

CORNERSTONE FACT SHEET

The Cornerstone brands are part of Qurate Retail Group

Qurate Retail Group believes in a third way to shop -- beyond transactional ecommerce or traditional brick-and-mortar stores -- for customers who crave engaging shopping experiences. Qurate Retail Group is #1 in video commerce, #3 in ecommerce in North America and #3 in mobile commerce in the U.S.⁽¹⁾

We're comprised of interactive, aspirational home and apparel lifestyle brands, including Ballard Designs, Frontgate, Garnet Hill, Grandin Road, and Improvements.

\$1B in sales (2017)

- 71% digital penetration
- 32% mobile penetration of digital

Quick Facts (2017)

- 12M units shipped
- 265M+ annual catalog circulation
- 5 websites
- 29 social pages
- 16 retail locations

A Passionate, Values-Driven Team

- Contact centers in West Chester, OH; Exeter, NJ
- Distribution centers West Chester, OH; Fairfield, OH; Monroe, OH; Scottsdale, AZ

Ballard Designs -- Since 1982, Ballard Designs has provided an ever-changing selection of European-inspired furniture, artistic antique reproductions and architectural accents for the home.

Frontgate -- The leader in direct shopping for the home environment since 1991, Frontgate offers a wide variety of functional enhancements for Outfitting America's Finest Homes through its flagship Frontgate catalog, as well as three specialty collections: Holiday Décor, The Sourcebook of Fine Outdoor Furniture and Splash.

Garnet Hill -- Renowned for superior quality, fine fibers and original design for over 30 years, Garnet Hill provides distinctive bedding, home furnishings, sleepwear, shoes, women's apparel and children's clothing online and in catalogs.

Grandin Road -- A resource since 2003 for living life in affordable style, Grandin Road offers a broad assortment of products ranging from accessories to entire rooms, all offered with a commitment to quality, service, value and customer satisfaction.

Improvements -- A solution-based, innovative company that, for more than 25 years, has thrived on bringing its customers new and better ways to improve their day-to-day lives and activities via unique home solutions with a decorative flair.