




# Delos™

ELEVATING WELLNESS





**WE SPEND OVER  
90% OF OUR  
TIME INDOORS.**

Delos is a global wellness pioneer guided by the mission to serve as the world's leading catalyst for enhanced health and well-being in the environments where we live, work, sleep and play.





# Delos™

## HEALTHIER SPACES, HEALTHIER PEOPLE

Informed by years of research and rigorous analysis of environmental health impacts, Delos and its subsidiaries offer a suite of innovative technology, consulting and design solutions for residential, hospitality and commercial spaces.

# COMPANY HISTORY

The Evolution of Delos

WE ASKED  
A SIMPLE  
QUESTION



2009

How do we  
merge real estate  
with health and  
well-being?

**Delos™**



2014

Launched the WELL  
Building Standard™,  
which is administered by  
the International WELL  
Building Institute, a  
subsidiary of Delos

STAY  WELL™



2014

Launched Stay Well™  
Hotel Rooms and  
Meeting Spaces



2015

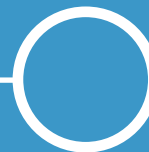
Launched the  
Well Living Lab™,  
a Delos-Mayo Clinic  
Collaboration

DARWIN™



2018

Launched  
DARWIN™, bringing  
wellness intelligence  
to your home



2020

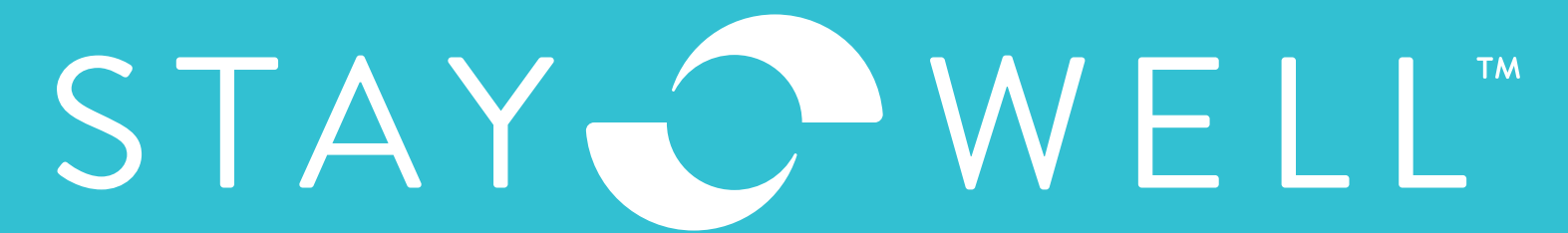
Launched the WELL  
Health-Safety Rating  
which is administered  
by the International  
WELL Building Institute,  
a subsidiary of Delos





WHERE WE INNOVATE

WHERE WE WORK



WHERE WE STAY

WHERE WE LIVE



## THE DELOS ECOSYSTEM

Wellness Solutions grounded  
by Scientific Expertise and  
Technological Innovation



# WELLNESS SCIENCE EXPERTISE

Delos addresses the human condition with a scientific approach



## SCIENTIFIC RESEARCH

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



## SCIENTIFIC EVALUATION

Identifying environmental and behavioral risk factors specific to the project



## SOLUTIONS & RECOMMENDATIONS

Providing solutions designed to improve health and well-being





## A DELOS AND MAYO CLINIC COLLABORATION: **THE WELL LIVING LAB**

Delos and Mayo Clinic collaborated to create the Well Living Lab™ in order to study the impact of indoor environments on our health and well-being.

The Well Living Lab is the first scientific research center that uses exclusively human-centered research to understand the interaction between health and well-being and indoor environments. A second branch of the Well Living Lab will open in Beijing, China in 2020.

The Lab's unique data and building infrastructure enables human-study research in the 5,500 square-foot laboratory in Rochester Minnesota, and soon, anywhere in the world with an internet connection, using a cloud-based, secure system.



Inspired by the tremendous  
strides made by the  
sustainability movement,  
Delos pioneered the concept  
of Wellness Real Estate:



**THE INTERNATIONAL WELL BUILDING INSTITUTE (IWBI):**

A public benefit corporation whose mission is to improve human health and well-being in buildings and communities across the world through its WELL Building Standard (WELL)



**THE WELL BUILDING STANDARD:**

- Is about creating healthier, more productive spaces for people.
- Provides a performance-based framework to measure and evaluate buildings on their impact on the people within.
- Positions design and building operations as an agent of public health.
- Measures, certifies, and monitors building features that impact health and well-being.

4,327

PROJECTS

587M

SQUARE FEET

310

CERTIFIED PROJECTS

62

COUNTRIES



Delos' subsidiary the International WELL Building Institute (IWBI) launched the WELL Health Safety Rating™ in 2020.



#### **THE WELL HEALTH-SAFETY RATING:**

An evidence-based, third-party verified rating focused on operational policies, maintenance protocols, emergency plans, and stakeholder education and engagement to address a post- COVID-19 environment now and broader health and safety-related issues into the future.



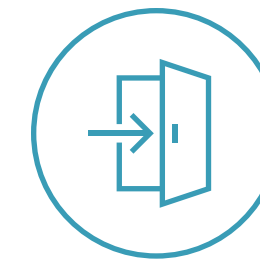
#### **OPERATIONAL POLICIES**

Adoption of policies and procedures to facilitate a healthy and safe workplace or facility.



#### **MAINTENANCE PROTOCOLS**

Implementation of facilities management and maintenance protocols designed to reduce the risk of infectious disease transmission.



#### **EMERGENCY PLANS**

Development of emergency plans and protocols that, when applied, help to safeguard building users.



#### **STAKEHOLDER EDUCATION AND ENGAGEMENT**

Regular communications, education and signage that capture important updates, activities and information.



# IWBI HEALTH & WELLNESS PROGRAMS



**WELL CERTIFICATION**



**PROFESSIONAL ACCREDITATION**



**MEMBERSHIP PROGRAM**



**WELL PORTFOLIO**



**WELL WORKFORCE**



**WELL HEALTH-SAFETY RATING**





# WELLNESS ON-THE-GO

Delos’ wellness hospitality program, Stay Well, incorporates a comprehensive feature set of amenities and services to maximize the guest experience and minimize the impact that travel has on the human body. Combining scientific research with engineering and technological advancements into hotel rooms, Stay Well has set the new standard in hospitality.

**Comprehensive Wellness Features and Amenities for room upgrades include:**

- Air Purification
- Water Filtration
- Natural memory foam mattresses
- Energizing Light
- Guided Meditation and more

**Health Benefits:**

- Better air quality
- Enhanced ambiance
- Better rest
- Rapid jet lag adjustment
- Increased energy
- Improved nutrition





# SAMPLE PORTFOLIO PROPERTIES



**MGM GRAND**  
LAS VEGAS, NEVADA



**MIRAGE**  
LAS VEGAS, NEVADA



**PARK MGM**  
LAS VEGAS, NEVADA



**MGM GRAND MEETING SPACES**  
LAS VEGAS, NEVADA



**PARK MGM MEETING SPACES**  
LAS VEGAS, NEVADA



**RICHMOND MARRIOTT  
SHORT PUMP**  
GLEN ALLEN, VIRGINIA



**RESIDENCE INN ORLANDO  
LAKE NONA**  
ORLANDO, FLORIDA



**ATLANTA MARRIOTT MARQUIS**  
ATLANTA, GEORGIA



**TAMPA MARRIOTT WATERSIDE**  
TAMPA, FLORIDA



**CHARLOTTE MARRIOTT  
CITY CENTER**  
CHARLOTTE, NORTH CAROLINA



**HAMILTON PARK HOTEL &  
CONFERENCE CENTER**  
FLORHAM PARK, NEW JERSEY



**WYNDHAM SANTA MONICA  
AT THE PIER**  
SANTA MONICA, CALIFORNIA



**WYNDHAM BOSTON  
BEACON HILL**  
BOSTON, MASSACHUSETTS



**PITTSBURGH UNIVERSITY  
CENTER**  
PITTSBURGH, PENNSYLVANIA



**WYNDHAM BOCA RATON**  
BOCA RATON, FLORIDA





# DARWIN™

HOME WELLNESS INTELLIGENCE

## LEADING THE HEALTHY HOME REVOLUTION

DARWIN is the world's first home wellness intelligence solution designed to enhance your health, well-being and performance by monitoring, calibrating and responding to the environmental conditions across your home. DARWIN helps reduce indoor contaminants that can negatively affect respiratory, cardiovascular, immune and cognitive health.

### CONTROL

- Wellness Experience Activation
- Temperature Control
- Individual Device Control

### WELLNESS MESSAGING

- Outdoor Air Quality
- Indoor Air Quality
- Outdoor Weather
- Current Wellness Active Elements





The Benefits of DARWIN

# A HOME THAT PROMOTES HEALTH AND WELL-BEING

## WELLNESS INTELLIGENCE

The DARWIN 'Brain' communicates across DARWIN elements and a central dashboard displays key metrics to track wellness conditions across your home



### PURIFIED AIR

DARWIN Responsive Air Purification targets particulate matter, VOCs, allergens, pathogens and other air pollutants as they arise.



### FILTERED WATER

DARWIN Water Filtration uses best-in-class technologies and site-specific data and testing to deliver healthier and better tasting water.



### CIRCADIAN LIGHT

DARWIN Circadian Lighting simulates natural sunlight patterns to help regulate your circadian rhythm, energy levels, productivity and sleep quality.



### ENHANCED SLEEP

DARWIN Enhanced Sleep creates a transitional environment integrating lighting, thermal, and acoustic elements to prepare your body for restful sleep.





# mindbreaks™

## IMMERSIVE EXPERIENCE

THE NEXT EVOLUTION OF WELLNESS ROOMS

MindBreaks harnesses evidence-based products, dynamic content, and environmental solutions to create curated wellness sanctuaries for workspaces, lounges, healthcare facilities and beyond.

**Designed to deliver short, effective and restorative breaks to help:**



Increase  
Energy



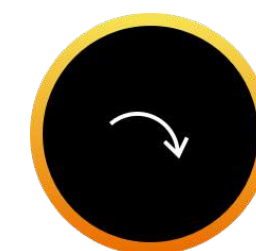
Improve  
Focus



Enhance  
Mood



Boost  
Performance



Reduce  
Stress



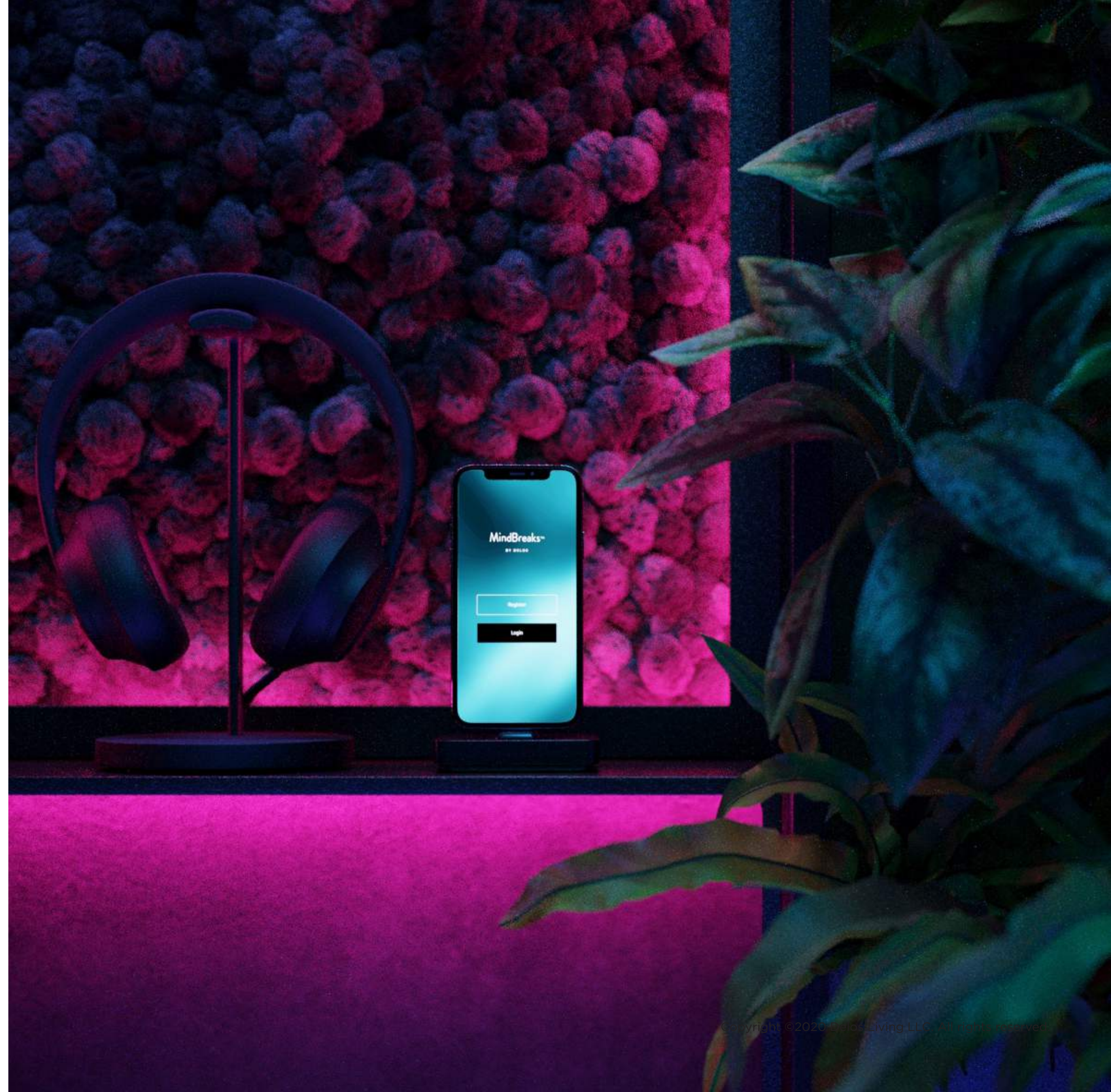
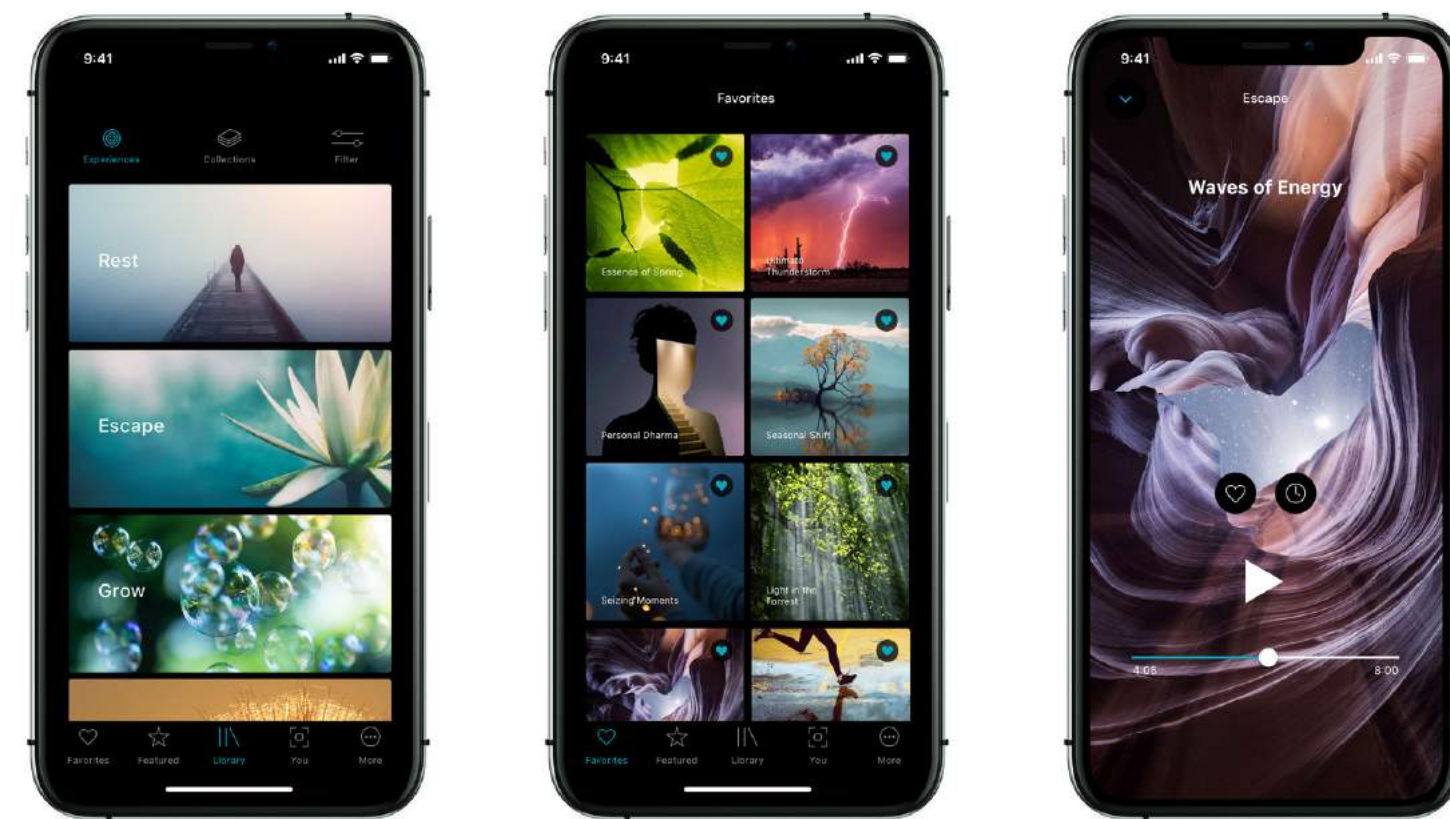
# mindbreaks™

## MOBILE APP

MINDFULNESS WHEREVER YOU ARE

MindBreaks Members enjoy full access to our exclusive platform of curated content, plus personalized features to track progress and set goals for mental well-being.

**Dynamic library of unparalleled 3D audio featuring spatially accurate biophilic sounds:**





TRUSTED BY CLIENTS WORLDWIDE







## **PAUL SCIALLA**

Founder & CEO

After 18 years on Wall Street, including 10 at Goldman Sachs as a Partner, Paul Scialla's interest in sustainability and altruistic capitalism led him to found Delos, which is merging the world's largest asset class - real estate - with the world's fastest growing industry - wellness. Since the company's inception, Paul has become a leading voice in the sustainability movement, serving as a keynote speaker at prominent green building, real estate, and technology forums and conferences around the world.

Paul is also the Founder of the International WELL Building Institute (IWBI), which administers the WELL Building Standard™ globally to improve human health and wellbeing through the built environment, a member of the Board of Directors for the Chopra Foundation, and a founding board member of the JUST Capital Foundation. Paul graduated from New York University with a degree in finance, and he currently resides in New York City.



# ADVISORY BOARD

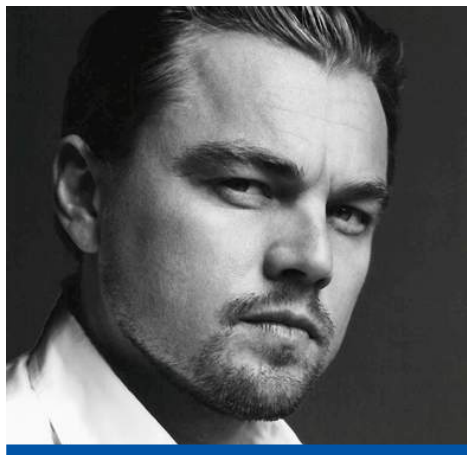
Delos Advisors demonstrate a strong belief in our vision, excellence and experience



**DR. DEEPAK CHOPRA**  
Founder, The Chopra Foundation



**DICK GEPHARDT**  
Former United States Congressman and House of Representatives Majority Leader



**LEONARDO DICAPRIO**  
Sustainability Advocate, Actor



**GREG NORMAN**  
Chairman & CEO, Greg Norman Company



**JOANNA PLAFSKY**  
International Film Producer & Philanthropist



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Managing Partner, Ventura Capital



**RICK FEDRIZZI**  
Chairman and CEO, International WELL Building Institute



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Special Advisor, Delos



**MORAD FAREED**  
Co-founder and Special Advisor, Delos



**ANDY STONE**  
Founder, Petra Capital Management



**DEBORAH L. WINCE-SMITH**  
Global Director of Corporate Responsibility, CBRE Group, Inc.



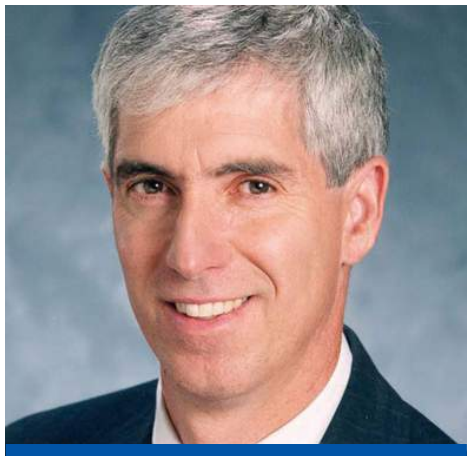
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CEO, International Living Future Institute



**DR. MICHAEL ROIZEN**  
Chief Wellness Officer, Cleveland Clinic



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Global Director of Corporate Responsibility, CBRE Group, Inc.



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CEO, American Society of Interior Designers



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President, CEO and Design Principal, HOK



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Workplace Design Consultant



**DR. KHEE POH LAM**  
Dean, School of Design and Environment, National University of Singapore



**RHETT SIMONDS**  
CEO - Simonds Group



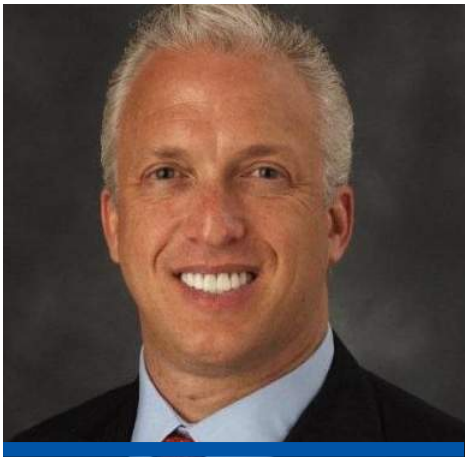
**ROB LEON**  
Senior Vice President, Global Services Structure Tone



**JALIL MEKOUAR**  
Senior Advisor, Hospitality



**SCOTT RESNICK**  
Founder, SR Capital



**GARY GREEN**  
CEO of Alliance Building Services & CEO of Alliance Baseball LLC



A modern interior space with a concrete wall and a staircase. The scene is overlaid with a blue gradient. The word "Delos" is written in large white letters, with a trademark symbol (TM) to its upper right.

# Delos™

DELOS.COM

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