# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington D.C. 20549

# FORM 8-K

Current Report
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 27, 2010

## ETHAN ALLEN INTERIORS INC.

(Exact name of registrant as specified in its charter)

<u>Delaware</u> (State or other jurisdiction of incorporation)	1-11692 (Commission File Number)	06-1275288 (I.R.S. Employer Identification No.)
Ethan Allen Drive <u>Danbury, CT</u> (Address of principal executive office	rs)	<u>06811</u> (Zip Code)
Registra	nt's telephone number, including area code: (203) 7	743-8000
	Not Applicable	
(For	rmer name or former address, if changed since last rep	port)
Check the appropriate box below if the Form 8-K filing is into General Instruction A.2. below):	ended to simultaneously satisfy the filing obligation of	of the registrant under any of the following provisions (see
$\hfill \square$ Written communications pursuant to Rule 425 under the Se	ecurities Act (17 CFR 230.425)	
☐ Soliciting material pursuant to Rule 14a-12 under the Exch	ange Act (17 CFR 240.14a-12)	
☐ Pre-commencement communications pursuant to Rule 14d-	-2(b) under the Exchange Act (17 CFR 240.14d-2(b))	
☐ Pre-commencement communications pursuant to Rule 13e-	4(c) under the Exchange Act (17 CFR 240.13e-4(c))	

#### INFORMATION TO BE INCLUDED IN REPORT

#### **SECTION 2 – FINANCIAL INFORMATION**

#### Item 2.02 Results of Operations and Financial Condition

The information contained within Item 2.02 of this Form 8-K and the Exhibits attached hereto shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 and shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

On October 27, 2010, Ethan Allen Interiors Inc. ("Ethan Allen" or the "Company") issued a press release which contained certain preliminary operating results for the quarter ended September 30, 2010. A copy of the press release is attached hereto as Exhibit 99.1 and hereby incorporated by reference.

On October 28, 2010, Ethan Allen will conduct a conference call during which certain unaudited, non-GAAP financial information related to the Company's operations for the three months ended September 30, 2010 will be disclosed. This information is set forth in the attached Exhibit 99.1.

Exhibit 99.1 includes references to the Company's (i) consolidated operating profit, (ii) wholesale operating profit, (iii) net income, (iv) earnings per share, and (v) earnings before interest, taxes, depreciation and amortization ("EBITDA"), all excluding the effects of restructuring and transition charges as a result of the Company's decision to consolidate facilities, and certain non-operating income adjustments recorded during fiscal 2011, and fiscal 2010. A reconciliation of these financial measures to the most directly comparable financial measure reported in accordance with generally accepted accounting principles ("GAAP") is also provided in Exhibit 99.1.

Management believes that excluding items which are deemed to be non-recurring in nature from financial measures such as operating profit, wholesale operating profit, net income, and earnings per share, allows investors to more easily compare and evaluate the Company's financial performance relative to prior periods and industry comparables. These adjusted measures also aid investors in understanding the operating results of the Company absent such non-recurring or unusual events.

Management considers EBITDA an important indicator of the operational strength and performance of its business, including the ability of the Company to pay interest, service debt and fund capital expenditures. Given the nature of the Company's operations, including the tangible assets necessary to carry out its production and distribution activities, depreciation and amortization represent Ethan Allen's largest non-cash charges. As these non-cash charges do not affect the Company's ability to service debt or make capital expenditures, it is important to consider EBITDA in addition to, but not as a substitute for, operating income, net income and other measures of financial performance reported in accordance with GAAP, including cash flow measures such as operating cash flow.

#### SECTION 9 - FINANCIAL STATEMENTS AND EXHIBITS

#### **Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

<u>Exhibit</u> <u>Description</u>

99.1 Press release dated October 27, 2010

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: October 27, 2010

ETHAN ALLEN INTERIORS INC.

By: /s/ David R. Callen

David R. Callen

Vice President, Finance & Treasurer

#### EXHIBIT INDEX

**Description** 

Exhibit 99.1 Press release dated October 27, 2010

#### Ethan Allen Reports Results for Quarter Ended September 30, 2010

DANBURY, Conn.--(BUSINESS WIRE)--October 27, 2010--Ethan Allen Interiors Inc. ("Ethan Allen" or the "Company") (NYSE:ETH) reported operating results for the three months ended September 30, 2010

Net sales for the quarter ended September 30, 2010 were \$164.8 million, up 21.0% from the prior year quarter. The Company's Retail division delivered net sales of \$121.0 million, an increase of 17.3% from the prior year quarter. Total written orders booked for the Retail division decreased 2.4% while comparable design center orders were 3.5% higher than the prior year quarter.

Farooq Kathwari, Chairman, President and CEO commented, "We are pleased with the growth of sales and profitability. The 'Great Recession' has provided an opportunity to make substantial improvements in most aspects of our vertically integrated enterprise. Written business for the quarter was impacted by the timing of the end of savings events, which ended October 18 this year compared with a September 30 conclusion last year."

Net income for the quarter ended September 30, 2010 was \$3.8 million or \$0.13 per diluted share. This compares with a net loss the prior year quarter of \$13.6 million or \$0.47 per diluted share. Excluding special items from both periods, the current quarter net income was \$3.2 million or \$0.11 per diluted share compared to a prior year net loss of \$5.7 million or \$0.20 per diluted share.

The Company maintained strong liquidity and ended the quarter with cash and securities totaling \$90.7 million. During the quarter, the Company paid \$7.7 million to repurchase a portion of its common stock and bonds. An additional \$3.0 million of bonds were repurchased in early October 2010.

Mr. Kathwari stated, "While we are faced with an uncertain economic environment, we are cautiously optimistic that due to our many initiatives, we have the opportunity to gain market share and continue to show improvements compared to the prior year in both sales and earnings. During the past quarter, we increased our advertising spending and introduced our new campaign, which while maintaining the aspirational value of our brand, also gets the message across about our excellent values, stylish products, quality, and interior design services."

#### Analyst Conference Call

The Company will conduct a conference call at 11:00 AM (Eastern) on Thursday, October 28<sup>th</sup> to discuss the financial results and our business initiatives. The live webcast and replay are accessible via the Company's website at <a href="http://ethanallen.com/investors">http://ethanallen.com/investors</a>.

#### About Ethan Allen

Ethan Allen Interiors Inc. is a leading interior design company and manufacturer and retailer of quality home furnishings. The Company offers free interior design service to its clients and sells a full range of furniture products and decorative accessories through ethanallen.com and a network of approximately 280 Design Centers in the United States and abroad. Ethan Allen owns and operates seven manufacturing facilities in North America, including five manufacturing plants and one sawmill in the United States and one manufacturing plant in Mexico. Approximately seventy percent of its products are made in its United States plants. For more information on Ethan Allen's products and services, visit ethanallen.com.

This press release should be read in conjunction with the Company's Annual Report on Form 10-K for the year ended June 30, 2010 and other reports filed with the Securities and Exchange Commission. This press release and related discussions contain forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements reflect management's current expectations concerning future events and results of the Company, and are subject to various assumptions, risks and uncertainties. Accordingly, actual future events or results could differ materially from those contemplated by the forward-looking statements. The Company assumes no obligation to update or provide revision to any forward-looking statement at any time for any reason.

#### Ethan Allen Interiors Inc. Selected Financial Information Unaudited

(in thousands)

#### Selected Consolidated Financial Data:

	Three Months	Ended
	09/30/10	09/30/09
Net sales	\$164.8	\$136.2
Gross margin	50.0%	42.8%
Operating margin	3.3%	-11.8%
Operating margin (excluding special items*)	3.8%	-5.0%
Net income (loss)	\$3.8	(\$13.6)
Net income (loss) (excluding special items* and		
related income tax effects)	\$3.2	(\$5.7)
Operating cash flow	(\$0.9)	\$17.0
Capital expenditures	\$1.5	\$2.5
Treasury stock repurchases (settlement		
date basis)	\$5.4	\$0.0
EBITDA	\$13.9	(\$2.8)
EBITDA as % of net sales	8.4%	-2.1%
EBITDA (excluding special items*)	\$13.3	(\$0.1)
EBITDA as % of net sales (excluding special items*)	8.0%	-0.1%
/		

#### Selected Financial Data by Business Segment:

	Three Months	Ended	
	09/30/10	09/30/09	
<u>Retail</u>			
Net sales	\$121.0	\$103.2	
Operating margin	-3.5%	-11.0%	
Operating margin (excluding special items*)	-3.4%	-10.4%	
<u>Wholesale</u>			
Net sales	\$107.6	\$81.3	
Operating margin	11.1%	-5.7%	
Operating margin (excluding special items*)	11.7%	4.9%	

<sup>\*</sup> Special items consist of restructuring, impairment, transition charges, and certain other items.

Related tax effects are calculated using a normalized income tax rate.

# Ethan Allen Interiors Inc. Condensed Consolidated Income Statements

#### Unaudited

(in thousands)

		Three Mo		
	09.	09/30/10		09/30/09
Net sales	\$	164,841	\$	136,190
Cost of sales		82,460		77,881
Gross profit		82,381		58,309
Operating expenses:				
Selling		39,327		35,934
General and administrative		37,443		37,651
Restructuring and impairment charge		225		812
Total operating expenses		76,995		74,397
Operating income (loss)		5,386		(16,088)
Interest and other income		3,157		797
Interest expense		2,974		2,981
Income (loss) before income taxes		5,569		(18,272)
Income tax expense (benefit)		1,756		(4,693)
Net income (loss)	\$	3,813	\$	(13,579)
Basic earnings per common share:				
Net income (loss) per basic share	\$	0.13	\$	(0.47)
Basic weighted average shares outstanding		28,779		28,926
Diluted earnings per common share:				
Net income (loss) per diluted share	\$	0.13	\$	(0.47)
Diluted weighted average shares outstanding		28,950		28,926

# Ethan Allen Interiors Inc. Condensed Consolidated Balance Sheets

#### Unaudited

(in thousands)

	September 30, <u>2010</u>			June 30, 2010	
Assets					
Current assets:					
Cash and cash equivalents	\$	62,728	\$	73,852	
Marketable securities		11,671		11,075	
Accounts receivable, net		16,484		17,105	
Inventories		138,518		134,040	
Prepaid expenses & other current assets		26,565		23,620	
Total current assets		255,966		259,692	
Property, plant and equipment, net		302,095		305,747	
Intangible assets, net		45,128		45,128	
Restricted cash and investments		16,329		17,318	
Other assets		3,495		3,892	
Total Assets	\$	623,013	\$	631,777	
Liabilities and Shareholders' Equity Current liabilities:					
Current maturities of long-term debt		3,899		3,898	
Customer deposits		51,111		52,605	
Accounts payable		20,422		23,952	
Accrued expenses & other current liabilities		65,055		65,287	
Total current liabilities		140,487		145,742	
Long-term debt		197,042		199,369	
Other long-term liabilities		18,060		19,123	
Deferred income taxes		8,956		9,084	
Total liabilities		364,545		373,318	
Shareholders' equity		258,468		258,459	
Total Liabilities and Shareholders' Equity	\$	623,013	\$	631,777	

## Ethan Allen Interiors Inc.

#### **GAAP Reconciliation**

#### Three Months Ended September 30, 2010 and 2009 Unaudited

(in thousands, except per share amounts)

Three Months Ended September 30,

Net income (loss)         3,813         8, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,81         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3,813         9, 3			2010	,	2009
Act per la internation (activation (activation)			2.042		(4.5.50)
Net including special idense and related income tax effects)         8         3,158         8         0,5,080           Earnings (loss) per basic share (excluding special idense and related income tax effects)         8         0,11         \$         0,020           Brainings (loss) per basic share (excluding special idense and related income tax effects)         9         0,11         \$         0,020           Brainings (loss) per diluted share (excluding special idense and related income tax effects)         9         0,11         \$         0,020           Earnings (loss) per diluted share (excluding special idense and related income tax effects)         9         0,11         \$         0,020           Diluted without excluding special idense and related income tax effects)         8         0,1         \$         0,020           Diluted without excluding special idense and related income tax effects)         9         0,1         \$         0,020           Diluted without excluding special idense and related income tax effects)         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         9         1,0         1,0         9         1,0 <td></td> <td>\$</td> <td></td> <td>\$</td> <td></td>		\$		\$	
related income tax effects)         \$ 1,158         \$ (5,680)           Earnings (loss) per basic share         \$ 0,13         \$ (0.07)           Earnings (loss) per basic share (excluding special items* and related income tax effects)         \$ 0,11         \$ (0.02)           Basic weighted wavenge shares outstanding         \$ 0,13         \$ (0.02)           Earnings (loss) per diluted share         \$ 0,13         \$ (0.02)           Earnings (loss) per diluted share (excluding special items*         \$ 0,11         \$ (0.02)           Earnings (loss) per diluted share (excluding special items*         \$ 0,11         \$ (0.02)           Earnings (loss) per diluted share (excluding special items*         \$ 0,11         \$ (0.02)           Diluted Oberating Interme / Operating Macria         \$ 0,11         \$ (0.02)           Diversiting interme / Operating August         \$ 3,38         \$ (16,08)           Active per lating interme / Operating Macria         \$ 3,38         \$ (16,08)           Operating interme / Operating August         \$ 3,38         \$ (16,08)           Active per lating interme / Operating Macria         \$ 3,49         \$ (3.04)           Operating margin (excluding special items*)         \$ 10,49         \$ (4.60)           Active per lating interme / Operating Macria         \$ 10,29         \$ (3.02)           Abdispecial items* </td <td>•</td> <td></td> <td>(033)</td> <td></td> <td>7,693</td>	•		(033)		7,693
Earning (loss) per basis share (excluding special tiens* and relact in come tax effects)         8 0.01         \$ 0.02           Basic weight does not sustanding         28,77         28,260           Earnings (loss) per diluted share         \$ 0.13         \$ 0.02           Earnings (loss) per diluted share (excluding special fixed share)         \$ 0.01         \$ 0.02           Diluted weights deverge share substanding         \$ 28,95         \$ 1,00         \$ 28,95           Diluted weights deverge share substanding         \$ 3.36         \$ 16,80         \$ 9.31           Diluted weights deverge share substanding         \$ 3.09         \$ 28,90         \$ 16,80           Diluted weights deverge share substanding         \$ 16,90         \$ 316,90         \$ 16,80           Add. special fixense (loss)         \$ 16,90         \$ 136,90         \$ 16,80           Operating income (loss) (excluding special items*)         \$ 1,90         \$ 16,90         \$ 36,00           Operating margin (excluding special items*)         \$ 1,90         \$ 6,50         \$ 3,90           Wholesale operating income (excluding special items*)         \$ 1,90         \$ 1,90         \$ 3,90           Wholesale operating margin (excluding special items*) <td>· /·</td> <td>\$</td> <td>3,158</td> <td>\$</td> <td>(5,686)</td>	· /·	\$	3,158	\$	(5,686)
and related income tax effects)         \$ 0.11         \$ 0.020           Basic weighted average shares outstanding         28,779         28,2826           Earnings (loss) per diluted share         \$ 0.13         \$ 0.047           Earnings (loss) per diluted share (excluding special items* and related income tax effects)         \$ 0.11         \$ 0.020           Diluted weighted average shares outstanding         \$ 0.10         28,950         28,926           Consolidated Operating Income (Ose)         \$ 3.38         \$ 16,088         9.018           Openating income (loss)         \$ 0.43         \$ 0.020         9.018           Add: special items*         9 0.44         \$ 0.318         \$ 0.020           Openating income (loss) (excluding special items*)         \$ 16,481         \$ 136,190         \$ 0.070           Net sales         \$ 16,481         \$ 136,190         \$ 1,500         \$ 0.020         \$ 0.070         \$ 0.	Earnings (loss) per basic share	\$	0.13	\$	(0.47)
Earnings (loss) per diluted share (excluding special items* and related income tax effects)         \$ 0.11         \$ 0.20           Diluted weighted share (excluding special items* and related income tax effects)         \$ 0.01         \$ 0.02           Diluted weighted share counted for the special items of the speci		\$	0.11	\$	(0.20)
Earning floss) per diluted share (excluding special items* and related income tax effects)         8         0.10         \$         0.00           Diluted weighted average shares outstanding         28,950         28,920         28,920           Consolidated Operating Margin         \$         5,366         \$         16,088           Operating income (loss)         9         5,368         \$         16,088           Operating income (loss) (excluding special items*)         9         104,341         \$         3,318           Operating income (loss) (excluding special items*)         3,38%         \$         16,089           Operating margin         3,38%         \$         16,089           Operating margin (excluding special items*)         3,38%         \$         15,049           Operating income (loss)         \$         11,39         \$         4,660           Operating income (loss)         \$         11,39         \$         4,660           Oblessale operating income (loss)         \$         11,79         \$         8,55           Wholesale operating income (excluding special items*)         \$         11,70         \$         8,55           Wholesale operating income (excluding special items*)         \$         11,70         \$         9,85	Basic weighted average shares outstanding		28,779		28,926
ieins* and related income tax effects)         \$ 0.11         \$ (0.20)           Diluted weighted average shares outstanding         28,950         28,926           Considiated Operating Income / Operating Margin         \$ 5,386         \$ (16,088)           Operating income (loss)         \$ 0,520         \$ 0,318           Operating income (loss) (excluding special items*)         \$ 164,841         \$ 136,190           Operating margin         3,3%         \$ 11,18%           Operating margin (excluding special items*)         3,3%         \$ 1,18%           Operating Income / Operating Margin         \$ 11,939         \$ 46,600           Operating Income / Operating Margin         \$ 11,939         \$ 46,600           Add. special items         \$ 11,939         \$ 8,600           Add. special items         \$ 11,939         \$ 8,600           Add. special items (excluding special items*)         \$ 11,939         \$ 8,600           Wholesale operating income (loss)         \$ 11,939         \$ 8,600           Wholesale operating income (loss)         \$ 11,939         \$ 8,600           Wholesale operating income (loss)         \$ 12,618         \$ 3,996           Wholesale operating income (loss)         \$ 11,10%         \$ 3,996           Wholesale operating margin (excluding special items*)         \$ 1,00		\$	0.13	\$	(0.47)
Consolidated Operating Income (loss)         \$ 5,386         \$ (16,088)           Add: special items *         904         9,318           Operating income (loss) (excluding special items*)         \$ 6,290         \$ 136,190           Net sales         \$ 164,841         \$ 136,190           Operating margin         3,3%         -11,18%           Operating margin (excluding special items*)         3,3%         -5,0%           Wholesale Operating Income / Operating Margin         \$ 11,939         \$ (4,600)           Add: special items         \$ 11,939         \$ (4,600)           Add: special items         \$ 11,939         \$ (4,600)           Add: special items         \$ 11,030         \$ 3,996           Wholesale operating income (coss)         \$ 10,7555         \$ 81,281           Wholesale operating margin (excluding special items*)         \$ 10,7555         \$ 81,281           Wholesale operating margin (excluding special items*)         \$ 11,17%         5.57%           Wholesale operating innome (Operating Margin         \$ 11,17%         4.99%           Wholesale operating innome (loss)         \$ (4,600)         \$ (11,349)           Wholesale operating innome (Operating Margin         \$ 11,030         \$ (11,349)           Wholesale operating innome (Operating Margin         \$ (4,600)		_ \$	0.11	\$	(0.20)
Operating income (loss)         \$ 5,386         \$ (16,088)           Add: operating income (loss) (excluding special items*)         \$ 6,290         \$ (6,770)           Net sales         \$ 164,841         \$ 136,190           Operating margin         3.3%         -11.8%           Operating margin (excluding special items*)         \$ 11,939         \$ (4,660)           Wholesale Operating Income (Operating Margin         \$ 11,939         \$ (4,660)           Add: operating income (excluding special items*)         \$ 12,618         \$ 3,566           Wholesale operating income (excluding special items*)         \$ 12,618         \$ 3,566           Wholesale operating margin (excluding special items*)         \$ 12,618         \$ 3,566           Wholesale operating margin (excluding special items*)         \$ 11,739         \$ 18,281           Wholesale operating margin (excluding special items*)         \$ 12,618         \$ 3,566           Wholesale operating margin (excluding special items*)         \$ 11,17%         \$ 4,900           Wholesale operating income (Operating Margin         \$ 11,249         \$ (11,349)           Retail Operating Income (Oss)         \$ (4,200)         \$ (11,349)           Add: operating income (loss) (excluding special items*)         \$ (4,600)         \$ (11,687)           Retail Operating Income (loss) (excluding special items	Diluted weighted average shares outstanding		28,950		28,926
Add: special items*         904         9,318           Operating income (loss) (excluding special items*)         \$ 6,290         \$ 16,790           Net sales         \$ 164,841         \$ 136,190           Operating margin         3,3%         -5,10%           Operating margin (excluding special items*)         3,8%         -5,0%           Wholesale Operating Income / Operating Margin         \$ 11,93         \$ 4,660           Wholesale operating income (closs)         6 79         8,650           Add: special items*)         \$ 12,618         \$ 3,996           Wholesale operating income (excluding special items*)         \$ 11,1%         5,796           Wholesale operating margin         11,1%         5,796           Wholesale operating margin (excluding special items*)         11,1%         5,796           Wholesale operating income (operating Margin         11,1%         5,796           Retail Operating Income / Operating Margin         2 (4,200)         \$ (11,349)           Retail operating income (loss) (excluding special items*)         \$ 2,25         662           Retail operating income (loss) (excluding special items*)         \$ 10,087         62           Retail operating income (loss) (excluding special items*)         \$ 10,087         62           Retail operating income (loss) (excluding			5.206		(1.6.000)
Operating income (loss) (excluding special items*)         \$ 164.841         \$ 136,190           Net sales         3.3%         -11.8%           Operating margin         3.3%         -11.8%           Operating margin (excluding special items*)         3.8%         -5.0%           Wholesale Operating Income / Operating Margin         \$ 11,939         \$ (4,600)           Add: special items         5 12,618         \$ 3,996           Wholesale operating income (excluding special items*)         5 12,618         \$ 3,996           Wholesale operating margin         11.1%         -5.7%           Wholesale operating margin (excluding special items*)         11.1%         -5.7%           Wholesale operating margin (excluding special items*)         \$ 14,290         \$ (11,349)           Retail Operating Income / Operating Margin         \$ 25         62           Retail operating income (loss) (excluding special items*)         \$ 14,050         \$ (11,349)           Add: special items         \$ 25         62           Retail operating income (loss) (excluding special items*)         \$ 10,687         62           Retail operating income (loss) (excluding special items*)         \$ 10,687         62         62         62         62         62         62         62         62         62         62		\$		\$	
Operating margin         3.3%         -11.8%           Operating margin (excluding special items*)         3.8%         -5.0%           Wholesale Operating Income / Operating Margin         \$ 11,939         \$ (4,660)           Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$ 10,755         \$ 32,906           Wholesale operating margin         \$ 11,1%         5.7%           Wholesale operating margin (excluding special items*)         \$ 11,1%         5.7%           Wholesale operating Income / Operating Margin         \$ 11,1%         5.7%           Retail Operating Income / Operating Margin         \$ 11,1%         5.7%           Retail Operating Income / Operating Margin         \$ 12,023         \$ (11,349)           Retail operating income (loss)         \$ 2,25         662           Retail operating income (loss) (excluding special items*)         \$ 2,25         662           Retail operating income (loss) (excluding special items*)         \$ 12,023         \$ 10,687           Retail operating margin         \$ 121,023         \$ 103,150	-	\$		\$	
Operating margin         3.3%         -11.8%           Operating margin (excluding special items*)         3.8%         -5.0%           Wholesale Operating Income / Operating Margin         \$ 11,939         \$ (4,660)           Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$ 10,755         \$ 32,906           Wholesale operating margin         \$ 11,1%         5.7%           Wholesale operating margin (excluding special items*)         \$ 11,1%         5.7%           Wholesale operating Income / Operating Margin         \$ 11,1%         5.7%           Retail Operating Income / Operating Margin         \$ 11,1%         5.7%           Retail Operating Income / Operating Margin         \$ 12,023         \$ (11,349)           Retail operating income (loss)         \$ 2,25         662           Retail operating income (loss) (excluding special items*)         \$ 2,25         662           Retail operating income (loss) (excluding special items*)         \$ 12,023         \$ 10,687           Retail operating margin         \$ 121,023         \$ 103,150	Net sales	•	164 841	\$	136 190
Wholesale Operating Income / Operating Margin         3.8%         -5.0%           Wholesale Operating Income / Operating Margin         S         11,939         \$         (4,660)           Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$         12,618         \$         3,996           Wholesale operating margin         \$         11,17%         5.7%           Wholesale operating margin (excluding special items*)         11,17%         4.9%           Retail Operating Income / Operating Margin         \$         (4,290)         \$         (11,349)           Retail Operating income (loss)         \$         (4,065)         \$         (10,687)           Retail operating income (loss) (excluding special items*)         \$         (4,065)         \$         (10,687)           Retail operating income (loss) (excluding special items*)         \$         (4,065)         \$         (10,687)           Retail operating income (loss) (excluding special items*)         \$         (4,065)         \$         (10,687)           Retail operating income (loss) (excluding special items*)         \$         (4,065)         \$         (10,687)           Retail operating margin         \$         (4,065)         \$         (10,687)         \$ </td <td></td> <td>Ψ</td> <td>-</td> <td>Ψ</td> <td></td>		Ψ	-	Ψ	
Wholesale operating income (loss)         \$ 11,939         \$ (4,660)           Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$ 12,618         \$ 3,996           Wholesale net sales         \$ 107,555         \$ 81,281           Wholesale operating margin         \$ 11.1%         -5.7%           Wholesale operating margin (excluding special items*)         \$ 11.7%         4.9%           Retail Operating Income / Operating Margin           Retail operating income (loss)         \$ (4,290)         \$ (11,349)           Add: special items         \$ 225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail operating income (loss) (excluding special items*)         \$ 121,023         \$ 103,150           Retail operating margin         \$ 3,296         \$ 121,023         \$ 103,150           Retail operating margin         \$ 3,296         \$ 11,002         \$ 11,002					
Wholesale operating income (loss)         \$ 11,939         \$ (4,660)           Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$ 12,618         \$ 3,996           Wholesale net sales         \$ 107,555         \$ 81,281           Wholesale operating margin         \$ 11.1%         -5.7%           Wholesale operating margin (excluding special items*)         \$ 11.7%         4.9%           Retail Operating Income / Operating Margin           Retail operating income (loss)         \$ (4,290)         \$ (11,349)           Add: special items         \$ 225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail operating income (loss) (excluding special items*)         \$ 121,023         \$ 103,150           Retail operating margin         \$ 3,296         \$ 121,023         \$ 103,150           Retail operating margin         \$ 3,296         \$ 11,002         \$ 11,002	Will be did to the wind				
Add: special items         679         8,656           Wholesale operating income (excluding special items*)         \$ 12,618         \$ 3,996           Wholesale net sales         \$ 107,555         \$ 81,281           Wholesale operating margin (excluding special items*)         11.1%         -5.7%           Wholesale operating margin (excluding special items*)         11.7%         4.9%           Retail Operating Income / Operating Margin         \$ (4,290)         \$ (11,349)           Retail operating income (loss)         \$ 225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%		\$	11 939	\$	(4 660)
Wholesale net sales         \$ 107,555         \$ 81,281           Wholesale operating margin (excluding special items*)         11.1%         -5.7%           Wholesale operating margin (excluding special items*)         11.7%         4.9%           Retail Operating Income / Operating Margin         \$ (4,290)         \$ (11,349)           Retail operating income (loss)         225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	1 0 1	Ψ		Ψ	
Wholesale operating margin         11.1%         -5.7%           Wholesale operating margin (excluding special items*)         11.7%         4.9%           Retail Operating Income / Operating Margin         \$ (4,290)         \$ (11,349)           Retail operating income (loss)         225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail operating margin         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	Wholesale operating income (excluding special items*)	\$	12,618	\$	3,996
Retail Operating Income / Operating Margin         \$ (4,290)         \$ (11,349)           Retail operating income (loss)         \$ (4,290)         \$ (11,349)           Add: special items         225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	Wholesale net sales	\$	107,555	\$	81,281
Retail Operating Income / Operating Margin         \$ (4,290)         \$ (11,349)           Retail operating income (loss)         \$ 225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	Wholesale operating margin		11.1%	-5.7%	
Retail operating income (loss)         \$ (4,290)         \$ (11,349)           Add: special items         225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	Wholesale operating margin (excluding special items*)	<u> </u>	11.7%	4.9%	
Add: special items         225         662           Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%					
Retail operating income (loss) (excluding special items*)         \$ (4,065)         \$ (10,687)           Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%		\$		\$	
Retail net sales         \$ 121,023         \$ 103,150           Retail operating margin         -3.5%         -11.0%	-	<u> </u>		\$	
Retail operating margin -3.5% -11.0%					
				-	-
	Retail operating margin (excluding special items*)				

 $<sup>\</sup>hbox{* Special items consist of restructuring, impairment, transition charges, and certain other items.}$ 

Related tax effects are calculated using a normalized income tax rate.

## Ethan Allen Interiors Inc.

#### **GAAP Reconciliation**

#### Three Months Ended September 30, 2010 and 2009 Unaudited

(in thousands, except per share amounts)

Three Months Ended September 30,

	 2010		2009	
<u>EBITDA</u>				
Net income (loss)	\$ 3,813	\$	(13,579)	
Add: interest expense (income), net	2,675		2,766	
Add: income tax expense (benefit)	1,756		(4,693)	
Add: depreciation and amortization (including accelerated depreciation)	5,607		12,697	
EBITDA	\$ 13,851	\$	(2,809)	
Net sales	\$ 164,841	\$	136,190	
EBITDA as % of net sales	8.4%		-2.1%	
EBITDA	\$ 13,851	\$	(2,809)	
Add: special items*	 (596)		2,688	
Adjusted EBITDA	\$ 13,255	\$	(121)	
Net sales	\$ 164,841	\$	136,190	
Adjusted EBITDA as % of net sales	 8.0%		-0.1%	

<sup>\*</sup> Special items consist of restructuring, impairment, transition charges, and certain other items. Related tax effects are calculated using a normalized income tax rate.

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