



**Stylia**  **foe**  
*luxury wholesaler*

**2018 COMPANY PROFILE**



luxury wholesaler

02  
who  
we are



## **Company founded in 1994**

one of the first in Italy in this sector

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## **Based in Rome**

the most beautiful city in the world!

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## **More than 30 years of experience**

in luxury clothing, accessories and more

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## **Michele Di Leva:**

the founder

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## **Our suppliers - more than 250**

the most prestigious Italian and international brands

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## **Our customers - over 40.000**

the company is specialized in export



## **Integrated logistics system:**

20,000 m<sup>2</sup> warehouse

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## **Department marketing, sales and administration**

with 2000 m<sup>2</sup> of showroom and offices

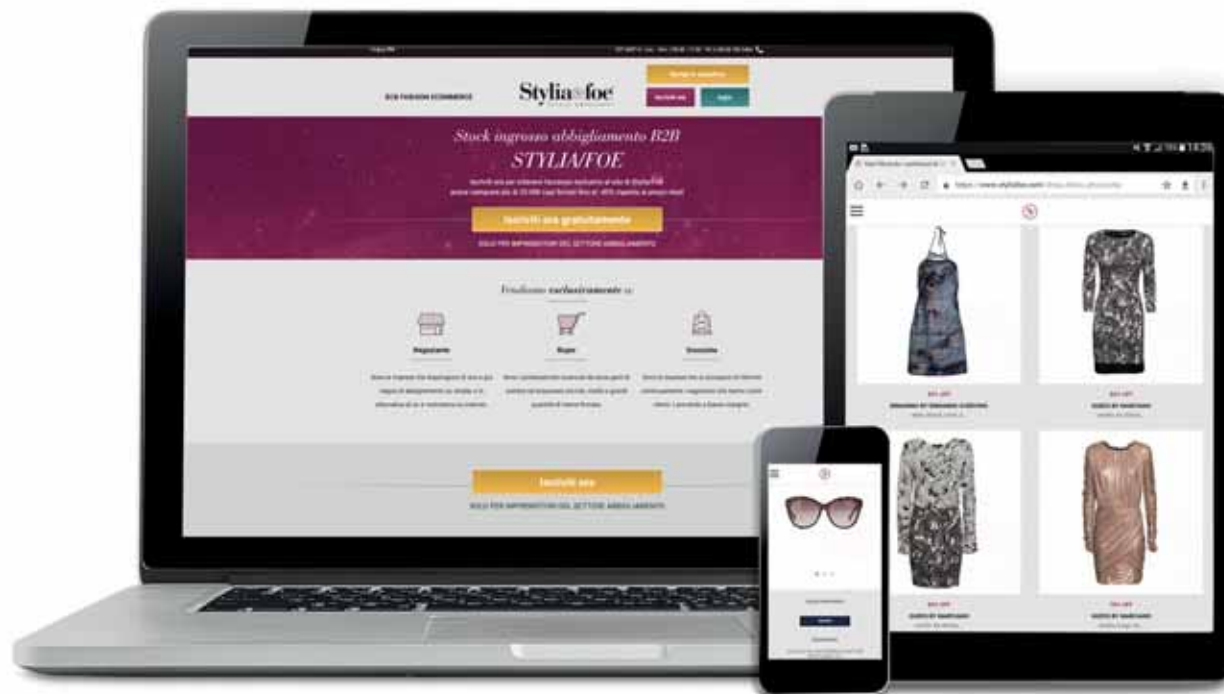
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## **Customer care service and after sales**

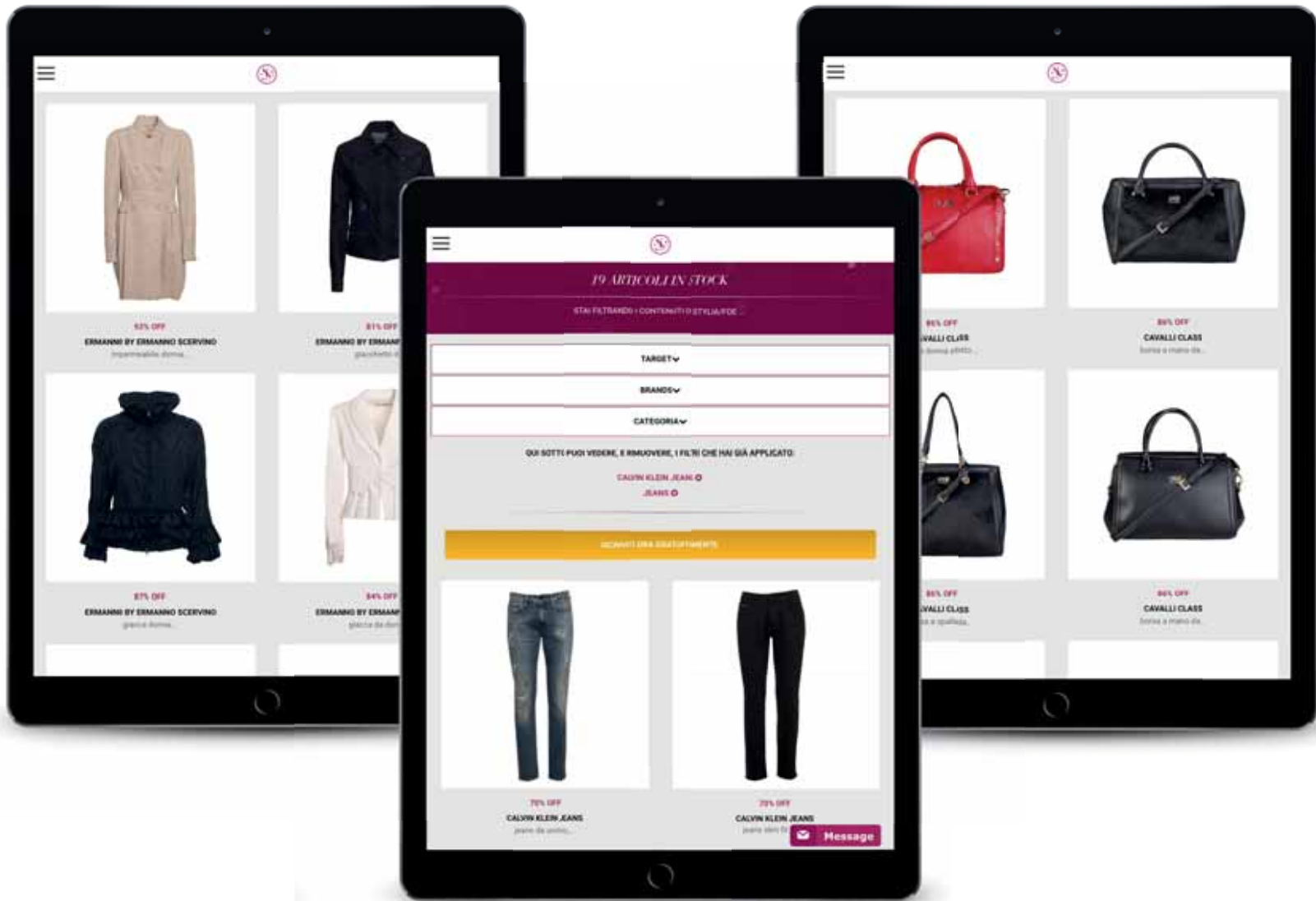
qualified and multilingual staff

# our B2B website

The only website in the wholesale  
world with access *restricted* to  
professionals only.







# 06 distribution channels



## Large Chains

Tkmaxx, Saks 5th Av., Century 21

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## Wholesalers

selected and records

## Big Players Online

Yoox, Vente Privee, Cdiscount, Brands4-Friends, KupiVip, Amazon

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## Small and Medium Retailers

online and offline

# 07 *international* business



**NORTH AMERICA**

**5%**

**ITALY**

**8%**

**EUROPE\***

**50%**

**AFRICA**

**5%**

**RUSSIA**

**20%**

**ASIA**

**10%**

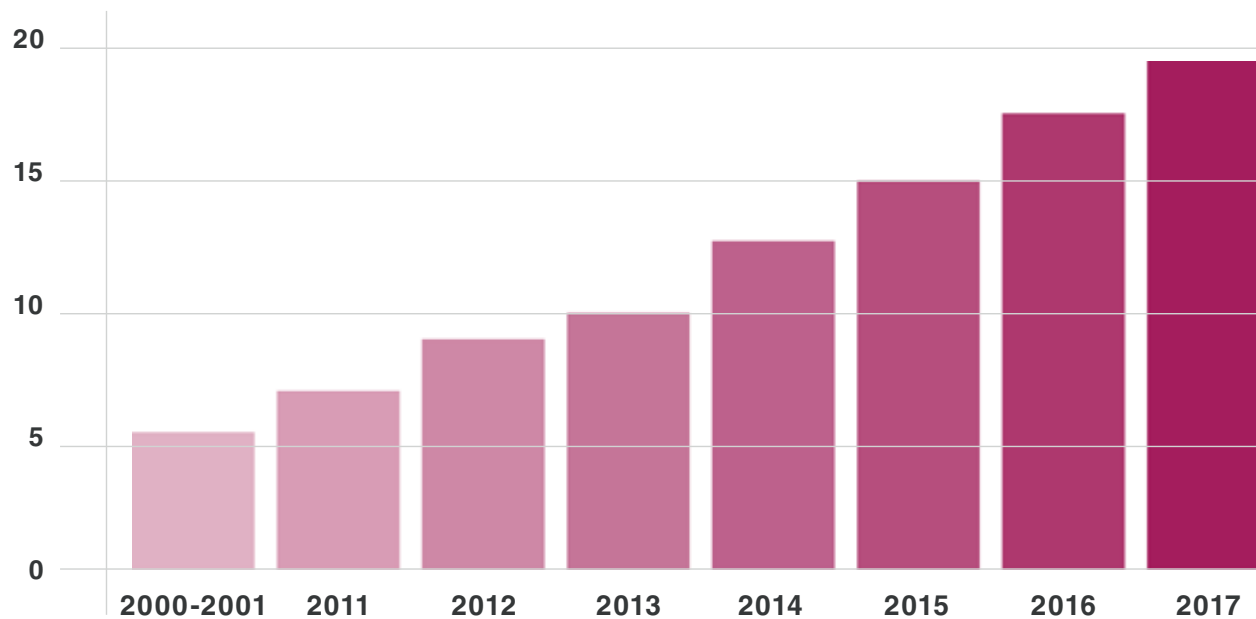
**OCEANIA**

**2%**

\* Customer focused mainly in France, Spain, Germany and Belgium.  
Absent in Moldova and Armenia.



# growth *in* percentage



2011	+27%
2012	+28%
2013	+28,7%
2014	+32%
2015	+32,8%
2016	+36%
2017	+30%

09  
some of  
our brands



*American Vintage*

ARMANI

**Baldinini**

BIKKEMBERGS

*Blumarine*

CALVIN KLEIN



**DIESEL**



GANT

GUESS



**KARL**  
KARL LAGERFELD

LACOSTE



MOSCHINO



PIERRE BALMAIN



roberto cavalli



TOMMY HILFIGER

VERSACE JEANS



We are the leading company in purchase and distribution of wide range of products, in terms of quality<sup>1</sup> and commodities<sup>2</sup>

<sup>1</sup> First choice, shop returns, second choice, assorted lots, mixed lots, etc.

<sup>2</sup> Clothing, accessories, men / women / children, eyewear, Home & Living, Beauty & Cosmetics-Watches and jewelry

# 13 strengths



## **Reliability**

30 years experience

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## **Deep knowledge of market dynamics**

Professionalism

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## **Unique B2B online shop really reserved**

Accessible to professionals only prior data control

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## **The only true luxury wholesaler**

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## **Integrated Logistic, fast handling and quick shipping**

Advanced operating system and integrated logistics

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## **Customs Deposit Area**

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## **Serious and reliable partner:**

high solvency



# 14 *online* strengths



New arrivals  
weekly



Private  
Access



Possibility  
of choice





**Shipping  
Service**  
UPS, DHL, DPD

**Professional  
Shootings**

**Several payment  
methods**  
Wire Transfer, Credit  
Card, Paypal



**We ship all over the  
world in 24-48 hours**



**Innovative  
management system**  
It has been studied  
for the sector



**Customer care  
service**



**Detailed description  
of products**

**Continuous  
innovation**  
Internal IT Team

# 16 our *suppliers*





**Request for brands and products**



**Receiving supply**



**Benchmark**



**Approval of the offer**



**Agreements**



**Payment**



**Preparation of the order**



**Documents Transmission**



**Withdrawal**

# 18 contact



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**Providers**

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00134 Rome – Italy

**Department logistics 1**

Via Ardeatina 2491

00134 Roma – Italy

**Department logistics 2**

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20816 Ceriano Laghetto (MB) – Italy

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