



**build guest confidence  
through advanced air purification**

Clean air is a necessity, not a luxury

# Delos pioneered the world's leading certification platform for healthy buildings\*



As of 2/21/21

\*The International WELL Building Institute, Delos' wholly-owned subsidiary, administers and continues the development and market adoption of its WELL programs, including: the WELL Building Standard™, WELL Community™, WELL Portfolio™, and WELL Health-Safety Rating™. The figures above encompass all WELL programs.

**82**

countries

**1.5+ billion**

square feet enrolled

**1,500+**

clients

**71**

Fortune 500 enrolled

# and continues to advance the science of healthy buildings through a world class research platform



Founded as a Delos and Mayo Clinic collaboration

The first lab exclusively committed to researching the real-world impact of the indoor environment on human health and wellness.



## science is our DNA

Delos addresses product evaluation with a scientific approach

### anchored by delos labs

The scientific backbone of Delos, a team of interdisciplinary skill sets across building, health and behavioral sciences



1

#### scientific research

Understanding the fundamental impact of the indoor environment on health & well-being

2

#### scientific evaluation

Identifying relevant environmental and behavioral risk factors

3

#### scientific validation

Providing solutions and recommendations designed to improve health and well-being



## a proven solution

### Delos Advanced Air Purification



**99.99% reduction** of airborne viral load down to .007 microns\*



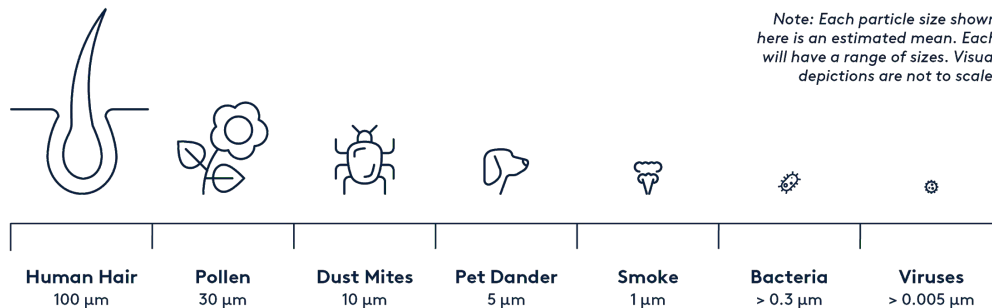
every device **individually tested** by the manufacturer to ensure superior performance



visibly give hotel guests, staff, managers and owners peace of mind that their **health, safety and well-being is a top priority**

\*Individual particle sizes and specific particle size ranges may have different filtration efficiency rates.

tested to remove  
particles **40x**  
smaller than HEPA  
filter standards



**DELOS STAND-ALONE SOLUTION - 99.99% efficient at 0.007 microns\***

**HEPA FILTER - 99.97% efficient at 0.3 microns\*\***

**MERV 13 FILTER - less than 75% efficient at 0.3 microns**

\* Individual particle sizes and specific particle size ranges may have different filtration efficiency rates.

\*\* The removal efficiency of HEPA filters for particles smaller than 0.3 microns is not included in standard HEPA testing.



## simply plug it in

and let the unit do the rest



### capture ultrafine particles

Patented DFS technology capable of trapping particles as small as 0.007 microns at 99.99% efficiency (SARS CoV-2 virus ranges in size from .06-0.14 microns)\*



### simple and quick installation

Highly configurable stand-alone or wall-mounted unit that do not require integration into existing HVAC systems



### wall to wall coverage

Designed for 2 full air exchanges in rooms up to 550 square feet in size



### full year filter life

Electrically charged filter minimizes the ability for captured microorganisms to multiply, prolonging filter life to 12 months



### ease of maintenance

Designed for quick and easy filter maintenance and replacement



### odor removal

6-stage VOC adsorption filter for removal of harmful gases and odors

\*Individual particle sizes and specific particle size ranges may have different filtration efficiency rates.



## buildings are known to facilitate the spread of airborne viruses



Viral pathogens can **travel up to 27 feet** in indoor spaces like hotels if an infected person who is not wearing a mask sneezes



Some pathogens can travel even further distances, and **stay in the air for hours** when air is recirculated in a mechanically-ventilated space

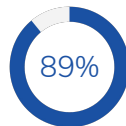


The virus causing COVID-19 (SARS-CoV-2) and other enveloped viruses range in size from **0.06 to 0.14 microns**, which is significantly smaller than particles that are captured by conventional filters

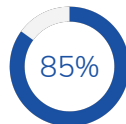


## health and safety are increasingly driving travel decisions

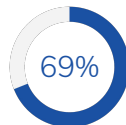
As global travel rebounds, hotels and resorts that lead the way on health and safety protocols are likely to be best positioned regarding elevated health-concerns; those that don't will be at a competitive disadvantage.



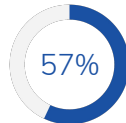
of Americans are more conscious of germs now than before COVID-19  
*WTTC & Oliver Wyman Report, 2020*



of travel decisions will depend on communications received from hotels about safety  
*PwC Report, 2020*



of travellers cite cleanliness & health measures as a critical component of travel brands' crisis response  
*WTTC & Oliver Wyman Report, 2020*



of travelers expect increased transparency on safety protocols  
*P&G Professional Report, 2020*





## why consider Delos advanced air purification **now?**

- Visibly showcase your commitment to guest health, safety and well-being
- Immediate impact with no lengthy and expensive HVAC adjustments
- Capture ultrafine particles that are smaller than the size of SARS CoV-2
- Increase guest confidence that they are breathing fresher, cleaner air
- Cost effective with a hotel-friendly design aesthetic
- Stand out from your competition without significant capital expenditures through an enhanced marketing narrative

## quick and efficient implementation process

Delos is committed to the success of our hospitality partners throughout the entire implementation process.

- 1 introduction**  
Introductory call on the implementation process
- 2 pre-install**  
Installation guide provided to key personnel — outlining labor and materials needed to prepare property for installation
- 3 marketing strategy**  
Provide assets such as in-room and digital collateral and training materials
- 4 digital sales and installation training**  
Product delivered to property and digital training materials provided for housekeeping, maintenance and other key personnel
- 5 cleaner air delivered**  
Hotel guests experience the benefit of fresher, cleaner air throughout their stay



**next steps**

visit **delos.com** to learn more

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