



RAYMOND JAMES
INSTITUTIONAL
INVESTOR CONFERENCE

MARCH 5, 2019

ETHAN ALLEN®
— EVERY DETAIL MATTERS —

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ETHAN ALLEN®

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, 2018 and other reports filed with the Securities and Exchange Commission.

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), which represent 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 any related webcasts, conference calls and other related discussions or documents incorporated herein by reference by use of forward-looking words such as "anticipate", "believe", "plan", "estimate", "expect", "intend", "will", "may", "continue", "project", "target", "outlook", "forecast", "guidance", and similar expressions and the negatives of such forward-looking words. These forward-looking statements are subject to management decisions and various assumptions about future events, and are not guarantees of future performance. Actual results could differ materially from those anticipated in the forward-looking statements due to a number of risks and uncertainties including, but not limited to: competition from overseas manufacturers and domestic retailers; our anticipating or responding to changes in consumer tastes and trends in a timely manner; our ability to maintain and enhance our brand, marketing and advertising efforts and pricing strategies; changes in global and local economic conditions that may adversely affect consumer demand and spending, our manufacturing operations or sources of merchandise and international operations; changes in U.S. policy related to imported merchandise; an economic downturn; potentially negative or unexpected tax consequences of changes to fiscal and tax policies; our limited number of manufacturing and logistics sites; fluctuations in the price, availability and quality of raw materials; environmental, health and safety requirements; product safety concerns; disruptions to our technology infrastructure (including cyber-attacks); increasing labor costs, competitive labor markets and our continued ability to retain high-quality personnel and risks of work stoppages; loss of key personnel; our ability to obtain sufficient external funding to finance our operations and growth; access to consumer credit; the effect of operating losses on our ability to pay cash dividends; additional impairment charges that could reduce our profitability; 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; results of operations for any quarter are not necessarily indicative of our results of operations for a full year; possible failure to protect our intellectual property; and those matters discussed in "Item 1A - Risk Factors" of our Annual Report on Form 10-K for the year ended June 30, 2018, and elsewhere in this presentation and our SEC filings. Accordingly, actual circumstances and results could differ materially from those contemplated by the forward-looking statements.

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

WE'RE
DIFFERENT—
AND PROUD
OF IT

OUR FOCUS IS ON
PERSONAL SERVICE—
AND THAT IS OUR
COMPETITIVE ADVANTAGE.

THE ART OF MAKING HOME

TO US, IT WILL ALWAYS
BE ABOUT QUALITY,
CRAFTSMANSHIP, STYLE,
SERVICE, AND SUSTAINABILITY.



CRAFTSMANSHIP LIVES HERE

About 75% of our products are made in
our own North American workshops.



COMPLIMENTARY DESIGN SERVICE

1200 designers in North America retail
network & 2000 worldwide



PREMIER IN-HOME DELIVERY

EXPANDED PRODUCT OFFERINGS

DESIGNED TO REACH A LARGER CONSUMER BASE



THIS IS AN ETHAN ALLEN

YOU MAY
NOT KNOW.

MORE MODERN

MORE ACCESSIBLE

MORE AFFORDABLE

SCALED FOR SMALLER SPACES

MANY PRODUCTS AVAILABLE
IN 30 DAYS OR LESS



















THIS IS AN ETHAN ALLEN

THAT BRINGS THE WHOLE WORLD HOME.

EFFORTLESS ELEGANCE

LIVABLE LUXURY

CURATED LOOKS

DESIGN INFLUENCES FROM
AROUND THE WORLD















THIS IS AN ETHAN ALLEN

WHERE EVERYTHING IS POSSIBLE.

DRAMATIC, ICONIC STYLES

COUTURE DETAILING

EXCEPTIONAL CUSTOM OPTIONS

HEIRLOOM-QUALITY CRAFTSMANSHIP

















INTRODUCING RELAXED MODERN 2019

CASUAL, LIVABLE, AND RELAXED
INSPIRED BY NATURE, TRANSITIONAL IN STYLE
MIXED MATERIALS
NEW UPHOLSTERY SILHOUETTES



TOUCH, PLAY,
GO A LITTLE NUTS
Everything Ethan Allen, all in one
touchscreen experience. Tap in.









INTRODUCING HOME & GARDEN 2019

TWO NEW LOOKS: NOD HILL AND REDDING RIDGE

RUGS AND PILLOWS

FIRE TABLES



H&G

ETHAN ALLEN HOME & GARDEN

ETHAN ALLEN®
— EVERY DETAIL MATTERS —

A photograph of a beach setting. In the foreground, a wooden lounge chair with white cushions and two patterned pillows sits on a striped beach towel. A wicker basket with a white mug and a blue cloth is next to it. A large dark blue patio umbrella stands to the left. The background shows a sandy beach, the ocean, and a clear sky.

LIVE LIFE OUTDOORS

NO MATTER THE VENUE—COASTAL COMFORT ZONE, LUSH LAWN,
POOLSIDE SUN SPOT, OR NATURAL EXTENSION OF INDOOR SPACE
(THINK DECK, PORCH, OR PATIO)—ETHAN ALLEN HOME & GARDEN
FURNISHES OUTDOOR STYLE WITH EASE.

CREATE YOUR OWN OPEN-AIR HAPPY PLACE.

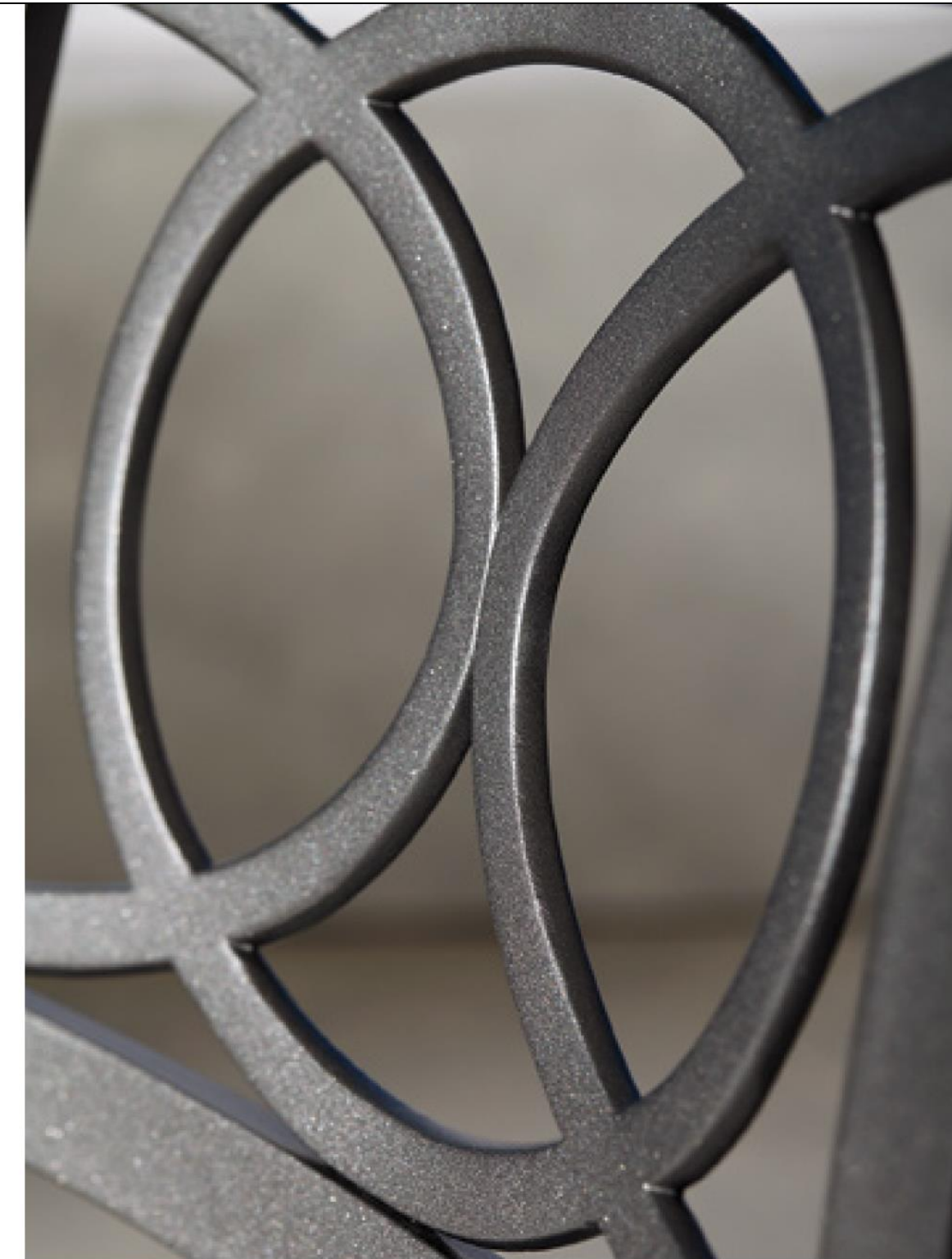


BRIDGEWATER COVE™

MODERN, STRIKINGLY SIMPLE,
AND CRAFTED FROM 100% SUSTAINABLE,
PLANTATION-GROWN TEAK

BRIDGEWATER COVE SERVES UP
A MENU OF CLEAN LINES, MODERN
CONTOURS, AND TAPERED DETAILS.





NOD HILL™

INSPIRED BY CLASSIC DESIGN ELEMENTS,
GUARANTEED TO ENHANCE
ANY SPACE—INDOORS OR OUT.



A GRACIOUS GATHERING BEGINS
WITH NOD HILL: STYLISH, SCALED FOR
COMFORT—AND SIMPLY GORGEOUS.

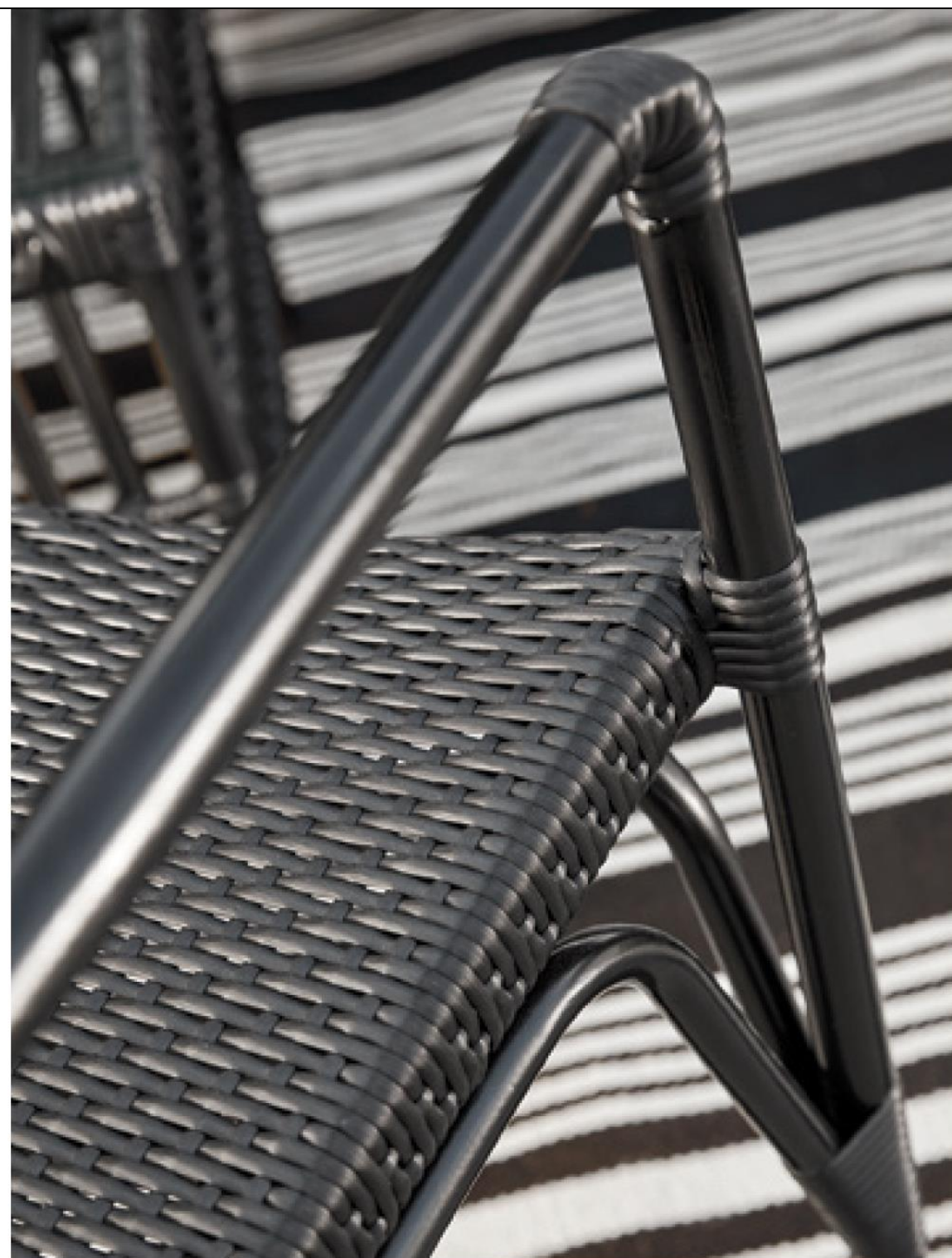


REDDING RIDGE™

COMFY, WITH A LOW PROFILE

THAT INVITES SINKING IN.

LOUNGING AROUND NEVER LOOKED SO GOOD.



VERO DUNES™

RESORT-WORTHY STYLING,
ALL-WEATHER WICKER WITH CLASSIC
NOTES AND A FRESH, MODERN VIBE.



ACCENTS SHOWN
ARE NOT INTENDED
FOR OUTDOOR USE.

IN-STORE EXPERIENCE

FOCUS ON INTERIOR DESIGN,
COMBINING PERSONAL SERVICE AND TECHNOLOGY

BEAUTY
THAT LASTS.
MADE
FOR KEEPS.
ETHAN ALLEN



YOU CAN'T PUT
A PRICE ON
GREAT SERVICE,
BUT WE DIDN'T.
ETHAN ALLEN









EVERY BED DESERVES A BEAUTIFUL WARDROBE

High-quality fabrics. Artisan construction.
Dressmaker details. Mix and match versatility.
Endless possibility.



FEELING IS BELIEVING

DON'T TAKE OUR WORD FOR IT.

FEEL FOR YOURSELF, AND THEN DECIDE IF THERE'S
ANY OTHER LEATHER LIKE ETHAN ALLEN LEATHER.



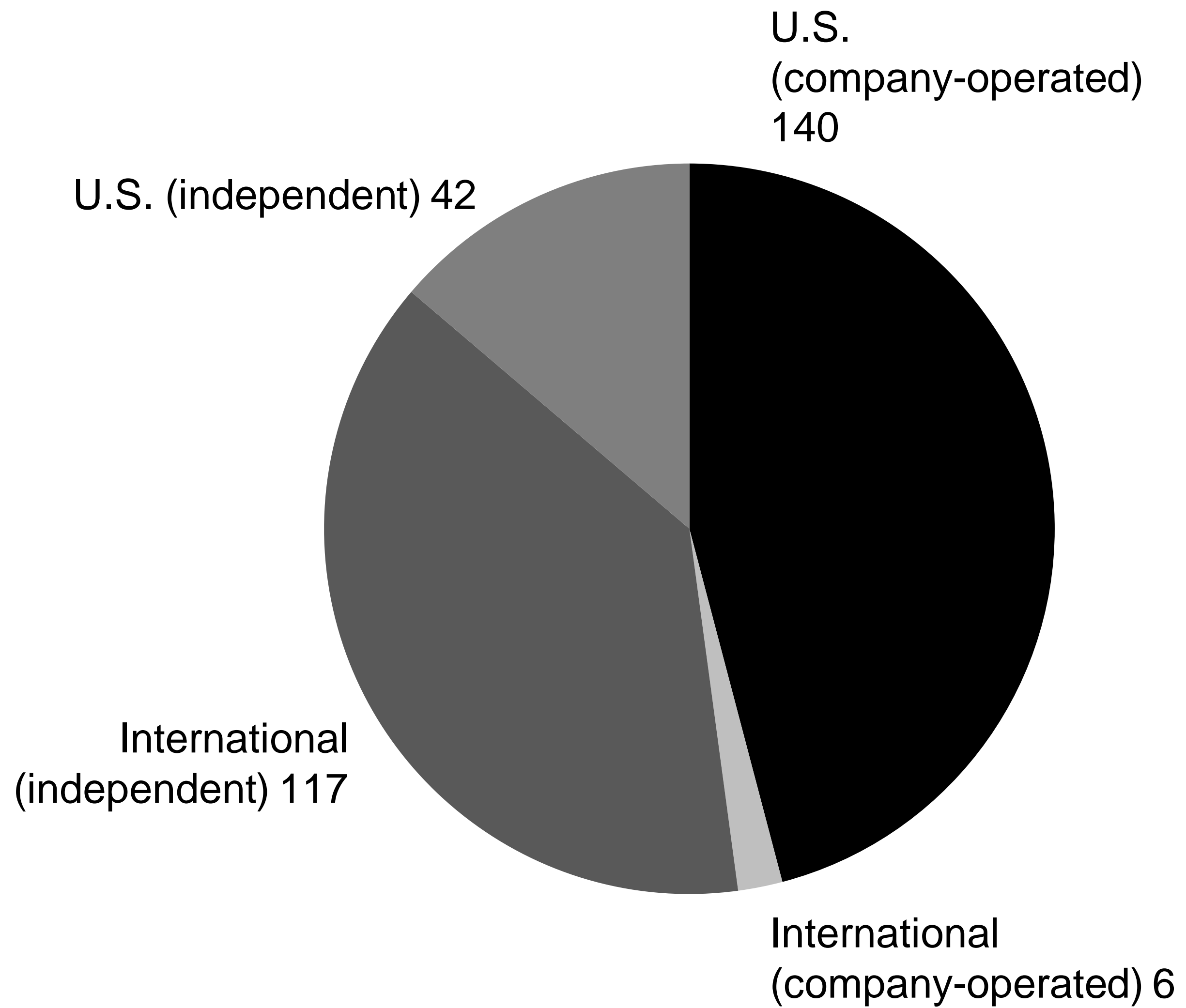
REPOSITIONED INTERIOR DESIGN NETWORK

13% NEW OR RELOCATED WITHIN PAST 3 YEARS

20% NEW OR RELOCATED WITHIN PAST 5 YEARS

42% NEW OR RELOCATED WITHIN PAST 10 YEARS

69% NEW OR RELOCATED WITHIN PAST 15 YEARS



DESIGN CENTER NETWORK



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

Albany, NY



Iowa River Landing, IA



Tyson's Corner, VA

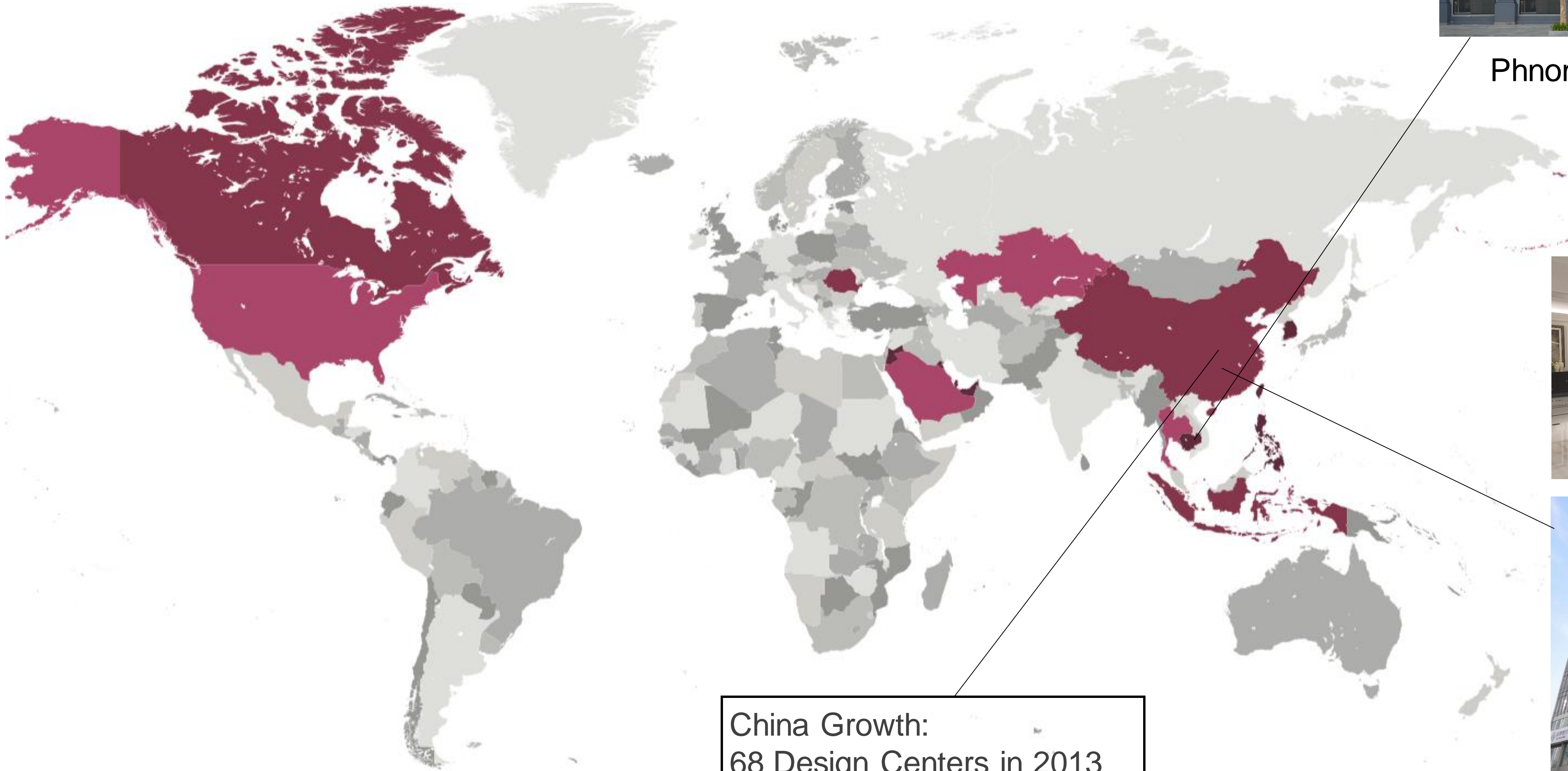


Ann Arbor, MI

Rancho Mirage, CA



188 NORTH AMERICA
117 INTERNATIONAL



Phnom Penh, Cambodia



Wuhan, China



China Growth:
68 Design Centers in 2013
98 Design Centers in 2018

MARKETING FOCUS

- Expanded offerings
- Interior design
- Quality
- Craftsmanship
- Service
- Value

MARKETING CHANNELS

DIRECT MAIL

Showcases new offerings • Reinforces industry leadership

DIGITAL

Delivers personalized experiences • Utilizes state-of-the-art technology

TV

Expands our reach to key markets • Communicates messaging

GRASSROOTS

Targets niche markets • Builds relationships and partnerships

March
Direct Mail

THREE
STORIES
IN STYLE

START SOMETHING AMAZING
WITH INCREDIBLE PRICES
ON OUR NEWEST LOOKS



MARCH 2019
ETHAN ALLEN®
— EVERY DETAIL MATTERS —

WE ALL HAVE A STORY TO TELL

GREAT STORIES ARE TOLD ON THE PAGE AND ON THE STAGE. IN MUSIC AND IN FILM. BUT SOME OF THE GREATEST STORIES OF ALL ARE THE STORIES WE TELL IN OUR OWN HOMES, in the rooms we design around our lives. These stories are powerful because they're personal. They're the stories we tell about ourselves.

This month, Ethan Allen presents three different stories in style. Three very distinct expressions of America's classic design brand. The first story is about modern design, small space solutions, and surprising affordability. The second is about effortless elegance and livable luxury. The third story is about home fashion at its finest, crafted and customized to create one wow after another. Each of these stories in style is designed with one purpose in mind: to inspire you to tell your own.

And on the next few pages is our own story, a chronicle of extraordinary craftsmanship, incomparable personal service, and uncommon value that you simply won't find anywhere else, but you do find every day at every one of our 300+ Ethan Allen Design Centers worldwide.

We all have a story to tell.

What's yours?



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



SUSTAINABILITY— AN EVERGREEN ADVANTAGE

At Ethan Allen, we believe that sustainable and ethical practices aren't exceptional. They're just good business. We started working toward a greater good before green was all the rage, and our efforts have helped us become leaders in environmentally responsible manufacturing.

WE'RE DIFFERENT— AND PROUD OF IT

MAKING FURNITURE PEOPLE LOVE TO LIVE WITH ISN'T EASY—AND WE'RE OKAY WITH THAT.

It takes creativity and know-how—we're good with that, too. That's why we do it all. We design the products, source the materials we use, manufacture the furniture we sell, run our own global retail network, and deliver each piece safely to you. It's a business model called vertical integration, and it's how we make sure you get the very best quality at the very best prices.



CRAFTSMANSHIP LIVES HERE

We're proud to say that we still make about 75% of our products in our own North American workshops. Every day, in Vermont, North Carolina, Mexico, and Honduras, and in studios around the world, our craftspeople and artisan partners create style designed to last.

COMPLIMENTARY DESIGN SERVICE

At Ethan Allen, you'll have the unlimited help of an interior design professional who'll work with you as little or as much as you like. These services are free, and for many of our clients, they're an absolutely indispensable part of the experience.

PREMIER IN-HOME DELIVERY

When your furniture arrives, each piece is handled like the work of art it is—cleaned, thoroughly inspected, fully assembled, and placed in your place just where you want it. No stress, no mess. Just top-notch professional service to save you time and make your life easier.



Mira Leather Chair 712526 as shown in starting leather \$000 NOW \$000
Waterfall Artwork 075067 \$000 NOW \$000

THIS IS A STORY ABOUT AN ETHAN ALLEN
YOU MAY
NOT KNOW.

WELCOME TO A MORE ACCESSIBLE, MORE AFFORDABLE,
MORE CONTEMPORARY ETHAN ALLEN
THAN YOU'VE EVER IMAGINED.
THE STYLING IS CLEAN. COMFORTABLE.
ALWAYS ON-TREND.
MANY OF THE DESIGNS ARE SCALED
FOR SMALLER SPACES.
MANY ARE AVAILABLE IN THIRTY DAYS OR LESS.
AND ALL, OF COURSE, ARE CRAFTED TO
ETHAN ALLEN'S EXACTING QUALITY STANDARDS.



START SOMETHING AMAZING
WITH EXTRAORDINARY SAVINGS
on big-time comfort, style, and quality for life on a smaller scale.

Marcus Sectional A02486G3 as shown in Quick Ship fabric \$000 NOW \$000 (also available in hundreds of custom fabrics and leathers—allow extra time)
Looped Pillow, natural 065754 \$000 NOW \$00 Custom pillows available in Design Centers Moss Stitch Throw, navy 031790 \$00 NOW \$00
Mira Leather Chair 712526 as shown in starting leather \$000 NOW \$000 Edmonds Square Coffee Table 148242W \$000 NOW \$000 Ravenswood
Large Media Cabinet 149875 \$000 NOW \$000 Loretta Acrylic Accent Table 421826 \$000 NOW \$000 Tomas Floor Lamp, brass 092122 \$000 NOW
\$000 Kusama Abstract Chandelier 093129 \$000 NOW \$000 Ranna Alabaster Tray 432021 \$000 NOW \$000 Amaya Small Textured Vase 432040
\$00 NOW \$00 Bodhi Sculpture 432025 \$000 NOW \$000 Jiro Striped Vases: large 432032A \$00 NOW \$59, medium 432032B \$00 NOW \$49, small
432032C \$00 NOW \$00 Jahnu Rug, navy 041281 NYY \$000-\$000 NOW \$000-\$000

MARCUS SEATING

Quick Ship available
fabric and leather
nailhead trim
and other options

PREMIER
IN-HOME DELIVERY
DELIVERED, ASSEMBLED,
AND PLACED EXACTLY
WHERE YOU WANT IT TO GO.

Hoyt Rectangular Dining Table 146743 \$6000 NOW \$000 Jewel Metal Base Dining Chairs 132514 starting at \$6000 ea. NOW \$000 ea. as shown \$6000 ea. NOW \$000 ea.
Jewel Metal Base Counter Stools 132513 starting at \$6000 ea. NOW \$000 ea. as shown \$6000 ea. NOW \$000 ea. Reza Large Lacquered Bowl 432024A \$6000 NOW \$000

HOYT
TABLE
dramatic wood grain
75" fixed top
sturdy steel base

THE DESIGNER DIFFERENCE
COMPLIMENTARY INTERIOR
DESIGN SERVICES, IN STORE
OR AT YOUR HOME.



EA inHOME™
TRY BEFORE YOU BUY.
SEE BACK COVER FOR
DETAILS.



EA inHOME™
TRY BEFORE YOU BUY.
SEE BACK COVER FOR
DETAILS.

Merrick Bed, queen 1256605 ~~\$4000~~ NOW \$000 **Grecham Velvet Bedding**, navy: full/queen coverlet 0318895 ~~\$600~~ NOW \$000, queen shams 031890B ~~\$64 ea.~~ NOW \$00 ea., Euro shams 031890D ~~\$60 ea.~~ NOW \$69 ea. **White Percale Sheet Set**, queen 0350105 ~~\$600~~ NOW \$000 **Merrick Night Table** 125066 ~~\$600~~ NOW \$000 **Nolan Table Lamp**, black 090503 ~~\$600 ea.~~ NOW \$000 ea. **Echeveria in Pot** 444046 ~~\$600~~ NOW \$000 **Interlock Rug**, gray/ivory 041215 ~~\$600-\$600~~ NOW \$000-\$000 custom sizes available—see a designer for details

MERRICK BED

crafted of white oak
on-trend two-tone finish
in stock for fast delivery

EARTH FRIENDLY
FROM THE FACTORY TO
THE DESIGN CENTER,
WE'RE SERIOUS ABOUT
SUSTAINABILITY.

Clarendon Console Desk 148007 \$000 NOW \$000 Gareth Desk Chair 202176
starting at \$000 NOW \$000 as shown \$000 NOW \$000 Macie Pharmacy Table
Lamp, polished brass 096120 \$000 NOW \$000 Sapphire Artwork 075071
\$000 NOW \$000 Entanglement Paper Art 079621 \$000 NOW \$000 Radial
Symmetry Paper Art 079622 \$000 NOW \$000 Nonyi Stone Sculpture
432028 \$00 NOW \$00 Paradise Leaf Watergarden 444176 \$000 NOW \$000
Ghordies Rug, gray 041512 \$000-\$000- NOW \$000-\$000



Dillonvale Display Bookcases 149572 \$000 ea. NOW \$000 ea. Mysteries of Orquveaux I/II Artwork 071082A/B \$000 ea. NOW \$000 ea.
Waynoki Wood Jar, small 432012 \$00 NOW \$00 Nonyi Stone Sculpture 432028 \$00 NOW \$00 Nunyo Stone Sculpture 432029 \$00
NOW \$00 Amaya Textured Vases: large 432038 \$00 NOW \$59, medium 432039 \$00 NOW \$39, small 432040 \$00 NOW \$00 Pazzo White
Glass Vase 432001 \$000 NOW \$00 Jahnru Rug, navy 041281 NVY \$000-\$000 NOW \$000-\$000



Malin Buffet 356306 \$000 NOW \$000 Benham Armchairs
256110A \$000-~~ea~~ NOW \$000 ea. Neutral Drips Artwork 071067
\$000 NOW \$000 Waylan Cast Iron Candlesticks 430520 \$000-~~ea~~
NOW \$000 ea. Large Glass Hurricane 436942A \$000 NOW
\$00 Large Gold-Leafed Clam Shell 438300 \$000 NOW \$000
Barclay Rug, cliff with dark flannel border 047149 \$000-~~\$000~~ NOW
\$000-\$000 custom sizes available-see a designer for details

THE DESIGNER DIFFERENCE
COMPLIMENTARY INTERIOR
DESIGN SERVICES, IN STORE
OR AT YOUR HOME.

THIS IS A STORY ABOUT AN ETHAN ALLEN
THAT BRINGS THE
WHOLE WORLD HOME.

ETHAN ALLEN IS AN AMERICAN COMPANY,
BUT IT DRAWS ITS DESIGN INFLUENCES FROM
ALL AROUND THE WORLD.

THE NEXT FEW PAGES EXPLORE A FEW OF THE WAYS
AMERICA'S CLASSIC DESIGN BRAND BRINGS TOGETHER
A WORLD OF STYLE TO TELL A STORY
OF EFFORTLESS ELEGANCE AND LIVABLE LUXURY.



ENJOY INCREDIBLE SAVINGS
ON A WORLD OF STYLE
with more options, more attitude, and more ways to express yourself.

Arcata 87" Custom Quick Ship Sofa 652113 ~~\$600~~ NOW \$000 Multicolor Woven Pillow 065658 ~~\$600~~ NOW \$000
Serene Throw, citron 031741 ~~\$600~~ NOW \$00 Jaymes Woven Lounge Chair 132510 starting at ~~\$600~~ ea. NOW \$000 ea. as shown
~~\$600~~ ea. NOW \$000 ea. Barnett Lidded Drum Table 421817 ~~\$600~~ NOW \$000 Dynasty Fretwork Side Table 138004 ~~\$600~~
NOW \$000 Kiera Table Lamp, brass 090500 ~~\$600~~ NOW \$000 Ranna Alabaster Tray 432021 ~~\$600~~ NOW \$000 Small Petra
Wood on Stand 432026B ~~\$60~~ NOW \$00 Small Amaya Textured Vase 432040 ~~\$60~~ NOW \$00 Waynoki Wood Jars: large
432010 ~~\$600~~ NOW \$84, medium 432011 ~~\$60~~ NOW \$69, small 432012 ~~\$60~~ NOW \$00 Lucy Yellow Glass Demijohn Jar 432016
~~\$600~~ NOW \$000 Primal Rug, ivory/black 041554 ~~\$600-\$800~~ NOW \$000-\$000

**PREMIER
IN-HOME DELIVERY**
DELIVERED, ASSEMBLED,
AND PLACED EXACTLY
WHERE YOU WANT IT TO GO.



Corin Rough-Sawn Trestle Dining Table 356304 \$000 NOW \$000 Cyra Armchairs 356300A starting at \$000 ea. NOW \$000 ea. as shown \$000 ea. NOW \$000 ea. Cyra Side Chairs 356300 starting at \$000 ea. NOW \$000 ea. as shown \$000 ea. NOW \$000 ea. Karone Wire Pendants 093141 \$000 ea. NOW \$000 ea. Pazzo Yellow Glass Vase 432000 \$000 NOW \$00 Ghordies Rug, gray 041512 \$000-\$000 NOW \$000-\$000

CORIN TABLE

Quick Ship options
rough-sawn or smooth top
additional styles: round
table and extension table

EARTH FRIENDLY
FROM THE FACTORY TO
THE DESIGN CENTER,
WE'RE SERIOUS ABOUT
SUSTAINABILITY.



EA inHOME™
TRY BEFORE YOU BUY.
SEE BACK COVER FOR
DETAILS.

START SOMETHING PERSONAL:
CUSTOM QUICK SHIP SEATING

*For a limited time only, enjoy incredible savings on sofas, chairs, sectionals, and more, custom made in your choice of eight fabrics and two leathers and delivered in 30 days or less.**



SHELTON CUSTOM QUICK SHIP SOFA
78" Sofa (2-cushion) 657768 \$000 NOW \$000
88" Sofa (shown) 657769 \$000 NOW \$000
98" Sofa (2-cushion) 657766 \$000 NOW \$000



EMERSON CUSTOM QUICK SHIP SOFA
80" Sofa (2-cushion) 657286 \$000 NOW \$000
90" Sofa (shown) 657285 \$000 NOW \$000
94" Sofa (3-cushion) 657287 \$000 NOW \$000



ARCATA CUSTOM QUICK SHIP SOFA
75" Sofa (2-cushion) 652114 \$000 NOW \$000
81" Sofa (2-cushion) 652115 \$000 NOW \$000
87" Sofa (shown) 652113 \$000 NOW \$000

*Delivery times may vary based on your location.



Emerson 90" Custom Quick Ship Sofa 657285 \$000 NOW \$000
Worn Leather Pillow, black 065703 \$000 NOW \$000 Serene Throw, charcoal 031740 \$000 NOW \$00
Rosemoor End Table 148003 \$000 NOW \$000
Tomas Nickel Floor Lamp 092123 \$000 NOW \$000 Abstract Lines I Artwork 075053A \$000 NOW \$000
Sitting Person 438355 \$000 NOW \$000
Amaya Textured Vase 432039 \$00 NOW \$39



Kronos Demilune Chest 399205 \$000
NOW \$000 Lilac Branches Watergarden
446638 \$000 NOW \$000

THIS IS A STORY ABOUT AN ETHAN ALLEN
WHERE EVERYTHING
IS POSSIBLE.

A TAILORED SUIT OR A COUTURE DRESS FITS YOU
LIKE NOTHING ELSE EVER WILL.

CONSIDER THIS FASHION FOR THE HOME,
AS ONLY ETHAN ALLEN CAN DESIGN IT.

THE STYLES ARE DRAMATIC AND ICONIC.
WITH HEIRLOOM-QUALITY CRAFTSMANSHIP, AND SO MANY
FABRIC AND FINISH AND DETAILING POSSIBILITIES,
THE RESULT IS AN EXPRESSION THAT IS YOURS AND YOURS ALONE.

WELCOME TO YOUR OWN VERY PERSONAL STORY IN STYLE,
AS TOLD BY ETHAN ALLEN AT ITS PERSONALLY TAILORED BEST.





Evansview Rectangular Dining Table 396503 \$000 NOW \$000
Yves Host Chairs 207314 starting at \$000 ea. NOW \$000 ea. as shown
\$000 ea. NOW \$000 ea. Yves Side Chairs 207313 starting at \$000 ea.
NOW \$000 ea. as shown \$000 ea. NOW \$000 ea. Evansview Buffet 396506
\$000 NOW \$000 Evansview Bar Cabinet 396505 \$000 NOW \$000
Orchard Chandelier, antique brass 093534 \$000 NOW \$000 Gold Foil
Symbiotic Artwork 073758 \$000 NOW \$000 Tanzania Gold Bowl 431837
\$000 NOW \$000 Pierce Jar 431875 \$000 NOW \$000 Vera Brass
Candlesticks: large 431825A \$000 NOW \$000, medium 431825B \$000
NOW \$000, small 431825C \$000 NOW \$00 Zaria Mirrored Tray 431844
\$000 NOW \$000 Issa White Vase 431803
\$000 NOW \$000 Jacquard Damask Rug, ivory 041249 \$000-\$000
NOW \$000-\$000 Ivory Rose Wall Mural 790770 \$000 NOW \$000

EVANSVIEW BAR CABINET

responsibly harvested
Indonesian mahogany
four drawers, one glass shelf,
one wood shelf, four stemware racks
hand-carved and
hand-painted details

THE DESIGNER DIFFERENCE
COMPLIMENTARY INTERIOR
DESIGN SERVICES, IN STORE
OR AT YOUR HOME.

BEDS THAT TURN HEADS

Our upholstered headboards come in an array of styles; each can be ordered smooth or tufted, with or without nailhead trim. Use yours on its own or pair it with upholstered rails, a platform base, or a platform base with storage. Shown below, just four ways to make your bed!



JENSEN QUEEN BED
as shown with headboard 207485 and side rails/footboard 202335
starting at \$000 NOW \$000
as shown \$000 NOW \$000



ALISON QUEEN PLATFORM BED
as shown with headboard 207365 and platform/base 202345
starting at \$000 NOW \$000
as shown \$000 NOW \$000



ISABEL QUEEN BED
as shown with headboard 207375
starting at \$000 NOW \$000
as shown \$000 NOW \$000
metal bed frame sold separately



QUINN QUEEN BED
as shown with headboard 207065 and side rails/footboard 202335
starting at \$000 NOW \$000
as shown \$000 NOW \$000



Colton Bed, queen as shown with 70" headboard 202325 and storage base 202355 starting at \$000 NOW \$000 as shown \$000 NOW \$000
quilt 0319145 \$000 NOW \$000, queen shams 031915B \$00 ea: NOW \$00 ea., Euro shams 031915D \$00 ea: NOW \$00 ea.
cover 0319175 \$000 NOW \$000, queen sham 031918B \$00 NOW \$00 Custom pillows available in Design Centers
Tile Block Print Bedding: full/queen duvet
Blossom Block Printed Bedding: full/queen duvet
Heston Glass-Top Night Table 395336 \$000 NOW \$000
Nolan Table Lamp, clear glass 090504 \$000 NOW \$000
Contour Figure 11 Custom Artwork 1130124 as shown \$000 NOW \$000
Small Pink Peony Watergarden 446385A
\$000 NOW \$000
Moroccan Art Serged Rug, sweet pink 047087 \$000-\$000 NOW \$000-\$000 custom sizes also available; ask a designer for details

START SOMETHING SOPHISTICATED

*Sensational quality and style can be yours in no time at all—at prices you wouldn’t believe.
Explore all our Quick Ship and Custom Quick Ship seating at ethanallen.com...*



ANDERSON QUICK SHIP SOFA
81" Sofa (2-cushion) A03332 ~~\$000~~ NOW \$000
91" Sofa (shown) A03333 ~~\$000~~ NOW \$000
Available as shown in 30 days or less.*



ASTOR QUICK SHIP SOFA
80" Sofa (2-cushion) A02452 ~~\$000~~ NOW \$000
89" Sofa (shown) A02453 ~~\$000~~ NOW \$000
Available as shown in 30 days or less.*



HYDE CUSTOM QUICK SHIP SOFA
66" Sofa (2-cushion) 657072 ~~\$000~~ NOW \$000
79" Sofa (2-cushion) 657074 ~~\$000~~ NOW \$000
88" Sofa (shown) 657073 ~~\$000~~ NOW \$000
Available in 8 fabrics and 2 leathers in 30 days or less.*

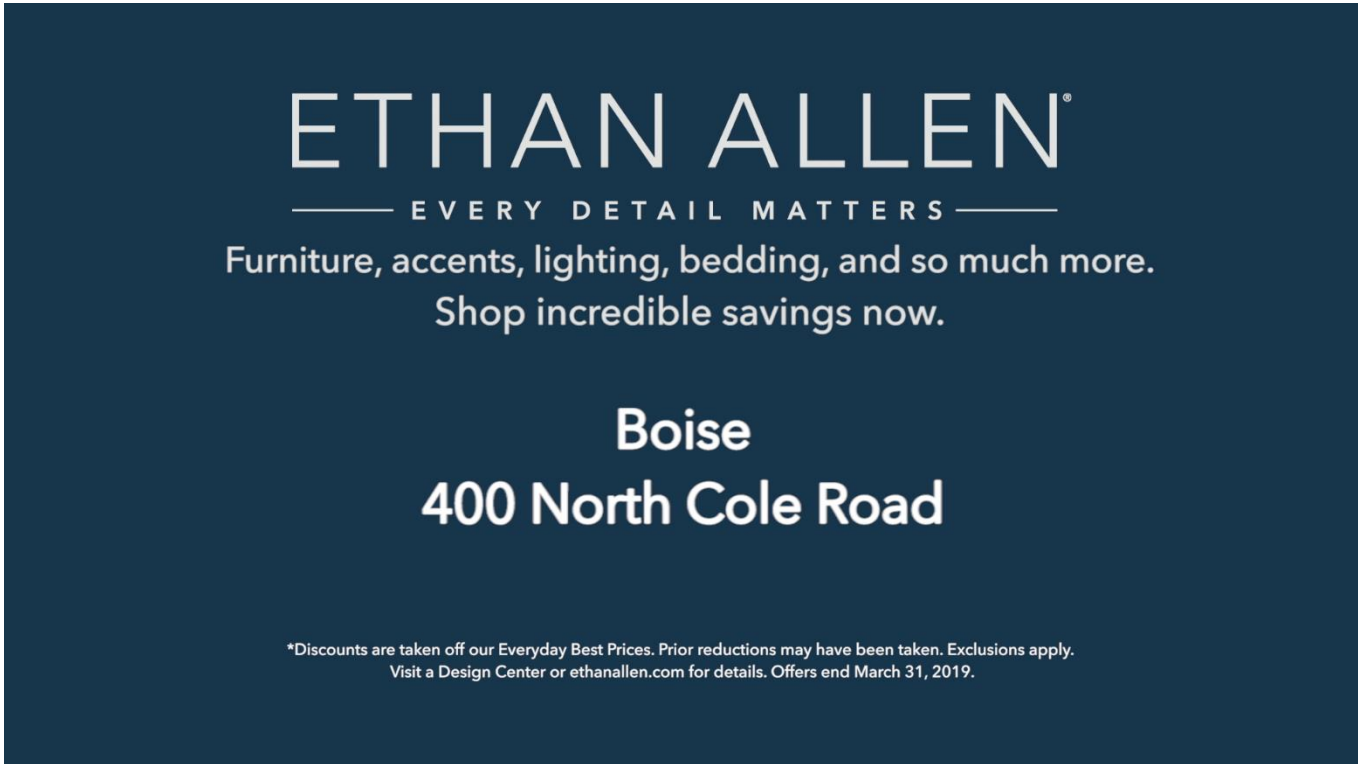
*Delivery times may vary based on your location.

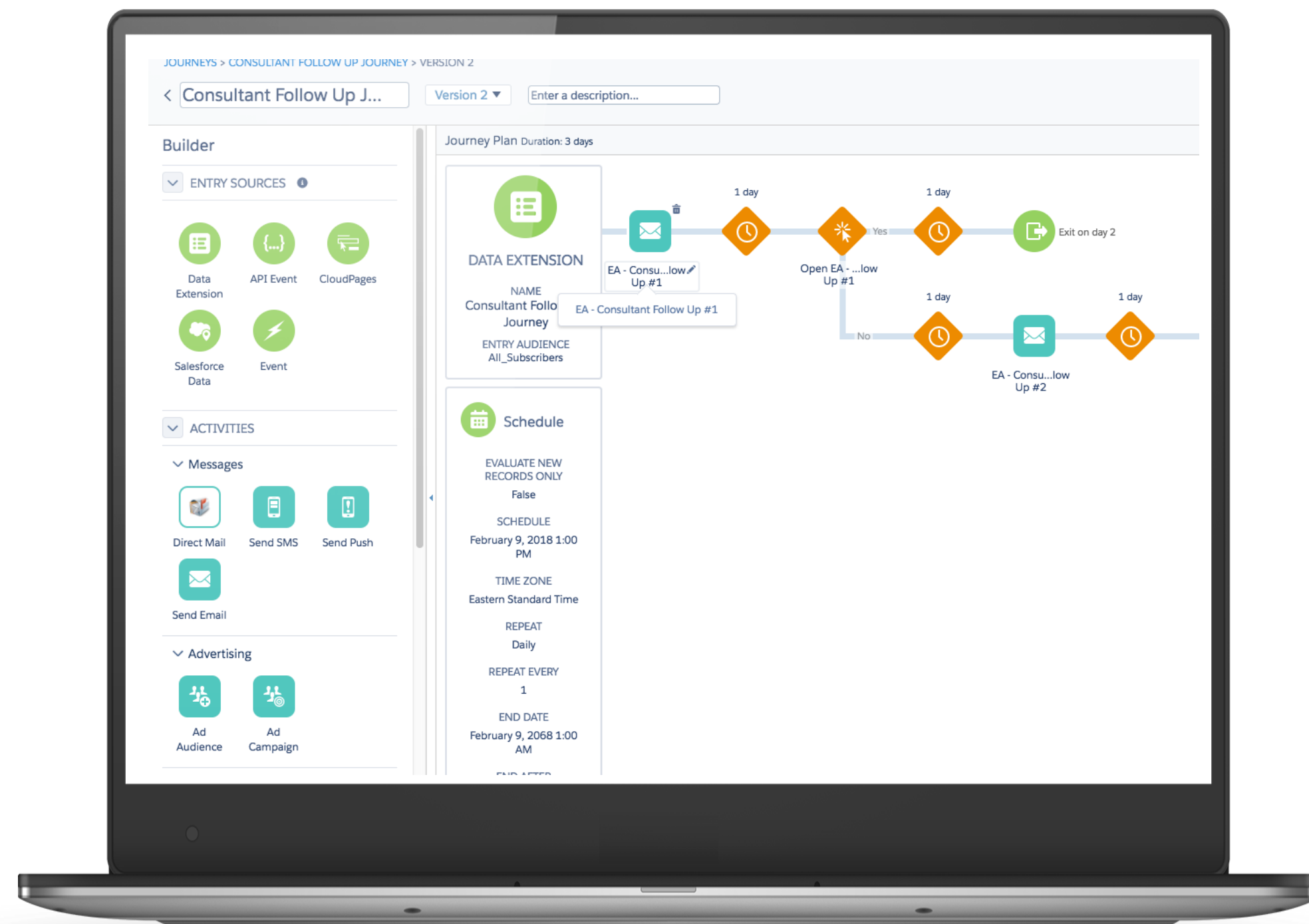


*...or go fully custom with hundreds
of fabrics, leathers, finishes,
and flourishes—it’s worth the wait!*

Anderson 91" Shelter-Arm Sofa 203333 starting at ~~\$000~~ NOW \$000 as shown ~~\$000~~ NOW \$000
Willow Key Accent Table 421802 ~~\$000~~ NOW \$000 Elsie Large Glass Vase 431827A ~~\$000~~ NOW \$000
Large Tree with Butterflies Artwork 073492 ~~\$000~~ ea. NOW \$000 ea.

KEY MARKETS UTILIZING LOCAL BROADCAST





CRM

Driving awareness and delivering personalized, frictionless experience via integrated Salesforce Marketing system

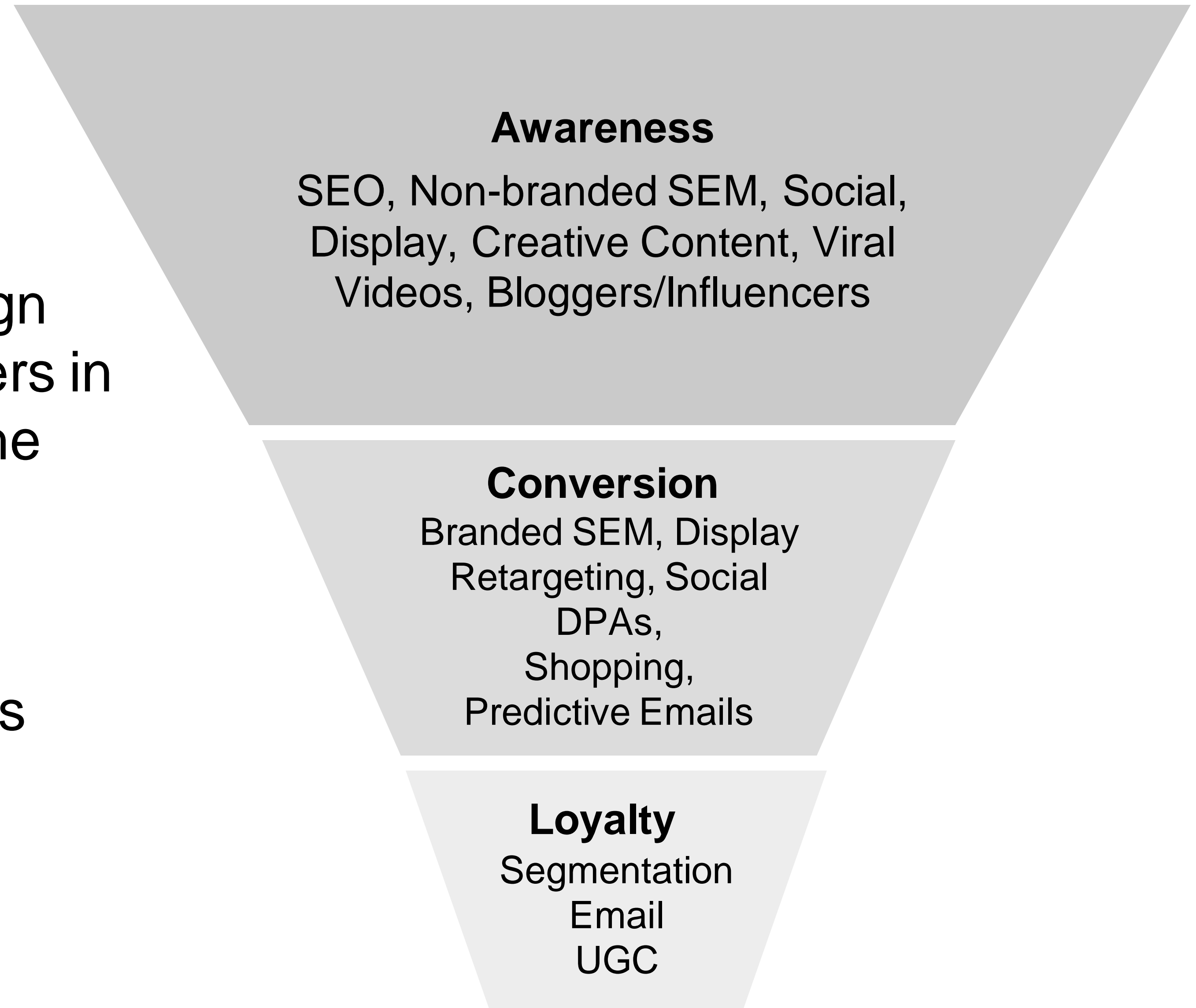
Data Management Platform/DMP

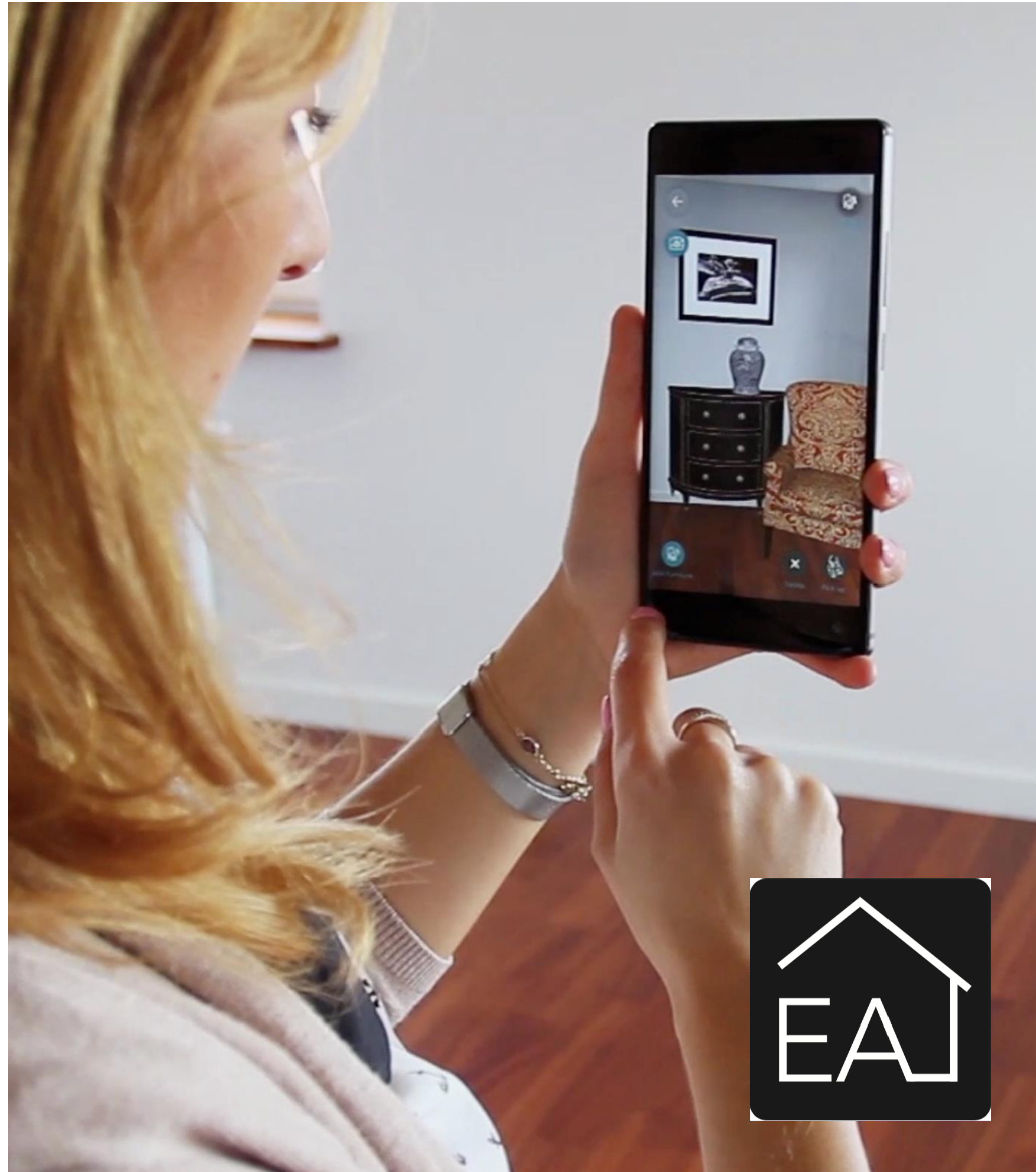
Marketing Cloud

Social Studio

Digital campaign
reaches consumers in
every part of the
funnel:

Awareness
Considerations
Purchase
Loyalty





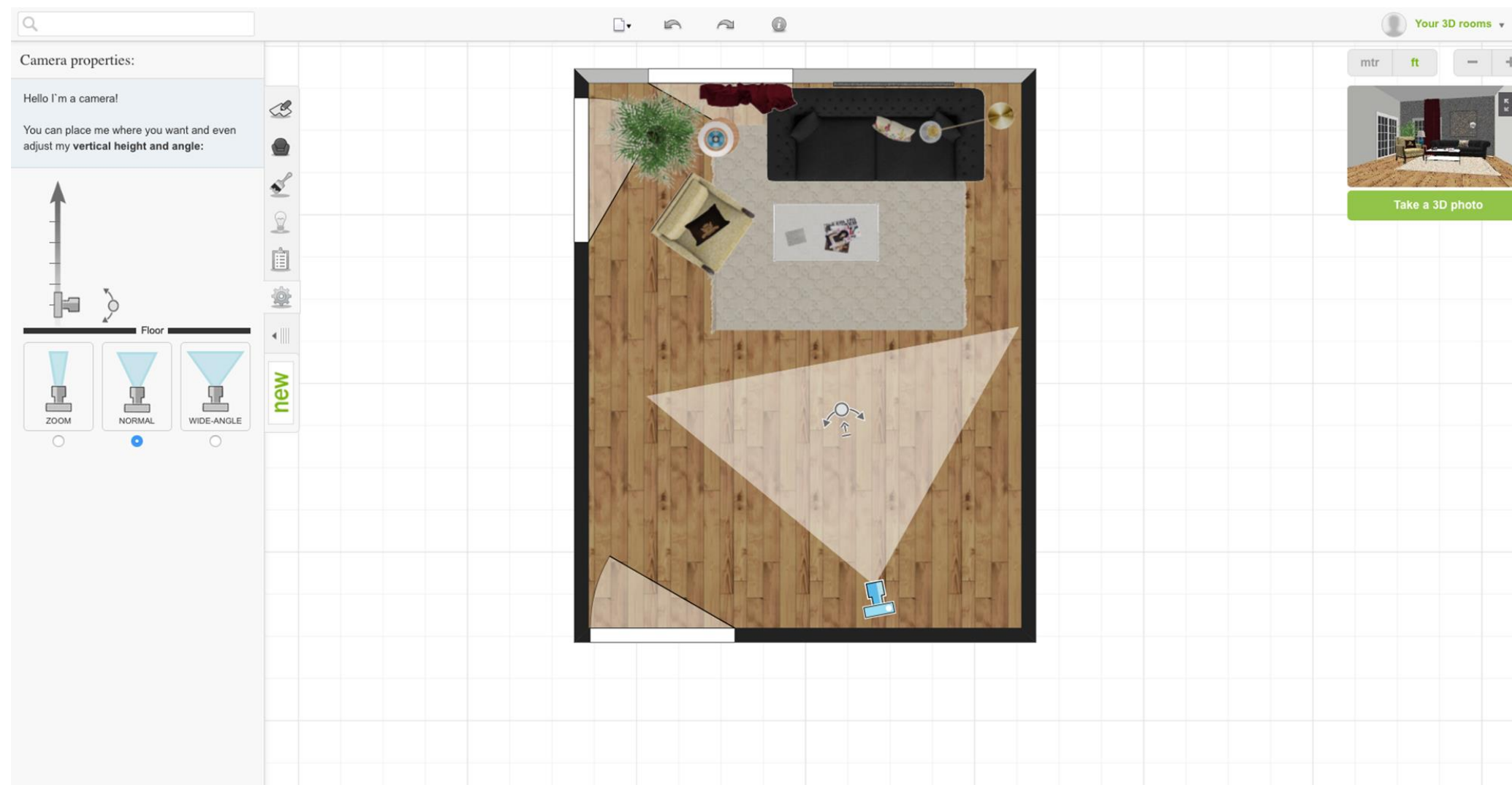
ETHAN ALLEN inHOME™ AUGMENTED REALITY APP

- Includes over 3,000 3D digital assets – all to scale – showing how Ethan Allen products look and fit in the home
- Customize products with finishes and fabrics
- Configure multi-piece items such as sectionals and media walls with ease
- Share design ideas with friends and local designer via email or social media
- Compatible with Android and iOS mobile devices
- Optimized for Google ARCore and Apple ARKit- enabled devices



3D ROOM PLANNER

- Designer tool to enhance customer experience
- 2D to 3D rendering in HD
- Designer can work with a client in the Design Center or work remotely with an online customer
- Special effects create photo-realistic room settings



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

LIVE CHAT – CONNECTING ONLINE CONSUMERS WITH DESIGNERS

- 600+ designers certified for Live Chat
- Connects online client activity with brick and mortar design services
- Personalized service, as little or as much as client likes
- Converts online to in-store transaction
- Higher average order
- Lower returns



GRASSROOTS MARKETING

- Showhomes
- In-store events
- Model homes

NEW GROWTH CHANNELS

- Government: GSA / Department of State
- Contract
 - Hospitality
 - Real Estate
 - Resort communities
 - Active adult communities
 - Age-restricted retirement communities
 - Master planned communities

ETHAN ALLEN

Search 

TRADITIONAL

TRANSITIONAL

CONTEMPORARY

APARTMENT

SUPPLEMENTAL

GEORGIAN COURT



WELCOME TO THE Worldwide Residential Furniture Program



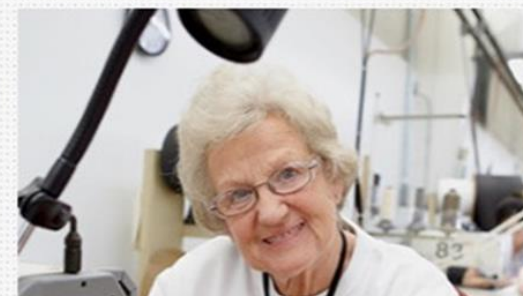
ORDERING INFORMATION
Information on how to submit an order



PERFORMANCE FABRICS
High quality, high performance.



OUR LOOKS
Explore Ethan Allen Style



GSA

Department Of State

– Worldwide Residential Furniture Program

- 5-year program, started July 2017
- Distinctive first-year challenges to launch program
- Going forward Annual Sales Opportunity \$30M+
- Ethan Allen brand is known and preferred



HOSPITALITY

Margaritaville - Orlando

- 1,000 vacation homes
- ~\$17k per home
- Opportunity - \$17M over 3 years
- Hotel ~200 rooms

Future opportunities for other Margaritaville hotels

Disney Worldwide Services

- Master Sleeper-sofa Purchase Program

MANUFACTURING

**IT'S ALL IN THE DETAILS:
PEOPLE, QUALITY, AND CRAFTSMANSHIP**



BEECHER FALLS



PINE VALLEY



MEXICO



MAIDEN



HONDURAS



ORLEANS



- 3.2 million sq. ft. North American manufacturing base supports low-inventory model
- Enables product customization as part of designer services

Upholstery	30 day Quick Ship	11%
	Custom Program	89%

Case goods	Stocking Program	65%
	Custom Program	35%

Accents	Mostly Stocking Program
---------	-------------------------



UTILIZING TECHNOLOGY

- Investing in CNC equipment
 - Maximizes efficiency
 - Reduces labor costs
 - Improves quality
- Strong MRP systems supporting made-to-order processes
- \$20.9 in capex invested in North American manufacturing over past 3 years



DIVERSIFIED SUPPLIER BASE



BALANCED SOURCING

- Select partners producing at high quality
- Diversified country base
- Utilize regional raw materials
- Skilled local artisans

LOGISTICS





WHOLESALE DISTRIBUTION

- World class logistics structure supported by 1.0 million sq. ft. of distribution centers
- Shipments delivered nationally at one landed cost
- Strong network of direct, LTL, intermodal, and parcel shipping
- C-TPAT certified
- Import/export operations support international retailers



RETAIL HOME DELIVERY SERVICE CENTERS

- 28 retail division service centers – total of 1.1 million sq. ft.
- 31 service centers operated by our retailers
- Premier in-home delivery
- One level of service – products placed in the home, assembled, and ready to use
- Experienced warehousing, refinishing, and delivery associates



SOCIAL RESPONSIBILITY



LIVING
OUR
VALUES

ETHAN ALLEN®
— EVERY DETAIL MATTERS —






In 2010, we implemented the American Home Furnishings Alliance's environmental management system – EFEC – Enhancing Furniture's Environmental Culture.

In 2016, we moved to highest tier under the EFEC program, Sustainable by Design.

Our carbon footprint calculator measures six key metrics:

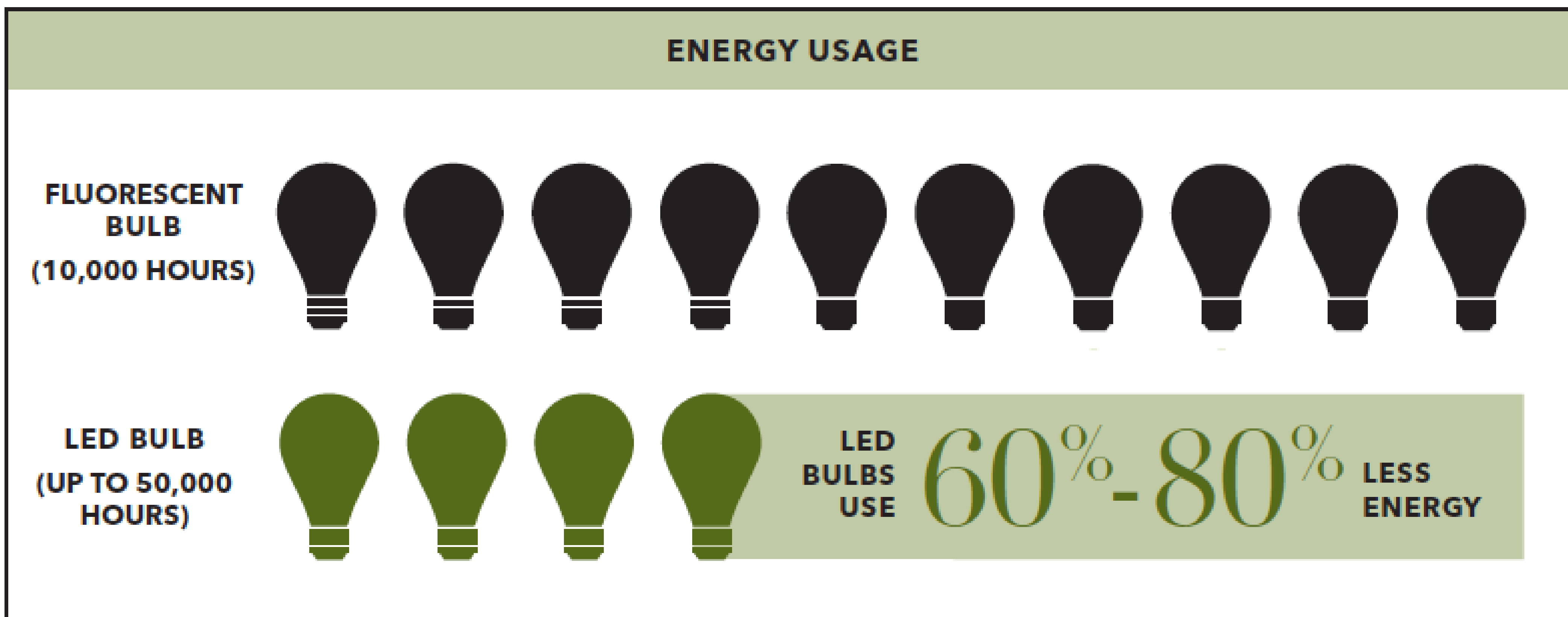
- Carbon footprint
- Electricity usage
- Water usage
- Landfill waste
- Greenhouse gases
- Biomass usage

DISTRIBUTION & SERVICE CENTER CARBON FOOTPRINT METRICS CHANGE FROM 2010 TO 2017		
 ELECTRICAL USAGE	-24%	REDUCED 1,432,827 kWh
 LANDFILL	-29%	REDUCED 503,104 pounds
 RECYCLING	+39%	INCREASED 924,500 pounds

Shrink Smart enabled customized bag lengths on demand. As a result, ***upholstery manufacturing slashed shrink wrap usage by 132,238 yards, saving \$101,891*** while ensuring that furniture was still well protected on its way to distribution and service centers.



Switching to LED. Relamped 90% of Retail Division locations. Manufacturing conversion in process. ***LED bulbs use 60 to 80 percent less energy than fluorescent.***





A large, light gray decorative swirl graphic is positioned on the left side of the slide, partially overlapping the title text.

international labor standards manual

ETHAN ALLEN

- Rigorous formal international labor standards and Code of Conduct
- Inspections and audits by Elevate and Intertek
- Comprehensive non-harassment and non-discrimination policies

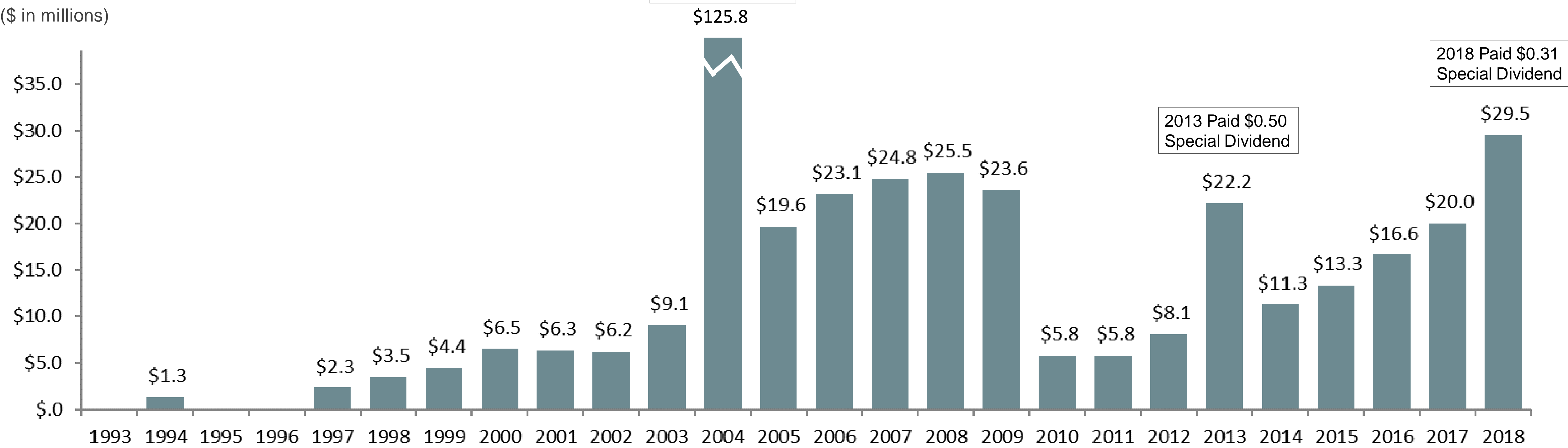
CORPORATE GOVERNANCE

FOCUS ON STOCKHOLDER RETURNS

Total Dividends of \$414.6 million paid through FY 2018

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

Total Annual Dividends Paid



FOCUS ON STOCKHOLDER RETURNS

- Total shares issued 49.0 million
- Shares outstanding June 30, 2018 26.5 million
- Cumulative share repurchases 42.6%

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

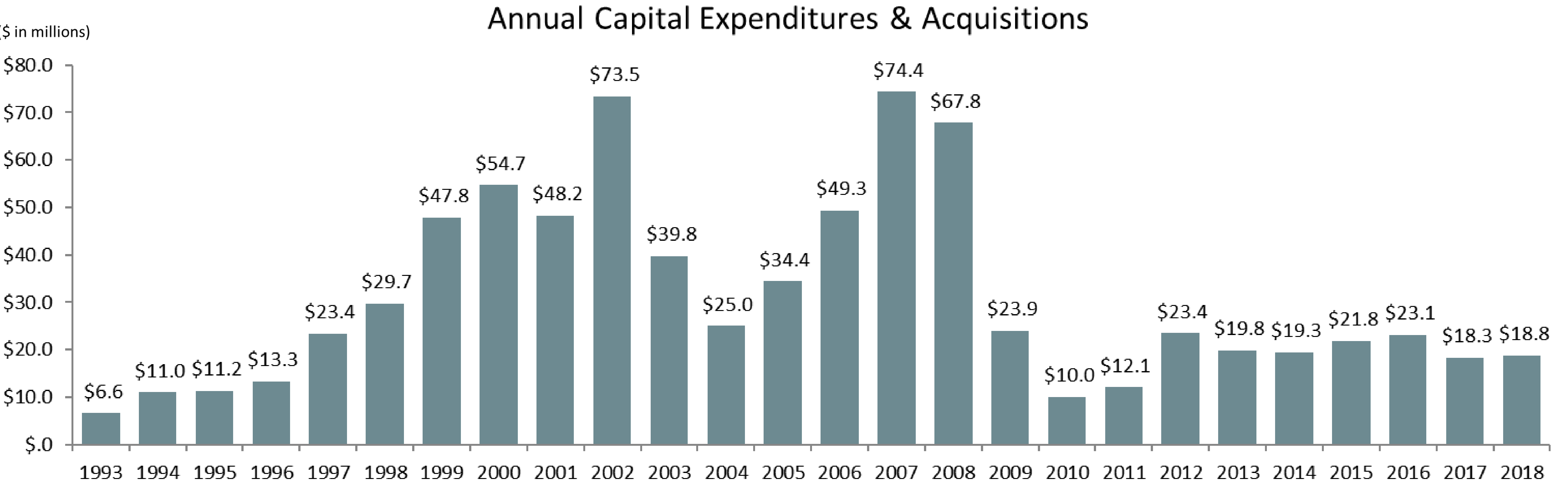
Total of 20.9 million Shares Repurchased for \$600.8 million



FOCUS ON STOCKHOLDER RETURNS

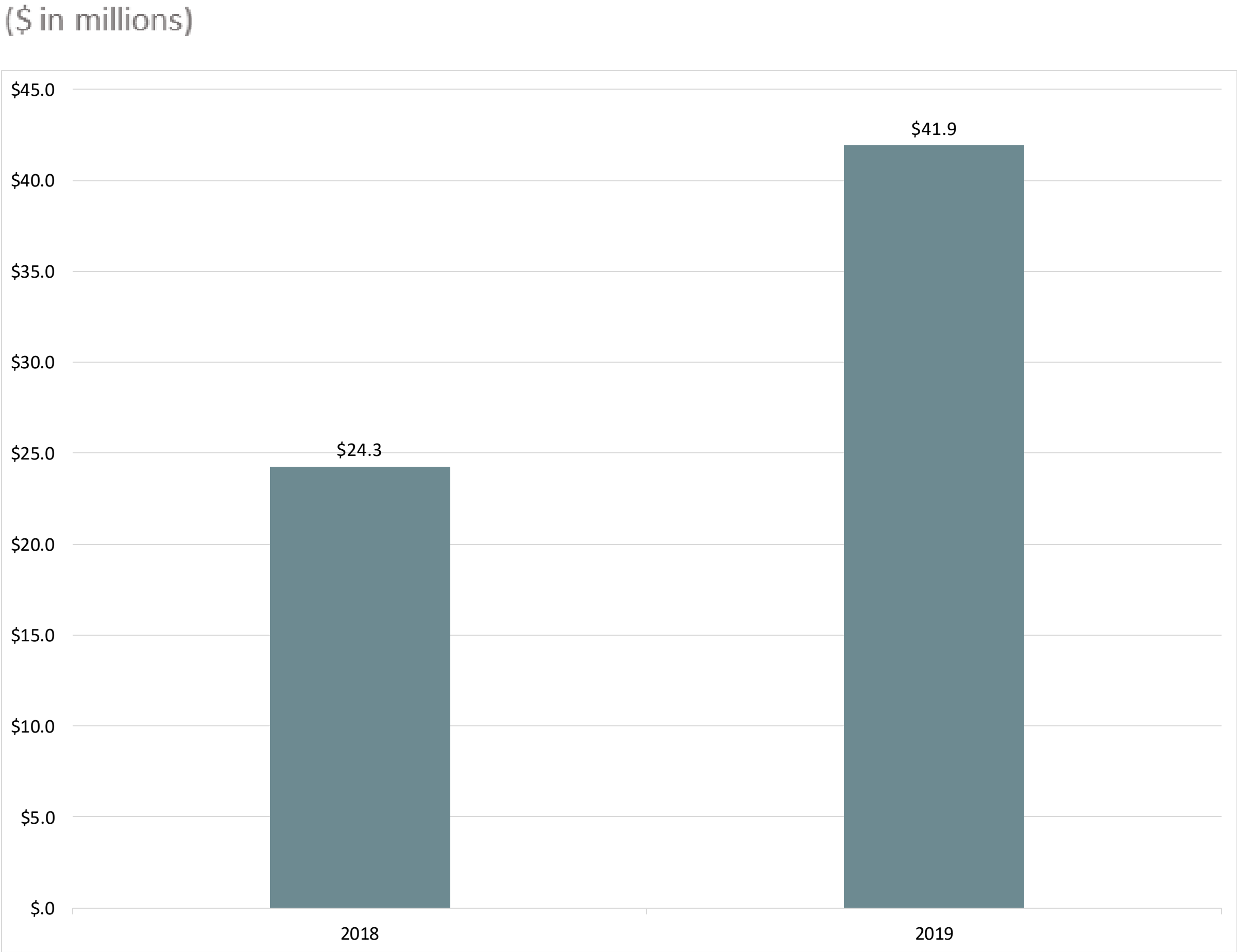
Total Capital Expenditures & Acquisitions of \$800.4 million through FY 2018

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



FOCUS ON STOCKHOLDER RETURNS

Total Dividends Paid Fiscal 2019 YTD 1/31/19



73%
Increase in
Dividends
Paid

Paid \$1.00
per Share
Special
Dividend

Financial Results

6 Months Ended December 31, 2018

(\$, millions except per share amounts)
(*non-GAAP**)

	December 31, <u>2018</u>	December 31, <u>2017</u>
Net sales	\$ 384.9	\$ 379.8
Operating margin	7.3%	7.8%
Net Int & Other Exp	\$ 0.1	\$ 0.1
Net income	\$ 21.3	\$ 22.7
Diluted EPS	\$0.79	\$0.82
Cash from operating activities	\$31.5	\$14.2
Dividends paid	\$10.1	\$10.5
Capital expenditures	\$5.0	\$5.0
Debt	\$1.3	\$0.5

**see non-GAAP reconciliation*

OPPORTUNITY SCENARIOS – OPERATING LEVERAGE

ETHAN ALLEN INTERIORS,

(\$, millions except per share)

	GROWTH OPPORTUNITES			
	A	B	C	D
Net sales	\$ 900	\$ 1,000	\$ 1,200	\$ 1,500
Gross margin	55.3%	55.6%	56.0%	56.0%
Operating expenses	\$ 400	\$ 435	\$ 504	\$ 623
% of NS	44.4%	43.5%	42.0%	41.5%
Operating income	\$ 98	\$ 121	\$ 168	\$ 217
% of NS	10.9%	12.1%	14.0%	14.5%
Net interest & other	\$ -	\$ -	\$ -	\$ -
Pretax income	\$ 98	\$ 121	\$ 168	\$ 217
Net income	\$ 73	\$ 91	\$ 126	\$ 163
Diluted EPS	\$ 2.71	\$ 3.38	\$ 4.68	\$ 6.06
Wtd. Avg. shares	26.9	26.9	26.9	26.9

Assumptions: Results reflect tax rate of 25.0% and exclude certain recurring and non-recurring charges and gains and the tax effect of these adjustments, and are normalized annual opportunities; quarterly results are affected by many factors including seasonality. The Opportunity Scenarios are not intended to be projections but rather hypothetical outcomes that show the sensitivity of results to certain variables. Actual results will depend on external macroeconomic conditions and other factors including future decisions by the Company and the risk factors disclosed in the Company's SEC filings

WE'RE
DIFFERENT—
AND PROUD
OF IT

OUR FOCUS IS ON
PERSONAL SERVICE—
AND THAT IS OUR
COMPETITIVE ADVANTAGE.

Ethan Allen Interiors

Non-GAAP Reconciliation

(\$, millions except per share amounts)

	YTD Actual F19	Special Items	YTD Actual Pro-forma F19	YTD Actual F18	Special Items	YTD Actual Pro-forma F18
Net sales	\$ 384.9		\$ 384.9	\$ 379.8		\$ 379.8
Gross profit	\$ 210.3	\$ -	\$ 210.3	\$ 208.1	\$ -	\$ 208.1
Gross margin	54.6%		54.6%	54.8%		54.8%
Operating expenses	\$ 182.4	\$ (0.3)	\$ 182.1	\$ 179.0	\$ (0.5)	\$ 178.5
% of sales	47.4%		47.3%	47.1%		47.0%
Operating income (loss)	\$ 27.9	\$ 0.3	\$ 28.2	\$ 29.1	\$ 0.5	\$ 29.6
Operating margin	7.3%		7.3%	7.7%		7.8%
Net Int & Other Exp	\$ 0.1	\$ -	\$ 0.1	\$ 0.0	\$ 0.1	\$ 0.1
Net income (loss)	\$ 21.0	\$ 0.2	\$ 21.3	\$ 22.3	\$ 0.4	\$ 22.7
Diluted EPS	\$0.78	\$0.01	\$0.79	\$0.80	\$0.02	\$0.82



RAYMOND JAMES
INSTITUTIONAL
INVESTOR CONFERENCE

MARCH 5, 2019

ETHAN ALLEN®
— EVERY DETAIL MATTERS —

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