

HAVERTY FURNITURE COMPANIES, INC.
INVESTOR PRESENTATION
FIRST QUARTER 2026



HAVERTYS
FURNITURE · EST 1885



www.ir.havertys.com

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, 2025, and quarterly reports filed with the SEC.

The statements in the presentation are current only as of its date, May 5, 2026.





A 140-YEAR LEGACY OF EXCELLENCE

Havertys Furniture 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 target customer

Our middle to upper middle income range customers remain resilient despite disruptions in the market and economic uncertainty.

Store base is the right size in the right locations

Over 125 stores in desirable southern and midwestern regions of the U.S.

Optimized distribution and delivery system

Unlike many of our competitors, every member of our delivery team is a Havertys employee—giving us full control over the customer experience from the store to the customer's home.

Strong balance sheet and cash position

Our financial strength provides us with flexibility to grow our business despite a challenging macro-environment.



CUSTOMER BASE

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

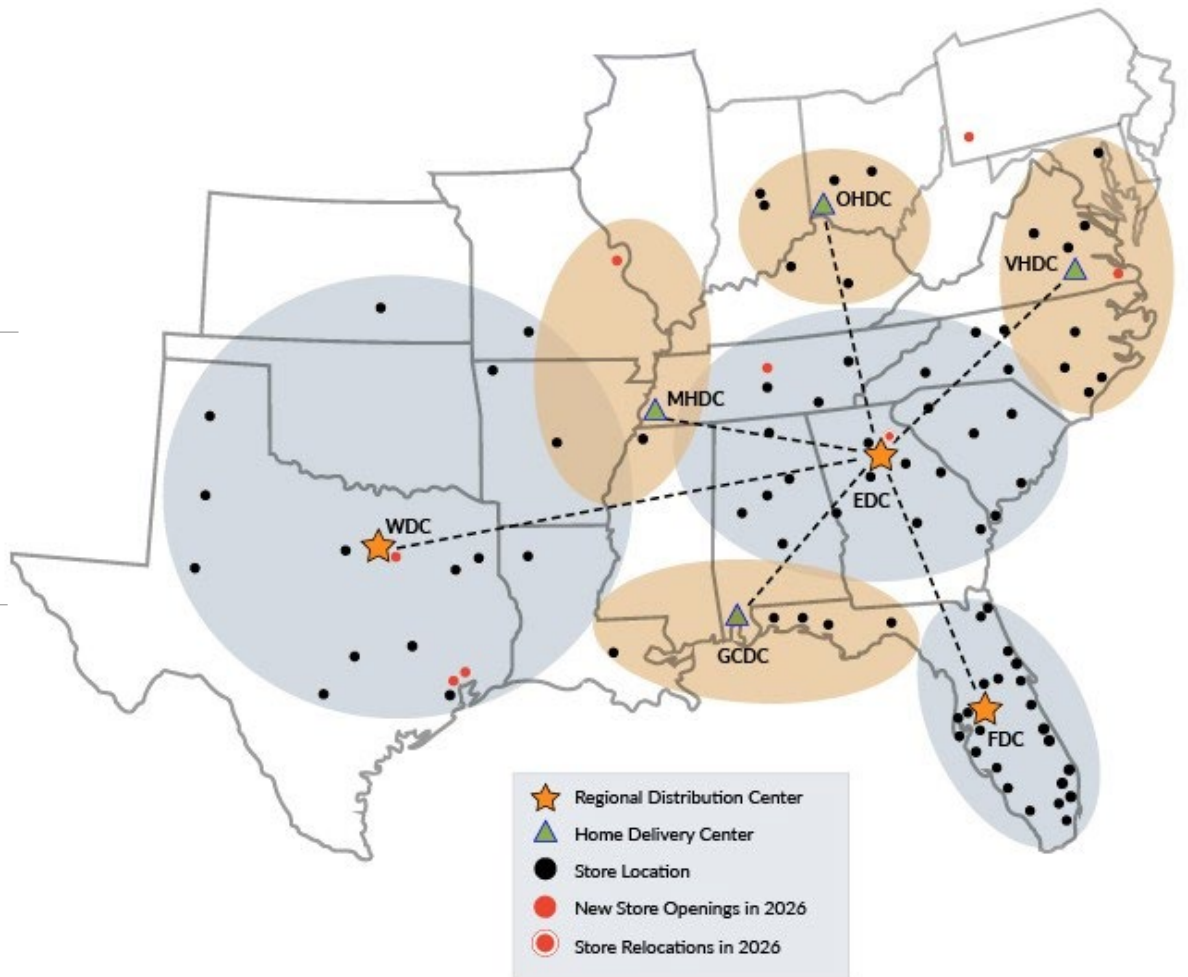




STORES: RIGHT SIZE, RIGHT LOCATION WITH EXCELLENT FULFILLMENT CAPABILITIES

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

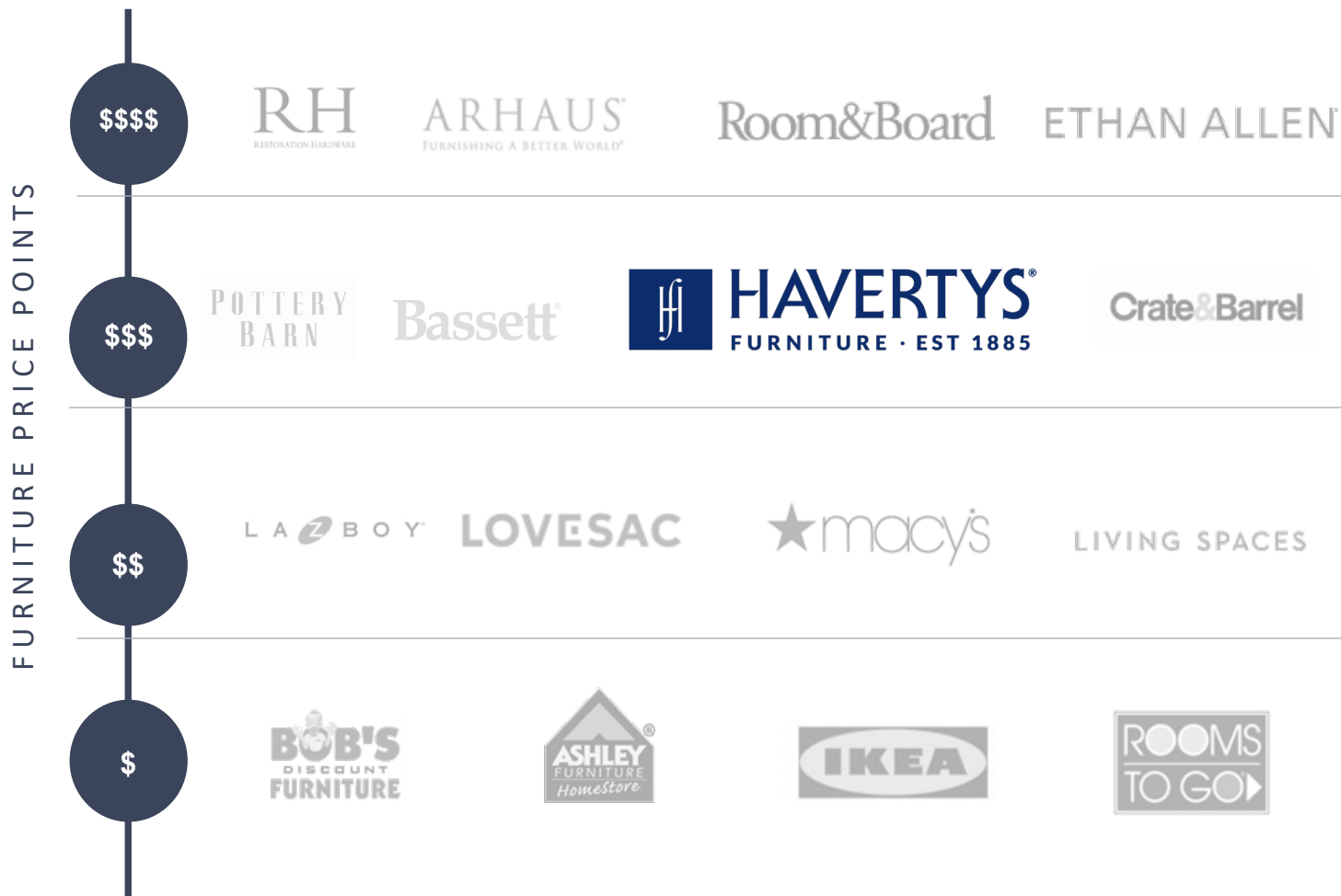
129 Stores	17 States in the South & Midwest
35,000 Average Store Size	4.5MM Approx. Total Store SQFT
3 Regional Distribution Centers	4 Home Delivery Centers





EXCLUSIVE MERCHANDISE ACROSS PRICE POINTS & STYLE

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

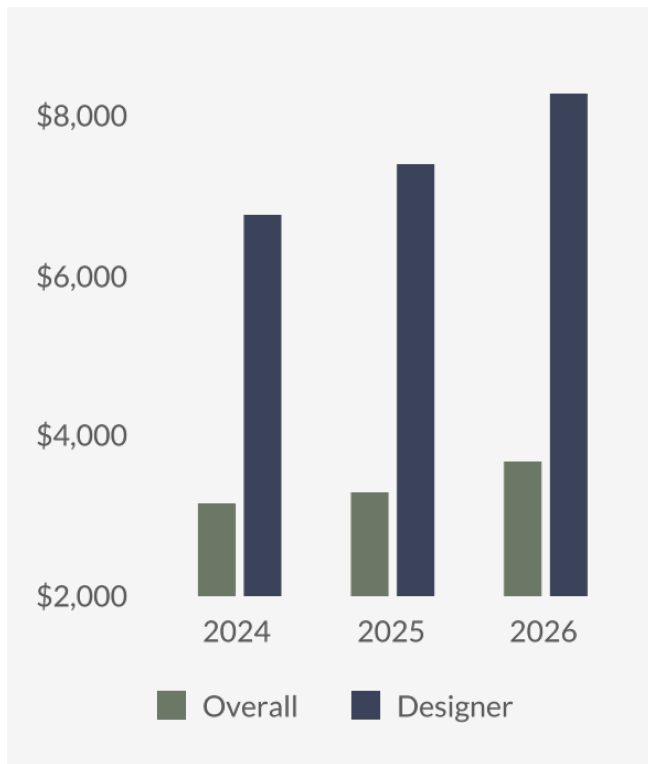




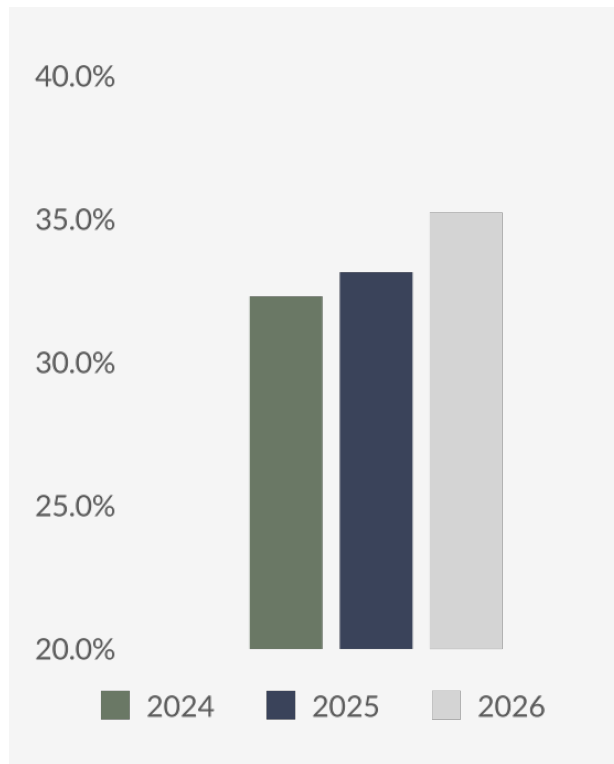
CONTINUED STRENGTH IN DESIGN

Our **FREE** design service, including in-home design, 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.

1Q26 average ticket



1Q26 designer % of written sales





DRIVING DEMAND WITH DATA AND TECHNOLOGY

In collaboration with our agency partners, we leverage our data to develop advertising and marketing strategies customized to the markets we serve.

Customization

Messaging is tailored to the unique style and business needs of each market.

Contextual A.I.

Artificial intelligence optimizes ad placement within relevant content, increasing its resonance and impact.

Technology & Measurement

Best-in-class technology partners provide omnichannel measurement and meaningful insights of a customer's shopping journey.

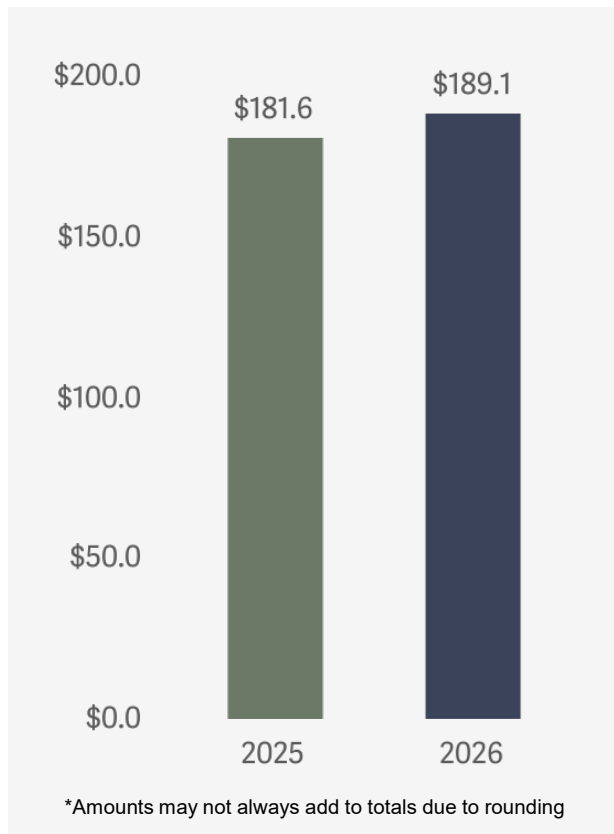




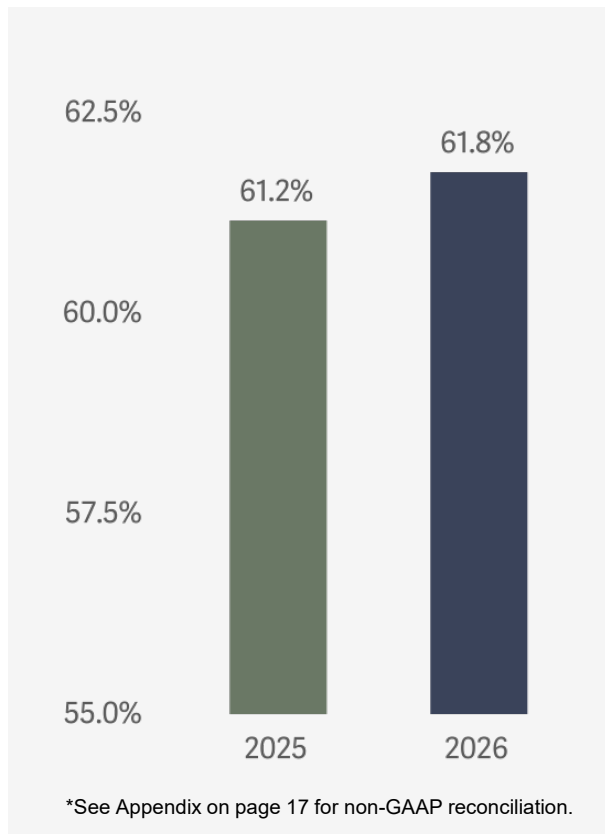
Q1 2026 FINANCIAL RESULTS

Net sales for Q1 2026 increased \$7.5 million, or 4.1%, compared to 2025 results. Gross profit margin, excluding the impact of LIFO, increased 60 basis points to 61.8% due to product selection, merchandise pricing, and mix. Our results reflect the effectiveness of our customer-first approach and strategic advertising and marketing efforts.

Consolidated Sales
(\$ in millions)



Gross Profit Margin
(excluding LIFO impact)



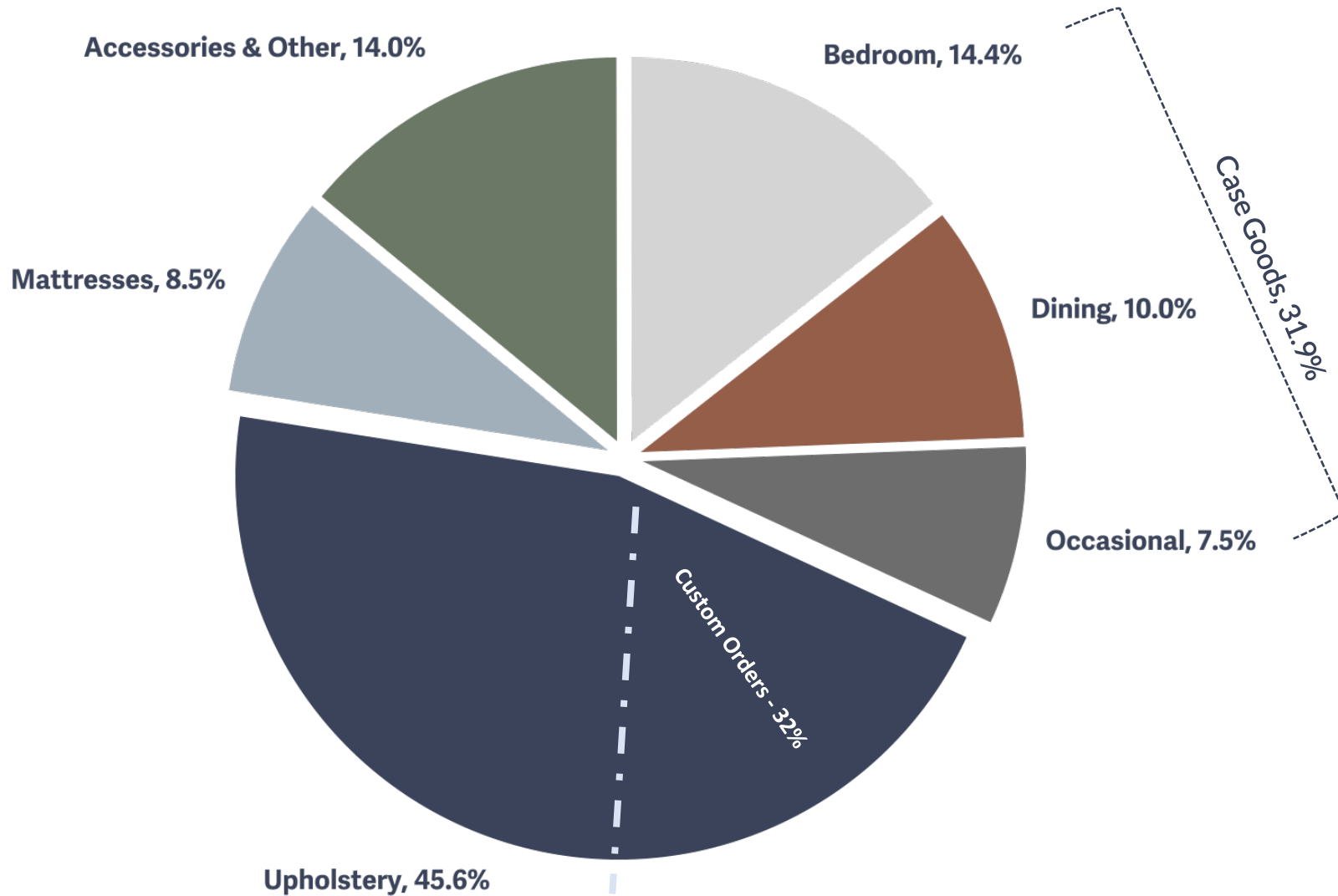
Diluted EPS
(dollars per share)





REVENUES BY CATEGORY FOR Q1 2026

Upholstery remains our leading category, at approximately 46% of net sales.





TARIFF MITIGATION STRATEGY

We continue to monitor the tariff developments and assess their potential impact 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.

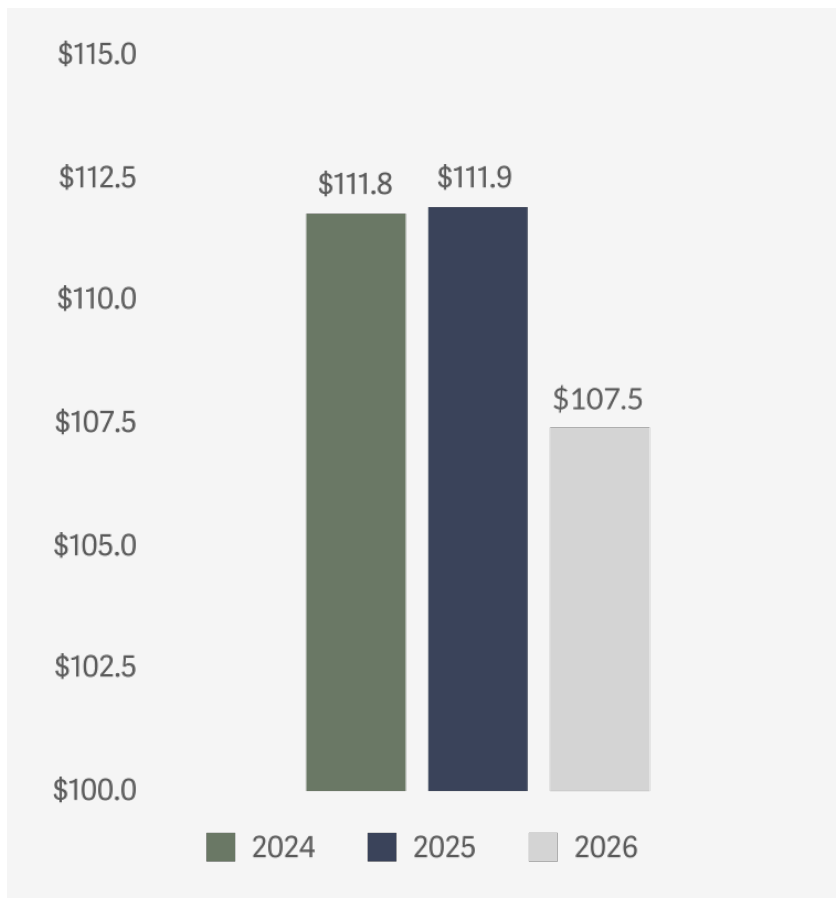




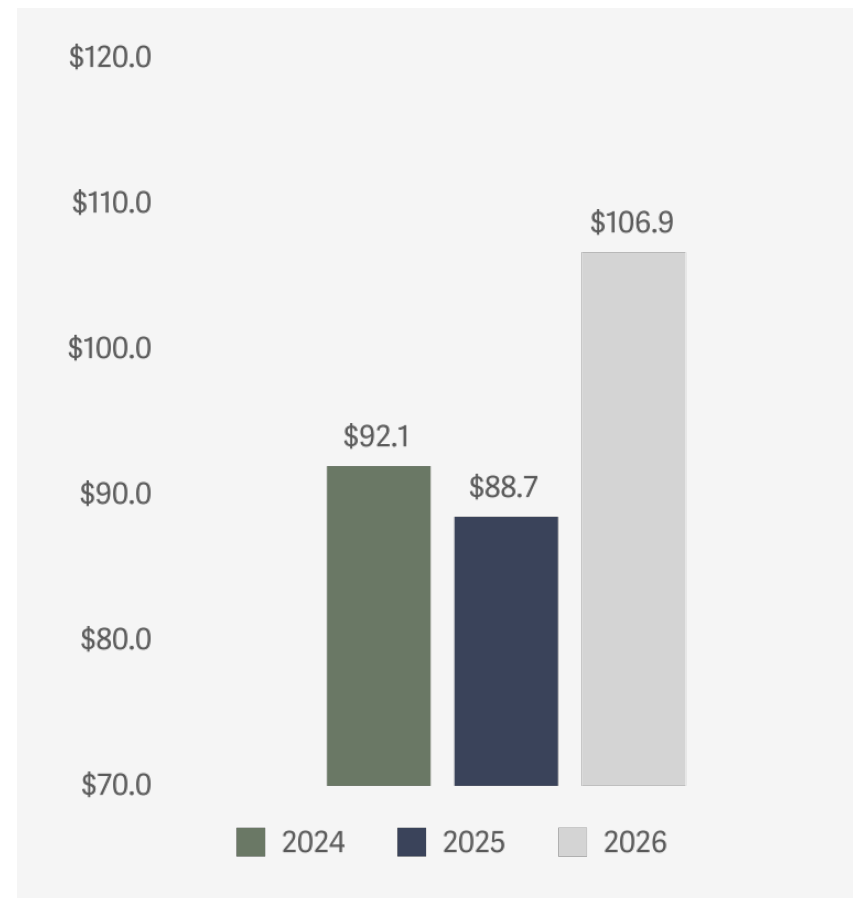
STRONG BALANCE SHEET

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

Cash & Cash Equivalents as of March 31,



Inventories as of March 31,





CAPITAL ALLOCATION PHILOSOPHY

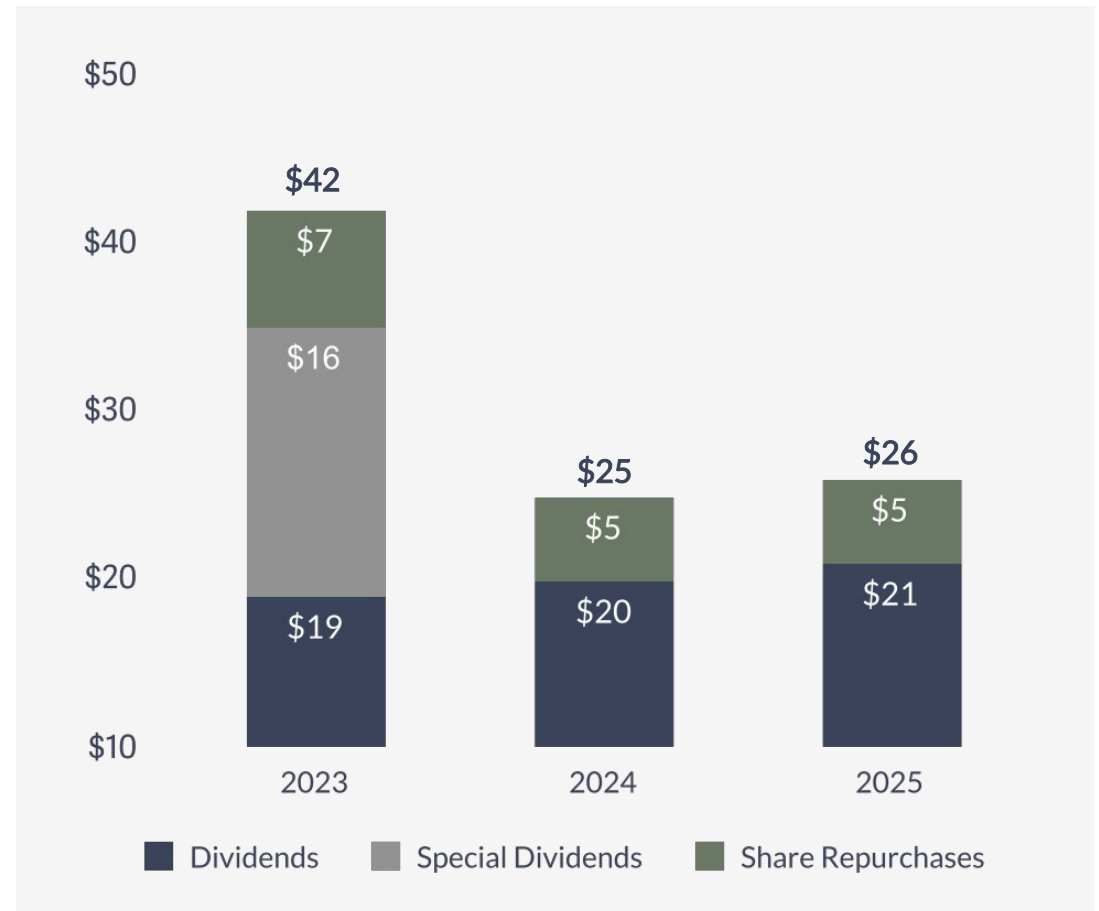
HVT uses a disciplined and balanced approach for its capital allocation, prioritizing regular dividends and opportunistic share repurchases. From time to time, special dividends may be declared to return cash to shareholders.

In 1Q26, HVT purchased approximately 91,000 shares of common stock for \$2.0 million and paid \$5.3 million in dividends.

The share repurchase authorization balance as of March 31, 2026, was approximately \$16.4 million.

Cash returns to shareholders

(\$ in millions)





2026 EXPECTATIONS

Our 2026 guidance includes the impact of tariffs in effect as of May 5, 2026. We continue to monitor tariff developments to manage our exposure and minimize the impact on our business.

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

- Signed 3 new leases since 12/31/2025
 - Dallas, TX
 - Atlanta, GA
 - Fredericksburg, VA
- Gross profit margins for 2026 are expected to be between 60.5% to 61.0%
- Fixed and discretionary SG&A expenses for 2026 are expected to be in the \$307.0 to \$309.0 million range
- Variable SG&A expenses for 2026 are expected to be in the 18.6% to 18.8% range



COMPELLING INVESTMENT THESIS

- **> 5% dividend yield** with **91-year** track record of payout stability
- 3rd consecutive quarter of **positive same-store sales**
- **Consolidated sales increased 4.1%** to \$189.1 million for 1Q26
- **Strong balance sheet** and cash position
 - Cash and restricted cash balance as of March 31, 2026, was approximately \$114.1 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



APPENDIX – GAAP TO NON-GAAP RECONCILIATION

We report our financial results in accordance with accounting principles generally accepted in the United States ("GAAP"). We supplement the reporting of our financial information under GAAP with certain non-GAAP financial information. The non-GAAP information presented provides additional useful information but should not be considered in isolation or as substitutes for the related GAAP measures. We believe that gross profit margin, excluding the impact of LIFO, is a meaningful measure to share because it removes the volatility created by LIFO adjustments resulting from the tariff-related U.S. policy changes in 2025.

<i>(in thousands)</i>	Three Months Ended March 31,	
	2026	2025
Net sales	\$ 189,050	\$ 181,567
Cost of goods sold	72,833	70,484
Gross profit	116,217	111,083
LIFO Adjustment	524	24
Gross profit, excluding the impact of LIFO	116,741	111,107
Gross Profit Margin, excluding the impact of LIFO	61.8 %	61.2 %