



dorelan®
dormire bene vivere meglio

ROYAL CARIBBEAN

LUXURIOUS DAYS MEET
LUXURIOUS NIGHTS



**“WHEN LOVE AND
SKILL WORK
TOGETHER,
EXPECT A
MASTERPIECE.”**

~ John Ruskin





THE ROYAL CARIBBEAN FLEET

**WHERE ENDLESS FUN
MEETS
SUBLIME NIGHTS**

DORELAN ITALIAN LUXURY
MATTRESSES:

**WHERE ART AND
SCIENCE MERGE
FOR EXQUISITE
REST**





HOW CAN DORELAN ELEVATE THE EXPERIENCE?

Created in a small garage in Forlì by two distinguished Italian artisans, Dorelan quality sets the industry standard in sleep science and exceptional design.

We sailed the seas aboard the most prestigious cruise ships,
We explored the skies in luxury cabins.

We transformed hotel chains across the globe.
Because true quality travels to where it is celebrated, to all the
places to be.

A RICH HERITAGE OF EXCEPTIONAL REST



50+ Years of
experience in the
luxury bedding
sector



Research and
development
behind every
creation



100% Made in
Italy from the
finest raw
materials

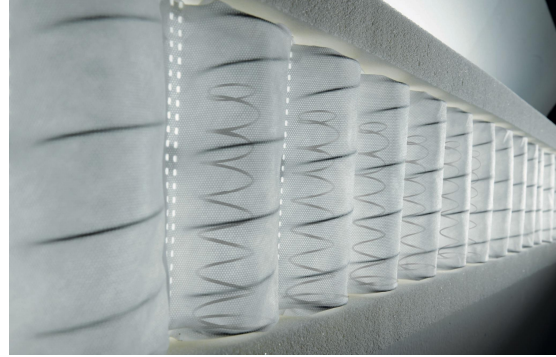


A legacy of the
finest Italian
craftsmanship



SUSTAINABILITY & PRODUCTION

With a scientific blueprint of purpose-led design, Dorelan luxury sleep solutions are manufactured using sustainable methods and the highest quality raw materials.





GREEN PRODUCTION SITE

In order to ensure an efficient yet sustainable supply chain, Dorelan controls the production and assembly of all components and products 100% internally at our green production facility. This site was created in partnership with the Green Economy Observatory of Bocconi University in Milan with the purpose to reduce our carbon footprint and improve our energy efficiency.

Strategically located on the Bologna-Forlì motorway in Forlì, the Dorelan production site is practically self-sufficient in terms of energy.



700.000 square foot site



100% Internal production allows strict control of sustainability standards



Focuses on improving the quality of life of **250** employees



Generates **100%** of electric power from renewable resources



SUSTAINABILITY CERTIFICATIONS

As a company that is committed to environmental quality and the sustainable consumption of resources, Dorelan strives to analyse and improve the environmental impact of our products.



0407



Omologato in
classe IIM



Décret 2000-164
del 23.02.2000



16 CFR 1632
16 CFR 1633



BS 7177
BS 6807

CAREFULLY SELECTED MATERIALS

In order to ensure comfort, breathability, and premium performance, Dorelan sources raw materials from vetted suppliers. We work closely with these suppliers to ensure sustainability at every step of the process.

- Wood (beech plywood) and iron
- Careful monitoring of supplier quality
- Tracing the origin of raw materials
- Research and development quality standards





PHILANTHROPY

In addition to minimizing our impact on the environment, Dorelan also strives to have a positive impact on our local communities and the lives of our employees. As part of our Corporate Social Responsibility initiatives, we regularly donate to purposes

- CavaRei Community Center
- Soho Society of Hematologic Oncology
- Ruotalibera Social Cooperative
- I'm A Dreamer Project

TAILORED BY TECHNOLOGY

Comfort is an individual experience.

Driven by our desire to provide unique and enveloping sleep experience to every type of individual, our committee of scientists uses state-of-the-art technology to design the perfect night's rest.





THE SCIENCE OF SLEEP

Dorelan sleep solutions are created based on scientific research that addresses comfort, temperature, heat transfer, support, breathability, and responsiveness to body movement.



PATENTED INNOVATION

We have created a diverse collection of materials that have been designed for the exclusive use of our luxury mattresses and pillows, including our custom-created MyForm foam formula.

FOAM TECHNOLOGY

Our proprietary Myform formula has become a quality standard for the industry.



MYFORM REGEN

- Comfort for various sleeping positions
- Low sensitivity to changes in temperature
- Maintains consistent performance all year round
- Evenly distributes body weight
- Relieves pressure



MYFORM MEMORY AIR HD

- Open cell structure and compact molecules
- Maximum shaping capability
- Porous quality ensures constant airflow
- Adheres to leading safety regulations
- Moulds to the body shape



MYFORM MEMORY CLIMA

- Designed for the uppermost layers of the mattress
- D/Cool technology uses the principles of “phase change” to regulate a constant contact temperature between body and mattress
- Regulates the dispersion of excess heat in warm months
- Supports heat retention in cold months

FOAM TECHNOLOGY

Each type of Myform offers different characteristics to respond to individual needs.



MYFORM EXTENSION

- Combines our technology and experience into an elastic material that allows ease of movement
- Ensures consistent performance and durability
- Minimal disturbance to co-sleepers
- Breathable material for support, balance, and solidity



MYFORM MEMORY

- Pressure-relieving characteristics and quality ergonomic design
- Facilitates relaxation and comfortable rest
- Adapts to the shape of the body
- Distributes weight evenly over the entire mattress



MYFORM AIR

- Designed for warmer seasons or for individuals who seek greater comfort and sleep quality in summer temperatures.
- High breathability safely promotes airflow
- Allows perspiration to evaporate

SPRINGS TECHNOLOGY



DORELAN HYBRID TECHNOLOGY

- Dynamically and continuously reacts to body pressure as applied on the mattress
- Excellent comfort and support abilities with the top ergonomic features of Myform Memory Air
- Promotes optimal muscular-skeletal alignment
- Reliable breathability and durability

ARMONIA

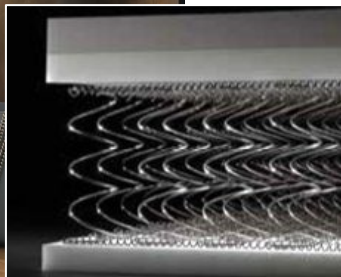
- Individually wrapped coils work synchronously on several levels, with each coil performing the functions of three different types of coils.
- Five different diameters and variable distances between coils
- Combined with our 7-zone targeted support system, Armonia coils support the unique shape of every body.
- Independently adapts to pressure applied by different areas of the body
- Movement isolation to prevent interference with the rest experience of co-sleepers

SPRINGS TECHNOLOGY



NEXT

- Individually wrapped coil system provides targeted support at all times.
- 7-zone support system with different densities and numbers of springs.
- Even distribution of body pressure
- Targeted support of 15% more springs where needed



LFK

- Solid and strong spring system consisting of interconnected cylindrical coils.
- Ensures a constant and fast response to pressure
- Coil system that reacts to body shape with accuracy
- Produce a unique feeling of balanced support
- Steel spirals are mounted in a way that increases the mattress' durability

COVER FABRICS AND PADDING



DYNAMIC

Dynamic is made from hypoallergenic Marie Jacquard fabric and features double embroidery Blade Quilting. With upholstery made from fine HCS polyester microfibers, it offers perfect elasticity and excellent softness. The padded outer edge is fitted with practical handles and the innovative Respiro system, created in Dorelan's Research and Development laboratories to ensure ultimate mattress breathability.

- Extreme resistance
- Ultra-longevity



MY PILLOW TOP

With double embroidery design Ghost Quilting and Marie Jacquard Grey side finishing, My Pillow Top features an additional hinged topper that enhances mattress comfort through double padding. The high-quality Future Stretch fabric is enhanced with Fiberbugs, an exclusive plant-based treatment with essential oils that deter bed bugs, as well as Fibersan, which wards off mites.

- Myform Memory Air filling
- Padded outer edge with handles and Respiro system



COMFORT SUITE

With sartorial double Tailor Quilting embroidery and Marie Jacquard Grey side finishing, Comfort Suite is characterized by an additional ultra-thick hinged topper that exponentially enhances mattress comfort. It contains a Double Hybrid filling of soft Myform Memory Air and high-density HCS polyester microfibers for unparalleled comfort.

- Highly elastic Atelier Stretch fabric
- Fiberbugs and Fibersan plant-based treatments
- Innovative Respiro system

PILLOW TECHNOLOGY



MYFORM

- Thermal comfort and regulation
- Optimal breathability

FIBRE

- Ergonomic design
- Adapts to body anatomy
- High-performance support in any sleeping position

FEATHERS

- Ethically sourced
- Soft and cosy
- Ultra-luxurious experience.

**Pillow menu can be sold to clientele.*



ROYAL CARIBBEAN GUEST MATTRESS MENU

Interior Staterooms

- **Class**
(Entry level mattress with springs)
- **Grace**
(More comfortable option and evolution of Class model with a layer of Myform)

Ocean View Staterooms

- **Excelso**
(Our alternative to Cappuccino)

Balcony Staterooms

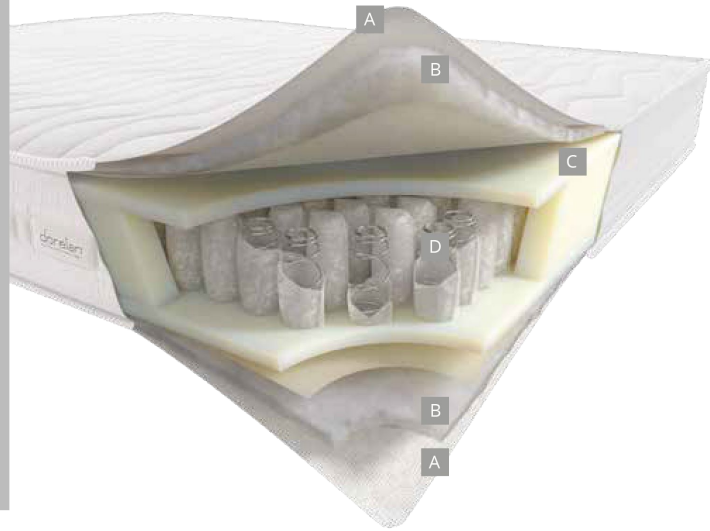
- **Incanto**
(This premium model is the most in-demand purchase by guests who experience it on board)

Suites

- **Icarus**
More luxurious version of Excelso with the option to change the pillow top that is superior to Cappuccino in duration and comfort.
- **Camuggi**
Top-of-the-range model with the option to change the density of the Visco foam layer in seconds and the bonus of a removable and washable pillow top.

All our mattresses, pillows and toppers ensure a high standard of hygiene throughout their life. The products are hypoallergenic and are subjected to anti bed bug treatment.

Class



- A. Marie Jacquard Fabric
- B. Polyester HCS microfibres 350 gr/m²
- C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- D. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Dynamic

PADDING



Two sides with
polyester HCS
microfibres

FABRIC



Marie Jacquard

SYSTEM



Smart System

ON DEMAND



Zips available to
combine single
articles

Grace



A. Future Stretch Fabric

B. Polyester HCS microfibres 350 gr/m² and Myform® Extension 35 Kg/m³ Anti Sinking

C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³

D. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Essence

PADDING



Two sides with
polyester HCS
microfibres

FABRIC



Future Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Smart System

ON DEMAND



Zips available to
combine single
articles

Excelso



- A. Atelier Stretch Fabric
- B. Myform® Memory Air 55 Kg/m³ and polyester HCS microfibres 200 gr/m²
- C. Myform® Memory Air 55 Kg/m³ layer
- D. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- E. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Decor

PADDING



Two Hybrid sides made of
polyester HCS microfibres
and Myform® Memory Air

FABRIC



Atelier Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Comfort Flip®
System 4

PLUS



Extra Myform®
Memory Air layer

ON DEMAND



Zips available to
combine single
articles

Incanto



- A. Future Stretch Fabric
- B. Myform® Memory Air 55 Kg/m³
- C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- D. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®
- E. Polyester HCS microfibres 350 gr/m² and Myform® Extension 35 Kg/m³ Anti Sinking



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Fisiology

PADDING



One side made of
Myform Memory Air®
One side with polyester
HCS microfibres

FABRIC



Future Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Comfort Flip®
System 2

ON DEMAND



Zips available to
combine single
articles

Icarus CS



- A. Removable Comfort Suite® Royal made of Myform® Memory Air 55 Kg/m³ and polyester HCS microfibres 200 gr/m² covered in Atelier Stretch fabric
- B. Atelier Stretch Fabric
- C. Myform® Memory Air 55 Kg/m³ and polyester HCS microfibres 200 gr/m²
- D. Myform® Memory Air 55 Kg/m³ layer
- E. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- F. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Comfort Suite®

PADDING



Two Hybrid sides made of polyester HCS microfibres and Myform® Memory Air

FABRIC



Atelier Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Comfort Flip®
System 5

PLUS



Removable Royal
Comfort Suite®
with zip



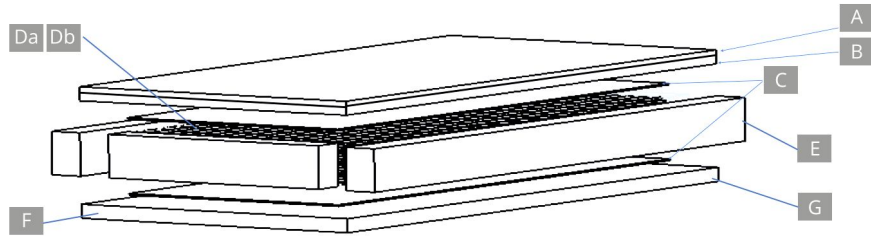
Extra Myform®
Memory Air layer

ON DEMAND



Zips available to
combine single
articles

Camuggi



- A. Myform® Memory Air 55 Kg/m³
- B. Polyester HCS microfibres 350 gr/m²
- C. Spring Care felt fabric
- D. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®
- E. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- F. Headrest Pad
- G. Lower Polyurethane Foam





ROYAL CARIBBEAN CREW MATTRESS MENU

Option 1: Foam

A luxurious model that relies on traditional springs and Dorelan foam technology to provide optimal support.

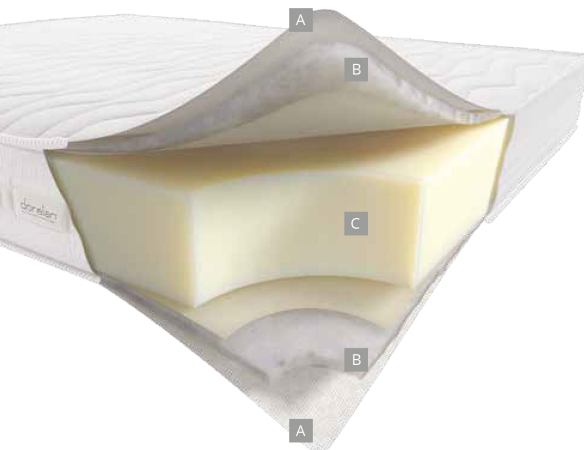
Option 2: Traditional

Durable, comfortable and economical, with a wide variety of foam mattresses.

Option 3: Hybrid

A classic combination of Dorelan springs and foam technology to deliver a desired effect while ensuring optimal muscular-skeletal alignment.

Delight



A. Marie Jacquard Fabric

B. Polyester HCS microfibre 350 gr/m²

C. Myform® Extension with high density 35 Kg/m³



TECHNOLOGY



Myform® Extension
35 Kg/m³

COVER



Dynamic

PADDING



Two sides with
polyester HCS
microfibre

FABRIC



Marie Jacquard

SYSTEM



Smart System

ON DEMAND



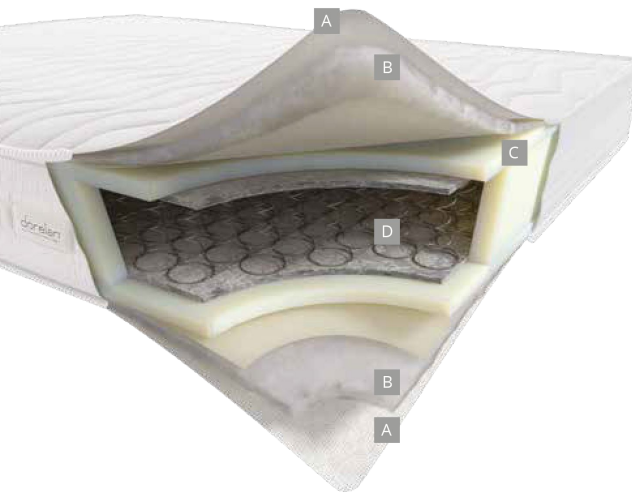
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VERSION



Baby version
height 15 cm

Ambit



- A. Marie Jacquard Fabric
- B. Polyester HCS microfibres 350 gr/m²
- C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- D. 145 Bonnel springs/ m² and 900 gr/m² Spring Care felt fabric



TECHNOLOGY



Bonnel 145
springs/m²

COVER



Dynamic

PADDING



Two sides with
polyester HCS
microfibres

FABRIC



Marie Jacquard

SYSTEM



Smart System

ON DEMAND



Zips available to
combine single
articles

Creed



A. Future Stretch Fabric

B. Polyester HCS microfibre 350 gr/m² and Myform® Extension 35 Kg/m³ Anti Sinking

C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³

D. 260 LFK springs/m² and 900 gr/m² Spring Care felt fabric



TECHNOLOGY



LFK springs
260 springs/m²

COVER



Essence

PADDING



Two sides with
polyester HCS
microfibre

FABRIC



Future Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Smart System

ON DEMAND



Zips available to
combine single
articles

Incanto



- A. Future Stretch Fabric
- B. Myform® Memory Air 55 Kg/m³
- C. Ergonomic layers and side Box System in Myform® Extension 35 Kg/m³
- D. 330 Soft Touch pocket springs/m² with 7 targeted support zones Fisiomassage®
- E. Polyester HCS microfibres 350 gr/m² and Myform® Extension 35 Kg/m³ Anti Sinking



TECHNOLOGY



Pocket springs
330 springs/m²

COVER



Fisiology

PADDING



One side made of
Myform Memory Air®
One side with polyester
HCS microfibres

FABRIC



Future Stretch

TREATMENT



Fibersan® anti
dust-mite
treatment



Fiberbugs®
treatment
against bed bugs

SYSTEM



Comfort Flip®
System 2

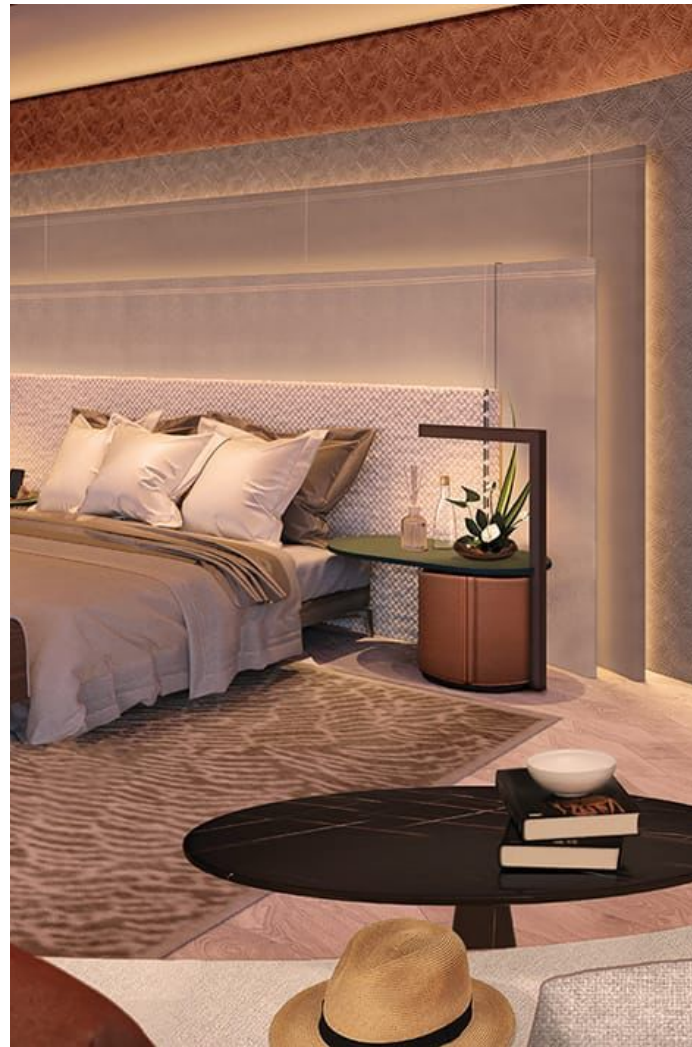
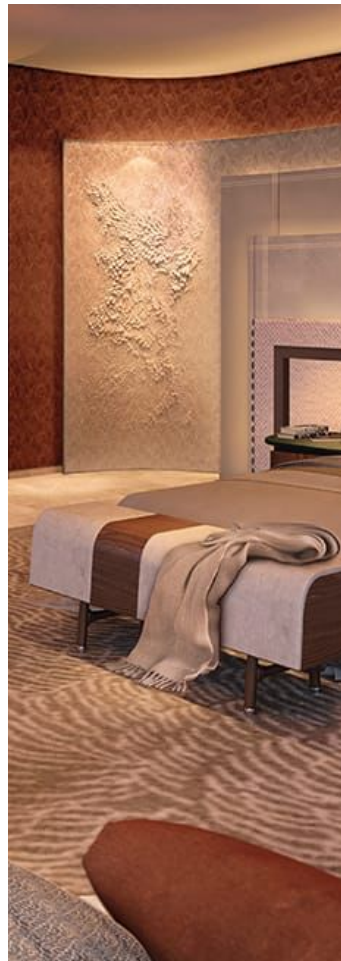
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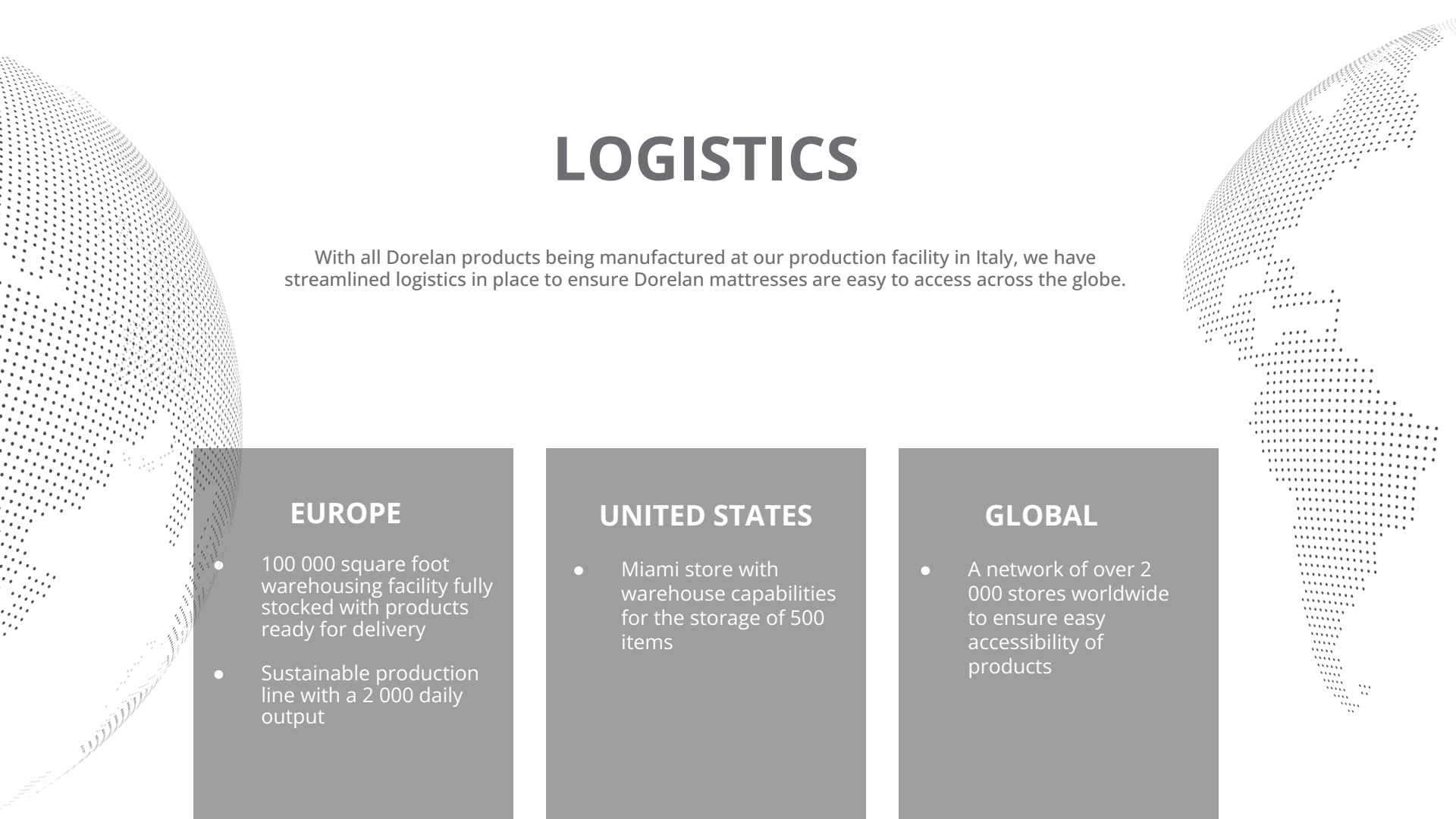


Zips available to
combine single
articles

KEY FEATURES INCLUDE

- Produced with the finest raw materials
- Compliant with IMO directives
- The ability to custom-brand sleep solutions
- Option to exclusively provide custom-branded products to your clientele





LOGISTICS

With all Dorelan products being manufactured at our production facility in Italy, we have streamlined logistics in place to ensure Dorelan mattresses are easy to access across the globe.

EUROPE

- 100 000 square foot warehousing facility fully stocked with products ready for delivery
- Sustainable production line with a 2 000 daily output

UNITED STATES

- Miami store with warehouse capabilities for the storage of 500 items

GLOBAL

- A network of over 2 000 stores worldwide to ensure easy accessibility of products

MARKETING OPPORTUNITIES

A passion for meticulous detail and exclusive luxury is at the heart of both Dorelan and Royal Caribbean. This creates the opportunity to partner on co-branded marketing campaigns that can be executed by the Dorelan marketing team.

- Content Marketing: SEO-optimized blogs
- Social Media Advertising: Facebook and Instagram ads that showcase the mutual attributes of both brands
- Press Releases
- Custom Landing Pages
- Social Media Management

For each Royal Caribbean customer who purchases a Dorelan USA mattress (at the US stores or on our website) with jointly generated marketing activities (manner to be agreed), Dorelan USA will pay RCCL a royalty.



DORELAN PARTNERS

Dorelan is proud to be supported by a network of over 10 000 of the finest brands in the hotelier and cruise tourism industry across the globe.



MSC Cruises



IL SAN PIETRO DI POSITANO



THE FIRST STEPS IN A LASTING PARTNERSHIP

1

We personally invite you to visit our store in Miami to test mattress quality, review aesthetic qualities, and assess the sensory experience.

2

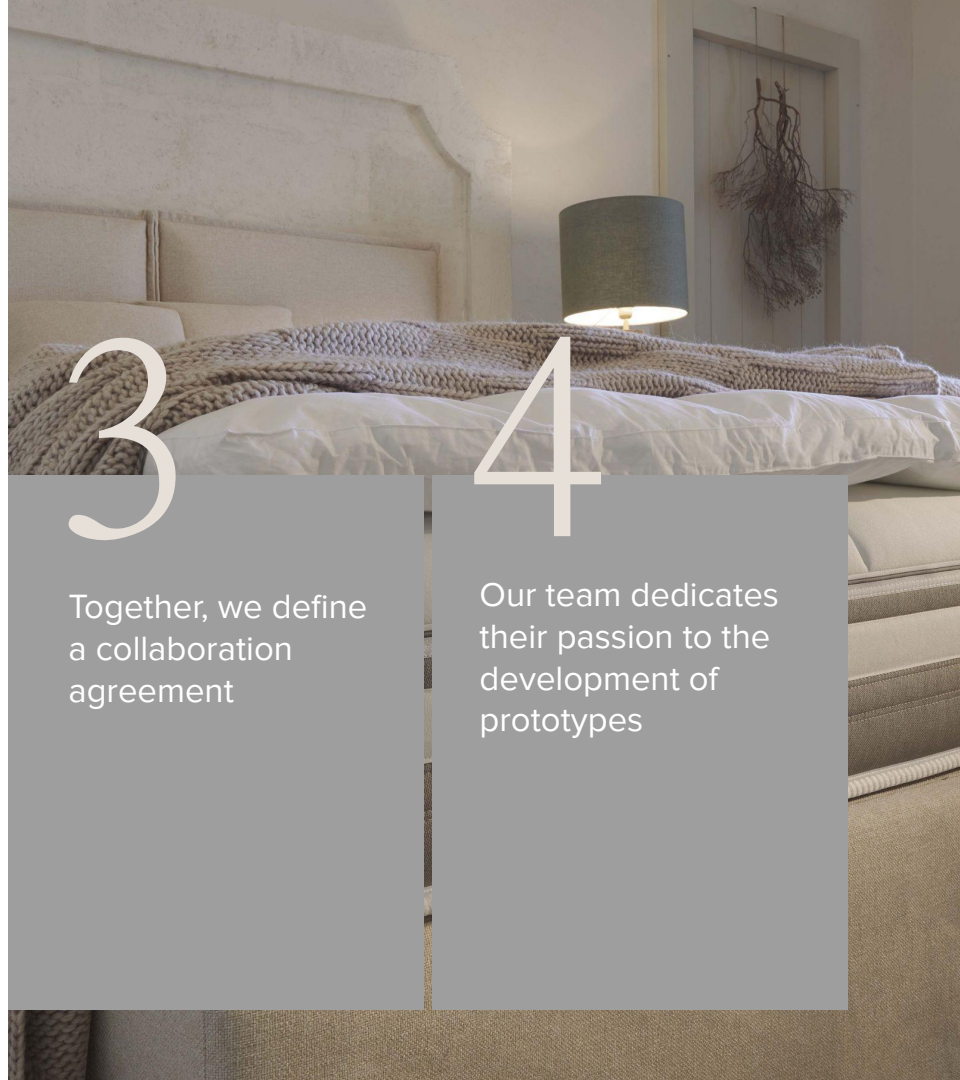
Once the quality has been confirmed and approved, our factory in Italy welcomes you to meet the expert Italian artisans who create our sleep solutions.

3

Together, we define a collaboration agreement

4

Our team dedicates their passion to the development of prototypes





THANK YOU