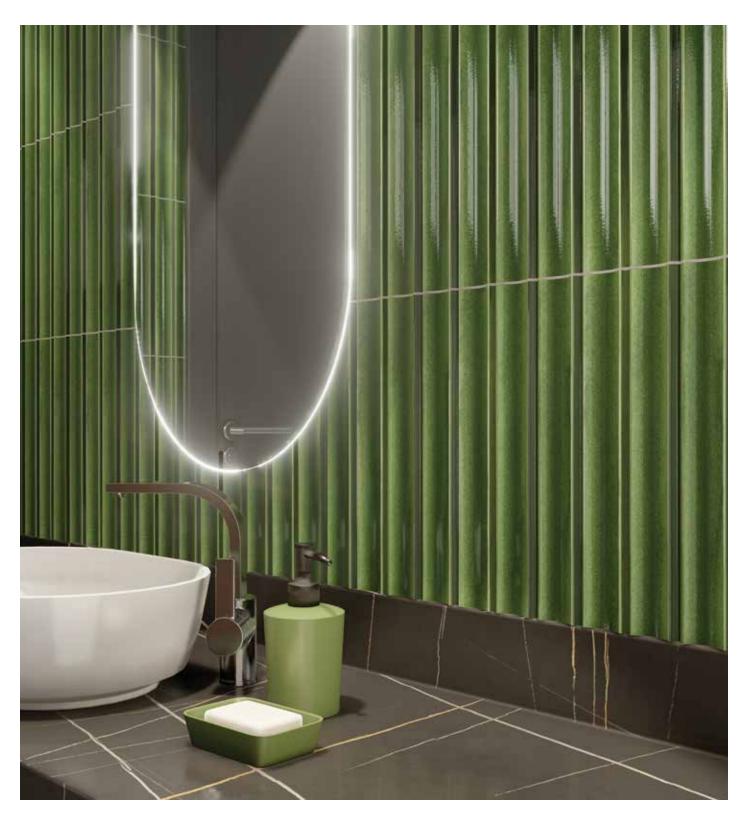


# 2023 TRENDS & OPPORTUNITIES





Established in 1968 and headquartered in Los Angeles, California, Emser Tile® is a leading designer, producer and marketer of the world's finest tile and natural stone. By offering unparalleled service and a vast selection of products, Emser Tile® is a comprehensive source for interior and exterior products that include porcelain, ceramic, glass, decorative accents, metal, quarry, mosaics, natural and engineered stone, cut-to-size products, setting materials and custom manufactured products made to your specifications. Our nationwide service network includes state of the art distribution centers and local sales and service locations to combine a strong national presence with tailored, local service. Building upon over 50 years of service, our dedication and commitment to our customers remains as strong as ever and is the core of our business and our culture.

Our services are tailored to customers' specific requirements. Emser Tile® offers exclusive programs that help retailers, home builders, commercial builders, contractors, architects and designers exceed their customers' expectations and requirements while keeping projects on schedule and within budget.

Our global network brings the latest trends, technologies and innovations for ceramic and porcelain tile, glass, natural stone, decorative, mosaic and metal products. We continue to offer the most compelling and extensive portfolio of colors, finishes, patterns and textures, accompanied by a broad assortment of coordinating trim and accent pieces.

Our expansive capacity translates into a vast selection of products and immediate distribution. With Emser Tile®, customers have quick access to unique and first-to-market products. With our local sales and service locations and global network of factory alliances, Emser Tile® has the infrastructure to logistically support any size project on a domestic or international level.





#### **OUR FOOTPRINT**

#### 78 SHOWROOM LOCATIONS | 4 DISTRIBUTION CENTERS | OVER 800 ASSOCIATES

TRANSPORTATION & INVENTORY MANAGEMENT | PRODUCT & SHIPMENT QUALITY CONTROL | SAMPLE PRODUCTION

ORDER TRACKING | SHADE MATCHING | DIRECT SHIP PROGRAMS | WILL CALL | SPECIAL ORDERS

99% ORDER FILL RATE | 99% ORDER ACCURACY



Over 4,600 active, stocked SKUs: Porcelain, Ceramic, Natural Stone, Decorative and Setting Materials. Special Order: Tile & Stone Cut to Size, Backsplash Program and Prefabricated Countertops, Prep, Set, Grout, and Care Products. We partner with and distribute top industry brands that supplement our product line (tools, cleaning agents, setting materials, transition strips, sealers, and grout).







### THE EMSER TILE® DIFFERENCE

#### **Product Design and Selection**

- Product assortment designed for fashion, demand and longevity
- Unique and custom products available, including backsplash and decorative
- · Flexibility to design programs to match any needs
- · Products available for every price point and budget

#### Localized and Customized Service Model

- 78 local branch service and distribution centers that are built to be used as extensions of your business with local management, operations and sales teams
- Dedicated sales teams in each local market
- · Final mile quality control check

#### Marketing, Training and Reporting

- Samples and display programs customized to needs of the customer
- CEU courses designed and written by Emser Tile with trainers available in every market
- Emser University education training materials available for customers associates
- · Interactive on-line courses available with instant feedback
- Trends Guide available that highlights color and product trends, application trends, installation and selling tips
- Product Catalogue and other tools available as a hard copy or at emser.com





#### PRODUCT PORTFOLIO

- · Porcelain & Ceramic
- Natural Stone
- Engineered Stone
- Glass, Metal & Pebble Mosaics
- Quarry
- E-Quartz Counters
- · Large Format Thin Tile
- Crack Isolation
- Shower Systems
- Prep, Set, Grout and Care Products

- Setting Materials
- Metal Transition Strips
- Graffiti Solutions
- DCOF Solutions
- Cleaning Solutions
- ADA Compliant
- LEED & No VOC's
- · HPD, SDS, Technical Data Sheets
- Installation System Warranties

# NATURAL BEAUTY

These authentic and humble materials with rich texture help to create a relaxed, organic sophistication that is good for one's overall wellbeing while also having an important link to sustainability.

Attributes include handmade, imperfect details, floral patterns, terrazzo looks, fluted shapes, and plenty of arches along with warm, desert inspired neutrals, greens, blues, and terracotta tones.







#### EXHALE™

5 Colors | Glossy







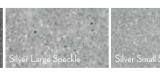
Available in 6"x12"



#### FRAGMENTO™

3 Colors | 2 Patterns | Matte









Available in 12"x24", 24"x24"



#### HUES™

6 Colors | Matte











Available in 3"x10", 4"x4", 1/2"x12" Jolly



INHALE™

4 Colors | Glossy

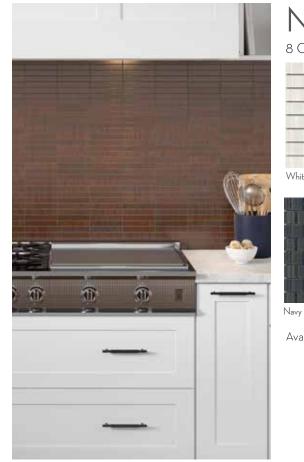




Available in 4"x12", 1/2"x12" Jolly

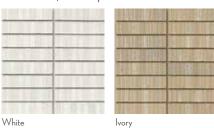


Available in 12"x24", 12"x12" Mesh, 3"x12" SBN

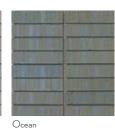


#### NEWTRO™

8 Colors | Glossy















Available in 12"x12" Mesh



#### $RAVENNA^{TM}$

4 Colors | Matte





Available in 7"x22"

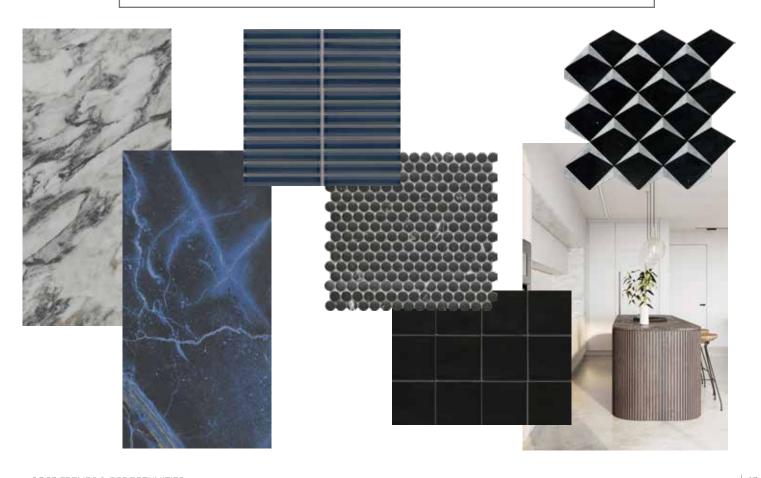
## STYLE STATEMENT

The shift towards decorative flair and creative self- expression can be seen as an avenue to lift the spirits as it sparks delight and helps create joyfulness in a space.

This ideology, which is a form of escapism with the belief of better things to come, celebrates the best of nostalgic and more traditional elements with the use of bold, colorful marble, checkered board patterns, wallcoverings, eclectic furniture, and vintage shapes.



This trend speaks to optimistic maximalism with the use of brighter hues, playful patterns and shapes that offer a sense of surprise and wonder.







#### BIZOU™

4 Colors | 4 Patterns | Groutless Marble Mosaic



Available in 12"x13" Mosaic, 13"x13" Mosaic, 9"x13" Mosaic, 10"x12" Mosaic





2 Colors | 7 Patterns



Calacata 2x6 Offset



Calacata 2" Hex

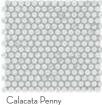


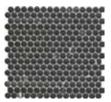
Calacata Thicket





Calacata Shell





Nero Penny





EMORA™

4 Colors | Matte & Glossy





Available in 3"x6", 4"x16", 1/2"x8" Jolly

Nimbus





#### KAZE™

6 Colors | Glossy\*



Available in 12"x16" Mesh



#### PARKVIEW™

4 Colors | Matte & Polished





Available in 24"x47" (Polished Only), 12"x24"



#### SERENDRA™

3 Colors | Matte & Polished



Available in 31"x31", 24"x47", 12"x24", 2"x4" Mosaic, 3"x12" SBN

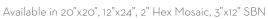


#### SOLARA™

4 Colors | Matte



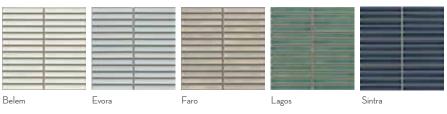




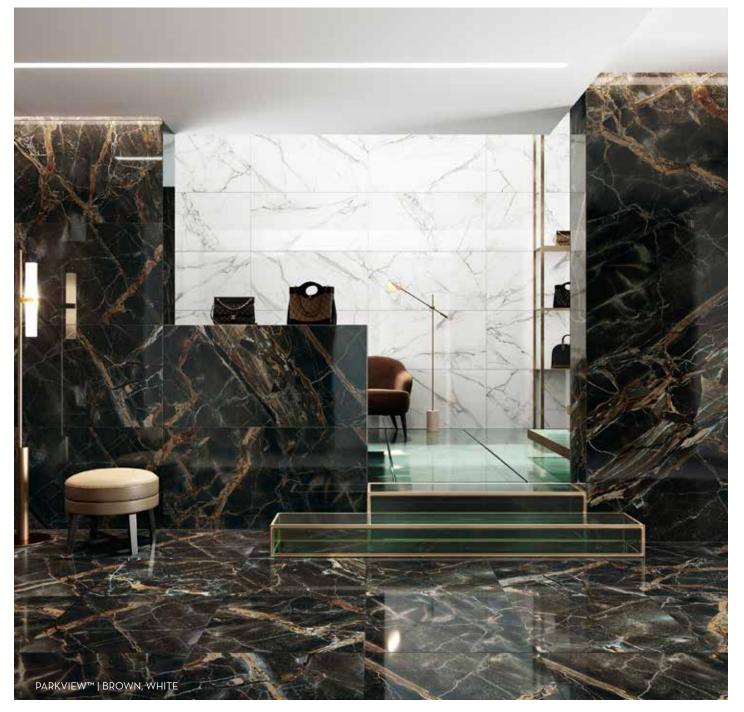


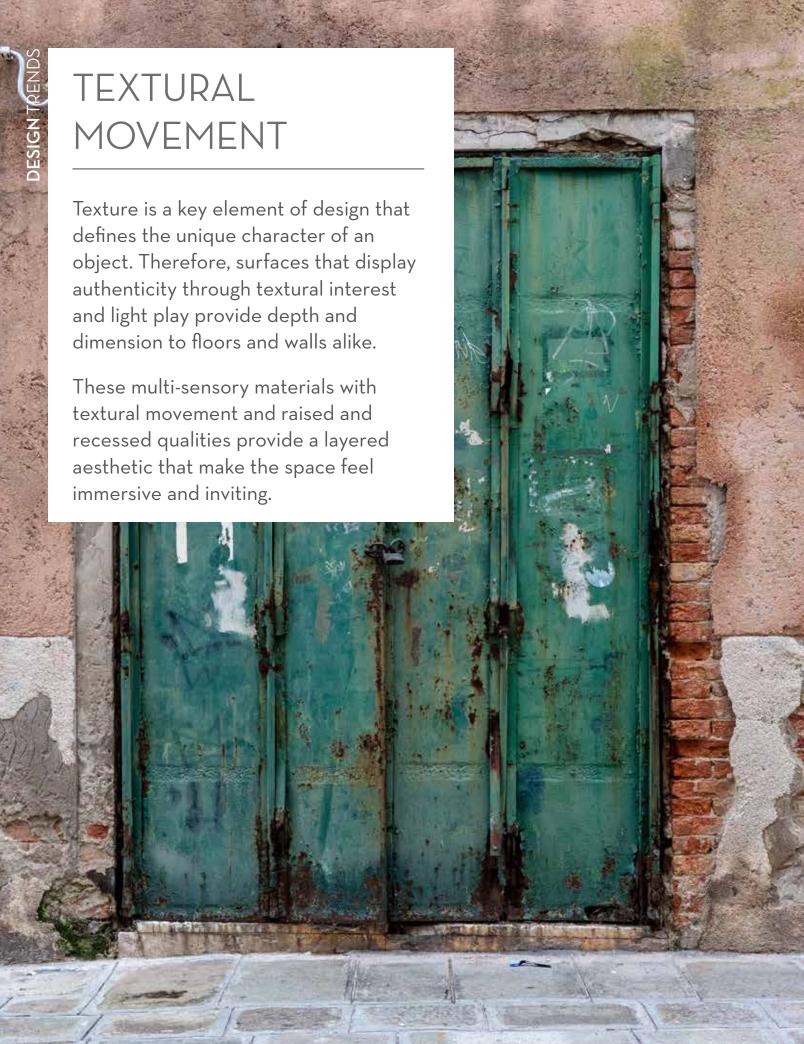
### SOUVENIR™

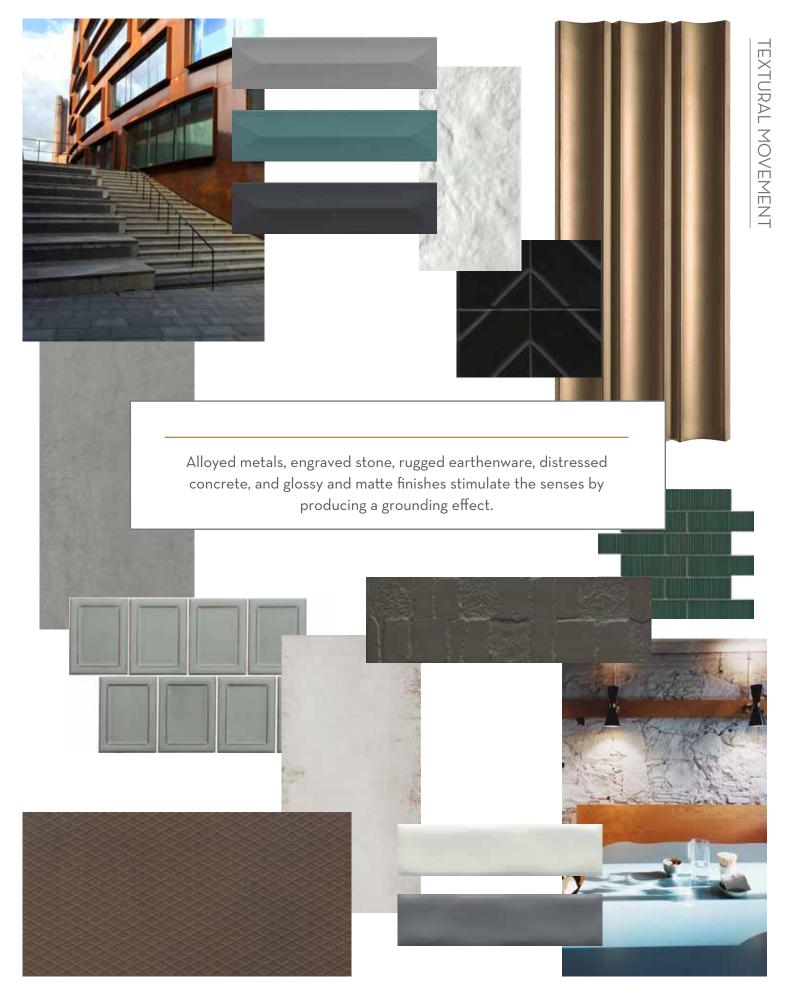
5 Colors | Glossy



Available in 12"x12" Mesh





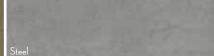




#### BUILDING BLOCKS™ METAL

3 Colors | Matte





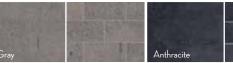
Available in 24"x47", 12"x24"



#### COGENT™

4 Colors | Matte







Available in 31"x31", 16"x31", 12"x24", 10"x16", 12"x12" Mosaic, 3"x12" SBN



6 Colors | 2 Patterns







Available in 9"x14" Mesh | Frame and Plain Patterns Available in All Colors



#### ESTASI™

6 Colors | 2 Patterns | Matte & Glossy

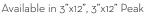








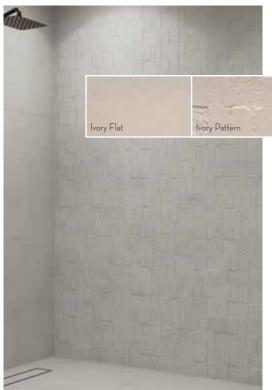








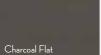
Undulating Pattern



#### FREGIO™

3 Colors | 2 Patterns | Matte







Available in 6"x20"

The pattern tiles of Fregio are glazed ceramic and are ideal for walls, while the flat tiles are glazed porcelain and may be used for floors and walls.









#### KUMITO™

2 Colors | Matte



Available in 12"x16" Mesh





#### ORNAMI™

6 Colors | Glossy



Available in 10"x12" Mesh



#### REFORM™

5 Colors | Matte











Available in 5"x10"



#### TUBAGE™

6 Colors | Glossy







Available in 7"x16"

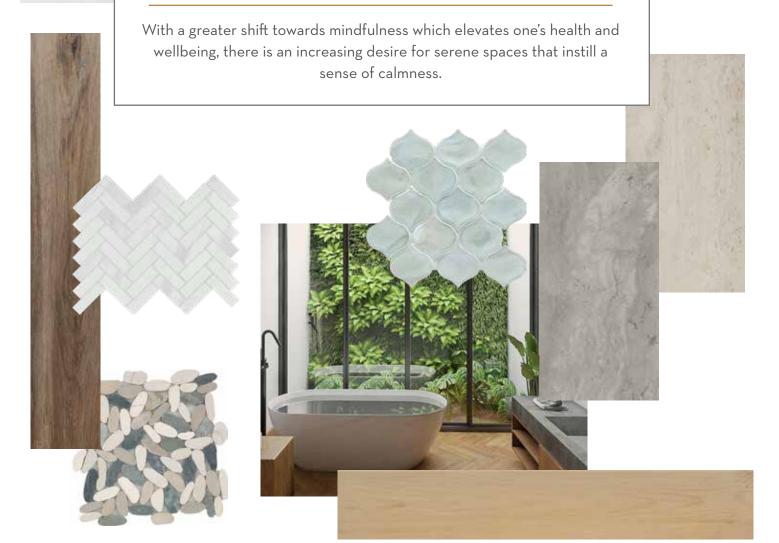


# WELLNESS WONDER

This design aesthetic which helps to promote daily rituals and practices is especially favored in bathroom design and in hospitality wellness getaways, as both look to provide spa-like sanctuaries that set the tone for retreat and self-care.

Decorative stones such as onyx, travertine, limewash and patina finishes will be popular surfaces as they help to create environments that are soothing, healing, and comforting.







#### BANZAI™

5 Colors | Matte







Available in 6"x35"



#### LIVORNO™

4 Colors | Matte







Available in 23"x47", 12"x23", 3"x12" SBN



#### PRODIGY™

5 Colors | Matte & Polished





#### RAKU™

8 Colors | Matte & Glossy





Available in 3"x12", 1/2"x12" Jolly





Rated as a V4, this line provides a dramatic variation in color and shade.

Available in both a matte and glossy finish.







# VARA™

3 Colors | Matte & Polished













Available in 24"x47", 24"x24", 12"x24", 3"Hex Mosaic, Herringbone Mosaic, 3"x12" SBN  $\,$ 



#### VENETIAN PEBBLES™

9 Colors















Pastel Blemd



Gelato Blend



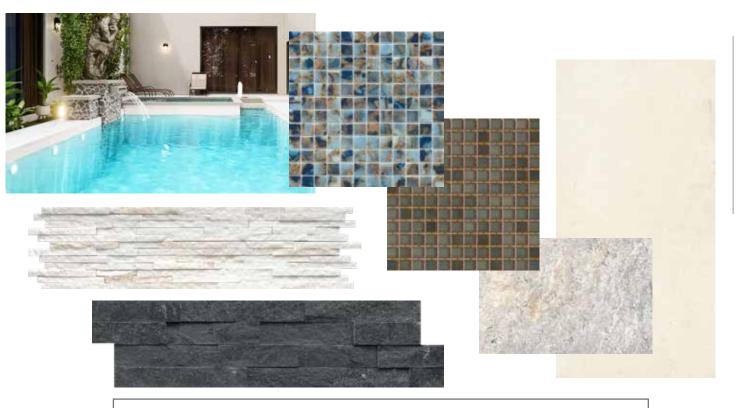
Available in 12"x12" Mesh

# AL FRESCO ATTITUDE

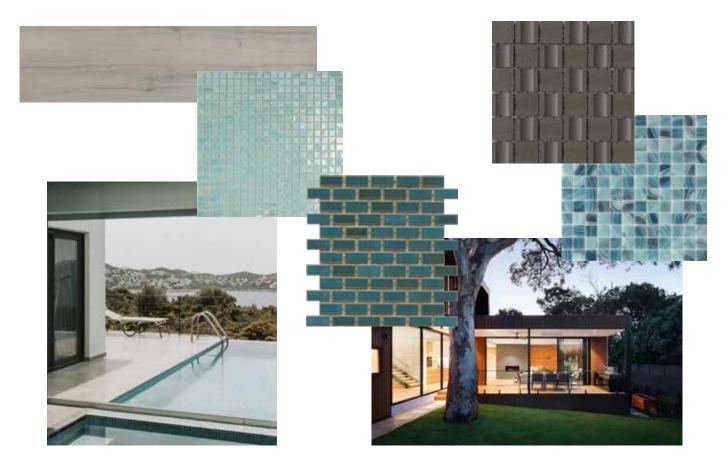
These outdoor spaces are creatively being integrated into the overall layout of the architecture of the building and designed as one harmonious experience often seamlessly with the interior environment.

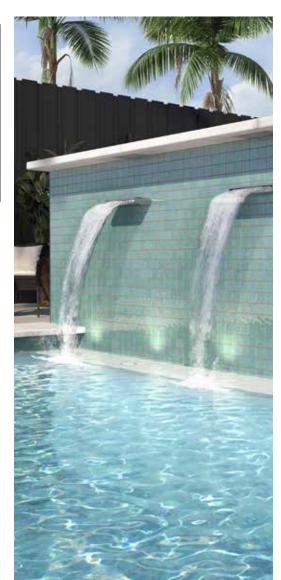
Therefore, design elements and surface details used within the interior of the space are being carried through to the outdoor areas emphasizing connectivity, comfort, and most importantly style.





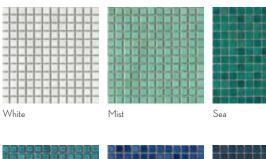
As a reflection of the importance of connecting with nature, outdoor projects with the addition of patios, pools, fireplaces, outdoor kitchens and showers continue to become more prevalent in design.





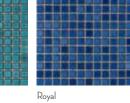
#### $AFLOAT^{m}$

11 Colors | Glossy





Turquoise





Navy



Jade





Available in 12"x12" Dot Mount, 12"x13" Dot Mount, 13"x13" Dot Mount



#### EXTERO™

3 Colors | Tumbled/Brushed







Silver (Travertine)

Not Pictured: Latte (Travertine) Pendio (Travertine)

Available in 16"x24", Versailles Set



#### GALORE™

7 Colors | Glossy









Pearl

Marine Cobalt Black
Available in 12"x12" Dot Mount, 12"x13" Dot Mount



#### MODAN™

4 Colors | Matte







Rust



Available in 12"x12" Mesh





# SLATE MINI STACKED LEDGERS

2 Colors | Honed





White Quartzite

Black Quartzite

Available in 6"x24"x 1.25" Mesh and Corner Set



#### SLATE STACKED LEDGERS

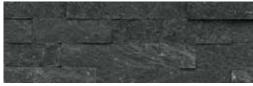
3 Colors | Honed/Flamed



White Quartzite



Cream Gold Quartzite



Black Quartzite

Available in 6"x24"x 1.25" Mesh and Corner Set





#### WATERLACE™

9 Colors | Glossy







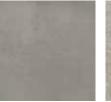
Tilva

Available in 12"x12" Mesh















Cemento Gray

Trav Silver

Trav Beige

Basalt Black

Available in 24"x24", 12"x24" Coping



Tiberwood Gray Available in 12"x47"



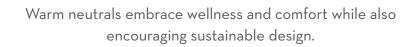


Ashmont Gray

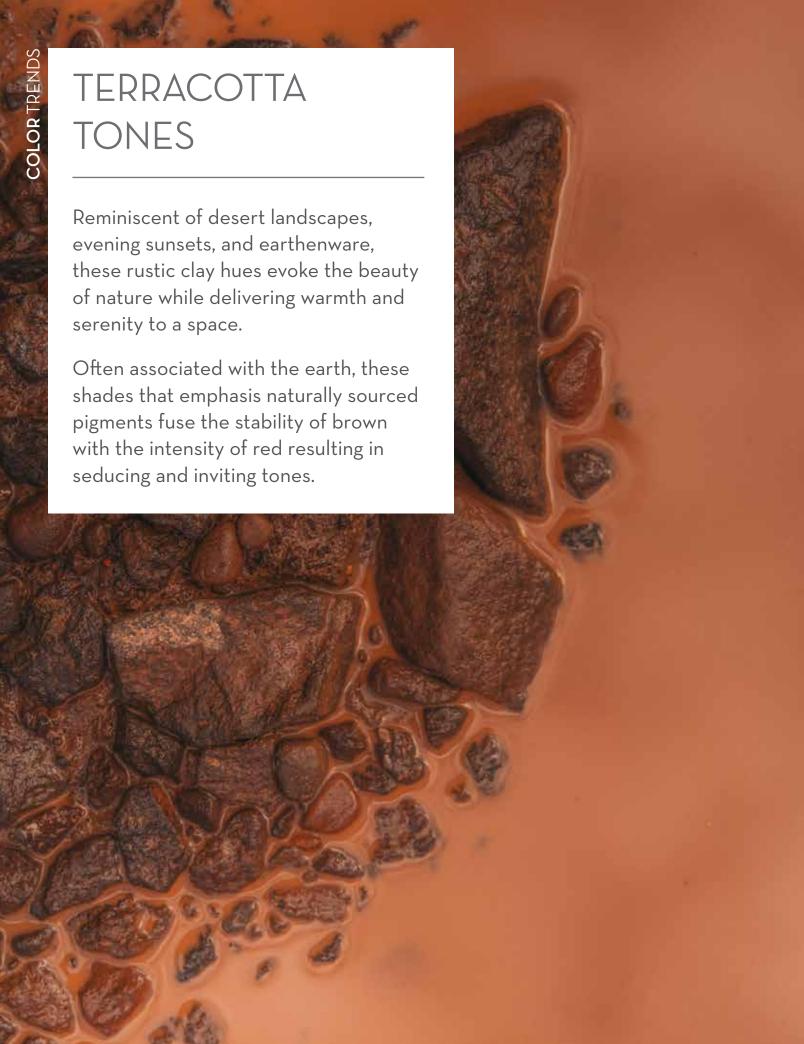
Caminar White

Available in 24"x24", 16"x31", Versailles Set





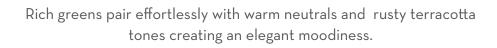






Terracotta which translates to "baked earth" in Italian is known to be one of the oldest building materials and has been used throughout history by artisans and sculptors alike.





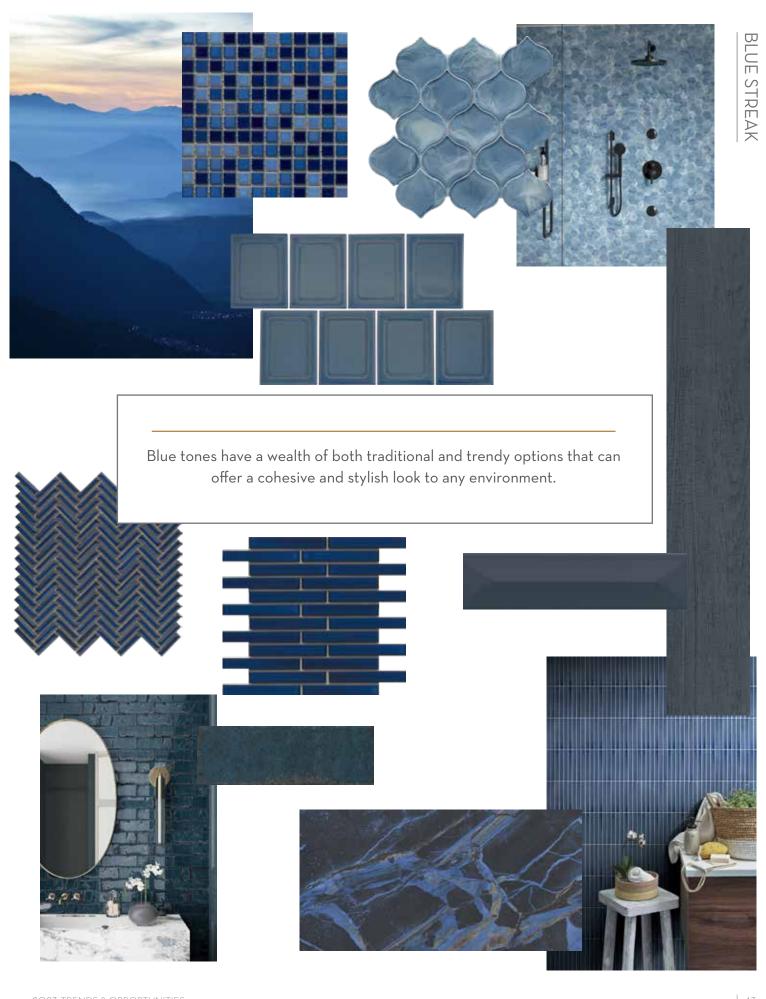




## BLUE STREAK

With its innate connection to the ocean and the sky, blue embodies the elements of water and air and is associated with calmness and serenity.

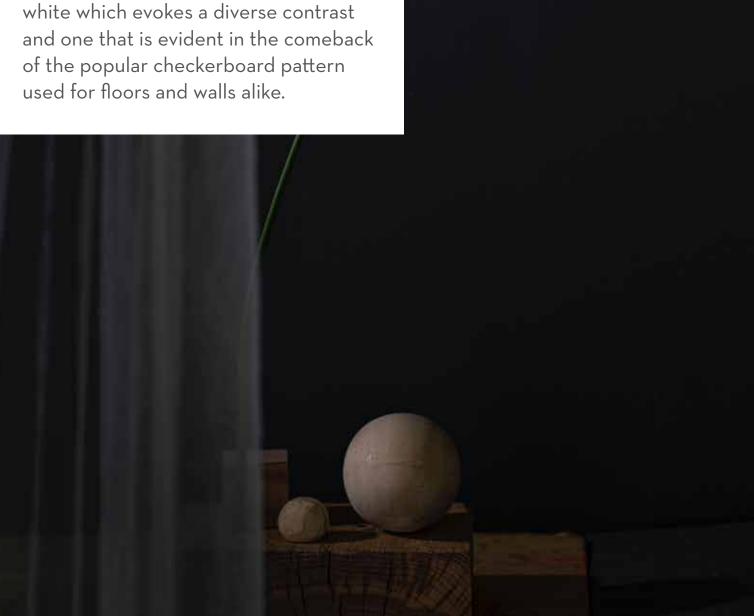
Considered a versatile and classic hue, navy and ocean inspired blues make a fitting choice for a space to relax and unwind, while brighter shades like digital blue reflect optimism while sparking creativity and innovation.



## THE DARK SIDE

Black and deep charcoal pigments add a sense of mystery and drama to the space, whether modern or traditional, all while creating a cozy and cocooning atmosphere.

This moody shade acts as a powerful companion to many colors and is especially striking when paired with white which evokes a diverse contrast





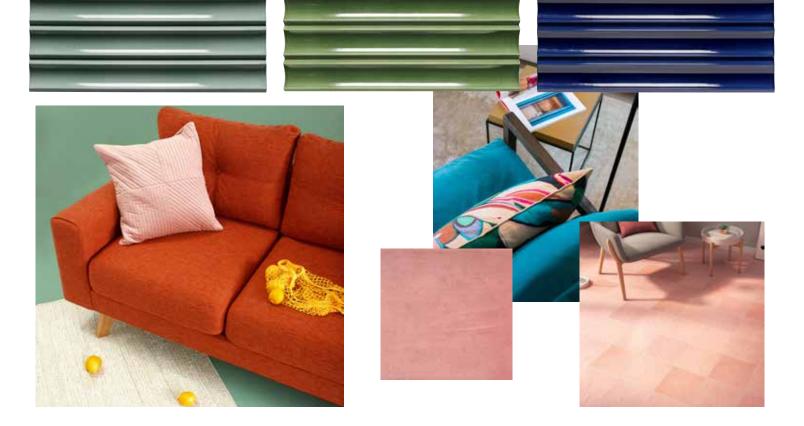


Known to add luxury and depth to the space, deep dark surfaces and architectural accents provide eye-catching allure like no other shade.





These rich, bold colors express the maximalism trend by creating a feeling of pure bliss while also personalizing the space with one-of-a-kind style.



## TRENDS IN FORMAT

## Large Format

There are many benefits to utilizing a large format tile vs. a small format tile. While ultimately, this is an aesthetic decision, large format tiles provide distinct benefits.

Generally speaking, a tile is considered large format if it meets or exceeds 16"x16". Below are just a few benefits from using large format tile.

- Rooms Appear Larger
- Fewer Grout Lines
- Easier to Clean



Network™ | Silver 23"x47" Building Blocks™ Concrete | Black 29"x29"













