SOTIEGA features NEW SOLUTIONS FOR A GREENER INDUSTRY

GLOBAL SCENARIO

The global scene is witnessing an exponential growth of consumers' attention on themes such as <u>pollution</u> and <u>sustainability</u>.

Such issues have always been on the forefront of political and environmental manifestos, but in the past few months there has been a <u>massive acceleration</u> of awareness on such topics.

The public opinion is no longer willing to tolerate nor excuse behaviors that deploy the earth's natural resources and sustainability.

The recurrent claim is: **«There is no plan(et) B»**

The hospitality industry is quickly following suit.



Landmark Mandarin Oriental Goes Plastic-Free With Water Filters – And You Can Too!

Updated: Aug 24, 2018

Landmark Mandarin Oriental, Hong Kong (LMHKG) has installed a water filtration system for the entire hotel, therefore allowing guests to enjoy freshly filtered and purified water in the bespoke glass bottles available in the guestrooms and suites.

This is a huge step towards LMHKG's pledge to go completely plastic-free. By end of March this year, hotel's guestrooms & suites will be equipped with reusable glass bottle for guests' enjoyment during the stay. Should the guest wish to take water with them, they may top up their own bottles anytime; or choose to purchase the hotel's reusable water bottles for take away. In addition, Amber, MO Bar and The Oriental Spa will also be serving in-house filtered, purified water.

"We are known for our wellness programmes and integrating sustainable efforts as a seamless part of our guest experience," says Mr Torsten van Dullemen. He adds, "offering our own water of the highest possible standard is another milestone for the industry and a reaffirmation of our commitment to sustainability".

You can go plastic-free at home with your own water filter. The Wellness360 team rounded up a list of water filters available for purchase here in Hong Kong.

California Becomes First State to Ban Single-**Use Hotel Toiletries**



CALIFORNIA



valeriysuruliu / iStock / Getty Images Plus

POPULAR

California became the first state in the nation to ban hotels from offering mini toiletries in plastic bottles Wednesday when Gov. Gavin Newsom signed a bill to that effect into law.

Assemblyman Ash Kalra, D-San Jose, who sponsored the bill, applauded the governor's action.

"We have reached a tipping point for action and more needs to be done that transitions consumers and businesses towards more sustainable alternatives," Kalra said in a statement reported by The Sacramento Bee. "And given our state's large presence in tourism, this will be a model for the nation."

LA BOTTEGA'S APPROACH

a NEW approach for a NEW market

LABOTTEGA®

MONODOSE PROGRAM

RECYCLED PET – Sustainable but still plastic perception

NEWS ALUMINUM TUBES – 98% plastic-free

ALUMINUM BOTTLES – 99.5% plastic-free

SOLID COSMETICS – 100% plastic-free



ALUMINUM ANCILLARIES – The «souvenir» effect

MONODOSE PROGRAM RECYCLED P.E.T.





MONODOSE PROGRAM



FACTS ON ALUMINUM

- Aluminum is a very useful metal. Considered <u>the most abundant</u> metallic raw material on earth, it is mostly known and valued as <u>the</u> most reusable material with long lasting quality.
- Aluminum is used for bottles in everyday's life and it has become very well-known for its <u>sustainability</u> and <u>versatility</u>.
- The aluminum bottle was first introduced in the North American beverage market in the fall of 2001 as an ecological alternative to plastic bottles by Coca Cola (even though the very first time aluminum was used for beverage bottles was in 1959).

PROS OF ALUMINUM

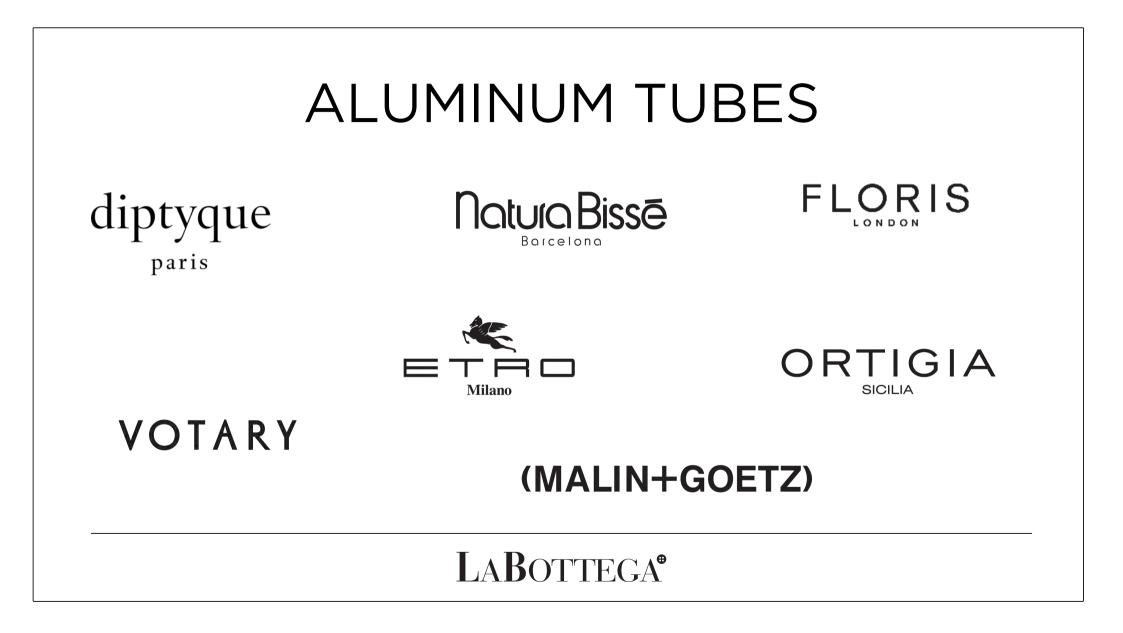
- Light-weight
- Corrosion-resistant
- Aluminum can be recycled repeatedly with no limit.
- Quality of the final products after recycling will not be affected
- Aluminum recycling energies saving around 90% compared to new extraction and production
- Aluminum bottles can be recycled, repurposed and readied for sale in two months.





MONODOSE PROGRAM











(MALIN+GOETZ)









PRESENTATION PROPOSAL



PRESENTATION PROPOSAL



«PAPERSTONE» TRAY

- 100% natural material
- Black/Grey/Cream natural pigments
- Water-resistant, steamresistant
- Used mainly as kitchen countertop material

LABOTTEGA[®]

MONODOSE PROGRAM SOLID COSMETICS

SOLID COSMETICS



A liquid detergent is based on about 80% of water. Solid cosmetics not only require very little water and energy during the manufacturing phase, but they also prevent the use of any additional packaging.



In 2017, it has been estimated that solid body wash bars prevented 100 metric tons of plastic waste in the environment.*



La Bottega's solid cosmetics program answers to luxury properties' need to adopt to a greener and cutting-edge approach.

LABOTTEGA[®]

* Source: Lush cosmetics

SOLID COSMETICS

PROS OF SOLID COSMETICS



Water-free

CONS OF SOLID COSMETICS



Novelty factor: they require time to practice and get familiar with the usage/lathering



100% plastic-free



Long-lasting (a 50gr body wash bar equals on average 350ml of liquid product)



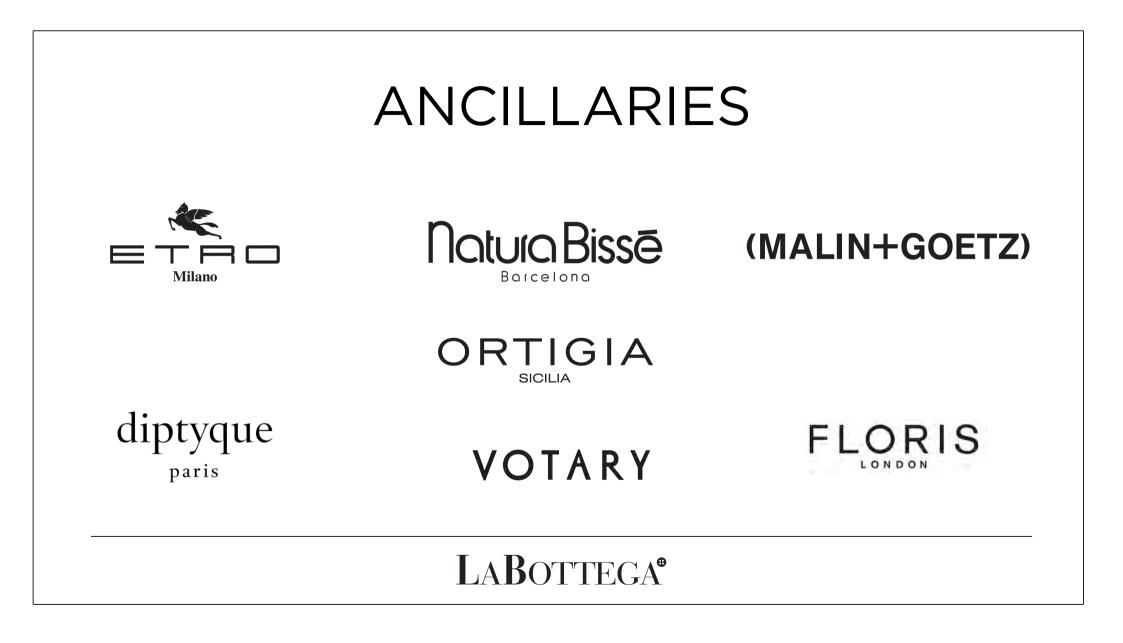
NEW TREND: MIX & MATCH



	SUGGESTED PROPERTY TYPE	USPs
RECYCLED PET	Properties focused on sustainability	75% recycled PET
ALUMINUM TUBES	Property focused on a plastic- free approach	98% plastic-free
ALUMINUM BOTTLES	Property focused on a total plastic-free approach (premium price)	99.5% plastic-free
SOLID COSMETICS	Property focused on a total plastic-free approach (entry level price)	100% plastic-free
LABOTTEGA [®]		

«SOUVENIR EFFECT» ANCILLARIES









LABOTTEGA®

DISPENSER PROGRAM

STANDALONE

INVISIBLE

NEW SLIDER

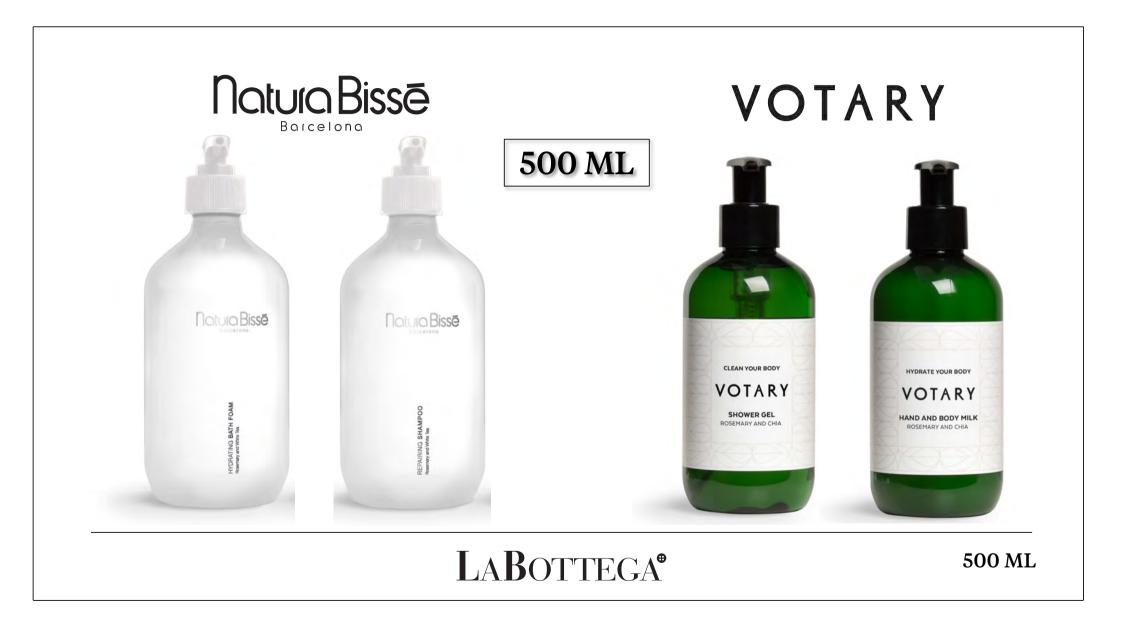
NEW META

Changing the Dispenser's paradigm: exit cheap alternative to monodose and enter an immersive brand experience through multiple SKUs options.

DISPENSER PROGRAM STANDALONE









BRACKET OPTIONS- 500ml ONLY



THE LIMITS OF REFILLABLE DISPENSERS



HYGIENE: Refillable dispensers pose a concrete risk of contamination if not cleaned thoroughly. Previous hotel guests might tamper with the inside content even where there have been safeguarding locks in place, as they might not be properly secured. Liquid bulk might also not be the original branded one.



• OPERATIONS: Housekeeping maintenance and stocking is time-consuming and expensive. Refilling the units is time-consuming and requires multiple stocking of products to guarantee a smooth supply.



• GUEST EXPERIENCE: guests might not consider the experience premium and miss the «souvenir» aspect.



• TRACEABILITY: Refilling makes it impossible to trace a specific production lot for any future reference/issue.



DISPENSER PROGRAM DUNTRO EXTRACT. ALL HAIR TYPES.

IN SE TOILETTE. HAND+BODY. SUNCARE SOLUTIONS-NEW YORK

LEANSING GEL SYNTHESIZES OUR MANKE TOTOLITE VIEW AMINO ALCO-BASINGET GUITY ALCONFECTIVE DUNNING GUITY ALCONFECT

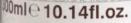
USCONTINUE USE. AVOID CONTACT WIL NTS AQUA [WATER], AMMONIUM LAURYL SULFATE SU SUFATE, COCAMIDOPROPYL BETAINE, SOCIUM OF PAGRANCE, PHENOXYETHANOL, COCO-GLUCOSDE 9 ENZOIC ACID. POTASSIUM OLIVOYL HYDROLYZE EMORGACETIC ACID, DISODIUM EDTA, LINALOO BENZYL SALICYLATE, HEXYL CINNAMAL BU OPONAL ETHYLHEXYLGLYCERIN, HYDROXYISOHD CHBOXALDEHYDE, GERANIOL, < E682700> MENJE 21ST FLOOR NEW YORK NEW YOR 545 979 8918 (DIRECT), WWW MALINAN

@mle10.14fl.oz.

ERMINT EXTRACT. ALL HAIR TYPES. I SUNCARE SOLUTIONS-NEW YORK



ATERNAL, ADULT USE ONLY. IF IRRI CATINUE USE AVOID CONTACT WITH EYES. F CO ARS RINSE EYES WITH WATER. INGREDIENTS: ADUA P UM LAURYL SULFATE, SODIUM LAURETH SULFATE PILBETAINE, SODIUM CHLORIDE, PHENOXYETHAND WICE, COCO-GLUCOSIDE, GLYCERYL OLEATE ATE BENZOIC ACID, POTASSIUM OLIVOYL HYDROLYZ DEHYDROACETIC ACID. POLYQUATERNIUM TA ETHYLHEXYLGLYCERIN, <E102600> MAU WENUE 21ST FLOOR, NEW YORK NEW YORK 1 646 979 8918 (DIRECT), WWW MALNARD





ND IRRITIES

SEVERAL MINUTES, CAUTION: FOR EXTE

MIATION OCCURS, DISCONTINUE USE AN TH DES. IF CONTACT OCCURS, RINSE EYES WIT REDENTS AQUA (WATER), CETEARYL ALCOHOL REPANCE, PHENOXYETHANOL, LINALOOL, AMONE BODC ACID, DEHYDROACETIC ACID, ETHILLEY CEETH-12.<E640400> MALIN + GOETZ. 330 SEVENT IN NEW YORK NEW YORK 10001 + 1 212 244 771 WWW MALINANDGOETZ COM. DISTRIBUTED BL CECASTELLI (AN), MADE IN ITALY 300ml ⊖ 10.14fl.oz.



THE INVISIBLE DISPENSER PROGRAM

Easy and quick first-time wall installation (2 fischer screws) Anti-theft Anti-tamper system Intuitive and rapid unlock/substitution with proper tool



THE INVISIBLE DISPENSER PROGRAM

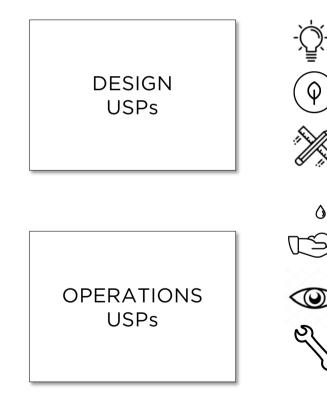


Non-refillable, tamper-proof locked cartridges prevent the risk of liquid contamination.

All dispensers ship with a safety collar underneath the pump to prevent leaking.



THE INVISIBLE DISPENSER PROGRAM UNIQUE SELLING PROPOSITIONS



The ideal solution to avoid bulky wall dispenser fixtures

Eco-friendlier when compared to single-use units

Fits flawlessly into any design and decor

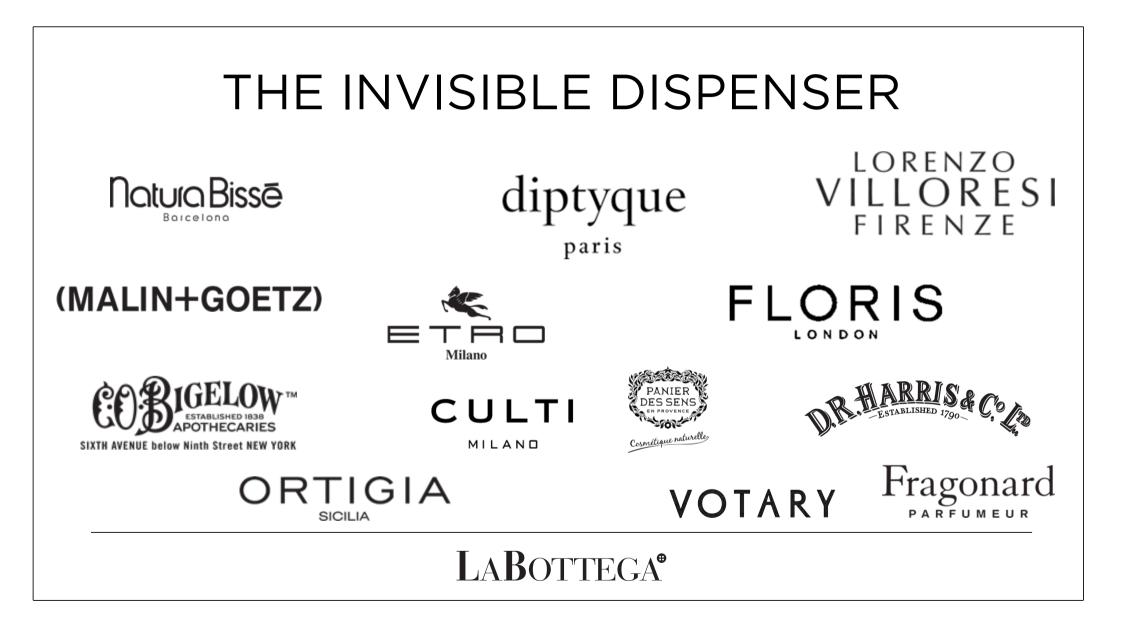
Non-refillable for hygiene purposes

Easy to inspect with the full-lenght see-through side strip

Very easy and quick to install/clean/substitute

INVISIBLE DISPENSER – tech specs

- Exclusive patented <u>design</u>
- Available in <u>2 sizes</u>: 300ml and 400ml
- Material: recycled PolyEthylene
- <u>See-through side strip</u> allows easy content inspection
- <u>Non refillable</u> for added hygiene and quicker operational turnover
- Secured to the wall with <u>2 screws</u>
- <u>No capex</u> bracket cost







MALIN+GOETZ) mbody wash.

COUNT CLEANSING GEL SYNTHESIZES OUR WARM RUN X SU DE TOILETTE WITH AMINO ACID-BASED CLEAS T MENTS. GENTLY AND EFFECTIVELY PURIFIES AND LIED ALL SKIN TYPES, BLENDED TO HYDRATE, RINSING EFILING TO REDUCE EPIDERMAL STRESS. NATURAL REEN-GOETZ OFFERS AN INTELLIGENT AND FRESK IL LANGE OF FACE, BODY AND HAIR CARE PRODUCTS. SERIED TO CREATE A COMPLETE RANGE OF TREAMENT INTER TODAY'S WOMEN AND MEN. DIRECTIONS APRO IR ID WET HANDS AND BODY; GENTLY WORK INTO LATHER I GLAK FOAMING BATH: THREE PUMPS UNDER RUNNIG BALTON FOR EXTERNAL, ADULT USE ONLY IF IRRITATION A DECONTINUE USE, AVOID CONTACT WITH EVER BURTE COCAM DOPROPYL BETAINE, SODIUM CHUR RURNEL PHENOXYETHANOL, COCO-GLUCOSDE, 000 ENDIC ACID. POTASSIUM OLIVOYL HYDROLYZEL DEMORGACETIC ACID, DISODIUM EDTA, LINALOOL PO HNZYL SALICYLATE, HEXYL CINNAMAL, BUTYL CRAWLETHTUHEXYLGLYCERIN, HYDROXYISOHEXYL3 CHECKLDEHYDE, GERANIOL, <EC02700> MALNI ABLE 21ST FLOOR, NEW YORK NEW YORK 100 1 68 979 8918 (DIRECT). WWW MALINANDGO A BOTTEGA SPA. TRECASTELLI (AN), MADE N TAU

Mmle10fl.oz.

MALIN+GOETZ) reppermint shampoo.

SUNCARE SOLUTIONS-NEW YORK

BENTLE, HYDRATING SHAMPOO SYNTHESIZES NATURAL DESENT EXTRACT WITH AMINO ACID-BASED CLEANING BITL EFFECTIVELY PURIFIES AND BALANCES ALL HER E SALP TYPES, UNLIKE TRADITIONALLY HARSH DETER EIGD TYPES, UNLIKE TRADITIONALLY HARSH CITU DEL ELIKOR FOR FREQUENT USE WITHOUT BYTK, DYK, IRRITATION, OR BUILD-UP MILCLY FOLMK, DIFREFORMULA LEAVES HAIR SOFT AND SCU MIDING DATURAL FRAGRANCE AND COLOR TREATE JA DAILY REGIMEN FOR COLOR TREATE JA GISED HAIR, DIRECTIONS: APPLY A SMALL AMOUNT OND WE AND SCALP CREATING A MILD GENTLE LATHER RIVE ARRAY FOR SHARE AND A MILD GENTLE LANDON WAS ARRAY FOR THE AND A MULD HAVE ON SCALED FOR MULATE, AND CLAPT THE MALL HAVE AND TO COOL, STIMULATE, AND CLAPT AND THE MALL ADDLE USE CONVERTIGATION AND A MULATION AND A MU AND DURING WITH WATER, INGREDIENTS ACUA INTE RAN JURY, SULFATE, SODILM LAURETH SULFATE, COUR INTERNE, SODILM CHLORIDE, PHENOXYETHAND, RHA INGE 0000-SULCOSIDE, GUYCEPH, OLLATE, BON INGE BACOCIAD, POTASSIUM OLIVOYL HYDROLYZE ING INGE BACOCIAD, POTASSIUM OLIVOYL HYDROLYZE ING A DEMORDACETIC ACID, POLYQUATERNIUM-7, TETR ABALE 21ST FLOOR, NEW YORK NEW YORK 1000 11 546 979 8918 (DIRECT), WWW.MALINANDGO LA BOTTEGA SPA, TRECASTELLI (AN), MADE N FR

Momle 10fl.oz.

(MALIN+GOETZ) clantro hair conditioner. LINTRO EXTRACT. ALL HAIR TYPES.

FLI SKINCARE SOLUTIONS-NEW YORK IN GIRTLE, DAILY CONDITIONER SCIENTIFICALLY SYNG IN MIURAL CILANTRO WITH ABSORBENT FATTY AN WRATY ALCOHOLS. EFFECTIVELY HYDRATES AND BLIA DI LL HAR AND SCALP TYPES, UNLIKE TRADITION

HAST, OLS THAT WEIGH DOWN HAIR AND IRRITATE SCI-ENGINE ADVANCED, RESIDUE FREE CONDITIONS IN ENGINE NATURAL FRAGRANCE AND COLOR LISU EXEMITE INTO DAILY MAINTENANCE REGIMEN FOR COM NUITE AND PROCESSED HAIR. DIRECTIONS: AFTER SHARE KING AND PROCESSED MAIN, DIRECTIONS: AF LER SWE KIYO A SMALL AMOUNT OF ABBORENT CONSTROL EI SOLP AND HAIR, ESPECIALLY ENDS: GENIX CON EI STALE IF NECESSARY, RINSE CLEAN, IF INTENSE CONST INTERCHED, APPLY GENEROUSLY AND ALLOW ABSORD EVERAL MINUTES. CAUTION: FOR EXTERNAL ACUT IT FIRITATION OCCURS, DISCONTINUE USE, AVOID CONTO TEL F CONTACT OCCURS, RINSE EYES WITH WERE HORNES AQUA (WATER), CETEARYL ALCOHOL, O ANCE, PHENOXYETHANOL, LINALOOL, AMOUNT CE640400>, MALIN + GOETZ, 330 SEVENT HER IDEK NEW YORK 10001. +1 212 244 7771. +1 64/578 RIVE MALEVANDGOETZ COM DISTRIBUTED BY LABOR ECHIERLI (AND. MADE IN ITALY

300mle 10fl.oz.

(MALIN+GOETZ peppermint body scrub, proluting cleamser. Bare skincare solutions-new york.

OUR GENTLE, HYDRATING SHAMPOO SYNTHESIZES WIT BIG CHATLE, HYDRATING SHAMPOG SYNTHESZEINER BRYEMMINT ERTRACT WITH AMING ACID-MASSIG CLIM JEMIN, EFFECTIVELY PURIFIES AND BALANCIS EI BIS ICLEI TYPES, UNLIKE TRADITIONALIY HARD SINTA, BLENDED FOR FREQUENT USE WITHOUT BI ISBOYIG, FIREF FORMULA LEAVES HAIR SOFT BIS CONTIONED MATURAL FRAGRANCE AND COLO STIGARTE DITO DALLY REGIMENT FOR COLOR HUM RECESSED HAIR, DIRECTIONS: APPLY A SMALL MONTH HET HAR AND SCALP CREATING A MILD GENTLE LITER ALL THE AND BOALD CHEATING A MILD DEVICE UNDER LAR REPEAT IF DESIRED. MAY LEAVE ON SCAP JIWIT REPEAMENT IS KNOWN TO COOL, STIMULATE AN LE RUDOW WITH (MALIN-GOETZ) CILANTRO HAR COURS LOGTOR FOR EXTERNAL, ADULT USE ONLY IF IRSTINUTION RECORTINUE USE. AVOID CONTACT WITH EYEL F DE COURS, RINSE EYES WITH WATER. INGREDIENTS AD MONUM LAURYL SULFATE, SODIUM LAURETH S PROPIL RETAINE, SODIUM CHILORIDE, PHENORYPE EL COCO-GLUCOSIDE, GLYCERYL O.B BENZOIC ACID. POTASSIUM OLIVOY, HYDRO ACID, POLYQUATERNUM ETHYLHEXYLGLYCERIN, <E102000> HA

300ml e 10fl.oz.

300ml INVISIBILE DISPENSER







Lime & Coriander

BODY WASH

This refreshing cleanser provides a rich, creamy lather while gently cleansing the skin. Formulated with hydrating ingredients and fragranced with a fresh citrus burst of effervescent lime and exotic coriander leaves.

10,1 fl.oz./300mLe

HONEST • GENUINE • TRUSTWORTHY SINCE 1838



Nº 4203 Lime & Coriander

SHAMPOO POR ALL HAIR TYPES

This refreshing cleanser provides a rich, creany lather while gently cleansing the skin. Pormulated with hydrating ingredients and fragranced with a fresh citrus burst of effervescent lime and exotic coriander leaves.

10,1 fl.oz./300mLe

HONEST • GENUINE • TRUSTWORTHY SINCE 1838



Nº 4202 Lime & Coriander

BODY SCRUB

This refreshing cleanser provides a rich, creany lather while gently cleansing the skin. Pormulated with hydrating ingredients and fragranced with a fresh citrus burst of effervescent lime and exotic coriander leaves.

10,1 fl.oz./300mLe

HONEST • GENUINE • TRUSTWORTHY SINCE 1838 COBIGELOW ISTALISHED ISSU APOTHECARIES

Nº 4204 Lime & Coriander

CONDITIONER POR ALL HAIR TYPES

This refreshing cleanser provides a rich, creany lather while gently cleansing the skin. Pormulated with hydrating ingredients and fragranced with a fresh citrus burst of effervescent lime and exotic coriander leaves.

10,1 fl.oz./300mLe

HONEST • GENUINE • TRUSTWORTHY SINCE 1838

300ml INVISIBILE DISPENSER







400ml INVISIBILE DISPENSER







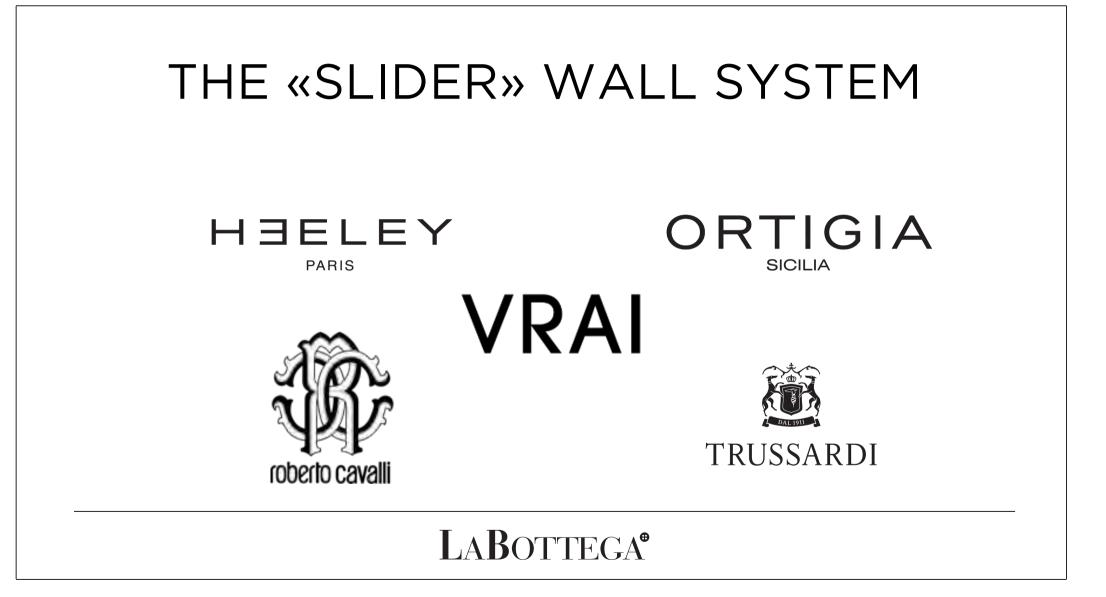
ARAMARA ARAMARA ARAMARA ARAMARA SHOWER GEL BAGNOSCHIUMA SHAMPOO SHAMPOO BODY LOTION CREMA CORPO 400ml INVISIBILE DISPENSER





THE «SLIDER» WALL SYSTEM

- Available in the format 2x 300ml
- Material of dispensers: recycled PolyEthylene
- <u>See-through side strip</u> allows easy content inspection
- <u>Non refillable</u> for added hygiene and quicker operational turnover
- Fixed to the wall with 2 screws
- The shelf is slightly tilted to allow water drainage
- Material of shelf: ABS















THE «META» WALL BRACKET SYSTEM



BRACKET MATERIAL: 316-STEEL (SILVER/BLACK)

DISPENSERS SIZE: 300ML

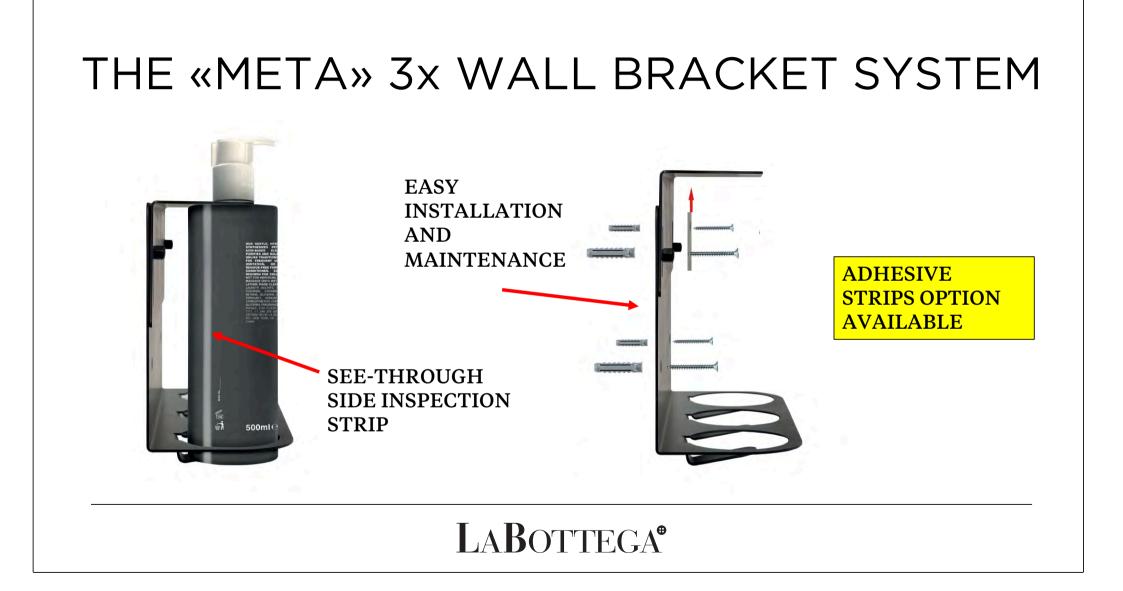
SEE-THROUGH SIDE INSPECTION STRIP

DISPENSERS TYPE:

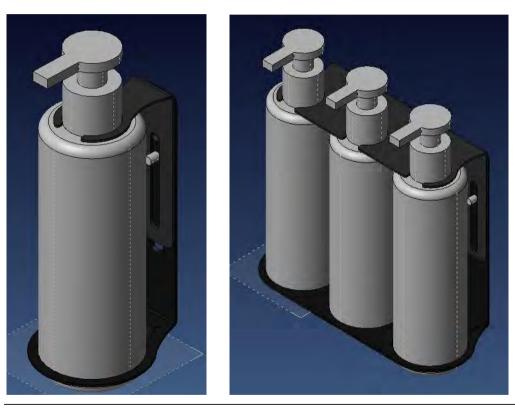
- META (NON-REFILLABLE)
- META-R (REFILLABLE)

CONFIGURATION:

- SINGLE DISPENSER
- 3X DISPENSERS



META (NON REFILLABLE)









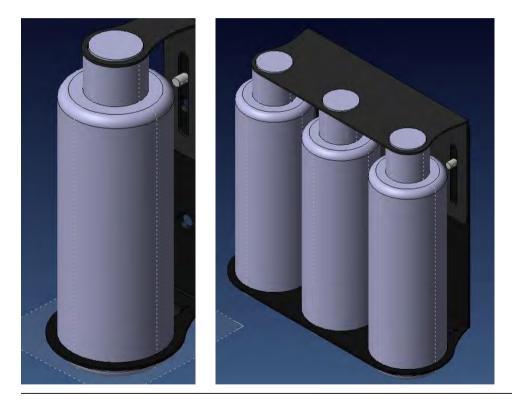


META (NON REFILLABLE)



FIGUER FLEUR

META-R (REFILLABLE)



ARGAN

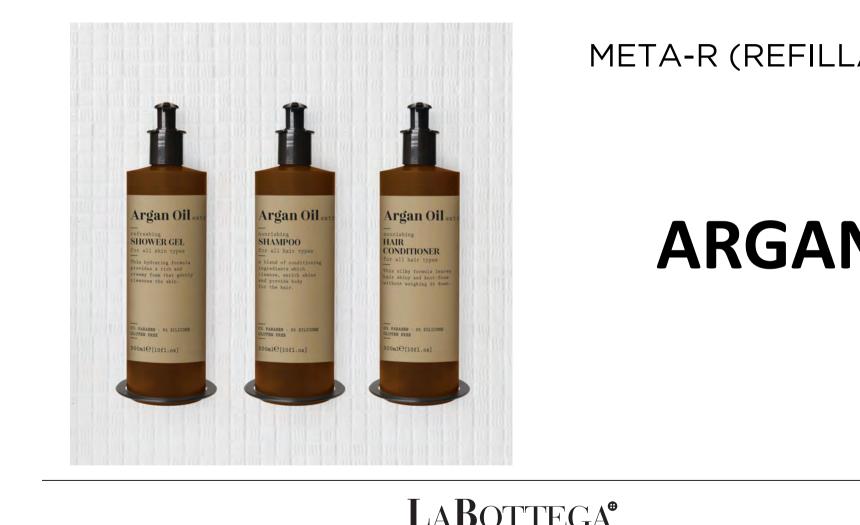






OLIVE





META-R (REFILLABLE)

ARGAN





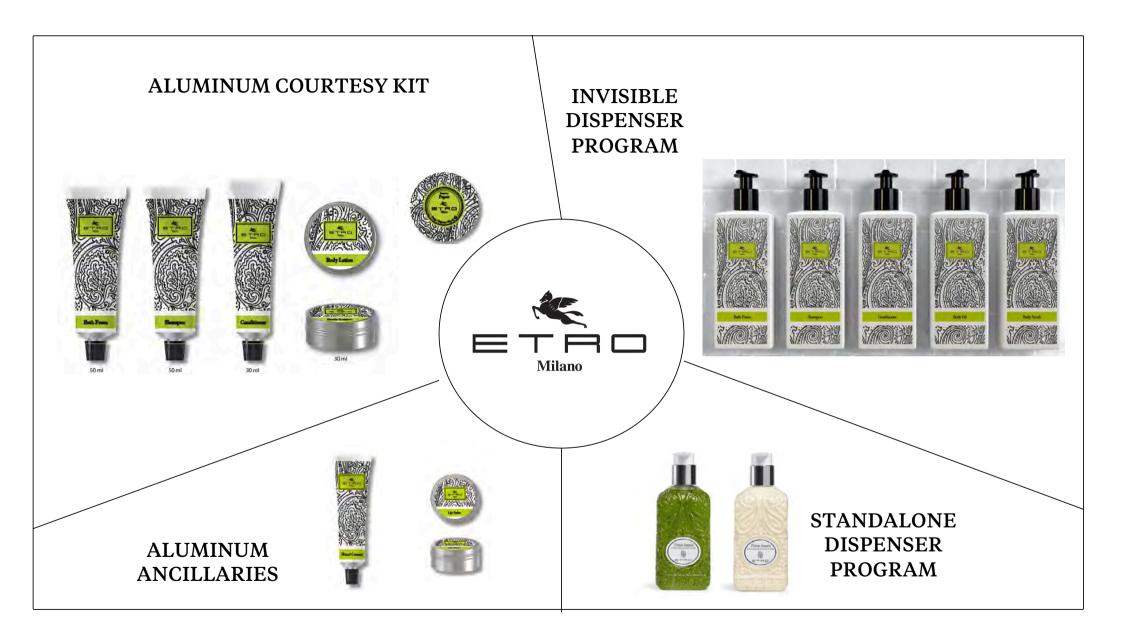


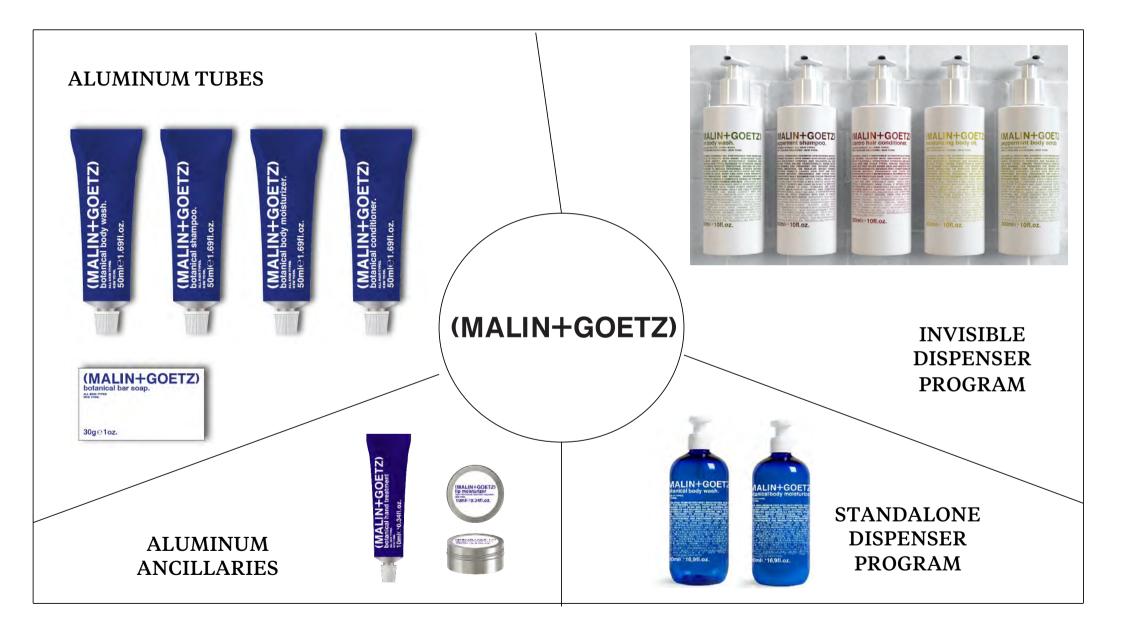
Fragonard

OLIVE

IMMERSIVE BRAND EXPERIENCE







BRANDS RELEASE TIMELINE

