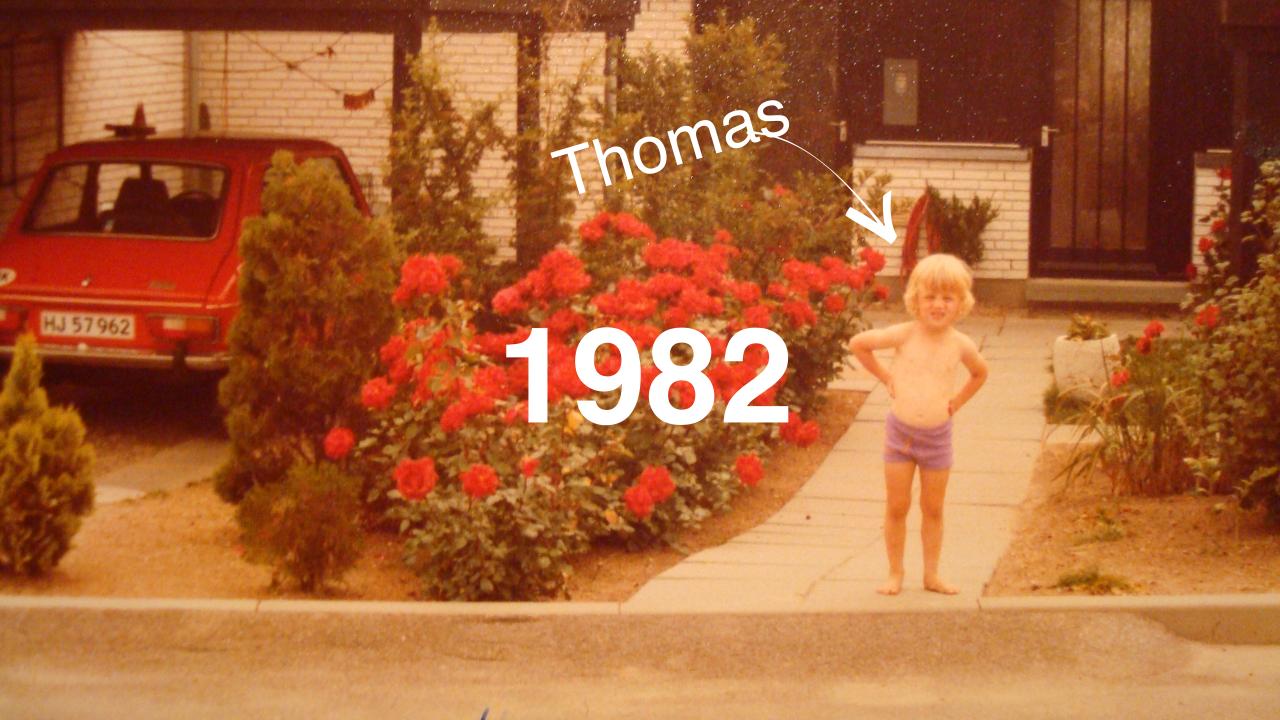


# 











# PPROA DESI( IFOR **LEGO**

# ADULTS WELCOME



# CONTEXT &

The opportunity to target the grown-ups was not new to LEGO®

However results pointed to untapped potential to raise awareness, desire and sales with more focus and effort. igh to us a ult hat all s an priori s of this gene ion hat term are desi for an values of the LEGO Brand

Beyond the potential for them to become a bigger target audience themselves, parents also play a key role as gatekeepers, influencers and opinion leaders in the public.

More specifically
Learning through Play,
Systematic Creativity
and System in Play,
which are all key value,
quality and experience
platforms of our products
and brand.

In the US alone this generation of adults have a spending power of USD 200 B.

6% of that is spent on toy hobbies and entertainment.



#### **KEY INSIGHT #1**



### PASSI CREA ON

A way to dive deeper into the things we love and are passionate about.

#### **KEY INSIGHT #2**



# TΕ

Allowing ourselves to release our inner child/hidden creativity.

#### KEY INSIGHT #3



#### PRIDE ESCA

Take on challenges, experience successful problem solving and have a sense of accomplishment that we can proudly display.

#### **KEY INSIGHT #4**

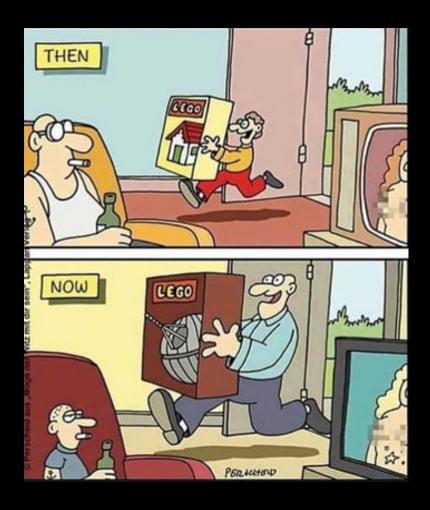


# PE

Stress relief, unwind and relax.

Building with bricks is a healthy break to screen time for tech addicted.





**KEY INSIGHT #5** 

# NOSTA

# LGIA

The things we loved as kids are the things we remember as being priced and cherished moments - they are still holding great value today.



BARRIER #1

#### AWARENE SS & RELEVAN CE

Many adults were not aware of the LEGO adult product offer or didn't find them to be relevant.

BARRIER #2

#### EMBARRAS MENT

Shame of been seen as childish – building with LEGO bricks was usually a private hobby.



# BRIEF

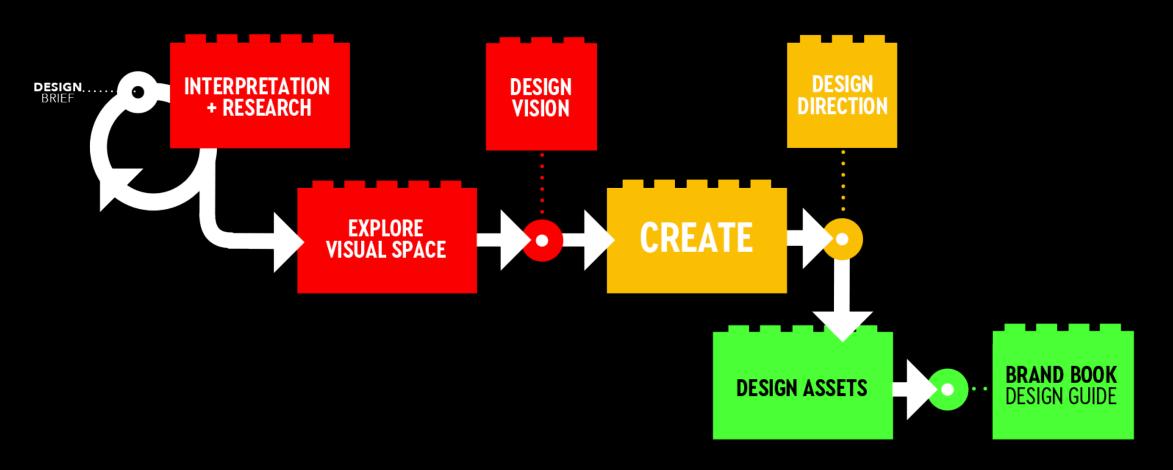
Clearly tell through visual identity that LEGO has cool products and offer valuable experiences to the grown-up target audience.

The barrier of embarrassment/shame needs to be removed – the visual identity should signal that they are not buying a kids toy.

Visual Identity needs to be able to travel across franchises

– a consistent and distinct expression of our adult offering within the portfolio.







# **LEGO**

















TOYS IN REAL LIFE SETTINGS /TOY PHOTOGRAPHY /DEPTH OF FIELD













SIMPLE FOCUS / COLOURF UL / ARTISTIC













LIFESTYLE ASSETS / DISPLAY @ HOME



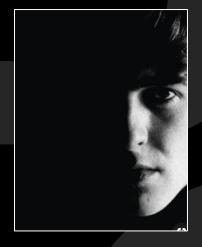






SIMPLICIT Y





































## BACK





The back can be tailored to the specific SKU and its passion point. Different SKUs have different photographs and information to work with which acquires some flexibility in design rules. However, make sure to always keep the design elegant and clean - and LEGO® logo in the top left corner.

Showing the LEGO® product next to the original car like the first Porsche example, is a great solution for the back. It shows both scale and the impressive translation. However, due to budget or timing this won't always be possible. Alternatively, show the two in separate photos like the red Porsche example, to still illustrate the translation.

Partner logos should go in the top right corner of the back if possible or alternatively underneath the LEGO® in the left corner. If the logos are centred or left aligned depends on the shape of the partner logo and how it works best with the LEGO® logo above it.

Packaging text goes on the bottom panel and on the right side panel according to rules for packaging text.

PRODUCT PHOTO

The LEGO® translation of a passion point is especially fascinating to the adult audience. Therefore, product photos have to hero the LEGO® models and highlight details using lighting and camera angles to show the model in the best possible way for display.

#### The rules are:

- Product photos are shot in black surroundings.
- ALWAYS on a reflective surface as per examples.
- Include lighting behind the models to make it stand out.
   The lighting kan have different colors depending on what suits the model and theme.





Front



Front



Inside

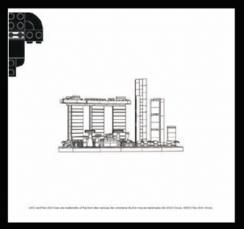


Inside

#### THE RULES FOR INBOX DESIGNS ARE:

- Black background.
- Thin white frames 0,5 pt (when using frames)
- Vectorbased greeble in white outline can be used where it makes sence and doesn't conflict with IP graphics.
- Primarily white text.
- PRIORITIZE what to show to keep a clean and simple look.

See examples...



Can be with product photos, LEGO logo/IP logo or just the greeble - depending on what fits the product best.

Consider adding a separate area with only LEGO® for adults. The area could highlight novelty or popular models in glass cases.





Shelves are impactful in black but can also work in existing shelf color.



A window display can also be very simple with just the product title on a black backdrop and then dressed up with banners. The banners can show cool

details of a model, reference images or even adults building if specific markets needs to underline that this

is LEGO® for adults.







Alternative slim banner with build.

The current LEGO.com site is white with a yellow bar at the top. The ideal situation is splitting up the experience for kids and adults so the adult section looks significantly different.

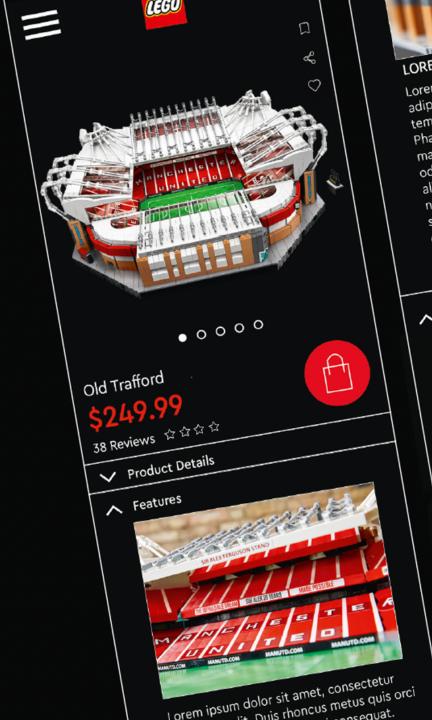
The following pages are inspiration for how the adult section could look.



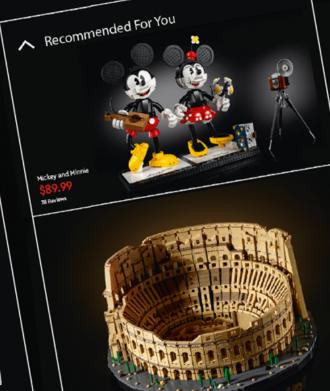
Make sure the web design is responsive and optimized for mobile view as the target audience is most likely to buy via mobile device.



Product page



Lorem ipsum dolor sit amet, consectetur adipiscing elit. Duis rhoncus metus quis orci tempor, sed fermentum orci consequat. Phasellus euismod ante vitae facilisis malesuada. Nullam ullamcorper imperdiet odio id ultricies. Maecenas eleifend risus id aliquet semper. Aenean accumsan lectus nulla, nec facilisis ex congue nec. Cras id sem a odio sodales commodo. Donec efficitur sapien a tortor blandit, ac maximus justo commodo. Ut in leo tincidunt, maximus



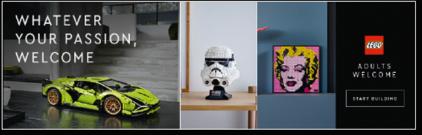
CROSS **PASSION POINT** 

E-com banners produced with lifestyle images from Core Product Asset pack.

These are all cross passion point banners aiming to show a variety of available products from the adult portfolio. Cross passion point banners are always made with 3 product images - one main product image and two secondary.

See full category overview for banner production page 63.



































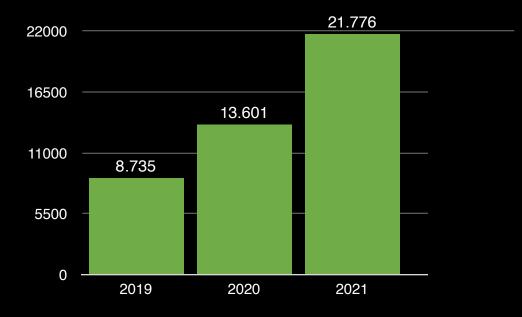


# GREAT SUCCES

+81%

growth in newly recruited adults in 2019-2021.

\*Global BI Recruitment Proxy Analysis





# VISUAL IDENTITY, PACKAGING AND CAMPAIGN COMMS ALL MADE BY THE LEGO AGENCY.







