

THIRD QUARTER 2025

INVESTOR PRESENTATION

HAVERTY FURNITURE COMPANIES, INC.

HAVERTYS®
FURNITURE · EST 1885

FORWARD-LOOKING STATEMENTS

This presentation may contain forward-looking statements. These statements are based upon current expectations and assumptions, subject to risks and uncertainties. Havertys' actual results and financial condition may differ, possibly materially, from what is indicated in those forward-looking statements.

For a discussion of some of the risks and factors that could affect Havertys' future results and financial condition, please see the description of "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2024, and quarterly reports filed with the SEC.

The statements in the presentation are current only as of its date, October 29, 2025.

A 140-YEAR LEGACY OF EXCELLENCE

Havertys is a specialty retailer of residential furniture and accessories founded in 1885 in Atlanta, Georgia. We serve customers across the Southern and Midwestern regions of the United States. All of our retail locations are operated using the Havertys name, and we do not franchise our stores. Our fully integrated online and in-store shopping experiences enable our customers to enjoy a seamless interaction, whenever, wherever, and however they desire.

OUR MISSION, VISION & VALUES

We are driven to delight our customers by offering personalized design, quality home furnishings, and an outstanding customer experience — all while demonstrating a commitment to our team members and delivering consistent value to our shareholders. We strive to help our customers bring their home visions to life, and are committed to **Customer Focus**, **Integrity**, **Quality**, and **Teamwork**, while honoring our **History and Heritage**.

OUR STRATEGIC ADVANTAGES

- Attractive and resilient target customers
- Store base is the right size in the right locations
- Optimized distribution and delivery system
- Flexible merchandising & fulfillment strategy
- Strong balance sheet



CUSTOMER BASE

- Style-conscious & trend aware
- Married with children
- Pays attention to value
- College educated
- Suburban homeowner
- Household income > $150k
- Strong credit scores
- Seeks information online & offline
- Uses social media for trends, opinions & ideas



STORES: RIGHT SIZE, RIGHT LOCATION WITH EXCELLENT FULFILLMENT CAPABILITIES

100% of deliveries are made with Havertys team members. In-stock merchandise reaches customers within 2-5 days.

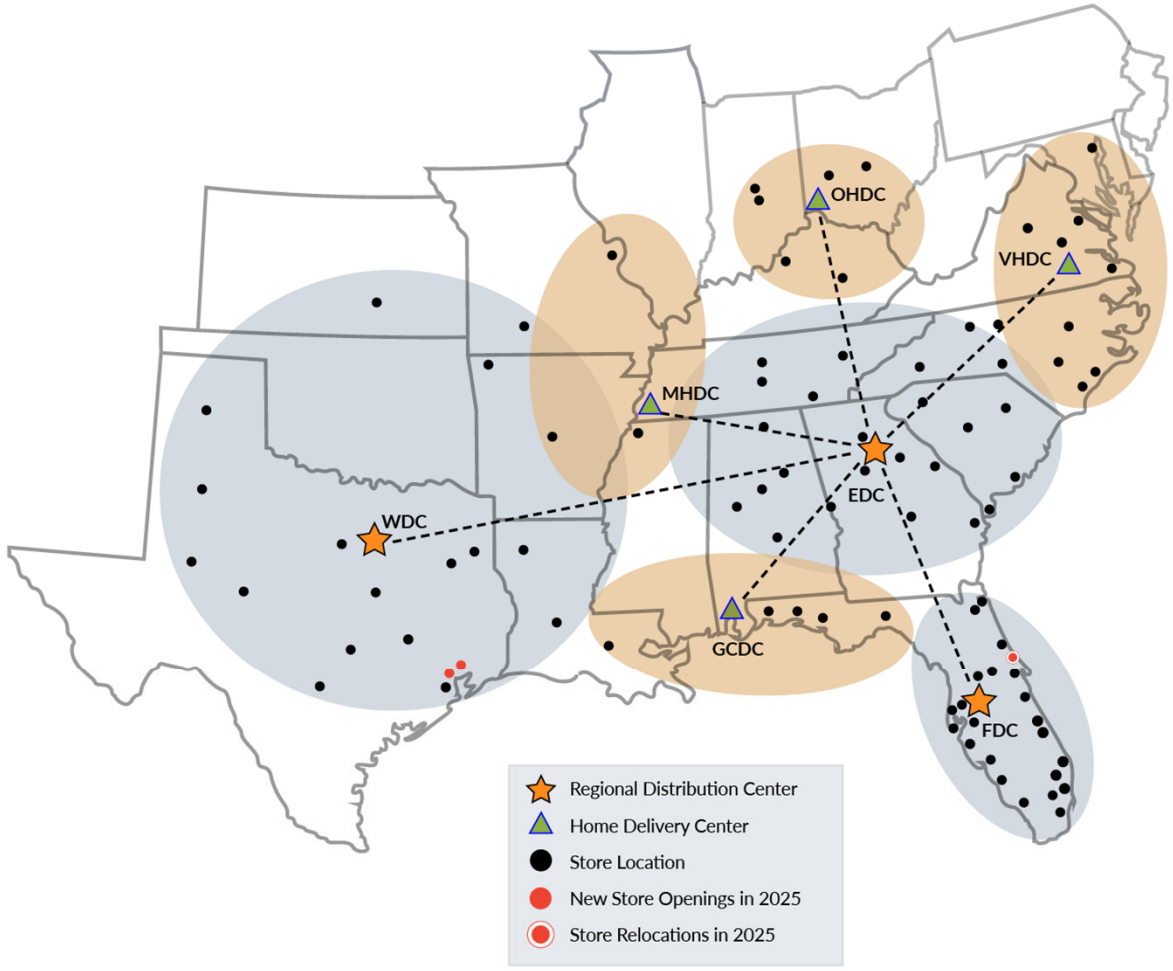
17
STATES
IN THE SOUTH
& MIDWEST

129
STORES

4.5MM
APPROX. TOTAL
STORE SQFT

3
REGIONAL
DISTRIBUTION
CENTERS

4
HOME
DELIVERY
CENTERS



EXCLUSIVE MERCHANDISE ACROSS PRICE POINTS & STYLE

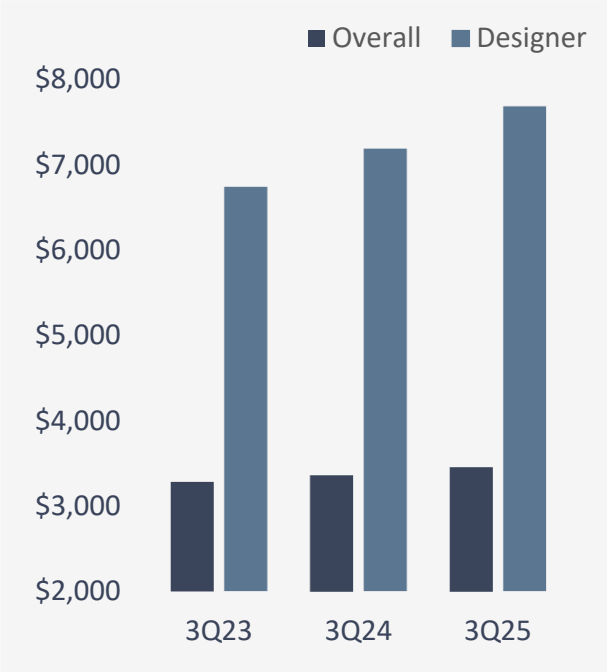
We offer an assortment of merchandise with varying price points that appeal to a broad target customer base.



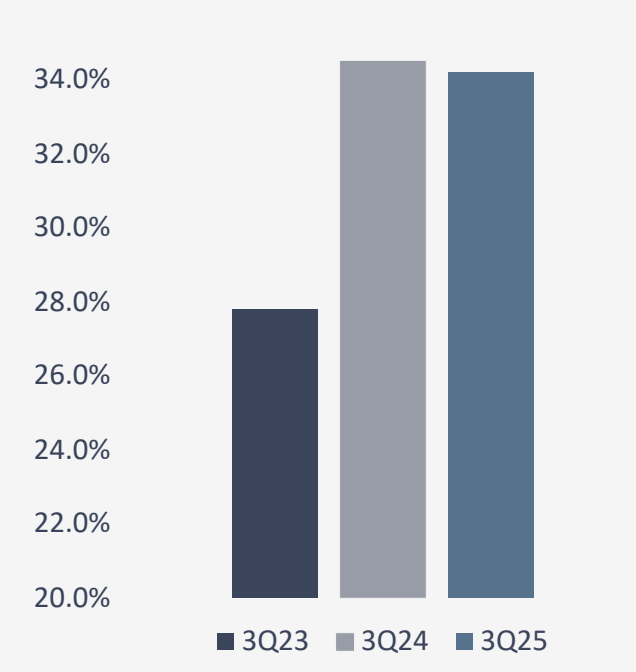
CONTINUED STRENGTH IN DESIGN

Our **FREE** in-home design service is available for customers seeking a more in-depth, personalized purchasing experience. Our design consultant engagement remains strong and is a positive catalyst for continued growth.

YTD average ticket



YTD designer % of written sales

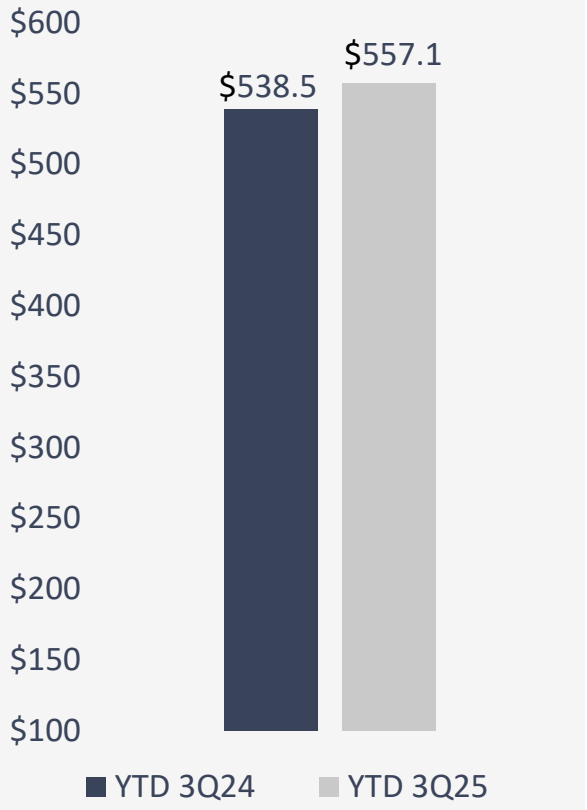




YTD 3Q25 FINANCIAL RESULTS

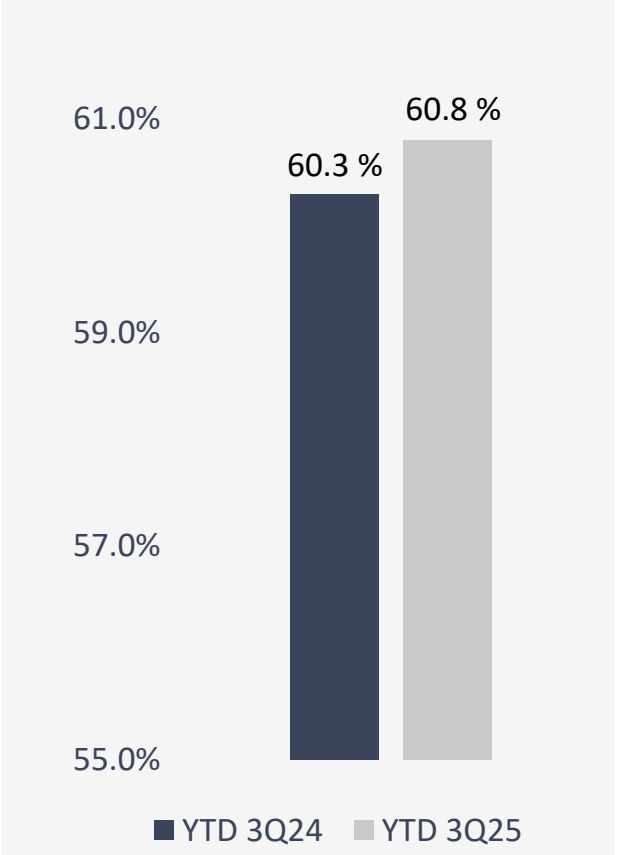
YTD net sales for the first nine months of 2025 increased $18.5 million, or 3.4%, compared to the same period in 2024, reflecting solid growth despite external pressures. Gross profit margins increased 50 basis points due to product selection, merchandise pricing, and mix.

Consolidated Sales
(dollars in millions)

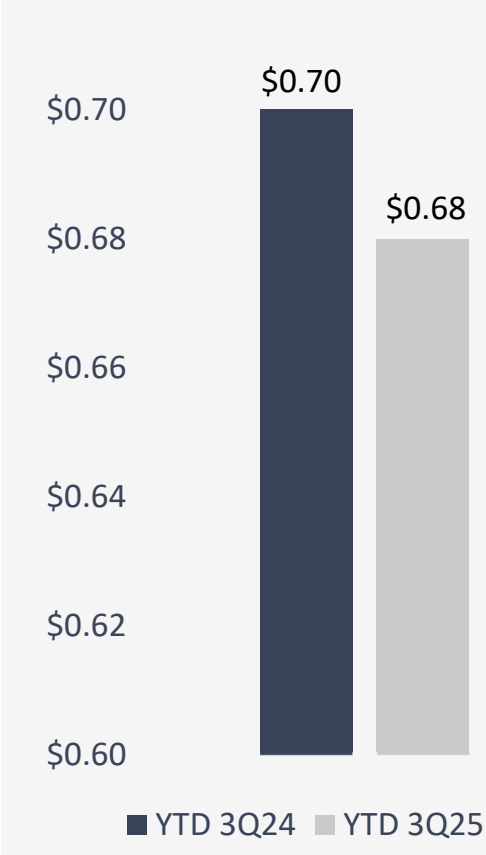


*Amounts may not always add to totals due to rounding

Gross Profit Margin

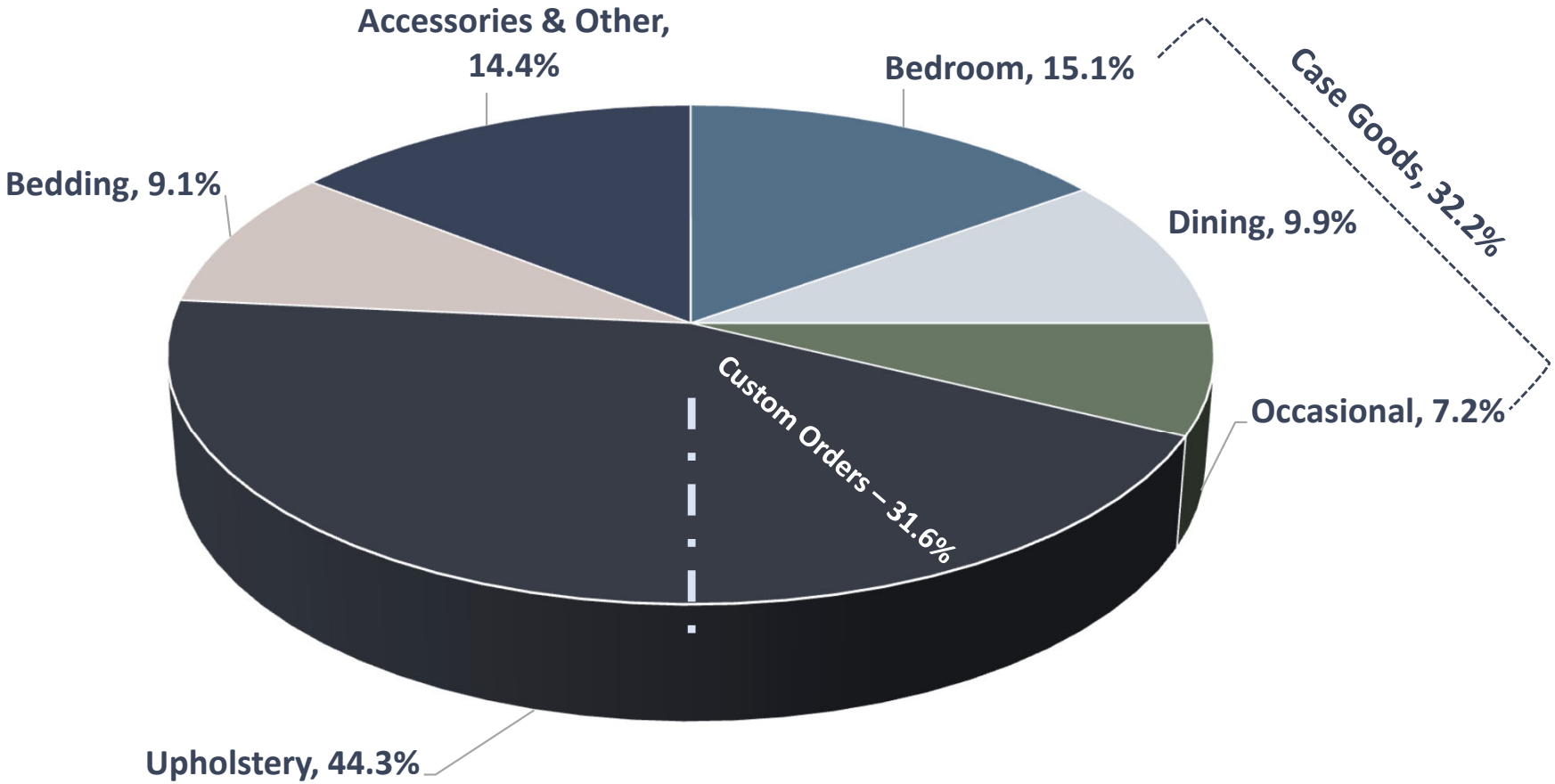


Diluted EPS
(dollars per share)



REVENUES BY CATEGORY
YTD Q3 2025

Upholstery remains our leading category, at approximately 44% of net sales.



TARIFF MITIGATION STRATEGY

We are closely monitoring the tariff negotiations and evaluating the impact to minimize the effects on our business. Our merchandise team has been working closely with our suppliers to address the changes in U.S. tariff policy. Our tariff mitigation includes, but is not limited to:

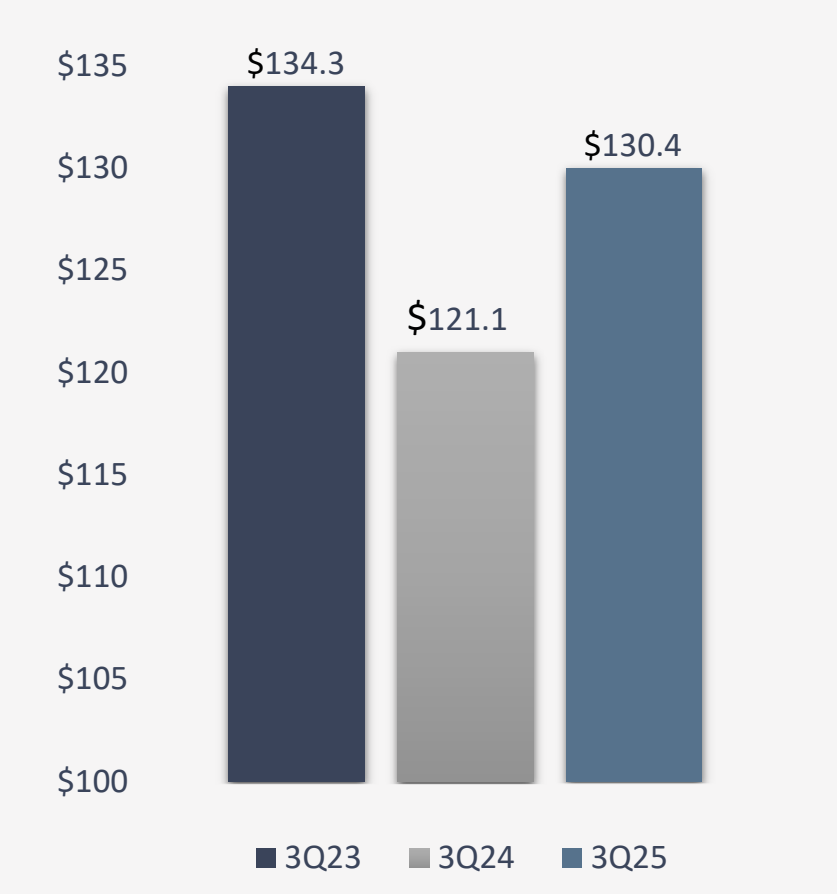
- leveraging vendor relationships to minimize price increases,
- targeted price increases on products passed through to our customers,
- reducing China tariff exposure to less than 5% of purchases, and
- re-sourcing and re-assorting products, as needed.



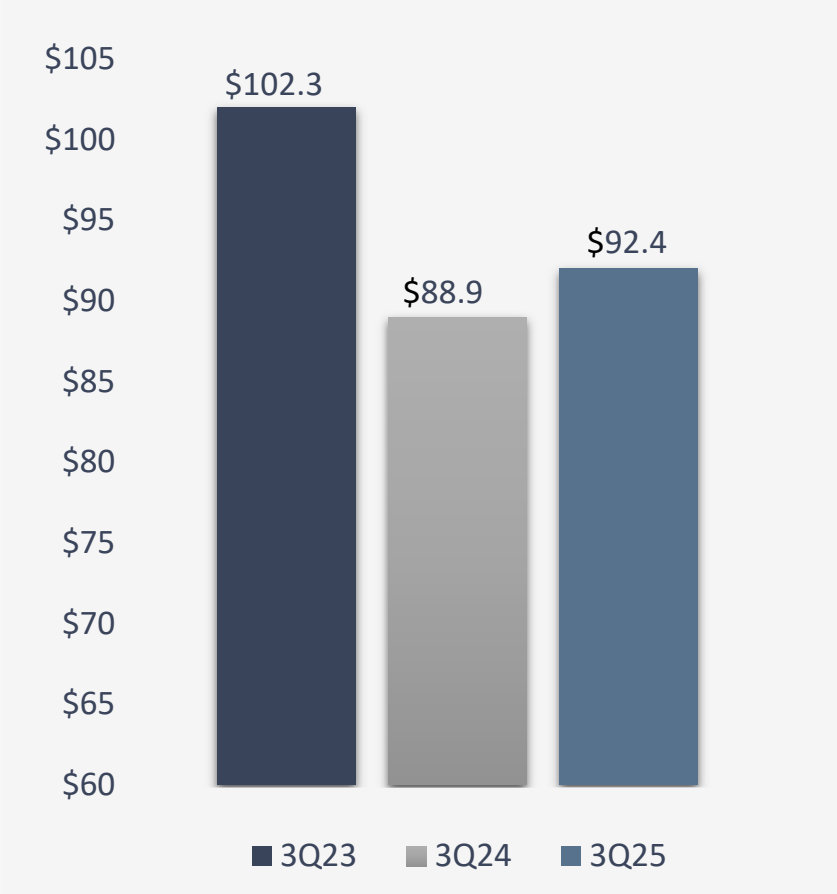
STRONG BALANCE SHEET

Our strong cash position provides flexibility to take advantage of opportunities, advance our strategic goals, and return capital to shareholders.

Cash & Cash Equivalents



Inventories



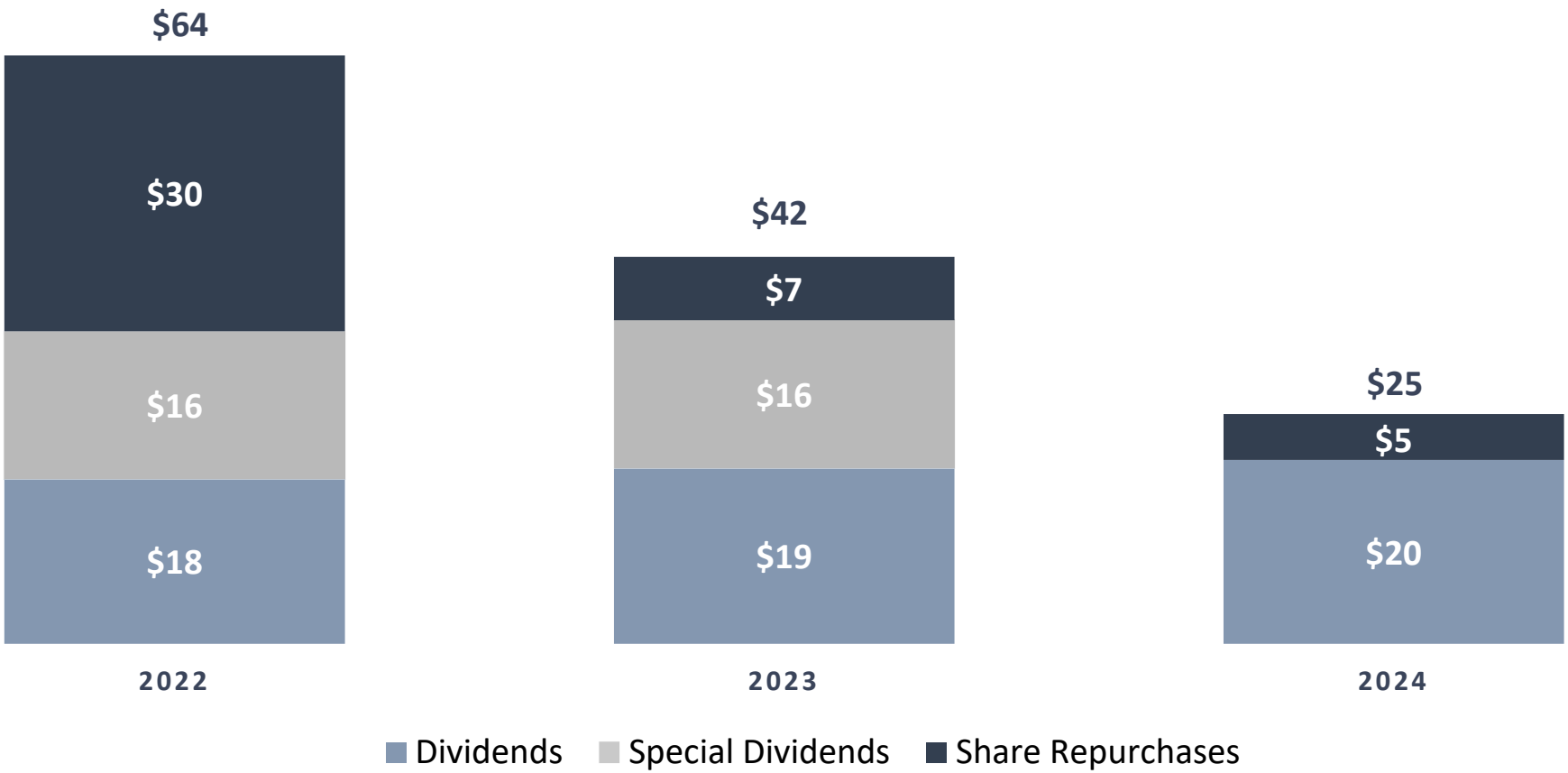
CAPITAL ALLOCATION PHILOSOPHY

- Planned capital expenditures for 2025 are $24 million
- Disciplined and balanced approach for return to shareholders
- 90-year track record of consistent dividend payments
  - Targeted payout based on earnings and FCF
  - In November 2025, the board of directors approved a 3.1% increase in the quarterly common share dividend to $0.33/share
  - The current share repurchase authorization balance at the end of 3Q25 was approximately $6.1 million

CAPITAL ALLOCATION – CASH RETURNED TO SHAREHOLDERS

Purchased approximately 94,000 shares of common stock for $2.0 million and paid $15.5 million in dividends through 3Q25.

($ in millions)



2025 EXPECTATIONS

Our 2025 guidance includes tariffs in effect as of October 29, 2025, but excludes the effects of additional proposed tariffs that have not been finalized by the Trump Administration.

With our strong balance sheet, we continue to invest in all parts of our operations, including our stores, distribution network, and information technology.

- Opened two stores, relocated one store, and closed two stores in 2025
  - Continued expansion into the Houston, TX market
    - Opened two locations in 2025
  - Four new locations announced for 2026
    - St. Louis, MO
    - Nashville, TN
    - Houston, TX (two locations)

- Gross profit margins for 2025 are expected to be between 60.4% and 60.7%

- Fixed and discretionary SG&A expenses for 2025 are expected to be in the $296 to $298 million range

- Variable SG&A expenses for 2025 are expected to be in the 18.6% to 18.8% range

COMPELLING INVESTMENT THESIS

- **> 5% dividend yield** with **90-year** track record of payout stability
- 1st **positive same-store sales** quarter (7.1%) in several years, marking a potential inflection point
- **Consolidated sales increased 10.6%** to $194.5 million for Q3 2025
- **Strong balance sheet** and cash position
  - Cash and restricted cash balance as of Q3 2025 was approximately $137 million
  - No funded debt
- Store concentration in **attractive** southern and midwestern U.S. regions
- Attractive and **resilient target customers**
  - Household income > $150,000/year with strong credit ratings