

SEAT UK corporate identity.

Local marketing.



Introduction.

We're proud of our innovative and creative Barcelona mindset at SEAT; it sets us apart from the crowd.

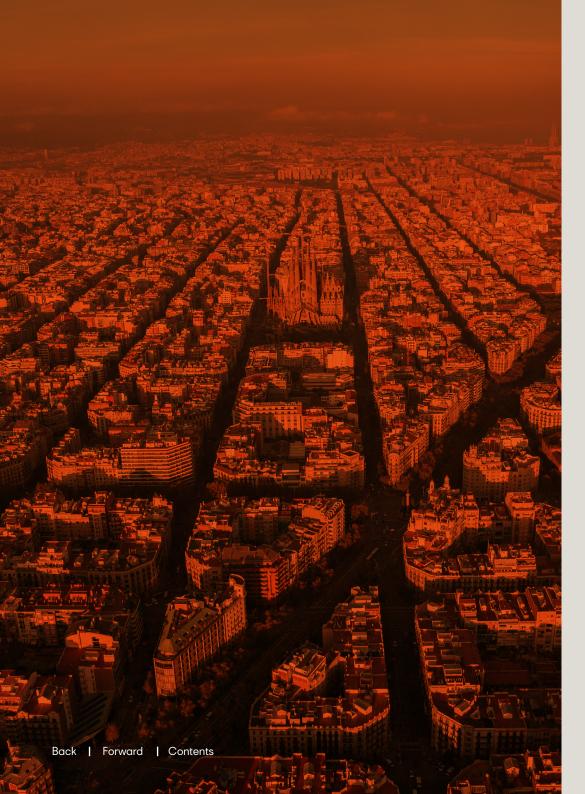
You'll see that pride reflected in the new SEAT UK corporate identity (CI). CI is made up of tone of voice, logo, colours, typography, imagery and infographic style. Here, we consider how each of these elements can best complement our brand across every touchpoint.

> All thinking is based around our new brand vision which focuses on 'effortless solutions', with everything we do designed to make life easier for our consumers.

> Adhering to these guidelines is really important in building a consistent and strong brand message, and is essential in ensuring your local activity has maximum impact.

All of your marketing materials should be compliant with SEAT CI.





SEAT and CUPRA.

SEAT and CUPRA have their own distinct communications CI. It is really important that SEAT and CUPRA messaging is never mixed in any marketing materials.

The only exception to this is with social media. To help reduce the administration of these channels, you can dual brand your accounts to represent both SEAT and CUPRA.

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Tone of voice.

As brands like ours enter into a spontaneous daily dialogue with customers through social media and content marketing, there's a need for a consistent tone of voice across all the different platforms.

At SEAT, we don't talk like other car brands. We don't do hard sell; we don't use complex language; we don't sound corporate.

We speak like we're chatting with a friend; informal, simple and human. Above all, we're optimistic; maybe it's all that Barcelona sunshine that gives our words such positive energy.



Tone of voice.

When communicating with customers, **think more Barcelona than Benidorm.** Think stylish, vibrant and modern.

Here are four key do's and don'ts to help you put this theory into practice.

Please do.

- Write and speak like people do in everyday life.
- Be confident and friendly.
- Anticipate concerns and questions, then answer them before they're raised.
- Create uplifting and motivating calls to action.

Please don't.

- Tell people what to do or think.
- Make things unnecessarily complicated.
- Use the old car manufacturer clichés.

07

• Mistake being aggressive or disrespectful for being streetwise.

Messaging.

A consumer can be exposed to over a hundred advertising messages a day.

It's important that all your communications cut through the advertising white noise and all messages are clear and concise.

Remember, the more messages you have, the more T's & C's you will need and the more crowded your ad will become.

For digital display materials, only one message per asset should be applied.

For email, we suggest no more than three messages per communication.

Print rules should be considered based on the size of the media. For example, a quarter page press ad should only include one message. A half page press ad can comfortably fit two messages. A multi-paged leaflet can have more.

Please don't.



Please do.



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Logo.

The SEAT logo is the single most important element of our CI. Bold and spirited, it's us in a nutshell. It's vital that our logo is always consistently presented. It should appear on all communications, with the exception of web banners that are hosted on a Dealers' own website.

The logo must not be modified in any way, including: colour changes, opacity, warping or distorting, obscuring by imagery.

The vertical logo should be used as the primary logo and applied where possible.

The horizontal, secondary logo should only be used when the shape of the primary logo is unsuitable for a particular piece of communication.

The logo should only be used in black or white, with the preference depending on the legibility.

Primary logo (vertical).



Secondary logo (horizontal).



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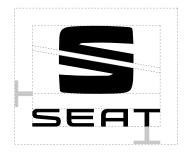
Logo.

We should always respect our brand's visibility through its clear space. This is defined by taking the 'T' of our logo and using it to create a standardised clear space around it.

This amount of clear space is designed to protect the logo from typography, images or any other graphic elements appearing too close to it. The protection area for the primary logo (vertical) is the height of the 'T' in the logo. This logo can be reduced to the minimum width size of 6mm.

The protection area for the secondary logo (horizontal) is the width of half the 'T' in the logo. This logo can be reduced to the minimum width size of 12mm.

Primary logo (vertical).





Secondary logo (horizontal).



Typography.

In the spirit of innovation, we have developed a new, unique font designed for digital and print use. SEAT Bcn is a geometric, sans-serif font particularly suited to bold weights. Our typography is typically used in black, but it can also be used in white over a dark colour block. Copy should never appear on imagery, and always appear in sentence case.

Important: The orange font is not to be used in any marketing communications. Please note that Arial is used throughout email communications.

SEAT Bcn can be downloaded for free from **SEAT**studio.

SEAT Bon

Light

Regular

Condensed

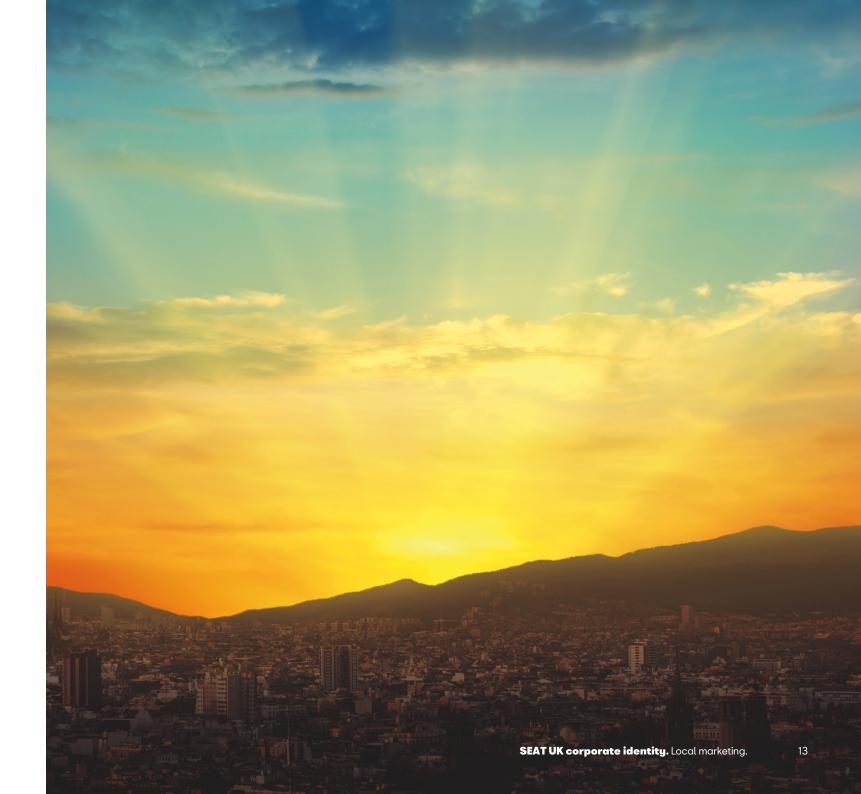
Bold Condensed Bold Black

01 Street wise **Easy**. **Refreshing**. #SEATbuscaNombre Bold. Sunrider Spirit. Barcelona. Human. Wanna connect? Yes? Determined. Clear. Creative Mindset Personalised 12345678 Chatty. Optimistic.

Colour.

We are the brand created in Barcelona, with a Sunrider Spirit. The Sunrider Spirit represents the life and character of our city's vibrancy.

Coming from Barcelona, it's only natural that colour is at the heart of our brand.



Corporate colours.

Inspired by our Sunrider Spirit, SEAT orange is the primary colour on all corporate communications, and should be used on all marketing materials that are not directly promoting a product from the SEAT range.

The SEAT grey should be used as a secondary colour on materials to help soften the vibrancy created by the primary SEAT orange colour. It should also be applied as the primary colour to communications that host multiple images.

SEAT orange.

Pantone 166 C 0/74/95/0 234/93/26

Warm grey.

Pantone Warm Grey 2 15/13/16/0 222/218/212

Pantone 179 C Pantone 129 CP Pantone 5215 CP Pantone 7431 CP 0/87/85/0 0/11/78/0 31/45/20/3 19/60/16/0 230/58/43 255/222/74 183/147/169 207/127/161 Pantone 178 C Pantone 1225 CP Pantone 5225 CP **Pantone Warm Grey 6** 0/70/58/0 0/25/79/0 20/31/13/0 37/34/36/14 252/196/70 209/184/199 150/148/142 236/107/95 Pantone 380 C **Pantone Warm Grey 2** Pantone 486 CP Pantone 346 CP 22/0/81/0 0/55/50/0 53/0/51/0 15/13/16/0 216/220/72 241/140/118 132/196/151 222/218/212 Pantone 151 CP Pantone 3262 CP Pantone 358 CP Pantone 5575 CP 0/60/99/0 76/0/38/0 34/0/42/0 43/16/33/2 238/125/5 0/175/172 183/216/170 159/185/174 Pantone 1495 CP Pantone 3248 CP Pantone 480 CP Pantone 4535 CP 0/46/77/0 48/0/22/0 16/33/36/4 16/14/40/1 224/157/69 142/206/207 212/175/156 222/209/167 Pantone 1485 CP Pantone 284 CP Pantone 482 CP Pantone 550 CP 0/34/58/0 59/18/0/0 10/20/24/0 46/13/12/0 248/184/116 107/174/224 232/208/193 149/192/214

Product colour

So, how did we arrive at the 24 striking shades in our

We thought about a typical day in Barcelona, and all

the colours that make the

historic streets, the sun-kissed

beaches and the legendary

architecture so memorable and distinctive. Then we picked the 24 most beautiful of these to represent our brand; one for every hour of the day.

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palette.

palette? Simple.

Imagery.

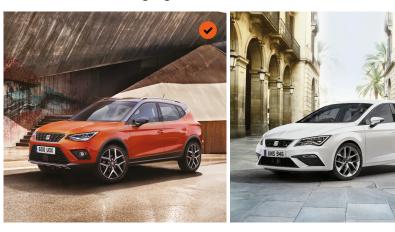
All customer facing communications should only feature product-led hero imagery.

Studio and cut-out imagery should no longer be used.

Our images capture the sunrider spirit. Backlight and lense flares may be used to reinforce this effect.

The lighting is natural, light and warm. Overall, our images feel like spontaneous snapshots from real life.

Product-led hero imagery.





Studio and cut-out imagery.







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Imagery.

When producing a non-product communication, an orange wash can be applied to lifestyle imagery.

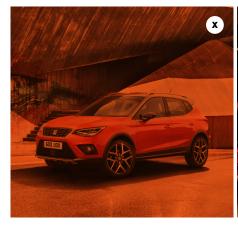
The orange wash should never be used on a product-led hero image or a lifestyle image featuring the SEAT logo.

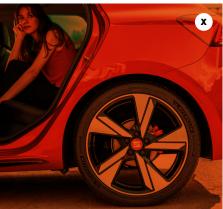
Orange wash lifestyle imagery.

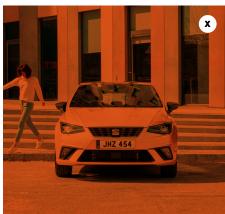












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Colour matching.

The hero vehicle images within the library on **SEAT**studio now display a baseplate containing the colour from the palette that must be applied alongside that image.

So, how was this decided?

The colour has been assigned based primarily on the dominant colour displayed within the image. On images where a dominant colour is lacking or is too disruptive, they have been paired with a colour that is featured in the background, or is complementary to the look and feel of the image.

Colour is the heart of our brand, so the image library should be your first port of call when creating any new vehicle communications.

Any non-product communications featuring lifestyle imagery with the orange wash should always sit alongside Warm Grey 2.

If you cannot find an image on **SEAT**studio, please contact the **SEAT**studio team.



Pantone 151 CP 0/60/99/0 238/125/5



Pantone 358 CP 34/0/42/0 183/216/170



Pantone 284 CP 59/18/0/0 107/174/224



18

Pantone Warm Grey 2 15/13/16/0 222/218/212

Colour matching.

There are some exceptions to this ruling.



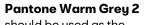
Pantone 5575 CP

is only to be used for Aftersales assets.



Pantone 166 C

is to be used for Fleet and SEAT FOR BUSINESS assets.

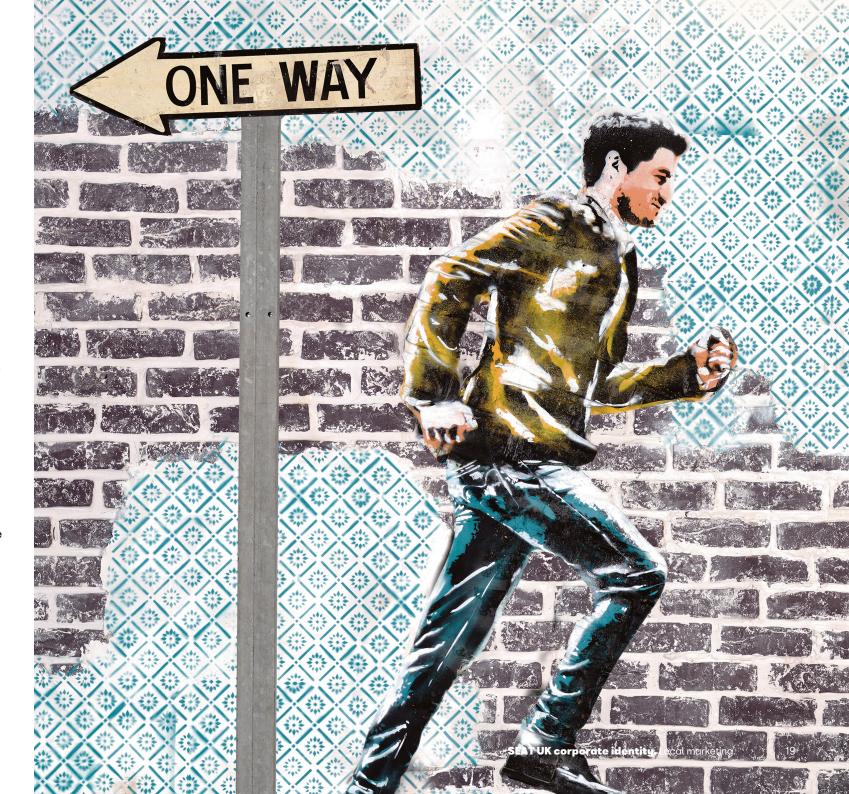


should be used as the primary colour within a communication when images have equal hierarchy, to avoid any image and colour clashes. It can also be used as a secondary colour alongside the corporate colour and the assigned colour of the hero image.

No more than two colours should be used on a single asset, other than email.

For a nationally driven campaign, like a product launch or event, a steer on the colour will be communicated to you by SEAT UK.

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lconography.

SEAT icons combine solid line strokes with elegant rounded corners. The style is derived from the logo lettering and reflects the young spirit and vibrant energy of the brand.

They should only be used in black or white, matching the colour of the copy that they are sitting with.

Icons can be applied to leaflets, brochures and online to help create visual interest and grab the audiences attention. They should add value to a communication and shouldn't just be used for decoration.

No more than eight icons should be applied to a single page.

All icons are available to download from **SEAT**studio but should you need any new ones creating, please contact the **SEAT**studio team.



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Campaign imagery.

Supporting imagery may be introduced for specific campaigns e.g. cartoons for Ibiza launch, graffiti for Arona launch. Events may have a campaign icon such as the sun clock and calendar.

Campaign imagery should be used during the specific campaigns set by SEAT UK only. During this time, if you wish to use them, get in touch with the **SEAT**studio team for advice on how they should be applied.

Ibiza launch campaign.



Daylight Saving Savings Event. Q4 2017.



Arona launch campaign.



Fresh Start Savings Event. Q1 2018.



CI checklist.

This checklist covers all the key CI elements. The **SEAT**studio team use this when checking Dealer materials for CI compliance.

You may wish to use this checklist when creating your own marketing material to help ensure it is compliant.

Design element	SEAT details	
Logo	Has the current SEAT logo been used?	
	Is it in the right place?	
	Is there enough clear space around it?	
	Is it only either black or white?	
	Is it the correct vertical/horizontal logo?	
	Does it meet the minimum size criteria?	
	Is it in proportion to the rest of the content?	
Typography	Is it the SEAT Bon font?	
	Is all copy on the colour block?	
	Is it only either black or white?	
	Have the correct weightings been applied?	
	Is all text in sentence case?	
Colour palette	Is the colour block shown picked from the palette?	
	Is it the correct campaign/business channel colour?	
lmagery	Is it lifestyle, not static?	
	Does the image flood to the edge of the asset?	
	Have any secondary images been excluded?	
Grid	Does all the content have enough space?	
	Has the asset been correctly split (image vs. colour block)?	
Diagonal stack	Is the hierarchy of text clear and following a reading order?	
	If content suits, has one been used?	
Tone of voice	Is it in line with the brand TOV?	
Dealer block	Is it just above the T&Cs?	
	If a Dealer logo has been used is it a mono version?	

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Grid system.

A grid should be applied during asset creation to ensure that content is spaced evenly.

Where possible, the image should cover 50% of the asset.

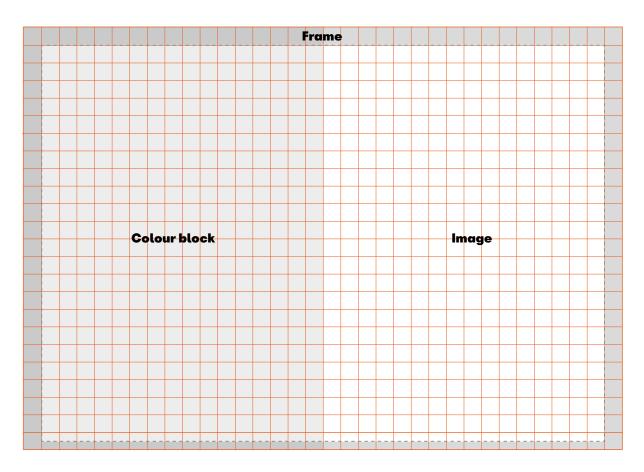
For print assets, the shortest side should have 24 grid squares.

For digital assets, the shortest side should have 10 grid squares.

An outer frame of one grid square should be applied to the top and sides of all assets. Half a grid square should be applied to the base. This frame should be clear of all content. Once the asset construction is complete, the grid should be removed.

There is an exception to these rules for outdoor advertising, social media images, MPUs and literature. Please refer to pages 41, 49, 50 and 43 respectively for further guidance.

1 grid square.



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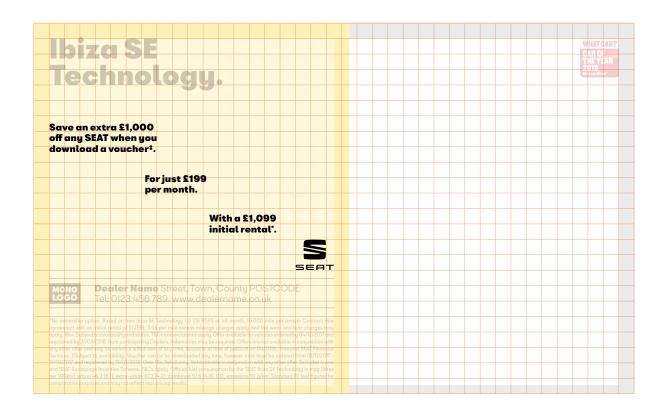
 $\frac{1}{2}$ grid square.

Diagonal stack.

Where possible, an element of the body copy should be stacked on an invisible diagonal line.

It is not established by a defined angle, but one that it is adapted to fit the content and space available.

The hierarchy of text should be clear and follow a reading order, without visually losing the diagonal effect.



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Dealer block.

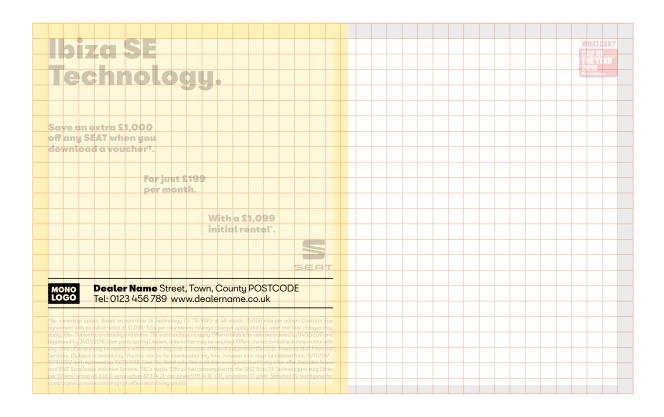
Where space allows, full Dealer details should appear across two lines on printed assets.

When space is limited, a CTA including the Dealer name should be used e.g. 'Contact Dealer Name' or 'Search Dealer Name'.

If you wish to include your Dealer logo on communications, it should appear as a vector at the beginning of the full address block in solid black or white, depending on the font colour.

If you need your Dealer logo converted to adhere to these rules, please contact the **SEAT**studio team who will action this free of charge.

Half page advert.

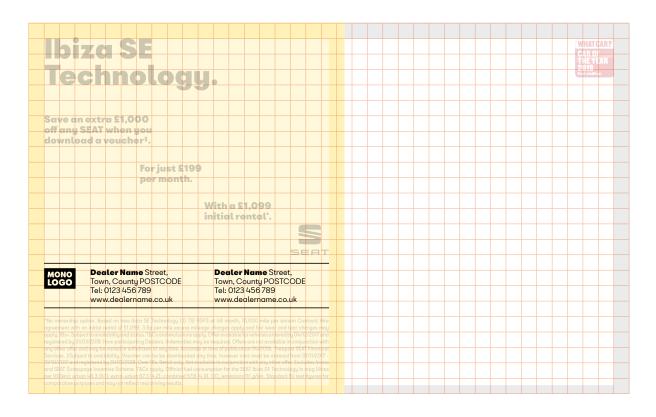


26

Dealer block.

Where more than one address is needed on a single communication, the details should be displayed side by side.

Half page advert.



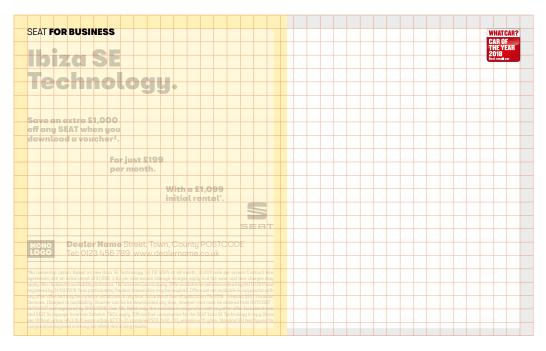
27

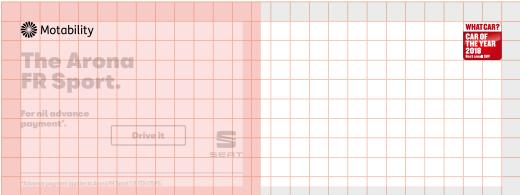
Supporting logos.

Channel specific logos, such as Motability and SEAT for Business, should always appear in the top left hand corner of the colour block.

Award logos should always appear in the top right hand side of the image.

They should both appear in proportion with the SEAT logo.



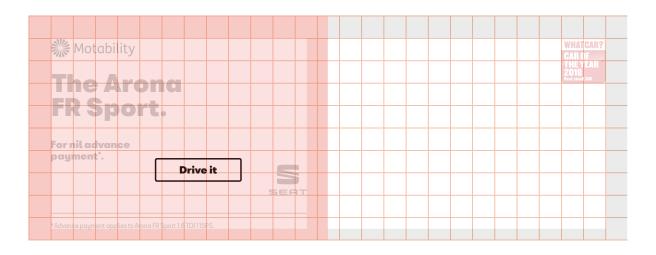


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CTA button.

All digital assets should feature a CTA button that, where space allows, forms part of the diagonal stack. The button has subtle rounded edges that complement the curved font.

Web banner.



29

Leaflet margins and columns.

All pages are built on a grid system using 12 columns constructed from the measurements below.

Body copy can be stacked to break up paragraphs, keeping to a minimum of 2 columns in width.

Where possible, the first paragraph under the title sits one column in from the left. Imagery can be split across any number of columns, including across pages.

- o1 12 column grid.
- o2 14mm margin.
- **03** 1.235mm gutter.



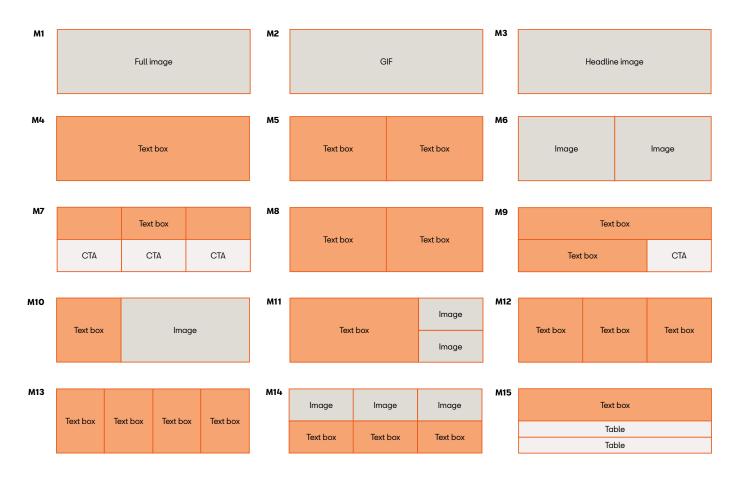
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Header

Email modules.

We have created 15 modules that work well together to create a variety of layouts.

Each of these modules can be combined freely but no more than three modules with a header and a footer should be used in one communication.



Footer

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Email colours.

For emails, the colour palette has been regrouped.

The three colours in each column adjacent can be applied to one email communication to help give it depth.

The steer on which column of colours should be applied is still taken from the colour that is associated to the hero image used in the communication.

Under no circumstances should colours from different columns be used on one communication.

Product colour palette.





Corporate colour palette.



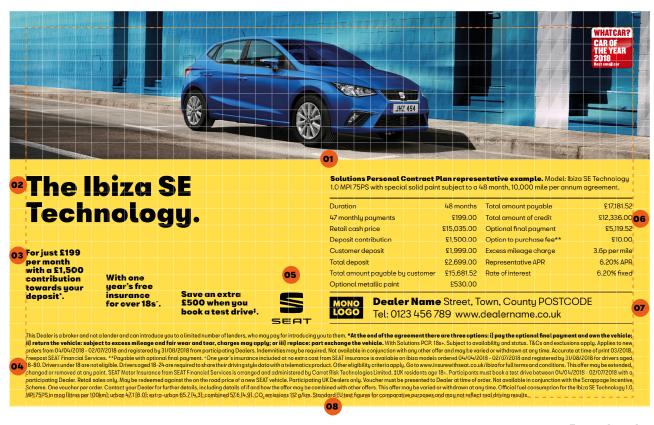
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Retail PCP press advert half page.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bcn Black.
- o3 Diagonal stack in SEAT Ben Black.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 6.5pt.
- os SEAT logo.
- of Finance table in SEAT Bcn Regular.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.
- Flexible grid.



Example only.

34

Retail PCP press advert full page.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bon Black.
- os Finance table in SEAT Bon Regular.
- O4 Diagonal stack in SEAT Bcn Black.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.
- os SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 6.5pt.
- os Flexible grid.



Example only.

35

Retail PCH press advert half page.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bcn Black.
- o3 Diagonal stack in SEAT Bcn Black.
- Dealer block in SEAT Bcn
 Regular and SEAT Bcn Black.
- os SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.
- o7 Flexible grid.



Example only.

36

Contract Hire press advert half page.

- Image alongside Contract Hire colour block.
- SEAT FOR BUSINESS logo in top left corner.
- Model name in SEAT Bon Black.
- Information table in SEAT Bcn Regular.
- Diagonal stack in SEAT Bon Black.
- SEAT logo.
- Dealer block, SEAT Bon Regular and SEAT Bon Bold.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 6.5pt.
- Flexible grid.

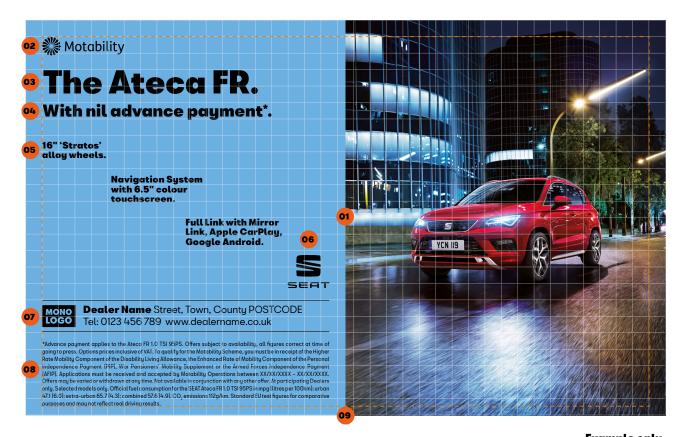


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Motability press advert half page.

- on Image alongside pre-assigned colour block.
- Motability logo in top left corner.
- Model name in SEAT Bon Black.
- Subheading in SEAT Bon Black.
- os Diagonal stack in SEAT Ben Black.
- o6 SEAT logo.
- Dealer block in SEAT Bcn
 Regular and SEAT Bcn Black.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.
- Flexible grid.

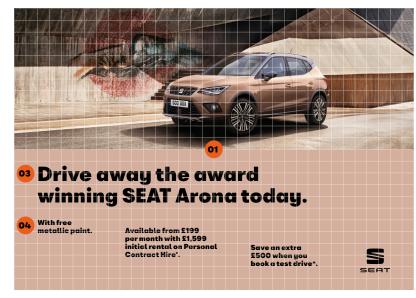


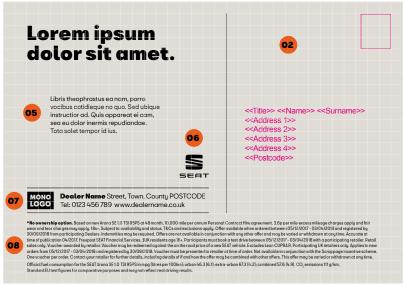
Example only.

38

Single model 2pp DM.

- on Image alongside pre-assigned colour block.
- Warm Grey 2 applied as secondary colour.
- O3 Headline in SEAT Bon Black.
- Diagonal stack in SEAT Bon Black.
- os Body copy in SEAT Bcn Regular.
- os SEAT logo.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 6.5pt.





Example only.

39

Multi-model 2pp DM.

- Multiple images alongside neutral Warm Grey 2.
- Headline in SEAT Bon Black.
- o3 Diagonal stack in SEAT Ben Black.
- **64** Body copy in SEAT Bcn Regular.
- os SEAT logo.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.





Example only.

40

Non product communication using lifestyle imagery.

- Orange wash image alongside pre-assigned colour block.
- Warm Grey 2 secondary colour applied to reverse.
- o3 Headline in SEAT Bon Black.
- **64** Body copy in SEAT Bcn Regular.
- os SEAT logo.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.

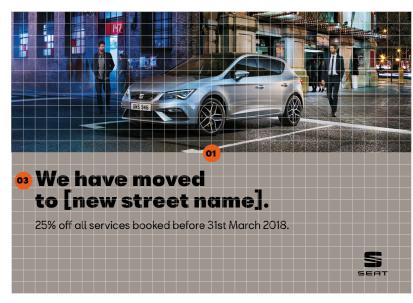


Example only.

41

Non product communication using vehicle imagery.

- on Image alongside pre-assigned colour block.
- Warm Grey 2 applied as secondary colour.
- Headline in SEAT Bon Black.
- **64** Body copy in SEAT Bcn Regular.
- os SEAT logo.
- Dealer block in SEAT Bcn Regular and SEAT Bcn Black.





Example only.

42

Outdoor advertising 48 sheet.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bcn Black.
- o3 Diagonal stack in SEAT Bcn Black.
- **94** SEAT brand logo.
- os Dealer block in SEAT Bcn Black.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 90pt.
- Flexible grid with an invisible outer frame of two grid squares should be applied to the top and sides. One grid square should be applied to the base.



Example only.

43

Small space.

- on Image alongside pre-assigned colour block.
- Headline in SEAT Bon Black.
- OB Dealer name in SEAT Bon Black.
- **94** SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed and SEAT Bcn Condensed Bold in 6.5pt.

Petrol pump ad.



Example only.

44

Single model leaflet.

Cover – image and colour in sync.

Spreads – a mix of warm grey and cover colour, depending on imagery. Do not let the cover colour clash with the imagery featured in spreads. One dominant colour should be applied per spread.







Example only.

45

Multi-model leaflet.

Cover – image and colour in sync.

Generic spreads without featuring a model, to house lifestyle imagery matched with a warm grey colour block

Spreads – only one model to be featured per spread. Colour of spread and image are to be in sync.







Example only.

46

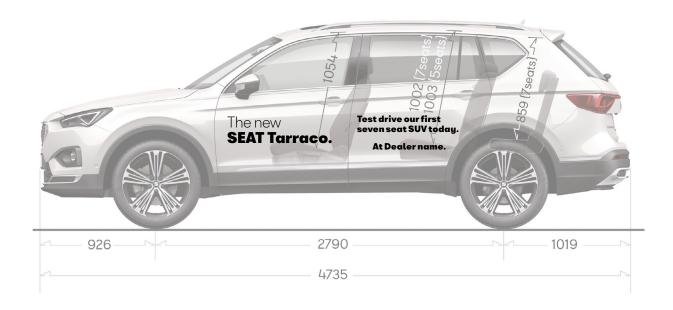
Decals.

All copy should be in SEAT Bcn in either black or white, depending on legibility.

Copy should adhere to the SEAT tone of voice and not include distressing messages, for example: £6,000 off this very car, CHEAP SALE NOW ON, SUPER DEALS etc.

Decals can be used when displaying SEAT vehicles outside of your showroom, such as product placements or external events. Decals should never be used on showroom vehicles.

Contact the **SEAT**studio team to have decal artwork created free of charge.





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49 Web banners

52 Social media

53 Digital display

56 eDM

Retail PCP web banner.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bon Black.
- o3 Dealer Name in SEAT Bon Black.
- Diagonal stack and CTA button in SEAT Bon Black.
- os SEAT logo included when hosted on an external site.
- T&Cs in SEAT Bcn Condensed in 9pt.
- o7 Flexible grid.

Hosted on an external site (including brand logo).



Example only.

49

Contract Hire web banner.

- on Image alongside Contract Hire colour block.
- o2 SEAT FOR BUSINESS logo in top left corner.
- Model name in SEAT Bon Black.
- Diagonal stack and CTA button in SEAT Bon Black.
- Table information in SEAT Bcn Regular and SEAT Bcn Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- Flexible grid.

Hosted on a Dealer site (no brand logo).



Example only.

50

Motability web banner.

- on Image alongside pre-assigned colour block.
- Motability logo.
- Model name in SEAT Bon Black.
- Dealer Name in SEAT Bon Black.
- Diagonal stack and CTA button in SEAT Ben Black.
- os SEAT logo included when hosted on an external site.
- T&Cs in SEAT Bcn Condensed in 9pt.
- os Flexible grid.

Hosted on an external site (including brand logo).



Example only.

51

Social media image post.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bcn Black.
- o3 Diagonal stack in SEAT Bcn Black.
- O4 SEAT logo.
- os Flexible grid with an invisible outer frame of half a grid square should be applied.



Example only.

52

Digital display MPU.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bon Black.
- o3 Body copy in SEAT Bon Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- os Dealer name in SEAT Bcn Black.
- of CTA button.
- o7 SEAT logo.
- os Flexible grid with an invisible outer frame of half a grid square should be applied.













Example only.

53

Digital skyscraper.

- on Image alongside pre-assigned colour block.
- Model name in SEAT Bon Black.
- o3 Diagonal stack in SEAT Bcn Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- **O5** Dealer name in SEAT Bcn Black.
- o6 CTA button.
- o7 SEAT logo.
- os Flexible grid.

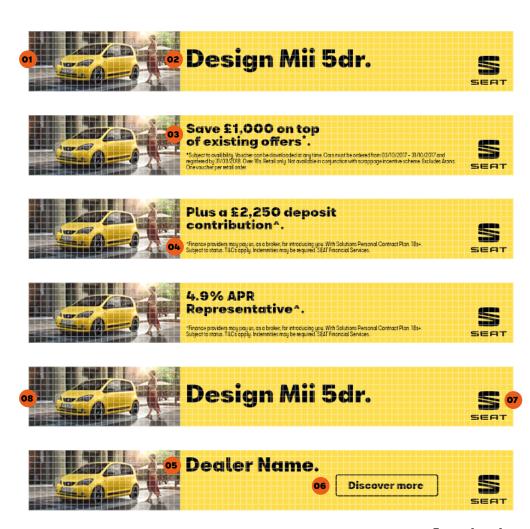


Example only.

54

Digital leaderboard.

- on Image alongside pre-assigned colour block.
- O2 Model name in SEAT Bon Black.
- o3 Body copy in SEAT Bon Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- os Dealer name in SEAT Bon Black.
- o6 CTA button.
- o7 SEAT logo.
- Flexible grid.



Example only.

55

Single model eDM.

- Horizontal logo used to best fit the space.
- Image alongside pre-assigned colour block. Headline in SEAT Bcn Black saved as an image.
- o3 All other copy in Arial.
- Accompanying gradient colours applied throughout the email.
- o5 CTA button with rounded corners.
- oe Dealer block with mono logo.



Example only.

56

Multi-model eDM.

- Horizontal logo used to best fit the space.
- Image alongside pre-assigned colour block. Headline in SEAT Bcn Black saved as an image.
- o3 All other copy in Arial.
- Accompanying gradient colours applied throughout the email.
- os CTA button with rounded corners.
- **o6** Dealer block with mono logo.

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Example only.

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SEAT UK corporate identity. Local marketing.



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- **60 Typography**
- 61 Digital colours
- 62 Call to action (CTA) buttons
- 63 Imagery
- 64 Page layout examples

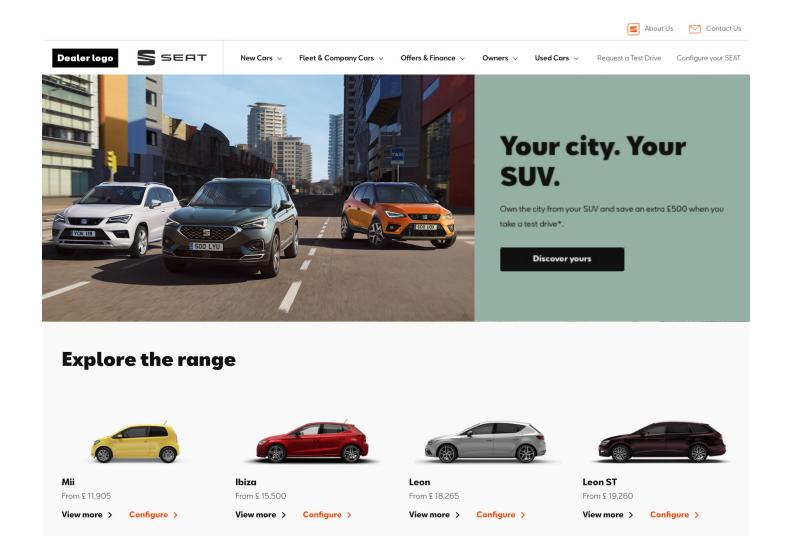
SEAT logo.

Your SEAT Dealer website, or SEAT section if you have a Group website, should display the horizontal logo on all pages.

The logo should appear in the navigation bar in support of the Dealer's own logo.

The SEAT logo should only be used in black or white, depending on the background colour of your website page.

Displaying the latest SEAT logo is a brand requirement, as per the 2019 trading policy.



59

Typography.

Our typography is typically used in black, but it can also be used in white over a dark colour block.

The web safe SEAT Bcn can be downloaded for free from **SEAT** studio.

Use the image adjacent for a guide on size ratios for the different types of copy.

Live text can be placed over product imagery, as long as it does not overlap any element of the actual vehicles themselves.

Eyebrow 16px	This is an eyebrow
H2 50px	This is a headline
НЗ 38рх	This is a subheadline
Сору 16рх	This is body text. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Sed facilisis arcu et dui blandit lacinia. Sed mauris velit, tempus in nisl ut, commodo hendrerit nisl.
СТА 16рх	This is a CTA
Caption 14px	This is a caption

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Digital colours.

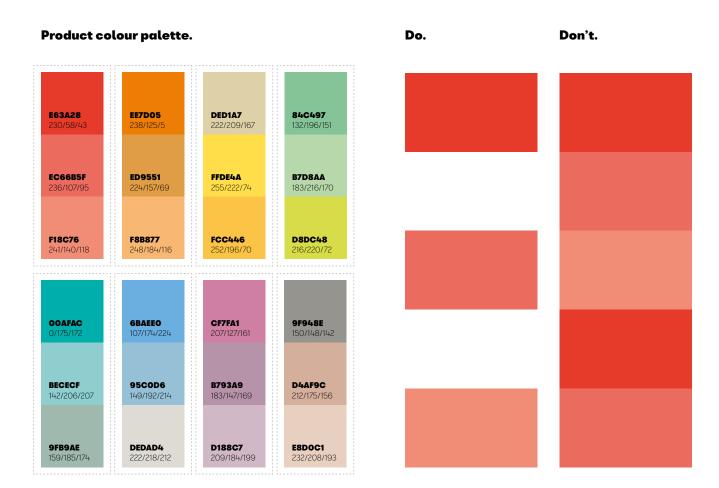
There are 24 digital colours that can be used across your website.

Just like in email, the colours are grouped together.

The three colours in each column adjacent can be applied to one web page to help give it depth and section it up.

Under no circumstances should the colours from different columns be used on a single web page.

When using one of the colour blocks on a web page, you should incorporate blocks of white space or full bleed images to break up the colour. Please see the example adjacent.



61

Call to action (CTA) buttons.

The primary CTA should appear in a filled in box to attract the most attention.

The secondary CTA layout should only ever be used in instances where you need to have two, yet the response required from the user via this button is of less importance than the first.

When the background is white, use the page colours to highlight the secondary CTA buttons.

In the instance that the background is one of the 24 brand colours, it is essential that you use a black CTA button.

Primary conversion CTA.

Buy online

Secondary conversion CTA.

Test drive

Outline.

Primary conversion CTA.
Over product colour background.

Buy online

Secondary conversion CTA.
Over product colour background.

Test drive

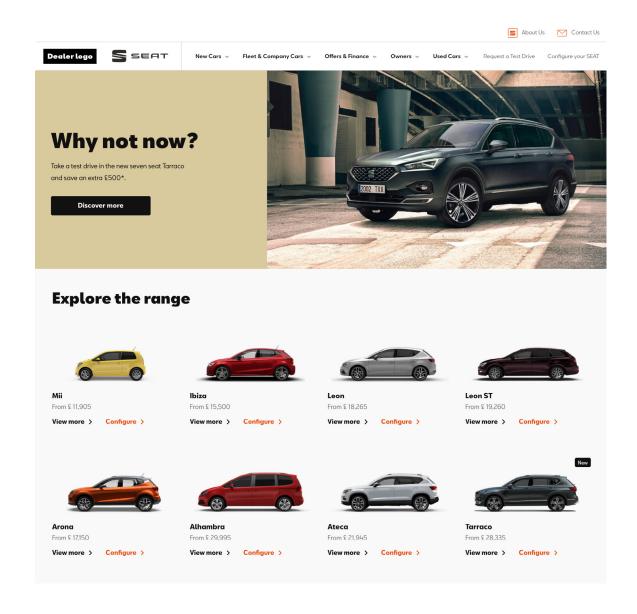
Outline.

Imagery.

All hero imagery should be lifestyle led.

Where possible, copy should never appear on images. Instead, you should utilise the colour blocks for any copy that you wish to have with your image.

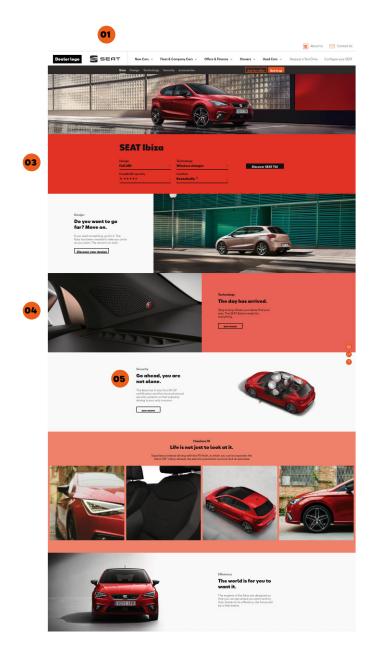
If you cannot find an image on **SEAT**studio, please contact the **SEAT**studio team.

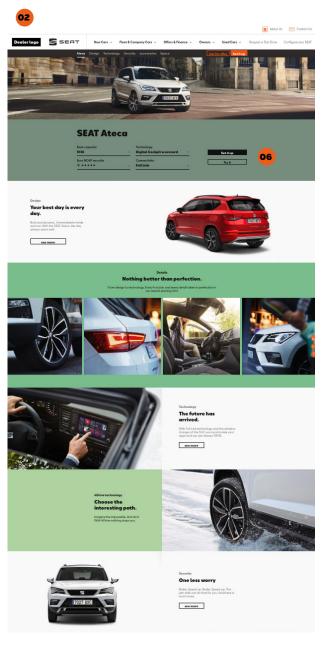


63

Page layout examples.

- **o1** SEAT logo in navigation bar.
- **Dealer logo in black or white.**
- Only colours from the same group are applied to one page.
- Olours are broken up by a white block or full bleed image.
- Copy in SEAT Bcn with the correct size ratios applied.
- Primary and secondary CTA buttons.





64



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Colours.

The SEAT Approved colour palette has been carefully selected to complement existing external fittings and furniture.

The SEAT Approved grey is the same colour used for all fencing, bollards, signage, lighting etc in the showroom retail concept, while the Orange is SEAT's new corporate colour.

SEAT Approved grey.

75/62/54/46 60/65/71

SEAT Approved orange.

Pantone 166 C 0/74/95/0 234/93/26

Logo.

A majority of SEAT Approved assets sit on the grey background and as such, the top logo is used as the primary logo.

Where assets do not suit a full grey background, white should be used as the alternative and the bottom, secondary logo should be applied.

SEAT APPROVED

Selected. Prepared. Guaranteed.

SEAT APPROVED

Selected. Prepared. Guaranteed.

67

lconography.

To demonstrate all the benefits of the SEAT Approved programme, a suite of icons has been produced. They are always displayed in orange with a written description in white appearing underneath.

Where space allows, the full suite of icons should be displayed on communications together.

They can be called out seperately if you wish to promote one of the specific benefits of the programme.



12 month warranty.



12 month MOT protection.



12 months roadside assistance.



Multi-point check.



5 days SEAT insurance.



Full service history check.



Independent vehicle history check.



30 day no quibble exchange.

Imagery.

Using high quality and consistent imagery is a good way to advertise your full range of SEAT Approved cars. It is just as important as the wording you use to market it.

VWG image standards require a minimum of six set images to be displayed for each used car listing. These images are displayed adjacent and the number against each image corresponds with the order they must be uploaded to **seat.co.uk**

As best practice, you should maintain a consistent background across all your stock imagery, using the same angles for each car and ensuring all cars are clean. Some Dealers may benefit from using a professional photographer to do this on your behalf.

We recommend that the photographer kneels down when taking exterior shots and is at a minimum distance of 10ft from the car. They should then use the camera zoom to fill the frame as appropriate. Remember, a picture paints a thousand words.







1. Front 3/4 (taken from the driver's side)

2. Rear 3/4 (taken from the passenger side)

3. Full side







5. Interior (Front seats and dashboard)



69

6. Wheel shot

Imagery.

Here are our key do's and don'ts to help you get the most out of your Approved imagery.

Please do.

- Ensure the vehicle is clean, damage free and appears in a suitable, well lit location.
- Ensure that a SEAT Approved cover plate is fixed.
- Position the steering wheel so that it is the correct way up and level for interior shots.
- Ensure that a minimum of 85% of your stock has images in all digital channels at all times.
- Use correctly sized imagery, showing the whole car.

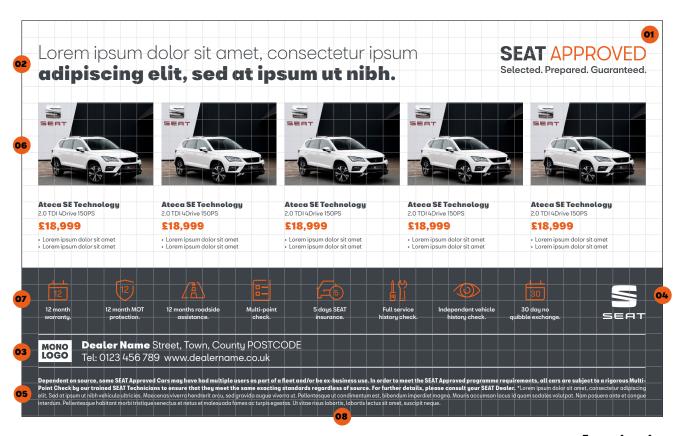
Please don't.

- Display any visible pricing, decals or stickers.
- Include any people in the shot.
- Include any visible doorframes in interior shots.
- Show any exhaust fumes.
- · Show excessive shadows or reflections.
- Photograph a wet car.
- Show any visible Dealer related information, or non-franchise or competitor branding.
- Use library or duplicated imagery imagery must be of the actual car.

70

Press advert half page.

- on SEAT Approved logo in the top right corner.
- Headline in SEAT Bcn Light and SEAT Bcn Black.
- Dealer block in SEAT Bcn
 Regular and SEAT Bcn Black
 with mono Dealer logo.
- O4 SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.
- of Images that meet compliancy guidelines.
- o7 SEAT Approved benefits icons.
- os Flexible grid.

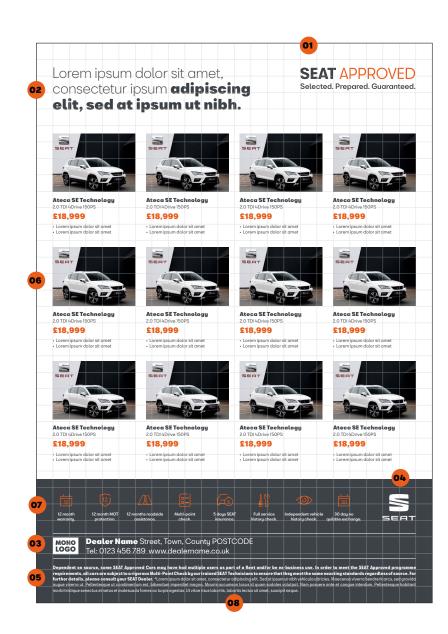


Example only.

71

Press advert full page.

- SEAT Approved logo in the top right corner.
- Headline in SEAT Bon Light and SEAT Bon Black.
- Dealer block in SEAT Bcn
 Regular and SEAT Bcn Black
 with mono Dealer logo.
- **O4** SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.
- lmages that meet compliancy guidelines.
- on SEAT Approved benefits icons.
- Flexible grid.
- Option to remove vehicle module and replace with a local or national offer.



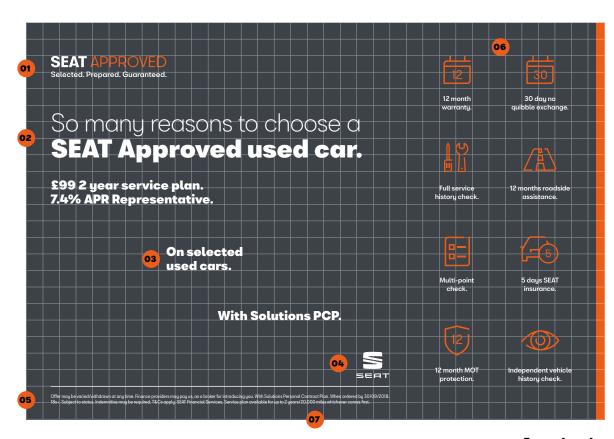


Example only.

72

Billboard.

- on SEAT Approved logo in the top left corner.
- Headline in SEAT Bon Light and SEAT Bon Black.
- o3 Diagonal stack in SEAT Bcn Black.
- **O4** SEAT logo.
- T&Cs and emissions in SEAT Bcn Condensed in 6.5pt.
- SEAT Approved benefits icons.
- Flexible grid.

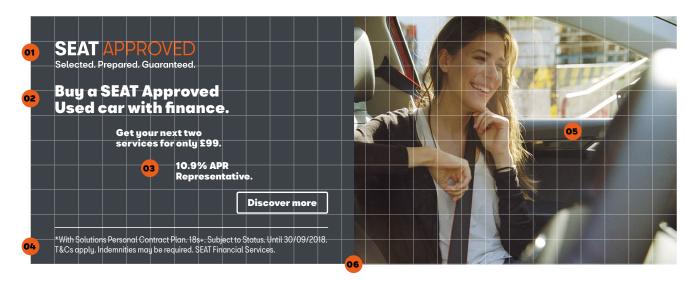


Example only.

73

Web banner.

- SEAT Approved logo in the top left corner.
- O2 Headline in SEAT Bcn Black.
- Diagonal stack and CTA button in SEAT Bcn Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- os Lifestyle imagery.
- Flexible grid.



Example only.

74



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Aftersales and Accessories colours.

Two colours have been taken from the existing palette that should be used to represent Aftersales and Accessories communications across the board.

Aftersales and Accessories green.

Pantone 5575 CP 43/16/33/2 159/185/174

Aftersales and Accessories grey.

Pantone Warm Grey 2 15/13/16/0 222/218/212

SEAT Care.

SEAT Care is the umbrella term encompassing all Aftersales and Accessories elements. It has an accompanying suite of icons that can be used as a whole or individually to represent individual elements.



77

Carefree ownership.

For 2018, the Fixed Price Servicing programme will continue to bear the sub-branding of Carefree Ownership, incorporating the SEAT Care branding.

The logo adjacent should be applied to all Fixed Price Servicing materials, space permitting.



78

Imagery.

A mix of vehicle lifestyle and service imagery is to be used in communications.

The Aftersales and Accessories colours override any preassigned colour blocks of vehicle lifestyle imagery.

Where possible, the vehicle lifestyle images should be retouched to include an element of the Aftersales and Accessories green.







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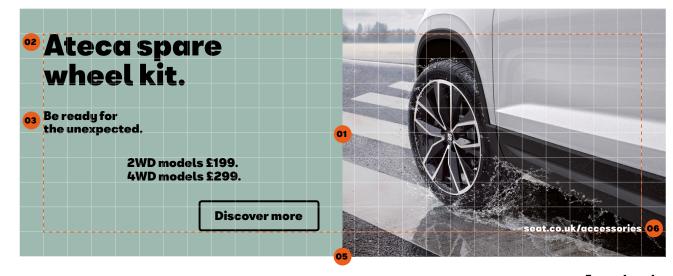




Web banner.

- on Image alongside green colour block.
- Headline in SEAT Bcn Light and SEAT Bcn Black.
- Diagonal stack and CTA button in SEAT Bon Black.
- T&Cs in SEAT Bcn Condensed in 9pt.
- os Flexible grid.
- 06 Web address.
- Retouched lifestyle image to include an element of the Aftersales green.





Example only.

80

Email.

- Horizontal logo used to best fit the space.
- O2 SEAT Care logo.
- os Image alongside pre-assigned colour block.
- All copy in Arial.
- os CTA button with rounded corners.



Example only.

81

Social media.

- on Headline in SEAT Bcn Light and SEAT Bcn Black.
- o2 Diagonal stack in SEAT Bcn Black.
- Flexible grid with an invisible outer frame of one grid square should be applied.



Example only.

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Stationery.

A selection of stationery for your dealership is available through the supplier, Snows.

Contact them at customerservice@snowsbf.co.uk

Alternatively, request the artwork from the **SEAT**studio team and you can arrange to print locally.



Showroom POS.

Any POS on display in a dealership must be centrally generated. A POS guide is circulated every quarter highlighting the POS that should be on display.

New POS is frequently made available to promote and launch New and Used Cars, Aftersales, Accessories and tactical offers. It's important that once you receive your POS, you replace it in a timely manor and destroy the previous POS.

A new Showroom Standards guide will be released soon.



Toblerone POS panels.



Fixed price servicing A5 leaflet.



Service invoice folder.

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Events.

You are expected to complete one product placement event each quarter. A good way to gain maximum exposure at such events is to hire an event kit from xpression events, who can help with everything from event location and ideas, to event kits, product placements, giveaways, historic cars and uniforms.

For more information, please refer to the SEAT Event Packs brochure.





Custom Dealer banner (choice of two options).



Pop-up.



SEAT



Event unit wing panels (size varies on each unit).



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SEATstudio **team**.

The **SEAT**studio team is on hand to assist Dealers with their local marketing requirements.

For help with creating your marketing materials, contact the **SEAT**studio team on **01908 295760** or email **seatstudio@cygnus.co.uk**

Along with providing best practice advice and information, the **SEAT**studio team offer a free of charge bespoke artwork service for New and Used vehicle communications. Dealers can request assets to be created and delivered within 72 hours.

In addition to this, Dealers can contact the team for assistance with:

Copywriting

Creative execution

Brochures

Graphic design

Point of sale

Print and production

Promotional merchandise

They cover:

Press ads

Direct Mail shots

Leaflets

Brochures

Digital and static billboards

Bus stops

Bus backs

Fence wraps

Petrol station forecourt graphics

Showroom POS

Web banners

Social media images

GDN assets

HTML email builds and sends

...and everything in between!

Additional services include:

CI Approval

All marketing communications, whether produced by the **SEAT**studio team or Dealers themselves, should comply with CI and FCA regulations. Marketing materials produced locally can be sent to the **SEAT**studio team for approval. Dealers who do not gain approval and publish non-compliant marketing materials will jeopardise their local communications support budget.

Fast-track service

Get bespoke marketing materials quickly for just \$50. Dealers who require bespoke marketing materials urgently and are unable to give the **SEAT**studio team 72 hours to complete the request, can use the fast-track service for \$50 per request. This service is subject to capacity; all requests will be reviewed by the team. The service is not covered by local communications support, so these costs cannot be claimed.

SEATstudio news

SEAT studio news is an initiative put in place to keep Dealers updated and informed, bringing all the important local marketing information, from all business channels, to Dealers in one email. To be added to the distribution list please contact the **SEAT** studio team.

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Dealer CI Q&A's.

From the 1st April all materials should be CI compliant but my website and showroom still have old CI elements – what should I do?

All marketing communications should be in new CI by the 1st April 2018. Full guidance for updating websites will be issued later this year. In the meantime, Dealers can update their website and social channels with the new brand logo. To confirm, the new CI is for communications only so will only impact marketing materials in your showroom.

Where can I access the web font?

The web font is not yet available. This will be released with the website guidelines later this year.

What font weights should I use when? Are there any rules around spacing/leading?

The print font can be downloaded from **SEAT** studio. In terms of font weighting, headlines and any copy in the diagonal stack should appear in SEAT Bcn Black. Finance tables should be SEAT BCN regular and 'T&Cs' should be in SEAT Bcn Condensed, with the key elements highlighted in SEAT Bcn Condensed Bold. There are no set rules about spacing/leading (spacing between characters or lines) but always refer back to the templates on **SEAT** studio as a guide.

Can I pick my own colours for my marketing communications?

All hero vehicle images have been carefully matched with an accompanying colour from the approved CI colour palette – these are all displayed on **SEAT**studio. When you are creating an asset, visit **SEAT**studio to locate the image that you want to use and apply the colour block that sits with it.

Can someone check that my ad is CI compliant before I send it to a publisher?

Of course! Send your artwork to seatstudio@cygnus.co.uk and the team will advise whether it is CI compliant and provide feedback where necessary.

What is the turnaround time if I were to request assets from the SEAT studio team?

Along with providing best practice advice and information, the **SEAT** studio team offer a free of charge bespoke artwork service for New and Used vehicle communications. The standard turnaround time for these assets is 72 hours. If your request is urgent, there is a fast-track service for Σ 50 per request. Both services are subject to studio capacity, which you will be advised of upon receipt of brief.

Helpful links.

SEATstudio seatstudio.co.uk

SEAT Financial Services seat.vwfscampaigncentral.co.uk

SEAT Hub hub.vwg.co.uk



SEAT FINANCIAL SERVICES

Finance. Insurance. Fleet. Mobility.



FCA Guidelines seatstudio.co.uk

VWFS Guidelines seat.vwfscampaigncentral.co.uk

NCAP euroncap.com/en







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SEAT UK corporate identity. Local marketing.



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seat.co.uk