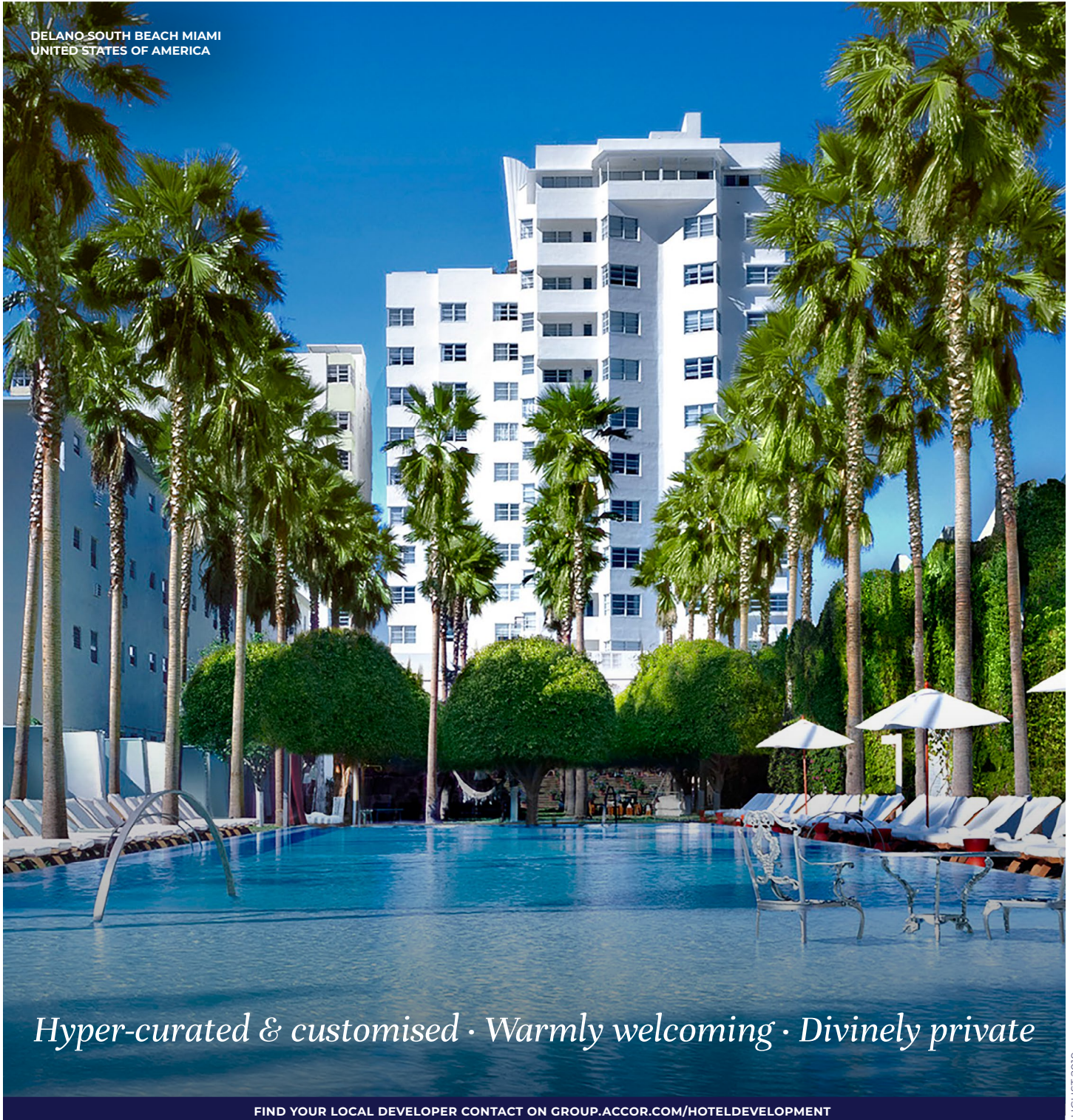


# DELANO

## *A nourishing resort*

Delano offers modern travellers that most rare and coveted of experiences — unadulterated luxury that nourishes their hedonistic desires, body and soul. It redefines the luxury resort experience with first-in-class service and customised guest experiences that awaken your curiosity, nourish your senses and soul, and shape a personal journey for couples, loved ones, solo travellers and families that lives well beyond each stay.

[sbe.com/delano](https://sbe.com/delano)



DELANO SOUTH BEACH MIAMI  
UNITED STATES OF AMERICA

*Hyper-curated & customised · Warmly welcoming · Divinely private*

FIND YOUR LOCAL DEVELOPER CONTACT ON [GROUP.ACCOR.COM/HOTELDEVELOPMENT](https://GROUP.ACCOR.COM/HOTELDEVELOPMENT)

RAFFLES \ ORIENT EXPRESS \ BANYAN TREE \ DELANO \ SOFTEL LEGEND \ FAIRMONT \ SLS \ SO \ SOFTEL \ THE HOUSE OF ORIGINALS  
RIXOS \ ONEFINESTAY \ MANTIS \ MGALLERY \ 21C \ ART SERIES \ MONDRIAN \ PULLMAN \ SWISSÔTEL \ ANGSA  
25HOURS \ HYDE \ MÖVENPICK \ GRAND MERCURE \ PEPPERS \ THE SEBEL \ MANTRA \ NOVOTEL \ MERCURE \ ADAGIO  
MAMA SHELTER \ TRIBE \ BREAKFREE \ IBIS \ IBIS STYLES \ IBIS BUDGET \ GREET \ JO&JOE \ HOTELF1

AUGUST 2019



# DELANO

LIFESTYLE - LUXURY  
INTERNATIONAL 5 STARS

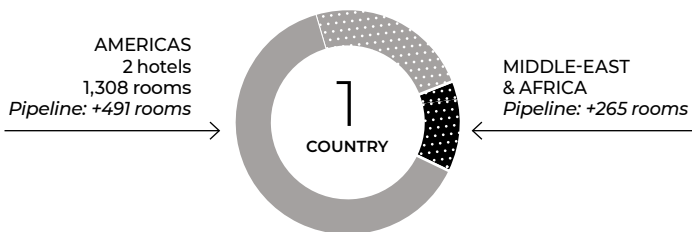
## DELANO WAS CHARACTERISED A TRAILBLAZER IN THE FIELD OF HOSPITALITY

### Network

2 HOTELS & 1,308 ROOMS

### Pipeline

4 HOTELS & 756 ROOMS



NUMBER OF HOTELS AND ROOMS PER REGION  
■ NETWORK + ■ PIPELINE

### Development

New Built & Conversion

	PRIME LOCATIONS	SECONDARY LOCATIONS	AIRPORTS SUBURBS
CAPITALS, KEY CITIES & RESORT DESTINATIONS	●		
MAJOR DOMESTIC DESTINATIONS			
OTHER CITIES & ATTRACTIVE TOURISTIC DESTINATIONS			

### Upcoming openings

Delano Dubai, United Arab Emirates, 265 rooms (2020)  
Delano Cartagena, Colombia, 186 rooms (2022)  
Delano Indian Wells, United States of America, 139 rooms (2022)  
Delano Arenas de José Ignacio, Uruguay (TBD)

## Top 3 unique selling propositions

#### BRAND MOMENTUM

Trailblazer in lifestyle & luxury hospitality  
Spectacular landmarks  
Worldwide awareness

#### + NOURISHING URBAN RESORTS

Redefining resort experience with:  
– First-in-class service  
– Customized guest experiences  
– Nourishing senses, body and soul

#### + THE sbe PLATFORM

Unique lifestyle living expertise to program a one of a kind destination  
Unique expertise in design, restaurant & nightlife concepts with renowned interior designers & chefs  
Unique full circle approach to hospitality with turnkey solutions for branding, development, management of a property

## Key programs

**Stimulate the imagination.** Our design provokes conversation and encourages play. Our platforms, programming, and spaces provide an environment for exploration, entertainment, and creative energy.

**Bringing people together.** Whether it's communal spaces for sharing a meal, grabbing a craft cocktail or chairs in the pool encouraging you to strike up a conversation, we create spaces for connecting and belonging, so everyone feels welcome.

**The Sublime.** We never underestimate the power of the sublime. Indulgent touches speak to our refinement, personal attentiveness, and uncompromising gift for lavish care.

**Ciel Spa.** To pamper your every need and create an exceptional and soothing relaxation experience that exceeds your expectations. Designed with an unerring eye for luxury, comfort and state-of-the-art technology, Ciel Spa is a place of escape where recharging the inner spirit and enhancing physical well-being come from true and spirited innovation. All guest rooms feature Ciel Reserve bath amenities.

## Programming

(1) For AAA ultra city center, historic conversion, the room size and areas can go down by 10-15%  
(2) Based on market demand

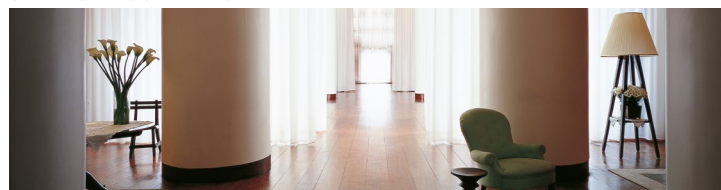
ROOMS	● URBAN	● RESORTS
— Average number of rooms	● 100-200	● 100-200
— Room average size <sup>(1)</sup> (sqm)	● 45	● 45-60
— Total Gross Floor Area <sup>(1)</sup> (sqm)	● 100-120	● 120-150
FOOD & BEVERAGE	1 sbe lifestyle touch F&B outlet at least 1+ bar/lounge 1+ destination 3 meal restaurant	
WELL-BEING	Ciel Spa <sup>(2)</sup> Pool <sup>(2)</sup> Fitness center <sup>(2)</sup>	
MEETINGS, EVENTS & OTHERS	Meeting rooms <sup>(2)</sup> Ballroom <sup>(2)</sup>	

## Customer profile

BUSINESS	20%	80%	LEISURE
DOMESTIC	75%	25%	INTERNATIONAL

## Flagships to visit

DELANO SOUTH BEACH MIAMI  
UNITED STATES OF AMERICA



DELANO LAS VEGAS  
UNITED STATES OF AMERICA

