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PART OF THE O3 GROUP

VALIRYO

Body dryer



VALIRYO PRODUCT CATALOGUE

LETTER FROM THE CEO

Dear Customers,

First of all I would like to share with you the satisfaction, cheer and enthusiasm which envelops us. We have received a great deal of encouragement, praise, suggestions and requests in the few months following the launch of Valiryo®. Nothing pleases us more than a customer submitting a second order and our numbers are increasing and now coming in from different parts of the world: Spain, the United Arab Emirates, France, Germany, Italy, Brazil, New Zealand, Australia, the USA... This means that an increasing number of hotels, gymnasiums, wellness centers and homes have discovered the Valiryo® body dryer experience, the most innovative, pleasant and efficient of its kind on the market, and one which saves water and electricity.

Thanks to your response, we are increasingly convinced of what we do and motivated to continue to grow and to make this world a better, more pleasant and responsible place in the future. By drying ourselves with Valiryo® we are avoiding the use of a towel, thereby preventing water from being polluted and energy from being wasted.

We are aware that this is just the start of something big, of something good, and this is why our development team continues to undergo continuous improvement and to provide a range of possibilities geared to your taste, that of our customers.

2014 was a year marked by great excitement due to the launch of Valiryo®, with the joy of a dream come true. And as of 2015 we do not intend to relent in our efforts until Valiryo® has become the product which rekindles the old-fashioned manner of drying your body, until it becomes rare not to find a Valiryo® in a shower anywhere in the world; that is our challenge, hope, dream and reality, and we are counting on you to achieve it.

Because you are the engine which drives us, because together we are going to grow and multiply the experience of the Valiryo® body dryer. Thank you all, thank you for being a part of the Valiryo® family from the beginning, thank you for wanting to enhance the world.

Ion Esandi
CEO



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CHARACTERISTICS AND FUNCTIONS



ADJUSTABLE TEMPERATURE AND INTENSITY

The Valiryo® Body Dryer drying temperature is up to 21 °C higher than the ambient temperature. The control panel features 16 different working functions which Valiryo® will memorise for the next use.



A DIFFERENTIATED, INNOVATIVE AND ADDED-VALUE SERVICE

Valiryo® Body Dryer provides greater value than a towel in terms of comfort and wellness. Drying with warm air helps relax the muscles and leaves the skin smoother, ensuring an end result with no moisture at all.



AN EFFICIENT AND UNIFORM DRY

Valiryo® is the most efficient body dryer on the market. The patented curved column with 23 air vents ensures a perfect dry at a uniform temperature from head to feet.



INSTALLABLE INSIDE THE SHOWER SPACE

Valiryo® body dryer can be installed both on a flat wall and in the corner of the shower. It is 100 % waterproof and features an IP35 protection rating. It replaces the bath towel in full.



TOTAL INDEPENDENCE WITH THE MOTION SENSOR

We have used the latest technology in order to maximise the experience of using the body dryer. Valiryo® turns itself on when you stand before it and turns itself off when you have finished. With no need to crouch down.



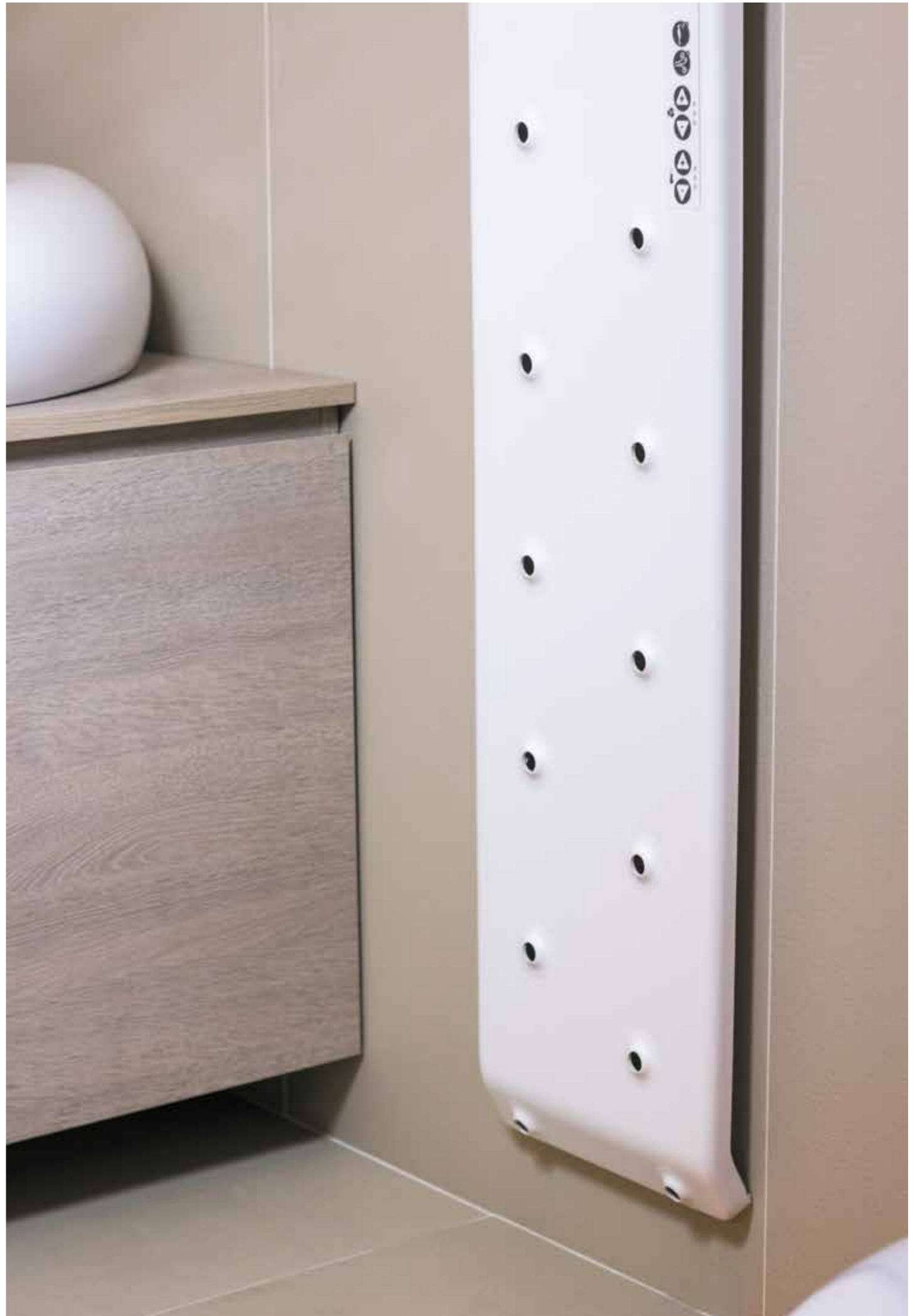
SAVINGS IN RELATION TO LAUNDRY SERVICES, WATER AND CO₂ EMISSIONS

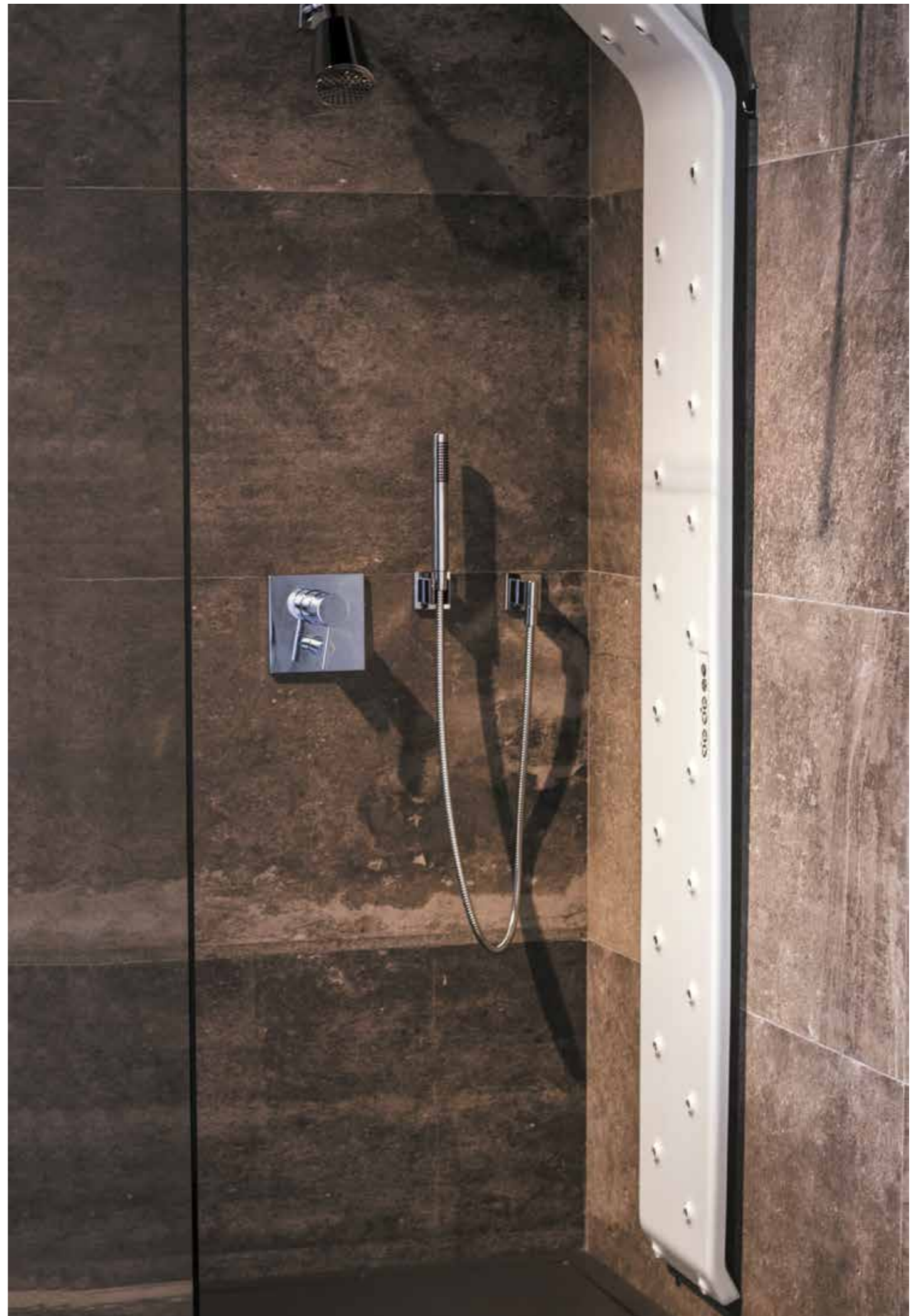
It enhances the ecological footprint of the building in which it is installed. A single use of Valiryo® saves 78 litres of water and prevents the emission of 0.55 kg of CO₂, in addition to saving on laundry costs.



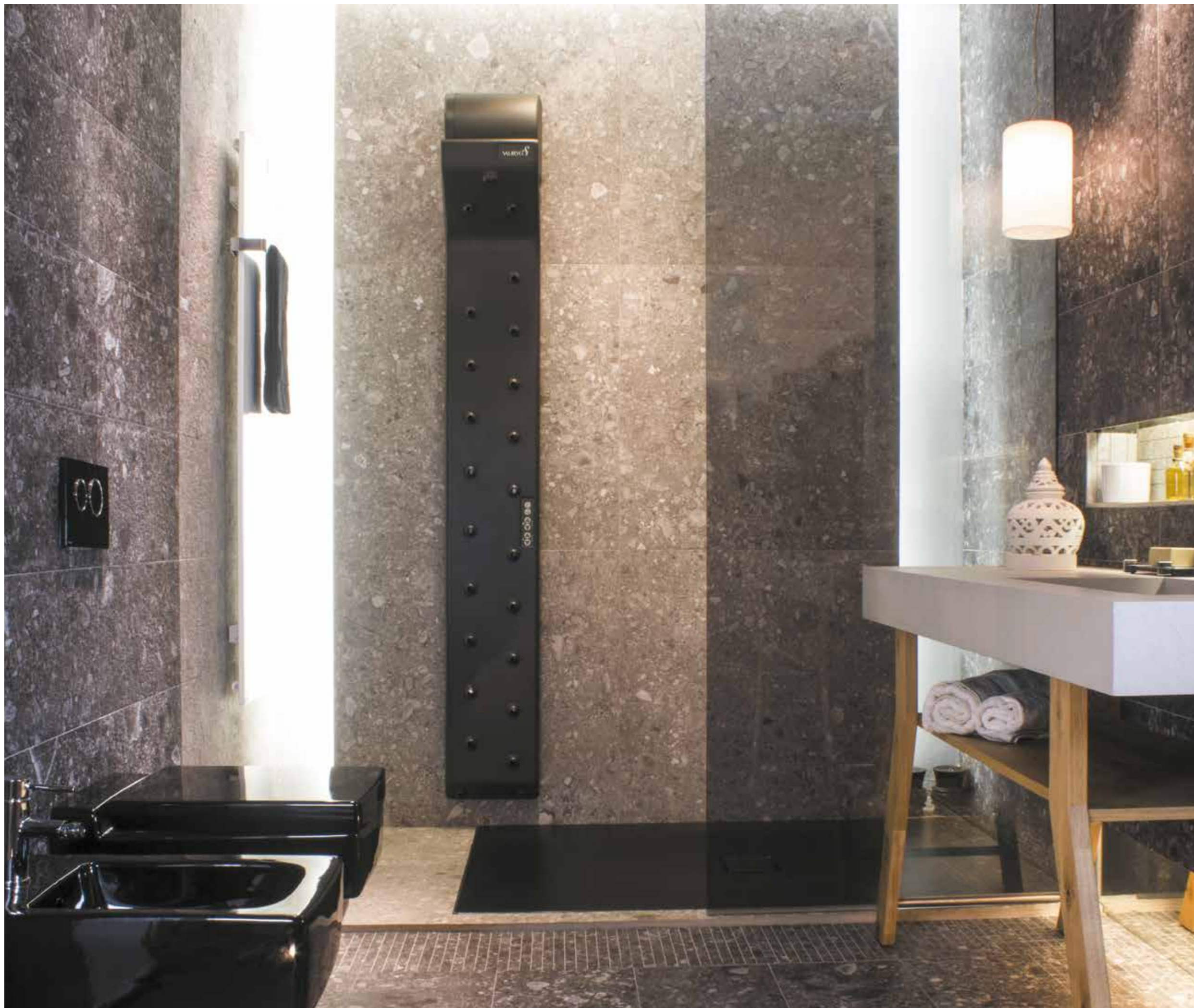
MODEL
VALIRYO® WHITE MATTE



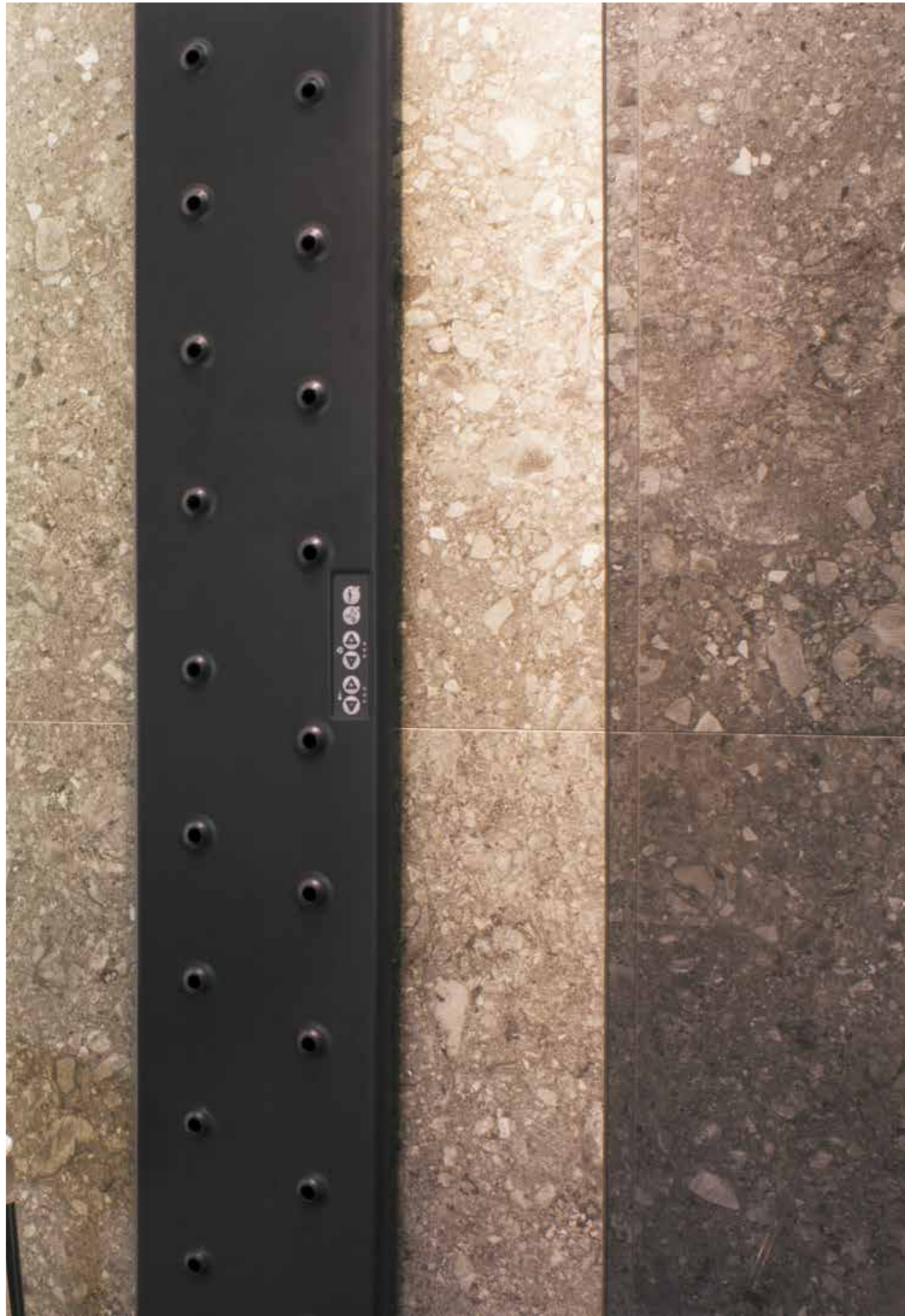




MODEL
VALIRYO® BLACK MATTE















VALIRYO® REDUCES THE ENVIRONMENTAL IMPACT ARISING FROM WASHING AND DRYING BATH TOWELS

This advantage is particularly relevant in facilities with a high turnover of towels such as hotels, where practically all the towels are changed on a daily basis.

LESS CONSUMPTION OF WATER

According to data supplied by several different entities, the process involving the dilution of cleaning products implies the pollution of 5 additional litres of water for each litre of water used.

Based on these figures, the additional pollution of water generated by washing one towel would be 65 litres, as 13 litres of water are used to wash each towel. In brief, 78 litres of water are saved each time Valiryo® is used instead of a towel.

In accordance with the data provided by the entity Ecologists in Action, each time Valiryo® is used instead of a towel would save the same amount of water used in: 1 shower, 8 cisterns or leaving the tap open for six and a half minutes.

The data provided is based on data supplied by the INE in Spain and may vary in accordance with the country in question and the type of facility.

LESS CO₂ EMISSIONS

Likewise, each use of Valiryo® prevents the emission of CO₂ into the atmosphere, due to reducing the pollution generated by washing machines and tumble dryers.

More specifically, in an industrial environment, the total environmental savings thanks to Valiryo® (each time it is used instead of a towel) amounts to 0.55 kg of CO₂, and in a private environment (in a residential unit housing 4 people and where the towels are washed every 5 days), savings would amount to 0.044 kg of CO₂ per use.

Taking into consideration the CO₂ levels processed by certain trees over the year, using Valiryo® instead of a towel would be equivalent to planting 13 Japanese plum trees.

Furthermore, based on the CO₂ emission per kilometre of a 1.2 TSI 86 cv SEAT Leon, the use of Valiryo® would result in saving the pollution emitted by the car over 1,891 kilometres.



Each use of Valiryo® Body Dryer in any context saves and prevents the pollution of

78 LITRES OF WATER



Each use of Valiryo® in an industrial context industrial prevents the emission of

0.55 KG OF CO₂



Using Valiryo® for one year equals the reduction of the CO₂ pollution generated by a car driven over

1,891 KILOMETRES

WE DON'T ALWAYS HAVE TO ACCEPT WHAT WE ARE GIVEN. SOMETIMES THERE IS A BETTER SOLUTION.

Henry Ford, founder of the famous automobile corporation, once declared: *"If I had asked my customers what they needed, they would have said a faster horse"*.

This quote mirrors a world where technology is capable of transforming the paradigms we know (as the automobile did at the time) and multiplying the possibilities within our grasp, gaining the trust of those who are particularly averse to change.

Valiryo® joins this phenomenon with a visionary purpose. Its mission: to replace obsolete towels with a more efficient body dryer which reduces the consumption of water and electricity due to savings in relation to washing and drying towels and enhancing our quality of life.



OUR CUSTOMERS

The members of the Valiryo® team are aware that there is no point in following the crowd. Sometimes we need to gamble and innovate in order to find the solutions to deal with our problems in a more efficient manner, making a personal commitment to being an active part of this change.

Our customers agree with us.

They go a step ahead.

They are familiar with the power of constant innovation.

They always provide their customers with the latest and the best.

They wish to improve their environmental footprint.

They place value on technology and design.

VALIRYO® IN HOTELS

Enhance your customers' experience with a value greater than that of towels, optimise your laundry costs and man hours and reduce the environmental impact of your facilities. Innovate to ensure you remain at the forefront of your market.



PROVIDE YOUR GUESTS WITH MEMORABLE EXPERIENCES

Valiryo® is the first body dryer in the world designed for universal use in highly demanding business domains.

Provide your customers with the opportunity to extend the pleasure of taking a shower with a warm and efficient dry, to relax and enjoy a smoother skin. To undergo a pleasant experience and to feel special. To come out of the shower ready to get dressed.



REDUCE INDUSTRIAL LAUNDRY COSTS AND QUEUES AND BE MORE ECOLOGICAL

A large part of a hotel's laundry consists of towels which have been used for one day only and which are practically clean.

Avoid queues and reduce laundry costs by completely replacing bath towels with Valiryo®, while minimising your environmental impact. The cost per use of Valiryo® is approximately € 0.02, whereas the process of washing and drying a towel rises to € 0.45 - € 0.70, up to 45 times more*.



100 % WATERPROOF, VANDAL-PROOF AND BACTERIA-RESISTANT

Valiryo® has been designed for installation in the shower in total safety due to the fact it is protected against the intrusion of objects and water. It is manufactured for public use, and as such the materials used and the fixing system are vandal-proof. Moreover, the equipment has undergone a bacteria-resistant treatment for environments with high moisture levels. It is more hygienic, requires no maintenance and the finishes are customizable for large volumes.



ITH
INSTITUTO TECNOLÓGICO HOTELERO

Valiryo® Secador Corporal
FEATURED AT ITH TRENDS



VALIRYO® IN GYMS AND SPAS

Make the life of your members easier and more comfortable by eliminating the responsibility, inconvenience and lack of hygiene involved in using a towel and providing added value in the form of muscle relaxation and smooth skin.

Do you provide towels? Go a step further.



CARRYING HEAVY TOWELS AROUND IS A THING OF THE PAST

Your members will no longer have to worry about having a towel at hand and washing it after each session. In the case of facilities which provide a free towel service, Valiryo® could represent a new differentiated and added-value feature.

RELAXED MUSCLES AND A SMOOTH SKIN

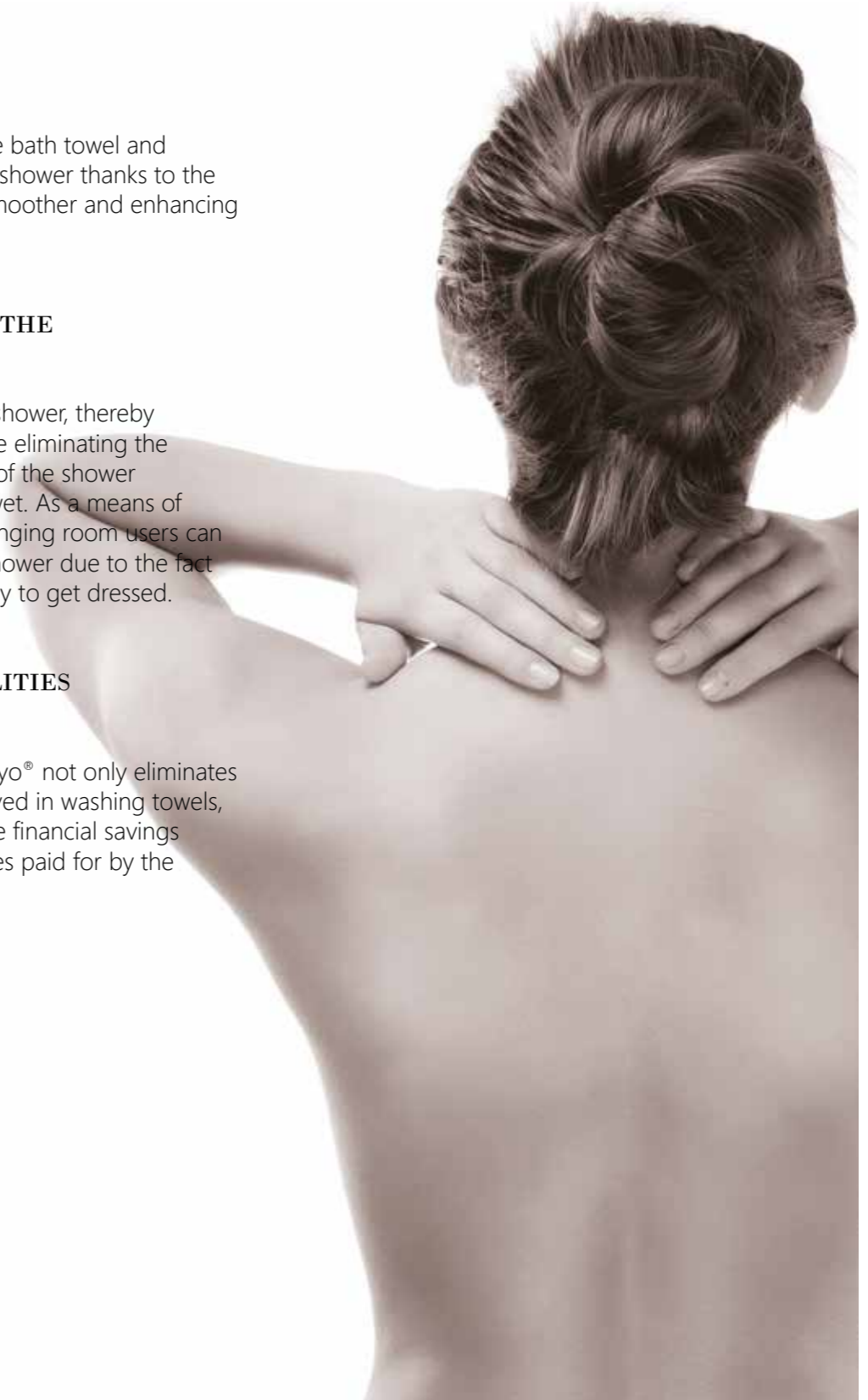
Valiryo® completely replaces the bath towel and prolongs the sensation of a hot shower thanks to the warm air dry, leaving the skin smoother and enhancing the relaxation of the muscles.

GUARANTEES PRIVACY IN THE CHANGING ROOM

Valiryo® can be installed in the shower, thereby guaranteeing users privacy while eliminating the negative impact of coming out of the shower into a cold environment when wet. As a means of guaranteeing privacy in the changing room users can take their underwear into the shower due to the fact they will come out dry and ready to get dressed.

MORE SUSTAINABLE FACILITIES AND FINANCIAL SAVINGS

Replacing bath towels with Valiryo® not only eliminates the consumption of water involved in washing towels, but also generates considerable financial savings in relation to the laundry services paid for by the establishment or user.





VALIRYO® AT HOME

Move on to a more comfortable and efficient drying option, one which is more pleasant on the skin and which enables you to reduce levels of moisture in the bathroom and the effort and cost dedicated to washing and drying towels on a regular basis.



VALIRYO® IS THE MOST RADICAL INNOVATION IN RECENT YEARS IN THE BATHROOM SECTOR

Heat treatment ensures enhanced muscular relaxation and warm air drying results in a far smoother skin. These improvements are perceivable after the first dry.

A MORE COMFORTABLE DRY WITH NO MOISTURE

Does away with the unpleasant sensation of coming out of the shower into a cold environment. Valiryo® will enable you to prolong the sensation of the comfort of a hot shower and to achieve a far better result than with a towel, drying inaccessible areas such as the back more easily and without generating moisture and unpleasant smells in the bathroom.

LESS EFFORT AND GREATER SAVINGS

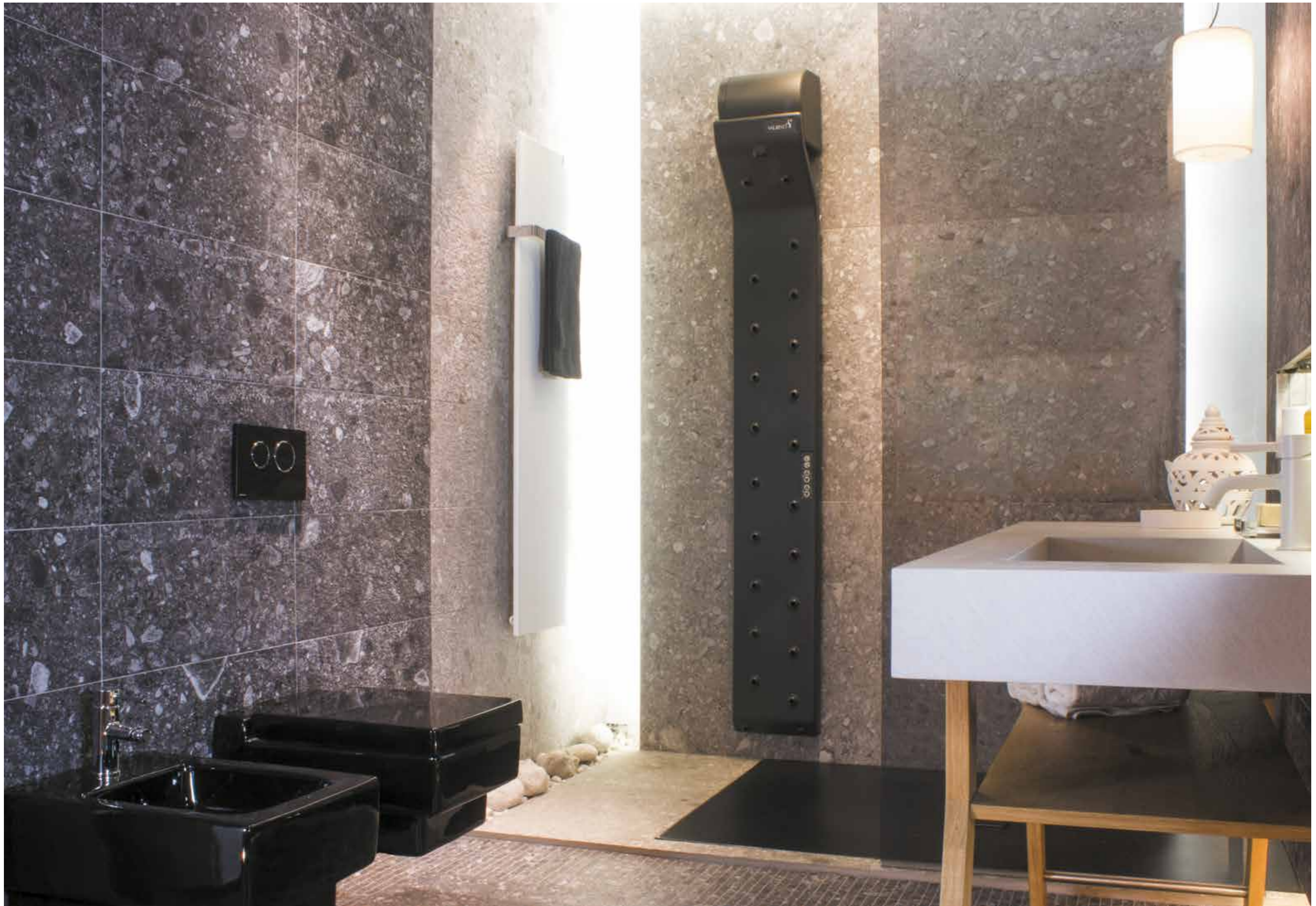
Valiryo® completely replaces the bath towel, thereby reducing effort and consumption of water, electricity and detergents associated with washing and drying towels. Furthermore, it helps reduce environmental impacts by reducing the use and pollution of water and CO₂ emissions.



NON-DISCRIMINATORY ASSISTANCE

Valiryo® is the best choice for people with mobility issues, and the fact it has been designed for all audiences means it does not generate a feeling of worthlessness.

Drying yourself with no need to crouch down guarantees the safety of the user by preventing falls and injury, drying hard-to-reach areas more efficiently and enabling users to recover their personal independence and boost their self-esteem and quality of life.





THE USE OF VALIRYO® COULD LEAD TO SAVINGS OF UP TO € 556,000 IN 5 YEARS IN A SINGLE 100-ROOM BUILDING

The use of towels involves a series of recurring costs in relation to laundry services, transport, personnel and the cost of replacing towels which have been stolen or have worn out, which are significantly reduced with the use of Valiryo®

TABLE OF INPUTS *

COST OF PURCHASING TOWELS **:

300-gram towel = € 3 / unit
500-gram towel = € 4 / unit

LAUNDRY COST:

Washing and drying = € 1.30 / kg
Transport = € 0.20 / kg

% TOWELS STOLEN PER YEAR:

Stolen / Total = 12 %

TURNOVER DUE TO WEAR AND TEAR ***:

Towels are replaced every 8 months

STOCK OF TOWELS:

The facility has 3 times more towels than those placed in the rooms

COST PER USE OF VALIRYO®:

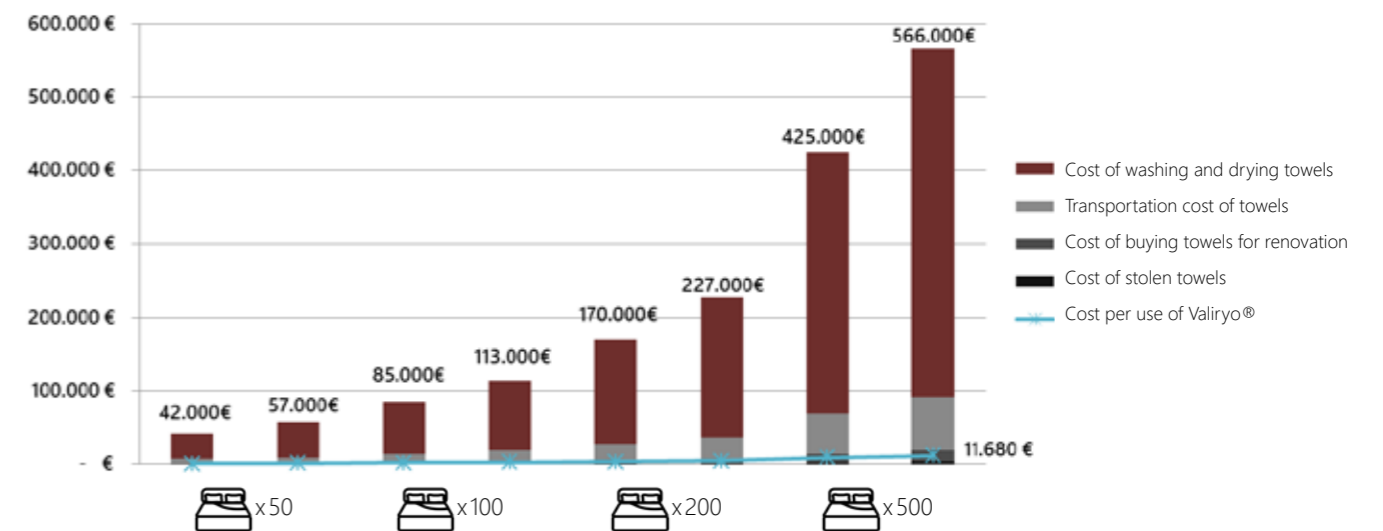
Energy consumption = € 0.016 / use

K = Multiplied x 1,000

Annual savings arising from discontinuing the use of towels at a 100-room facility would vary between € 85,000 and € 115,000. In the event the same company possessed 12 facilities of the same size and characteristics, for example, the savings achieved by replacing towels with the Valiryo® Body Dryer could amount to € 1,380,000.

If we assume that they would not return to using towels and that each use (or wash) would be replaced by Valiryo®, the maximum costs generated would be infinitely less than those generated by towels. The cost per use of Valiryo® is a mere € 0.016, which even at full occupancy of 100 rooms would only amount to € 2,300 per annum.

The chart presented below represents the total annual cost of towels against Valiryo®, considering a 100 % occupancy of the rooms. The first column for each center size (by number of rooms) represents the costs in case 3 towels are used per room. The second column represents the cost in case 4 towels are used per room.



* The survey below consists of official data published by the National Institute of Statistics (INE), in addition to primary data obtained from industrial laundry entities and facilities which operate with a large number of towels on a daily basis. The data on these companies is reserved due to reasons of confidentiality and industrial espionage. Neither the initial investment in towels nor Valiryo® has been taken into consideration, only the costs involved each year regardless of the initial investment. Neither were other costs arising from drying with a towel taken into account: cleaning personnel, auxiliary personnel, etc, meaning annual savings may be even greater. The calculation of the overall cost of washing a towel (€ 0.45 - € 0.70) includes an additional € 0.20 attributable to personnel costs: cost/hour of the hotel worker = € 12; collecting the towel from the floor, placing it in the soiled clothing trolley and once clean putting it in the clean clothing trolley, picking it up to hang it up or fold it and putting it in its place = 1 minute. This data may vary in accordance with the country and facility. ** The average figures of the different suppliers have been used. The real values in accordance with the weight of the towel may fluctuate between € 1 and € 7. *** The average values of the different inputs have been used. These values may vary in accordance with the weight and conditions in relation to the intensity of the wash.



TECHNICAL DATA

Voltage	220-230 V
Amperage	11 A
Dimensions	218 cm x 29.5 cm x 2.8 cm
Weight	10,2 kg
Increase in ambient air temperature	Up to 21 °C
Temperature variation and speed between upper and lower vent	< 2 %
Drying time	2-5 minutes
Position	Wall / corner
Thermal motor protection	Equipment shut-off 240 V 155 ± 5° C
Thermal resistance protection	Equipment shut-off 240 V 105 ± 5° C
Protection rating	IP35



INSTALLATION AND GUARANTEE

Valiryo® can be installed in the shower easily and in total safety. Its frame enables it to be placed on the wall or in the corner without any loss of air flow.

The Valiryo® column features a bacteria-resistant component which guarantees optimum conditions of hygiene and neatness in moist environments.

Valiryo® requires no maintenance. The product comes with a 2-year manufacturer's guarantee with a nationwide technical service.



OUR COMPANY

HISTORY

Valiryo® Body Dryer is our flagship project at LIFEAK Job Accommodation, consultancy founded by Ion Esandi and Patxi Fabo with the aim of offering the best response to everyday challenges through technological development. Thanks to the effort and commitment of a very united and skilled team, it has been possible to develop several projects with large companies like CINFA, Amma Group, Danone or Florette.

RDI

Valiryo® has been entirely developed in Spain, both by the company engineers team and with collaborations with the best technological and electronic development centers of Navarre and the Basque Country. The development and continuous improvement are our philosophy.

MANUFACTURING

Valiryo® is completely manufactured in Spain, collaborating with several specialized firms from Navarre and the Basque Country.

SOCIAL COMMITMENT

Social commitment has always been our fundamental purpose, being awarded with numerous prizes and selected in 2013 as the Empresa Momentum Project (BBVA, ESADE and PwC) as the entrepreneurial project with the largest growth potential.

Currently Valiryo® collaborates with one of the leading Special Employment Centers in our country, Lantegi Batuak, which provides job opportunities for more than 2,500 people with intellectual, physical, sensory and mental disorders at its 25 work centers and extensive service network in Bizkaia.





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