



# Luminarc®

## **MARKET EXPECTATIONS**

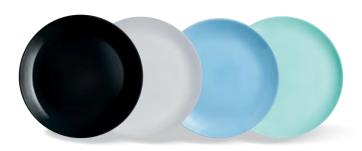
Market trends		What customers want?	
A need of NATURE even in our homes	Mineral effects, natural colors		
New sustainable concerns	<b>&gt;&gt;&gt;</b>	Long life product	
New home office and meals habits	<b>&gt;&gt;&gt;</b>	Versatile product for all occasions	
A need of happiness	<b>&gt;&gt;&gt;</b>	Joyful tableware	

Consumers need multipurpose solution, but desire innovative design linked to nature & resistant tableware at an affordable price.

## **Luminarc trends**

+38 %

The increase of colored opal in 2020 (in volume)



Luminarc colored opal dinnerware is the most resistant colored plate on the market!

## **Luminarc**®

## **LUMINARC ANSWER**

## **PAMPILLE**

23 references on 5 different styles!



"We have listened to our customers who need versatile tableware for all occasions without giving up their desire for innovation and connection with nature. Pampille is the perfect range: colourful and resistant with a unique design!"

## THE RANGE

# Black & White

Timeless colors for a natural effect, easy to mix & match



Salad bowl 24 cm





Dessert plate 19 cm



Soup plate 20 cm



Dinner plate 25 cm



Salad bowl 24 cm



Multipurpose bowl 13 cm



Dinner plate 25 cm



Dessert plate 19 cm



Soup plate 20 cm





## THE RANGE

# Light Turquoise

Soft color for a happy effect





Multipurpose bowl 13 cm



Soup plate 20 cm

## Granit

## Natural color for a mineral effect

25 cm



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Dinner plate 25 cm

## Clear

Lightness & resistance of the glass for all occasions



Multipurpose bowl 13 cm



Salad bowl 24 cm



Soup plate 20 cm



Dessert plate 19 cm



Dinner plate 25 cm

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## **Luminarc**®













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## Quality plate for great experience

## **Colored opal strenghts:**



- High chips resistance: 3 times more resistant to impacts than a ceramic or porcelain product of similar thickness
- ➤ Micro wave & dishwasher safe
- ➤ 100% FOOD SAFE: 0% Porosity, 0% Bacteria
- > SOLID COLOR = long life product
- ➤ Thermal resistance: 135°C

	Opal	Porcelain
Weight	++	-
Impact Resistance	++	-
Easy to store	++	+
Avoid burns	++	-
Design diversity	+	++
Price	++	-

## **Glass strenghts:**

- ► Micro wave safe!
- ▶ Dishwasher safe!
- ➤ 100% FOOD SAFE: 0% Porosity, 0% Bacteria
- ► High impact resistance = long life product



MODERN AESTHETICISM perfect to mix & match ECONOMICAL for all life occasions

## **LAUNCH PLAN**

#### PROMOTIONAL OFFER ACTIVATION

### A large range of 10 sets to play with colorama

### 18 pieces set



Granit

## 19 pieces set



Turquoise & White







Clear











Black

White

Light Turquoise

Black

White

Clear

Black & White

#### **SOCIAL MEDIAS ACTIVATION**









### PRESS ACTIVATION



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