ STROLLER BLANKET 0355061 PTL \$39; SWEATER STITCH STROLLER BLANKET 035512 PTL \$39. HUGS AND KISSES KNIT STROLLER BLANKET 0355141 PTL \$39; DOTTY KNIT PILLOW 035616 PTL \$34. SWEET SWAY GLIDERS D1/D67016 STARTING AT \$1269 EA., AS SHOWN \$1479 EA.

GIFT & BABY REGISTRY, GET STARTED AT



LIMITED TIME INTRODUCTORY PRICING! ABOVE: BALLAD GLIDER DIJD67017 STARTING AT \$1299 AS SHOWN \$1509. OPPOSITE PAGE: CAROLWOOD STORAGE CRIB 105605 (700) \$1599.

CAROLWOOD DOUBLE DRESSER 105232 (700) \$1399. MICKEY DASH CRIB SHEET 0352022 MDN \$34. CAROLWOOD ACCENT LAMP 096008 MDN \$199. FAMOUS MOUSE ARTWORK 070080 \$699.

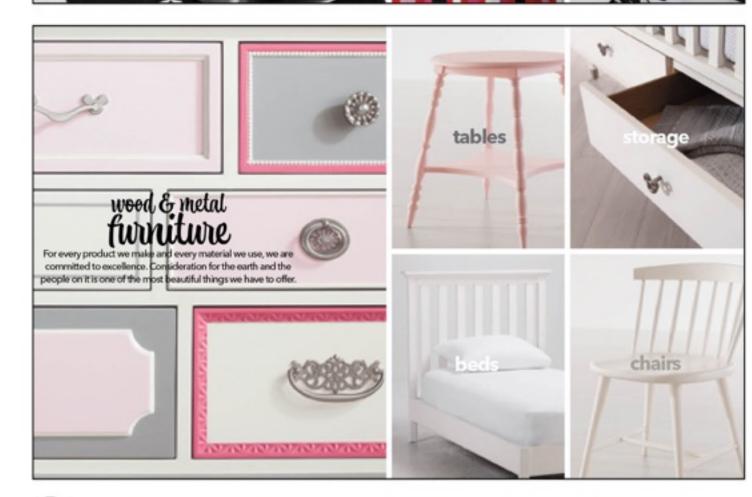
BULB JARS: LARGE 430610A \$104, MEDIUM 430610B \$94. FANTASTIC FELT LARGE SQUARE BASKET 430636 STL \$49. BRAIDED MICKEY RUG 041019 MDN \$129. I SEE MICKEY RUG 041020 SKY \$249.





There's so much more to see!

ottomans



Shop all the magic at ethanallen.com/disney





There's so much more to see!

Shop all the magic at ethanallen.com/disney









U.S. State Department Packaged Home Program

- Three Lifestyle Packages
 - Contemporary
 - Traditional
 - Transitional

DEPARTMENT OF STATE DEPARTMENT OF STATE WORLDWIDE RESIDENTIAL FURNITURE PROGRAM WORLDWIDE RESIDENTIAL FURNITURE PROGRAM ETHAN ALLEN

ESTABLISHED 1932



Contemporary Collection



ETHAN ALLEN



Traditional Collection



ETHAN ALLEN



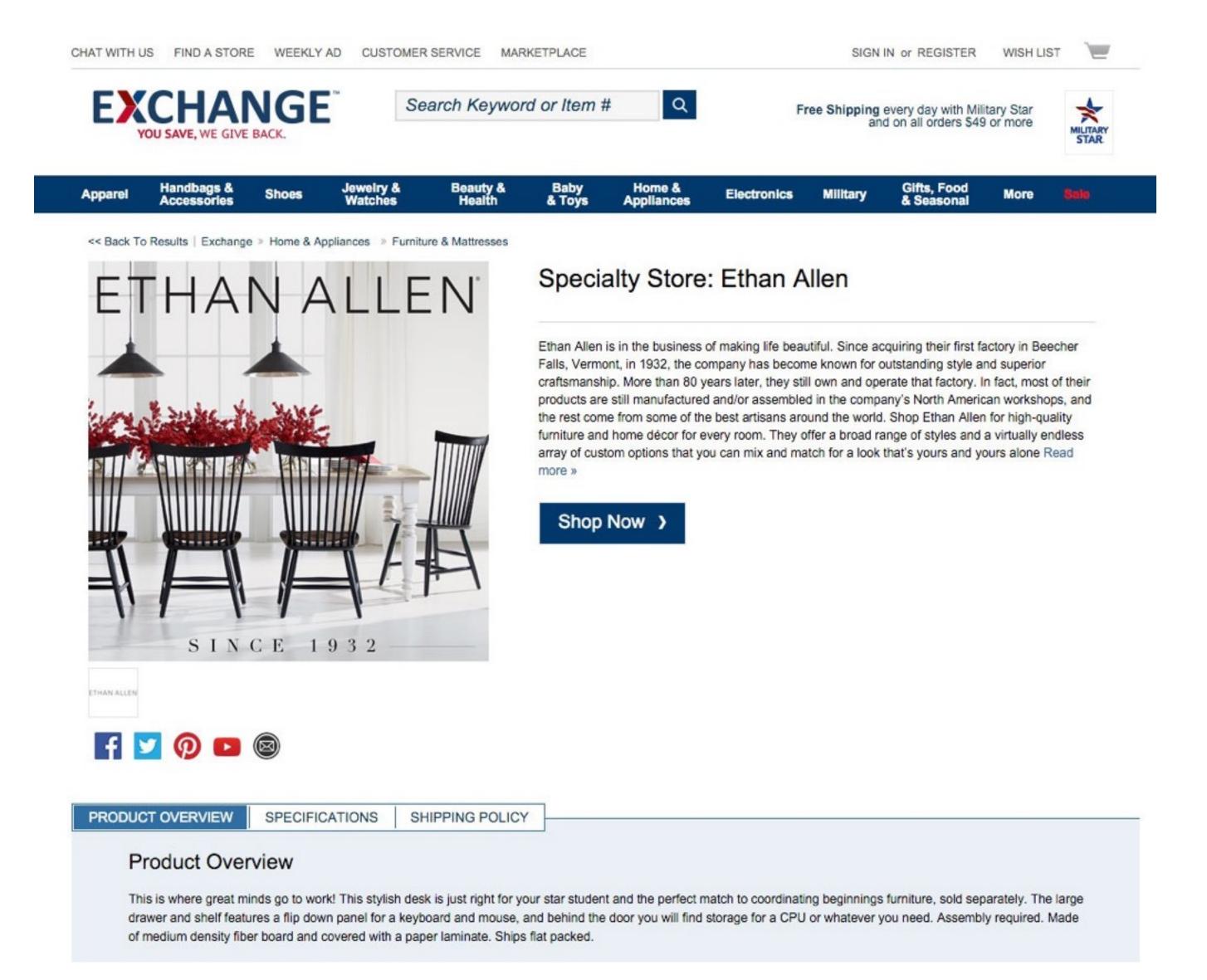
Transitional Collection



ETHAN ALLEN

Army & Air Force Exchange Service

- Specialty Online Store



Good Corporate Governance

Good Corporate Governance

We Continuously Implement 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
- At the 2015 Annual Stockholder Meeting, eliminated requirement that business combinations be approved by a majority of the continuing directors

Good Corporate Governance

2016 Annual Stockholder Meeting Governance Proposals

- A. Implement "Proxy Access"
- B. Implement majority voting in uncontested elections
- C. Allow for stockholder removal of directors with or without cause
- D. Make changes to our governance documents to implement the 2016 proposals and conform them to customary standards

Independent and Engaged Board

Snapshot of 2016 Independent Director Nominees

Average
Tenure
2.8 years

Gender
Diversity
33%
women



- Fiscal year 2016: 100% attendance by each director at four Board of Directors meetings, five Audit Committee meetings, two Compensation Committee meetings, and two Nominations Committee meetings
- 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 are paid by the Company.
- All members of Audit Committee are financial experts.

Financials

Ethan Allen Interiors Inc.

(\$, millions except per share)

Opportunity Scenarios

	1	'Peak"	"\	Valley"			Prev	vious Peak			
	_	F2006	<u>F</u>	- 2010	<u>A</u>	<u>B</u>		<u>C</u>	<u>D</u>	<u>F</u>	Y 2016
Net sales	\$	1,066	\$	590	\$ 800	\$ 900	\$	1,066	\$ 1,200	\$	794
Gross margin		50.7%		50.1%	55.0%	55.5%		56.0%	56.5%		55.7%
Operating expenses	\$	394	\$	294	\$ 354	\$ 385	\$	437	\$ 478	\$	355
% of NS		37.0%		49.8%	44.3%	42.8%		41.0%	39.9%		44.7%
Operating income	\$	147	\$	1	\$ 86	\$ 114	\$	160	\$ 200	\$	87
% of NS		13.8%		0.2%	10.7%	12.7%		<i>15.0%</i>	16.6%		10.9%
Net interest & other	\$	5	\$	8	\$ 2	\$ 2	\$	2	\$ 2	\$	1
Pretax income	\$	142	\$	(7)	\$ 84	\$ 112	\$	158	\$ 198	\$	86
Net income	\$	88	\$	(4)	\$ 53	\$ 71	\$	100	\$ 126	\$	54
Diluted EPS	\$	2.59	\$	(0.15)	\$ 1.87	\$ 2.49	\$	3.51	\$ 4.40	\$	1.92
Wtd avg shares		34.1		29.0	28.6	28.6		28.6	28.6		28.3

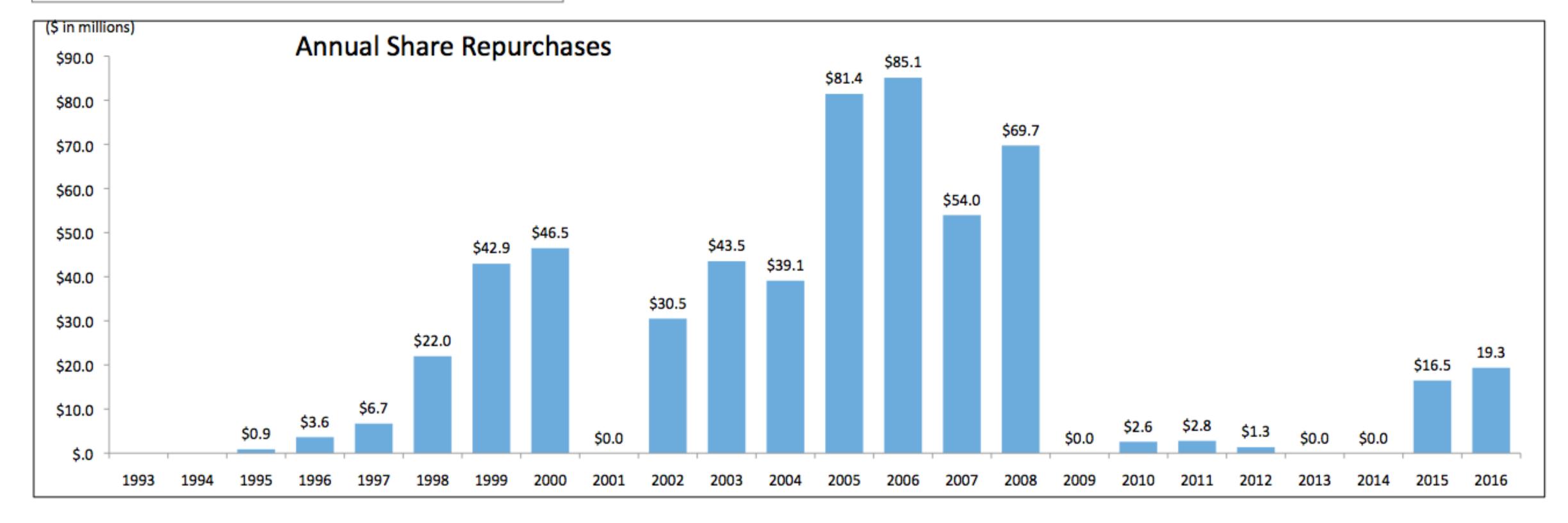
Assumptions: Results exclude certain recurring and non-recurring charges and gains and the tax effect of these adjustments, and are normalized annual opportunities; quarterly results are affected by many factors including seasonality. The Opportunity Scenarios are not intended to be projections but rather hypothetical outcomes that show the sensivity 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.

Focus on Stockholder Returns

(in millions)	
Total shares issued Shares outstanding June 30, 2006 Shares outstanding June 30, 2016	48.9 32.1 27.7
Cumulative share repurchases	19.5 40.0%

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

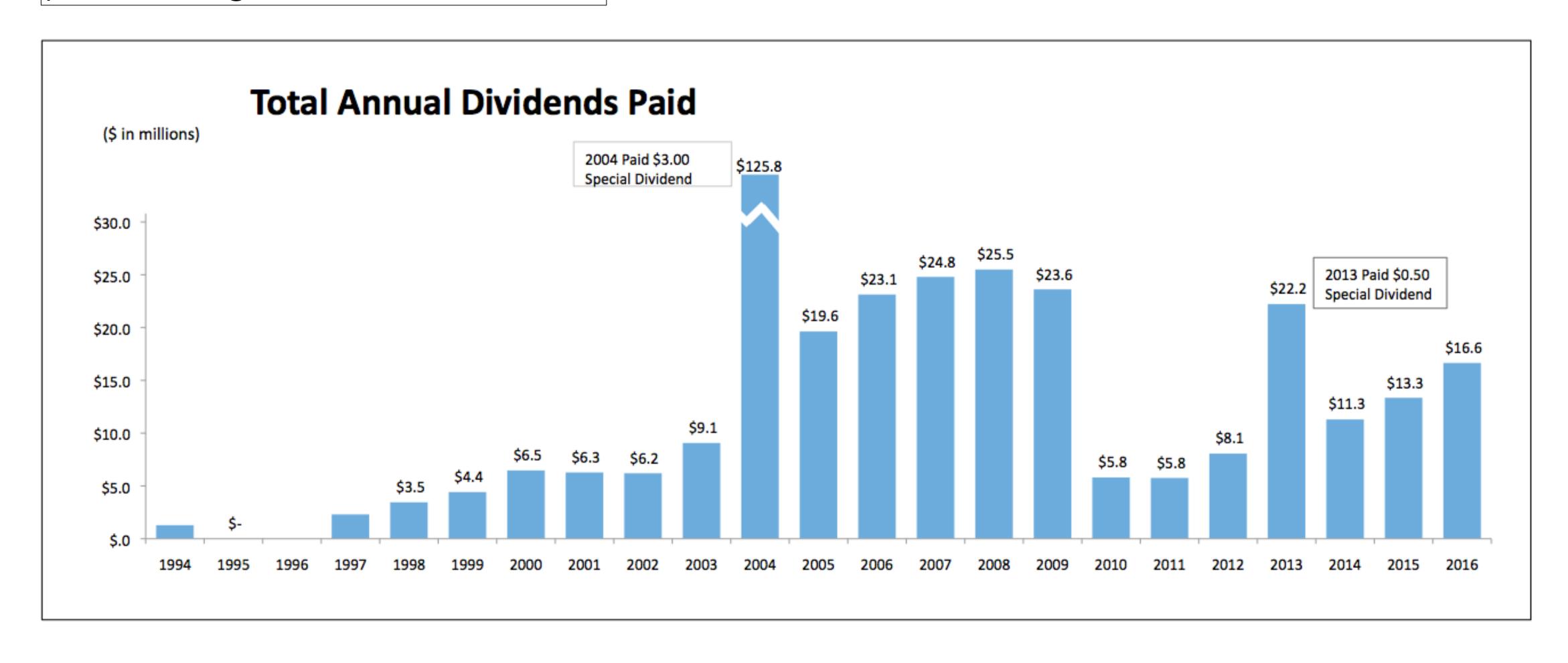
Total Share Repurchases \$568.5 million



Focus on Stockholder Returns

Total Dividends of \$365.0 million paid through FY 2016

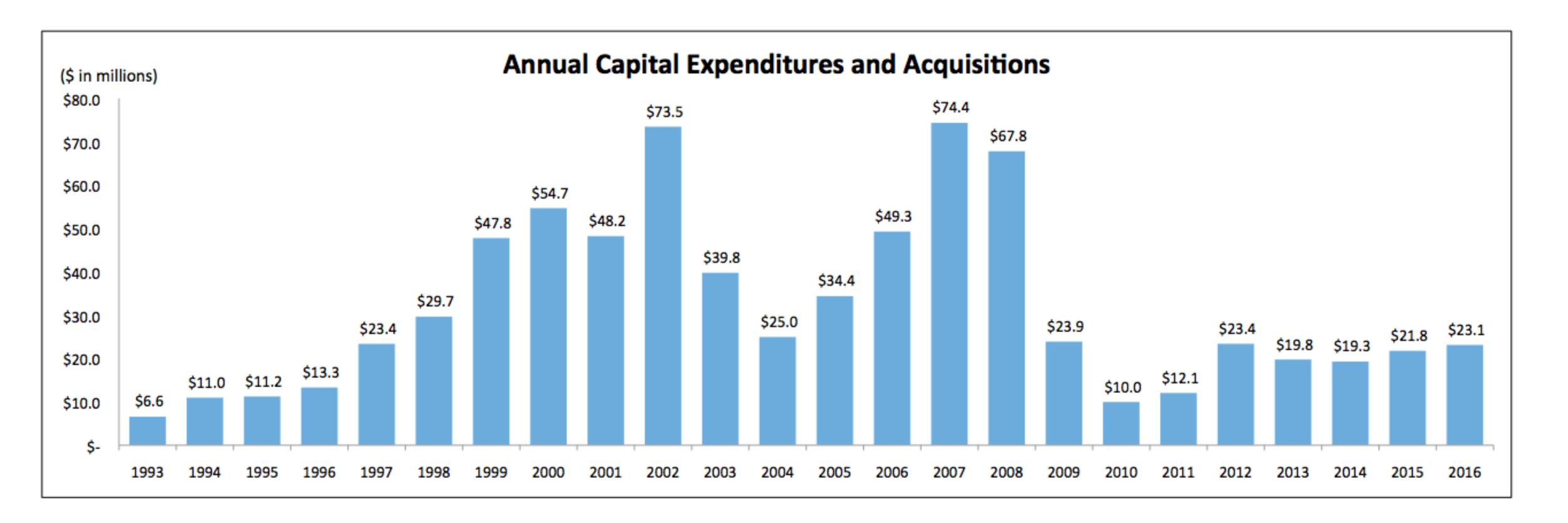
Long and consistent history of returning value to stockholders, including payment of Regular and Special Dividends.



Focus on Stockholder Returns

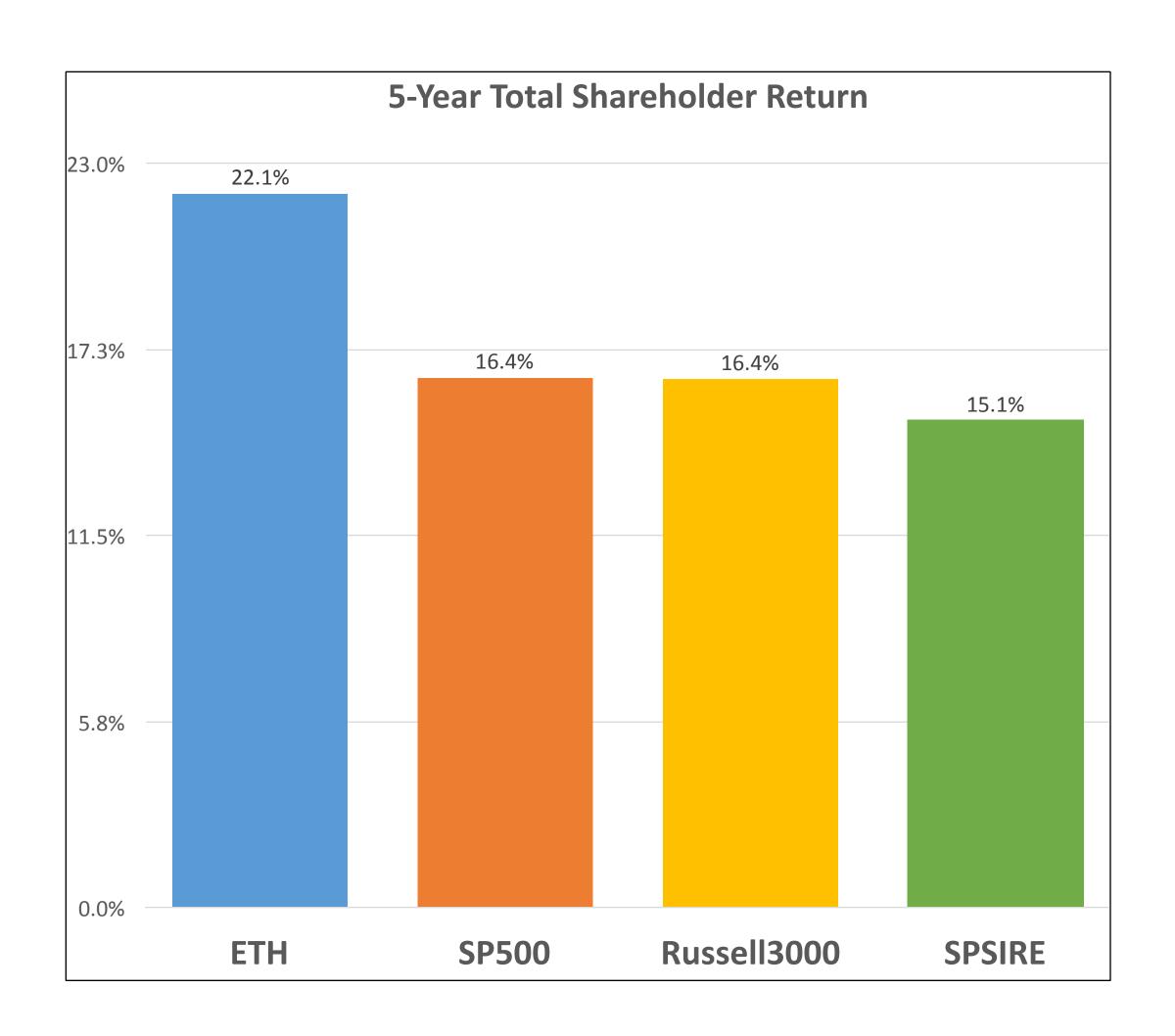
Total Capital Expenditures of \$763.3 million through FY 2016

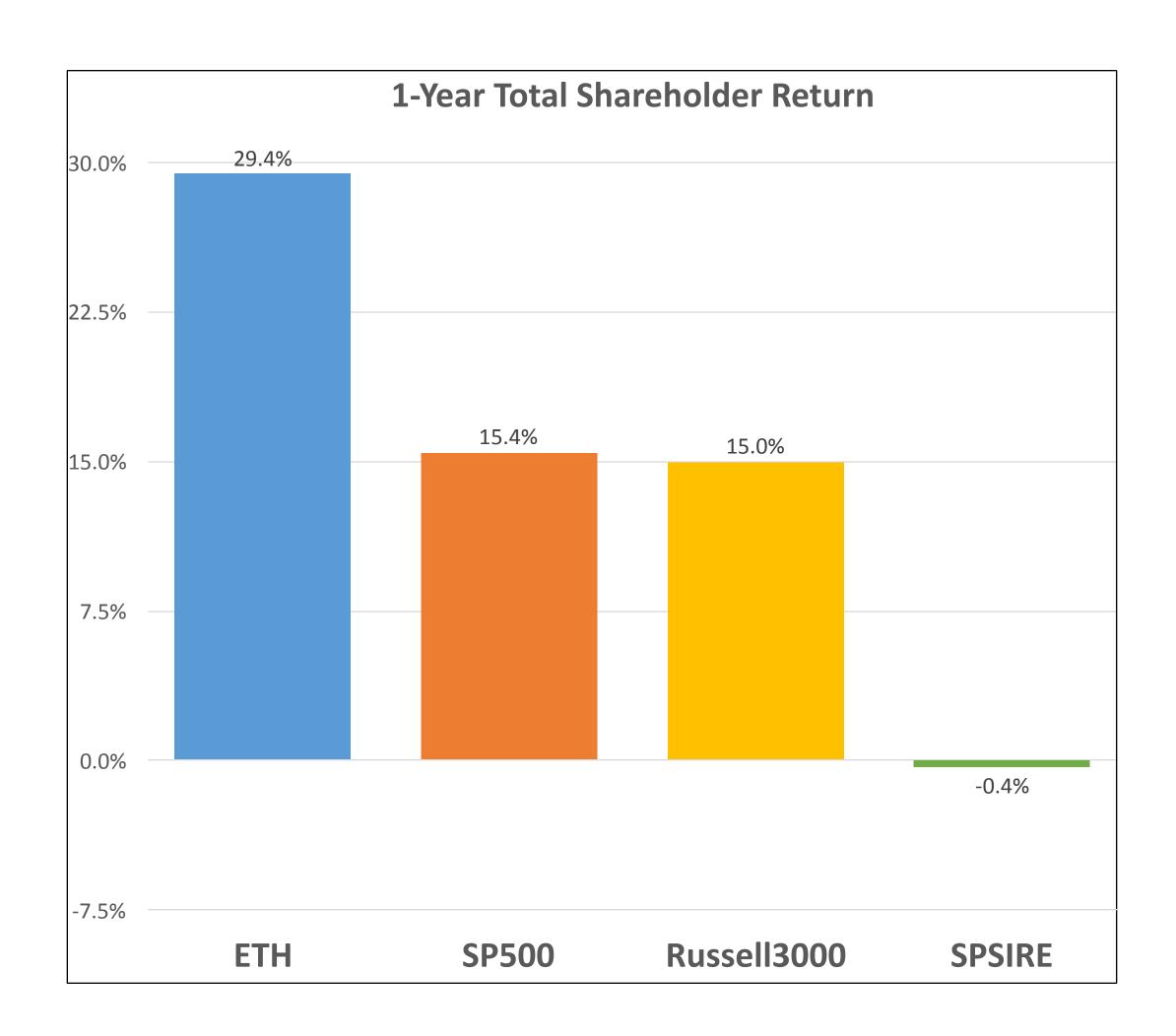
Total Capital Expenditures of \$763.3 million through FY 2016



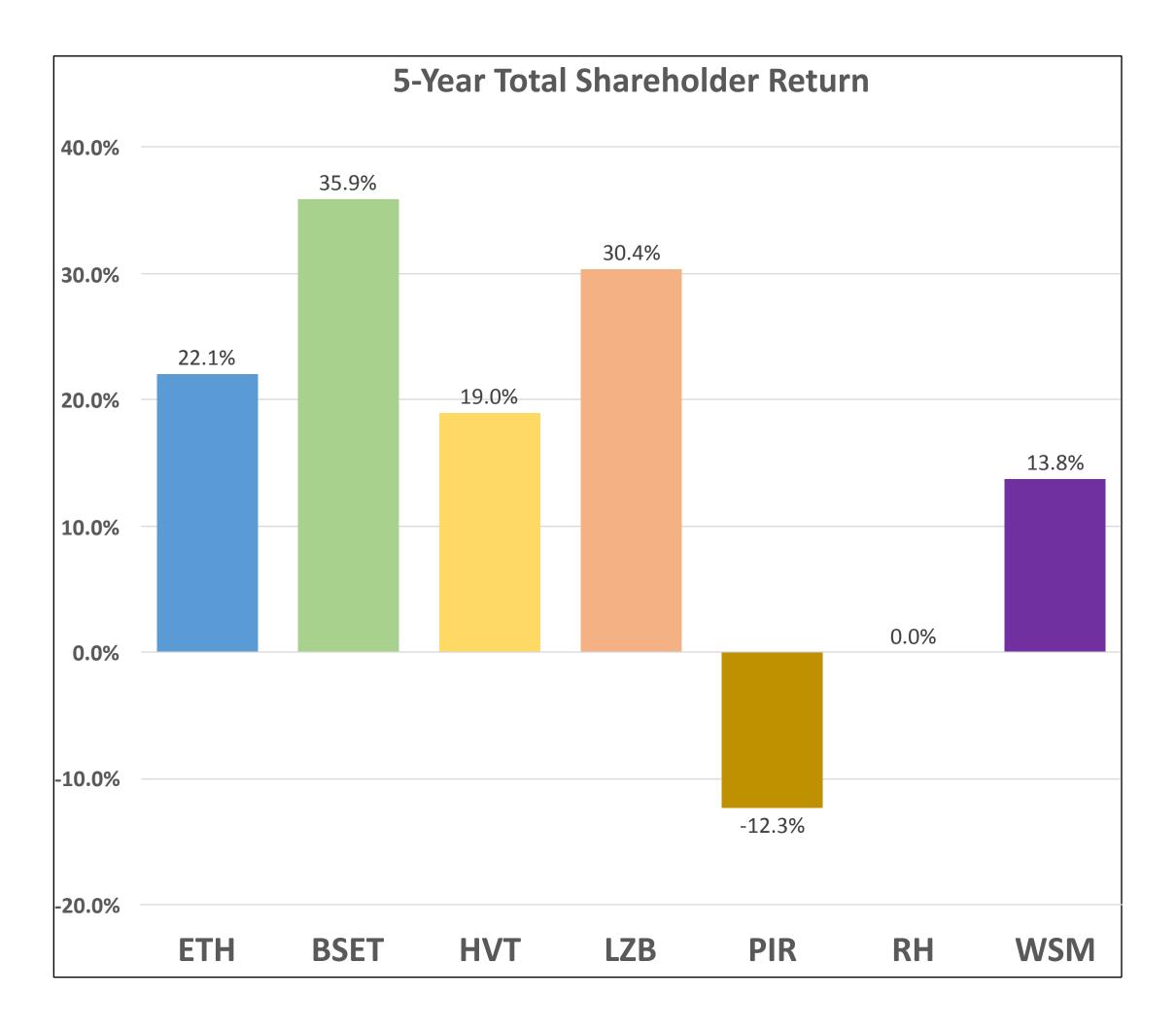
Financials

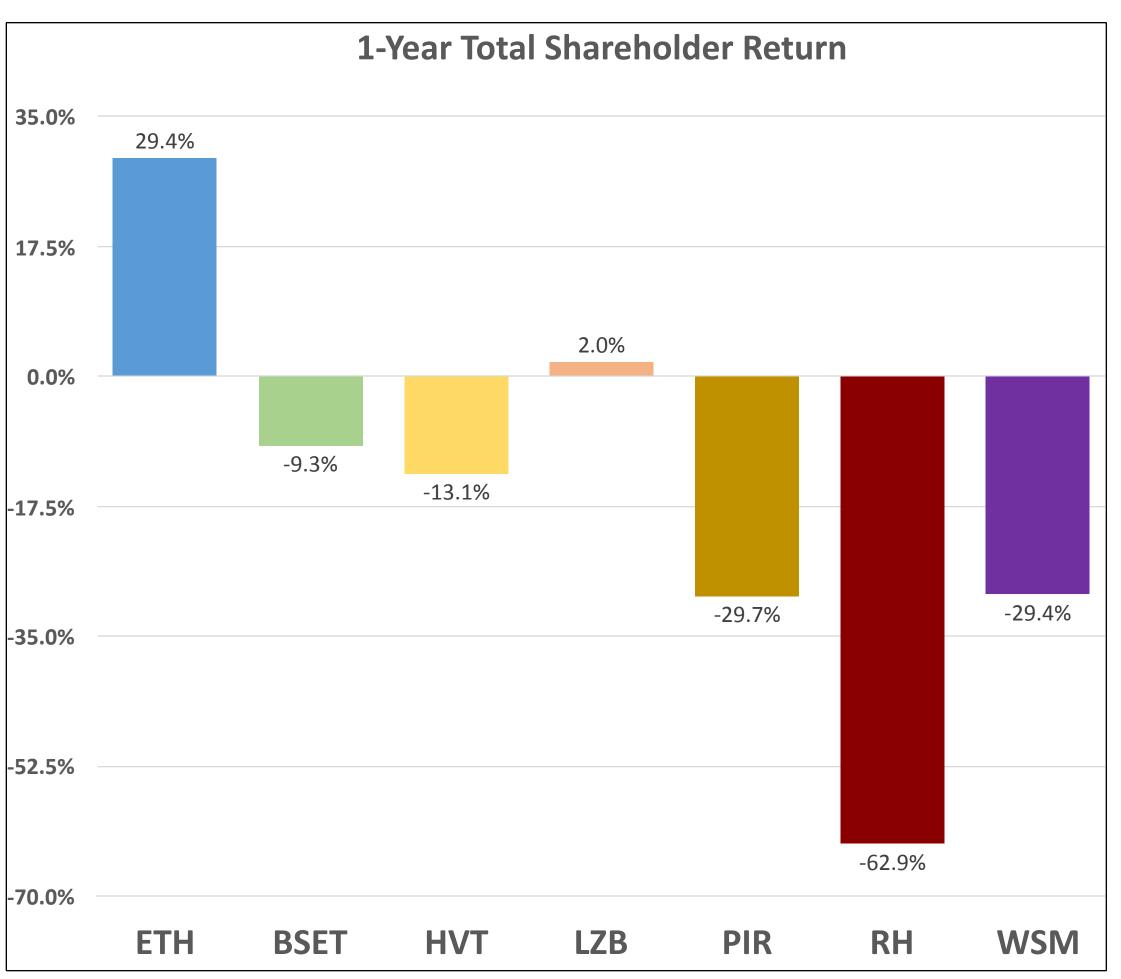
Strong TSR Performance to Benchmarks





Strong TSR Performance to Peers





Q1-FY17 Financial Results

(\$, millions except per share amounts)

Net sales

Gross margin

Operating expenses

Operating income

Operating margin

Net Int & Other Exp

Pretax income

Net income

Diluted EPS

<u>Q1</u>	F2017
\$	193.3
	56.1%
\$	89.5
\$	19.0
	9.8%
\$	(0.2)
\$	18.8
\$	11.9
	\$0.43

<u>Q1</u>	F2016
\$	190.4
	55.0%
\$	83.8
\$	20.9
	11.0%
\$	(0.3)
\$	20.6
\$	13.1
	\$0.46

Cha \$	nge %
\$ 2.9	1.5%
\$ 5.8	6.9%
\$ (2.0)	-9.4%
6 0 2	AE E 0/
\$ 0.2 \$ (1.8)	-45.5% -8.8%
\$ (1.1)	-8.8%
(\$0.03)	-6.5%

Amounts adjusted to exclude certain recurring and non-recurring charges and gains and the tax effect of these adjustments.

Q1-FY17 Financial Metrics

(\$, millions)	September 30, 2016	September 30, 2015		Chang \$
Inventories	\$ 159.3	\$ 156.6	\$	2.8
Total cash & securities	\$ 76.6	\$ 94.8	\$	(18.3)
Total debt	\$ 41.1	\$ 75.5	\$	(34.4)
Net debt	\$ (35.5)	\$ (19.3)	\$	(16.2)
Net debt % of equity	-9.0%	-5.1%		
Net debt % of capital	-8.1%	-4.2%		
Dividends paid YTD	\$ 4.7	\$ 4.0	\$	0.7
Share Repurchases YTD (trade date basis)	\$ 3.4	\$ -	\$	3.4
Capital expenditures & acquisitions YTD	\$ 7.4	\$ 3.1	\$	4.3
Acquisitions YTD	\$ -	\$ -	\$	-
Capital expenditures & acquisitions YTD	\$ 7.4	\$ 3.1	\$	4.3

1.8%

-19.3%

-45.6%

83.7%

18.7%

n/a

137.1%

n/a 137.1%

FY 2016 Financial Results

(\$, millions except per share amounts)

Net sales

Gross margin

Operating expenses

Operating income

Operating margin

Net Int & Other Exp

Pretax income

Net income

Diluted EPS

	F2016
\$	794.2
	55.7%
\$	355.3
¢	97.0
\$	87.0
	10.9%
\$	(1.2)
\$	85.7
\$	54.4
	\$1.92

	<u>F2015</u>
\$	754.6
	54.5%
\$	340.7
¢	70 F
\$	70.5
	9.3%
\$	(5.6)
\$	64.9
\$	41.2
	\$1.41

Cha <u>\$</u> \$39.6	nge <u>%</u> 5.2%
\$14.6	4.3%
\$16.5	23.4%
\$ 4.3	-78.0%
\$20.8	32.1%
\$13.2	32.1%
\$0.51	36.2%

Amounts adjusted to exclude certain recurring and non-recurring charges and gains and the tax effect of these adjustments.

FY 2016 Financial Metrics

(\$, millions)
Inventories
Total cash & securities Total debt Net debt
Net debt % of equity Net debt % of capital
Dividends paid YTD
Share Repurchases YTD
Capital expenditures & acquisitions YTD

\$	June 30, 2016 162.3	
\$	60.5	
\$ \$ \$	41.8	
\$	(18.6) -4.8% -4.3%	
\$	16.6	
\$	19.3	
\$	23.1	

	ine 30, 201 <u>5</u>
\$	151.9
\$ \$	86.4 76.2
\$	(10.2)
	-2.7% -2.3%
\$	13.3
\$	16.5
\$	21.8

\$	Change \$ \frac{\%}{10.4} 6.9\%									
\$ \$	(25.9) (34.4)	-30.0% -45.1%								
\$	(8.5)	83.6%								
\$	3.3	24.7%								
\$	2.8	17.2%								
\$	1.4	6.2%								

Customer experience differentiates us

- 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 "omni-channel" presence
- Launch of Ethan Allen | Disney Magical Home
- Good Corporate Governance
- Financial Results

Ethan Allen Interiors

Non-GAAP Reconciliation

(\$ in millions except per share amounts)

						YTD						
		YTD			F	Actual	YTD					YTD
	Actual		Special		Pro-forma		Actual		Special		Pro-forma	
	F16		Items		F16		F15		Items		F15	
Operating expenses	\$	353.1	\$	2.2	\$	355.3	\$	345.2	\$	(4.6)	\$	340.7
Operating income (loss)	\$	89.2	\$	(2.2)	\$	87.0	\$	65.9	\$	4.6	\$	70.5
Net Int & Other Exp	\$	(1.2)	\$	-	\$	(1.2)	\$	(9.3)	\$	3.7	\$	(5.6)
Pretax income (loss)	\$	88.0	\$	(2.2)	\$	85.7	\$	56.7	\$	8.2	\$	64.9
Net income (loss)	\$	56.6	\$	(2.2)	\$	54.4	\$	37.1	\$	4.1	\$	41.2
Diluted EPS		\$2.00	(\$	0.08)		\$1.92		\$1.27		\$0.14		\$1.41

				Actual								
Actual		Sp	ecial	Pro-forma		Actual		Special		Pro-forma		
Q1F17		Ite	ems	Q1F17		Q	1 F16	lt	ems	Q1 F16		
\$	90.1	\$	(0.6)	\$	89.5	\$	83.8	\$	(0.0)	\$	83.8	
\$	18.3	\$	0.6	\$	19.0	\$	20.9	\$	0.0	\$	20.9	
\$	(0.2)	\$	-	\$	(0.2)	\$	(0.3)	\$	-	\$	(0.3)	
\$	18.2	\$	0.6	\$	18.8	\$	20.6	\$	0.0	\$	20.6	
\$	11.5	\$	0.4	\$	11.9	\$	13.1	\$	(0.1)	\$	13.1	
	\$0.41	\$	0.01		\$0.43		\$0.46	\$	0.00		\$0.46	

Notes:

Operating Expenses: net loss (gain) on sale of assets

Net Inc & Other Exp: loss on early extinguishment of senior notes

Income Taxes: valuation reserves and similar relative to normalized tax rate of 36.5%

Customer experience differentiates us

WEDNESDAY, OCTOBER 26

ETHAN ALLEN® INVESTOR MEETING