

# SENSETIONAL — WELLNESS<sup>™</sup>





1921, Yosemite National Park, in front of the J-7 – the cabin monoplane, known as "The Mosquito". The last picture before takeoff.

From the left: Giocondo Jacuzzi, aeronautical engineer and writer John "Jack" Kauke, English flight assistant Duncan McLeish, ex-RAF pilot, and the pilot Harold "Bud" Coffee, a second lieutenant in the American air force.



## — JACUZZI® HERITAGE: FROM THE INVENTION OF HYDROMASSAGE TO THE LATEST IOT TECHNOLOGIES















1915

The Jacuzzi family departs Italy for the United States and transforms the aviation and agriculture industries.

### 1956

When Ken Jacuzzi, age 2, is diagnosed with rheumatoid arthritis, his father invents a portable hydrotherapy pump to provide pain-relieving hydrotherapy.

#### 1968

Jacuzzi® soon became a household name thanks in part to repeated appearances on the national daytime television show, Queen for a Day, which boasted 20 million viewers. The Jacuzzi® Brand became an overnight sensation.

### 2000s

With a foundation in health, wellness and design and a dedication to research and innovation, Jacuzzi® continues to develop products that improve the lives of both high-performance athletes and everyday people, while leading the industry as the most recognized Hot Tub brand in the world.

## **TODAY**

The exclusive SmartTub® system is engineered to maximize your relaxation, recovery, and energy saving potential. It's easier than ever to use and maintain your Jacuzzi® Hot Tub.

Now also with Smart Heat feature, for Energy Savings Automation.



Industry-leading brand.

More than 65 years of experience.

Presence in more than 100 Countries.

Industry know-how.

Patented technologies.

Product quality and durability.

Unique brand with complete offer: Hot Tub, Swim Spa, Sauna, Hammam, Emotional Shower, Bath.

Products suitable for the hospitality sector.



**HOT TUB** 



**BATHTUB** 



EMOTIONAL SHOWER



**SWIM SPA** 



SAUNA AND HAMMAM



## — WELLNESS IS THE FASTEST GROWING SEGMENT OF GLOBAL TOURISM





Source: "Wellness Tourism, Spas, and Thermal / Mineral Springs" - The Global Wellness Institute™, Dec. 2021



FOR 42%
OF PEOPLE
WELLNESS IS A
TOP PRIORITY

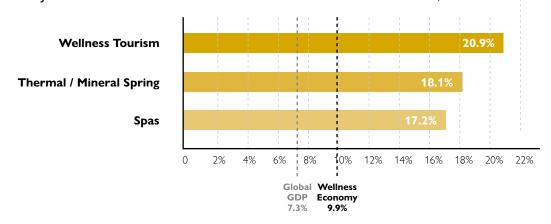
RISE IN BOTH
CONSUMER
INTEREST AND
PURCHASING
POWER

Source: "The future of the \$1.5 trillion wellness market" - McKinsey, 2021

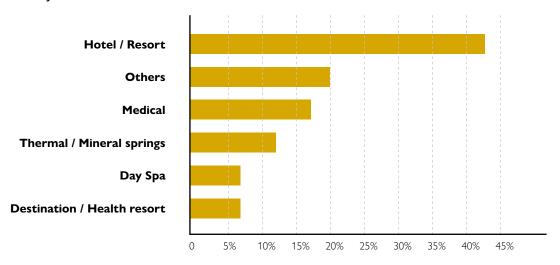


### THE FUTURE OF THE WELLNESS ECONOMY

### PROJECTED AVERAGE ANNUAL GROWTH RATE BY SECTOR, 2020 - 2025



## PROJECTED AVERAGE ANNUAL GROWTH RATE BY WELLNESS DESTINATION, 2020 - 2025



Source: "Wellness Tourism, Spas, and Thermal / Mineral Springs" - The Global Wellness Institute™, Dec. 2021

Wellness travellers spend more per trip than the average tourist.





## — THE ADVANTAGES OF HAVING ROOMS EQUIPPED WITH JACUZZI® WELLNESS PRODUCTS

IN 80%

OF CASES, ROOMS BOOKED IN ADVANCE

rather than conventional rooms.

80%

OF CUSTOMERS MORE SATISFIED

than those who occupied other rooms.

IN **75**%

OF CASES, THE STAY IN THE ROOM IS LONGER



### **INCREASE BY 80% OF CROSS-SELLING OPPORTUNITIES**

i.e. the possibility of offering additional services linked with their wellness proposal to customers for a fee.



## IN 70% OF CASES THE FACILITY IS MORE ATTRACTIVE FOR NEW CATEGORIES OF USERS,

particularly young lovers of sports and outdoor activities.



### THE IMAGE OF THE FACILITY ACQUIRES VALUE

by consolidating its high positioning, when the design is consistent with Jacuzzi® brand guidelines.

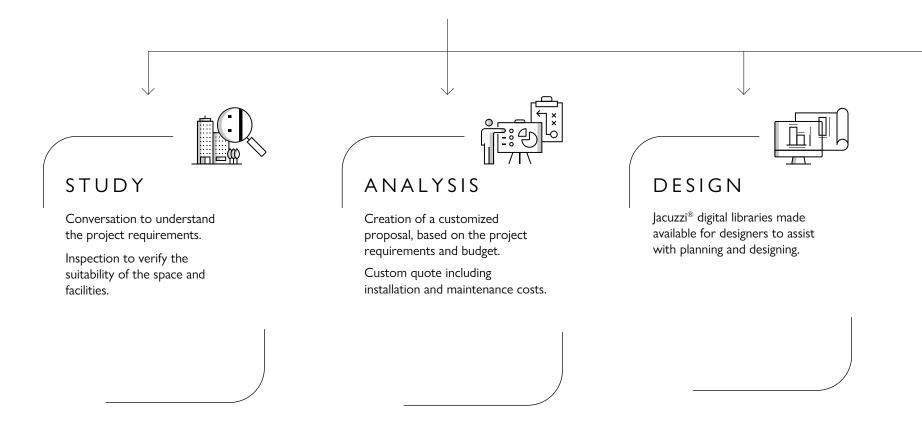


### **CUSTOMERS ARE WILLING TO PAY 30% TO 70% MORE**

because the wellness offering creates a greater propensity to spend and Jacuzzi $^{\otimes}$  solutions are thus a determining element in the choice.



## — JACUZZI® SENSATIONAL WELLNESS™ SERVICES: CREATE A BESPOKE WELLNESS EXPERIENCE FOR YOUR GUESTS







## **PRODUCTS**

Wide range of products and customization options.

Supply and installation of products.



## MARKETING

Use of Jacuzzi® communication in line with official brand guidelines.

Visibility of the partnership in the structure with specific promotional tools.

Hotel published on dedicated Jacuzzi<sup>®</sup> Sensational Wellness<sup>™</sup> website.



## AFTER SALES

Scheduled maintenance plan to maximize product uptime and peace of mind.



## —— AND INCREASE YOUR PROFITABILITY



### **ATTRACTION**

Acquisition of more and new customer groups, interested in different types of wellness experiences.



### LOYALTY

Higher-value, memorable experience for customers.

Longer stays.

Higher room occupancy rate.



## RETURN ON INVESTMENT

Increased profitability per room.

Secondary revenues.



## VALUE ENHANCEMENT

Development of partially used spaces, like gardens, increasing their value.

Enhancement of real estate.

Positioning or repositioning of the facility.

Extension of the offer and the seasonality of the structure.





## — JACUZZI® PROFESSIONAL WELLNESS HEAVY DUTY PRODUCTS FOR YOUR PROFESSIONAL WELLNESS AREA











HOT TUB PROFESSIONAL

Virtus Pro Enjoy Pro Virginia Pro Sienna Pro Alimia Pro

LODGE+

Lodge+ L Lodge+ M Lodge+ S

#### **SAUNA**

Mood XL Mood L Mood M Mood S

## —— JACUZZI® PRIVATE WELLNESS INTIMATE WELLNESS FOR THE PRIVATE AREA IN YOUR ROOMS AND SUITES





J-575™	J-375™	J-280™
J-495™	J-365™	J-275™
J-485™	J-355™	J-245™
J-475™	J-345™	J-235™
J-445™	J-335™	J-225™
J-435™	J-325™	J-215™
J-385™	J-315™	J-210™



HOT TUB DESIGN

Virtus Unique Profile City™ Spa Santorini Alimia Delos Delfi



**SWIM SPA** 

J-19 PowerPro<sup>™</sup>
J-19 PowerActive<sup>™</sup>
J-16 PowerPro<sup>™</sup>
J-16 PowerActive<sup>™</sup>
J-13 PowerPlay<sup>™</sup>



BATH AND SHOWER

Swirlpool® baths
Whirlpool baths
Lounge baths
Shower Cubicles with
Steam bath



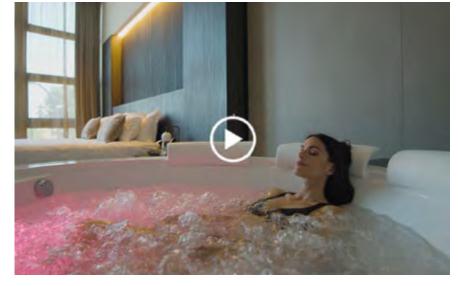
SAUNA AND HAMMAM

Sasha Sasha Mi



## —— GOLD TOWER LIFESTYLE HOTEL

COUNTRY ITALY



#### **PRODUCTS**

SASHA WELLNESS HAMMAM

Sasha Mi

LODGE+ S

LODGE+ M





NOVA PURE AIR® BATHS & SHOWER



ENJOY PRO



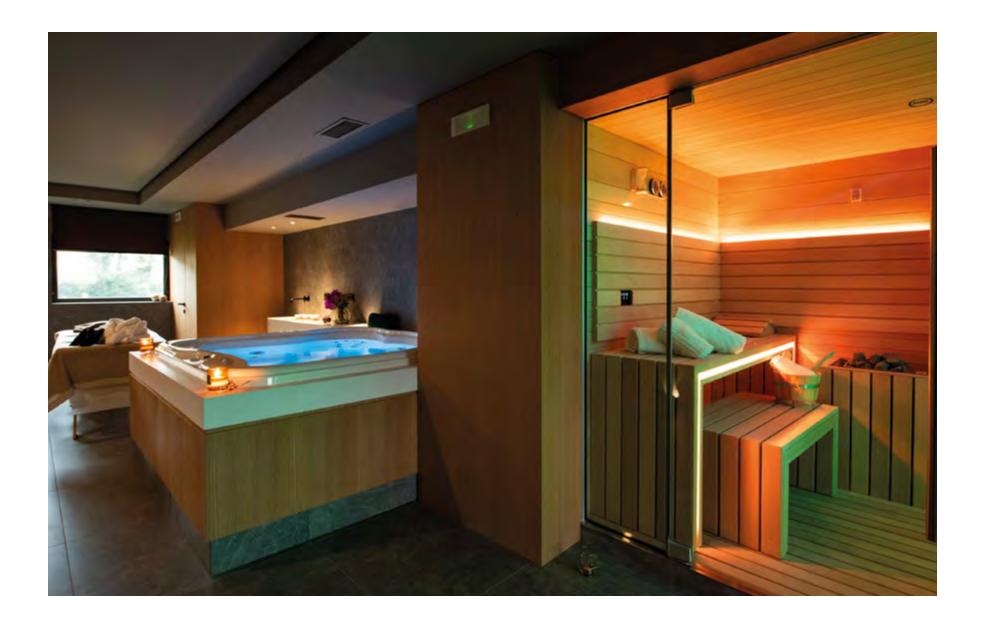




Water treatment: carefully selected treatment systems ensure perfectly clean water





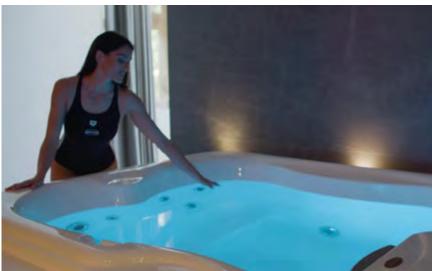


















# —— ALBERGO ANNITA

COUNTRY ITALY

#### **PRODUCTS**

LODGE L HOT TUB





#### **KEY FEATURE**

Water treatment: carefully selected treatment systems ensure perfectly clean water











## —— ALKAMURI POSH HOTEL & SPA

COUNTRY ITALY

#### **PRODUCTS**

VIRTUS HOT TUB SASHA wellness hammam







#### **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness











# —— ALMHOF CALL HOTEL

COUNTRY ITALY

#### **PRODUCTS**

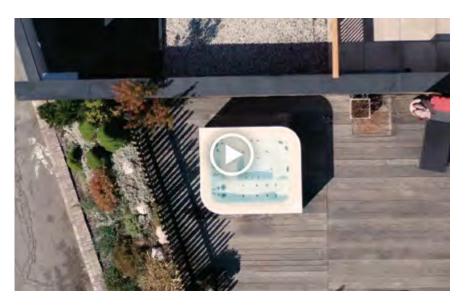
VIRTUS HOT TUB





#### **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness











## —— ALPS RESIDENCE HOLIDAY SERVICE

**COUNTRY** AUSTRIA

#### **PRODUCTS**

 $_{\text{HOT TUB}}^{\text{J-}235^{\text{TM}}}$ 





#### **KEY FEATURE**

Remote control to check the operation of the product in real time











## —— APARTMENTS TOP VIEW

**COUNTRY** CROATIA

#### **PRODUCTS**

LODGE M HOT TUB





#### **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it











## ----- BASSA MAINA **VILLAS & SUITES**

COUNTRY GREECE

#### **PRODUCTS**

J-210<sup>тм</sup> нот тив

LODGE+ L HOT TUB









#### **KEY FEATURE**

Heat exchanger rather than electric heater: an eco-friendly, sustainable solution











# —— BOUTIQUE STONE HOUSE

CROATIA

#### **PRODUCTS**

LODGE S HOT TUB





#### **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it











## BREATHTAKING SEA VIEW LUXURY PENTHOUSE

**COUNTRY**CROATIA

#### **PRODUCTS**

LODGE M





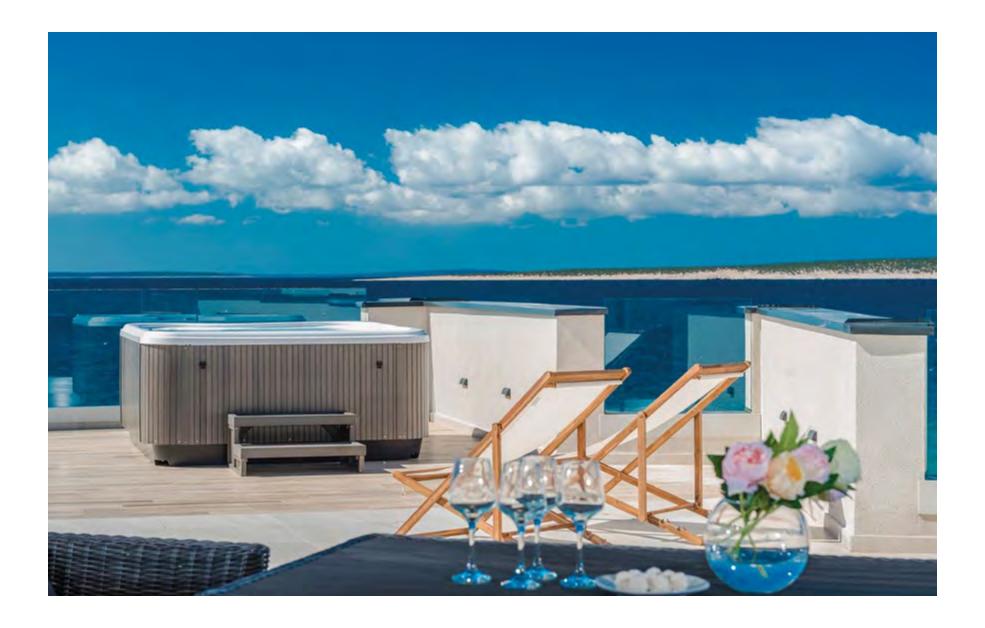
#### **KEY FEATURE**

The large capacity Hot Tub offers total immersion for professional and high frequency usage











# —— CASTELLO DI SANT'ELLERO

COUNTRY ITALY

#### **PRODUCTS**

PROFILE PRO





#### **KEY FEATURE**

User friendly controls











## —— CHALET SALENA

**COUNTRY** ITALY

### **PRODUCTS**

SANTORINI HOT TUB





## **KEY FEATURE**

Highly durable materials offer higher performance for your Hot Tub











## —— CUMEJA BEACH HOTEL & RESORT

COUNTRY ITALY

### **PRODUCTS**

SASHA 2.0 wellness hammam







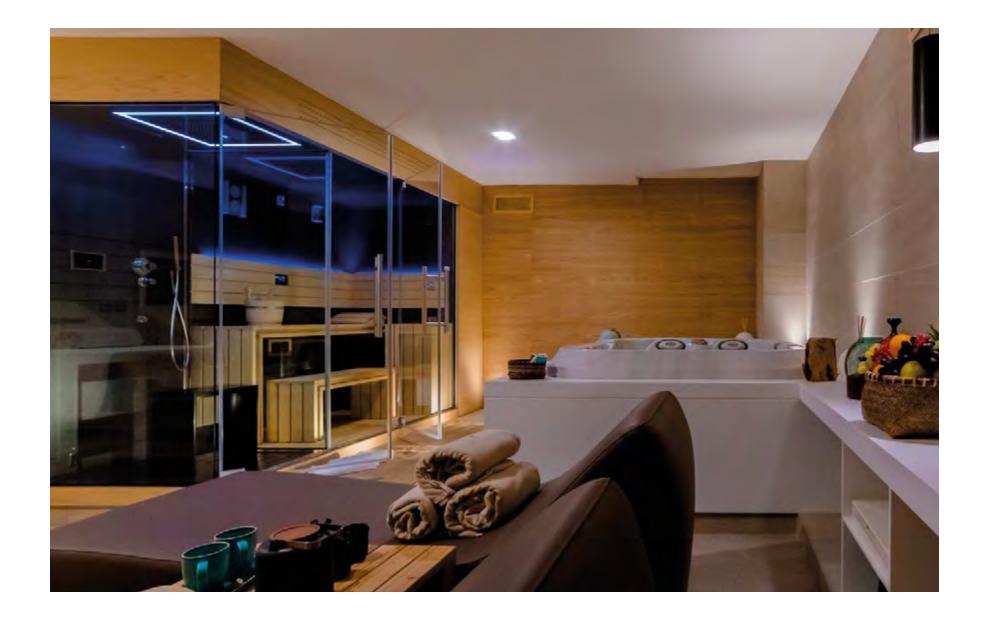














## —— DAMA BIANCA

**COUNTRY** ITALY

### **PRODUCTS**

LODGE L



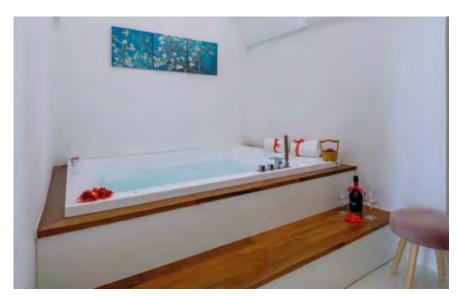
SHARP EXTRA
BATHS & SHOWER
WHIRPOOL BATH



MOOD wellness hammam



## **KEY FEATURE**











## —— DESIGN CLUB BRANDED APARTMENT

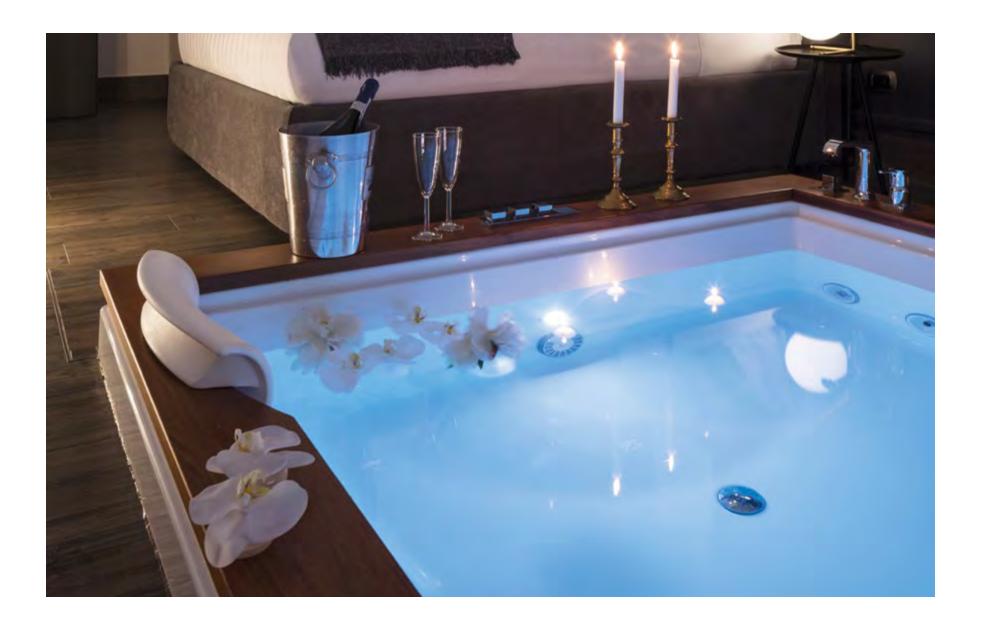
COUNTRY ITALY



## **KEY FEATURE**

Tailor-made solutions for the client's needs







## —— ENJOY GARDA HOTEL

COUNTRY ITALY

### **PRODUCTS**

FRAME IN2 wellness hammam

















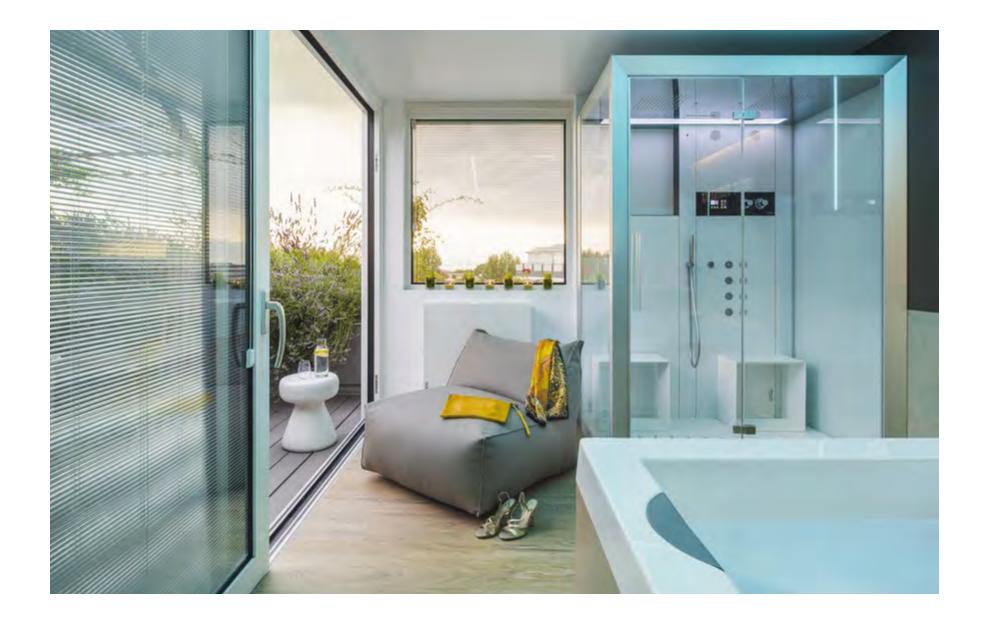


## **KEY FEATURE**











## — EUROSSOLA

COUNTRY

ITALY

### **PRODUCTS**

J-245<sup>™</sup> нот тив



## **KEY FEATURE**







## —— GLASS HOUSE & SPA DCA CERTIFIED

COUNTRY ITALY

### **PRODUCTS**

VIRTUS HOT TUB





## **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness











## —— GOLFO DEI POETI RELAIS & SPA

COUNTRY ITALY

### **PRODUCTS**

ALIMIA PRO





## **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness









## —— GRAND HOTEL MINARETO

COUNTRY ITALY

### **PRODUCTS**

CITY<sup>TM</sup> SPA HOT TUB



SASHA 2.0 wellness hammam



LODGE L HOT TUB















## —— HARITHA VILLA & SPA

**COUNTRY** SRI LANKA

### **PRODUCTS**

SASHA 2.0 wellness hammam



SHARP EXTRA BATHS & SHOWER WHIRPOOL BATH

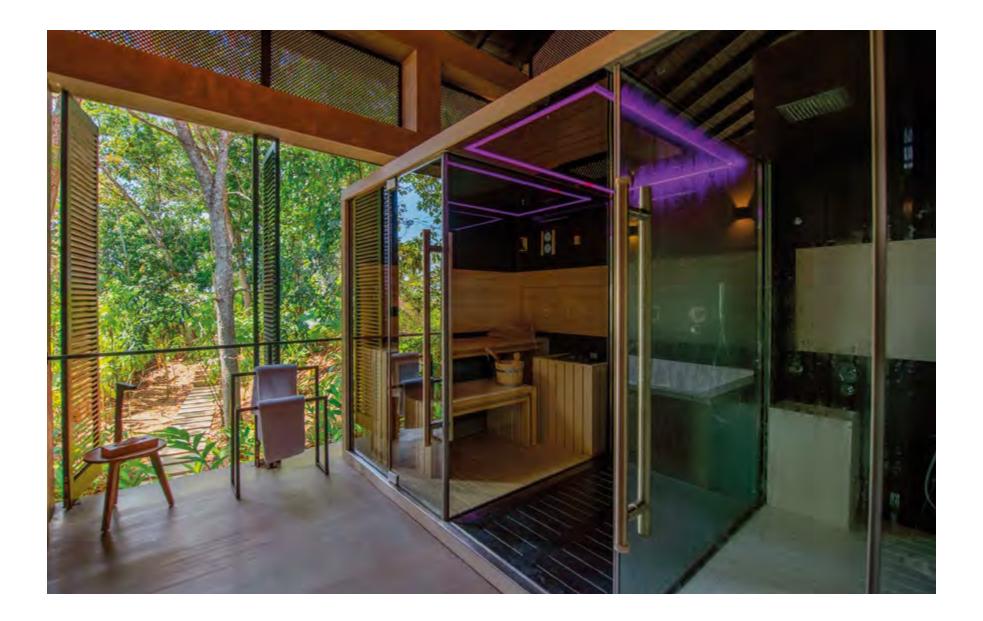


## **KEY FEATURE**











## —— HOLIDAY SKY PARK

**COUNTRY** POLAND

### **PRODUCTS**

DELFI HOT TUB



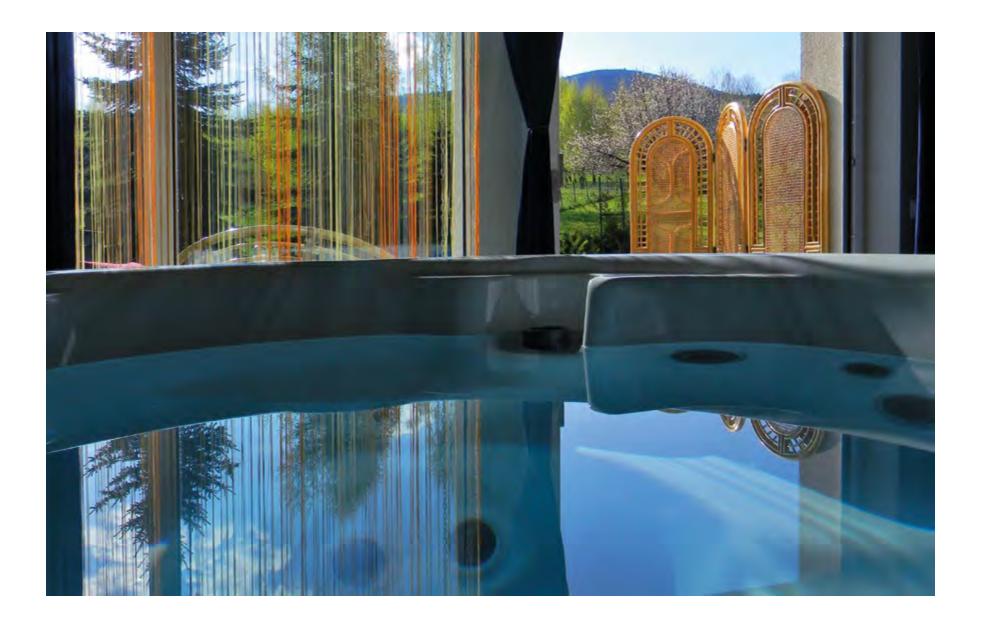


## **KEY FEATURE**

Highly durable materials offer higher performance for your Hot Tub









## —— HOTEL BAD FALLENBACH

**COUNTRY** ITALY

### **PRODUCTS**

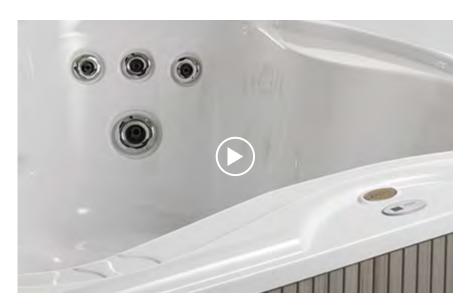
LODGE+ M HOT TUB



€ x5-0

## **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it











## —— HOTEL CASA SEVILLA 1800

**COUNTRY**SPAIN

### **PRODUCTS**

J-315<sup>™</sup> нот тив





## **KEY FEATURE**









## —— LE CASTEL BEAU SITE

**COUNTRY** FRANCE

### **PRODUCTS**

VIRGINIA PRO

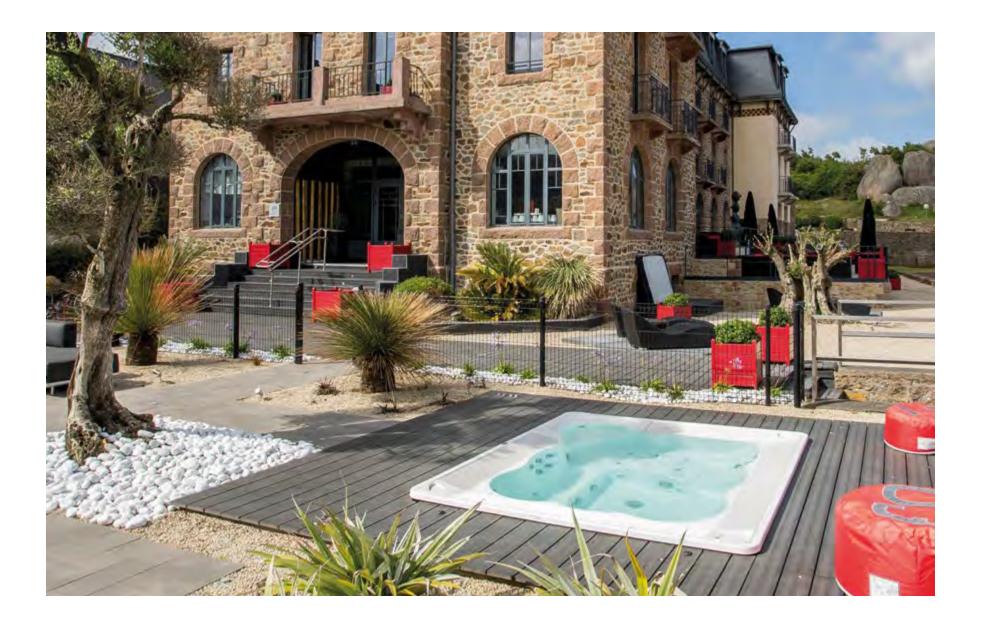




## **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness







# —— LUXURY VILLA EXCELSIOR PARCO CAPRI

COUNTRY

**ITALY** 

### **PRODUCTS**

LODGE L

ì !

CITY<sup>TM</sup> SPA HOT TUB



SPA UNIQUE



## **KEY FEATURE**











## —— MAGNIFICAT HOTEL & RESORT

COUNTRY ITALY

### **PRODUCTS**

LODGE S HOT TUB



×2-

## **KEY FEATURE**

Easy to use controls ensure hotel guests an unforgettable experience











## —— MANTATELURÈ

COUNTRY

ITALY

### **PRODUCTS**

PROFILE HOT TUB





## **KEY FEATURE**

Easy to use controls ensure hotel guests an unforgettable experience









## — MASSERIA NUCCI

COUNTRY ITALY

### **PRODUCTS**

LODGE L HOT TUB



×5-6

## **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it









# —— MELODY HOTEL

**COUNTRY** ITALY

### **PRODUCTS**

LODGE+ M HOT TUB





# **KEY FEATURE**

Water treatment: carefully selected treatment systems ensure perfectly clean water











# —— MOUNTAIN LODGE PRENNANGER

COUNTRY

**ITALY** 

## **PRODUCTS**

LODGE M HOT TUB



€ x4-!

# **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it







# —— MUSAE RELAIS & SPA

COUNTRY ITALY

## **PRODUCTS**

CITY™ SPA





## **KEY FEATURE**

CLEARRAY®

The water cleaning system which reduces consumption of chemical products for unbeatably efficient, safe operation











# —— MYKO HOTEL & CONVENTION CENTER

COUNTRY INDONESIA

### **PRODUCTS**

ROUND 150 BATHS & SHOWER WHIRPOOL BATH



# **KEY FEATURE**









# — NODO HOTEL

**COUNTRY** ITALY

### **PRODUCTS**

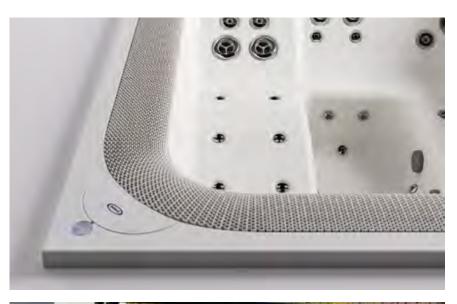
VIRTUS HOT TUB





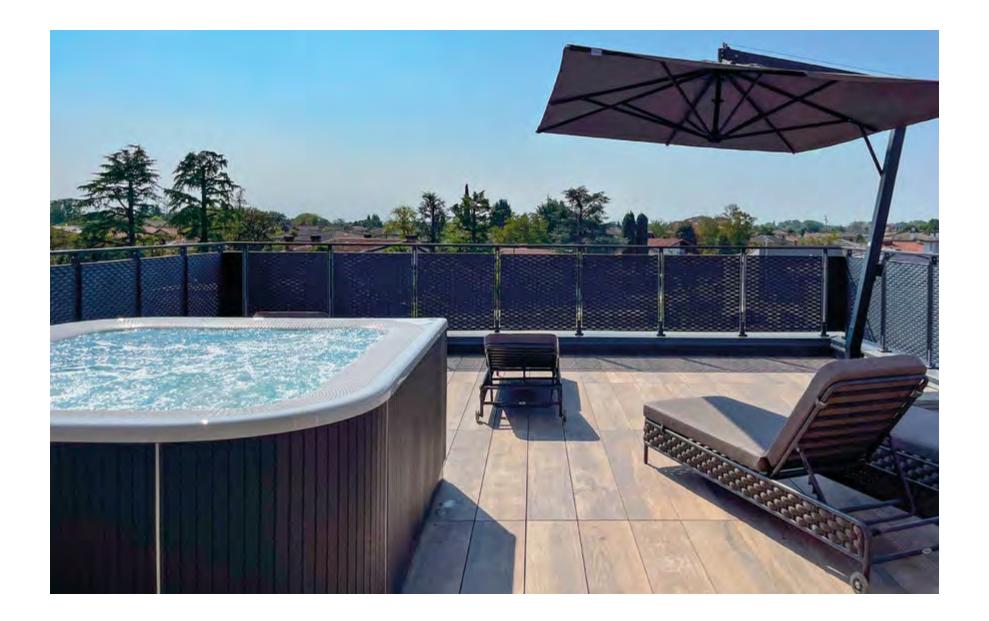
# **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness











# —— PALAZZO SAN MICHELE

COUNTRY ITALY

### **PRODUCTS**

J-215™ нот тив





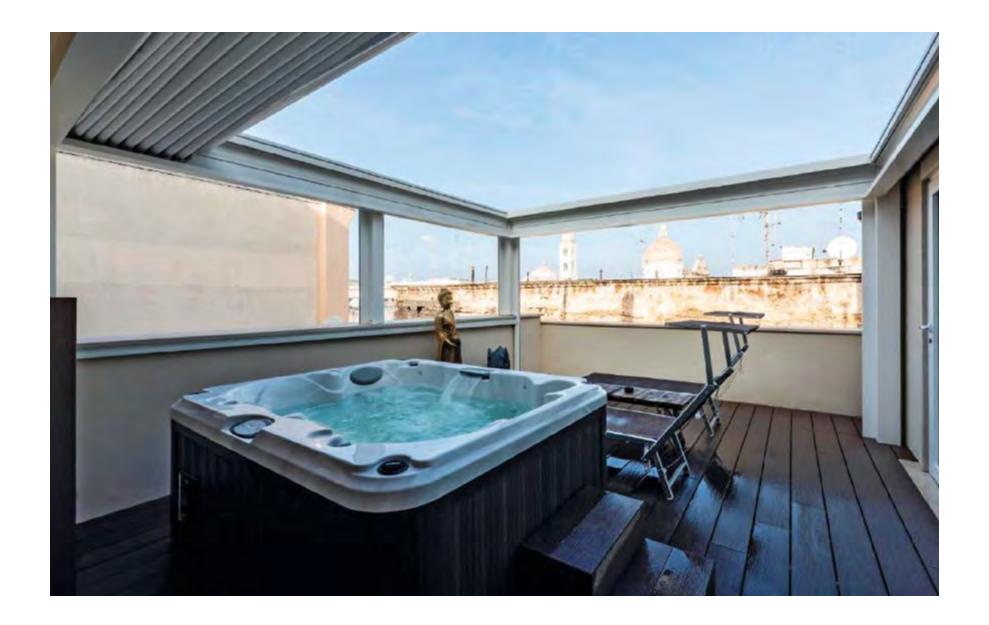
# **KEY FEATURE**

Highly durable materials offer higher performance for your Hot Tub











# —— PARADISO HOTEL BOVELACCI

COUNTRY ITALY

### **PRODUCTS**

LODGE S HOT TUB



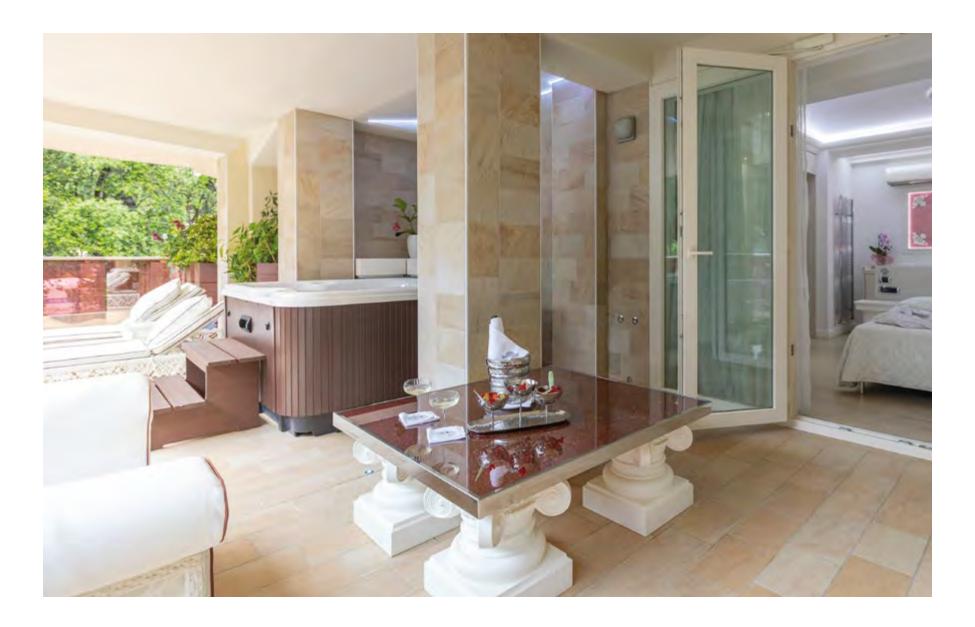
×2-3

# **KEY FEATURE**

Water treatment: carefully selected treatment systems ensure perfectly clean water









# —— RELAIS DE CHARME IL SOGNO DI GIULIETTA

COUNTRY ITALY



# **KEY FEATURE**







# —— RELAIS VALLE DELL'IDRO

COUNTRY ITALY

### **PRODUCTS**

SANTORINI hot tub





# **KEY FEATURE**

Easy to use controls ensure hotel guests an unforgettable experience











# —— SOFIA VILLAS

COUNTRY ITALY

## **PRODUCTS**

MOOD WELLNESS HAMMAM



SHARP EXTRA
BATHS & SHOWER
WHIRPOOL BATH

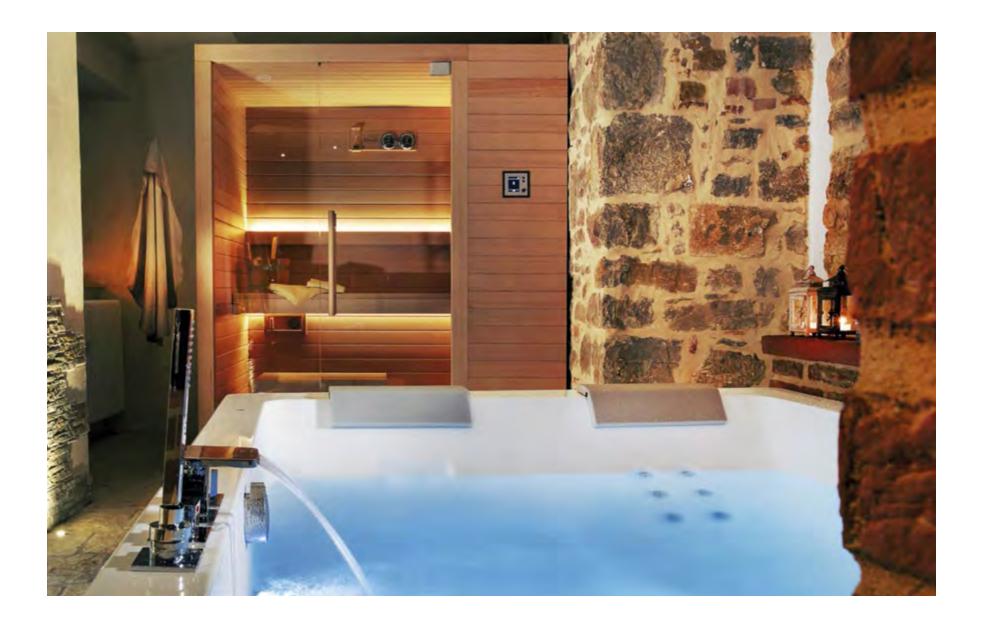


# **KEY FEATURE**











# —— SORRENTO **DREAM RESORT**

COUNTRY ITALY

## **PRODUCTS**

SASHA MI WELLNESS HAMMAM



ENJOY HOT TUB



SIENNA PRO







Sand filter Improves water filtration by facilitating cleaning











# STRAWBERRYFIELD PARK

**COUNTRY** ENGLAND

## **PRODUCTS**

LODGE M HOT TUB





# **KEY FEATURE**

Easy to use controls ensure hotel guests an unforgettable experience











# —— TERME PREISTORICHE

COUNTRY ITALY

### **PRODUCTS**

SASHA wellness hammam





# **KEY FEATURE**

Remote control to check the operation of the product in real time









# —— THE DUKE HOTEL

**COUNTRY** MALTA

## **PRODUCTS**

LODGE M HOT TUB





# **KEY FEATURE**

Automatic filling ensures your Hot Tub is ready for you whenever you want to use it











# —— THE ST. REGIS AMMAN

COUNTRY JORDAN

### **PRODUCTS**

OPALIA CORIAN®
BATHS & SHOWER
WHIRPOOL BATH



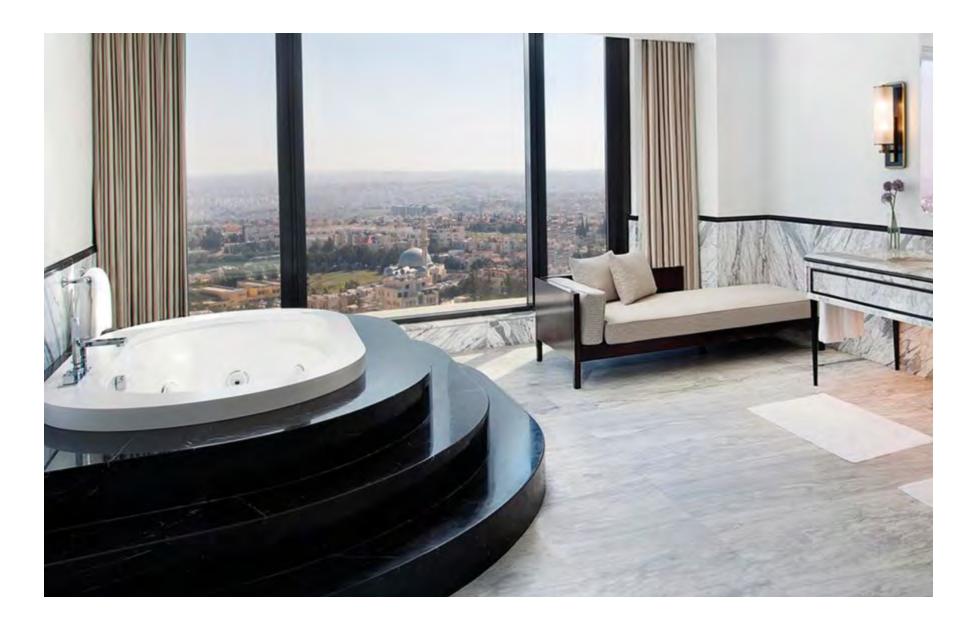


# **KEY FEATURE**











# —— VILLA ABBONDANZI

**COUNTRY** ITALY

## **PRODUCTS**

VIRTUS HOT TUB





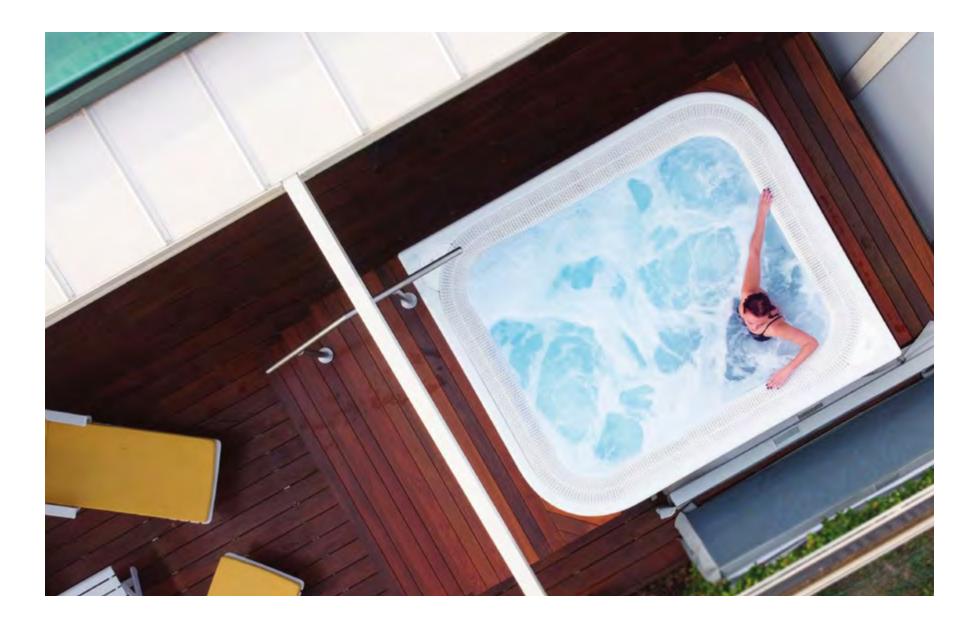
# **KEY FEATURE**

Flush overflow rim for total immersion and an unforgettable experience of wellness











# — VILLA MADOMI

**COUNTRY** CROATIA

## **PRODUCTS**

LODGE M HOT TUB





# **KEY FEATURE**

Heat exchanger rather than electric heater: an eco-friendly, sustainable solution









