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Spring Market - New Product Launch

- New introductions for market are here.
- New product images are also <u>here</u>.
- New Curated Design Styles are <u>here</u>.

Trend Summary

- We continue to see the trend for biophilia as well as wellness are big influences in our industry.
- Many of the products in our <u>Origins Collection</u> play nicely with this trend, helping to imbue your space with a timeless ambience that is spa-like and totally zen.
- Finish & Material Trends continue with mixed media, new 'neutral palette' expands to include shades of cream, warmer grays, richer browns, and woods in beautiful finishes like natural, bleached and "greige".
- Also matte black and our gray stone finish are strong micro trends for the Winter-Spring. As well as golden hues in a wide variety of gold finishes.
- We offer a vast array of nature's semi-precious accessories, found in our **Elements Collection** a collection millions of years in the making.
- Phillips Collection is on a mission to be the go-to company for wall decor, dimensional wall art. Experience our new <u>Floral Wall Art Collections</u> our hottest new collection for spring.

Breaking Down The Trends

An important element of Phillips Collection's ethos is the delivering the grandeur of nature, indoors. Through the marriage of natural and synthetic materials, we've carved a niche for ourselves that we call modern + organic. This trend towards biophilia is here to stay as people and businesses move towards a more organic aesthetic and yearn for a daily connection to the outdoors, even when inside.

Developing one-of-a-kind furnishings that will make you stop in your tracks and say "wow". You can find this modern + organic trend in our reclaimed roots and live edge slabs fashioned into statement pieces and furnishings through our **Origins Collection**.

Furnishings collections as functional art that sparks a conversation and enhances the beauty of any space. Collections that offer a breathtaking assortment of reclaimed woods that are reimagined and given so freely by mother nature, where we add a contemporary twist with an emphasis on sustainability sourced materials.

Another one of the leading trends we have found in interiors is the focusing on wellness with intentions to create peaceful settings and forecasted to increase for the coming years. With this macro trend we are seeing people move towards a need to nest and decompress in a

more serene environment, blending natural elements like stones, geodes, and other natural elements with wood that is subtle in tone, yet simultaneously beautiful.

Phillips Collection offers a vast array of nature's semi-precious accessories, found in our **Elements Collection** - a collection millions of years in the making. One of the largest elements in this category is Amethyst - which is said to emit a gentle energy that calms the mind and enhances well being while alleviating stress and improving insomnia. These stunning natural, semi-precious stones that we find around the world are fashioned into sculptural furnishings and decorative accessories and are available in a wide variety of colors and sizes, perfect for making your own individual design statement.

One of the newest micro trends is called "Florapy", which is described as a kind of a floral therapy. At Phillips Collection we adore flowers, and work to reimagine nature's most beautiful gifts by creating living art with collections for the walls. In full bloom, flowers have also been symbolically connected to the birth of springtime and to embodying the feminine. As floral petals invoke a soft elegance and delicacy, while a clustered arrangement of wall decor installations can become a playful experiment with a modern interpretation that presents itself as bold and beautiful.

Check out one of our best-selling collections, <u>Metal Flower Wall Art</u>, that is available in three sizes for creating your own personalized design statement. Finishes include blue, coral, copper, yellow, ivory, white and now two new colorways: gray and black. Regardless of the color or size - our metal flowers are always stunning!