

BALLARD DESIGNS

FRONTGATE

Beautiful, Naturally.[™]
Garnet Hill

grandinroad.

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. In addition to being #1 in video commerce globally, Qurate Retail Group is among the top 10 ecommerce retailers in North America⁽¹⁾ and is a leader in mobile commerce and social commerce.

The Cornerstone brands comprise four interactive, aspirational home and apparel lifestyle brands, including Ballard Designs, Frontgate, Garnet Hill, and Grandin Road.

\$970M in 2018 revenue

- Q1 2019: 72% digital penetration

Quick Facts

- 6M packages shipped
- 222M annual catalog circulation
- 4 websites
- 57 social pages
- 21 retail locations

A Passionate, Values-Driven Team

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

Ballard Designs – Since 1982, Ballard Designs has offered a unique curation of home furnishings and décor from all periods and provenance. Its designers travel the world for inspiration, translating the latest trends in fashion, color, and style into finely crafted products not found anywhere else.

Frontgate – Since 1991, omni-channel retailer Frontgate has inspired its customers to enhance everyday living throughout the entire home with an assortment of stylish, high-quality, and purposeful outdoor, interior, entertaining, and seasonal and holiday décor items.

Garnet Hill – Renowned for superior quality, fine fibers and original design for over 40 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 joyful living, Grandin Road offers a broad assortment of products ranging from home furniture and accessories to seasonal celebration décor, all offered with a commitment to quality, service, value, and customer satisfaction.

All data as of FY 2018. (1) Source: Internet Retailer.