



## CURATED EXPERIENCES. INFINITE POSSIBILITIES.

We believe in a third way to shop -- beyond transactional ecommerce or traditional brick-and-mortar stores -- for customers who crave engaging shopping experiences.

We're a select group of like-minded businesses that provide customers with curated collections of unique products, made personal and relevant by the power of storytelling. We combine the best of retail, media and social to curate experiences, conversations and communities for millions of highly discerning shoppers. We bring joy, inspiration and humanity to shopping

We also curate large audiences, across our many platforms, for our thousands of brand partners.

## QURATE RETAIL GROUP IS COMPRISED OF EIGHT LEADING RETAIL BRANDS

- QVC, HSN, zulily, Ballard Designs, Frontgate, Garnet Hill, Grandin Road, and Improvements

## QURATE RETAIL GROUP FACTS

- 23M+ customers<sup>(1)</sup>
- #1 in video commerce, #3 in ecommerce and mobile commerce<sup>(2)</sup>
  - 370M homes reached worldwide, 16 television networks<sup>(3)</sup>
  - 2.2B visits to 13 websites, 270+ social media pages, 9.7M Facebook fans
  - 150+ hours of live content per day<sup>(4)</sup> (we produce more live content than any other major network)
- 336M units shipped
  - 24,000 brand portfolio<sup>(5)</sup>
  - 19 distribution centers
  - 159M customer contacts<sup>(6)</sup>
- 27,000 team members in the US, the UK, Germany, Japan, Italy, France, Poland and China.
- \$14B in annual revenue<sup>(7)</sup>

*All data as of FY 2017. (1) Represents total customers across consolidated QVC, zulily, HSN and the Cornerstone brands. (2) Among multi-category retailers in North America and US respectively (Source: Internet Retailer). (3) Includes QVC's JV in China. (4) On average. (5) Includes some amount of QVC and HSN brand overlap. (6) Includes customer calls, email contacts and social contacts. (7) QVC's joint venture in China is not included in QVC consolidated results.*

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QVC • HSN • ZULILY • BALLARD DESIGNS • FRONTGATE • GARNET HILL • GRANDIN ROAD • IMPROVEMENTS