

## CORNERSTONE FACT SHEET

### The Cornerstone brands are part of the QVC Group

The QVC Group offers the most engaging shopping experiences that combine the best of retail, media and social. The Group is #1 in video commerce, #3 in ecommerce in North America, and #3 in mobile commerce in the U.S.<sup>(1)</sup>.

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

### \$1.1B in sales (2016)

- 71% digital penetration
- 28% mobile penetration of digital

### Quick Facts (2016)

- 13.1M units shipped
- 310M+ 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** -- With innovative and unique items to enhance the look, organization and function of any household, Improvements offers products for home repair, interior and exterior maintenance, home décor, kitchen and bath "make-overs," organization and space-saving, cleaning, gardening, car and garage, and safety and security.