



# Ethan Allen Interiors (ETD)

Updated February 22<sup>nd</sup>, 2023, by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$29	<b>5 Year CAGR Estimate:</b>	12.9%	<b>Market Cap:</b>	\$750 M
<b>Fair Value Price:</b>	\$42	<b>5 Year Growth Estimate:</b>	2.0%	<b>Ex-Dividend Date<sup>1</sup>:</b>	5/8/23
<b>% Fair Value:</b>	69%	<b>5 Year Valuation Multiple Estimate:</b>	7.7%	<b>Dividend Payment Date<sup>1</sup>:</b>	5/24/23
<b>Dividend Yield:</b>	4.4%	<b>5 Year Price Target</b>	\$46	<b>Years Of Dividend Growth:</b>	3
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Buy

## Overview & Current Events

Ethan Allen Interiors (ETD) is a vertically integrated interior design company that manufactures and sells retail home furnishings, such as beds, dressers, chairs, lighting, mattresses, and decorative pieces. The company sells online and through its network of approximately 302 design centers, where 161 are independently owned and 141 are company operated. In 2022, 16% of net sales came from the Wholesale segment, which includes sales from independently owned stores, while the Retail segment generated 84% sales. It is important to note that this business is in the Consumer Cyclical sector because it sells consumer durables. These are products that tend to last a long time, so people may forego purchasing these products during a recession. The company suffered during the pandemic as it was forced to close its service centers, but it recovered swiftly thanks to pent-up demand amid huge fiscal stimulus packages. We believe the business is positioned to continue to benefit from long-term work from home trends. Additionally, the business follows a build-to-order business model, where orders are customized to the customer's preference.

In late January, Ethan Allen reported (1/25/23) financial results for the second quarter of fiscal 2023. Retail sales and wholesale sales decreased -4.4% and -8.3%, respectively, over the prior year's quarter but gross margin expanded from 58.8% to 61.0% thanks to material price hikes. As a result, adjusted earnings-per-share grew 16%, from \$0.95 to \$1.10, and exceeded the analysts' consensus by \$0.21. The company has exceeded the analysts' estimates by a wide margin for six consecutive quarters. While business momentum has decelerated off blowout levels in 2022, the company remains on track to post the second-best earnings-per-share in its history this year.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$1.32	\$1.45	\$1.41	\$1.92	\$1.45	\$1.25	\$1.56	\$0.49	\$2.37	\$3.93	<b>\$3.50</b>	<b>\$3.86</b>
<b>DPS</b>	\$0.36	\$0.40	\$0.50	\$0.62	\$0.74	\$0.76	\$0.76	\$0.63	\$0.96	\$1.15	<b>\$1.28</b>	<b>\$1.41</b>
<b>Shares</b>	29	29	28	28	27	27	27	25	25	25	<b>25</b>	<b>25</b>

Over the past 9 years, Ethan Allen has grown its earnings-per-share at an average annualized rate of 12.9%. In 2023, we expect earnings-per-share to fall slightly to \$3.50, as excess demand starts to subside. We expect the company to grow its bottom line by 2.0% per year on average beyond this year.

Ethan Allen has grown its dividend by 13.8% per year on average over the last decade and by 11.0% per year on average over the last 5 years. We expect the dividend to grow in line with earnings-per-share going forward. While Ethan Allen only has a 3-year history of increasing dividends after cutting their dividends slightly in 2020, the business has a 25-year consecutive history of paying dividends, which gives us confidence that the business will continue paying dividends.

## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>Avg. P/E</b>	20.5	18.4	18.9	15.3	22.0	21.8	13.3	32.5	8.9	6.3	<b>8.3</b>	<b>12.0</b>
<b>Avg. Yld.</b>	1.3%	1.5%	1.9%	2.1%	2.3%	2.8%	3.7%	4.0%	4.5%	4.6%	<b>4.4%</b>	<b>3.0%</b>

<sup>1</sup> Estimated Date.

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Excluding 2020, in which depressed earnings resulted in an abnormally high price-to-earnings ratio, Ethan Allen has traded at an average price-to-earnings ratio of 16.2 over the last decade. Due to lackluster growth expectations, we assume a fair price-to-earnings ratio of 12.0 for this stock. If the stock trades at our assumed fair valuation level in five years, it will enjoy a 7.7% annualized gain in its returns.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

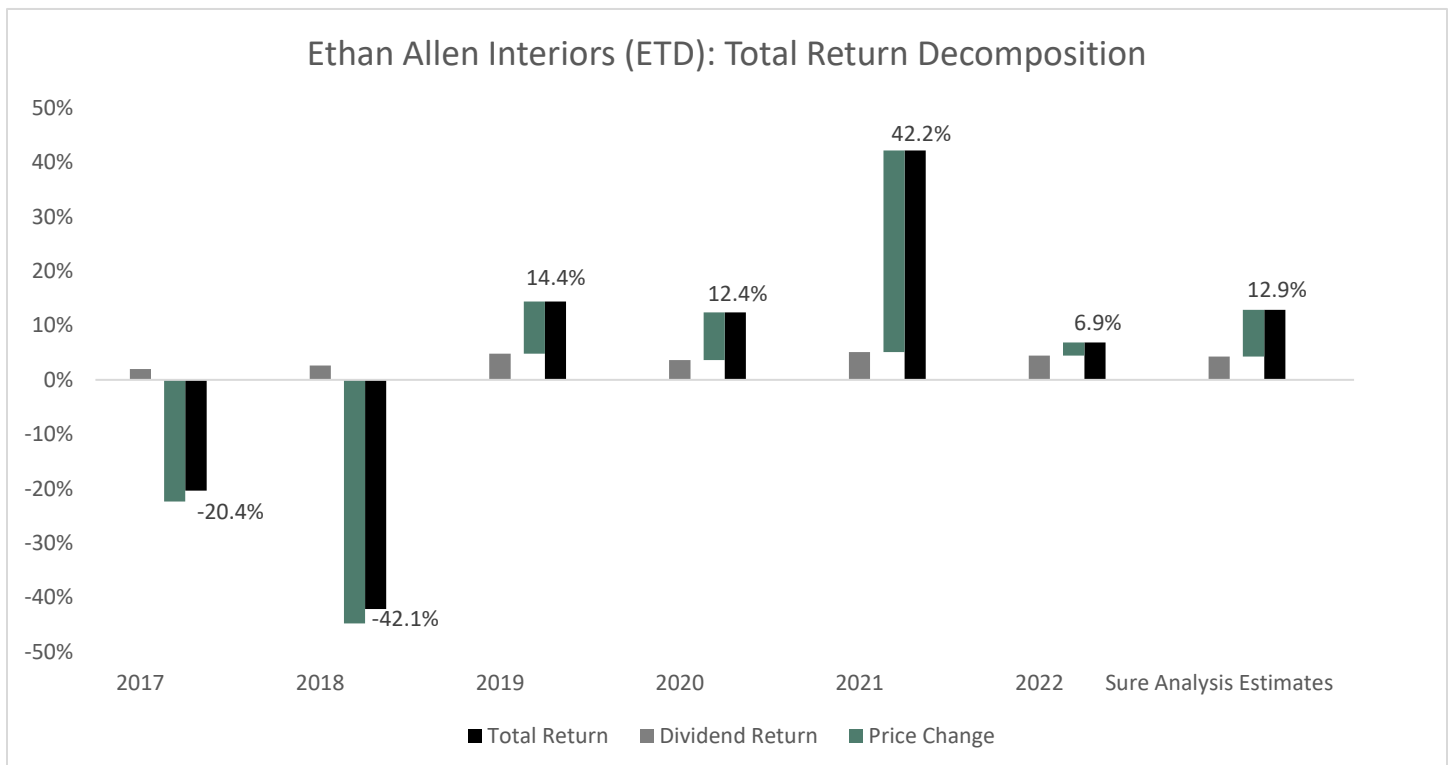
Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	27%	28%	35%	32%	51%	61%	49%	129%	41%	29%	37%	37%

Ethan Allen has averaged a payout ratio of 48.2% over the past 9 years. With earnings-per-share expected to grow at the same pace as dividends, we expect that the business will continue to have a low payout ratio over the intermediate term. The business has no debt, which adds a strong level of safety to the business, but investors should understand that this business is vulnerable to economic downturns. While Ethan Allen is far from the cheapest retailer in its markets, the business has competitive advantages such as vertical integration, North American manufacturing operations that enable the company to deliver higher quality products, and made-to-order products.

## Final Thoughts & Recommendation

Ethan Allen offers investors an opportunity to invest in an established name-brand business that sells high-quality furniture. The stock could offer a 12.9% average annual total return over the next five years thanks to 2.0% earnings growth, a 4.4% dividend and a 7.7% annualized valuation tailwind. It thus receives a buy rating. On the other hand, investors should be aware that the stock is cheap primarily due to its high vulnerability to recessions. The economy has remarkably slowed down lately due to the aggressive interest rate hikes implemented by the Fed, which is doing its best to restore inflation to its long-term target around 2%.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	729	747	755	794	763	767	747	590	685	818
Gross Profit	398	406	411	442	420	416	409	323	393	485
Gross Margin	54.6%	54.4%	54.5%	55.7%	55.0%	54.2%	54.8%	54.8%	57.4%	59.3%
SG&A Exp.	338	337	345	353	362	367	357	312	313	351
D&A Exp.	18	18	19	19	20	20	20	17	16	16
Operating Profit	60	70	66	89	58	49	53	12	80	134
Op. Margin	8.3%	9.3%	8.7%	11.2%	7.6%	6.4%	7.0%	2.0%	11.6%	16.4%
Net Profit	32	43	37	57	36	36	26	9	60	103
Net Margin	4.5%	5.7%	4.9%	7.1%	4.7%	4.7%	3.4%	1.5%	8.8%	12.6%
Free Cash Flow	42	41	35	35	61	30	46	37	118	56
Income Tax	18	19	20	31	21	13	8	5	16	35

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	617	654	606	577	568	530	510	623	683	720
Cash & Equivalents	73	109	76	53	58	22	21	72	105	110
Acc. Receivable	12	12	13	9	12	12	14	8	9	17
Inventories	137	146	152	162	149	163	162	126	144	177
Goodwill & Int.	45	45	45	45	45	45	45	45	45	45
Total Liabilities	283	287	235	185	167	147	146	295	332	313
Accounts Payable	23	24	19	15	17					
Long-Term Debt	131	131	76	42	14	-	1	50	-	0
Total Equity	334	367	370	392	401	384	364	328	351	407
LTD/E Ratio	0.39	0.36	0.21	0.11	0.04	-	0.00	0.15	-	0.00

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	5.1%	6.8%	5.9%	9.6%	6.3%	6.6%	4.9%	1.6%	9.2%	14.7%
Return on Equity	9.9%	12.2%	10.1%	14.9%	9.1%	9.3%	6.9%	2.6%	17.7%	27.2%
ROIC	6.9%	8.9%	7.9%	12.9%	8.5%	9.1%	6.9%	2.4%	16.5%	27.2%
Shares Out.	29	29	28	28	27	27	27	25	25	25
Revenue/Share	24.94	25.50	25.86	28.04	27.30	27.76	27.91	22.63	27.03	32.04
FCF/Share	1.45	1.39	1.21	1.24	2.18	1.09	1.72	1.42	4.65	2.19

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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