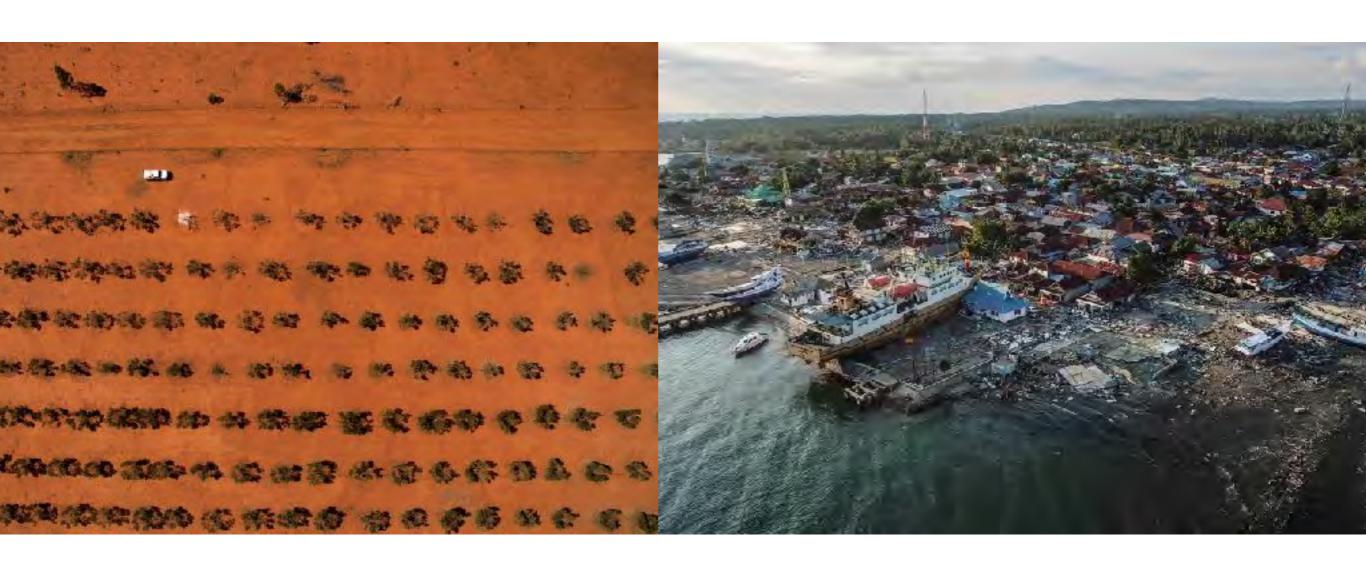


# Reaching for Utopia

Making Sense of an Age of Upheaval



Dystopia is easy to envisage: for example, Europe is not coping well with even modest numbers of migrants, and future flows look likely to increase substantially as migration itself is an adaptation to rapid climate change.



The climate disaster. Never-ending drought in the Australian outback: earthquake and tsunami at Donggala, Indonesia, on the island of Sulawesi. Acc to a major UN report (October 8 2018) disasters from hunger to mass migration to coral die-offs on a huge scale will abound as soon as 2040.



Fashion designers are looking too. Calvin Klein Fall 2018 Prairie Apocalypse



The 3 big problems facing the world: ANTI-GLOBALISATION MOVE



The 3 big problems facing the world: THE RISE OF POPULAR NATIONALISM



The 3 big problems facing the world: THE LOSS OF BLUE COLLAR JOBS



Lehman Brothers went bust 10 years ago — can it happen again? Yes: Debt; The financial system is still the same; Italy; a trade war; China. Protect Wall St first, worry about Main Street later!



INEQUALITY: the topic that more than any other sums up the decade since the crash.

THE NEW ORDER // trends



According to US Vogue, "War-core" has replaced "normcore" as the look du nos jours. Composite of Chris Port New York, the Heron Preston runway, Bella Hadid and a model in Raf Simons.



The hospitality industry's term is "dark tourism," a niche but growing global market focused on places where terrible things happened. Arijan Kurbasic, the manager of the <u>War Hostel Sarajevo</u>



The Royal trio, William, Kate and Harry have started a campaign to help end the stigma surrounding mental health, called 'Heads Together'.

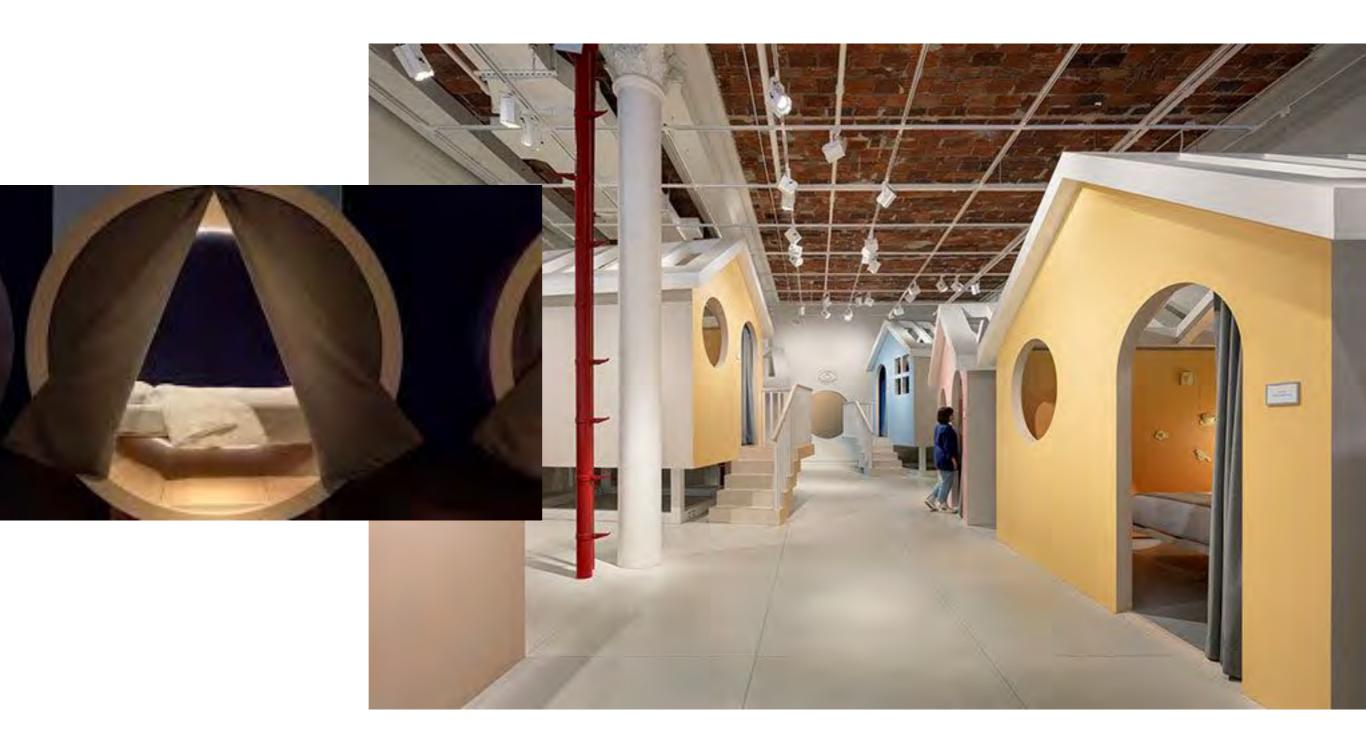


Adele shares story of friend's postpartum psychosis to help new mothers

## COPING ECONOMY

- Cannabis
- Anxiety
- Detox
- Stress relief
- Mew forms of therapy
- Relaxing in the real world
- Simplification
- On demand economy
- Focus on comfort & cocooning
- Home design
- Green interiors





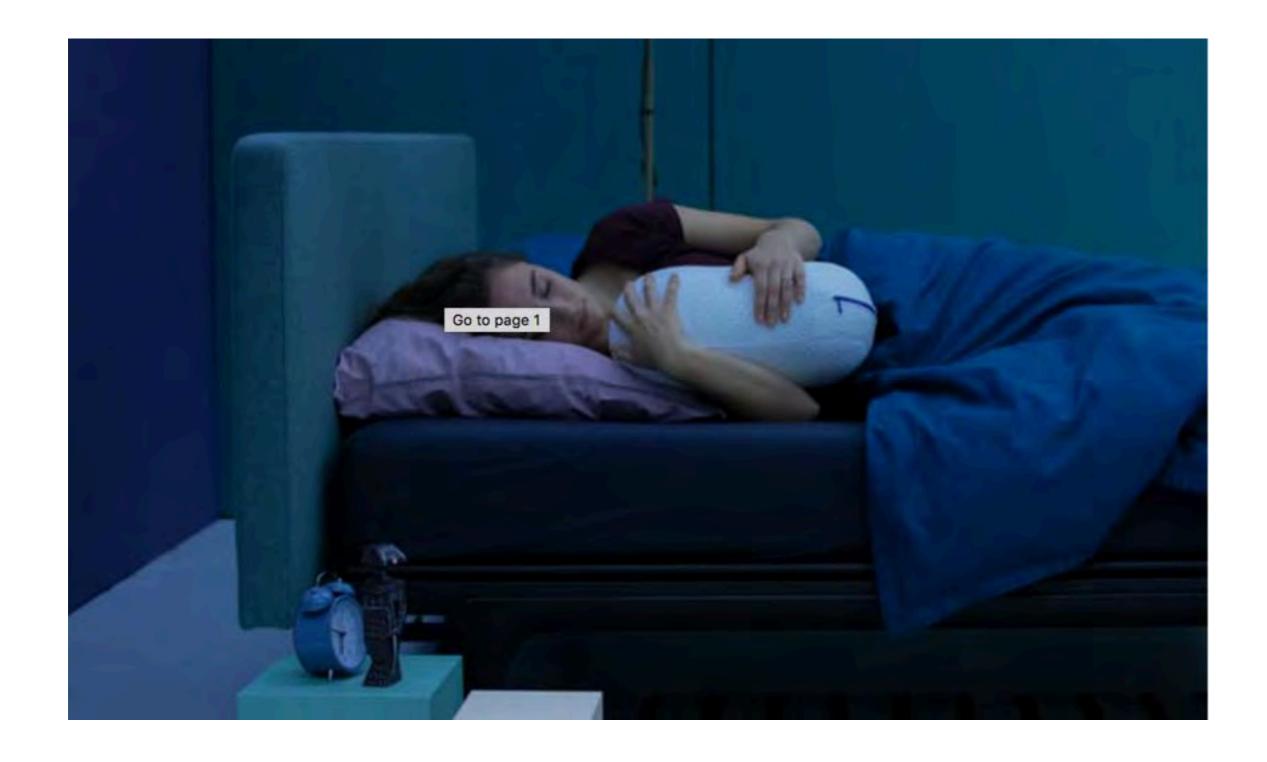
If you need a rest from NY, The Dreamery is on-hand, offering nap rooms equipped with award-winning Casper mattresses and luxury pyjamas. But is a nap worth US\$25 or is is hyper-capitalism?

.

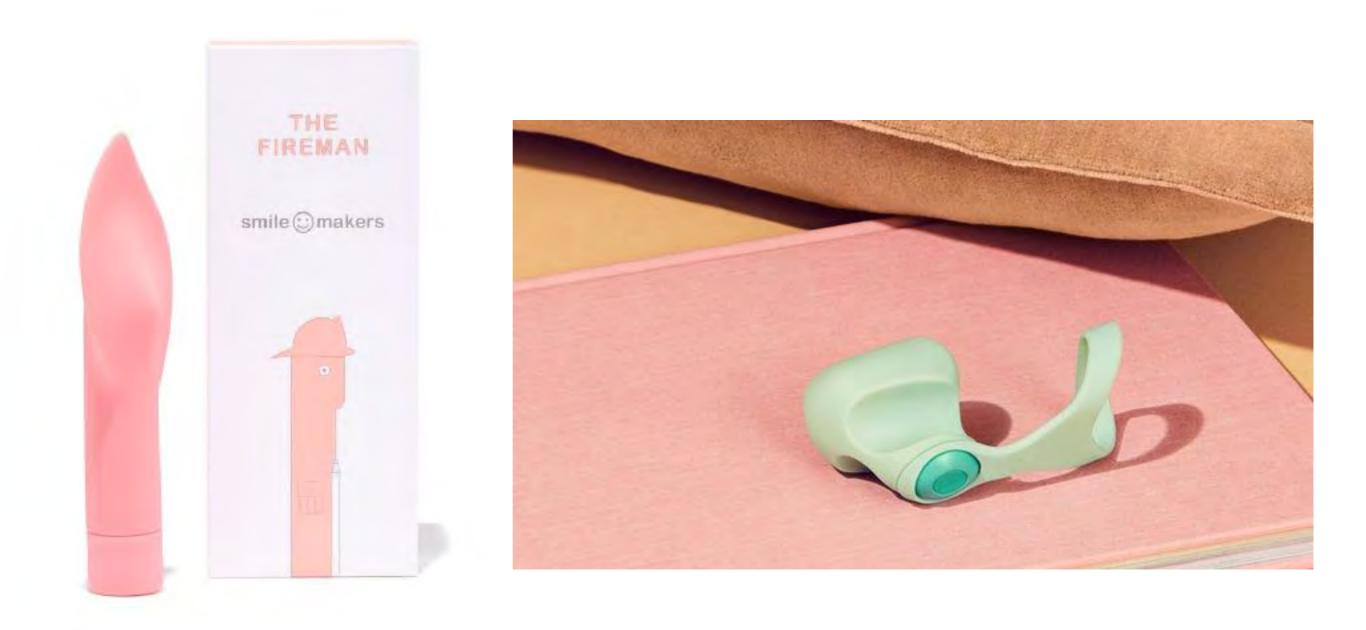




The coping economy: pot chic; anxiety; detox; stress relief; new forms of therapy; relaxing/realistic; packaging/messaging



Tiredness is the new norm . no wonder companies are selling sleep aids from spooning robots to cuddle blankets. How did a restful night become a luxury item?

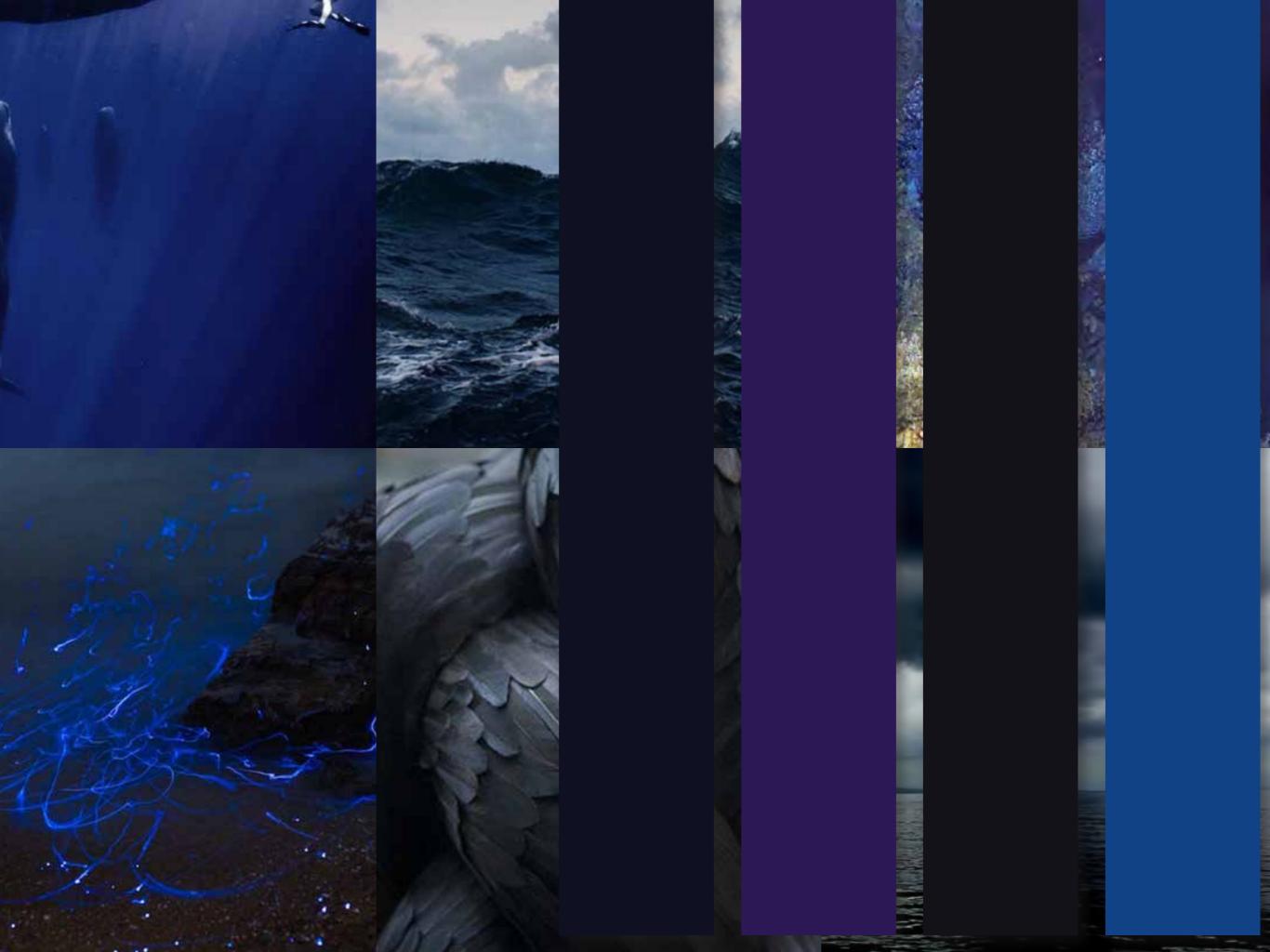


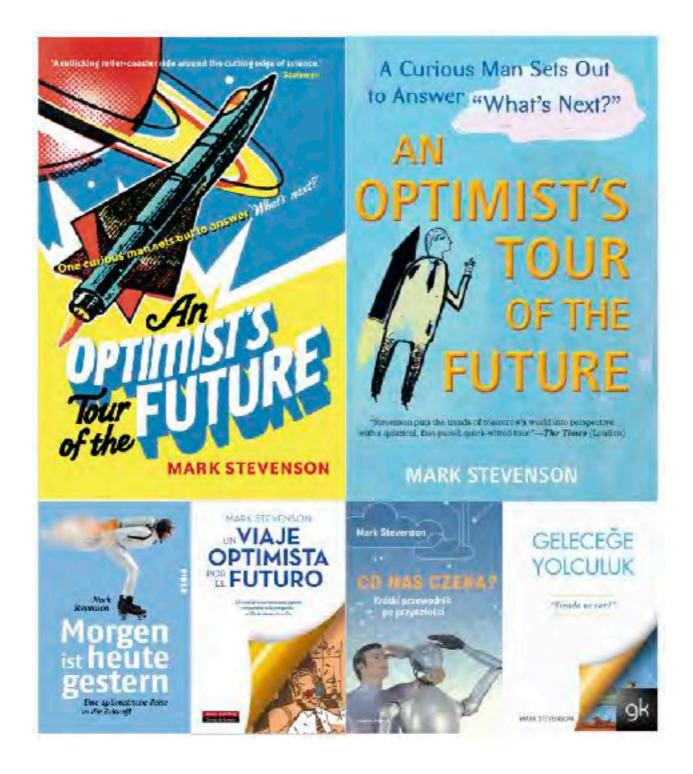
Sex-Care Is the New Self-Care. Lipstick, sheet mask, eye cream... vibrator? For beauty brands, the next big opportunity lies in the \$32 billion sexual wellness market

### the sea

PANTONE VIEW
SPRING I SUMMER 2020
Colour Planner

WOMENSWEAR MENSWEAR ACTIVEWEAR COSMETICS INTERIORS INDUSTRY GRAPHICS





The optimist point of view. Life has never been so good!



Environmentalism, while it distils everything woeful about the human condition, also contains the seed of transcendent hope. Both in what it has already achieved and what it can achieve in the future.



Less doom and gloom and more optimism. UK Shoppers have cut the number of disposable plastic bags they use from 140 a year to just 19 since the introduction of the 5p levy in 2015.



The bright side: why women fell out of love with black. brightly coloured clothes represented a 20.2% share of the UK market, up from 16.7% two years previously. Meanwhile, between April 2017 and April 2018, black fell by 10%.

### HUMAN // the human city

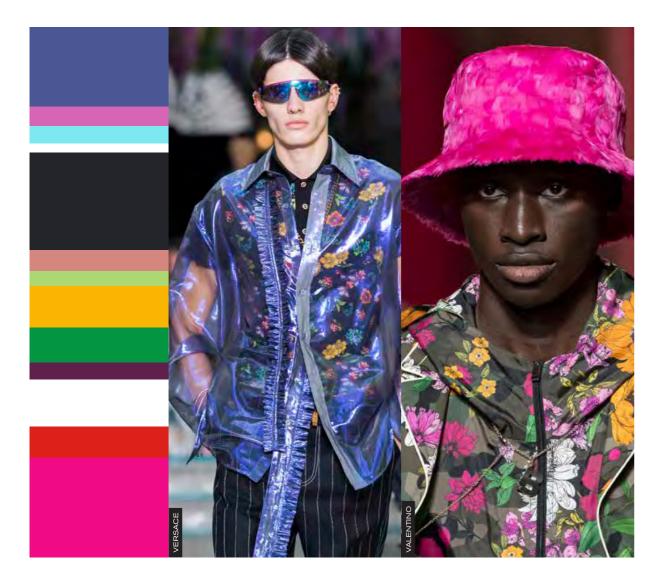


Prada A/W 18 show. Colour to the fore

FW 2019 / Colour trends women/ Neon



Neon



#### Flora-festival

A wild celebration of blooms adorning all manner of pieces from blazers to bucket hats. It's an extravagant romantic expression, worn head-to-toe, offering the chance to stand out, whoever you are. No shrinking violets here!

The flower extravaganza covers a multitude of fabrics from typical summer staples like simple poplins to unexpected ones such as shimmering synthetics. Parachute nylons get the blossom treatment on festival parkas and sporty blousons. Jacquard and intarsia summer knits show florals of multi-scales patched alongside jaunty polka dots. Translucent top-layers are worn over flowery shirtings and jacket-weight twills, adding an intriguing technical edge as well as a sparkling iridescence in the surface sheen. Stripe braids and solid rib trims add a sporty touch and a bold outline to the bright pattern. Sateen base cloths accentuate the vibrancy of these sherbet and tropical brights especially when set against a jet black ground. Often offered as the full set, we are seeing flowers scattered head-to-toe on hats, outerwear, tops, bottoms, bags and shoes.

TEXTILE VIEW Nº 123 MENSWEAR MESSAGES SPRING/SUMMER 2019 95











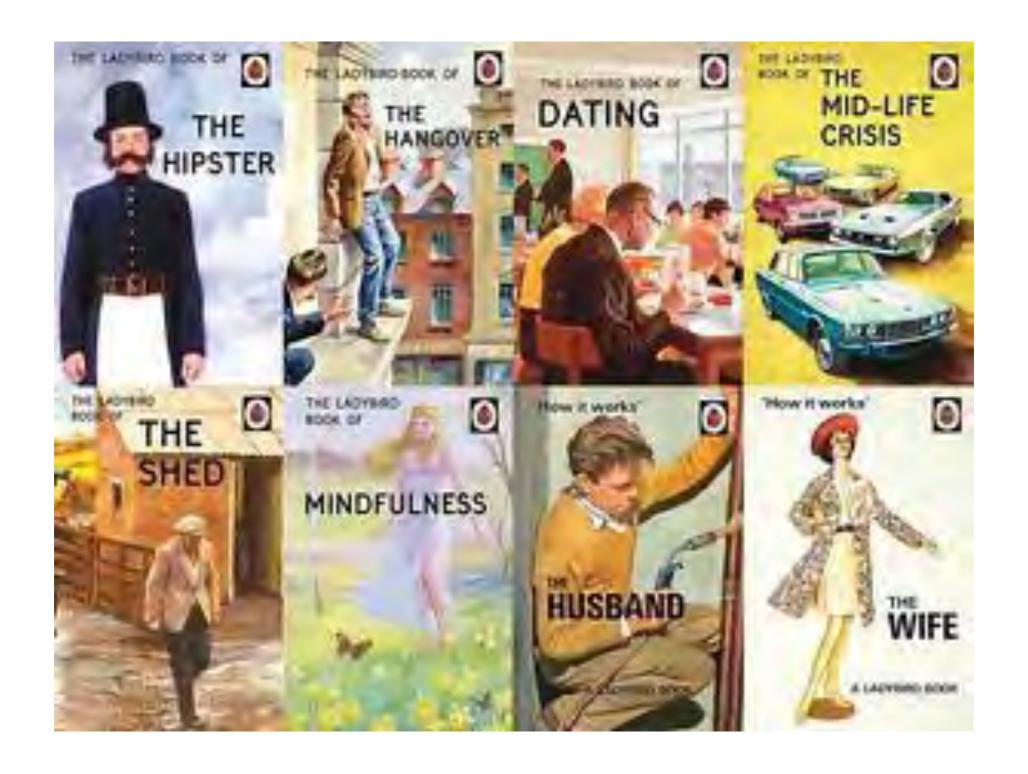


### PLAYSCAPE

- The rise of fun
- · Immersion and interactivity
- Playfulness
- Unique/weird
- Geeking out
- Gaming
- Toys for adults
- Colouring books
- Power of surprise
- Snack size experiences
- 3D and bubble graphics
- Comics
- Theme parks and experiential getaways
- Costume and dressing up







The return of comic books and graphic novels



Cosplay

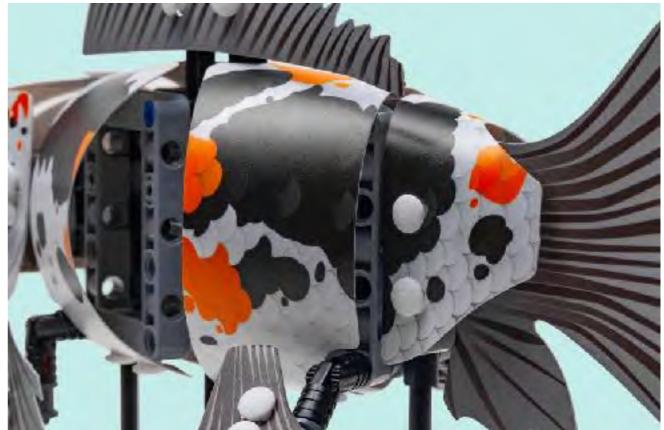




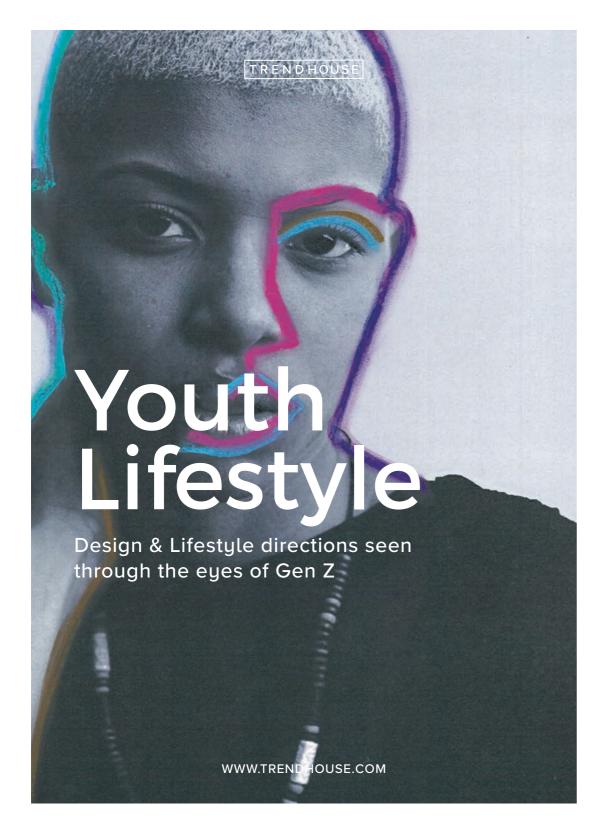
Uniqueness through weirdness and geeking out

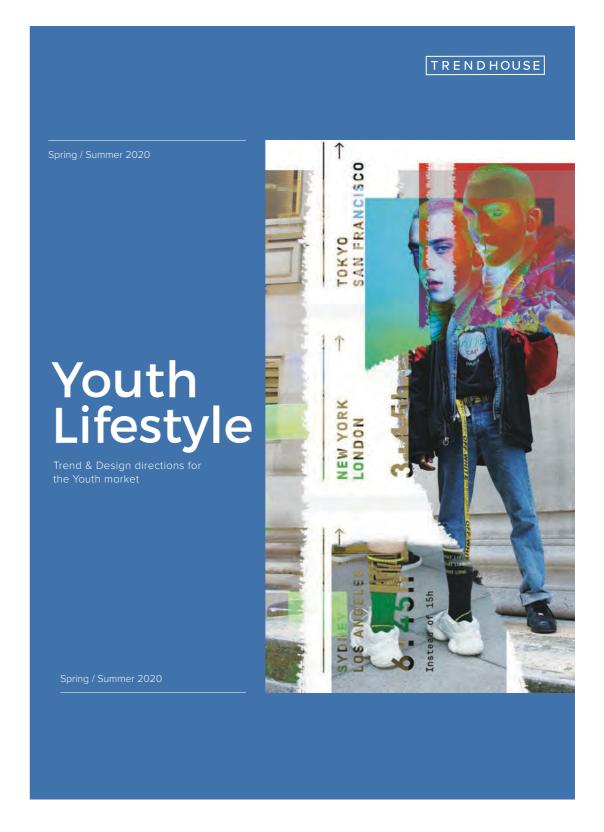






According to LEGO's recent Play Well report nearly 90% of more than 9,000 surveyed parents said that they enjoyed playing LEGO with their child. So the LEGO Forma project is an attempt to get them to do exactly that — by themselves.

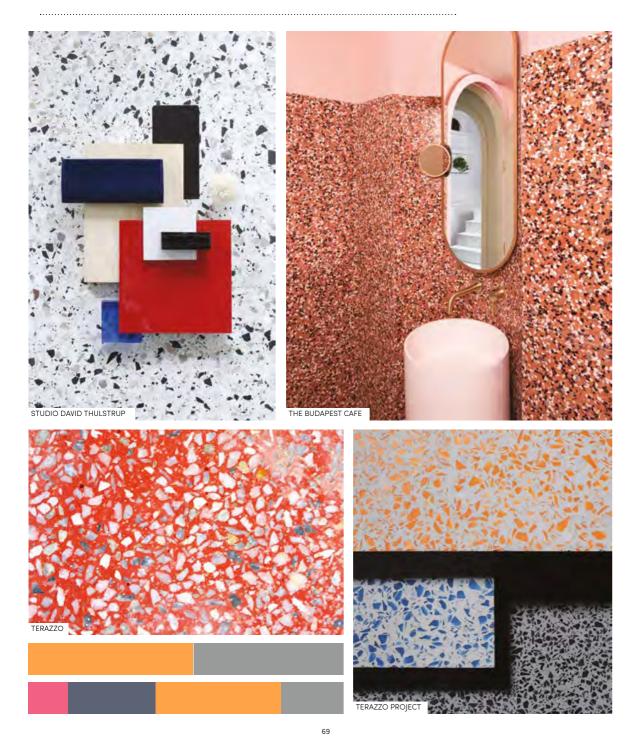




From Trendhouse Youth Lifestyle S/S 2020. Omniculture design

MIXTAI

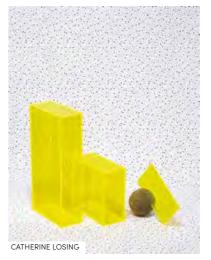
#### Materials & Textures



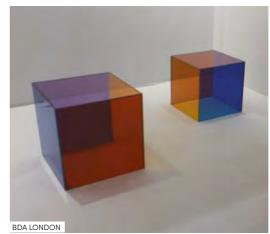
YOUTH LIFESTYLE SPRING/SUMMER 2020

Terrazzo surfaces are updated in an array of bold colourways, comprised of recycled plastic chippings. Paired with multi-coloured opaque and transparent acrylic sheets and cubes, the look is clean yet playfully nostalgic.











70

MIXTAPE

#### Print & Graphic Direction





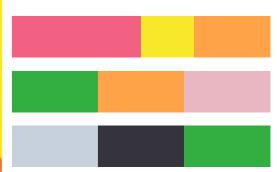
YOUTH LIFESTYLE SPRING/SUMMER 2020

Fast food, emojis and nostalgic viedo games inspire repeat prints and gifs with a retro aesthetic. Graphics are loud, bold and multi-coloured. Typography takes note of retro neon script signs.









76





# WHAT IS YOUR STRATEGY FOR FUN?

# DUALITY

## CONTRADICTIONS

- We no longer live in harmony, but in opposition
- But where opposing forces meet, there is innovation. The clash is nothing to be afraid of
- Differing ideals, behaviours and cultures increasingly coexist
- We recognise that homogeneity is not the answer
   heterogeneity may be more challenging, but ultimately more liberating
- Dystopian worries are leading to utopian solutions



# "Where do new ideas come from? The answer is simple: differences. Creativity comes from unlikely juxtapositions"

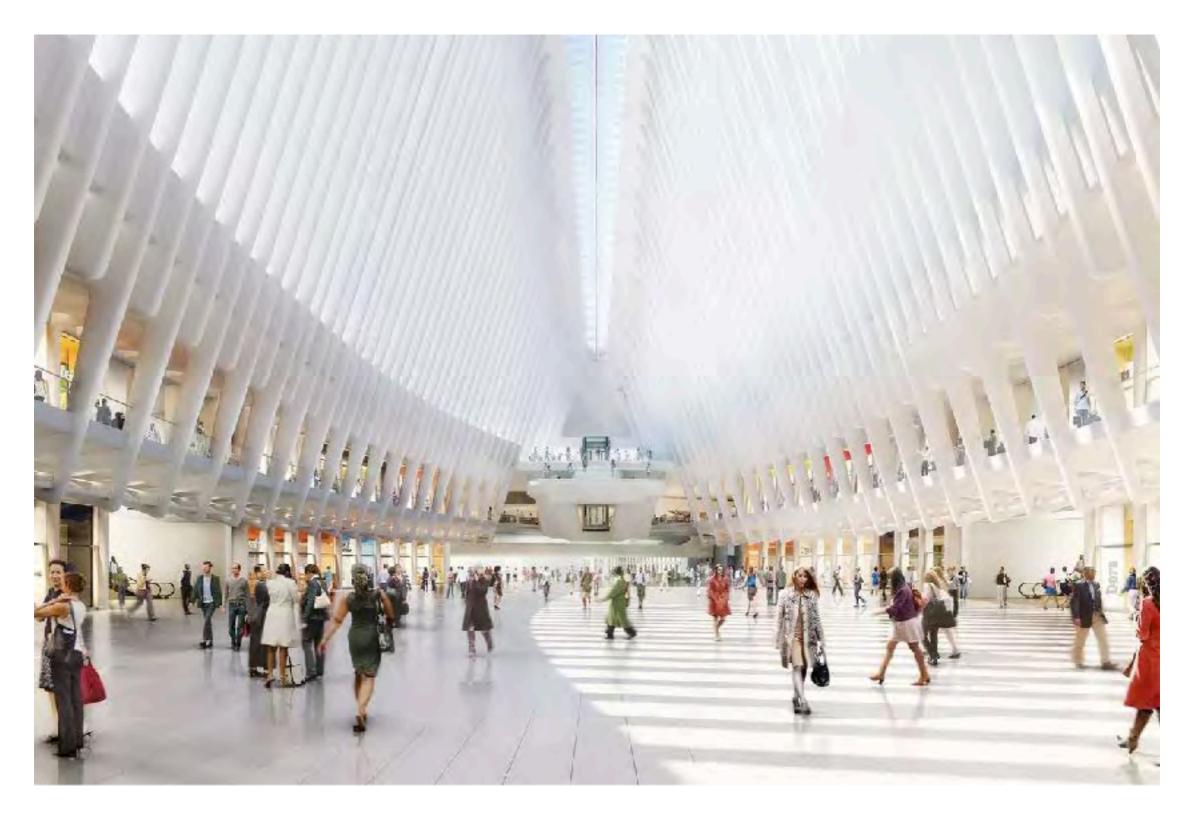
-Nicholas Negroponte, founder of MIT Media Lab

TODAY'S	REALITY
Big House	Small Family
More Degrees	Less Common Sense
Advanced Medicine	Poor Health
Touched Moon	Neighbours Unknown
High Income	Less Peace of Mind
High IQ	Less Emotions
Good Knowledge_	Less Wisdom
Number of Affairs_	No True Love
Lot of Friends on Faceboo	ok No Best Friends
More Alcohol	Less Water
Lots of Human	Less Humanity
Costly Watches	But No Time

Adopting a very conscious sense of humanity, experiencing emotions, standing up for ideals and, in an animistic way, valuing things in their entirety, complex or simple!



Politicians are focusing on borders and walls, but citizens are increasingly borderless



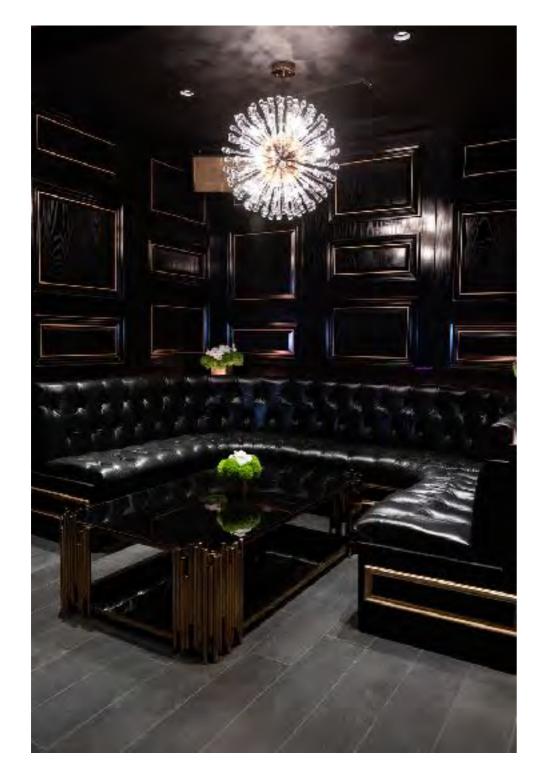
Shoppers want relevant, local product, while shopping with far-flung brands and retailers. KPMG says14% of purchases in North America, 15% of those in Western Europe and 21% of those in Asia being imported from other regions

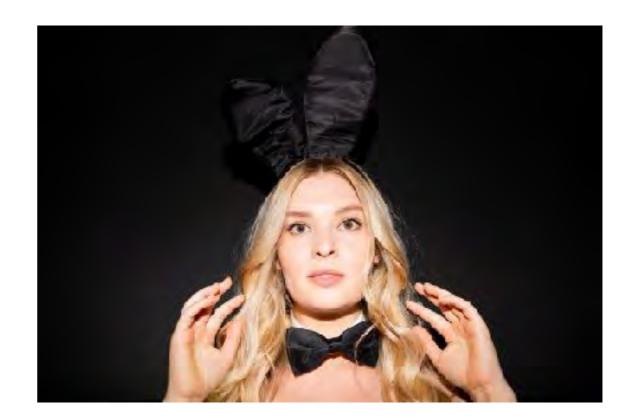


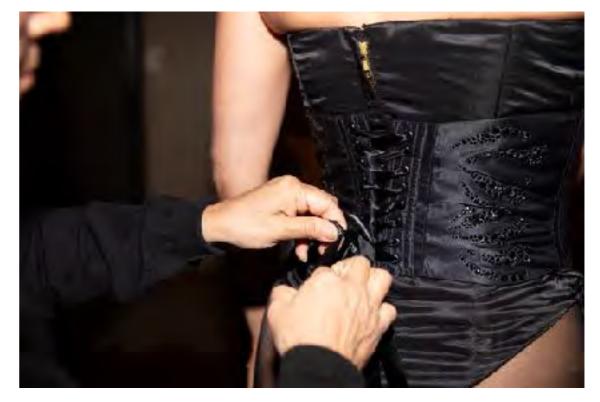
Cross-border shopping is on the rise, according to KPMG, with 14% of purchases in North America, 15% of those in Western Europe and 21% of those in Asia being imported from other regions



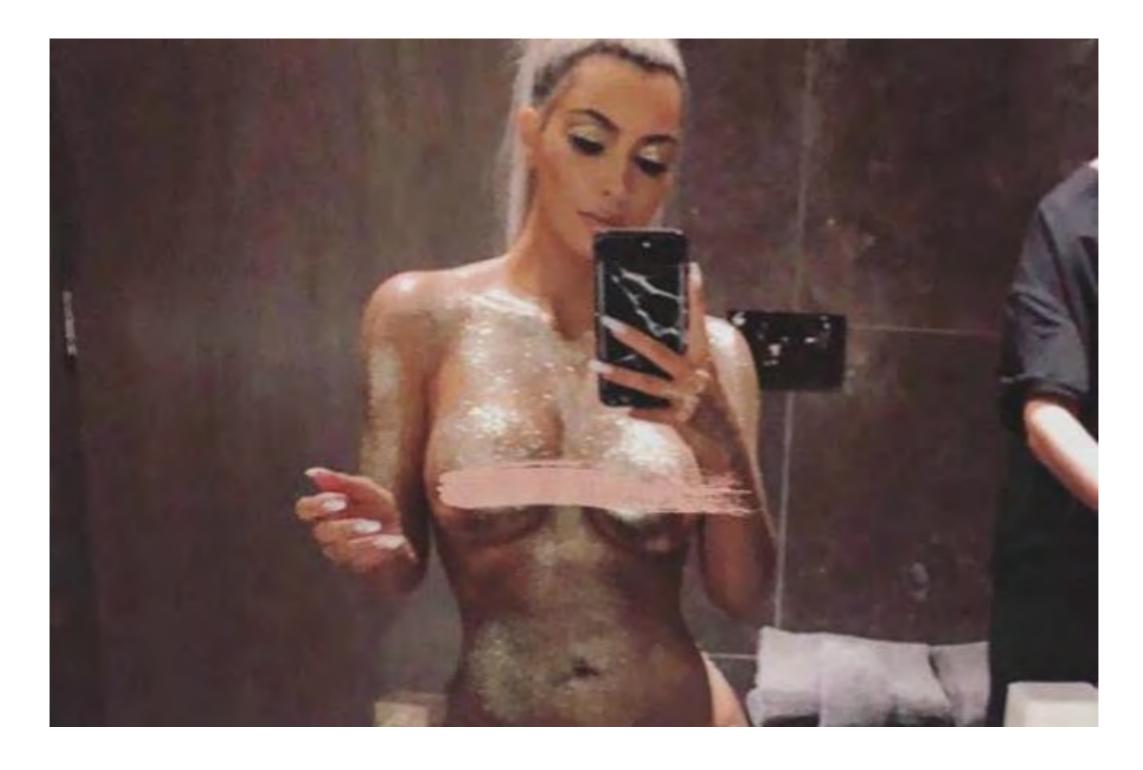
Hollywood's Shocking Sex Scandal: Rape & Abuse Claims Against Harvey Weinstein







ReigHoly Cottontail! The Playboy Club Is Back Again . A defiant time capsule surfaces, smack in the middle of #MeToo country.



From shopping to naked selfies: Kim Kardashian, Paris Hilton, Jennifer Lopez, Miley Cyrus, Lindsay Lohan, Jennifer Lawrence

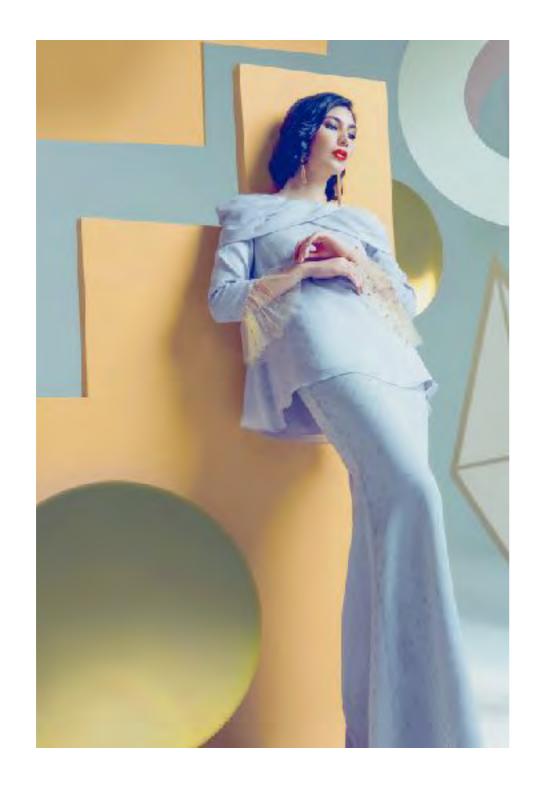
#### FW 2019 / Catwalk trends/ Looks



Erotic



The rise of religious style tribes, androgyny and the fashion cycle has made concealing your body cool.





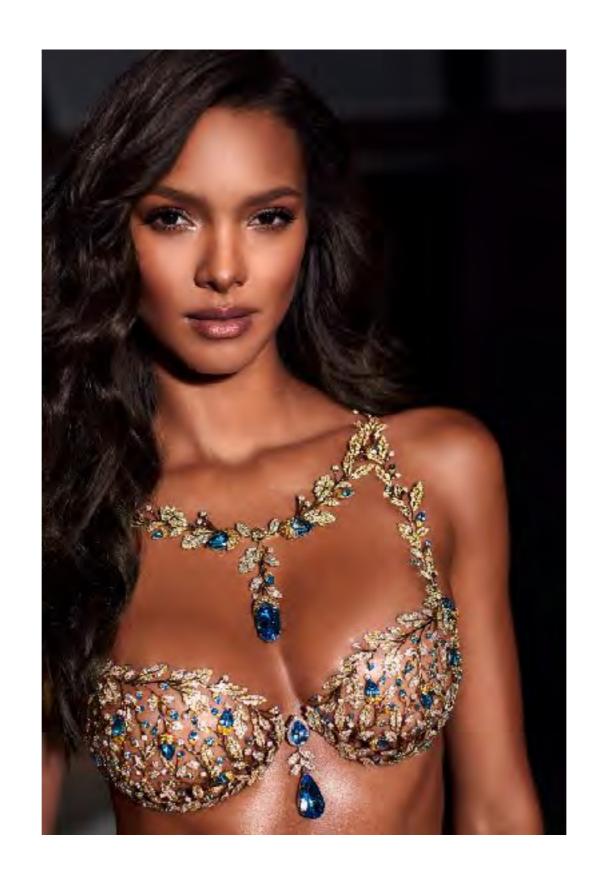
According to a study by Thomson Reuters, Muslims spent US\$243 billion on clothing in 2015, a figure expected to increase to more than US\$368 billion by 2021.



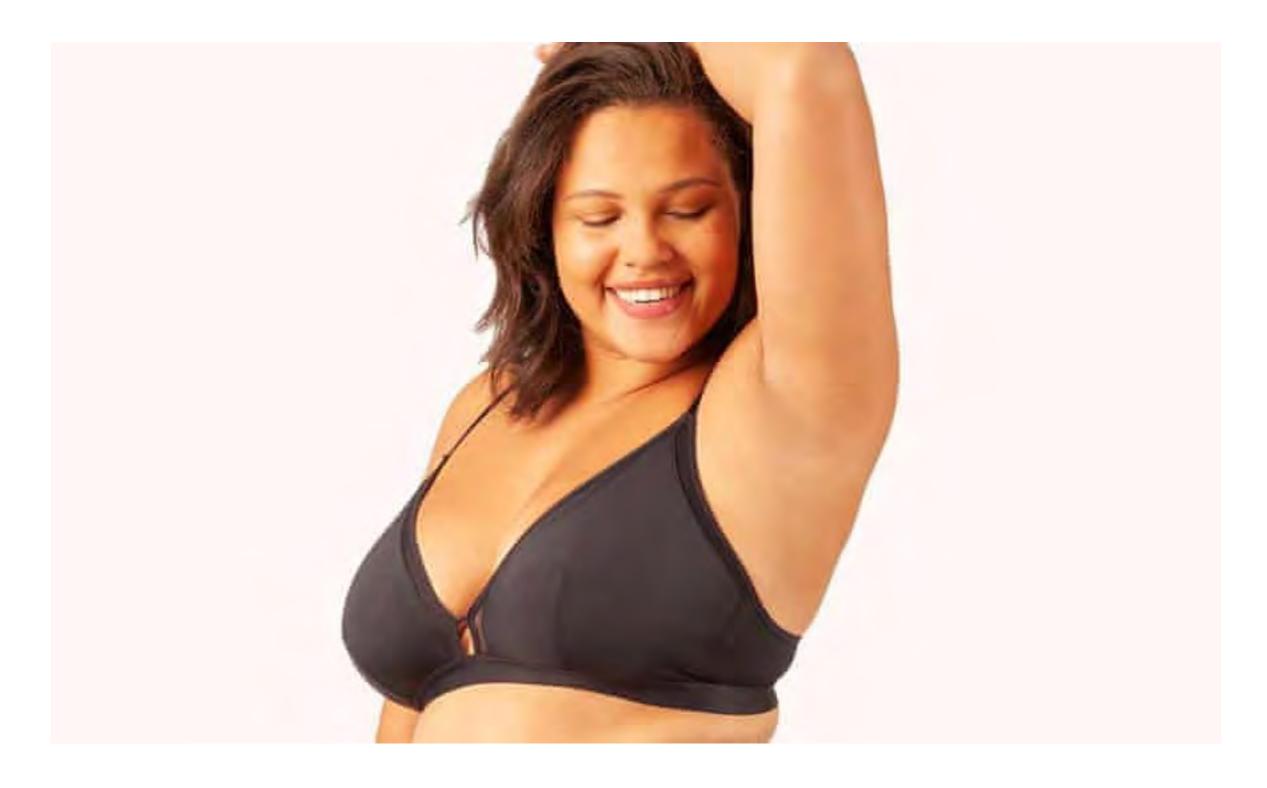
Milan fashion week is known for seduction and glamour, but even the home of molto sexy dressing is dialling things down.



Victoria's Secret Show Promises More of the Same. The brand remains firmly stuck in the pre-#metoo era, and its holiday show looks antiquated coming less than two months after Rihanna's Savage X Fenty's debut,



Lais Ribeiro Will Wear the \$2 Million Fantasy Bra at Victoria's Secret Fashion Show



The Victoria's Secret backlash: how athleisure-inspired bras have seen off the sexy look. It's all about comfort as millennials shun the sculpted, glitter- covered styles of the annual show in favour of 'leisurée'

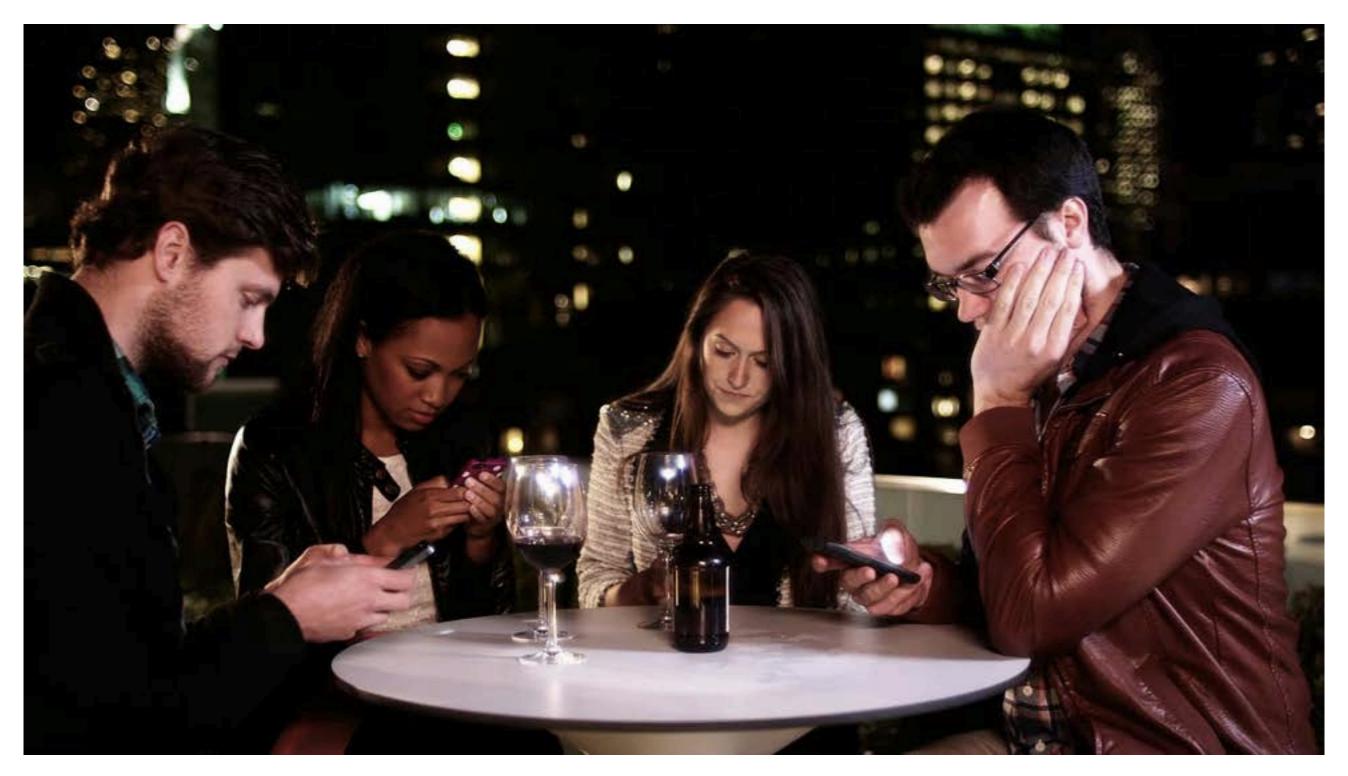


Lively lingerie company is growing by 300%, crushing the mighty Victoria's Secret. Lively has developed "leisurée" that combines lingerie and activewear for women of all sizes.

## URL/IRL

For young people in particular, the online and offline worlds are increasingly blurred, to the point that many will no longer make the distinction





The average American spends three times more time on social media than on actually socializing with people, according to a study by Mediakix



The idea of a life lived in the 'real world' in contrast to the digital one is a concept which is holding less and less relevance as the two lives become intertwined. Our lives are our feeds and our feeds are our lives.



The University of Chicago's study suggested that relationships begun online were 25% more likely to last; however, other researchers have reached the opposite conclusion.

eHarmony thinks that over 50% of couples will meet online by 2031.

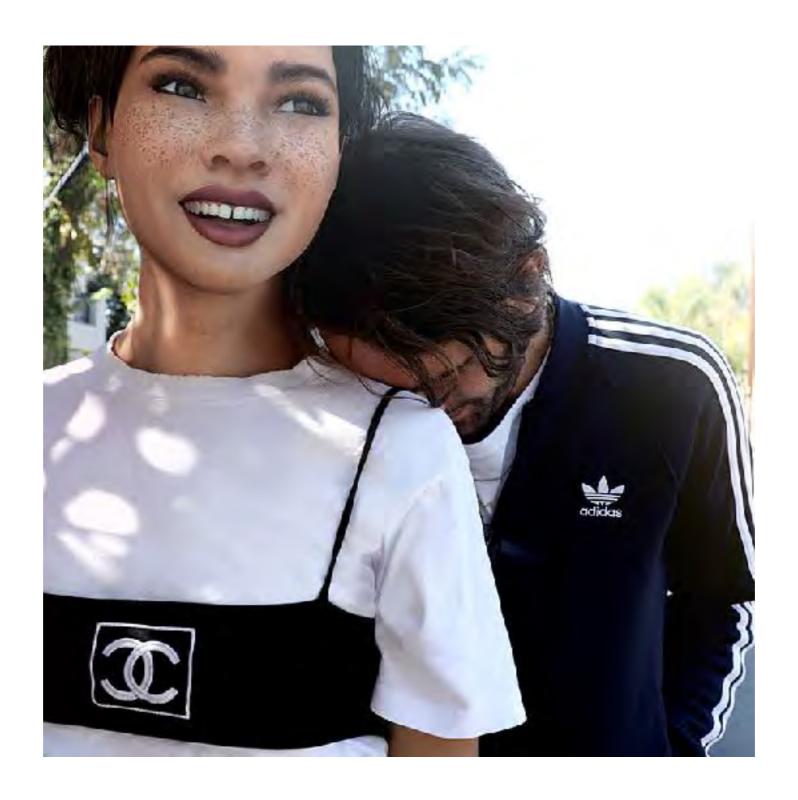
#### THE NEW ORDER // MdM



Is the next wave of influencers digital? Lil Miquela at the head of the movement



Shudu Gram is a virtual supermodel created by fashion photographer Cameron-James Wilson in April 2017. She was inspired by the South African princess Barbie doll



Emotionally engaging with the unreal. people are turning to the unknown to search for new kinds of truth and meaning.

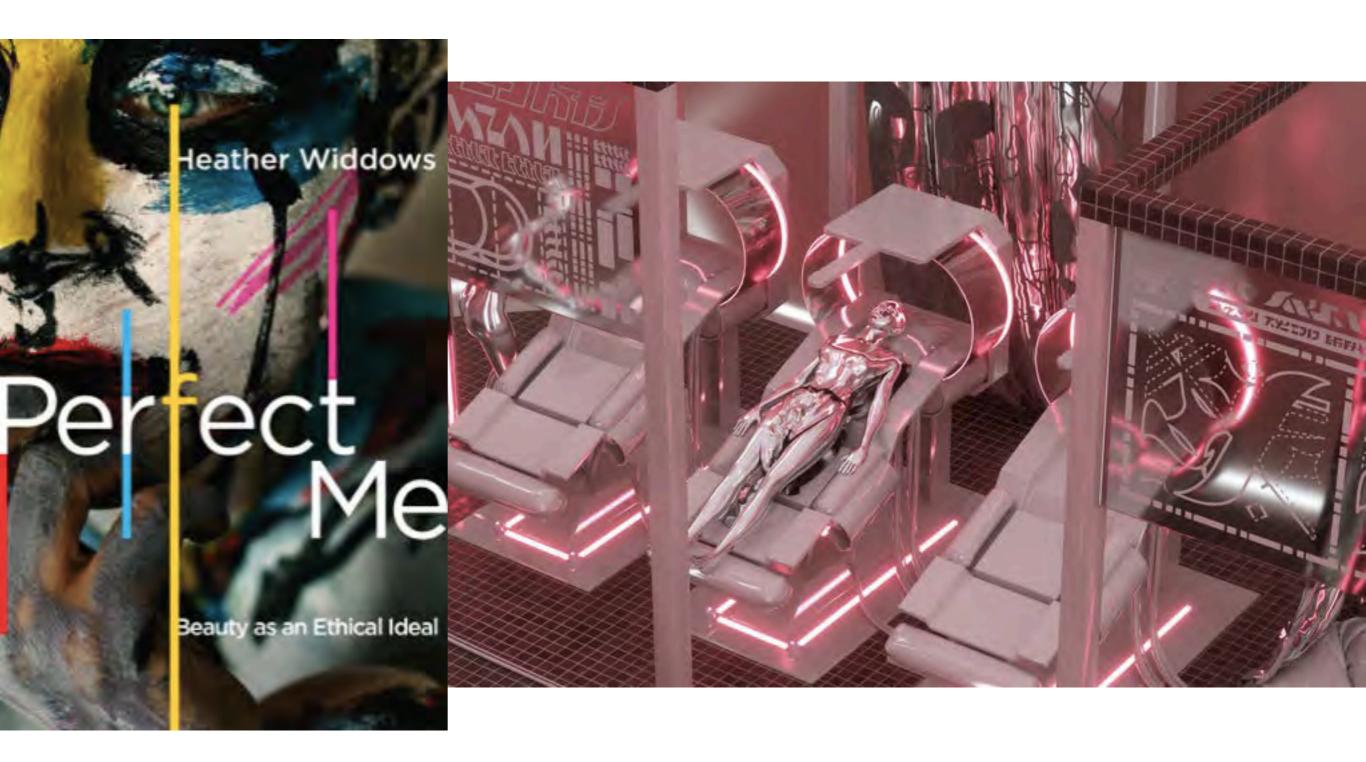


Dolls have played an important role for society, not only as children's toys but also for their symbolic power in magical or religious rituals.

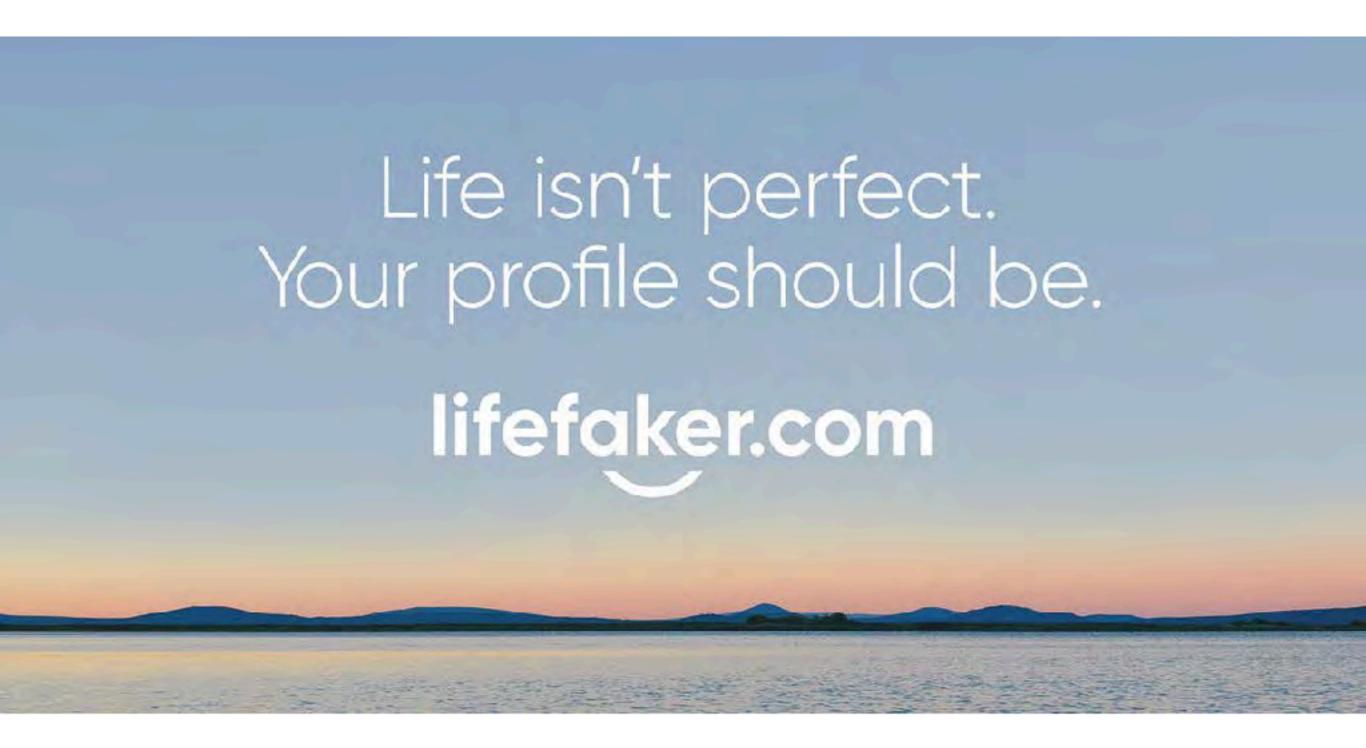
### RAW/POLISHED

Consumers are demanding authenticity from brands, even as they present increasingly unreal images of themselves online

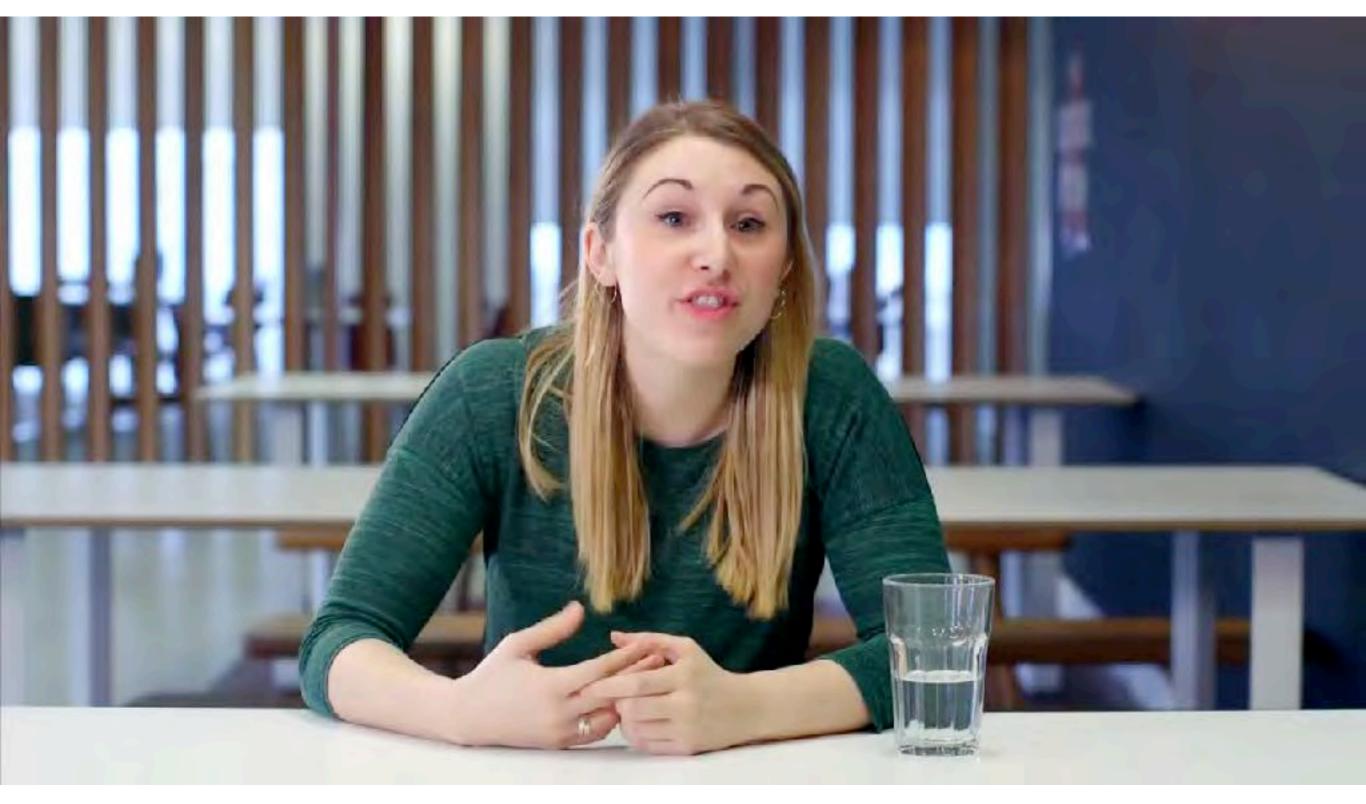




In her book, Perfect Me, Heather Widdows argues that we are reaching a globalised ideal of beauty that is rooted in thinness, smoothness, firmness and youth. A woman who fails to conform to the ideal is regarded as a failure as a person.

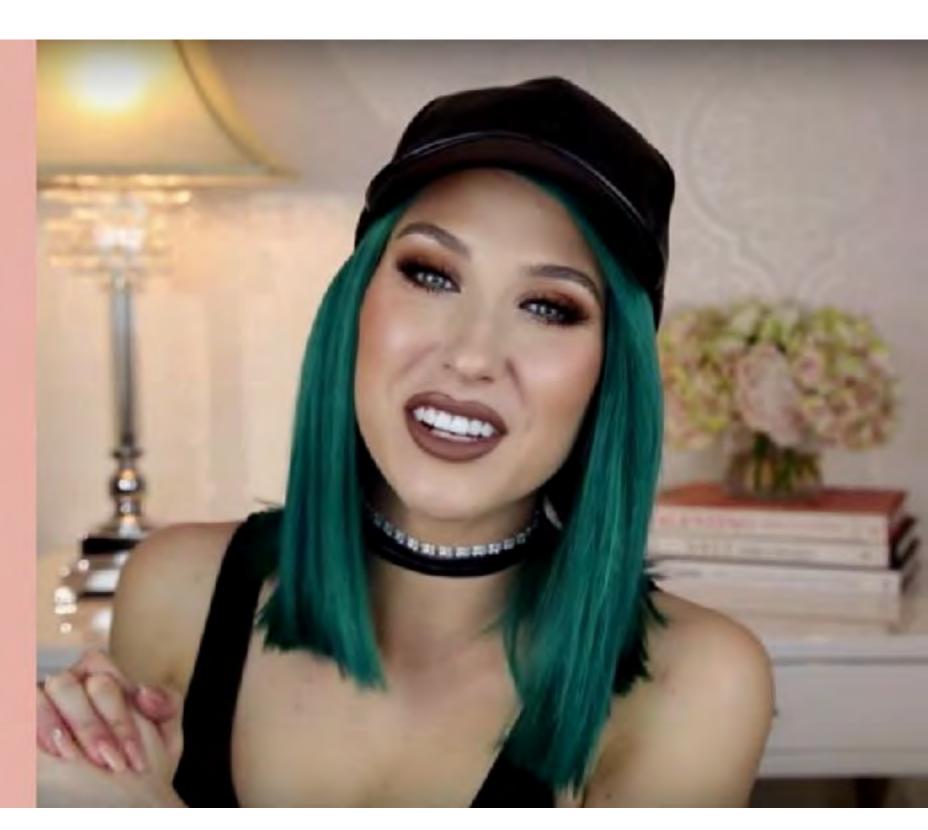


New website Lifefaker offers "packages" of images to help users create the image of a perfect Instagram life, but clicking on a link takes users to support and information on social media pressure

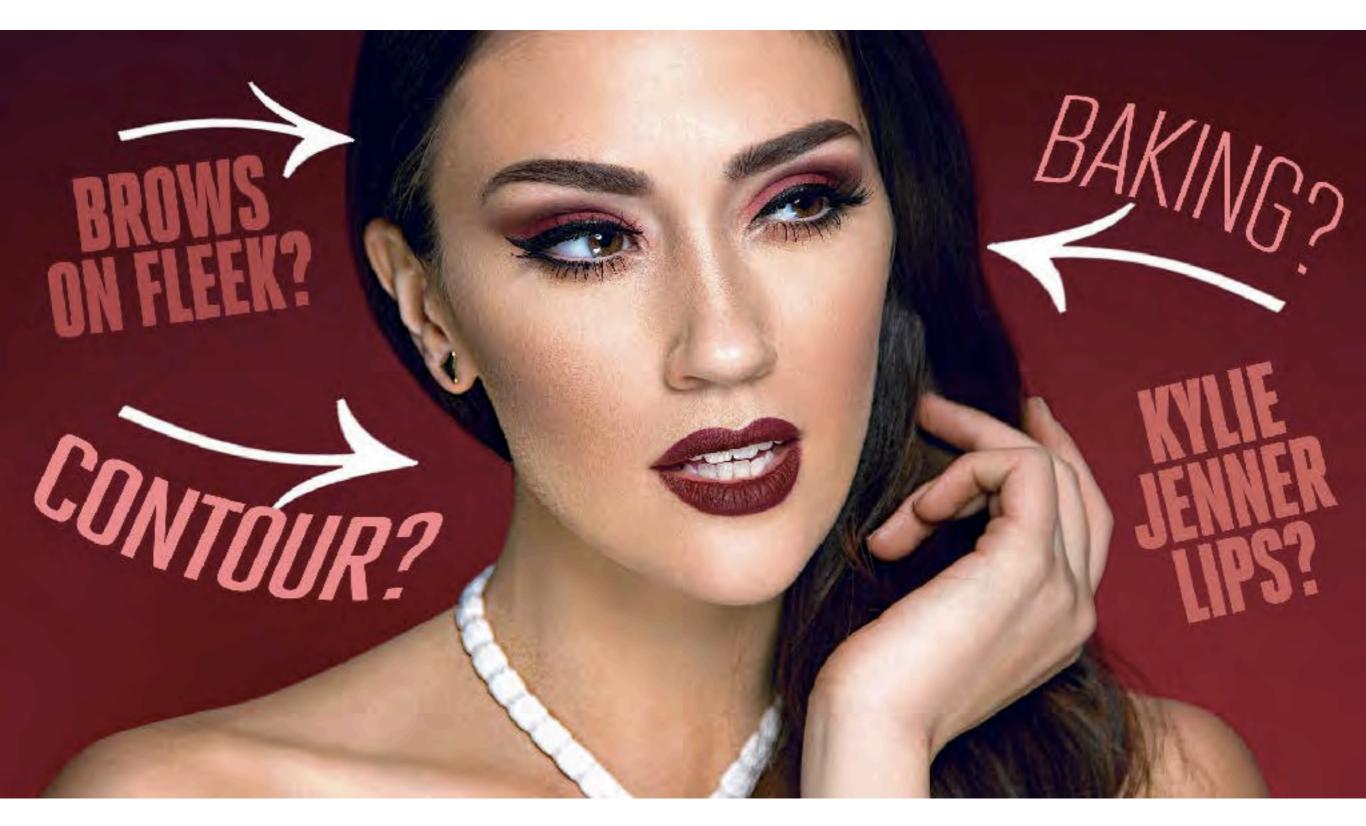


Lifefaker. Com

## RIDE ORDE YOUTUBE **BEAUTY TREND**



The beauty category on YouTube has grown massively, with the number of views of beauty content per month on the channel rising by 80% to 4.5bn between 2015 and 2016.



The selfie phenomenon is redefining beauty towards what looks good online, rather than what looks good IRL



Selfie editing app FaceTune 2 has been downloaded more than 20m times, with almost 500,000 subscribers paying an average of \$40 per year.



Tom Ford presents 'Lips and Boys' lipstick ad campaign



Tom Ford presents 'Lips and Boys' lipstick ad campaign



Displaying equal parts confidence and curiosity, men are embracing the transformative powers of makeup. Are cosmetics companies doing enough to woo their new customers?

#### THE NEW ORDER // sex



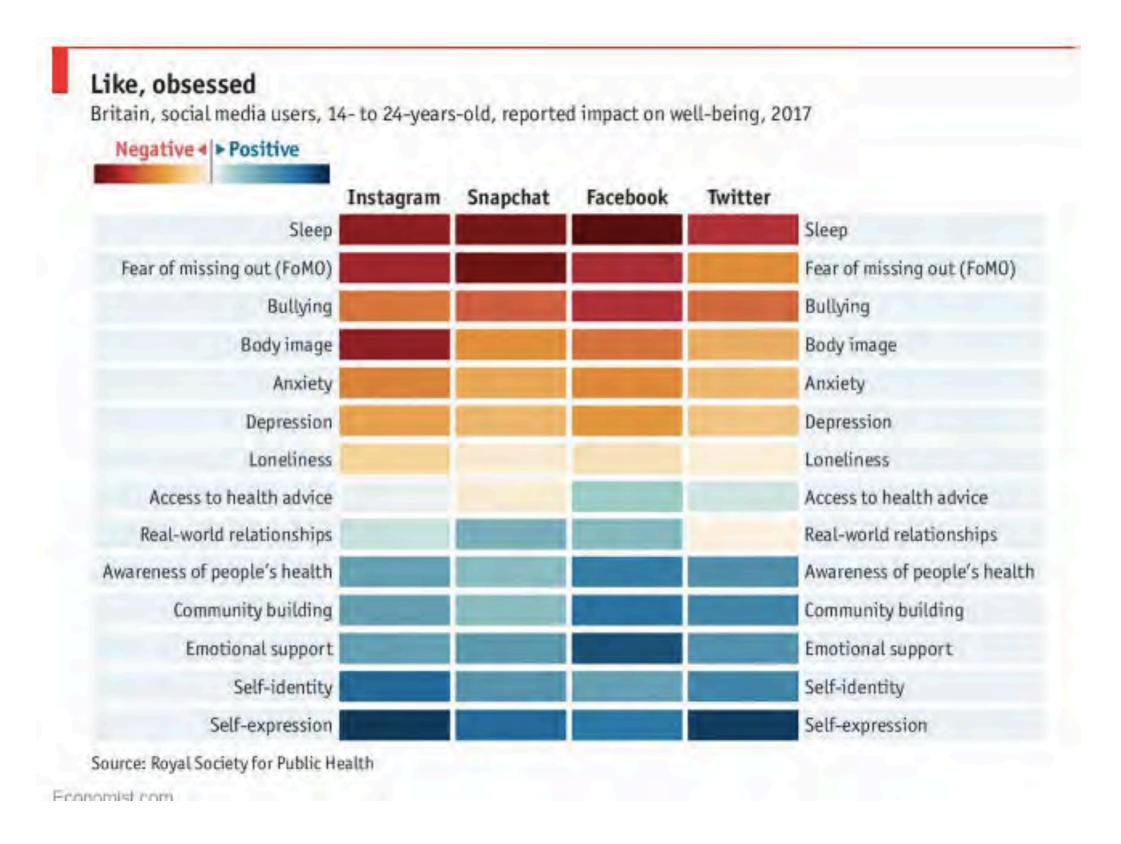


42% of men aged 16-24 now remove hair from their underarms, up from 16% in 2016. The trend is being pinned on TV shows like Love Island where male contestants go hairless.

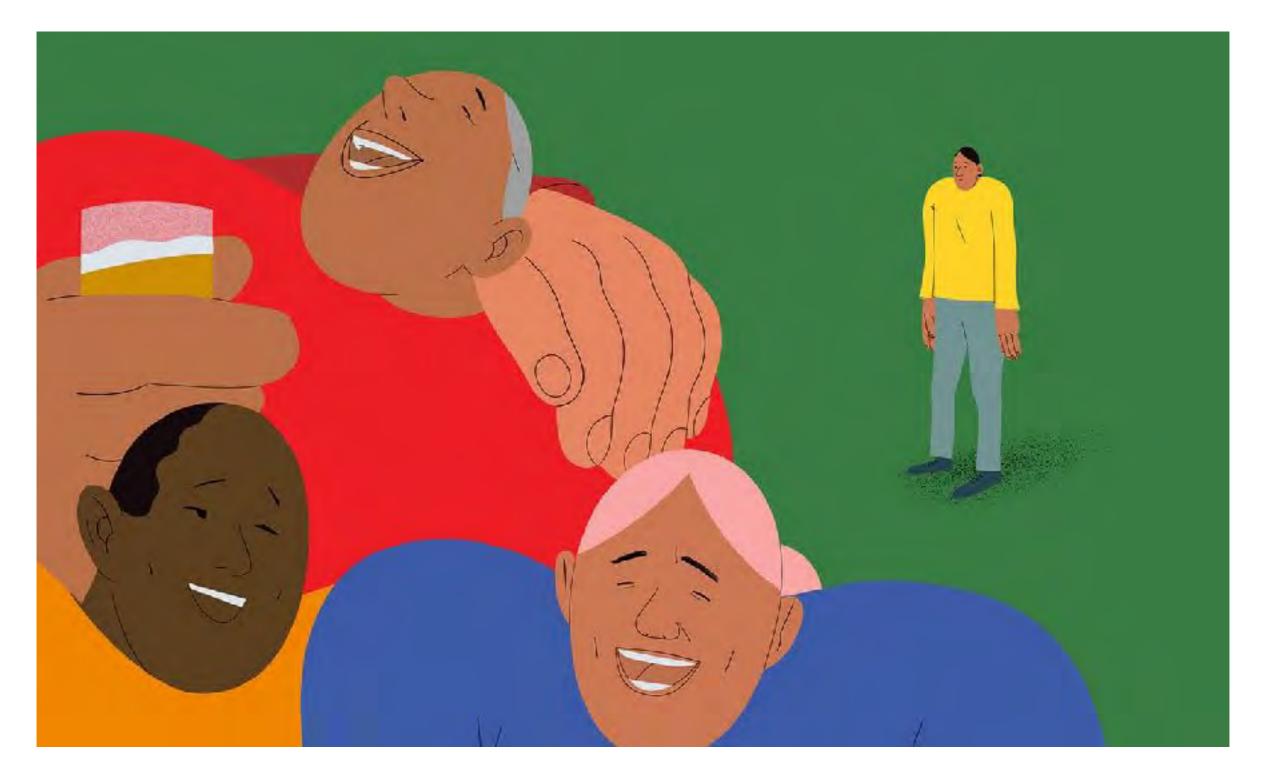
## VISIBLE/HIDDEN

As our lives become more public than ever before, we are beginning to witness a fightback against data misuse and social media insecurity

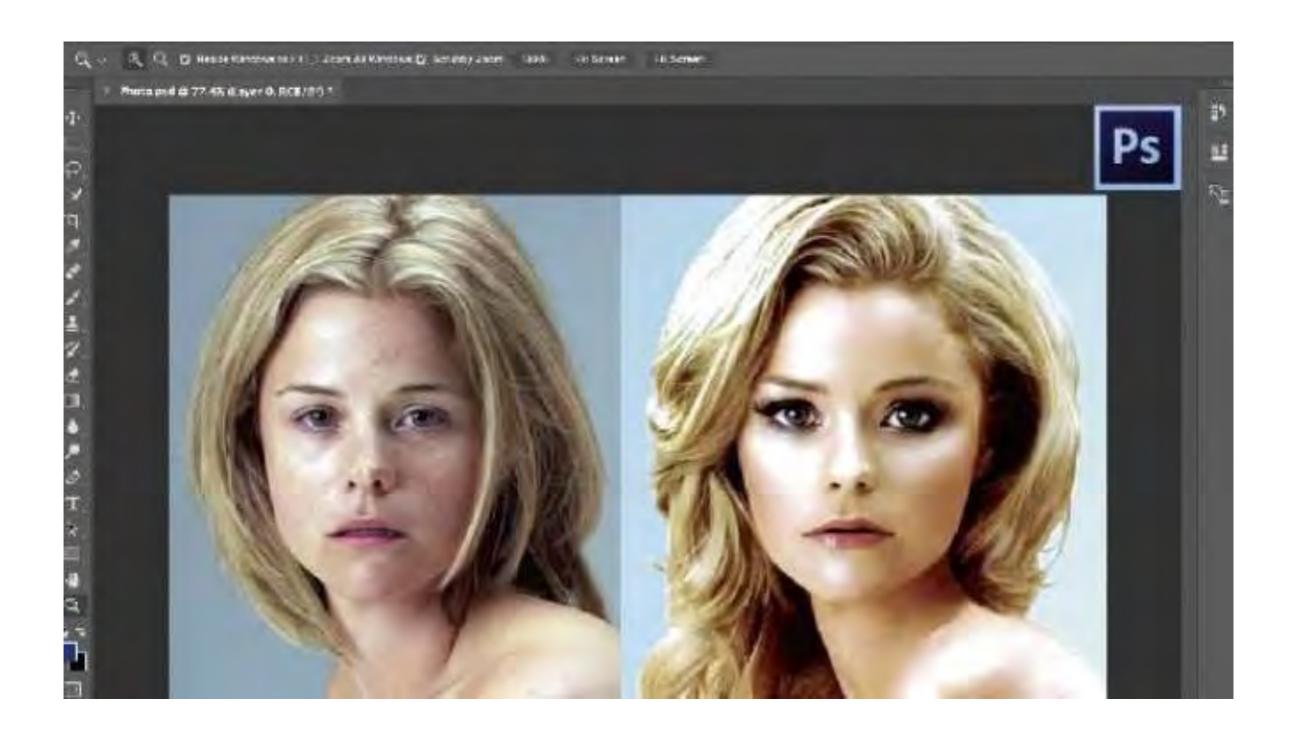




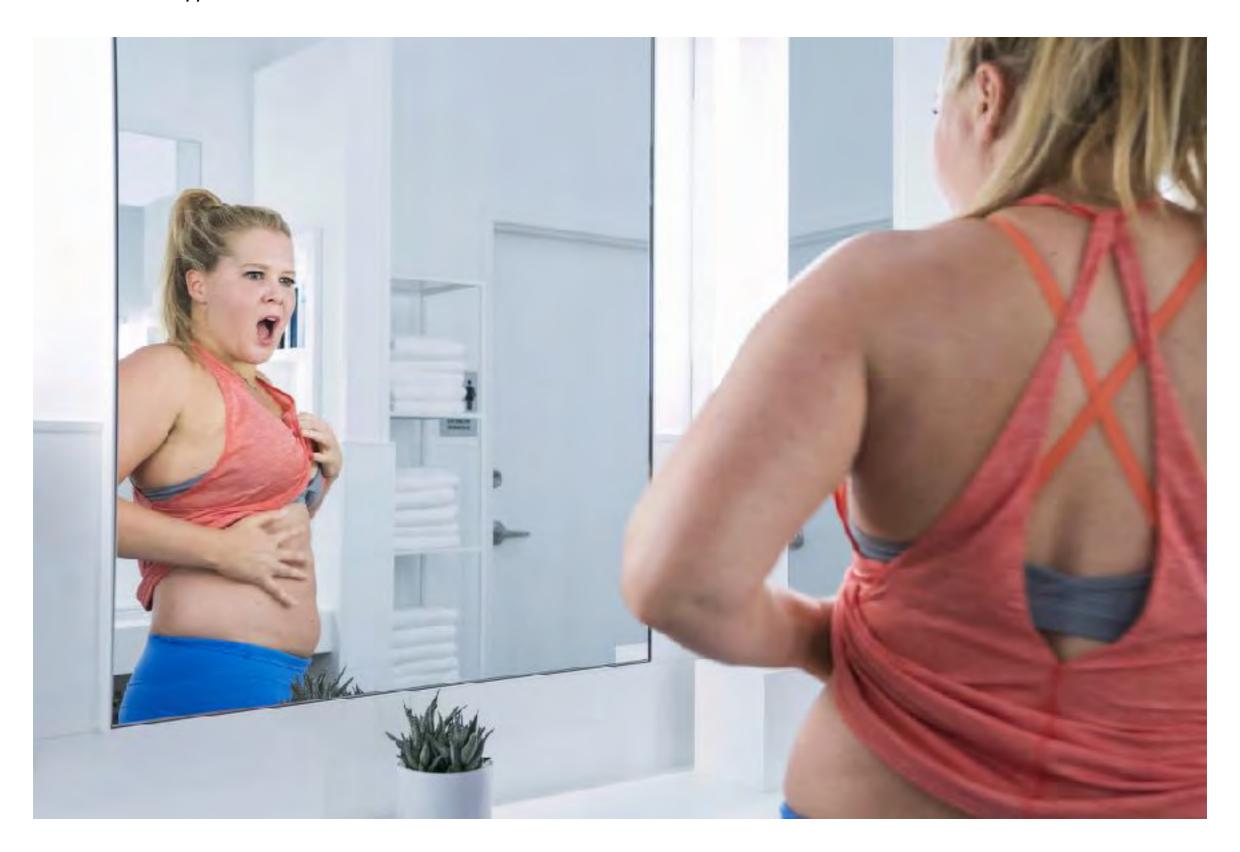
Instagram users are miserable; FaceTime users are not, says new study



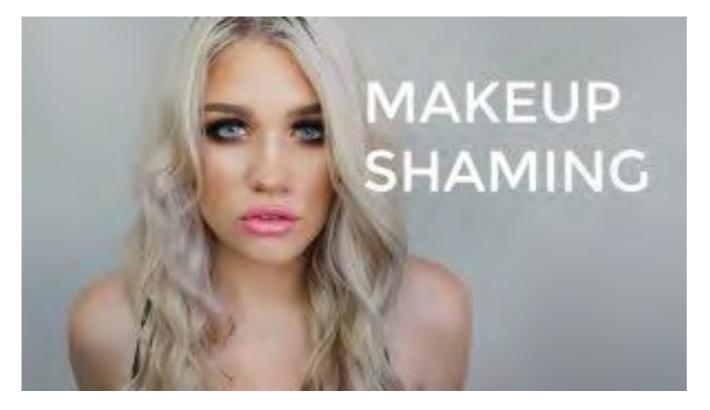
The age of envy: how to be happy when everyone else's life looks perfect. Social media has created a world in which everyone seems ecstatic — apart from us. Is there any way for people to curb their resentment?



Many users complain of stress when confronted with the brutal realities of the digital meat market, and their place within it.



In the new film "I Feel Pretty," Amy Schumer plays a cosmetics company peon who conks her head and awakens believing that she has become supermodel-hot.







Rethink what make-up represents. While it has traditionally been viewed as a tool to cover up insecurities or attract men, everyone's beauty regime has a hidden personal meaning.

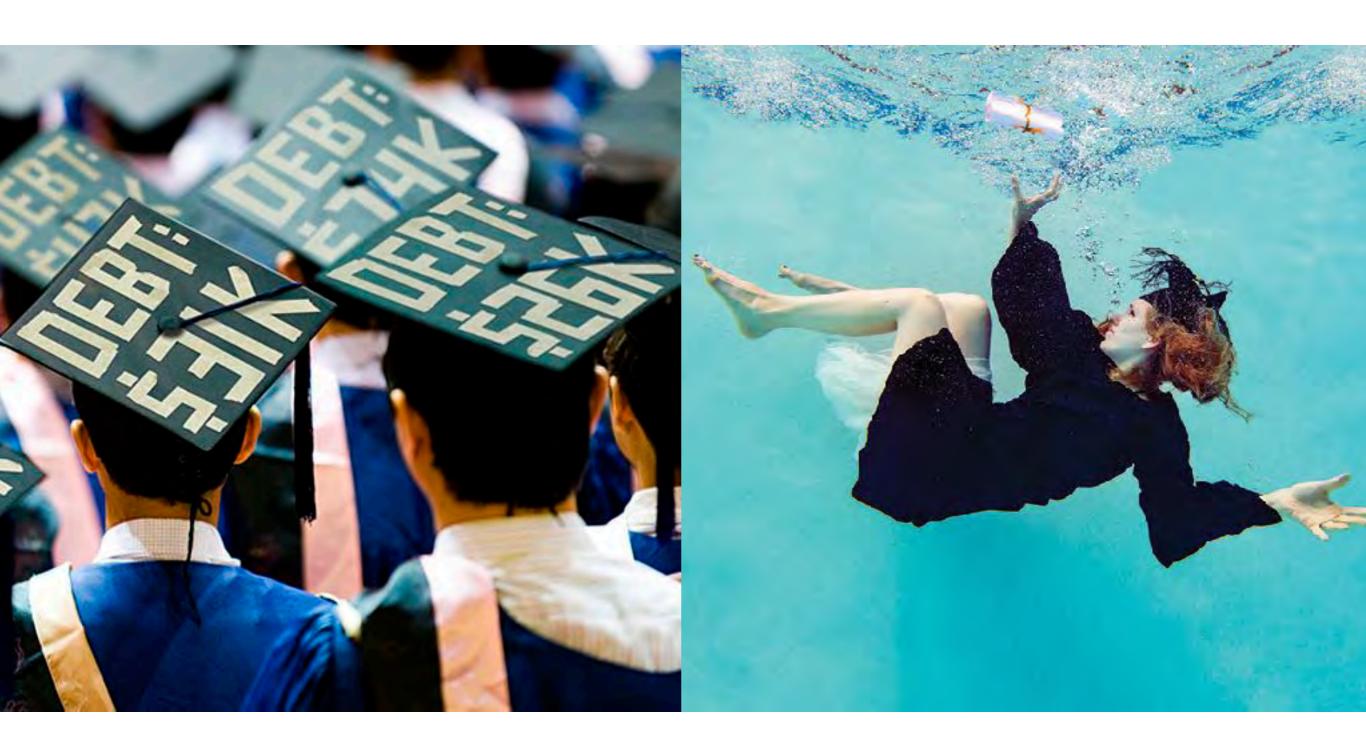


Youth-driven, low-cost brand Sleek MakeUP is challenging uninspiring beauty standards with its new initiative, My Face. My Rules..

### THREADBARE ECONOMY

- Millennials and Gen Z debt
- Ingenuity at the core
- Poshmark and other swap models
- Cash me generation





Threadbare: Millennials and Gen Z and their debt



Threadbare: Millennials and Gen Z and their debt. Ingenuity their core solution

# DOWNSIZING IS THE NEW INNOVATION

- Smaller store format
- Rise of shorter and smaller video content
- Rise of microinfluencers
- App contraction
- Rise of mono brands and brandless





Downsizing is the new innovation: rise of mono-brands, brandless and small retailers



Zip by Premier Inn. Pod style rooms for only £19 per night. 8.5-sq mt rooms designed by the consultancy that creates the first-class cabins for Air France

## NICHE IS KING

- Small batch
- Limited edition
- Culture heads
- Geeks



### THINKING SIMPLE

- Minimalist
- Role of craftsmanship
- Upcycled
- Sustainability
- Power of quiet
- Smart apparel





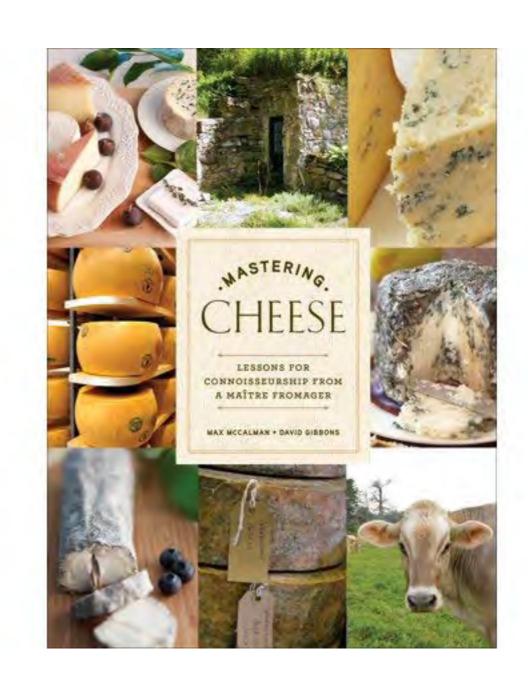
Thinking simple minimalist UX. role of craftsmanship; up cycled; sustainability; power of quiet; meditative design; smart apparel



Thinking simple: minimalist UX. role of craftsmanship; up cycled; sustainability; power of quiet; meditative design; smart apparel

# THE ART OF SHOPPING NOT BUYING

- Uniqueness
- Limited
- Ephemeral
- Discovery
- Curation
- Expertise



### THE FROME INDEPENDENT

MORE THAN A MARKET



The art of shopping vs buying: uniqueness, ephemeral, discovery, curation, expertise

# AUGMENTATION OF OMNIPERSONAL

- Focus on purpose
- Consumer mapping
- Personalisation
- Listening
- Next gen loyalty



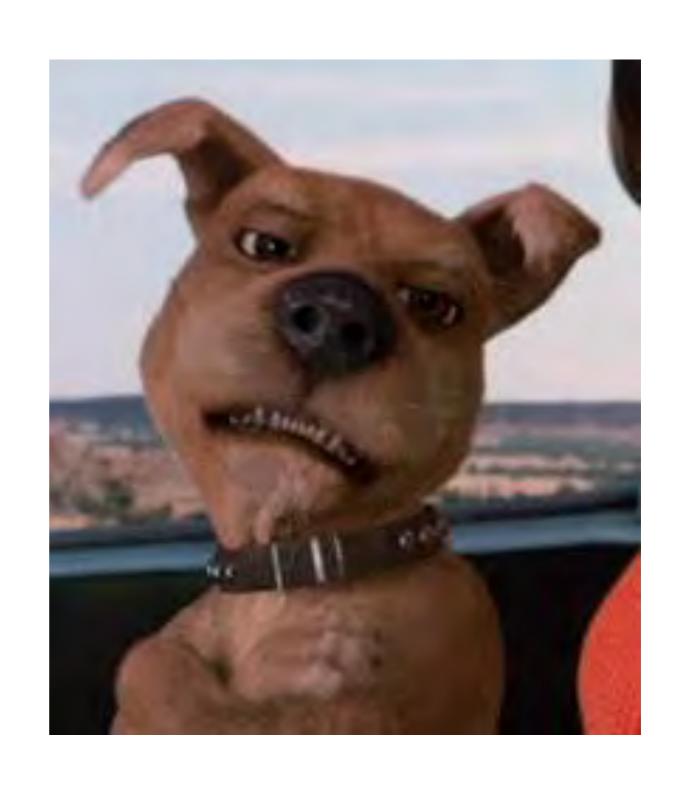




Delivering Omnipersonal: Listening (Amazon Echo); Personalised scale (chatbots); Experience (Lifestyle destinations); Guided commerce (Amazon Go); High Touch (Apple Genius Bar)

## KEEP IT REAL

- A little scrappy and scrappy chic
- Power of the unfinished
- Understated
- Novel approaches
- Innovative go to market stories







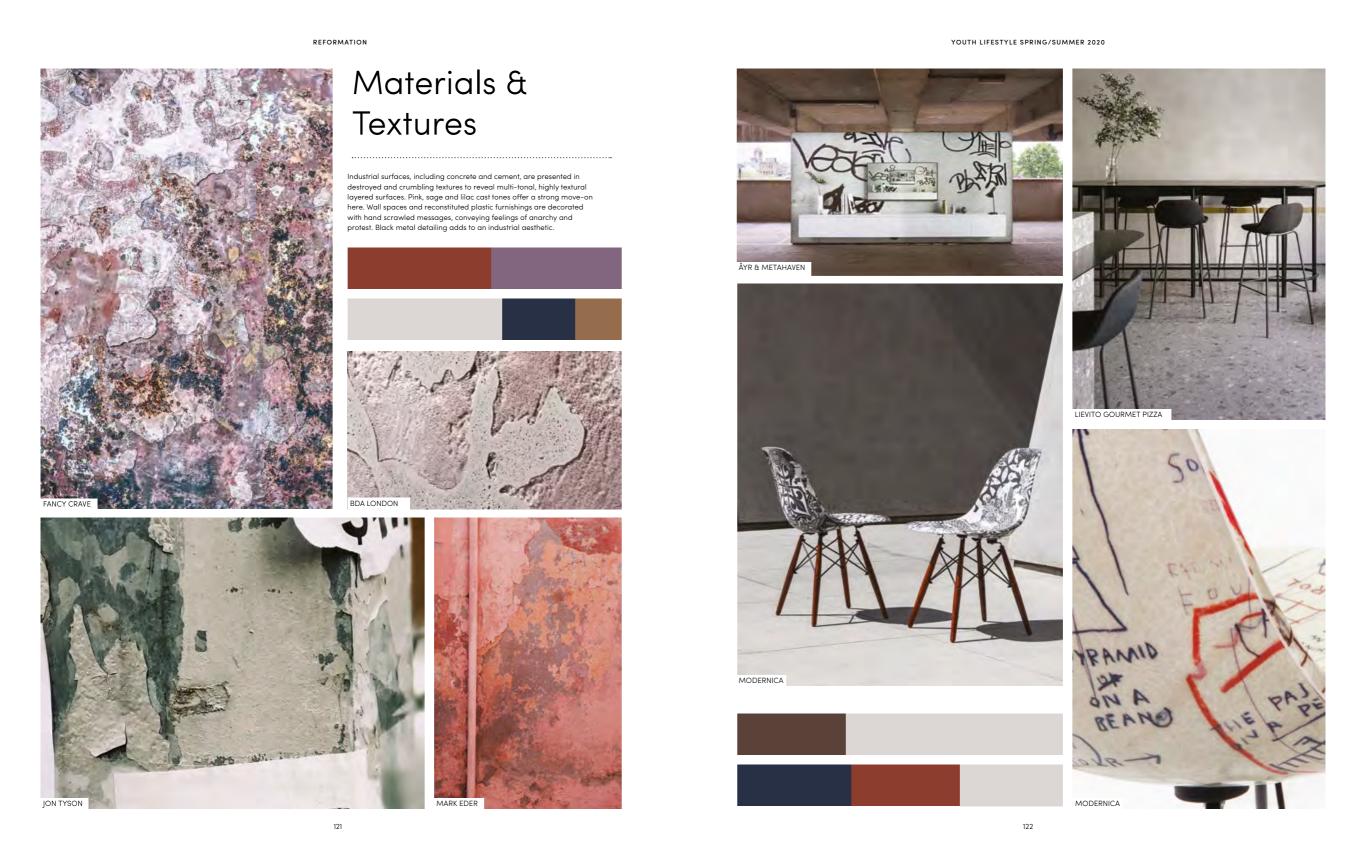
Keep it real! A little scrappy, understated and unfinished!

ONE OF

- Celebrating 'weirdness', uniqueness and to be a true individual becomes increasingly important to this generation.
- 2. Embracing imperfections and being ultra-confident about the skin you are in is an increasing expectation in an era of encouraged self-belief, openness and mindfulness.
- A wildly varied and sensual array of fabrics and materials encourage individuality and self-expressionism.
- True individualism is encouraged as we see people of every possible race, size, sex and ability championed as they take on unimaginable personal challenges.

  One-off is all about the power of you and your ability to stand proud
- One-off is all about the power of you and your ability to stand proud.

YOUTH LIFESTYLE SPRING/SUMMER 2020 **SS20** IRREVERENT, PROACTIVE AND ENERGETIC, WE RESIST NEGATIVE FORCES TO MAKE A BETTER WORLD. YOUTH LIFESTYLE



From Trendhouse Youth Lifestyle S/S 2020. Re-Form-Ation design

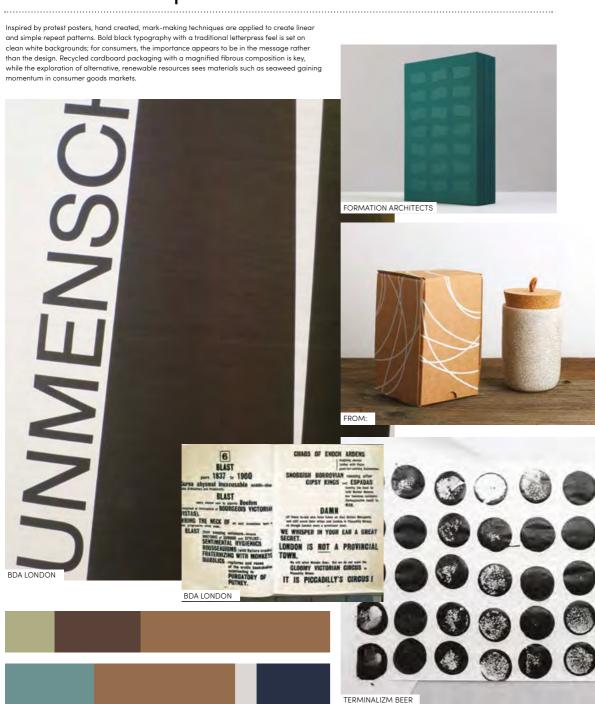




From Trendhouse Youth Lifestyle S/S 2020. Re-Form-Ation design

REFORMATION

#### Print & Graphic Direction



127



YOUTH LIFESTYLE SPRING/SUMMER 2020







128

## HOW WOULD YOU SIMPLIFY YOUR BRANDS STORY? CAN YOU MAP OUT YOUR BRANDS CIRCLE OF TRUST? WHAT ARE YOU GIVING BACK TO YOUR CONSUMERS?

## FRONTIERLESS

## BORDERLESS LIVING

- The world is more interconnected than ever before
- New global powers are emerging, driven by optimistic youth, innovation and growing wealth
- Africa, Asia and Latin America are coming to the fore, both economically and creatively
- Transience is increasingly common, as we traverse the globe, experiencing different cultures and opening our minds
- Shoppers are looking beyond their borders for the best value and most interesting products
- Local and global cultures are remixed to reflect nation-neutral identities





From 2015-2050, half of the world's population growth is expected to be concentrated in 9 countries: India, Nigeria, Pakistan, Democratic Republic of the Congo, Ethiopia, United Republic of Tanzania, USA, Indonesia and Uganda



According to the UN, by 2050, Africa will be home to a billion young people. They are growing up with technology and tradition, and a new creative confidence. Beijing has pledged to invest some \$175bn over a decade in Africa, dwarfing the US commitment of \$14bn.



The move back from the suburbs to inner city living because of the cultural experience and global mix

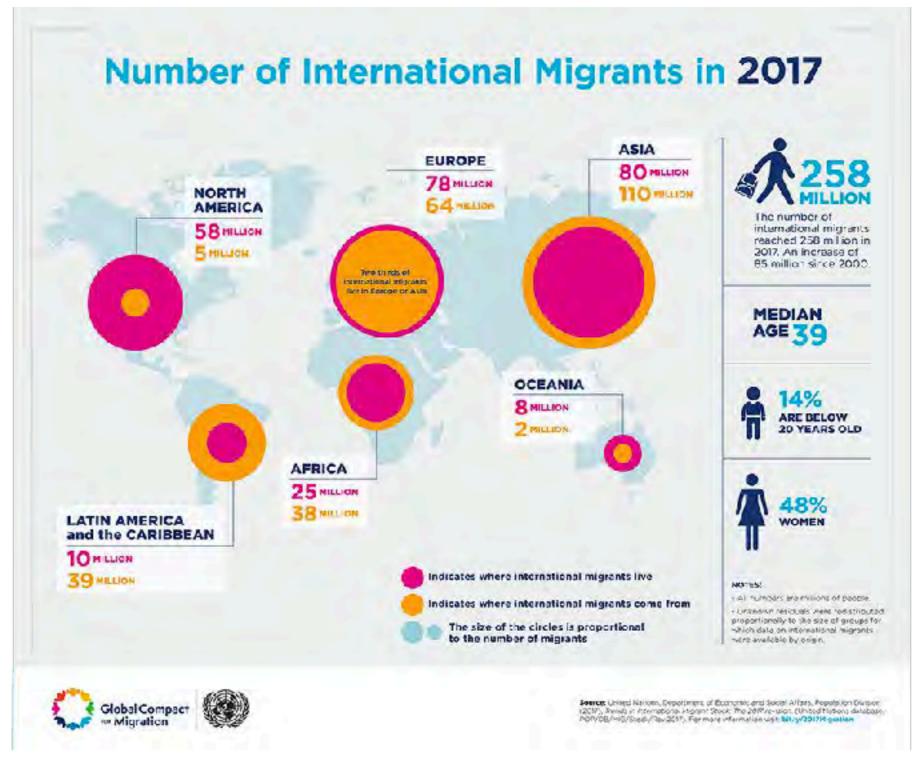
### NATION-NEUTRAL

Consumers are increasingly transient, due to easier travel, global working practices and political uncertainty. Nationality means less than personal identity.





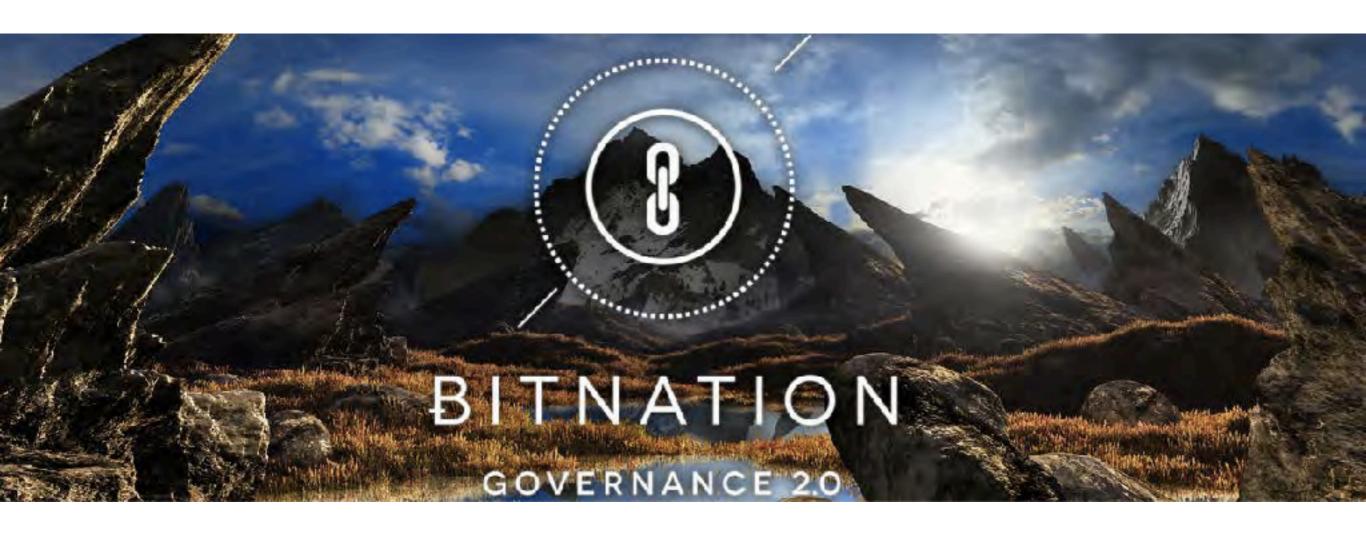
The UN estimates that 244 million people, or 3.3% of the world's population, are currently living outside of their birth country



Inter-regional migration is increasing across Asia and Latin America, with the Economic Commission for Latin America and the Caribbean reporting that inter-regional is increasing 3.5% year on year



A survey conducted by the BBC World Service found that more people identify as global rather than national citizens.



Bitnation, a "virtual nation", does much of the work of national governments—establishing formal identity, creating marriage and death certificates, land title documentation—all without being bound to a nation.



Travis the Translator is a phone-sized device that can instantly translate 80 languages as they are spoken



Extreme wonderlust



In the US, 81% of teens think it's very important for people their age to spend time outdoors participating in activities including camping, fishing, hiking, kayaking and rock climbing



"Vanlife" is both highly specific and expansive. It's a one-word life-style signifier that has come to evoke a number of contemporary trends: a renewed interest in the American road trip, a culture of hippie-inflected outdoorsiness, and a life free from the tyranny of a nine-to-five office job.



Visiting The North Face's newest pop-up store is not for the faint-hearted, as it is located at 2100 meters (6890 feet) high, in the middle of the Dolomites mountain range in Italy.

### THE GREAT BEYOND

- Cosmos
- Space travel
- Exploration
- Next Gen Technology
- Gear
- Colour influence



#### ORDER // trends



Pushing the boundaries



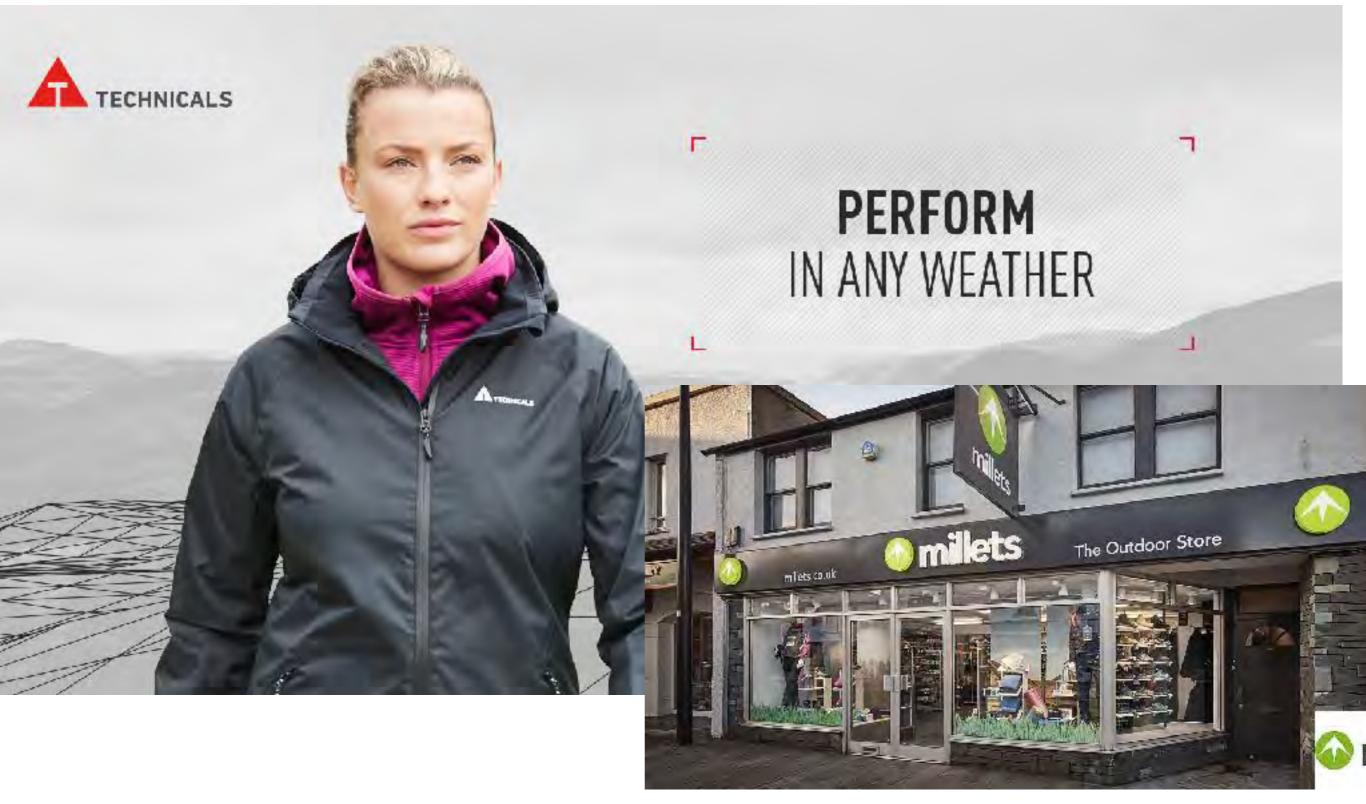
Triathlons, ultramarathons and ambitious baking: why is modern leisure so competitive? Everything from reading to swimming to cooking can now be tracked or optimised.

#### ORDER // trends

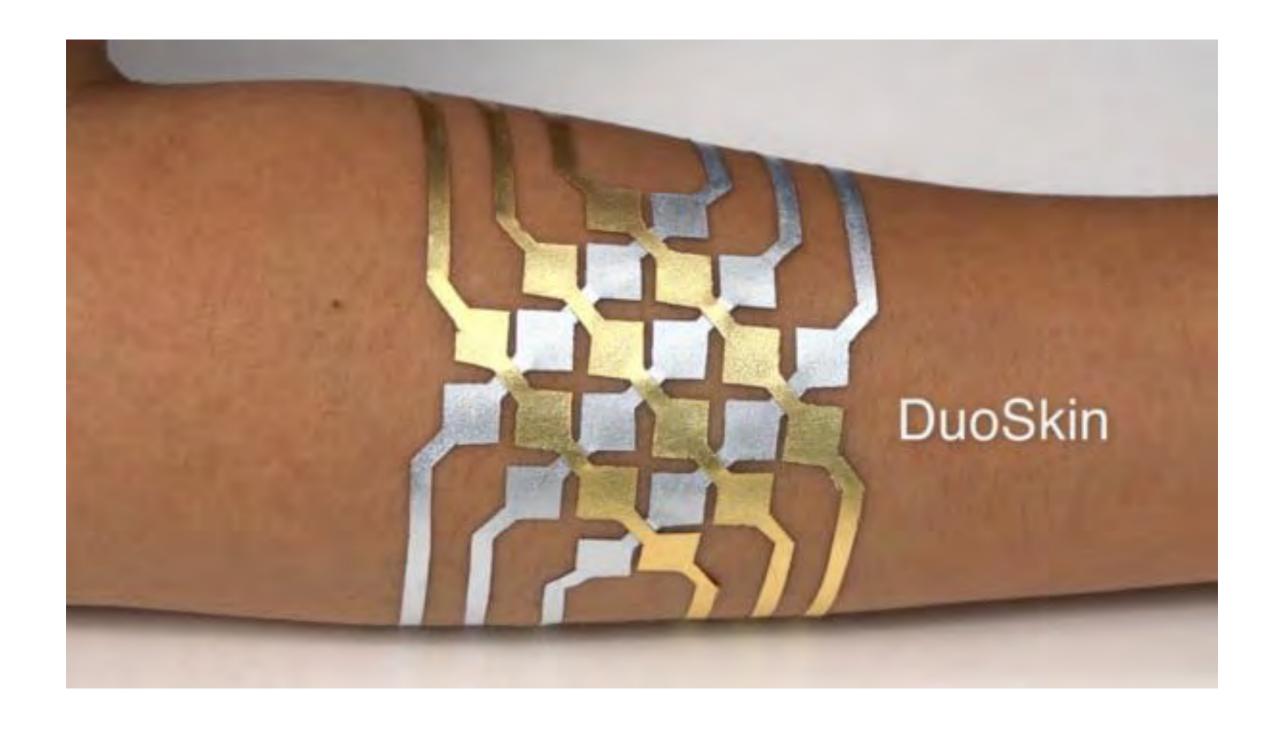




Pushing the boundaries: the rise of venture gear and wearables, next gen drones, oiled screens, gear led design/helix bikes



Millets, the old fashioned and long established UK outdoor store is now the go to place.



DuoSkin is a fabrication process that enables anyone to create customized functional devices that can be attached directly on their skin.

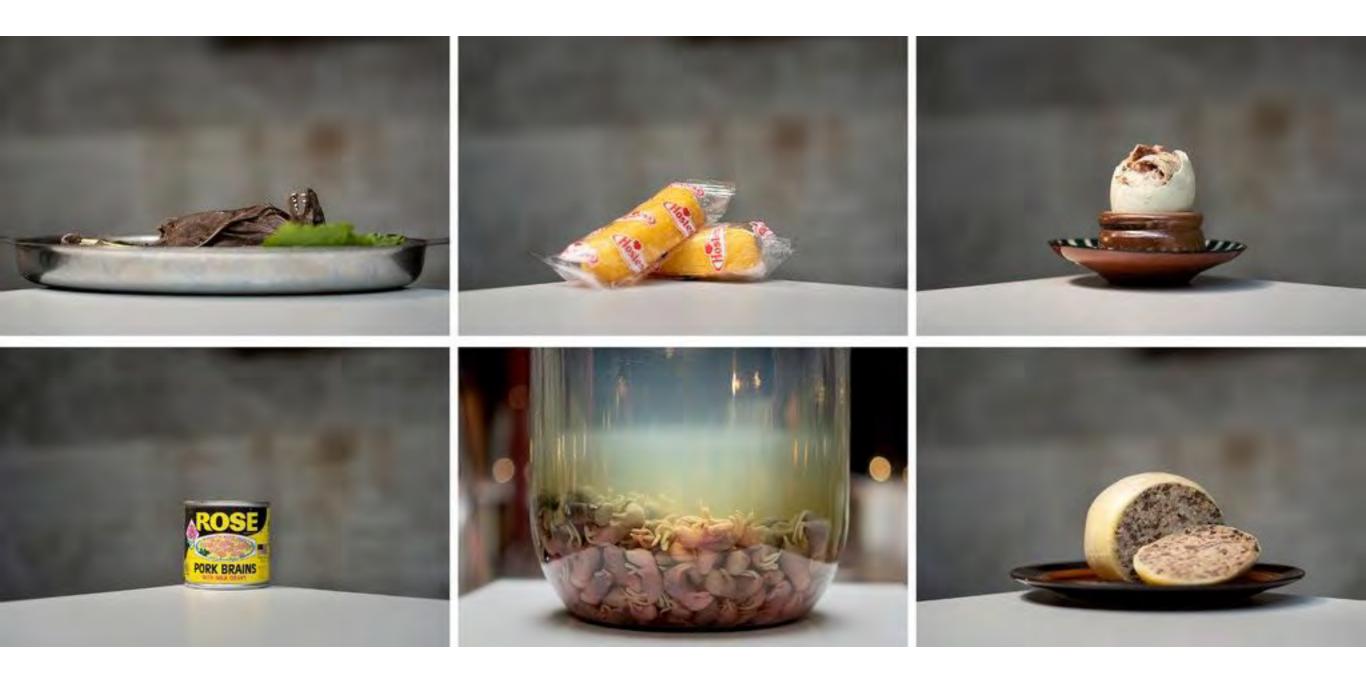
# HOW ARE YOU LEVERAGING TECHNOLOGY TO DELIVER A MAGICAL EXPERIENCE

## OMNICULTURE

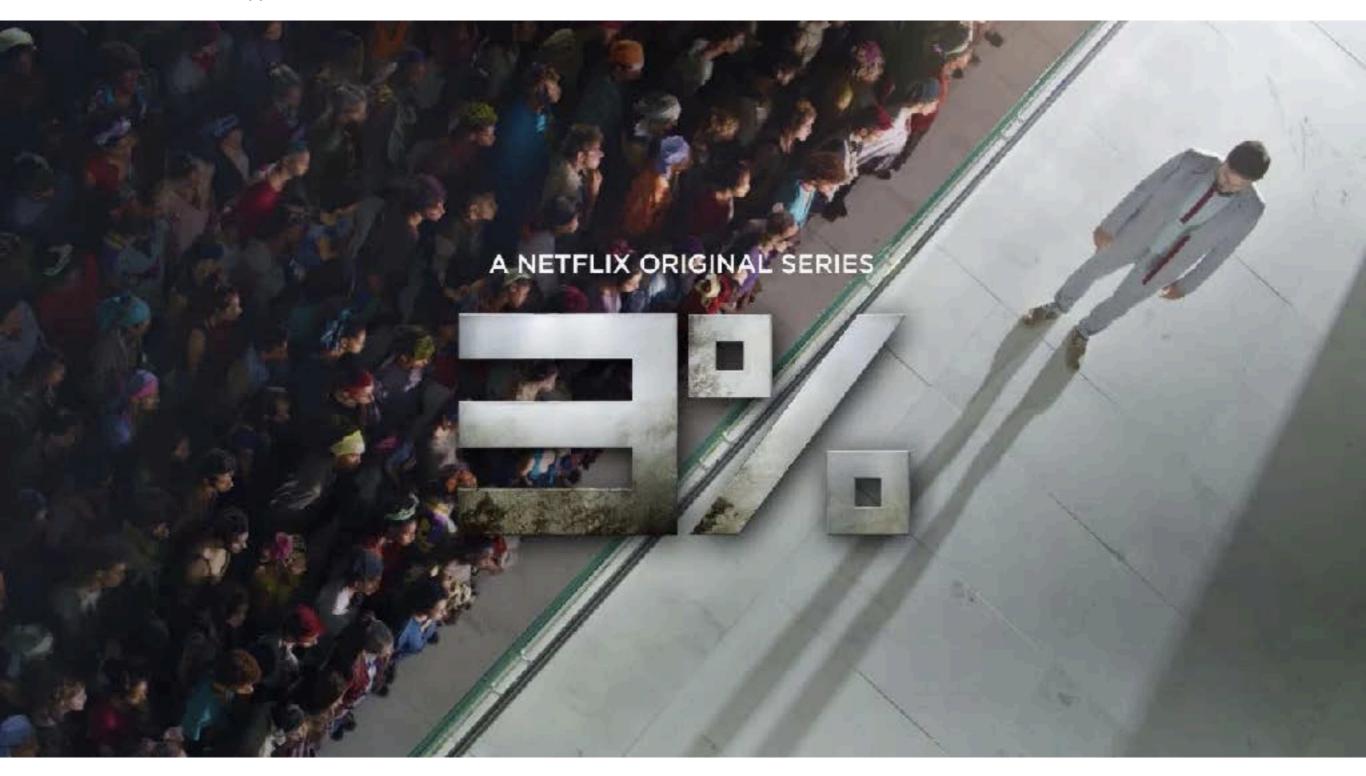
## CULTURE REMIX

Ideas that mix
the ancient and
the futuristic, or
take the best of
different
cultures to form
new creativity





Clockwise from top left: Fruit Bat Soup from Guam, Twinkies from the United States, a boiled duck egg with a partially developed fetus from the Philippines, Haggis from Scotland, baby mice from China and pork brains



Netflix now streams to 190 countries. The company's development process focuses on content that "translates globally", like German thriller Dark or Brazilian hit 3%





From Trendhouse Youth Lifestyle S/S 2020. Omniculture design

OMNICULTURE

#### Print & Graphic Direction





YOUTH LIFESTYLE SPRING/SUMMER 2020



Simplified paper-cut shapes and linear designs that draw inspiration from multi-cultural histories are laid over brightly coloured backgrounds or foil blocked for a more luxurious finish. Tonal designs that play with opaque and transparent elements provide an alternative contemporary look

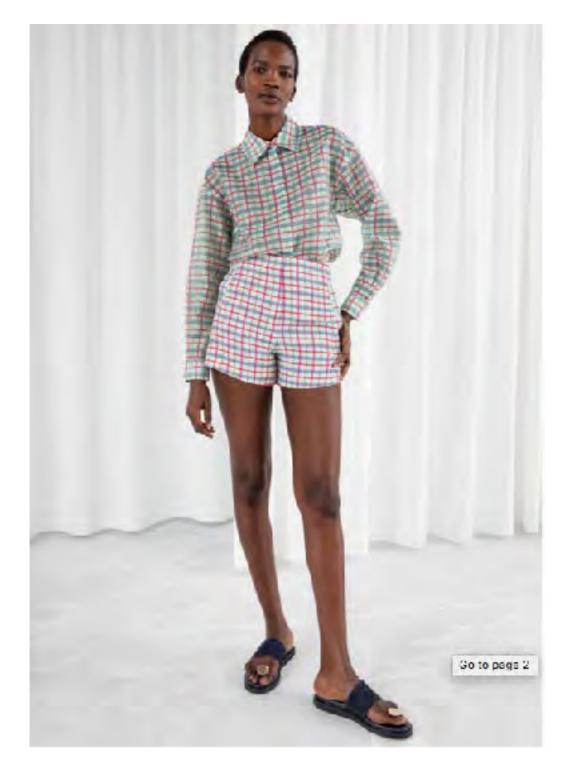








2





Think of it as dressing for the multi-screen generation — it is a look that allows the wearer to do everything at the same time and use the term "disruptor" when referring to their outfit.

THE NEW ORDER // trends



IKEA is collaborating with 10 African artists and designers on a new collection. Överallt is a merging of African and Swedish design.



Osborne Macharia is a photographer from Nairobi, Kenya, who specialises in bold afrofuturist images, including work for Marvel

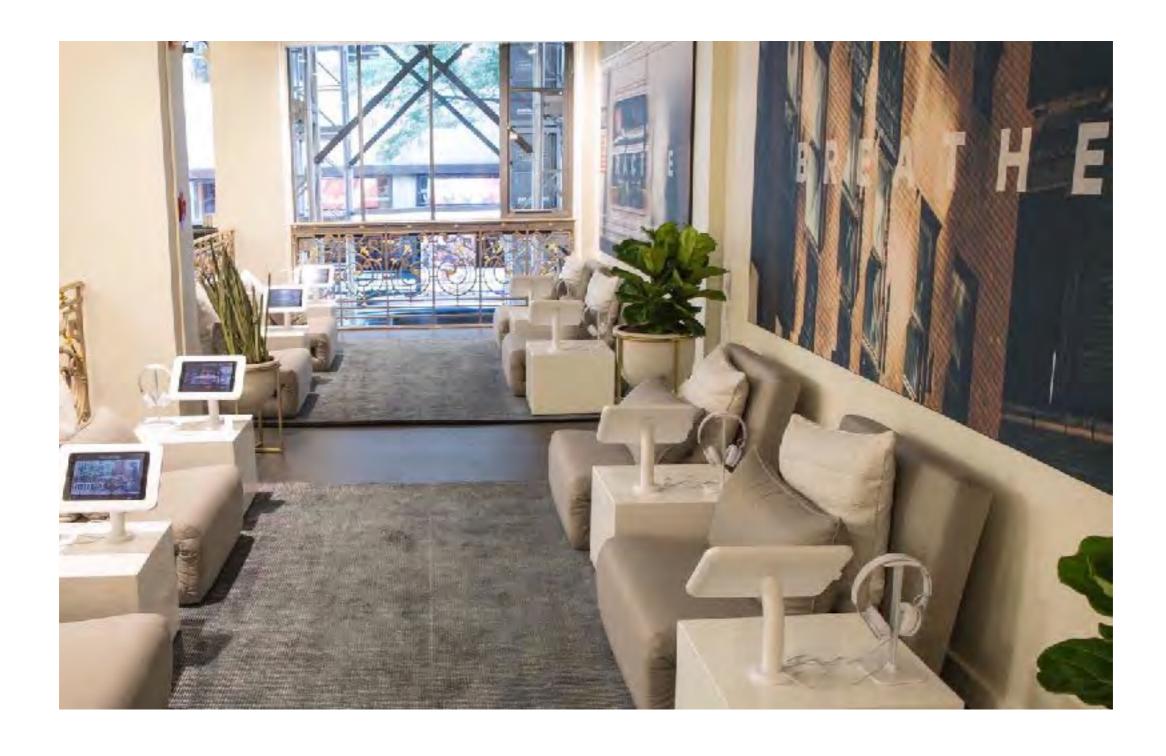
### THE NEW WELLNESS

- Natural
- Integrative
- Meditaton
- Therapeutic HR
- Healing packaging and messaging

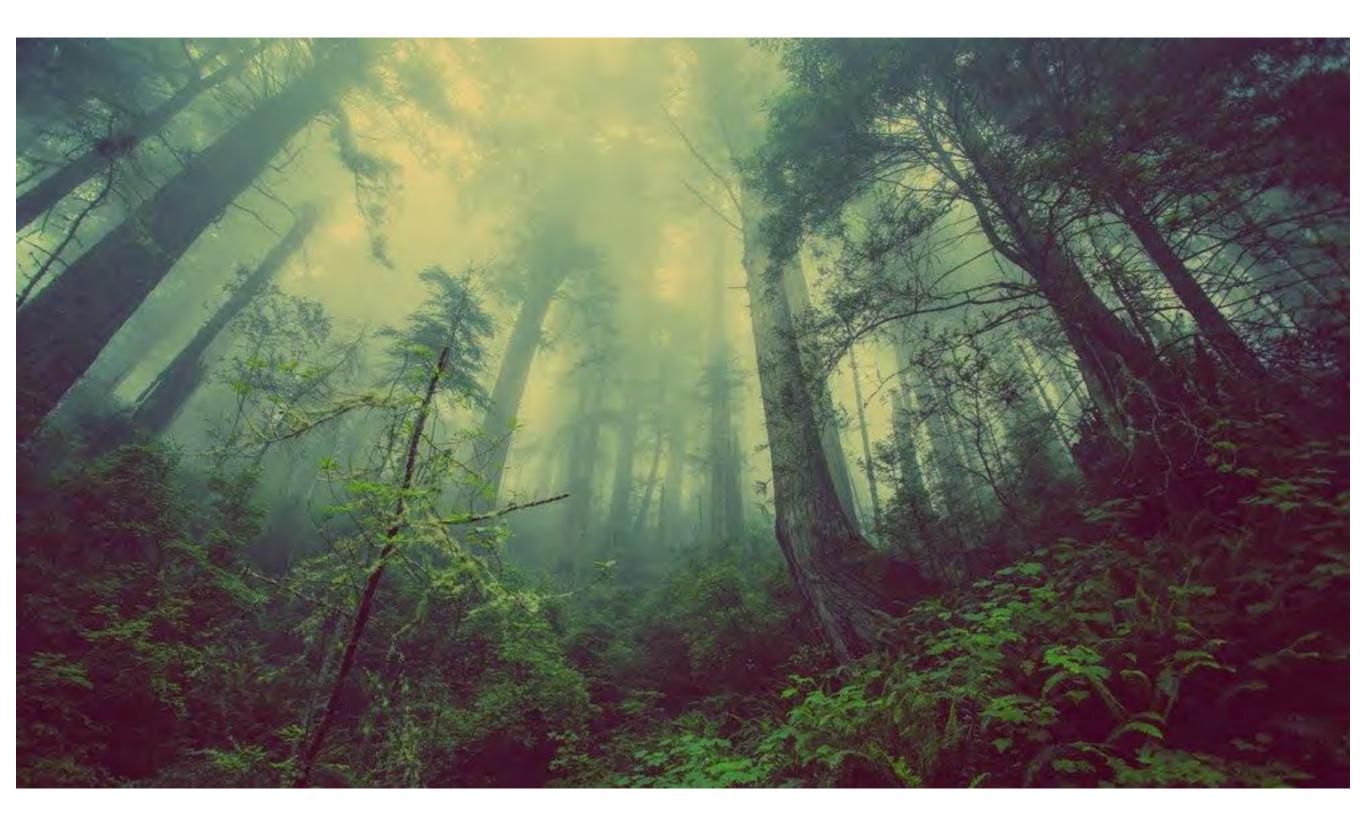




Pick 'n' Mix Beliefs: Spirituality now can take many forms



Lululemon meditation hub in NY store. Mindfulosophy



A new aesthetic takes hold blending the natural world with the spiritual and mystic. Evolving away from our past notion of haphazard bohemia, we are entering a more refined and minimal approach with a slightly magical undercurrent.



Growing interest in the ephemeral: Hanami or the Northern Lights



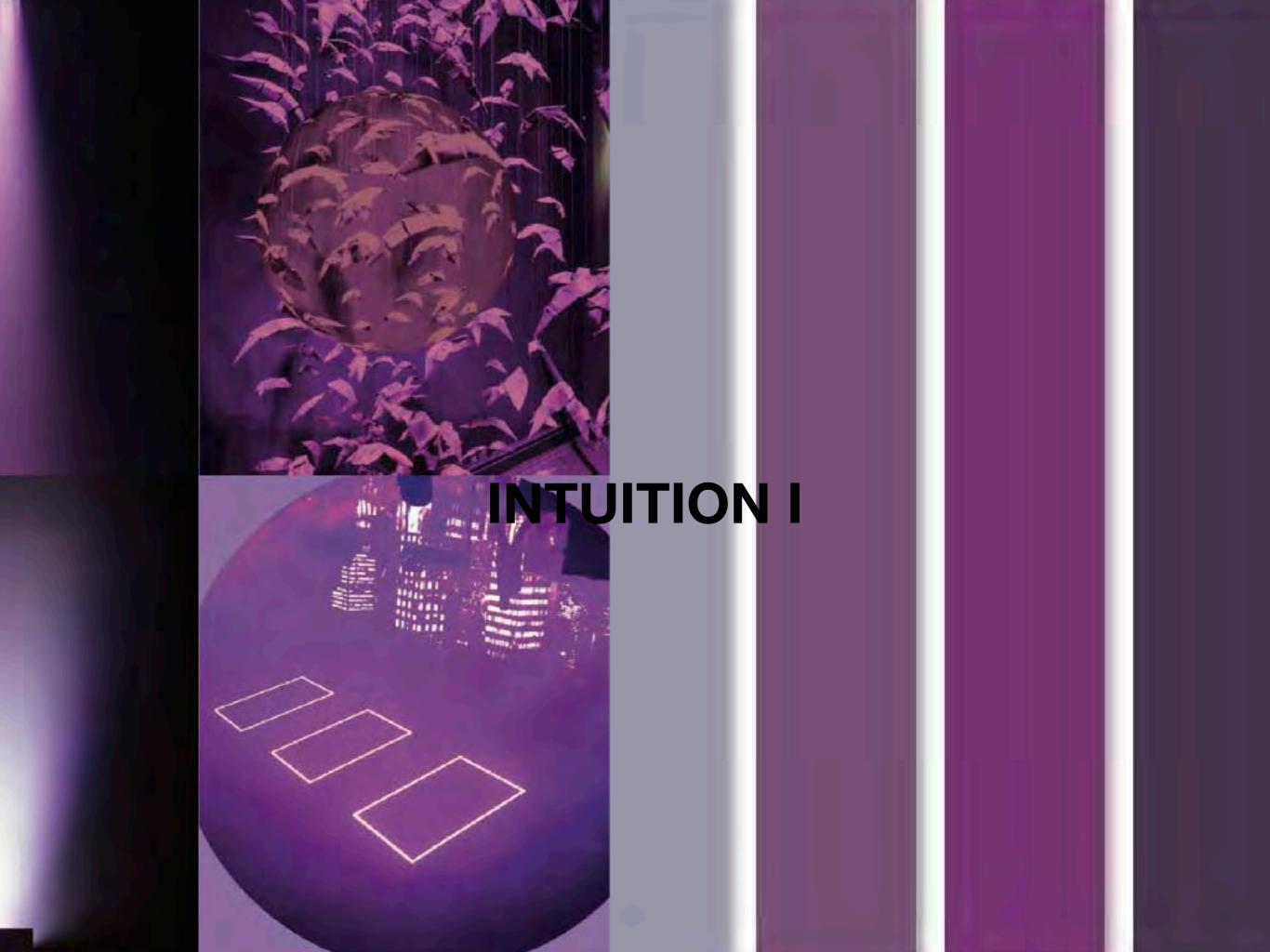
Growing interest in the ephemeral: Hanami or the Northern Lights



Swiss manufacturer Zenum Technologies has created Breve, a mobile phone that erases its content within 24 hours to help online communications become more ephemeral



Facebook's Zuckerberg on telepathy: you'll capture a thought and share it with the world. "There's some pretty crazy brain research going on that suggests we might be able to do this at some point."



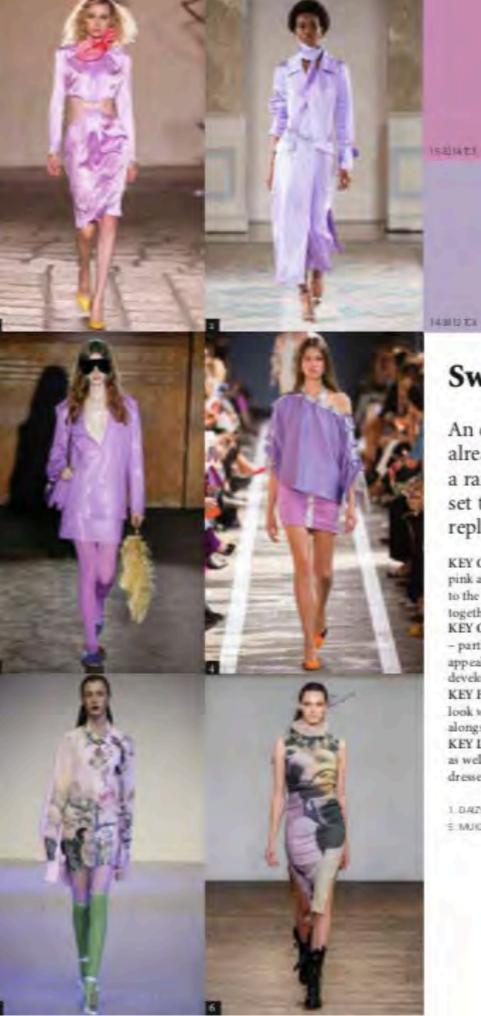
FW 2019 / Colour trends women/ Ultra-Violet & Byzantium





Sugar rush: A fake-cake and cookie fantasia fills one of Bergdorf Goodman's windows. In a queasy year for retail, the department-store holiday extravaganza gleams on.





#### **Sweet violets**

An evolution of a colour trend already impacting retail with a range of sweet violet tones set to become the season's replacement pink.

KEY COLOURS: pretty, confectionary-inspired pink and blue-cast violets lend a sweet femininity to the season, given most impact when layered together for a playful mismatched look.

KEY COLOUR MIXES: smoky greys and black — particularly in prints — help ground the girlie appeal of this palette, making it a key trend to develop for transitional deliveries.

KEY FABRICS: sheen and shine add lustre to the look with sleek satins and recoloured leathers alongside commercially-minded knits and jersey.

KEY LOOKS: a new palette for spring outerwear as well as bringing a touch of feminine appeal to dresses, knitwear and sporty separates.

1. DAZY SHBLY Z. BEATRICE B. 3. GUICO, 4 BLUMARINE S. MUKZIN, 6. DUNER THEYSKENS

# DISRUPTION

# Good rebels

- Rebellion is becoming standard practice for brands and consumers alike
- The happy activist arises in fashion, beauty, entertainment, marketing, luxury and, of course, politics
- Young people are far from the lazy and entitled stereotype - they're leading a new wave of activism and fighting injustice on multiple fronts
- Protest is positive, rebellion is progressive
- Humour is essential to spread serious messages
- From America to Armenia, young people are forcing change in governments, laws and businesses



# THE YOUTH ARE REVOLTING

From America to Armenia, young people are forcing change in governments, laws and businesses



According to Deloitte, almost two-thirds of millennials are not only concerned with the state of the world, but also feel obliged to change something.



Youth protest today does not look like it did 50 years ago. The March for Our Lives was a massive outcry against violence delivered with a mix of pop sentiment, corporate cooperation, and an awareness of socioeconomic privilege



Celebrities Amy Schumer and Emily Ratajkowski among more than 300 arrested on eve of key vote at Kavanaugh protest

# CREATIVE PROTEST

As protest becomes more visible, and more magnified, through social media, campaigners and consumers are creating eye-catching new



A new exhibition at London's Design Museum examines how graphic design and technology have played a pivotal role in dictating and reacting to the major political moments of our times.



Planned Parenthood staged a 'Handmaid's Tale'-inspired demonstration on Capitol Hill to protest the healthcare bill

THE NEW ORDER // trends



Art is being choked to death by money. The only rebellion left is for artists to bite the hands that feed them. Why putting £1m through the shredder is Banksy's greatest work

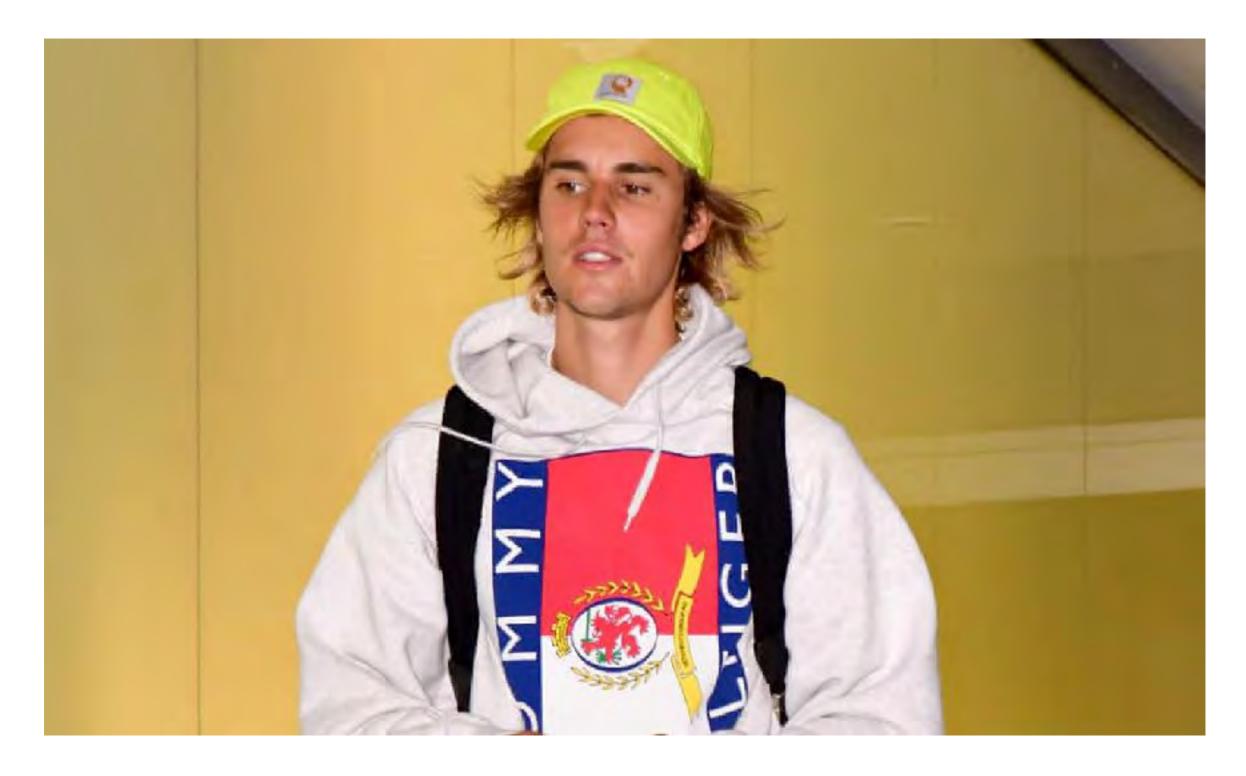


Art is being choked to death by money. The only rebellion left is for artists to bite the hands that feed them. Why putting £1m through the shredder is Banksy's greatest work

# NON-CONFORMITY

The rule breakers, the fringes of society. Focusing on people that were once shunned, but are now super cool.





Reign of the scumbro: the meaning of Justin Bieber's ugly style. The hottest trend in men's fashion involves looking badly dressed in oversized trousers, obscure graphic T-shirts and ridiculous shoes and hats





# PROGRESSIVE PURCHASING

Consumers are making purchasing decisions based on brands that take a stand on issues that are important to them.



According to a JWT survey, 78% of American consumers believe companies "should take action to address the important issues facing society." 55% of Gen Z chooses brands that are socially responsible and eco-friendly.

### REBEL BRANDS

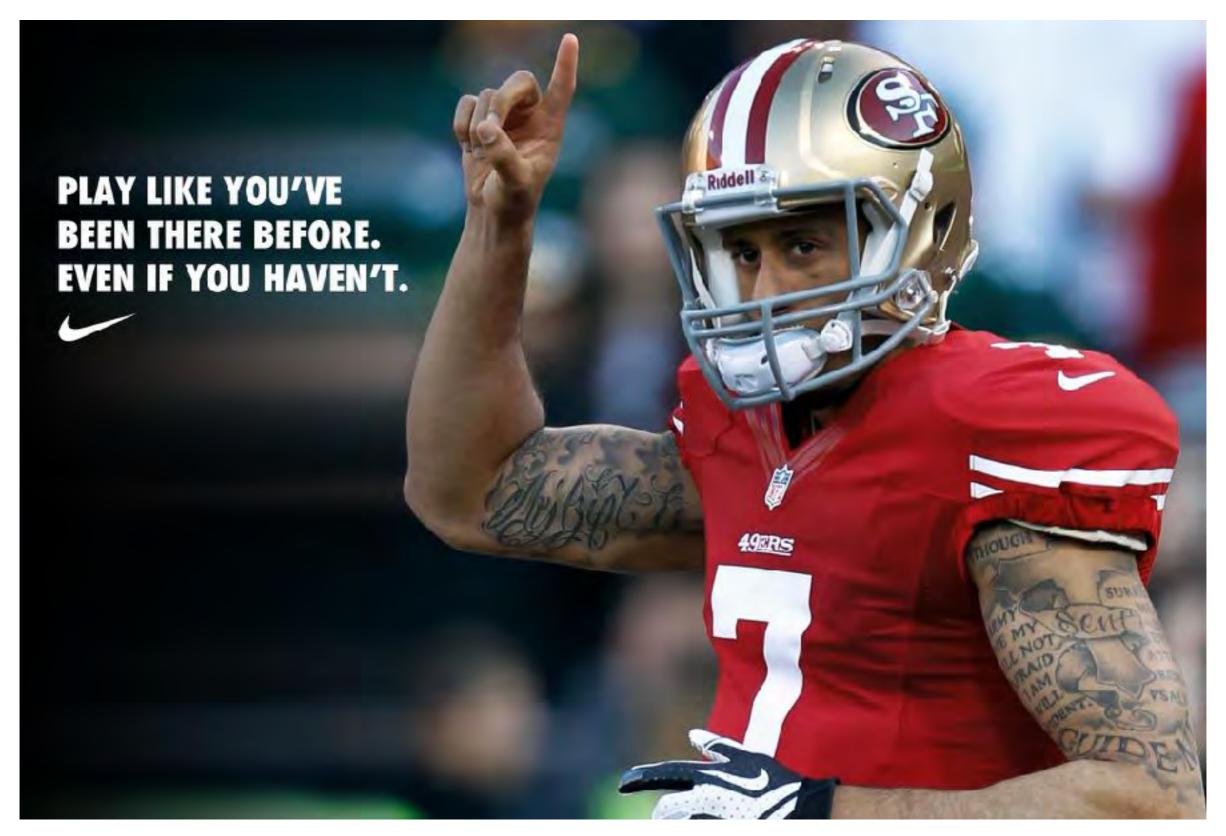
Brands and retailers are finding new ways to challenge and provoke jaded consumers



Youth protest today does not look like it did 50 years ago. The March for Our Lives was a massive outcry against violence delivered with a mix of pop sentiment, corporate cooperation, and an awareness of socioeconomic privilege



Rock the Vote tees by, from left, Tory Burch, \$70; Carolina Herrera, \$120; and Prabal Gurung Rock , \$100.



Colin Kaepernick becomes the face of Nike's Just Do It campaig. Quarterback was one of first players to kneel during anthem. Trump has condemned protests and no team has signed QB



### The sportswear giant's decision to feature polarising American football

The sportswear giant's decision to feature polarising American football quarterback Colin Kaepernick in its advertising, inciting threats of a boycott and antagonising US president Trump, may be its smartest marketing move yet. Ten days after Nike's new Colin Kaepernick ad provoked calls for boycotts, shares hit an all-time high, closing at \$83.47 on Thursday.

# HOW IS YOUR BRAND A REBEL?

# HYPE CULTURE

## **FLUXURY**

- Luxury is being turned on its head
- Anti-luxury becomes desirable streetwear, counterfeiting, youth, irony, casualisation, speed
- Logomania is back again.
   They're a mark of desirability that's easily broadcast through social media and resale sites
- Luxury is not what's most expensive, but what's rarest or most hyped - it's what you'd skip rent for
- A new wave of collectors are bringing fresh air to art, fashion and collectibles. They're young, savvy and open-minded



### LUXURY REDEFINED

Younger consumers and changing priorities are reforming perceptions of luxury



As the leading force in the luxury market, millennials are redefining what luxury means for the market. According to BCG and Altagamma, Millennials will make up 50% of the customer base by 2024.

### THE NEW MILLENNIALS // trends

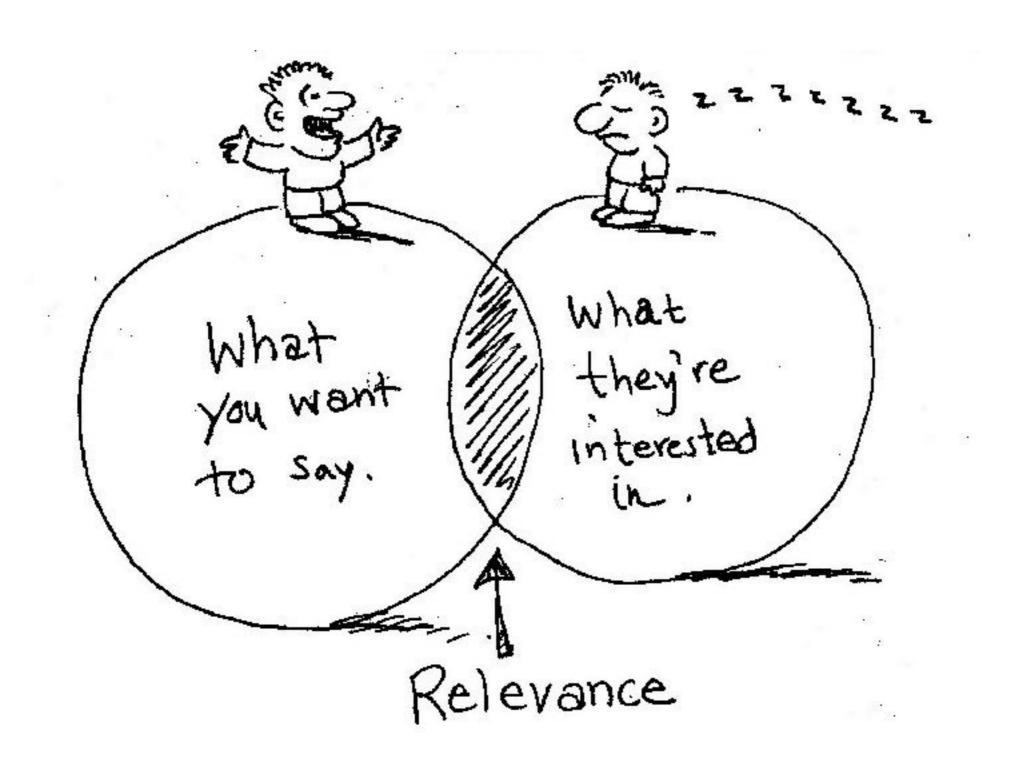


The new millennial 'stands out from the herd'

#### THE NEW MILLENNIALS // trends



Status no longer comes from just the image or price of an object, but from its association and values.



Message: Luxury is about relevancy not visibility.

## FOSTER A CULT

- New authentic collaborations
- Early previews
- Hacking campaigns
- Integrators
- Role of mini-influencers and brand ambassadors
- Internal brand advocates





Foster a cult of nice variety: Fancy Apple Fanboys Sneakerheads Nike Sneakers

## NEW OPPORTUNITIES

- Creators
- Niche players
- Curators
- Integrators





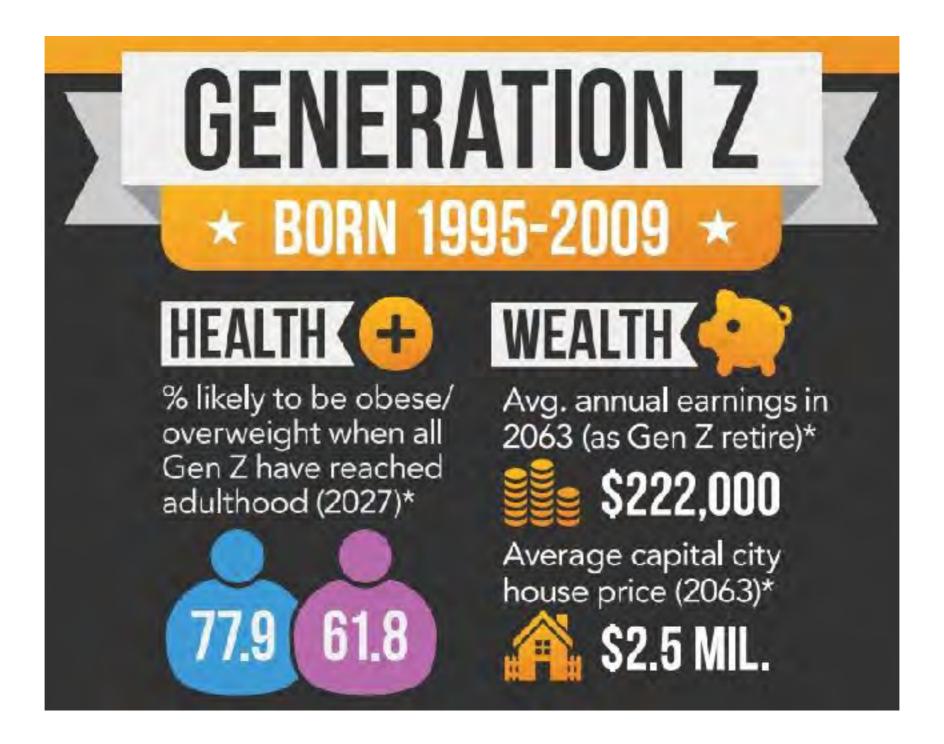
Shakeout opportunities: creators; niche players; curators; integrators

# STREETWEAR DELUXE

Younger luxury customers and a drive for more relevant product is creating a blur between luxury and streetwear



Streetwear is luxury



Certainly, hip-hop is a powerful tool for reaching Generations Y and Z, who are expected to account for 45 percent of the global luxury spend by 2025, according to Bain & Company. By 2025, they are expected to account for 45 percent of total luxury goods spending.



Luxury is evolving into a less formal and rarefied sector, shaped by the demands of millennials and Gen Z. 73% of luxury consumers are turning away from formal dressing towards casual pieces

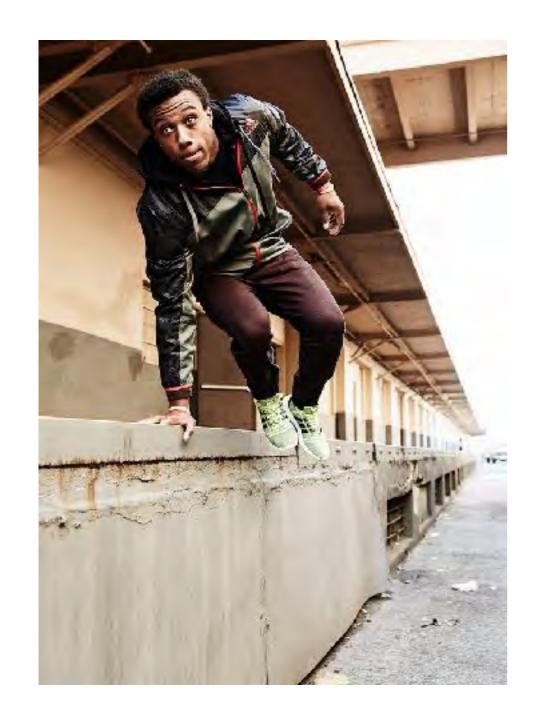
THE NEW ORDER // trends



Many brands have been quick to recognise this shift, introducing more lines influenced by streetwear, from Balenciaga's down jackets to Louis Vuitton's chunky sneakers and Dior's slogan T-shirts



Rappers Are Fashion's New Royalty: after years of avoiding associations with hip-hop, the fashion industry now sees the marketing power of America's greatest cultural export.

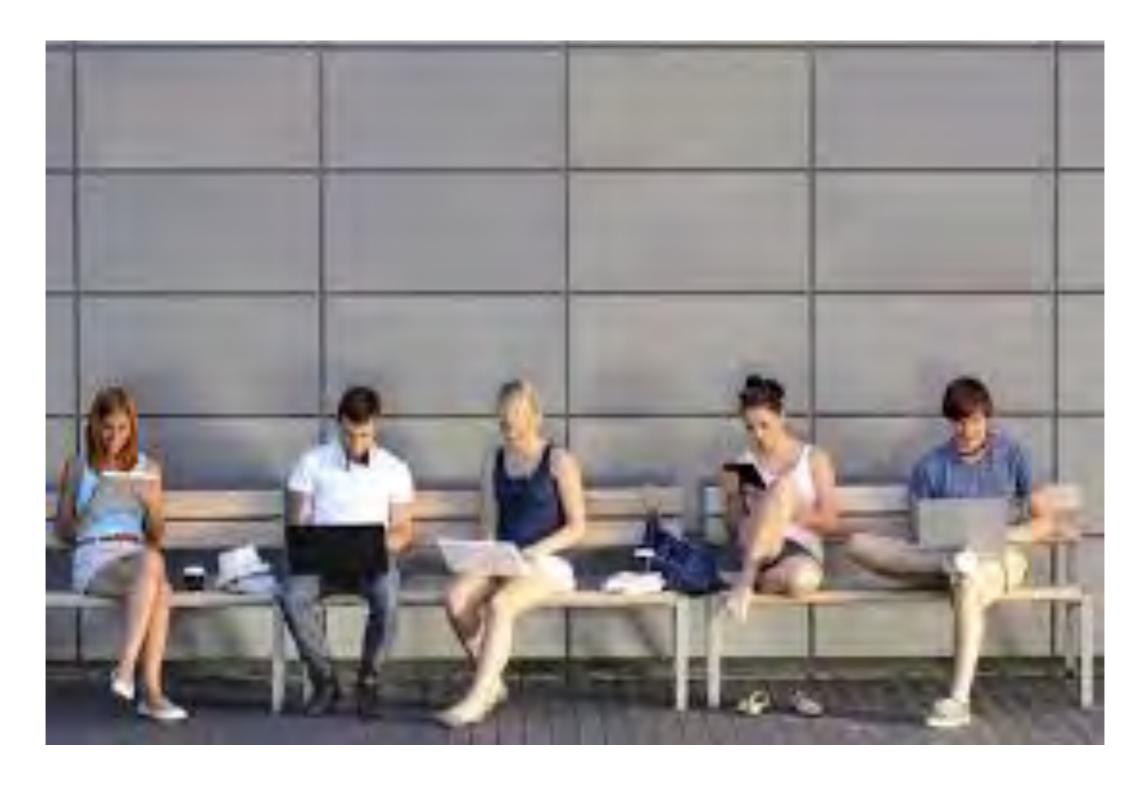




These influencers of the hip hop culture, the skate culture and other celebrity culture are really becoming the mainstream curators of what's cool, and that's translated into footwear



Over the past 2 years, more than a dozen luxury brands — including Louis Vuitton, Saint Laurent and Marc Jacobs — have featured hip-hop artists in their advertising campaigns.



What's more these generations were brought up on the Internet; they live a social network life which streetwear with its graphic visual approach can so much better reflect than formal fashion.





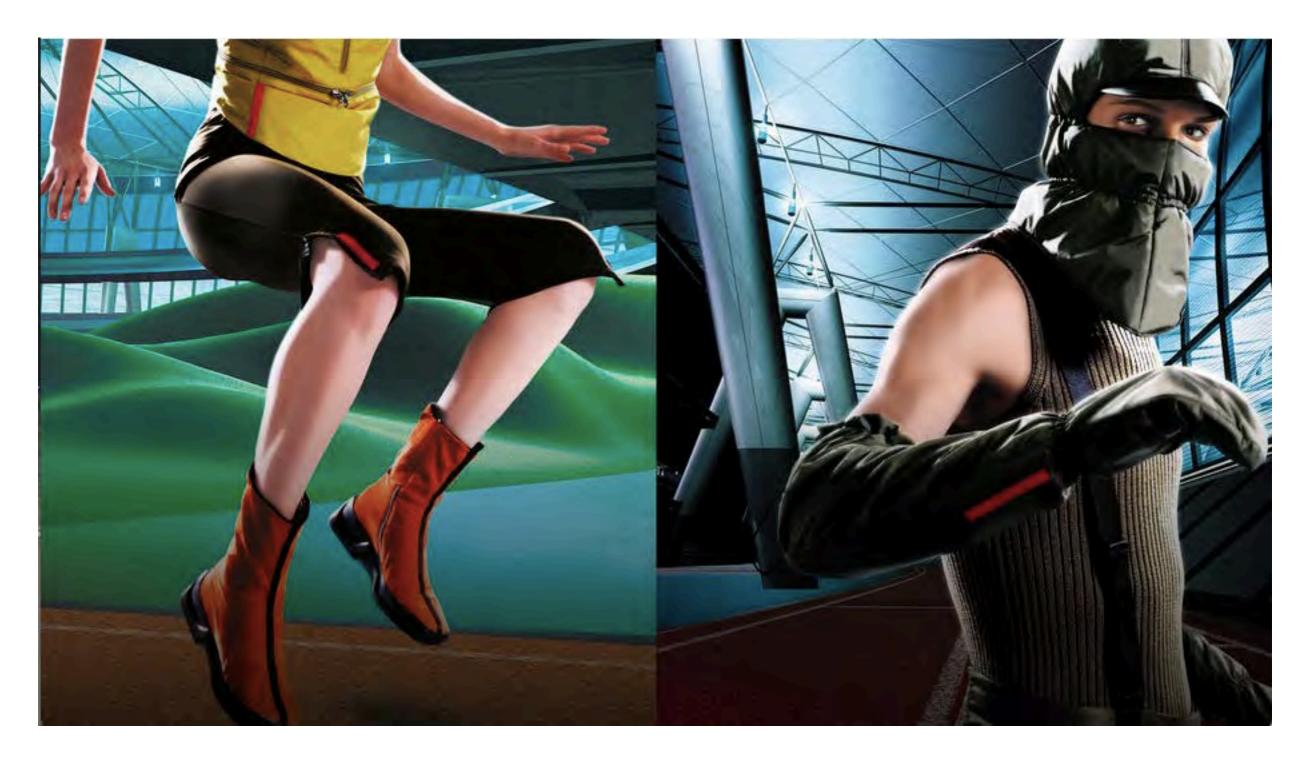
How streetwear took over the luxury market. Then there's the sense of snark and irony that also pervades the internet. See Abloh's use of quotation marks



At the London branch of Supreme, the weekly collection drops resulted in three-person-deep queues snaking around surrounding streets, resulting in the introduction of a new ticketing system



How streetwear took over the luxury market: millennials also crave what's real - something with the power to drive physical experiences, belief and belonging.

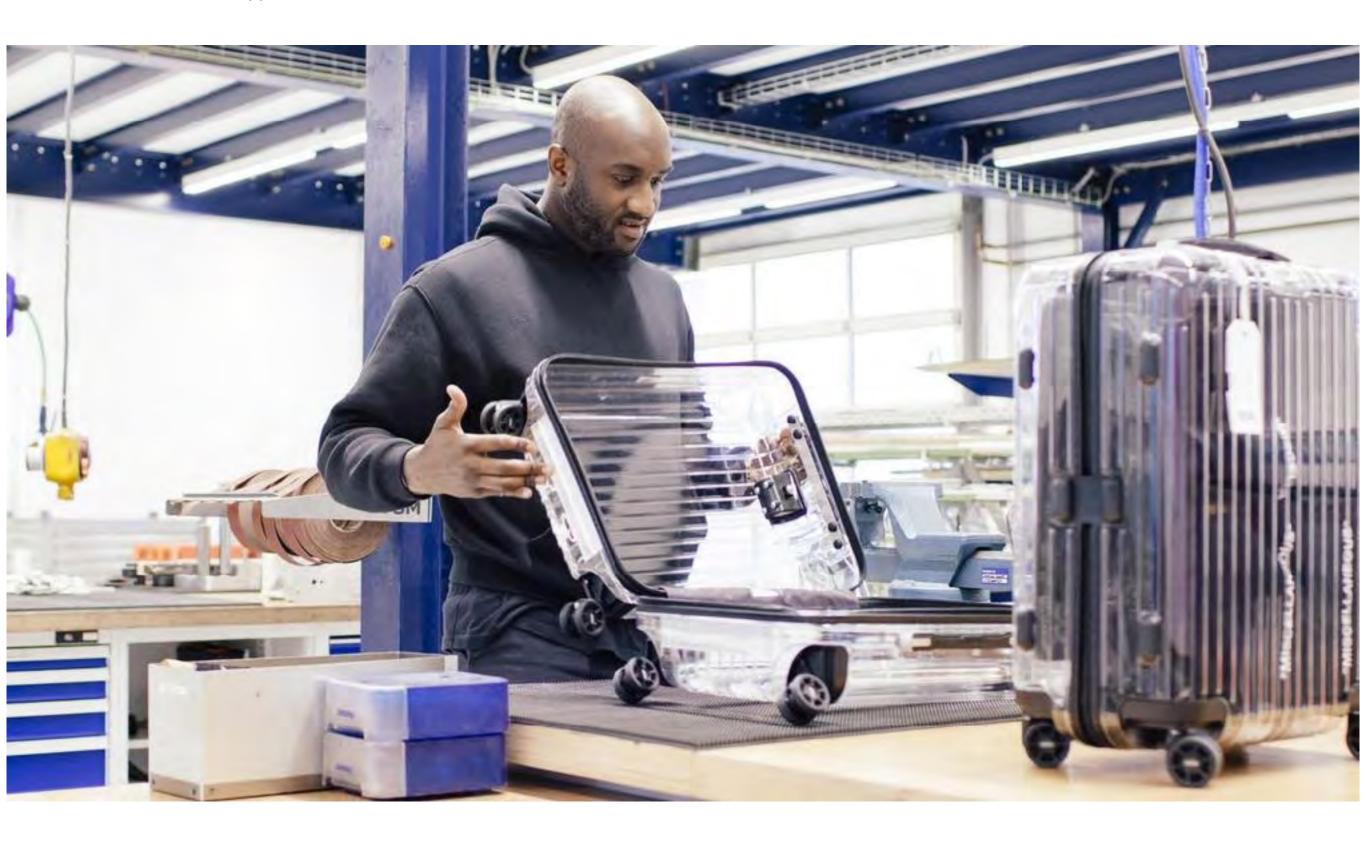


Linea Rossa, the technically driven line recognisable for its red logo and casually known as Prada Sport, has been relaunched and is now in its first retail season.



These £50 Fila trainers broke the internet. They're affordable, available on the high street and 'ugly'.

They ranked second in the world's most-coveted fashion items Lyst Index.



For those who have everything... Rimowa X Off-White suitcase



Air Jordan is collaborating with Vogue magazine on a limited-edition collection of sneakers inspired by Anna Wintour



Sportswear brands are becoming lifestyle brands. Hand-in-hand with the athleisure trend is the transition of sportswear brands to more lifestyle-focused labels.



This new luxury attitude is making brand logos increasingly powerful. WGSN identified a 226% increase in logo-heavy products available in the UK during 2017, while searches for logo T-shirts on Lyst increased 145%

"Consumers, especially in youth culture, have always used logos and graphics to make statements about their choices and express their individuality. It's grown even bigger today in our digitally connected world where images and symbols circulate globally in an instant on social media

-Tommy Hilfiger



While streetwear has traditionally been a male-dominated sector, brands and media are increasingly targeting "hypebabes" (female streetwear fans) as well as "hypebasts"



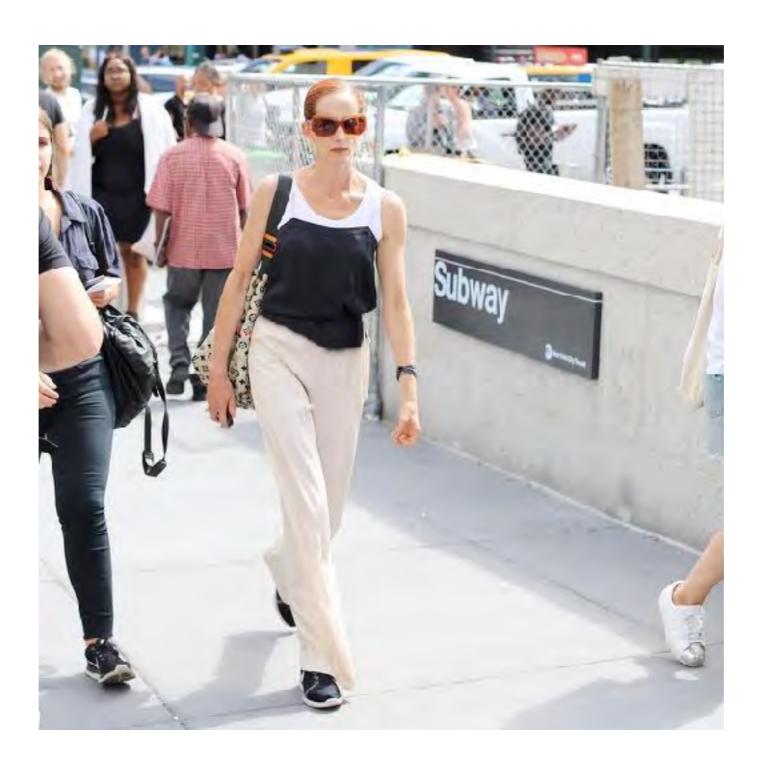
In March alone, someone searched for Rihanna's Fenty x PUMA bow sneakers every seven seconds



Melody Ehsani. Focused on streetwear for the ladies, Ehsani taps into an underserved and growing market. A bold pink interior sets the stage for a range of fresh tees and trendy jewellery.



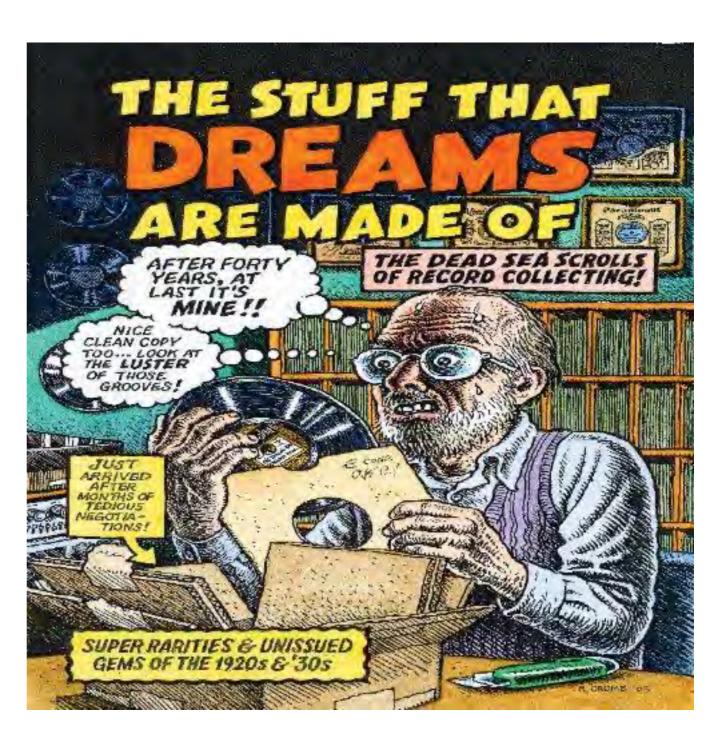
According to fashion search platform Lyst, there were more searches for sneakers than handbags in 2017, with over 3m people searching for the latest trainers every month



Vanessa Freidman wearing sneakers." As someone approaching the marathon of fashion month, I have converted to spending much of my work life in Nikes and am all for the emergence of sneakers from sports to subculture to mainstream staple."

## Thinking provocation:

- Which are your power fan tribes
- Find ways to make your fans work harder for access
- Power of surprise
- Adopt a collector's mindset



### NEW COLLECTING

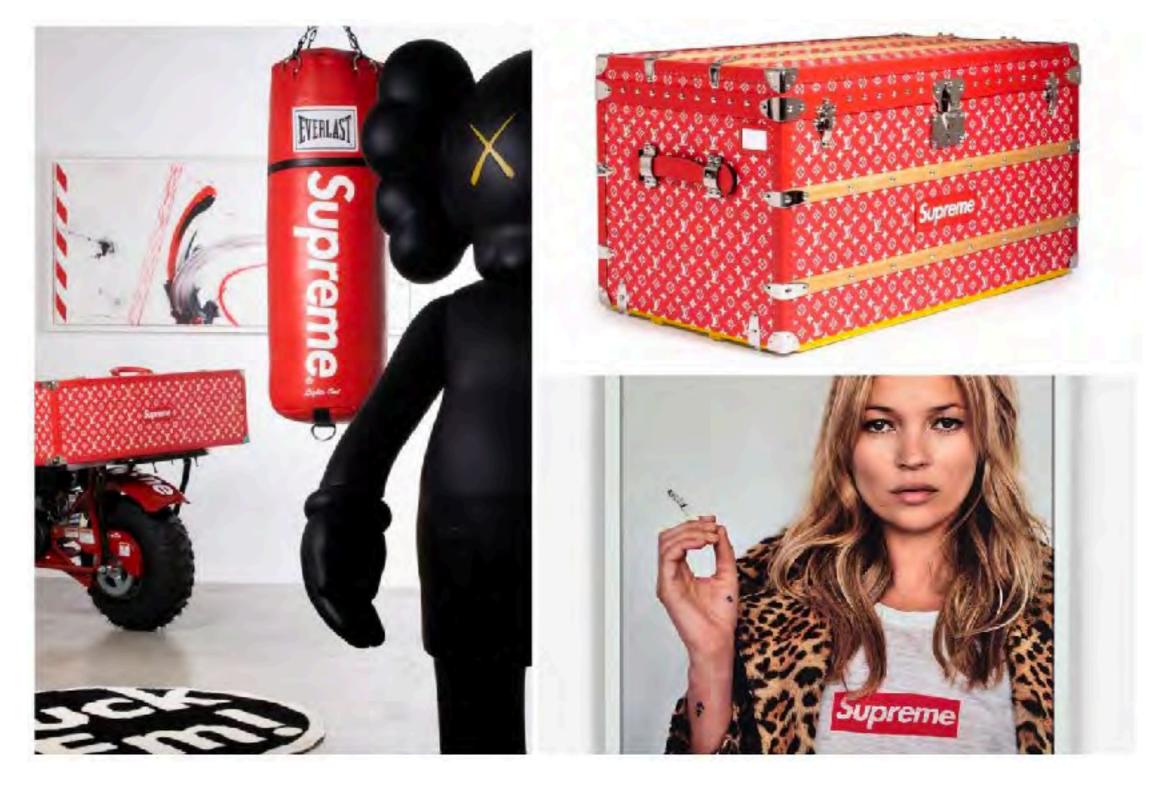
As ideas of luxury evolve, collectables are changing from art and wine to fashion and crypto-objects, marketplaces are increasingly digital and the new art collectors are younger and more open-minded



The resale market is growing nearly 24 times faster than retail as a whole. Research by Thredup suggests that online consignment sites could own nearly one third of closets by 2027



A rare pair of Adidas PW Human Race NMD TR, designed by the musician Pharrell Williams. Price tag: \$12,350.



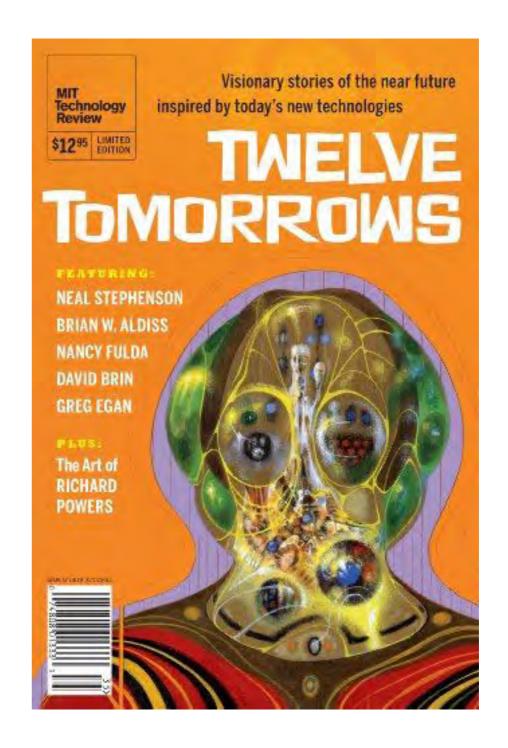
One of the most high-profile resale events was Supreme's auction offering rare pieces with prices ranging from \$200 to \$100,000. Sales totalled \$1m, marking a new high in resale values



N.B.A. players have grown more interested in art in recent years and created a new market of consumers and enthusiasts.

# RADICAL UTOPIA

- Near future inspired
- After fake news, reality doesn't have the same meaning anymore
- -Think new nature reality
- Designers looking to the future
- What will be the next natural colour?

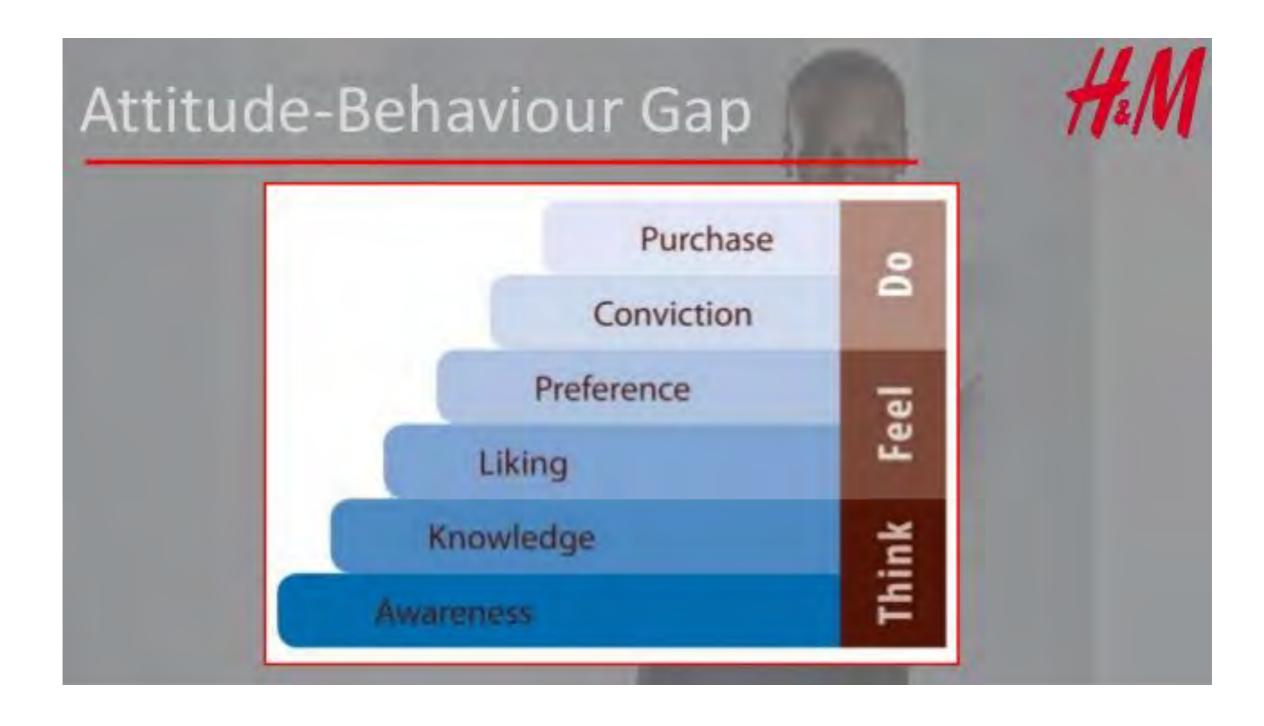




The environmental impact of production and consumption systems is central to any contemporary conversation about fashion and design.



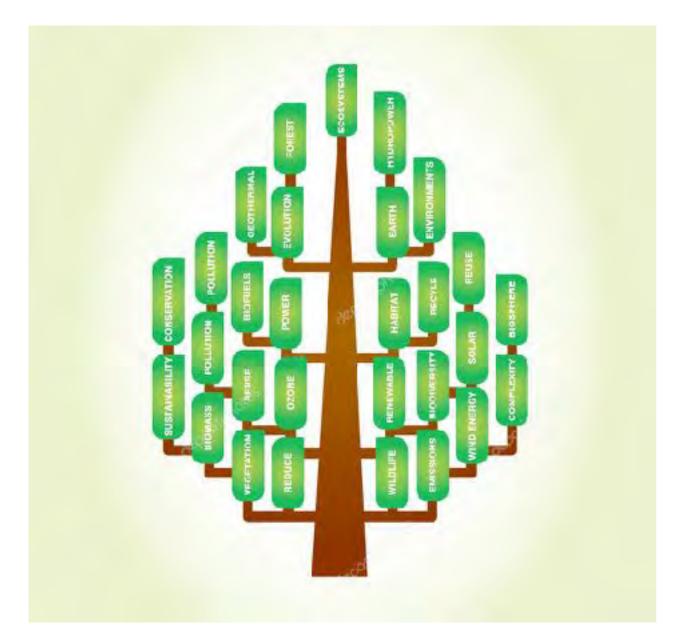
And pressure from consumers themselves reflected not just in demands for transparency but the rise of veganism, company boycotts and, decelerated consumption.

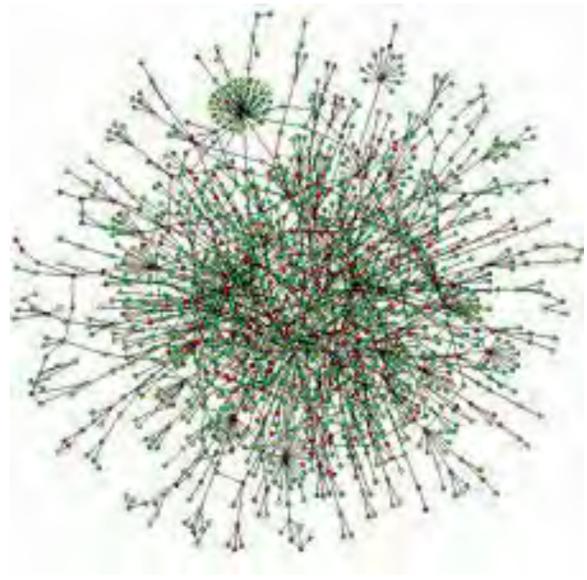


The ethical consumption gap between the number of consumers who say they want to buy in a responsible way and their actual purchasing patterns is massive



This might be less to do with lack of conviction but various other reasons: complexity of issues concerned; additional cost





This might be less to do with lack of conviction but various other reasons: complexity of issues concerned; poor product availability.



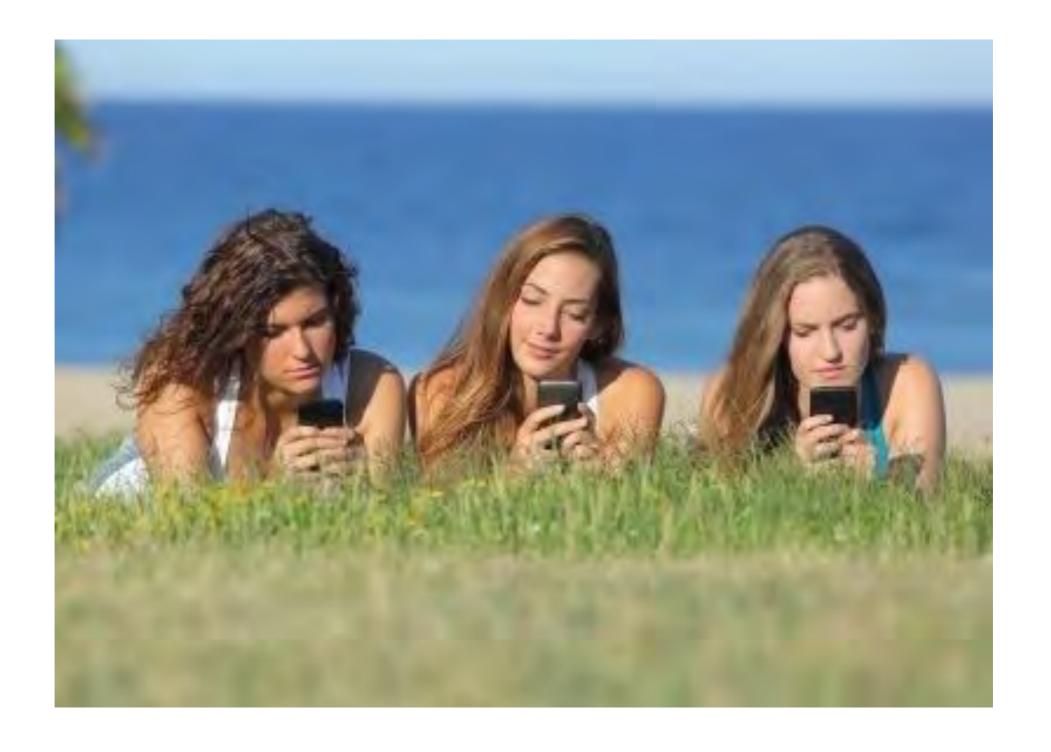
This might be less to do with lack of conviction but various other reasons: lack of clear labelling and marketing.



This might be less to do with lack of conviction but various other reasons: complexity of issues concerned; concerns over corporate green washing.



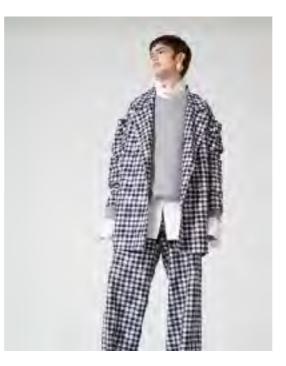
This might be less to do with lack of conviction but various other reasons: complexity of issues concerned; a generally capricious approach to purchasing — I care about sustainability when it comes to food, but not when buying a washing machine!



Do youngsters really want to become one with people and nature or do they prefer to be always connected, even in their spare time?









London fashion label Mother of Pearl — sold in some of the most prestigious stores in the world. "Sustainable but more designer led".



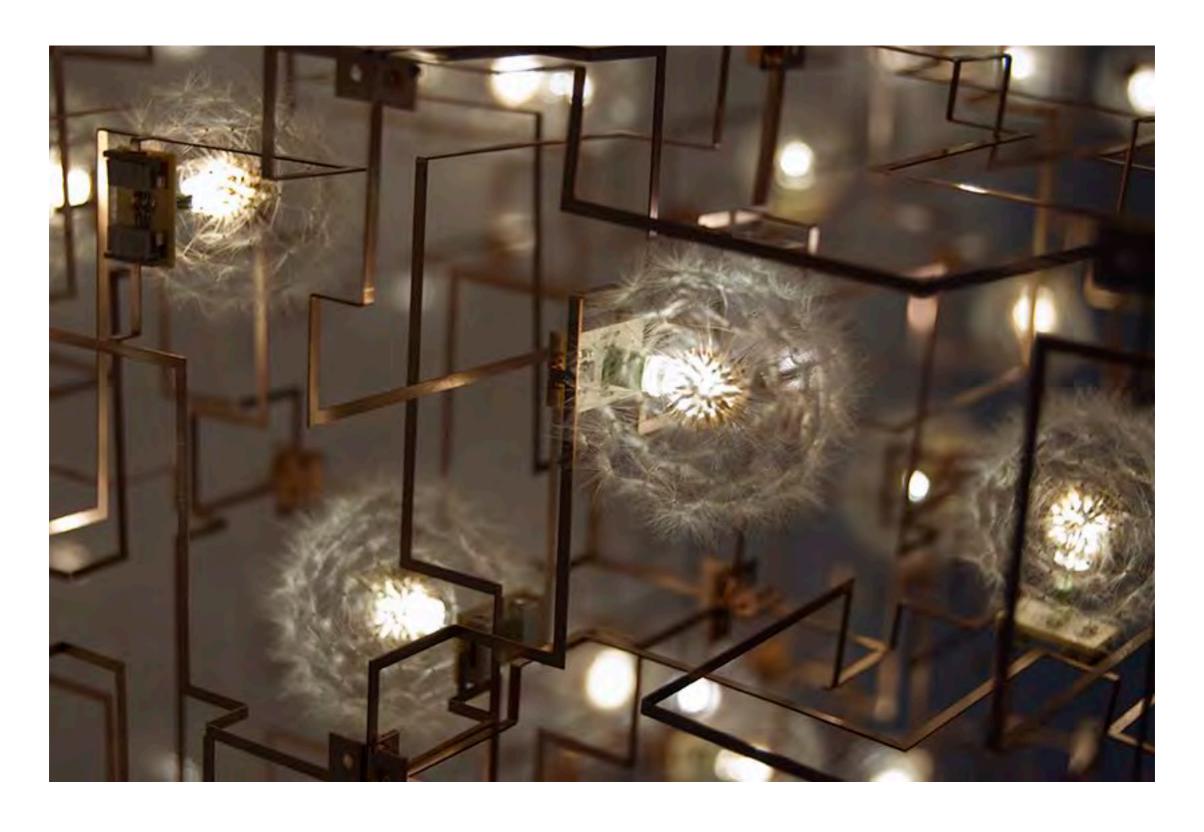


Nature and technology improve upon each other. Adopt technology to make better processing systems and more exciting and contemporary products in a sustainable way.

# FUTURE NATURE

- Move away from Boho haphazard onto the cooler cleaner looks
  Rooted in nature but stressing the precise
- . Merging technology and nature in art
- . Bringing nature inside
- . Building around not through nature
- .Future bio-based fabrics
- . Cool colours replacing brown and green





Coded Nature by Studio Drift. Merging technology and nature in art



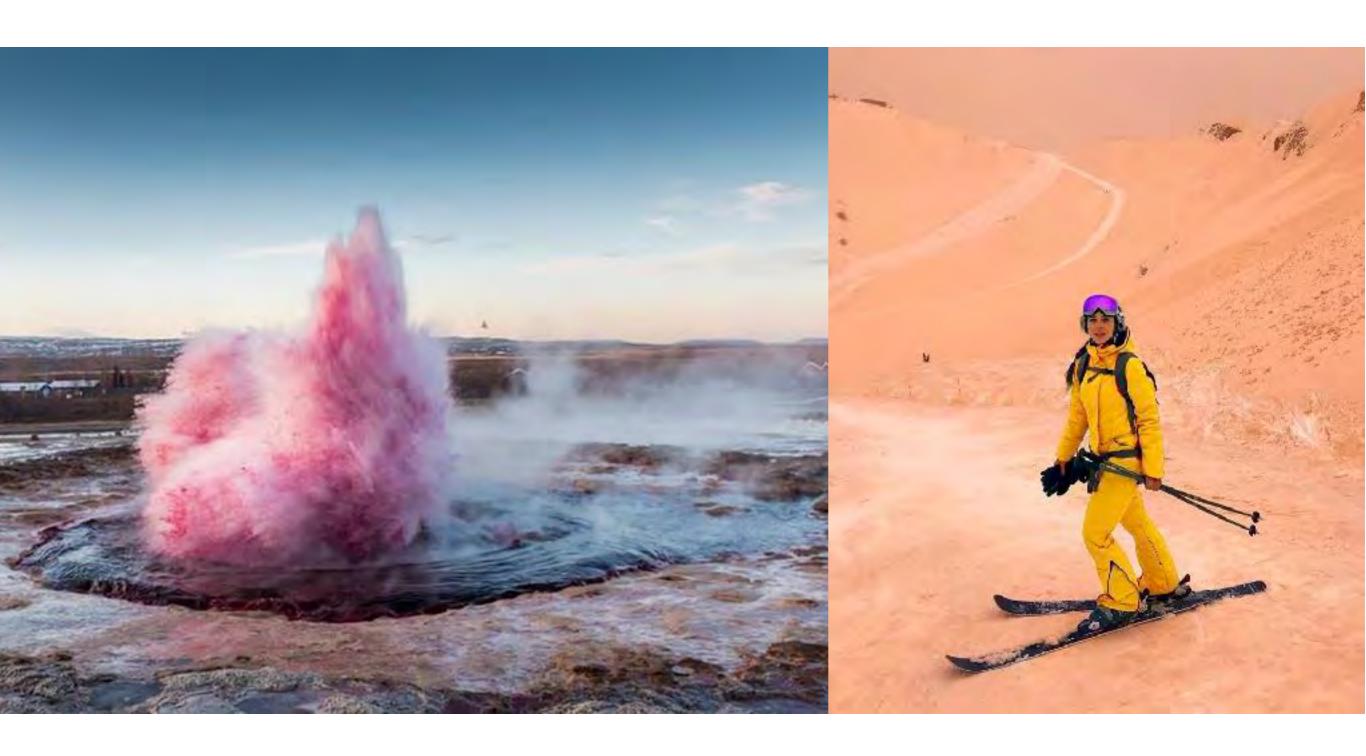
The new nature reality in extreme digital renderings: the induced technicolor world of Craig Burrows



Near future inspired by today's realities of climate change



Near future inspired by today's realities of climate change and designing for what we need to escape these landscapes



The new nature reality: pink mist at Iceland crater; orange snow at Sochi Russia



Two strong is the belief in a (crowded) virtual future that people are buying virtual real estate for huge amounts of real dollars to have their own space in the future.

Augmented and virtual reality will be a US\$162bn revenue business by 2020



Creatures created for the future. Jun Kamei designs amphibious garment to give humans gills





