



FACT SHEET & BACKGROUND

Etcetera was founded in 2000 by Bill Rondina, then CEO and Chairman of The Connaught Group, Ltd. In 2012, Tom James Company, the world's largest manufacturer and retailer of custom men's clothing, and Royal Spirit Limited, of Hong Kong, one of the largest manufacturer of women's clothes, formed a partnership to take the company forward as Carlisle Etcetera LLC. In May 2015, Royal Spirit Group acquired Tom James' interest in the company and now owns 100% of Carlisle Etcetera.

In the beginning, it was recognized that women needed and deserved a more customized and rewarding means for building their wardrobes. The result of this vision is Etcetera, a women's clothing styled with classic lines and delivered in a revolutionary manner via private appointments rather than being sold in boutiques.

Etcetera's first collection was introduced in 2001 to offer a casual but elegant line to meet the needs of real women who demand quality, want great personalized service, and need a comfortable way of shopping not offered by traditional stores.

Etcetera clothing can only be purchased via appointments with wardrobe consultants. There are four seasonal clothing collections presented each year and consultants have the collection for one week. During this week, they transform their homes into upscale boutiques and make appointments that meet their clients' needs from morning to night and also on weekends.

Pieces from the Etcetera Collection fall within the following range: Jackets/Coats: \$275 - \$425 Pants/ Skirts: \$170 - \$250 (several suede bottoms run from \$295 - \$335) Knits/Tees/ Blouses: \$95 - \$250

The design team at Etcetera is composed of hand-selected top designers who have worked with some of the world's most elite design houses, including Alexander Wang, Anne Klein, Badgley Mischka, Burberry, Carmelo Pomodoro, Calvin Klein, Donna Karan, Ellen Tracy, Episode, Marc Jacobs, Pamela Roland, Polo Ralph Lauren and Tahari. They create each season's collection using couture quality fabrics and materials, selected with care from the finest European and Asian mills.

In Money Magazine's "2007 Best Jobs in America for Parents Returning to Work" Etcetera was ranked among the top 5 Sales Representative Jobs and graded with an "A" for Flexibility, "A-" for Family-Friendly, along with top scores for compensation and job growth potential.

Etcetera is actively expanding their team based on the demand of women from cities and towns across the US who love the line and want easy access to a great wardrobe. Career opportunities with Etcetera are available for women as Wardrobe Sales Consultants, Area Development Managers and Regional Managers. To learn more go to www.etcetera.com

CONTACTS:

For candidates interested in discussing a possible role with Etcetera's expanding team, please contact Edie Dance at (850) 484-8120 or edance@etcnyc.com. For women interested in booking an appointment with their local Etcetera wardrobe consultant, please contact Etcetera at 972-733-6503 or send an email to myconsultant@etcetera.com.