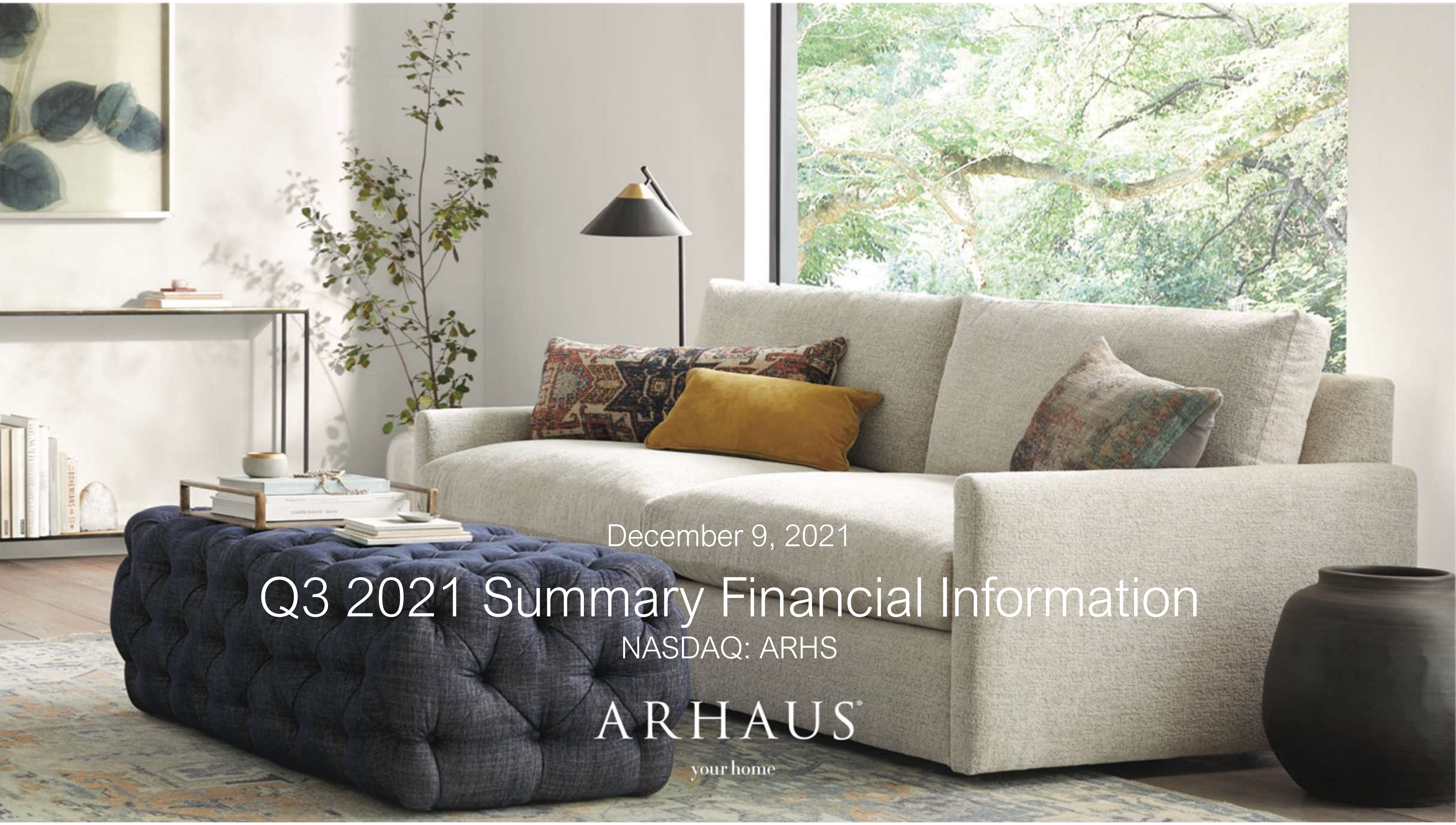

December 9, 2021

Q3 2021 Summary Financial Information

NASDAQ: ARHS

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NOTE ON FORWARD-LOOKING STATEMENTS:

Certain statements contained herein, including statements under the heading “Outlook” are not based on historical fact and are “forward-looking statements” within the meaning of applicable securities laws.

Forward-looking statements can generally be identified by the use of forward-looking terminology, including, but not limited to, “may,” “could,” “seek,” “guidance,” “predict,” “potential,” “likely,” “believe,” “will,” “expect,” “anticipate,” “estimate,” “plan,” “intend,” “forecast,” or variations of these terms and similar expressions, or the negative of these terms or similar expressions. Past performance is not a guarantee of future results or returns and no representation or warranty is made regarding future performance. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond our control that could cause our actual results, performance or achievements to be materially different from the expected results, performance or achievements expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to: our reliance on third-party transportation carriers and risks associated with increased freight and transportation costs; disruption in our receiving and distribution system, including a delay in the anticipated opening of our new distribution and manufacturing center; our ability to obtain quality merchandise in sufficient quantities; risks as a result of constraints in our supply chain; a failure of our vendors to meet our quality standards; the COVID-19 pandemic and its effect on our business; declines in general economic conditions that affect consumer confidence and consumer spending that could adversely affect our revenue; our ability to manage and maintain the growth rate of our business; our ability to anticipate changes in consumer preferences; risks related to maintaining and increasing showroom traffic and sales; our ability to compete in our market; our ability to adequately protect our intellectual property; the possibility of cyberattacks and our ability to maintain adequate cybersecurity systems and procedures; loss, corruption and misappropriation of data and information relating to clients and employees; changes in and compliance with applicable data privacy rules and regulations; compliance with applicable governmental regulations; effectively managing our eCommerce business and digital marketing efforts; and compliance with SEC rules and regulations as a public reporting company. These factors should not be construed as exhaustive. Furthermore, the potential impact of the COVID-19 pandemic on our business operations and financial results and on the world economy as a whole may heighten the risks and uncertainties that affect our forward-looking statements described above.

Further information on potential factors that could affect the financial results of the Company and its forward-looking statements is included in the Company’s filings with the Securities and Exchange Commission. The Company assumes no obligation to update any forward-looking statement, except as may be required by law. These forward-looking statements speak only as of the date of this presentation. All forward-looking statements are qualified in their entirety by this cautionary statement.

Our Mission

We were founded in 1986 on a simple idea: furniture should be responsibly sourced, lovingly made and built to last.

Today, we partner directly with artisans around the world who share our vision, creating premium and heirloom-quality home furnishings that clients can use for generations.

We believe Retail is Theater and that furniture should be made for everyday life. Our 77 showrooms across the U.S. and our website are designed with the same attention to quality and artisan craftsmanship to showcase our unique, eclectic product offerings and to inspire a livable luxury lifestyle.

John Reed with some of our Italian vendor artisans, whom we have partnered with for over 20 years

Premium Lifestyle Brand with a Differentiated Concept

Exclusively-Designed, Premium Products

We focus on **livable luxury** with **artisan-crafted, globally curated collections** that are **directly sourced** with no wholesale or dealer markup

Retail is Theater

Our **inspirational showrooms** are truly unique, providing the opportunity to experience the furniture in a **premium, aspirational space**

Product assortments are optimized for local markets and **updated multiple times per year**

Omni-Channel Experience

Our **digital and catalog** experience is **an extension of our showrooms**, allowing clients to seamlessly engage with our brand across channels

We strive to be **available wherever, whenever and however our clients wish to interact**

Client-First Service

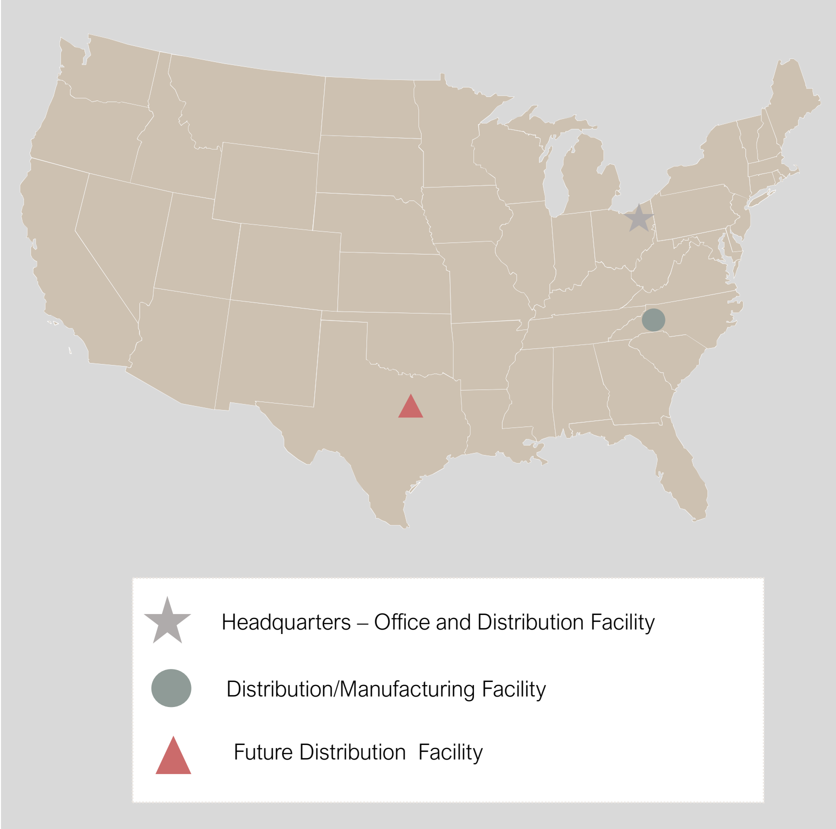
We are focused on clients first and our offering embodies **personalization** and **customization**

Our approach to clients **differentiates us from competitors** in that we learn **how our clients live** and provide products that are valued and work for our clients' needs

Increasing Capacity to Meet Strong Demand

Vendor Capacity

- We have long-standing **direct sourcing partnerships**
- We are often among the most important customers
- Vendors have **scaled up capacity** to fulfill elevated demand



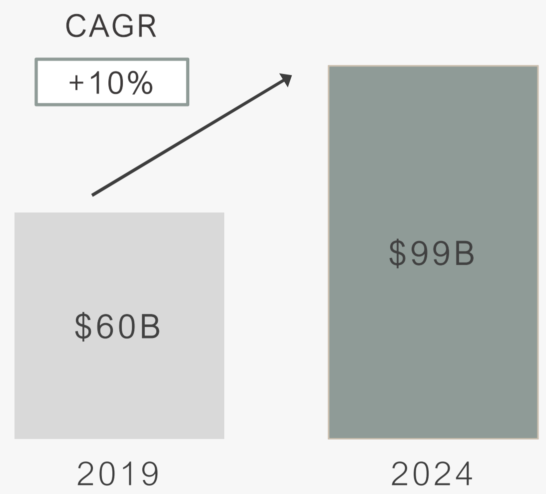
Supply Chain Capacity

- Expansion of the Ohio facility adds 230,000 sq. ft. for both distribution and office space
- Opening of the North Carolina facility **adds 310,000 sq. ft.** dedicated to distribution and **187,000 sq. ft.** dedicated to upholstery manufacturing
- **Opening a third distribution center** in the Western US in 2022

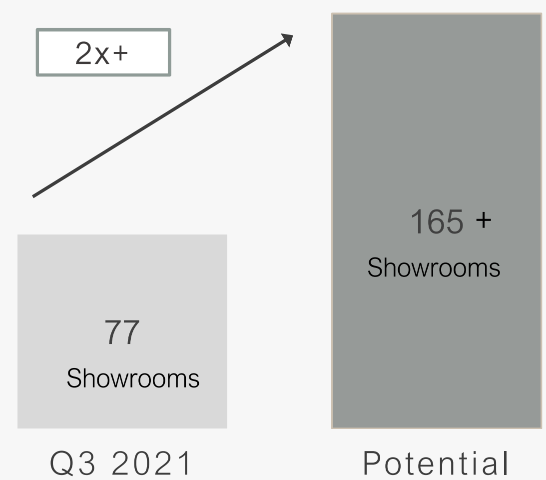
Arhaus TAM in a Rapidly Growing and Highly Fragmented Premium Home Furnishings Market[1]

Arhaus has less than 1% market share in a ~$60 billion market growing at a ~10% CAGR through 2024
Opening 5 to 7 showrooms per year for the foreseeable future

U.S. Premium Furniture Market
Forecasted Growth



Arhaus Showroom Growth Potential

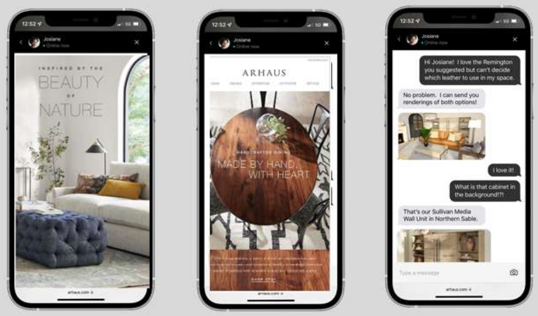


Source: Based on management estimates, third-party estimates of retail sales in 2019, publicly available industry data and our internal research.
(1) Refers to the high-end home furniture industry, which we believe is the portion of the market with higher than industry average merchandise price points and quality.

Brand Awareness Opportunity

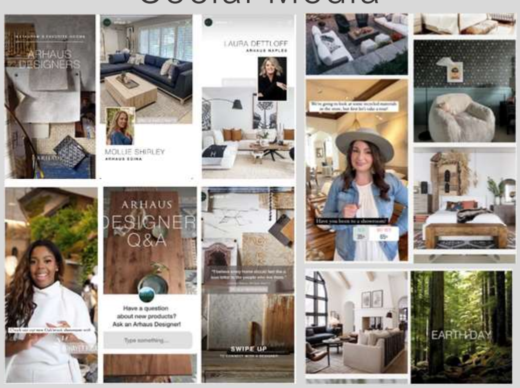
Showrooms

Digital



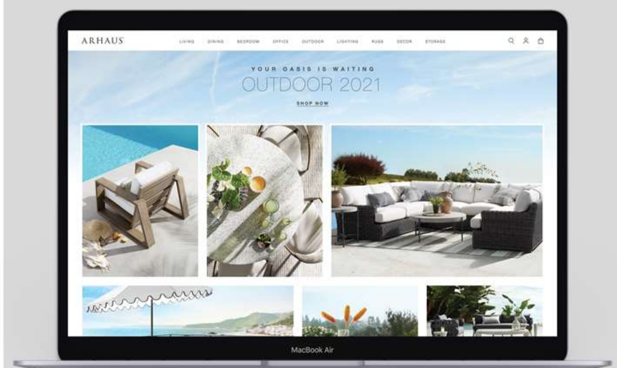
Direct Mail

Social Media



Branding initiatives

Product



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Q3’21 Financial Highlights

Achieved **61.3% Comparable Growth**

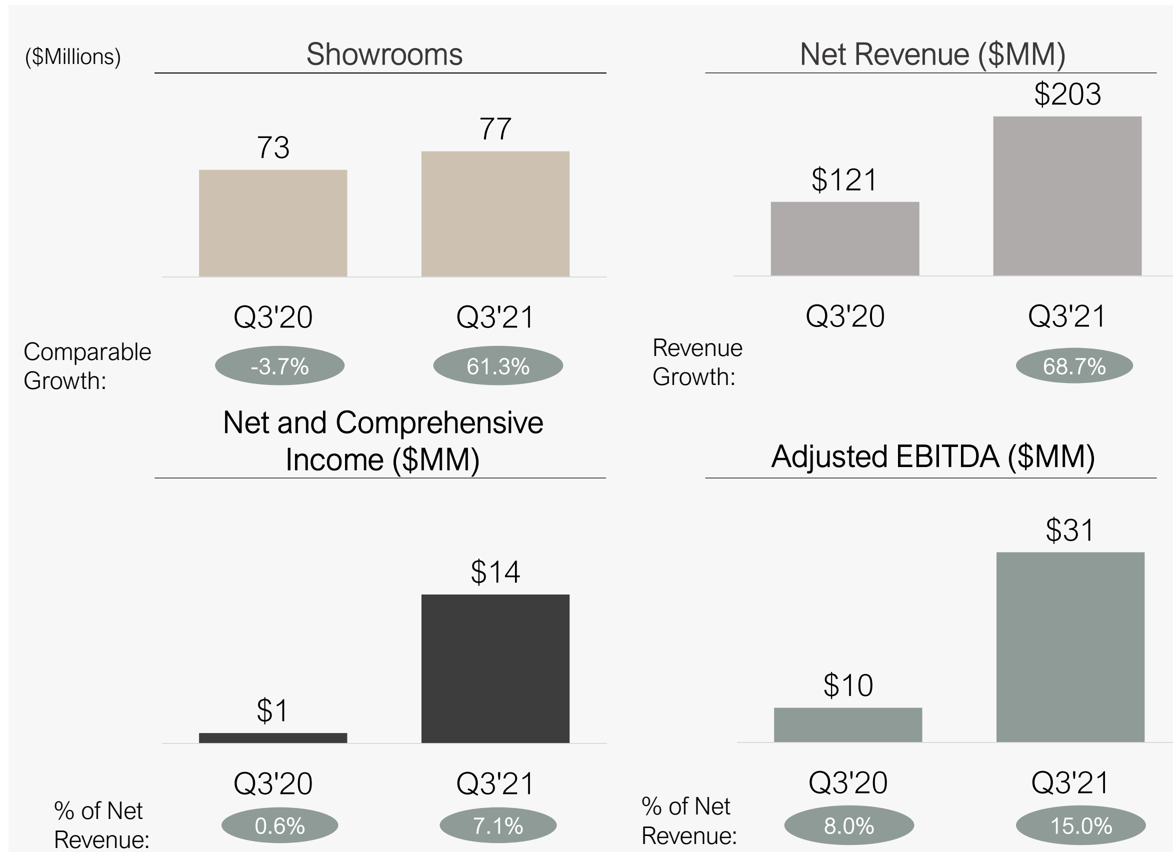
Increased net revenue 68.7% to $203 million
from $121 million

Increased net and comprehensive income to $14 million

Increased adjusted EBITDA 215.3% to $31 million
from $10 million

Increased adjusted EBITDA as a percent of net revenue **700 bps** to **15.0%** from 8.0%

Considerable Quarterly Momentum



Outlook - Full Year 2021 and Implied Q4’21

$ in millions	FY2021	Implied Q4’21
Net Revenue	$764 to $774	$205 to $215
Comparable Growth[1]	44% to 47%	20% to 25%
Net and Comprehensive Income (Loss)[2]	$1 to $6	$(30) to $(25)
Adjusted EBITDA	$102 to $107	$12 to $17
Company-funded Capital Expenditures[3]	$32 to $34	

Key Items Expected to Impact Full Year Outlook

- ~$45 million expense related to total exit fee of ~$64 million from former term loan
- ~$20 million in one-time IPO and reorganization costs

Key Items Expected to Impact Q4’21 Outlook

- ~$15 million expense related to exit fee from former term loan
- ~$15 million in one-time IPO and reorganization costs

(1) Comparable Growth is a key performance indicator and is defined as the year-over-year percentage change of the dollar value of orders delivered (based on purchase price), net of the dollar value of returns (based on amount credited to client), from our comparable Showrooms and eCommerce, including through our direct-mail catalog.

(2) Includes the derivative expense and several one-time costs described in the Reconciliation of Outlook Net Income to Outlook Adjusted EBITDA table below.

(3) Company-funded Capital Expenditures is defined as total capital expenditures less landlord contributions

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APPENDIX

Non-GAAP Financial Measures

Non-GAAP Financial Measures

In addition to the results provided in accordance with GAAP, this presentation includes certain non-GAAP measures, which present operating results on an adjusted basis. These are supplemental measures of performance that are not required by or presented in accordance with GAAP and include adjusted EBITDA.

We use these non-GAAP measures to help assess the performance of our business, identify trends affecting our business, formulate business plans and make strategic decisions. In addition to our results determined in accordance with U.S. GAAP, we believe that providing these non-GAAP financial measures are useful to our investors as they present an informative supplemental view of our results from period to period by removing the effect of non-recurring items. However, our inclusion of these adjusted measures should not be construed as an indication that our future results will be unaffected by unusual or infrequent items or that the items for which we have made adjustments are unusual or infrequent or will not recur. These non-GAAP measures are not a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company. These measures should only be read together with the corresponding GAAP measures. Please refer to the following tables for reconciliation to the most directly comparable GAAP measures.

Reconciliation from Net Income to Adjusted EBITDA, Q3'21

	For the Three Months Ended	
($ in thousands)	September 30, 2021	September 30, 2020
Net income	$ 14,383	$ 783
(+) Interest expense	1,339	2,734
(+) State and local taxes	500	731
(+) Depreciation and amortization	8,297	4,244
EBITDA	$ 24,519	$ 8,492
(+) Incentive unit compensation expense	708	76
(+) Derivative expense [1]	100	167
(+) Other expenses [2]	5,188	944
Adjusted EBITDA	$ 30,515	$ 9,679
Net Revenue	$ 203,333	$ 120,501
Adjusted EBITDA Margin	15.0%	8.0%

(1) We repaid our term loan in full on December 28, 2020. The derivative expense related to the change in fair value of the exit fee at the end of each reporting period.

(2) Other expenses represent costs and investments not indicative of ongoing business performance, such as third party consulting costs, one-time project start-up costs, one-time costs related to the Reorganization and IPO, severance, signing bonuses, recruiting and project-based strategic initiatives. For the three months ended September 30, 2021, these other expenses consisted primarily of $3.5 million of costs related to the Reorganization and IPO and $0.5 million of severance, signing bonuses and recruiting costs.

Reconciliation from Net Income to Adjusted EBITDA, Outlook

Based on Guidance Range

($ in thousands)	For the Twelve Months Ended December 31, 2021 Low	For the Twelve Months Ended December 31, 2021 High	For the Three Months Ended December 31, 2021 Low	For the Three Months Ended December 31, 2021 High
Net income (loss)	$ 1,000	$ 6,000	$ (30,000)	$ (25,000)
(+) Interest expense	5,000	5,000	1,200	1,200
(+) State and local taxes	2,000	2,000	500	500
(+) Depreciation and amortization	23,000	23,000	6,000	6,000
EBITDA	$ 31,000	$ 36,000	$ (22,300)	$ (17,300)
(+) Incentive unit compensation expense	2,000	2,000	700	700
(+) Derivative expense (1)	45,000	45,000	15,000	15,000
(+) Other expenses (2)	24,000	24,000	18,600	18,600
Adjusted EBITDA	$ 102,000	$ 107,000	$ 12,000	$ 17,000

(1) We repaid our term loan in full on December 28, 2020. The derivative expense related to the change in fair value of the exit fee at the end of each reporting period.

(2) Other expenses represent costs and investments not indicative of ongoing business performance, such as third-party consulting costs, one-time project start-up costs, one-time costs related to the Reorganization and IPO, severance, signing bonuses, recruiting and project-based strategic initiatives. For the twelve months ended December 31, 2021, these other expenses consist primarily of $20 million of costs related to the Reorganization and IPO and $2 million of severance, signing bonuses and recruiting costs. For the three months ended December 31, 2021, these other expenses consist primarily of $15 million of costs related to the Reorganization and IPO and $0.5 million of severance, signing bonuses and recruiting costs.