



Southwest IDEAS Investor Conference

Dallas, TX
November 14, 2018

CrownCrafts™

NASDAQ-CM: CRWS



Cautionary Notice Regarding Forward-Looking Statements



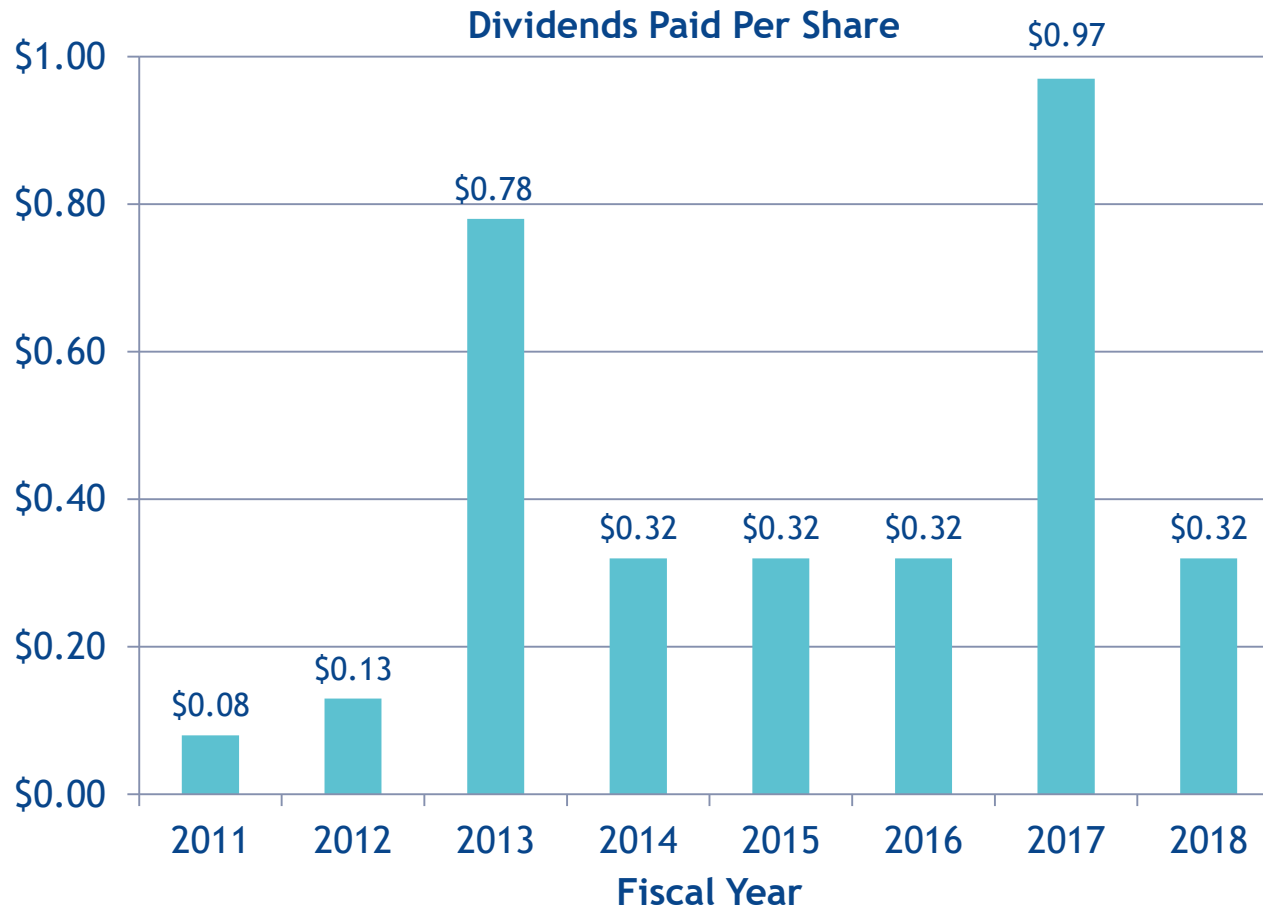
This presentation contains forward-looking statements by Crown Crafts, Inc. (the “Company”) within the meaning of the Securities Act of 1933, the Securities Exchange Act of 1934, the Private Securities Litigation Reform Act of 1995, and all Rules and Regulations issued thereto. Such statements are based upon management's current expectations, projections, estimates and assumptions. Words such as "expects," "believes," "anticipates" and variations of such words and similar expressions identify such forward-looking statements. Forward-looking statements involve known and unknown risks and uncertainties that may cause future results to differ materially from those suggested by the forward-looking statements. These risks include, but are not limited to, general economic conditions, including changes in interest rates, the overall level of consumer spending and the price of oil, cotton and other raw materials used in the Company’s products, changing competition, changes in federal and state governmental regulations with respect to the consumer products industry, changes in the retail environment, the level and pricing of future orders from the Company's customers, the Company's dependence upon third-party suppliers, including some located in foreign countries with unstable political climates, the Company’s ability to successfully implement new information technologies, customer acceptance of both new designs and newly-introduced product lines, actions of competitors that may impact the Company’s business, disruptions to transportation systems or shipping lanes used by the Company or its suppliers, and the Company’s dependence upon licenses from third parties. Reference is also made to the Company’s periodic filings with the Securities and Exchange Commission for additional risk factors that may impact the Company’s results of operations and financial condition. The Company does not undertake to update the forward-looking statements contained herein to conform to actual results or changes in our expectations, whether as a result of new information, future events or otherwise.

Crown Crafts – Who We Are



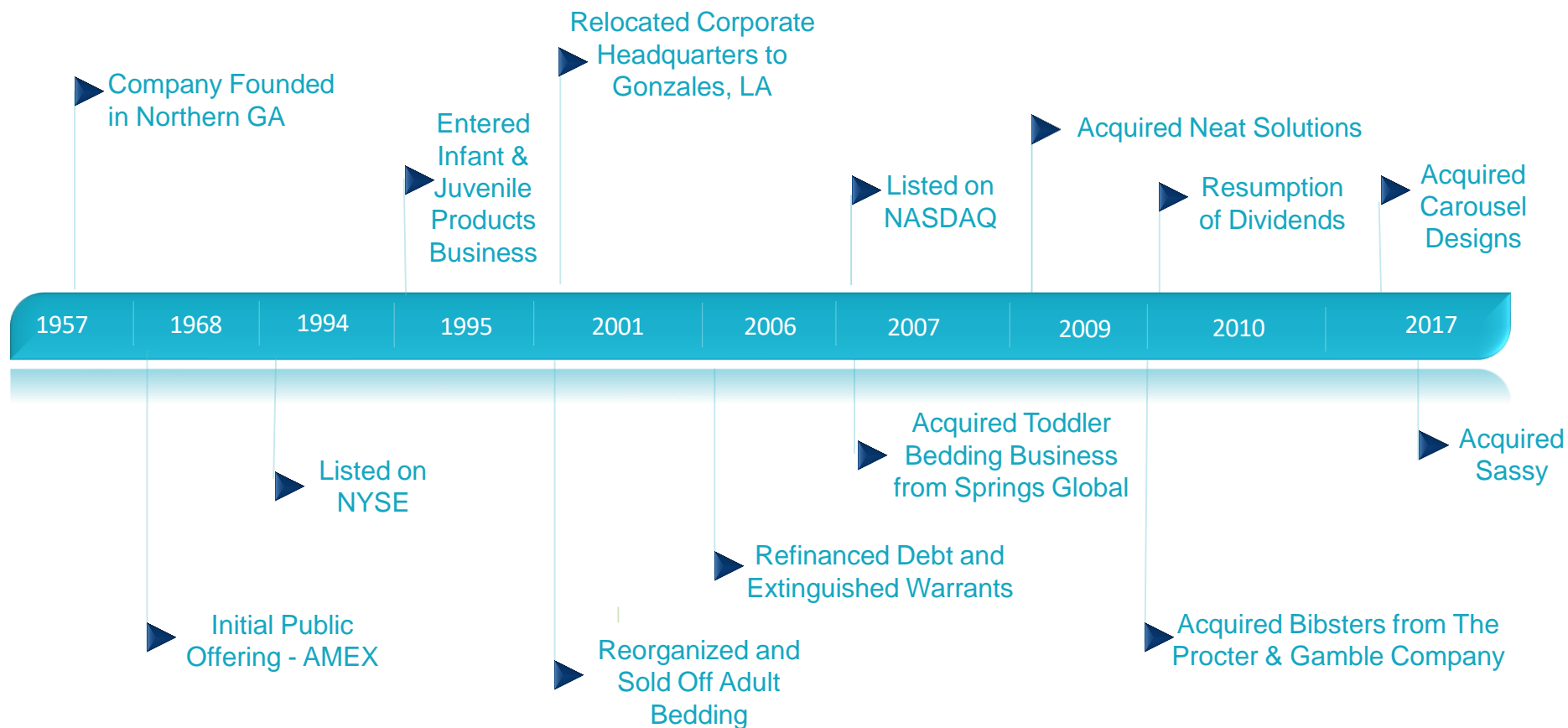
- One of America's largest producers of infant, toddler and juvenile consumer products
- Attractive lines of leading name-brand and private-label merchandise
- Steady profitability in a traditionally stable niche of the retail industry
- Sustained market leadership and product innovation
- Strong licensing and retail relationships
- Well-positioned for continued future growth
- "Doing the right thing"

Returned \$34.6 Million in Dividends to Stockholders Since 2010



Dividends paid during fiscal years 2013 and 2017 included special dividends of \$0.50 per share and \$0.65 per share, respectively.

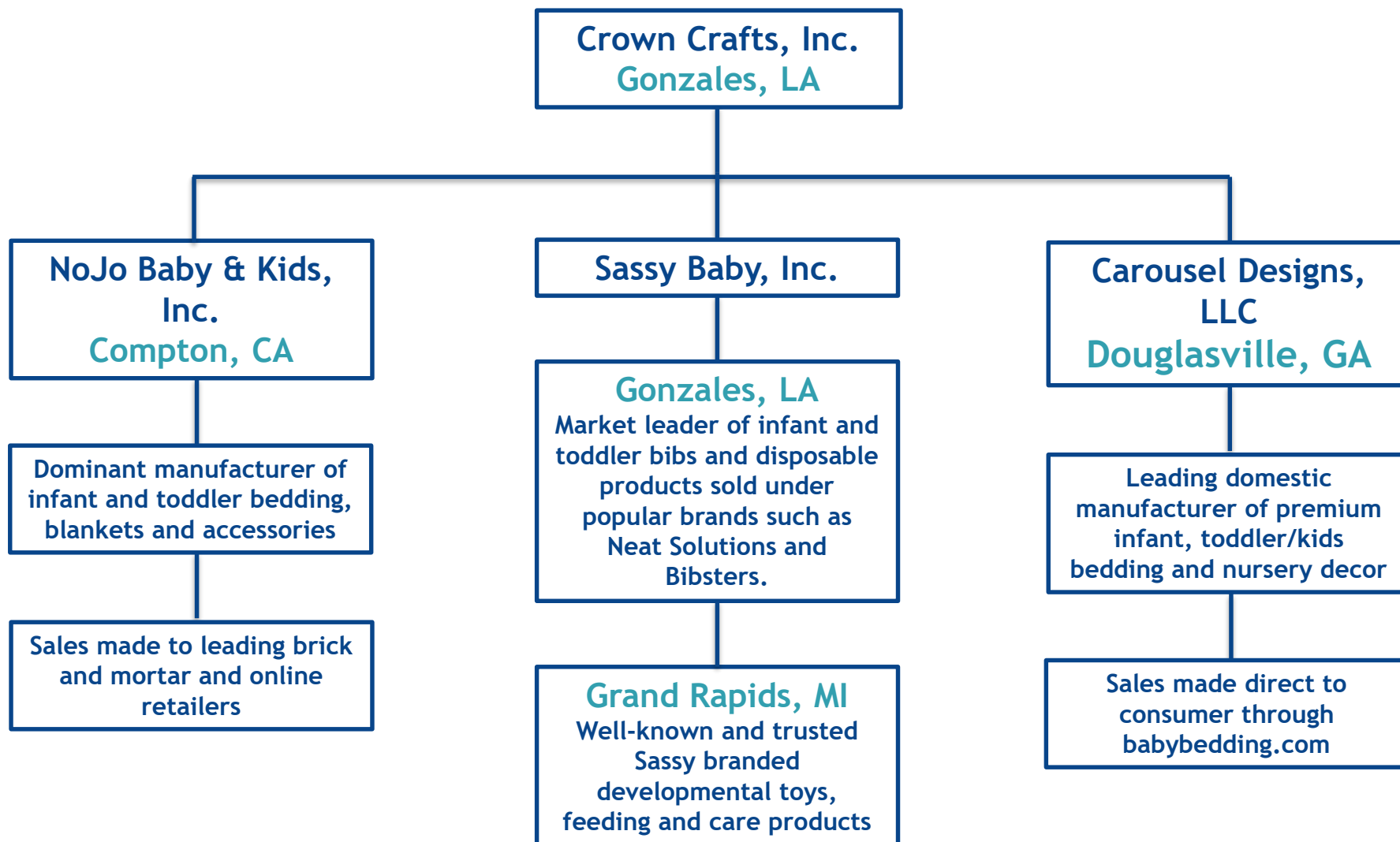
Crown Crafts' Company History



Six Company Locations Handle Distribution, Global Sourcing, Customer Service



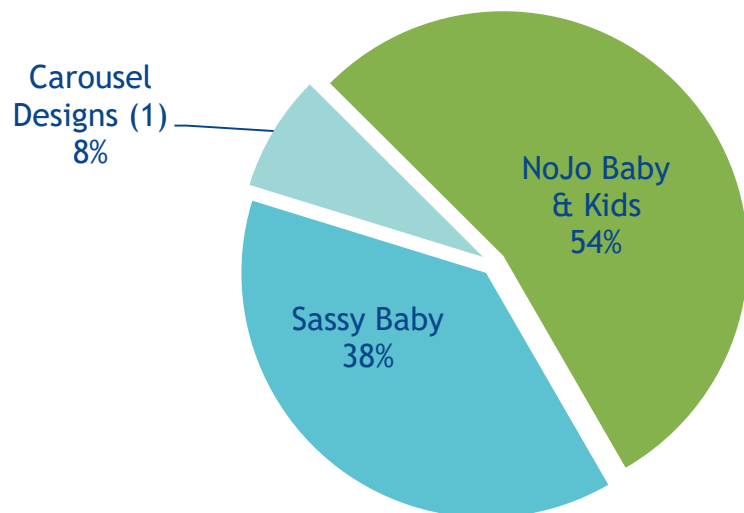
Three Wholly Owned, Market-Leading Subsidiaries



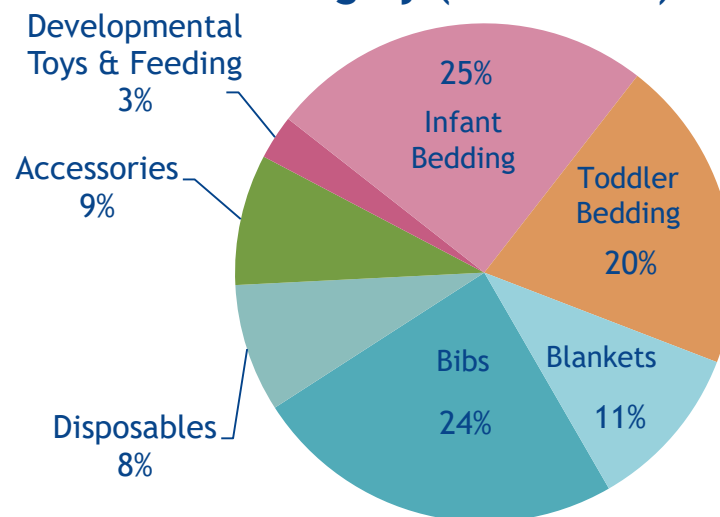
Serving a Wide Range of Infant, Toddler and Juvenile Product Categories



Net Sales by Operating Subsidiary ⁽¹⁾



Gross Sales by Product Category (Unaudited) ⁽²⁾



Percentages based on operating results for the fiscal year ended April 1, 2018

⁽¹⁾ Carousel Designs was acquired on August 4, 2017

⁽²⁾ Developmental Toys & Feeding category represents Sassy-branded product line purchased on December 15, 2017

NoJo Baby & Kids – Comfort and Quality Inside the Crib



Crib Bedding – Generally used until age 2

- Designs include traditional, contemporary, textured and whimsical patterns



NoJo Baby & Kids – Licensed Characters Popular with Toddlers



Toddler Bedding – Generally used from ages 2-4

- Designs are almost entirely driven by licenses as children experience movies, TV, etc.



NoJo Baby & Kids – Creative and Stylish Blankets and Accessories



Sassy Baby Products – Neat Solutions for Messy Occasions



Reusable Bibs



Disposable Bibs - Bibsters

Sassy Baby Products – Soft, Cozy and Fun at Bath Time



Bath Products



Sassy Baby Products (Neat Solutions) – Convenience and Cleanliness at Home or Away



table topper®



Sassy Baby Products (Neat Solutions) – Accessories and Disposables Make Life Easier



disposable
floor topper®



tidy topper®
multi-use pads



potty topper®



Carousel Designs – Mom Gets What Mom Wants



- Leading domestic manufacturer of premium baby bedding, fabric and home décor
- Direct-to-Consumer Sales Channel through www.babybedding.com
- Over 100 distinctive bedding collections

- Customers create their own bedding online using the exclusive Nursery Designer® tool
- Thousands of product customization and personalization options.





Carousel Designs – Mom Gets What Mom Wants



- Carousel Designs was founded in 1988
- Asset acquisition closed on August 4, 2017 at a purchase price of \$8.8 million plus the assumption of certain liabilities
- Operated as a wholly owned subsidiary (LLC)
- Attractive and scalable e-commerce platform
- More than 200,000 unique visitors to the website each month
- Strong social media following
- Highly trusted premium brand that establishes customer loyalty
- Innovative production process results in minimal waste and downtime
- Serving customers directly and through Amazon, Etsy and other partners



- Asset acquisition closed on December 15, 2017
- Dominant player for more than 30 years
- Purchase price of \$6.5 million
- Opportunities for strategic growth



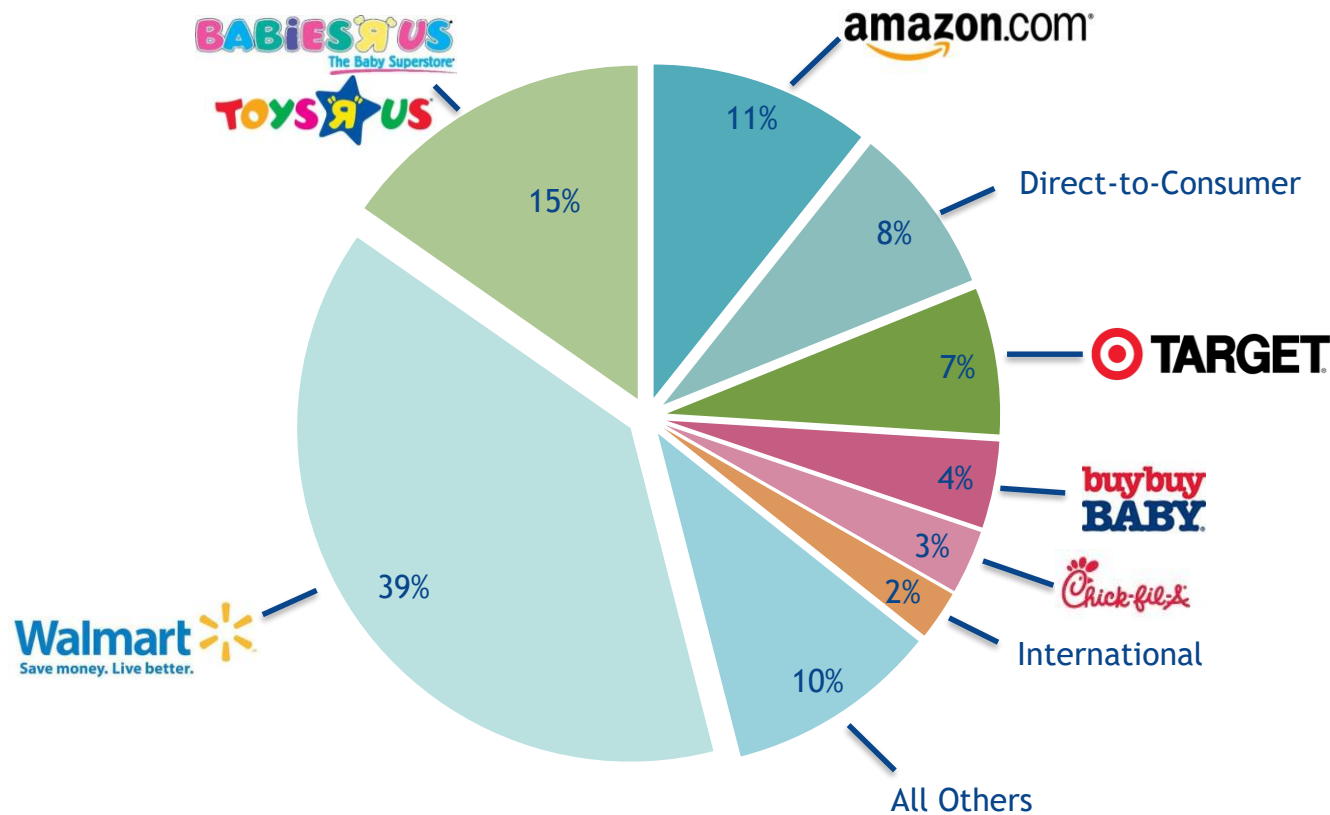
- Innovative products that align with babies' developmental milestones
- Products are sold worldwide in over 30 countries



Supplying Retailers Where Parents Shop



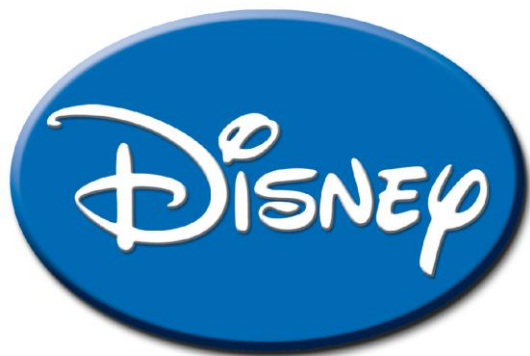
Gross Sales by Customer
For the Fiscal Year Ended April 1, 2018
(Unaudited)



Strong Line of Company-Owned Brands



World-Class Licensed Collections



Demand Factors – Birth Rates Remain at Historically Low Levels...



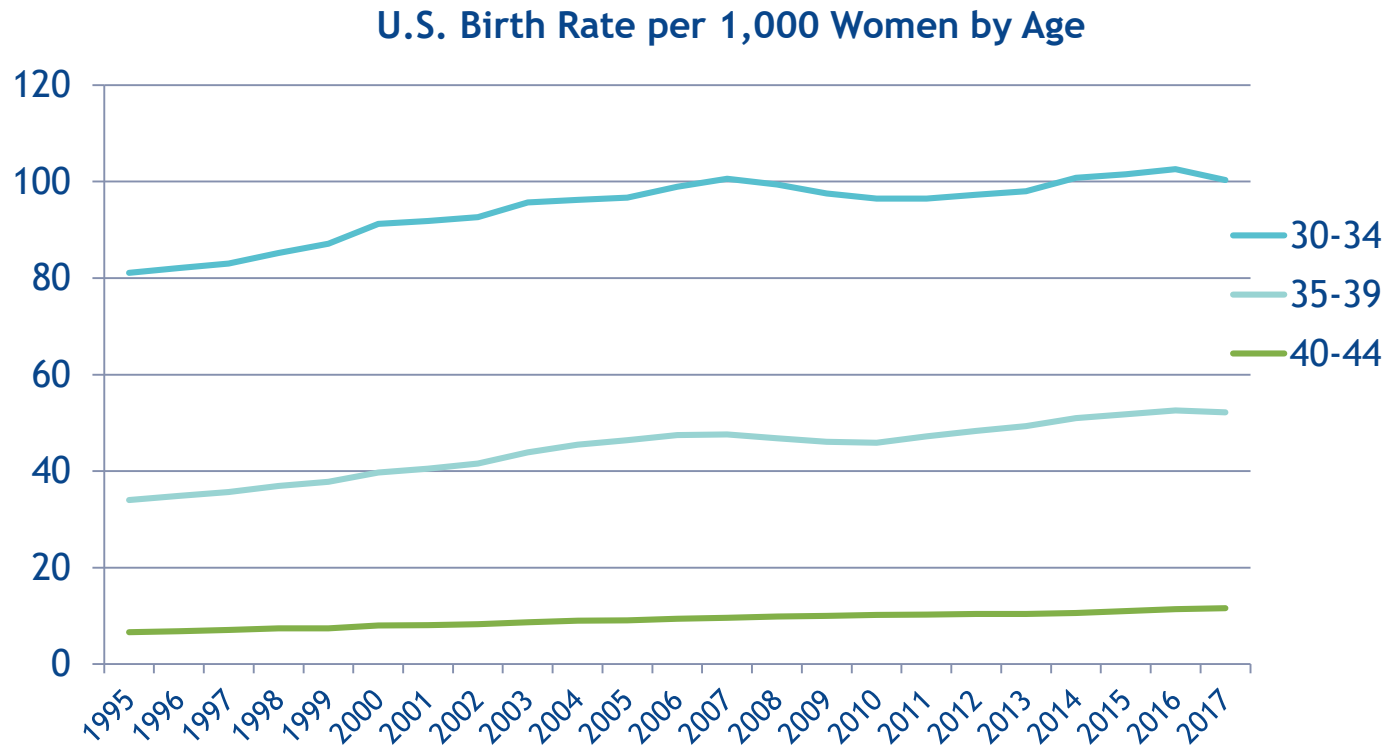
- Annual U.S. births have decreased by nearly 11% from 2007 to 2017
- The number of children born in 2007 was roughly the same as in 1957
- More prevalent contraception, unmarried women, childless couples, lower infant/child mortality, and the cost of child care has increased by 65% since the early 1980s
- Better Outlook?
 - According to a recent Harris Poll, only 7 percent of Americans reported that they delayed having children in the last year because of financial concerns, down from 15% in 2015

Annual U.S. Births (in millions)



Source for Graph: U.S. Centers for Disease Control and Prevention, National Center for Health Statistics, National Vital Statistics System. Births: Provisional Data for 2017. Vital Statistics Rapid Release; Number 4. May 17, 2018. https://www.cdc.gov/nchs/data/nvsr/nvsr67_01.pdf

... But More Women in Their 30s and 40s Are Having Kids



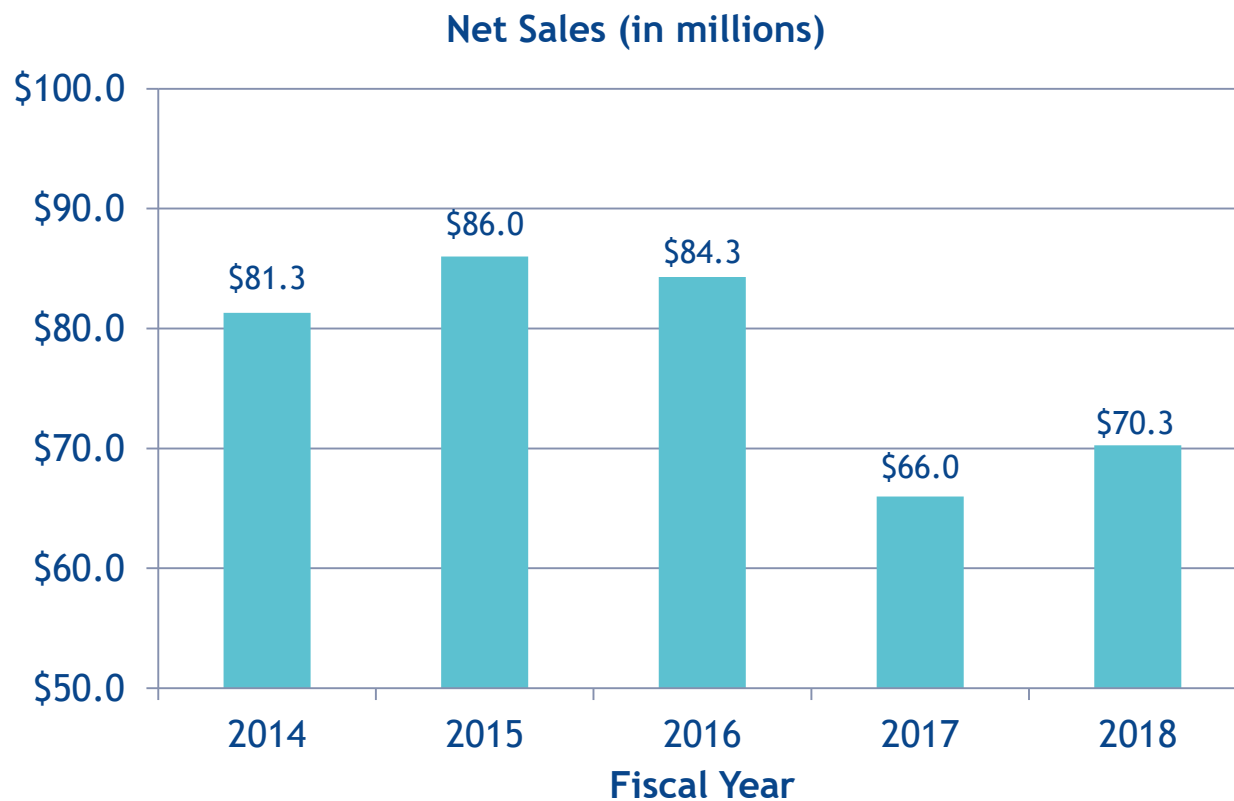
Source for Graph: U.S. Centers for Disease Control and Prevention, National Center for Health Statistics.
Births: Provisional Data for 2016. Vital Statistics Rapid Release. Report Number 002. June 2017.
<https://www.cdc.gov/nchs/data/vsrr/report002.pdf>



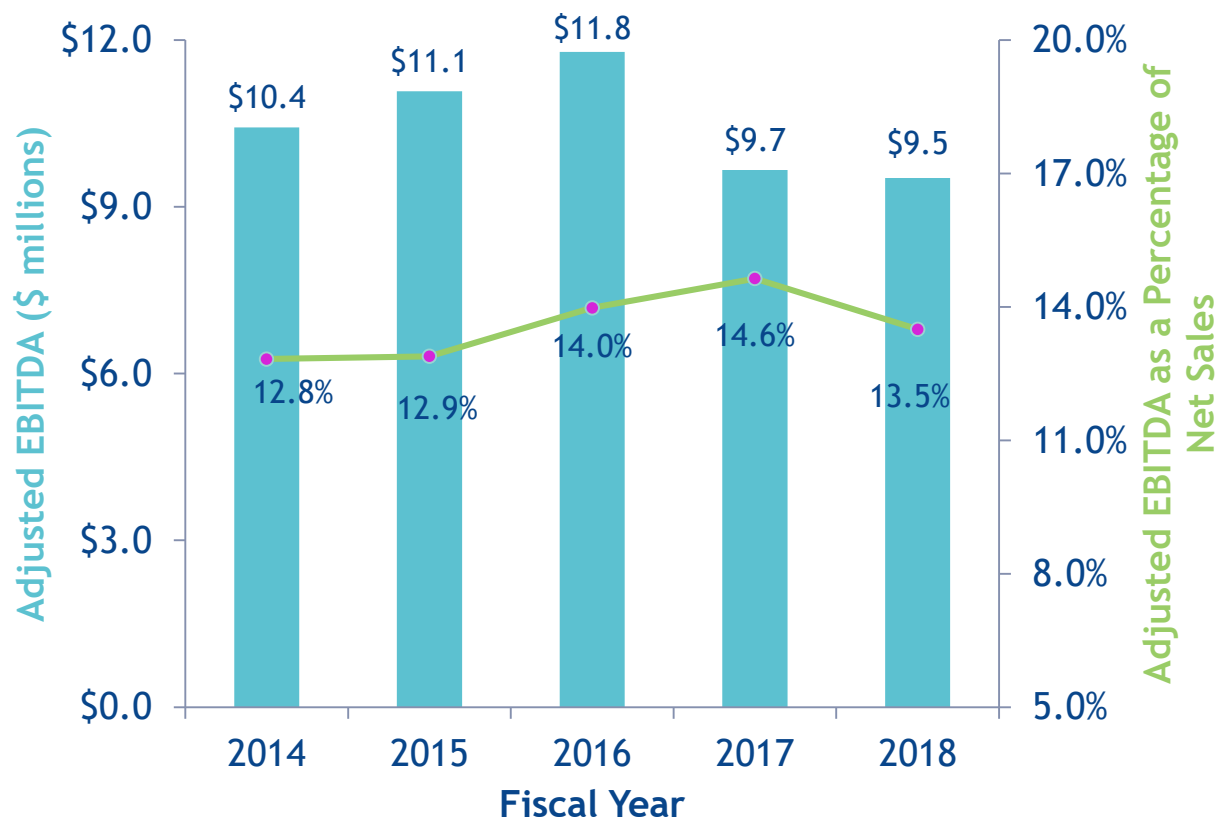
Financial Highlights



Operating Highlights



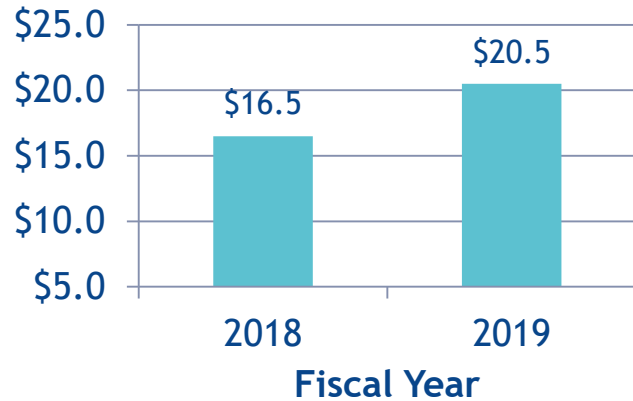
Operating Highlights



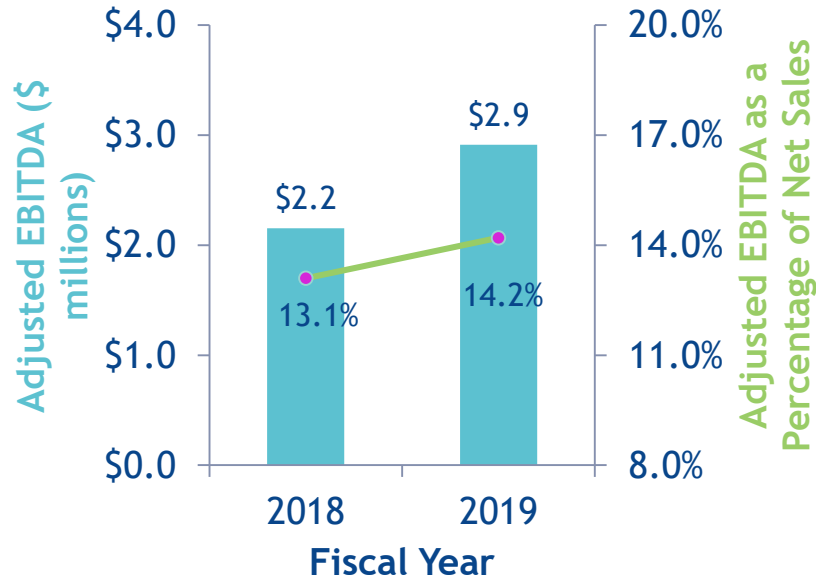
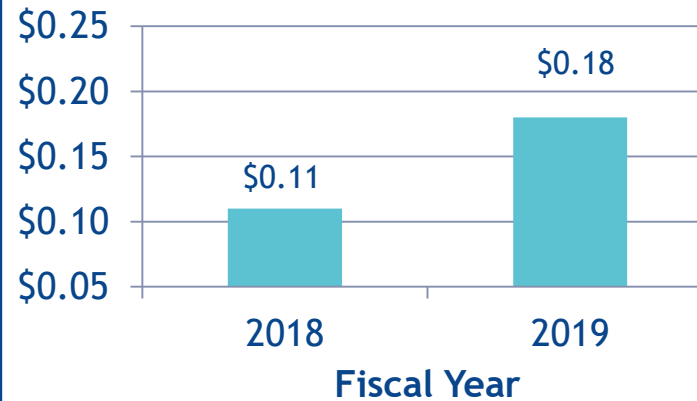
Fiscal 2019 2nd Quarter



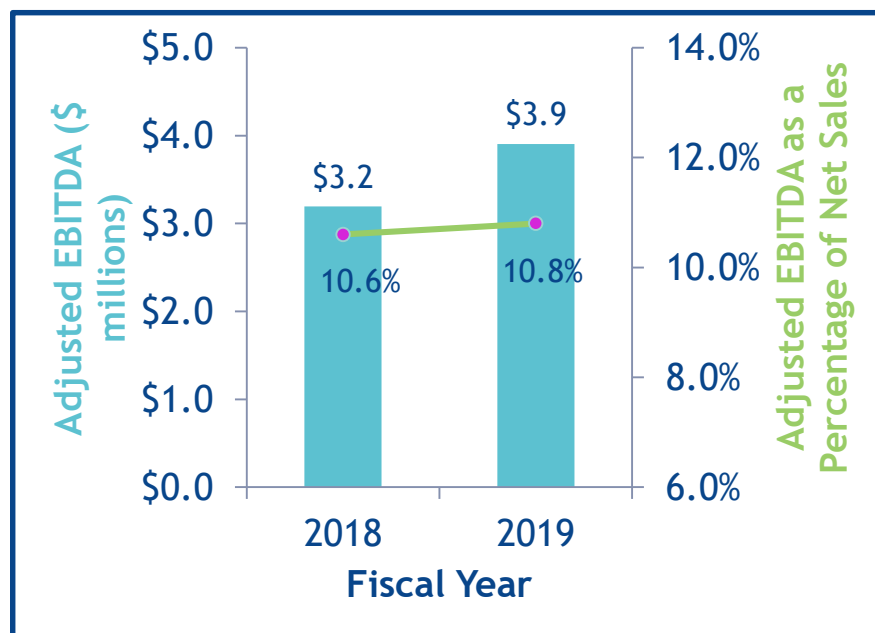
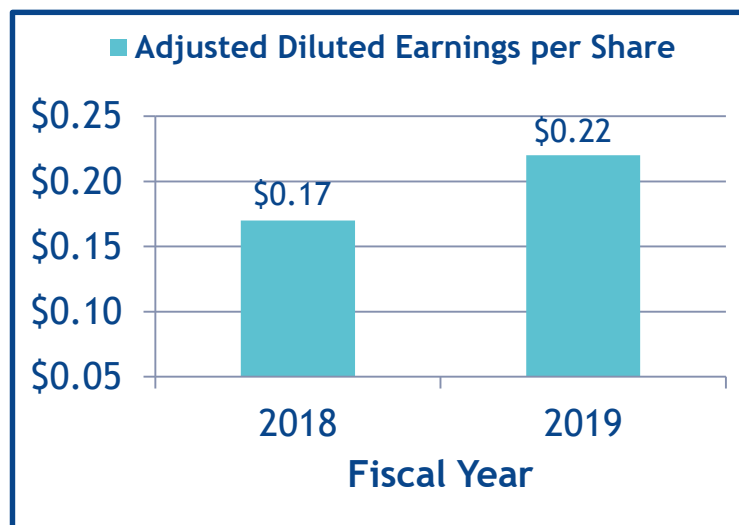
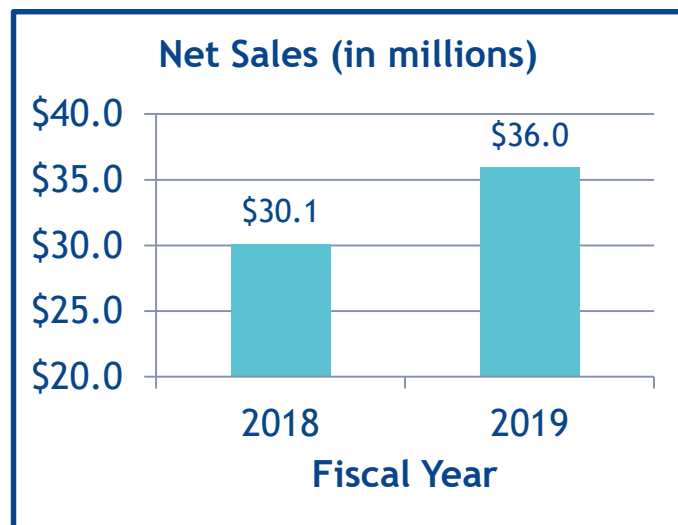
Net Sales (in millions)



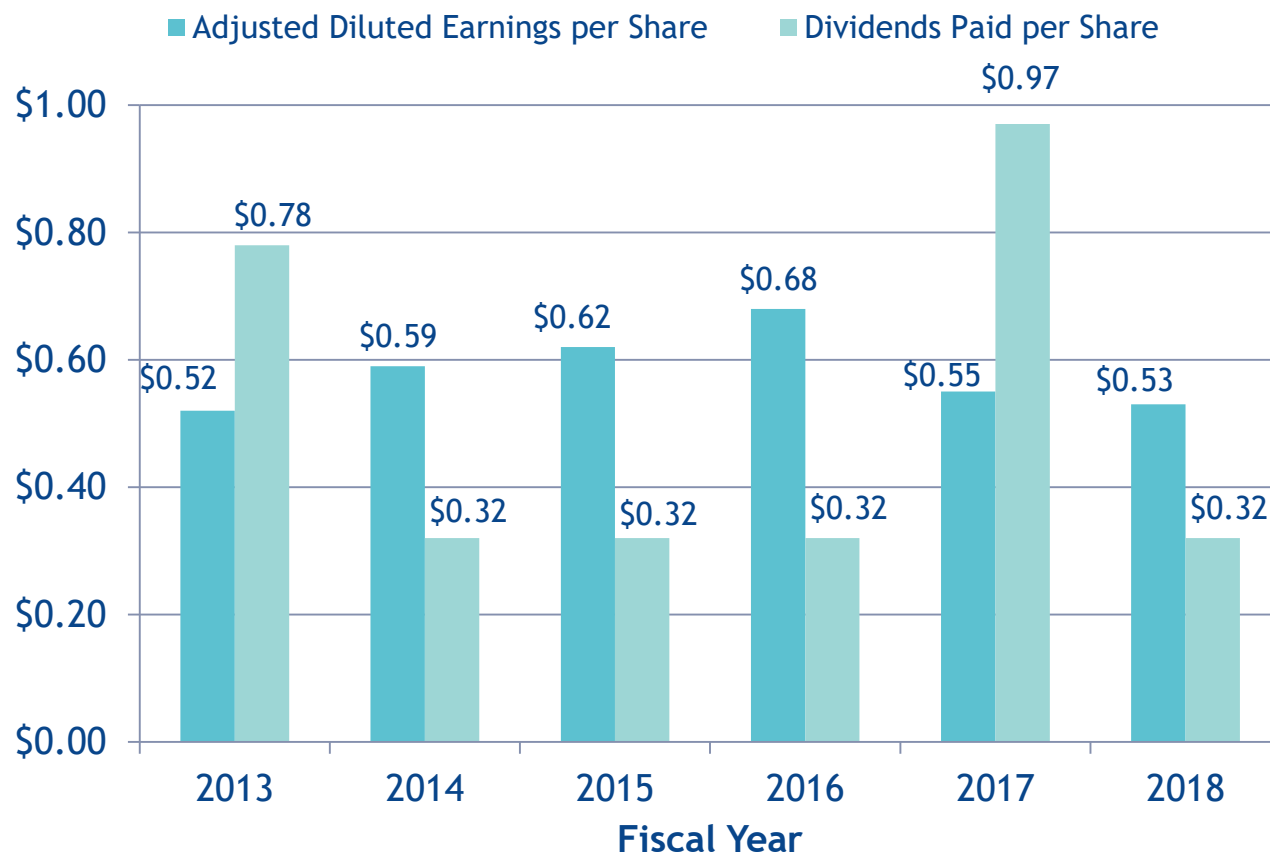
Adjusted Diluted Earnings per Share



Fiscal 2019 YTD (6 Months)



Operating Highlights



- Dividends paid for fiscal year 2013 included a special dividend of \$0.50 per share
- Dividends paid for fiscal year 2017 included special dividends of \$0.25 and \$0.40 per share

Operating Highlights



(In thousands, except percentages - unaudited)

	Fiscal Year					Fiscal 2 nd Quarter		Fiscal YTD (6 months)	
Non-GAAP Reconciliation of Net Income to EBITDA and Adjusted EBITDA:	2014	2015	2016	2017	2018	2018	2019	2018	2019
Net income	\$ 5,771	\$ 5,718	\$ 6,829	\$ 5,572	\$ 3,021	\$ 725	\$ 1,809	\$ 1,243	\$ 2,073
Interest expense	49	37	58	68	162	18	88	38	187
Interest income	(21)	(19)	(69)	(134)	(79)	(28)	-	(69)	-
Income tax expense	3,575	3,442	3,914	3,224	2,400	500	647	703	727
Depreciation	299	314	310	178	333	60	155	96	293
Amortization	758	741	748	754	836	240	214	429	414
EBITDA	\$ 10,431	\$ 10,233	\$ 11,790	\$ 9,662	\$ 6,673	\$ 1,515	\$ 2,913	\$ 2,440	\$ 3,694
Non-recurring costs	-	850	-	-	2,845	639	-	755	210
Adjusted EBITDA	\$ 10,431	\$ 11,083	\$ 11,790	\$ 9,662	\$ 9,518	\$ 2,154	\$ 2,913	\$ 3,195	\$ 3,904
Net sales	\$ 81,294	\$ 85,978	\$ 84,342	\$ 65,978	\$ 70,270	\$ 16,461	\$ 20,536	\$ 30,108	\$ 35,996
Adjusted EBITDA as a Percentage of Net Sales	12.8%	12.9%	14.0%	14.6%	13.5%	13.1%	14.2%	10.6%	10.8%

- FY 2015 non-recurring costs include a legal settlement related to intellectual property.
- FY 2018 non-recurring costs include acquisition costs, the impact of Toys “R” Us’ bankruptcy and subsequent liquidation (including licensing royalty shortfalls resulting from lower sales).
- FY 2019 non-recurring costs include acquisition costs and credit coverage fees.

Operating Highlights



(In thousands, except percentages - unaudited)

	Fiscal Year					Fiscal 2 nd Quarter		Fiscal YTD (6 months)	
	2014	2015	2016	2017	2018	2018	2019	2018	2019
Non-GAAP Reconciliation of Net Income to Adjusted Net Income:									
Net income	\$ 5,771	\$ 5,718	\$ 6,829	\$ 5,572	\$ 3,021	\$ 725	\$ 1,809	\$ 1,243	\$ 2,073
Non-recurring costs	-	850	-	-	2,845	639	-	755	210
Income tax impact of non-recurring costs	-	(320)	-	-	(475)	(234)	-	(272)	(49)
Adjusted net income	\$ 5,771	\$ 6,248	\$ 6,829	\$ 5,572	\$ 5,391	\$ 1,130	\$ 1,809	\$ 1,726	\$ 2,234
Non-GAAP Reconciliation of Earnings per Share to Adjusted Earnings per Share:									
Weighted Average Shares Outstanding:									
Basic	9,848	10,047	10,017	10,013	10,072	10,074	10,086	10,059	10,078
Diluted	9,858	10,080	10,038	10,041	10,079	10,078	10,088	10,067	10,080
Earnings per Share as Reported:									
Basic	\$ 0.59	\$ 0.57	\$ 0.68	\$ 0.56	\$ 0.30	\$ 0.07	\$ 0.18	\$ 0.12	\$ 0.21
Diluted	\$ 0.59	\$ 0.57	\$ 0.68	\$ 0.55	\$ 0.30	\$ 0.07	\$ 0.18	\$ 0.12	\$ 0.21
Adjusted Earnings per Share:									
Basic	\$ 0.59	\$ 0.62	\$ 0.68	\$ 0.56	\$ 0.54	\$ 0.11	\$ 0.18	\$ 0.17	\$ 0.22
Diluted	\$ 0.59	\$ 0.62	\$ 0.68	\$ 0.55	\$ 0.53	\$ 0.11	\$ 0.18	\$ 0.17	\$ 0.22

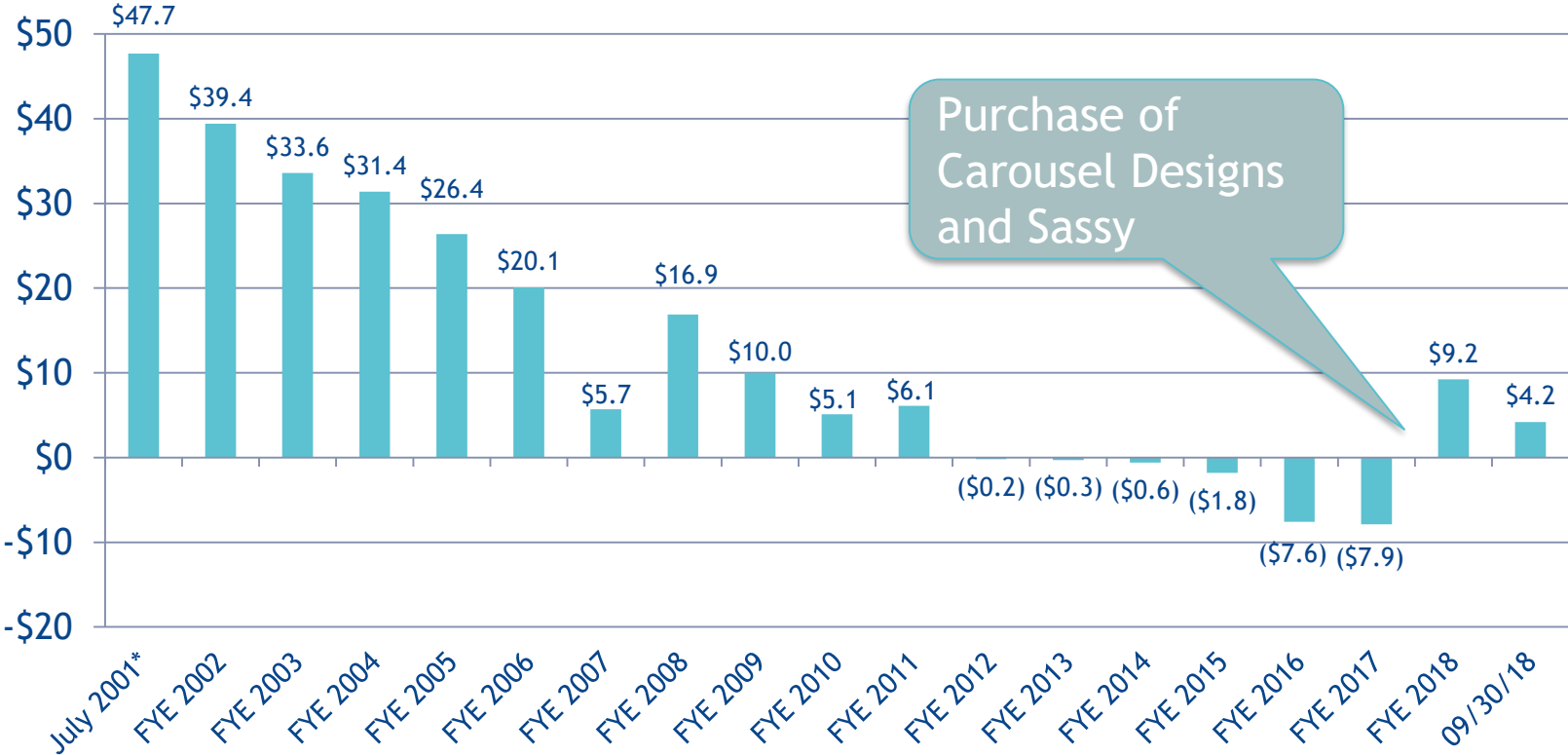
- FY 2018 tax impact includes a \$498,000 write-down of deferred tax assets related to the lower corporate income tax rate enacted in December 2017.

Operating Cash Flow Strengthens Balance Sheet



In addition to lowering its debt levels, the Company has, since December 2006, paid \$34.6 million for acquisitions, \$34.6 million in cash dividends and \$3.1 million for open-market stock repurchases.

Debt (Cash) Balances (in millions)
 Amounts shown are Net of Cash



Purchase of
 Carousel Designs
 and Sassy

*Unaudited

For Additional Information



Attendees and other viewers of this presentation are advised to read all reports and other filings made by the Company with the Securities and Exchange Commission under the Securities Act of 1933 and the Securities Exchange Act of 1934. Copies of these filings may be obtained, without charge, by directing a request to Halliburton Investor Relations & Communications, 2140 Lake Park Boulevard, Suite 112, Richardson, TX 75080, or at www.sec.gov.

The Presentation of Non-GAAP Financial Measures



In addition to the Company's presentation of its financial position and results of operations in conformity with accounting principles generally accepted in the United States ("GAAP"), the Company has also presented measures of its financial position and results of operations which are not determined in accordance with GAAP. These non-GAAP financial measures include earnings before interest, taxes, depreciation and amortization ("EBITDA"). Additionally, with respect to the fiscal year ended March 29, 2015, the Company has presented what its net income, earnings per share and EBITDA would have been if the charge associated with the settlement of a lawsuit had not been recognized (to arrive at "Adjusted Net Income", "Adjusted Earnings per Share" and "Adjusted EBITDA", respectively). The Company has also presented its debt balances on a net-of-cash basis. Offsetting these amounts in this manner is permitted under GAAP only in limited circumstances. The charge excluded to calculate Adjusted Net Income, Adjusted Earnings per Share and Adjusted EBITDA is a significant component in an understanding and assessment of the Company's results of operations. The Company believes that the non-GAAP financial measures included in this presentation provide useful information and are important indicators of the Company's ability to generate cash sufficient to service its debt, declare and pay dividends, make strategic investments and capital expenditures and meet working capital requirements and other obligations as they become due. The Company uses these non-GAAP financial measures internally to monitor the Company's operating results and cash flow and to evaluate the performance of its businesses. These non-GAAP financial measures are provided as supplemental information and should be considered in addition to, and not as a substitute for, the Company's GAAP measures, including its cash and debt balances, net income, earnings per share, cash flow provided by or used in operating, investing or financing activities, and other measures of the Company's financial position or results of operations reported in accordance with GAAP. Because these non-GAAP financial measures are, by definition, not calculated in accordance with GAAP, another company using the same GAAP financial information could possibly arrive at a different calculation of these non-GAAP financial measures. Therefore, the non-GAAP financial measures as presented by the Company may not be comparable to similarly-titled measures that may be presented by another company.