KITCHEN FURNITURE BRAND HANDBOOK 2021/2022











Dear Retail Partners,

Timeless elegance, innovative design and outstanding quality: these have been the pillars of the Villeroy & Boch brand since 1748. This tradition is the basis on which we develop products and concepts that fashion lifestyles.

Doing so, we pick up on a key element in the Villeroy & Boch brand's success story: besides our core competence in ceramics, we have reinterpreted the famous design of the "Mettlach tiles" in furniture and use this element from the brand's DNA to create pieces of unmistakable design. Both of these elements are a recurring theme throughout the entire collection.

After screening the furniture industry in depth, Villeroy & Boch has opted for a renowned industry expert as its licensee for kitchen furniture: Störmer will in future be responsible for producing, marketing and selling kitchen furniture.

We have developed this manual to convey the all-embracing concept to the retail trade in a way that reflects the brand.

These guidelines set out the most important standards for systematically using key elements, such as company name, company logo, colour palettes and company fonts. They form the design basis on which the company's identity, positioning, strategy and values can be expressed and enhanced.

Design should be understood as a dynamic process. Hence, these guidelines provide the foundation for us all to promote our image and fill it with vitality.

Hand in hand with you, as partners involved in fostering our brand identity, we would now like to ensure that the design guidelines defined for this purpose are consistently implemented at all times.

We will, of course, be pleased to be of assistance in this regard and answer any questions you may have.

Christoph Fughe

HOW TO WORK

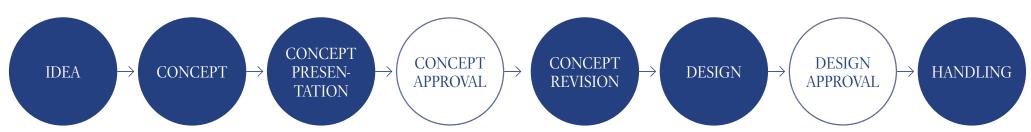
with this handbook

This manual sets out how to realise and implement every individual element of Villeroy & Boch design.

The following guidelines must be observed at all times:

- 1. The official logos may only be used in their respective original forms, typeset reproductions are not permitted.
- 2. The picture logo must not be used in copy. In such cases, the brand name must be typeset in the appropriate font.
- 3. Villeroy & Boch uses the Villeroy & Boch corporate font as the typeface for all of its kitchen furniture.
- 4. Before manufacturing any product, written approval must be obtained by email from Störmer and Villeroy & Boch marketing department.
- 5. If, in specific instances, adjustments or exceptions need to be made, these must be agreed upon with the marketing departments.

The steps involved in project handling:





CONTENTS

Brand Handbook 2021/2022

The brand		
	Villeroy & Boch - Tradition since 1748	Page 10
	Core competency in ceramics	Page 11
	Strong brand with a great reputation	Page 12
Powerful par	tner	
	A convincing concept with a clear focus	Page 14
CI guidelines	s on using the brand	
	Logo use and colours	Page 19
	Typography	Page 20
Specification	s for designing the kitchen furniture collection	
	Fundamental trading name and corporate identity	Page 23
	Advertising campaigns with retailer imprint	Page 24
	Invitations	Page 25
	Specialist retailer's websites	Page 26
	Landing page for presenting concept and portfolio of products and services	Page 27
	Social-media guidelines	Page 28
All-inclusive	planning of brand stores and displays	
	All-inclusive planning of brand stores and displays	Page 30
	POS elements: mono-brand store, shop-in-shop and exterior design	Page 32
Display prop	posals	
	Display proposal 1 to 6	Page 38
Contact us		Page 50
Other license	ees — — — — — — — — — — — — — — — — — —	Page 52



THE BRAND

VILLEROY & BOCH

Tradition since 1748

Timeless elegance, innovative design and outstanding quality: these have been the pillars of our Villeroy & Boch brand since 1748. This tradition is the basis on which we develop products and concepts that fashion lifestyles. And only in the way a truly great brand can do, we have been able to preserve our identity and yet still keep abreast with the times.

There are only a few companies in the world able to look back on track record of success that spans 270 years. What began in 1748 with a small pottery in Audun-le-Tiche, France, has now become one of the world's leading brand names in tableware as well as bathrooms and wellbeing. Over the last few

centuries, a unique combination of family responsibility over eight generations and innovative corporate governance has made Villeroy & Boch a resounding success on the worldwide stage. Ever since the company was founded, it has not only evolved into a renowned ceramics manufacturer but has also evolved into an international lifestyle brand. Over the course of the company's 270-year history, various products have set milestones along the way. The 14 production sites in Europe, Mexico and Thailand are controlled from company headquarters in Mettlach, Germany. A total of around 7,500 members of staff develop, design and manufacture high-quality ceramic products for markets in 125 countries.



OLD LUXEMBOURG

Enjoying popularity across the globe, this range of tableware dates back to 1770 and is still part of today's product portfolio. It has recently been reinterpreted under the "Brindille" name.



METTLACH TILES

At the time, Eugen Boch's idea to produce a floor mosaic for the first time in ceramic became an incredible success. It was produced in Mettlach from 1852 onwards.



NEWWAVE

The series is awarded the German Industry Innovation Prize in 2004 for its distinctive design and innovative die-casting process.



VICLEAN

A modern shower toilet that combines hygiene, comfort, sustainability and innovative design, creating a new dimension in toilet culture.



CORE COMPETENCE

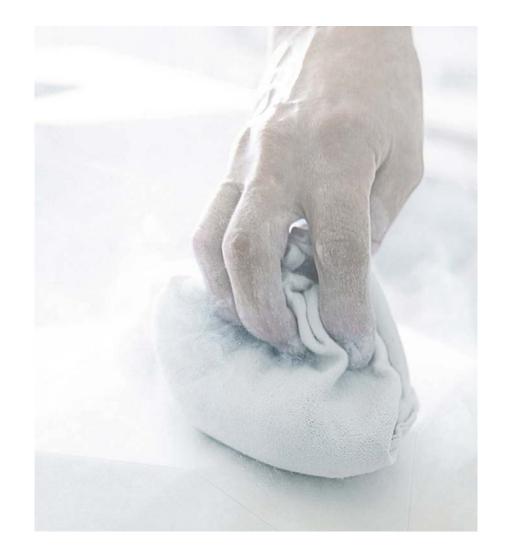
Ceramic

Ceramics have always been the defining element in Villeroy & Boch's history. A material that is forever being reinterpreted and constantly enhanced at the company. With an enduring passion for fine craftsmanship. With the very latest production methods. And with a very keen eye for detail.

Villeroy & Boch is divided into the Bath, Wellness and Tableware Divisions, offering products for the home as well as for the project and contract segment. The interplay of tasteful designs, innovative materials and technical expertise is the unmistakable signature that graces every product from the Villeroy & Boch forge.

With numerous innovations, the company has set trends worldwide. It is regarded as a driving innovator in the industry. On the Bath and Wellness side, the rimless DirectFlush toilet sets new standards in hygiene with its intelligent water flow system. Among industry-wide pioneering achievements are the easy-to-clean CeramicPlus ceramic surface and the innovative Quaryl® material which permits precision-defined edges for a styling that is second to none.

Moving on to tableware, by contrast, trends are set with innovative shapes and food specials with special functions. The brand's modern products not only leave market partners and consumers in no doubt but also the judges of internationally renowned design competitions. Numerous design and innovation awards confirm the premium brand's continuous way forward.



STRONG BRAND

of great reputation

With its exquisitely designed products Villeroy & Boch enriches the lives of people who constantly seek new inspiration. In addition to discerning, innovative design, customers associate the Villeroy & Boch brand name with supreme quality and place tremendous confidence in the brand.

Our Villeroy & Boch brand has been synonymous with unsurpassed quality and reliability since 1748. It is with precision craftsmanship, cutting-edge technology and stringent quality standards that we create products which, even after many years, function exactly as they did on the very first day they were made. Our many years of experience, new ideas, unrelenting research and stringent quality inspections enable us to ensure the high level of quality for which Villeroy & Boch

is renowned. This has enabled us to enjoy the full confidence and trust of our customers for one decade after the next.

Yet Villeroy & Boch not only impresses in quality, this name has always been synonymous with stylish design too. It is with a keen instinct for trends and much attention to detail that we design products which make life pleasant and enjoyable. With products and decors that are defined by classic elegance, the beauty of nature or by urbane design, we give our customers the opportunity to design their homes in whichever way they chose to suit their very own personal taste. Whatever your personal style – Villeroy & Boch lets you experience a cultivated home.



^{*}Aided brand awareness in Germany, source: Villeroy & Boch Brand Image Tracking Study 2016



POWERFUL

partner

STÖRMER KÜCHEN

"Made in Germany" - since 1958

After screening the furniture industry in depth, Villeroy & Boch has opted for a renowned industry expert as its licensee for kitchen furniture: Störmer will in future be responsible for producing, marketing and selling kitchen furniture.

Facing the challenge of bringing out a comprehensive range of kitchen furniture, we soon realised that we, as Villeroy & Boch, would need to cooperate with an expert from the industry itself. We now have a partner who, even today, covers the entire value chain for the kitchen segment: starting with product development and extending all the way through to marketing and sales. From

the beginning we were aware that one partner alone would not be able to cover the diversity of the overall concept. This is why we embarked on a quest for segment experts who can contribute their core competence to the overall project and who – like us – are renowned for their exacting demands and expectations on design and quality excellence. The result is a team of experienced partners who represent our brand in the retail trade. Together with our licensees, we have developed a product concept we are proud of.



COMPELLING CONCEPT

with a clear focus

We have been exciting our customers with tableware, bathroom and spa products for decades. Featuring furniture for the living room, for dining, the bedroom and kitchen, we, as an international lifestyle brand, can now give you a range of Villeroy & Boch brand-name furniture on a one-stop basis.

From now on, we at Villeroy & Boch are showing what it means when home-living, cooking, dining, relaxing and sleeping become an integrated, all-embracing brand experience: with a matching furniture range made up of kitchen units, upholstered and cabinet furniture for the living room and dining area as well as beds and bedroom furniture, we can now give you even more inspiration for creating your own living spaces with feel-good factor yet to be surpassed. Together with the products from Tableware, Bath & Wellness, Kitchen – with sinks and fittings – as well as licenced kitchen furniture, lighting and laminate products, Villeroy & Boch presents an all-embracing brand concept for life in the modern home.

In an age when open-plan kitchen, dining and living area have long become established in today's home environment, the bathroom and bedroom are now increasingly merging into a place for relaxing and pampering both body and soul. We are now focusing even closer on designing these new, open-plan living areas by ourselves. In developing products, we benefit from our design expertise while competently displaying our brand's DNA in the products we create: ceramic elements have been integrated along with modern interpretations of design details taken from the brand's 270-year history. They conjure tremendous brand awareness and give us a strong USP in the market.







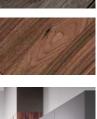














CI GUIDELINES

on using the brand

LOGO & colouring

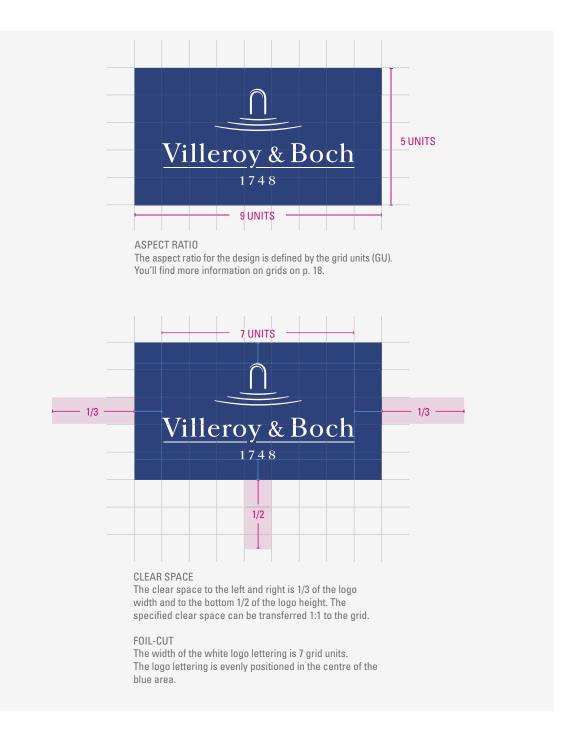
The logo identifies the brand as the sender for all advertising material.

The Villeroy & Boch logo has an aspect ratio of 9: 5, which can be easily transferred to the grid for the layout (see "Grid"). The logo design and its proportion ratio cannot be changed.

An area of clear space has been set around the logo. Communication content such as text, eve-catchers, etc. cannot be placed here in the layout.

For the logo to have the best impact, it is placed on light and calm backgrounds as well as areas in the motifs with less contrast.





TYPOGRAPHY

& brand name

Two fonts are used in the communication. Both have several faces that allow for varying designs.

The primary font is the Villeroy & Boch Corporate Font. It is used for headlines, subheads, copy, etc. and is thus the brand-specific font.

Univers LT is mainly used for smaller writing or technical explanations and should therefore be used as the secondary font.

The typography is usually set at 70% black.

Villeroy & Boch

VilleroyBoch regular

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890 !" § \$ % & /() = ?`

VilleroyBoch bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890 !"\\$\% \& /()=?\

Univers LT 45 light

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"\$\$%&/()=?`

Univers LT 65 bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890 !"§\$%&/()=?`

Univers LT 57 condensed

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"\$\$%&/()=?`

VilleroyBoch italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"\$\$% & /()=?`

VilleroyBoch bold italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"\\$\\$\%\&/()=?\

Univers LT 55 roman

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"§\$%&/()=?`

Univers LT 67 condensed bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!"§\$%&/()=?`



GUIDELINES FOR DESIGNING

for the kitchen furniture collection





FUNDAMENTAL TRADING NAME

and corporate identity



CONTACT



Breznikova ulica 15, 1230 Domžale SLOVENIA

Contact:

Phone: +38651 88 00 88

Phone: +38641 473 287

Email: kuhinje@arona.si

Email: info@arona.si

Homepage:

www.arona.si/villeroy-boch-kuhinje/

PROMOTIONAL AND ADVERTISING CAMPAIGNS

with retailer contact details

Villeroy & Boch kitchen furniture can, for example, be advertised and promoted as follows:



Störmer will design and lay out all content in any chosen way. Any publication will require prior written approval!



INVITATIONS

for new openings or events

Invitations with Villeroy & Boch and retailer name as sender



Invitation, front cover, landscape format



MONTAG, 1. JANUAR 2020 AB 17 UHR Persönliche Finladung

Wir laden Sie herzlich zur exklusiven Eröffnung des neuen Hauptstadtküchen Flagship-Stores in Musterstadrt ein. Erleben Sie die neuen Küchen von Villeroy & Boch in einzigartiger Atmosphäre und entdecken Sie deren vollendete Material- und Verarbeitungsoualität aus nächster Nähe.

Um uns die Planung zu erleichtern, bitten wir um Ihre schriftliche oder telefonische Zusage bis zum 1. Januar 2030

Villeroy & Boch

Wir freuen uns darauf, einen außergewöhnlichen Abend in guter Gesellschaft mit gutem Essen gemeinsam mit Ihnen zu verbringen.

Bis dahin verbleiben wir mit herzlichen Grüßen,

Ihr Max Mustermann

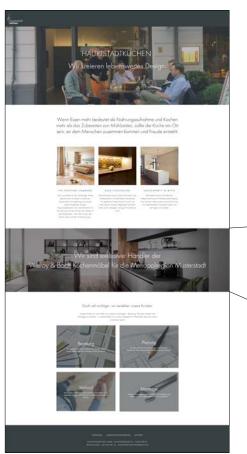
Mustermann Küchen GmbH

Invitation, inside, landscape format

WEBSITE

at retailer level

Customising your own website:



Important advice on Internet domains:

The "Villeroy & Boch" brand name must not be used in top-level domains (e.g. .de, .com, .net, .org etc.) as it would constitute an infringement of trademark rights. Sub-pages and sub-level domains may show "Villeroy-and-boch-kuechenmoebel" or "villeroy-and-boch-kuechenmoebel" after consultation with Störmer and after case-to-case approval by "villeroy-and-boch-kitchenfurniture". Such content will be developed and hosted by Störmer.

Example: www.kuechen-mustermann.de/villeroy-und-boch-kuechenmoebel



Copy and lettering as on previous page.

The Villeroy & Boch logo may also be used.

Störmer will design and lay out all content in any chosen way. Any publication will require prior written approval!



LANDING PAGE

for presenting concept and portfolio of products and services

Landing page defined for integration in retailer website. No separate website!





Störmer will design and lay out all content in any chosen way. The site too must only be hosted by Störmer.

SOCIAL-MEDIA CHANNELS

at retailer level

Villeroy & Boch kitchen furniture retailers can use social media to market their product and services. This must be defined in detail between Störmer and

Villeroy & Boch. The following ground rules must be followed to implement Villeroy & Boch brand guidelines in the proper manner:

Logo

the Villeroy & Boch logo is always without added elements or changes to the logo or to the brand name.

Name

The Villeroy & Boch brand name MAY ONLY BE USED AFTER PRIOR APPROVAL BY VILLEROY & BOCH. Any proposed names will be reviewed by Villeroy & Boch.

Villeroy & Boch may be part of the social media channel/name. The following account name, say, can be used:
villeroyboch_kitchenfurniture_cheshire for kitchen furniture

Defined channel description

Official Villeroy & Boch partner for kitchen furniture

Störmer will design and produce everything to suit the particular application. Any publication will require prior written approval!



If the account shows the Villeroy & Boch brand in its name, 90% of the social media campaigns must feature Villeroy & Boch products and content. Central content from the Villeroy & Boch portfolio can be used if relevant use rights are observed.

Any retailer content must comply with the Villeroy & Boch quality standard. This primarily includes wording and imagery.

Villeroy & Boch reserves the right to demand that content be deleted if it does not comply with these guidelines. Personal rights and copyrights must also be observed.

Once a social-media plan has been approved, campaigns and promotions can be launched. A lead time of one month must be allowed in this context.

Each post must be hashtagged with #villeroyboch. Global Villeroy & Boch accounts must also be tagged (@......). Villeroy & Boch will also check whether content is also subsequently shared on the global channels.

Influencer campaigns must be discussed separately.

The Villeroy & Boch social-media guide must also be followed. We will be pleased to let you have this on request.

ALL-INCLUSIVE PLANNING of brand stores and display sets

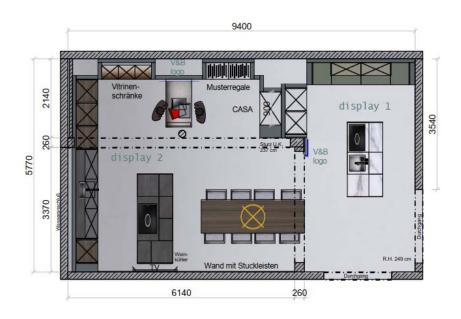


ALL-INCLUSIVE PLANNING

of brand stores and display sets

We will provide an individually tailored display proposel for you as the basis of the display areas you define.

Alongside the product-related siplay proposal, planning for the brand display sets also includes a recommendation for designing the display set, including recommended colour-scheme and decoration proposal.



PLANNING EXAMPLE FOR A MONO-BRAND STORE



EXAMPLE PLAN FOR SHOP-IN-SHOP

ALL-INCLUSIVE PLANNING

of brand stores and display sets

We will provide an individually tailored display proposal for you as the basis of the display areas you define.

Alongside the product-related display proposal, planning for the brand display sets also includes a recommendation for designing the display set, including recommended colour-scheme and decoration proposal.

















PLANNING EXAMPLES FOR DISPLAY SETS



PLANNING

POS elements - mono-brand store and shop-in-shop

Various POS elements are available for designing display sets to communicate the brand.



ILLUMINATED DISPLAY (type: left)



SWATCH PRESENTER with planning zone



ILLUMINATED DISPLAY (right-hand: right



SWATCH PRESENTER with discussion area



ILLUMINATED DISPLAYS (small and large)



FRONT SWATCHES



BROCHURE DISPENSER



ACRYLIC DISPLAY STAND

PLANNING

POS elements - mono-brand store and shop-in-shop

Various POS elements are available for designing display sets to communicate the brand. LED light boxes will be produced for the particular format on the basis of the motifs presented below. Störmer will take care of handling everything – from layout right through to production.



BRAND PRESENTATION AT THE POS WITH LED LIGHT BOXES (WITH WRITTEN INFORMATION)



MOTIF IN PORTRAIT FORMAT (WITHOUT WRITTEN INFORMATION)





MOTIF IN LANDSCAPE FORMAT (WITHOUT WRITTEN INFORMATION)



MOTIF IN LANDSCAPE FORMAT (WITHOUT WRITTEN INFORMATION)

PLANNING

POS elements - external brand communication

The following specification must be observed for designing the outer facade to communicate the brand.

Mono-brand store

Store ONLY shows Villeroy & Boch brand sinks, taps and kitchen furniture.

Accessories (baking utensils, insulated jugs, trays, baskets napkins etc.) from other brands are permissible.

MAIN ENTRANCE SIGNAGE



OTHER SIGNAGE OPTIONS



ILLUMINATED DISPLAY (as outrigger, 2-sided)



ILLUMINATED DISPLAY (1-sided)

Störmer will design and produce everything to suit the particular application. Any publication will require prior written approval!



PLANNING

POS elements - external brand communication

Various POS elements are available for designing the outer facade to communicate the brand.

Shop-in-shop

Villeroy & Boch kitchen furniture alongside other brands

Villeroy & Boch Kenkeng

BRANDING DISPLAY WINDOW

Störmer will design and produce everything to suit the particular application. Any publication will require prior written approval!



Cera: Estatuario Silk ceramic Monza: Verde Comodoro laminate



A symbiogis of exquisite materials

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.









CERA R7820/L782 Ceramic 73 Estatuario silk

NOVA R4500/L450 Fenix® 328 Verde Comodoro

Mixer tap Umbrella Gold



MOOD BOARD





Handle profile LG-G Aluminium, gold-coloured

Ceramic worktop 73 Estatuario silk, 12 mm

Sink Subway 50 flat Alpine white, CeramicPlus

VIEW

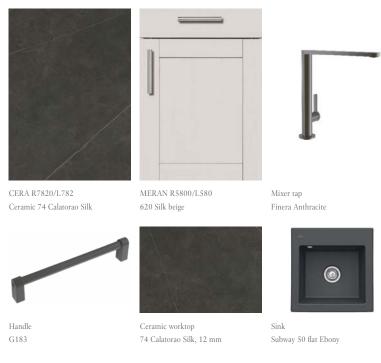
Gera: Geramic Galatorao Silk Meran: Silk beige velvet lacquer



A discerning combination

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.





VIEW

Meran: Platinum gren velvet lacquer london: Bardolino natural oak veneer



Vintage look with appealing charm

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.









LONDON R6300/L630 195 Bardolino natural oak

MERAN R5800/L580 544 Platinum grey

Mixer tap Avia 2.0 Stainless steel







Handle G144

195 Bardolino natural oak, 40 mm

R1 Butlers sink, Alpine white

VIEW

Cera: Ceramic, dark marble london: Dark walnut veneer largo: Anthracite velvet lacquer



Classic beauty with timeless style

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.









184 Dark walnut



LONDON R6300/L630



Mixer tap Steel Expert Anthracite



Handle profile LG-S Matt black



Ceramic worktop 74 Calatorao Silk, 12 mm



Sink Siluet 60 Chromite

VIEW

Como: High-gloss lacquer platinum gren Carré: Mettach tile in Nevo gren velvet lacquer



The timeless tile design applied to the kitchen

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.









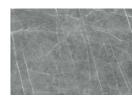
CARRÉ R6440 Velvet lacquer 542 Nero grey



Mixer tap Steel Expert Anthracite



Handle profile LG-S Matt black



Ceramic worktop 74 Calatorao Silk, 12 mm



Sink Timeline 60 Stone

VIEW

london: Bardolino natural oak veneer Silvery travertine marble ceramic



An exceptional combination

We will provide an individually tailored display proposal for you on the basis of the showroom areas you define. Alongside the product-related display proposal, planning for the sample kitchens also includes a recommendation for the styling of the display incl. suggestions for the colour-scheme and decoration.











Without handle with Tip-On



Mixer tap Steel Shower, stainless steel



Ceramic worktop 77 Strata Argentum Silk, 12 mm



Siluet 50 Almond

VIEW

WHO TO CONTACT for kitchen furniture





CONTACT

for kitchen furniture

licensee for kitchen furniture

Breznikova ulica 15, 1230 Domžale SLOVENIA

Contact:

Phone: +38651 88 00 88

Phone: +38641 473 287

Email: kuhinje@arona.si

Email: info@arona.si

Homepage:

www.arona.si/villeroy-boch-kuhinje/



OTHER LICENSEES

for the living room



OTHER LICENSEES

for the living room

W.SCHILLIG Polstermöbelwerke GmbH & Co. KG

licensee for uphalstered furniture (living and dining)

Am Weinberg 20 - 22

 $96237\ Ebersdorf\text{-}Frohnlach$

Germany

Contact:

Phone: +49 9562 37-0

Email: info@schillig.de

Homepage: www.schillig.com



Fev & Co. GmbF

licensee for upholytered and box spring beds

Rheiner Straße 145

48282 Emsdetten

Germany

Contact:

Tel.: +49 2572 1540

Email: info@fey.de

Homepage: www.fey.de



Sompex, GmbH & Co. KG

licensee for lighting

Werftstraße 20 - 22

40549 Düsseldorf

Germany

Contact:

Tel.: +49 211 5228070

Email: villeroy-boch@sompex.de

Homepage: www.sompex.de



Collection C Möbel Vertriebsgesellschaft mbH

licensee for cobinet furniture (living and dining)

Brühl 10f

99423 Weimar

Germany

Contact:

Tel.: +49 3643 496495

Email: vertrieb@collection-c.de

Homepage: www.collection-c.de



Collection C Möbel Vertriebsgesellschaft mbH

licensee for bedroom furniture

Brühl 10f

99423 Weimar

Germany

Contact:

Tel.: +49 3643 496495

Email: vertrieb@collection-c.de

Homepage: www.collection-c.de



SWISS KRONO Tec AG

licensee for laminate

Museggstrasse 14

6004 Lucerne

Switzerland

Contact:

Tel.: +41 41419 0320

Email: info@swisskrono.com

Homepage: www.swisskrono.com



