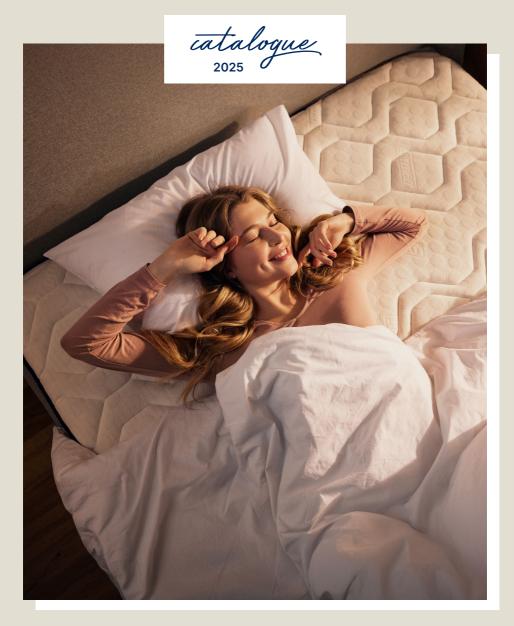
# Dormeo®



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# or about the brand



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Dear Dreamers!

Dormeo®, a trusted sleep-expert brand, is always honoured when our solutions for better sleep are welcomed into your most sacred place – your home. And we are honoured to present our portfolio of products, based on innovative technologies and quality materials to provide optimal comfort and healthy sleeping.

At Dormeo® brand, we provide much more than products for good sleep. We are sleep experts, your comfort zone, a friend you can always lean on, your gift of health and well-being.

We hope you enjoy **good night's sleep** for years to come and that we will help you find inspiration to follow your dreams during the day, too!



history

The story of Dormeo began **with a revolution**, introducing the **bed-in-a-box** concept and memory foam comfort to our customers and forever changing the way they sleep.

We've spent over 20 years perfecting the science of sleep, helping **over 100 million customers** experience the transformative power of **pressure-relieving memory foam.** 

Today, Dormeo is **a global sleep brand**, present in Europe, USA, UK, Japan and many more.







2002	First foam mattress produced in Italy.
2004/05	New categories introduced: toppers, pillows and living. First Dormeo® store opened in Ljubljana, Slovenia.
2007	Development of first products with memory foam.
2009/10	15 mattress models in portfolio. Beginning of baby mattresses production. Starts selling Dormeo® products in United Kingdom through Dormeo UK.
2011	Launch of Octaspring® technology and first mattress with Octaspring® springs. Introduction of the new category: Dormeo® furniture.
2013	Overall 300+ products in Dormeo® brand portfolio.
2018	10 million people in Europe sleep on Dormeo® mattress or toppe and Dormeo® is globally trusted brand present worldwide in 40+ countries. Dormeo® received EMMA Award for the best communication for 15 years anniversary campaign.
2019	Dormeo® brand received the EMMA Award for Warm Hug campaign. More than 2 million pieces of Dormeo® Warm Hug set have been sold since its launch. This is already the 3rd EMMA Award for the brand, the first two were received in 2016 and 2018. Dormeo® brand launches an important educational and awareness-raising campaign "Replace your mattress after 10 years".
2020	Dormeo® brand celebrates 18 years of experience, knowledge and expertise. Dormeo® Ergo Comfort Mattress, our most ergonomic mattress was launched.
2023	Dormeo® partnered with Healthcare group and joined forces wit another leading sleep brand MLILY to expand its product range. All our shops started transformation into Dormeo Home Stores.
2024	New milestones have been reached; more than 2,7 millions of

Warm Hug sets have been sold, and mattress iMemory S+ have

become our No.1 mattress.

# 02 / materials





#### **MEMORY FOAM**

Sleeping on a mattress or a pillow from viscoelastic memory foam gives you a personalized sleeping environment. It responds to your body's position, weight, shape, and temperature and adapts to its contour. Besides giving you exceptional sleeping comfort, memory foam is also hypoallergenic and thus suitable for people who suffer from or are prone to allergies.



#### **ECOCELL® FOAM**

Open cell Ecocell® is a top quality comfortable new generation foam, designed for excellent sleeping comfort. Because of its open dimensional cellular structure it enables efficient air circulation. It is firm foam that constantly retains its shape, no matter what pressure is applied to it. The elastic nature of Ecocell® allows it to conform to the unique contours of your body and provides great level of support.



#### ORTHOCELL™ FOAM

Orthocell™ is a high-quality open-cell foam designed for exceptional comfort. Its three-dimensional cellular structure promotes excellent airflow, ensuring a dry, hygienic sleep environment. Orthocell™ maintains its shape under pressure and adapts to your body's unique contours, thanks to its elasticity. This foam features a distinctive color and a pyramid-patterned surface for enhanced breathability.



#### **FORMACELL FOAM**

Formacell is a new generation foam, designed for excellent sleeping comfort. It has a three-dimensional cellular structure, enabling efficient air circulation and offering excellent adaptability points. It constantly retains its shape, no matter what pressure is applied to it. The elastic nature of Formacell allows it to conform to the unique contours of your body.



#### **COOLING FOAM** (MEMORY FOAM WITH PCM COATING)

Memory foam with PCM coating offers exceptional adaptability and cooling comfort. Phase Change Material (PCM) absorbs, stores, and releases heat, maintaining a balanced temperature between your body and the cushion.



# **OCTASPRING® TECHNOLOGY**

Innovative patented foam springs, made of quality Ecocell® provide **3D adaptability** - each spring dynamically conforms to the contours and movements of your body resulting in improved weight distribution, pressure points relief and enhanced comfort.

**8x more breathable** than traditional foam, Octaspring® aerospace technology is proven to promote airflow and **lower the bed temperature** by 3°C to give you cooler, faster, deeper and longer sleep.











#### **VISCOSE FIBERS**

Viscose fibers are made from natural botanic ingredients (cellulosic based) and have many properties similar to those of cotton or other natural cellulose fibres. Viscose is moisture absorbent, breathable, comfortable to wear, soft to the skin, has good strength and abrasion resistance. Its ability to blend easily with many fibres, results in more softness, more absorbency and comfort.



#### **COTTON / ORGANIC COTTON**

Cotton and organic cotton, grown without fertilizers or pesticides, are renowned for bringing natural airiness into your sleeping environment. Cotton's durability and strength guarantees the highest level of softness and suppleness.



#### WELLSLEEP® FIBERS

Wellsleep® having great thermal properties and being very pleasant to the touch, these micro-fibres also have minimal moisture absorbency, which allows it to be naturally resistant to stains. Bedding products filled with Wellsleep® micro fibre can be very light and yet very warm, and feel like down bedding product.



#### **TENCEL LYOCELL FIBERS**

The exceptionally ecological fibers are naturally soft and pleasant on the skin. They are made of beech wood and are produced in environmentally responsible way.



TENCEL™ MODAL FIBERS

Tencel™ Modal is a premium, eco-friendly fiber made from sustainablysourced beech wood pulp. Known for its exceptional softness, smoothness, and breathability, Tencel<sup>™</sup> Modal offers a luxurious feel that retains shape, resists shrinkage, and maintains color vibrancy over time. Developed by Lenzing AG, this fiber is highly absorbent, cool to the touch, and naturally reduces bacterial growth, enhancing fabric hygiene without the need for added chemicals.



8/

#### **AIR X SYSTEM**

AiX System ensures optimal air circulation throughout our products. Its cellular insets channel away excess moisture and promote airflow, keeping your sleeping surface consistently fresh and dry.



#### **COOLING EFFECT FIBERS**

Cooling effect fibers are not very insulating and have a high heat dissipation power, thus they feel pleasant and cool to the skin. They create a perfect synergy with the natural abilities of the body to cool down and they never lose their cooling effect.



#### SILVER COATED FIBERS

Silver coated fibre is irreversibly bound with polymers in a way that makes the polymers a part of the fibre, thus guaranteeing a long-lasting anti-microbial effect. Silver stabilizes the body's temperature thanks to its irradiating power (by keeping the warmth generated by human body) and its reflecting power (by uniformly giving out the warmth of the human body). These fibres enable a healthy, fresh & safe sleeping environment.



#### **CELLIANT™ FIBERS**

Celliant™ is the most established and clinically tested infrared fiber in the industry. Its fibers makes it suitable for every sleeper, because they help you regulate your body temperature to keep you cool or warm as needed and provide better circulation which can relieve joint and muscle pain.



#### **MEMO ELASTIC FIBERS**

Memory elastic fiber is a special polyester with benefits similar to memory foam. Known as slow-release fiber, it leaves an impression when pressed and slowly returns to its original shape. Combined with classic polyester fiber, it provides softness, pressure responsiveness, a pleasant touch, and effective thermal insulation.



#### **CLIMALITE / CLIMALITE SILVER FIBERS**

Climalite fibers ensure the sleeping surface is cool, fresh and dry due to their channeled surface structure, which diverts excess heat and moisture away.

When coated with silver, Dormeo mattress covers, pillows and duvet fabrics provide a fresh and hygienic sleeping environment and protect development of dust mites.

# 03 / treatments





### **CLEANEFFECT®**

CleanEffect® is a special fabric treatment which we use to add extra protection against dust mites, fungi, bacteria and unpleasant odors. It makes the Dormeo® products especially suitable for people prone to allergies and for those, who are concerned about hygienic sleeping environment.



#### **HEIQ SMART TEMP**

HeiQ Smart Temp thermoregulation treatment adapts to your body temperature, keeping you cool when you're hot and warm when you're cold. This technology enhances comfort by maintaining an optimal sleep environment, improving sleep quality and ensuring a more restful night. It is long-lasting, easy to maintain, and helps create a balanced, comfortable sleeping surface.



#### MOOV&COOL

Moov&Cool is a patented polymer technology, providing thermoregulation and a cool, comfortable feel through a combination of durable heat absorption capacity and a unique, balanced moisture transfer system. Moov&Cool uses produced body heat to cool the body and it contributes to providing a fresh and dry sleeping environment.



### ALOE VERA / GREEN TEA / LAVENDER TREATMENT

Our products, treated with gifts of nature, such as soothing aloe vera or rejuvenating green tea, keep your sleeping environment natural, soft and gentle to the touch.



#### **RE-VITALIZE TREATMENT**

Special Re-Vitalize treatment based on ions helps to improve sleep quality, increase body relaxing and energy.



#### **PROPOLIS TREATMENT**

This treatment in the cover provides incredible softness, a plush, volumized feel, and enhanced durability, all while being natural and eco-friendly.



# PLANT-BASED BI-OME® TREATMENT

BI-OME® is a new, bio-based, non-harmful odour control technology which guarantees an optimal freshness and hygiene for all kinds of textiles, such as mattresses, mattress protectors, pillows and duvets. This unique treatment offers also anti-dust mites and anti-microbial protection.

The main active ingredient is linseed oil, which is delivered from the seeds of the flax plants. Flax is one of the most sustainable plants in the world, it has a high CO2 absorption and needs very little water to grow. Due to the many applications for the different parts of the plant, there is little to no waste.



# 04 / certifications

# 05/portfolio



# **Trusted quality of our** materials and technologies

Dormeo® collaborates with leading institutes to ensure our mattresses excellence in **ergonomy, durability, breathability, hygienic** and **hypoallergenic** properties:

**DURABILITY** 







**BREATHABILITY** 

**HYGIENE** 







# **ALOE VERA+ MEMORY MATTRESS**

- Great value for money & enhanced comfort
- Firm mattress
- Extra comfort layer
- · Aloe Vera infused in the mattress cover for extra smoothness
- Aloe Vera finish and CleanEffect® Lite treatment on the cover
- 2 cm memory foam quilted in cover
- 3 16 cm of Ecocell® foam

# SOFTNESS 0 3 height 18 cm medium firm 4in1 0

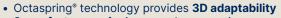
**FOR NATURAL** 

### **IMEMORY SILVER MATTRESS**

- 4in1 customization of comfort & support
- Adjustable fimness
- 3 zones for better spine alignment
- Increased breathability for fresher sleep
- · Memory foam layer for extra comfort
- · Climalite/Silver coated fibers for better moisture control
- Cover with CleanEffect®Lite treatment
- 2 cm memory foam guilted in the cover
- 9 cm softer Ecocell® foam
- 9 cm firmer Ecocell® foam







- 3 comfort zones for increased ergonomics
- Ecocell® foam layer for excellent support
- Climalite/Silver coated fibers for better moisture control

height 20 cm

- Cover with CleanEffect® Lite treatment
- 2 cm of memory foam in the cover
- 3 cm open cell Ecocell® foam
- 3 cm Octaspring® layer in 3 zones
- 12 cm open cell Ecocell® foam





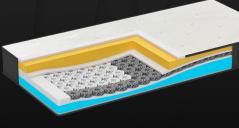
- Mashable cover with CleanEffect® Lite treatment and zipper
- 2 cm of memory foam quilted in the
- 3 3-9 cm Ecocell® foam softer
- 4 6 cm Octaspring® layer in 3 zones
- 3-9 cm Ecocell® foam firmer





with enhanced 4 cm memory foam layer for unmatched, premium plushness and comfort

22 cm





**FOR NATURAL** 

SOFTNESS

# **ALOE VERA 2IN1 VITALIS TOPPER**

#### **COMFORT WITH A COOLING SIDE**

- 4 cm of Orthocell™ foam offering extra support
- With 5 comfort zones to support and cradle different body areas
- Reversible core cooler sleeping surface during summer and all season side in colder nights
- AirX System fabric for increased breathability
- Washable cover, treated with CleanEffect<sup>®</sup> Lite treatment for anti-bacterial and anti-odour protection
- Enriched with Aloe Vera finish for extra softness

#### UPGRADED VERSION:

### **ALOE VERA 2IN1 VITALIS** TOPPER

ENHANCED COMFORT WITH A COOLING SIDE, FULLY REVERSIBLE, WITH ADDITIONAL 1 CM OF ORTHOCELL™ FOAM

# **RENEW NATURA** TOPPER

- 4 cm of **adaptable** memory foam, that molds to your body
- With 7 comfort zones to support and cradle different body areas
- Tencel™ Lyocell fibers cover absorbs
   moisture ideal for those prone to sweating
   at night
- Natural-based BI-OME® TREATMENT with linseed oils which guarantees an optimal freshness and hygiene

# Dormeo<sup>®</sup>





#### UPGRADED VERSION:

#### **RENEW NATURA TOPPER**

WITH ADDITIONAL 3 CM OF ADAPTABLE MEMORY FOAM FOR CUDDLING COMFORT AND A SOFTER FEEL





#### **MEMOSAN ULTIMO** ROLL UP

- Made of 2 cm of comfortable memory foam and 5 cm of supportive Ecocell® foam
- With air channels and AirX System for increased breathability
- CleanEffect® treatment for anti-bacterial, anti-dust mites and anti-odor protection
- **Moov&Cool** treatment absorbs heat and balances moisture transfer
- With straps for easy storage

# height 7 cm

#### **ROLL UP**

- Made of 4 cm of **supportive** Ecocell® foam
- With air channels for better breathability
- With anti-slip bottom for better fixation on the surface
- Storage bag and straps for compact storing
- CleanEffect® treatment for anti-bacterial, anti-dust mites and anti-odor protection









# **ALOE VERA CLASSIC PILLOW**

- Personalized height and firmness
- · Perfect volume & good breathability
- For all styles of sleepers



# **MEMOSAN MEMORY CLASSIC PILLOW**

- Made of adaptable memory foam
- Classic shape, but anatomic properties – designed to gently align your head, neck & spine
- Helps to relieve the pressure points
- Perforated for enhanced breathability
- For side and back sleepers



# **ALOE VERA ANATOMIC PILLOW**

- Anatomic pillow with classic shape
- Personalized height and firmness
- For all styles of sleepers

**MEMOSAN MEMORY** 

· Made of anatomically shaped

• Dual height design - adapts to

the shape of head and neck

• Helps to eliminate the neck

pain by providing excellent

**ANATOMIC PILLOW** 

memory foam

support for spine



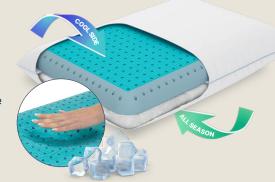
THE MOST BREATHABLE AND ADAPTABLE PILLOW ON THE MARKET!

- NO RISK PILLOW: for all sleeping positions, different wishes and needs
- One side with Octaspring® tube to eliminate neck & back pain
- One side with Wellsleep® microfibers to snuggle up
- Adjustabe height & softness



### **2IN1 COOLING PILLOW**

- Reversible cooling side with adaptive memory foam or all-season side with down-like Wellsleep® microfibres
- Personalised comfort one layer can be removed
- Perforated for enhanced breathability
- For all side sleepers



# **ONEZIP PILLOW**

**UNZIPPED FOR EXTRA PUFFINESS** AND VOLUME, ZIPPED FOR EXTRA **HEIGHT AND FIRMNESS** 

- Breathable and supportive, filled with Wellsleep® advanced microfibers
- Bamboo viscose fibers in cover filling for better moisture regulation
- Hygienic machine washable

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# SIENA SET PILLOW & DUVET

REFRESHING SLEEP with Siena set. **Supporting**, fluffy pillow. **Lightweight** and comfy duvet. Made of high-quality materials for perfect softness. It's 100% full with advanced Wellsleep® microfiber fibers for **extra volume** and **breathability**.



Consists of **two different duvets**: you can use **lighter one** in summer and transitional seasons or **join them together** to **get single warm duvet** for cold season.



### **ALOE VERA DOUBLE DUVET**

- For all seasons: lighter duvet for summer, heavier duvet for spring and autumn, and 2 duvets clipped together for winter
- Warm and fluffy filled with Wellsleep® and viscose microfibers



### **SIENA LIGHT DUVET**

Suitable for warmer seasons or hot sleepers - warm, cozy and breathable. Wellsleep® filling enables good fluffiness and breathability.



### **ALOE VERA** DUVET

- Great for all seasons
- Warm and fluffy filled with Wellsleep® and viscose microfibers



IT WARMS YOU UP or COOLS YOU DOWN!

Dormeo



# **ALOE VERA** LIGHT DUVET

- Great for warmer seasons
- Warm and fluffy filled with Wellsleep® and viscose microfibers



# **ESSENTIALS BEDDING SET**

#### **4 LOOKS IN 1 BEDDING SET**

- 100% cotton percale, soft and skin-friendly
- Washable at up to 60°C
- · Available in 6 colors

ALSO AVAILABLE SEPARATELY: SSENTIALS Pillow cases & Fitted sheets

White bedding set is white on both sides.



## **NATURE SERENETY BEDDING SET**

#### NATURE INSPIRED DESIGN

- 100% cotton sateen friendly to the skin, durable & easy to maintain
- 4in1 function: combine one-colour side with pattern colour side
- Available in 4 colors





# **WARM HUG BLANKET & PILLOW SET**

• The softest, coziest & warmest - made of best quality materials

HIP HIP HIP WHAT A

or winter without

ORIGINAL WARM HUG SET!

• Reversible, with faux fur on one side

There is no autumn

• For long-lasting usage - stays as new even after many washes

• 2 sizes: 130×190 and 200×200cm

• 2 different designs

Available in 6 colours:

### **2IN1** TOY & PILLOW

- It's a toy! It's a pillow!
- Toy pillows are so squishy and so fun
- · Perfect to play with, sleep, cuddle, travel and more





MORE THAN 2,7 MIO



pormeo a







# **SUPREME MATTRESS**

- Extra high, 27 cm premium mattress
- 7 comfort zones in combination with different types of foams for unparallel pressure relief and comfort
- With natural GRAPHENE for dynamic temperature regulation: expels heat in warmer nights and preserves body heat in colder nights. It also increases breathability and reduces odors.
- With extra comfort layer
- Highly recommended for individuals dealing with muscle or joint discomfort



- 1 3 cm AirCell® memory foam
- 2 4 cm CoolFlex® foam
- 3 20 cm Flex Support Base foam with 7 comfort zones
- 4 cover with natural GRAPHENE



medium firm

DEVELOPED WITH PROFESSIONAL ATHLETES. CLINICALLY PROVEN TO HELP YOU FALL ASLEEP FASTER AND PROLONG YOUR DEEP SLEEP.

MLILY



### **CLASSIC PILLOW MEMORY FOAM**

- With Aircell® memory foam for support and comfort
- With natural **GRAPHENE** for temperature regulation
- For side and back sleepers

# DUVET

- with **soft** & **breathable** fibers for ultimate sleeping comfort
- natural cotton cover
- machine washable
- available in 2 popular sizes

## **TOPPER**

- comfort layer: 4 cm of Aircell® memory foam for pressure relief
- supportive layer: 3 cm of firmer PU foam
- hygienic washable cover



24/ 25/

# 06 / our services



# B<sub>2</sub>B



- Custom product development
- · Custom fabric & material sourcing
- Sustainable material sourcing
- Sample production & prototyping
- Quality testing & certification
- Product line diversification consulting
- Private label & white label production



- · Trend analysis & market insights
- Strategic marketing concept development
- Product & lifestyle photography
- Packaging design & branding
- Creative marketing materials



- · End-to-end logistics coordination
- Warehouse compliance management
- Inventory management solutions
- Supply chain transparency & traceability
- Process optimization & cost efficiency



- Retail display design & merchandising support
- Sales forecasting & demand planning
- Training and product knowledge

# B2B2C



#### **PRODUCT LISTING**

Our product is consistently available within a retailer's assortment. This long-term approach allows Dormeo to establish a stable presence and build brand recognition with end consumers, maintaining availability and visibility across various sales cycles and seasons.



# IN&OUT CAMPAIGN

A limited-time promotion spotlights a Dormeo product in a retailer's leaflet and secures shelf space or in-store display for a set number of weeks. This approach boosts brand visibility, drives urgency, and encourages quick consumer action, ideal for seasonal or specialty items.



#### SPEND&GET CAMPAIGN

A one or two month promotion that rewards customers with exclusive gifts or discounts when they reach a spending threshold. This campaign encourages higher purchase values, increases in-store traffic, and provides added value that boosts customer satisfaction and loyalty for participating retail locations.



### 訟: LOYALTY PROGRAM

A one or two month promotion that rewards customers with exclusive gifts or discounts when they reach a spending threshold. This campaign encourages higher purchase values, increases in-store traffic, and provides added value that boosts customer satisfaction and loyalty for participating retail locations.



#### **OMNICHANNEL CAMPAIGN**

This integrated campaign spans across multiple channels, combining online engagement with in-store promotions to create a seamless shopping experience. It enhances store foot traffic, creating a dynamic and rewarding shopping experience that benefits all participating retail locations.

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# 07 / contact

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