CARE OF AIR®

About CAREOFAIR®







Identification

COMPANY NAME	CAREOFAIR s.r.o.
ID NUMBER	46 732 101
VAT NUMBER	SK2023541421
COMPANY HEADQUARTERS	Kpt. Nálepku 454/31, 018 61 Beluša
OFFICE OF THE COMPANY	Farská 1040/1, 018 61 Beluša
REPRESENTED BY	RNDr. Martin Petríček

About us

QUALITY POLICY

Intensive reflection of our customer's requirements, attention to hearing its needs, and offering the highest standard of service and goods quality guarantee our company.

MISSION

Individual approach, high professional background, and state-of-the-art technologies. We will not be satisfied with compromises.

VISION

Become choice number one for experts for clean rooms and filtration experts.

Our key benefits have been the desire to listen carefully to clients, approach their problems as our challenges, and be willing to invest meaningfully and expand our capabilities in the highest

PROGRESSIVENESS
EFFECTIVITY
AUTOMATION
TEAM WORK
QUALITY
SUPPORT
SUCCES



History of the company

2011

Beginning of cooperation with Camfil in the hospital segment

2012

2012 - Establishment of INFOLAB Slovakia, s.r.o.

Cooperation with many premium companies in laboratory equipments services and products like: Liebherr, Miele, Eppendorf, Sigma, DEKA, IKA, Domel, etc.

2013

AHU level filter management services for hospitals

Beginning of cooperation with Sanosil and contactless 3D disinfection services for HVAC and rooms

2014

First CR validation – first investments in the validation equipment

2015

Official CR validation department, significant investments in validation equipment

Laboratory equipment validation for the pre-analytical and analytical phase

2016

Establishing of CAREOFAIR ®

2017

Stabilization, growth of the customer base for CR validation, pharma production segment

Cooperation with pharma companies like Biometrix medical, Chirana, Biont, HBM Pharma, ATB pharma, BB Pharma

2018

Establishing of Technical department

The first project of CR modifications, building

AHU services and investments in education, new colleagues

Establishing of Czech careofair s.r.o. company

2019

Investment in IT, own server, professional IT tools, windows 365

First CR rebuilding and building project – pharma and automotive

First realized cleanroom plans projection, first intelligent cleanroom for the pharmaceutical industry

2020

In case of a pandemic, we started to stabilize business and support disinfection products

TUV certification
STN EN ISO 9001:2016

2021

Increase of pharmaceutical CR customer base

Moving to the new office

2022

Investments in rebranding, new website, design manual, corporation brand manual

Investments in validation equipment with



Our services

- Cleanroom studies, design and construction on a turnkey
- Cleanroom qualification and validation
- Cleanroom monitoring
- Laboratory equipment qualification and validation
- Comprehensive filter management
- Contactless 3D premises disinfection



WE UNDERSTAND THE VALUES WE MEASURE
IF THEY ARE NOT CORRECT, WE FIND
THE CAUSE AND FIX IT.

Cleanroom studies, design and construction

- Cleanroom construction (modification) feasibility studies and functional solutions proposals
- Comprehensive planning of all processes, cleanroom 3D modeling
- Technological units selection and implementation
- Cleanroom construction and implementation
- Cleanroom commissioning, qualification and validation
- Warranty and post-warranty service
- Full technical support during the project, and after its finalization
- Additional services such as monitoring, filter management and premises disinfection

FUTUREPROOF

When creating a study and designing your new cleanrooms, we are working with a vision of futureproofing these premises.

CONSTRUCTIONS, AS WELL AS RECONSTRUCTION

We ensure not only the construction of new cleanrooms, but also the reconstruction or modification of existing ones.

PROFESSIONAL BACKGROUND

Rich practical experience andprofessional background guarantee correct design.

SUCCESSFUL VALIDATION

After completion, our clean rooms are ready to successfully pass validation and qualification measurements.

A COMPREHENSIVE, TURNKEY SOLUTION

We can take care of the entire process. From study, technology delivery, construction to commissioning.

MONITORING, FILTER MANAGEMENT

We can remotely monitor and maintain your new or modified technological units.



Cleanroom qualification and validation

- Microbiological air samples using biological air samplers (aeroscopes), in order to evaluate its microbiological profile (air bioburden)
- DOP photometric methods of absolute filter integrity testing and HVAC components according to EN1822 and ISO 14644-3:2015, GMP and other standards. Filtration efficiency measurement on built-in devices and filters
- Absolute filtration integrity test using isokinetic probes and particle counters
- Particles measurement by laser particle counters
- Air velocity measurements using thermoanemometers, microanemometers, propeller anemometers, or pitot and pressure probes
- Distributed and exhaust air volumes and air exchange multiplicities measurements
- Absolute and differential pressures measurements of rooms and equipment
- Temperature and relative humidity measurements
- Cleanroom recovery tests and derived recovery tests

- Air flow visualizations
- Particles in compressed gases measurements
- CO2 and other gases measurements upon request
- Speed measurements by optical and mechanical probes
- Temperature measurement in various environments
- (incubation, sterilization, deep freezing, refrigeration and more)
- Sterilization tunnels validation
- Sterilizers and autoclaves validation





ACCREDITED MEASUREMENTS

We adhere to STN EN 1822-1:2010-04, STN EN 1822-1:2010-04, GMP and other relevant standards.

INDIVIDUAL APPROACH

We adapt the validation date and process to your operational and production processes.

SUCCESSFUL COMPLETION

If we find a problem, we solve it. The work is finished only when the validation values are according to specifications.

PROFESSIONAL BACKGROUND

Validation specialists are also experienced technicians. They understand filtration technology and air conditioning.

ACTIVE COMMUNICATION

We keep you informed about all validation process steps in a timely manner, as well as explain them to you.

COMPREHENSIVE SOLUTIONS

After finishing the validation process, we provide cleanroom disinfection or monitoring, as well as qualification expiration reminders.



Cleanroom monitoring

- Comprehensive professional service inspections and air conditioning systems repairs, focusing on cleanrooms
- Bearing vibration measurement and replacement
- Belt transmissions replacement, tension adjustment based on frequency measurement
- Cooling and heating components repair of air conditioning systems.
- Cooling units repair of air conditioning systems
- Air conditioning systems inspection
- Air conditioning control systems service and repairs
- Distributed air volume regulation
- Comprehensive filter management
- Solutions and new settings design, output and systems regulation

REMOTE MANAGEMENT

We manage technological units remotely and are able to prevent possible issues using system notifications.

FOCUS ON COMMUNICATION

We make sure to constantly provide accurate information about the status of your units in a timely manner. Before moving forward with any potential problem resolution, we first consult with you.

EFFECTIVE SOLUTIONS

We automatically offer solutions that are effective and feasible for solving existing problems.



Laboratory equipment qualification and validation



- CO2 concentration measurement in incubators
- Particles in compressed gases measurements
- Speed measurements by optical and mechanical probes and centrifuge validation
- Temperature measurement in various environments (incubation, sterilization, deep freezing, refrigeration and more)
- Sterilization tunnels validation
- Sterilizers and autoclaves validation
- All types of laminar boxes validation
- DOP oil-photometric tests of absolute filters in laminar boxes according to EN1822 and ISO 14644-3:2015, GMP and other standards. Filtration efficiency measurement on “build in” devices and filters
- Absolute filtration integrity test using isokinetic probes and particle counters
- Particles measurement by laser particle counters
- Air velocity measurements using thermoanemometers, microanemometers, propeller anemometers, or pitot and pressure probes
- Distributed and exhaust air volumes and air exchange multiplicities measurements
- Absolute and differential pressures measurements of rooms and equipment
- Temperature and relative humidity measurements



EXPIRATION DATES MONITORING

We monitor the expiration dates of the validation protocols for you. You will be reminded to take action in time.

COMPLIANCE WITH APPLICABLE STANDARDS

Validations are in accordance with applicable EU GLP, EU GMP, ISO EN 17025, ISO EN 15 189 and other standards.



HIGH-TECH

We work exclusively with first-class technology and tools that we regularly innovate.

Comprehensive filter management for companies

- Qualified turnkey absolute filters and pre-filters exchange
- Energy load calculations and filtration comparisons using software
- Air filtration design and consulting directly in your premises
- Filtration optimization, design and implementation
- Filtration efficiency measurements using calibrated instruments
- Filtration remote monitoring
- Reliable premium filters and filtration technology supply

PROFESSIONAL TRAINING

We are professionally trained and know how to handle, seal and fit filters properly.

FAST FILTER DELIVERY

We guarantee fast filter delivery thanks to the possibility to configure the order one year in advance.

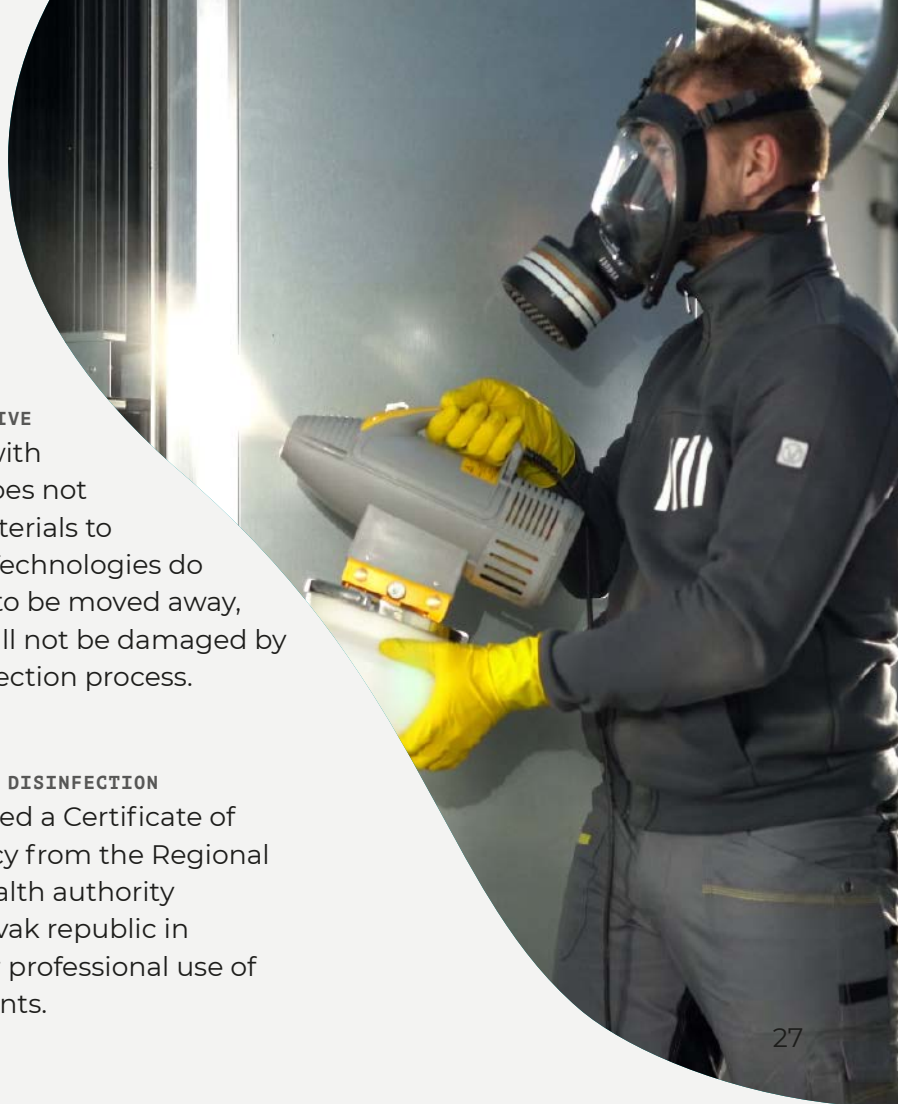
DESIGN AND IMPLEMENTATION

We design the filters, which we then install. We verify the correctness of our solutions by measuring. What issue are you dealing with.



Contactless 3D premises disinfection

- Contactless disinfection of cleanrooms and special premises
- Contactless disinfection of premises, devices and equipment
- Contactless disinfection of air conditioning and components
- Regular turnkey disinfection service, set up according to the client's individual requirements
- Disinfectants and equipment sales, staff training



NON-TOXIC, RESISTANCE FREE

We use Sanosil, a certified Swiss product. It is non-toxic and without any reported microbial resistance.

HARD-TO-REACH SPACES, TOO

Dry mist disinfection, while disinfecting the entire air conditioning system, also reaches hard-to-reach spaces.

NON-CORROSIVE

Contact with Sanosil does not cause materials to corrode. Technologies do not have to be moved away, as they will not be damaged by the disinfection process.

CERTIFIED DISINFECTION

We received a Certificate of proficiency from the Regional public health authority of the Slovak republic in Trnava for professional use of disinfectants.

Our products



Cleanroom and air conditioning components



Air filters



Air purifiers



Disinfection and disinfection application devices

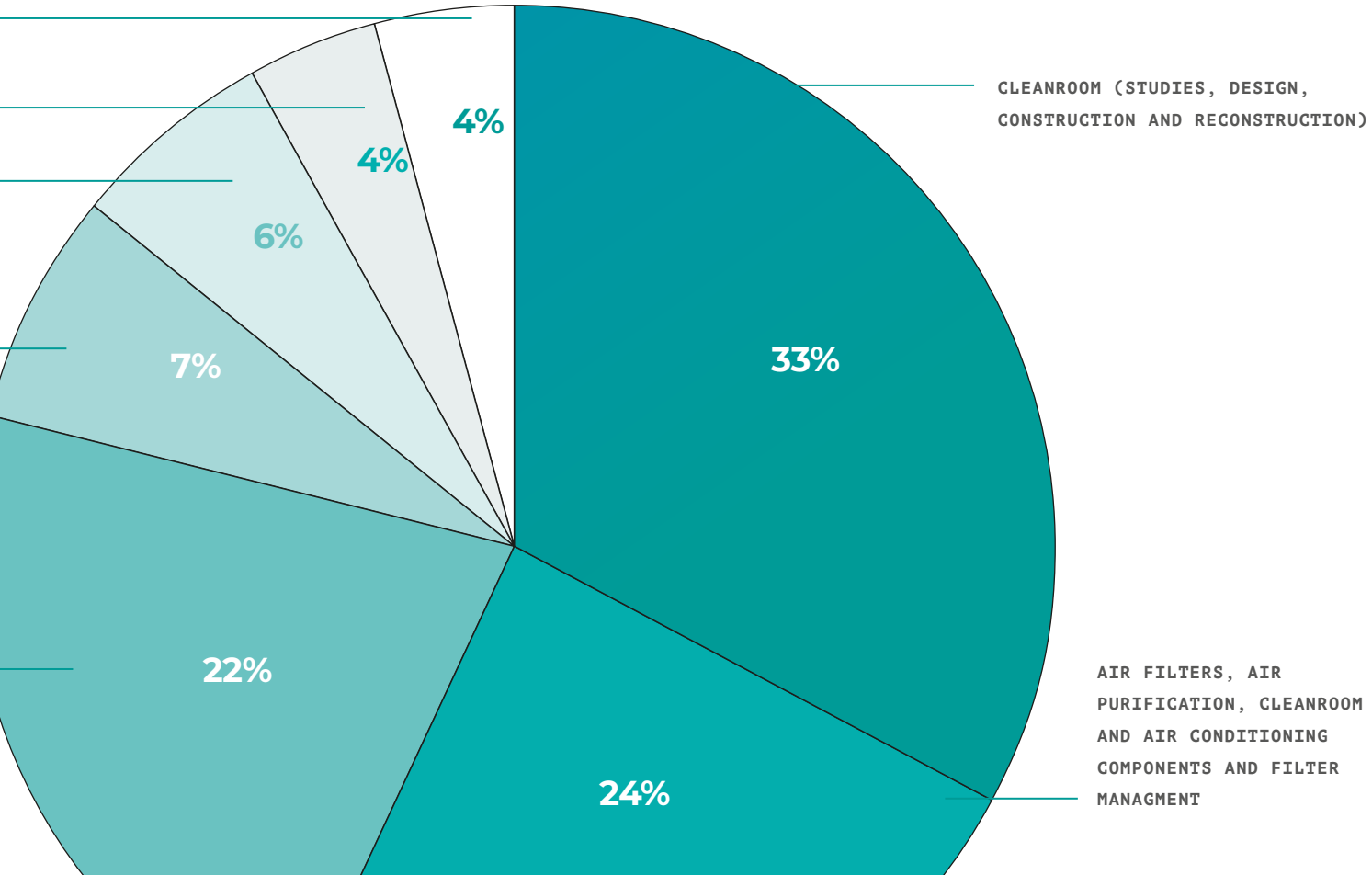
SALE OF LABORATORY EQUIPMENT AND OTHERS

CLEANROOM MONITORING

DISINFECTION, DISINFECTION APPLICATION DEVICES AND

DISINFECTION, DISINFECTION APPLICATION DEVICES AND DISINFECTION SERVICES

CLEANROOM QUALIFICATION AND VALIDATION


33%
24%
22%
7%
6%
4%
4%
CLEANROOM (STUDIES, DESIGN, CONSTRUCTION AND RECONSTRUCTION)
AIR FILTERS, AIR PURIFICATION, CLEANROOM AND AIR CONDITIONING COMPONENTS AND FILTER MANAGMENT

CAREOFAIR team



Director



Administration



Technical administration



Business administration



Validation department

MARTIN B.

Senior validation technician

MAROŠ

Validation technician



Technical department

?

Technician

JURAJ

Assistant technician



Cleanroom building department

WE ALSO HAVE: QUALITY MANAGER, INTERNAL AUDITOR, COMPANY METROLOGIST

THE CARE OF AIR TEAM PARTICIPATES IN REGULAR TRAINING.

Certificates

Slovak metrological institute
Metrology and calibration of measuring equipment, auditing in accredited testing and calibration laboratories

Systémy jakosti s.r.o.
Cleanrooms, cleanroom quality, and construction criteria

Q-system s.r.o.
Metrology

Management systems certification
Quality management

Vajak, s.r.o.
Disinfection and rat extermination, disinfection usage, and agent handling

Pct ipari szolgáltató és kereskedelmi kft.
Validation devices

CAMFIL, s.r.o.
Qualified filter replacement, filter handling, clean attachment handling, and filter management

AAF International, s.r.o.
Qualified filter replacement, filter handling, clean attachment handling, and filter management

DOMEL, D.O.O.; TRANSMED MEDIZINTECHNIK GMBH & CO. KG; DESAGA GMBH; SIGMA LABORZENTRIFUGEN GMBH
Laboratory facilities and equipment servicing and validation

Sarstedt Germany
Laboratory equipment technician

ORTHO CLINICAL DIAGNOSTICS AND JOHNSON & JOHNSON Company
Laboratory equipment servicing and immunohematology application specialist

MARKAB, s.r.o.
Electrician, professional examinations

Property

Measuring devices

CAREOFAIR uses top brand measurement technology - Ahlborn (DE), particle measuring systems (USA), ATI Technologies (UK), and TSI (USA). Professional authorities periodically calibrate all measuring instruments.
This year, we bought the most advanced measuring set with software for 47,000 € this year.

CAREOFAIR owns an inspection device, and CAREOFAIR electrotechnical engineer regularly inspects all electrical equipment.



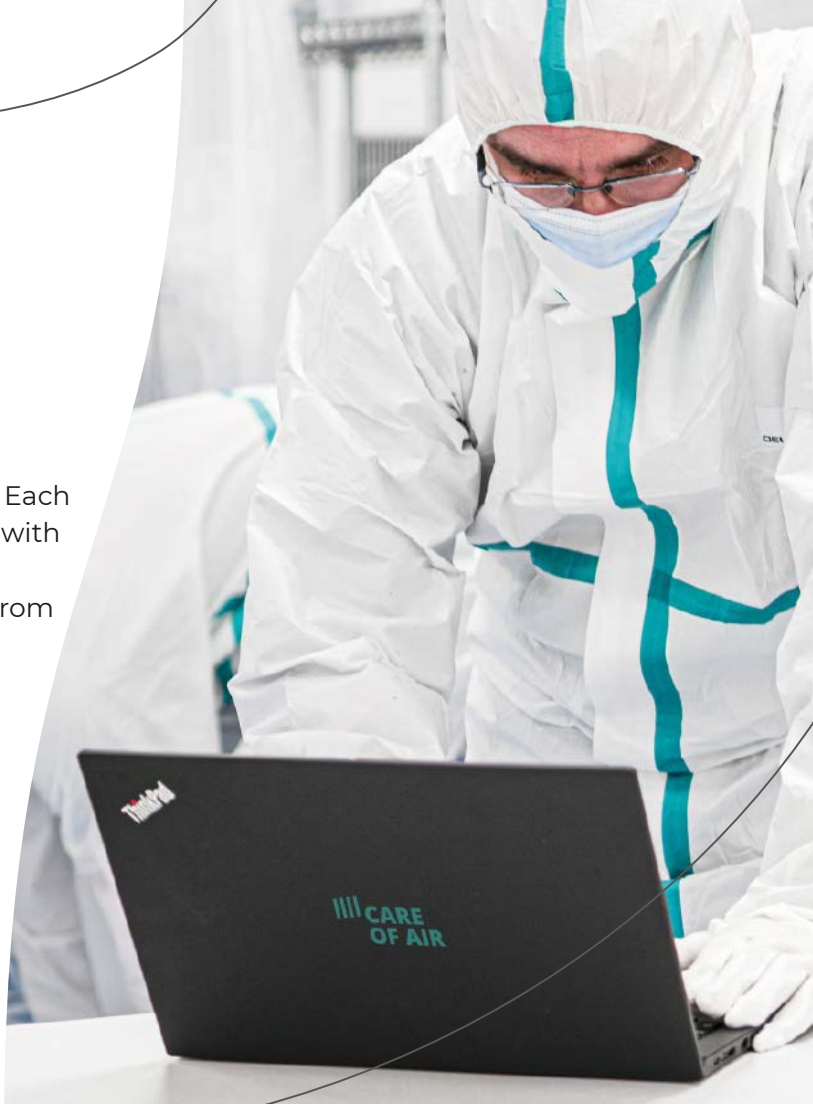






IT devices

CAREOFAIR has its server with backup. Each CAREOFAIR employee has a laptop set with accessories and a mobile phone. Our IT technologies allow us to work entirely from the home office or in the field with the customer.





Our vehicle

CAREOFAIR currently owns five vehicles (van, 2 minivans, 2 cars).



Corporate uniform

Expect top technologies and a high professional background, CAREOFAIR also takes care of the corporate look.







Our brand

Our trademark

CAREOFAIR owns a trademark for services:

- Filters for air conditioning exchange, filtration efficiency, remote filtration monitoring
- Installation and repair of air-conditioning apparatus
- Research in the field of physics.











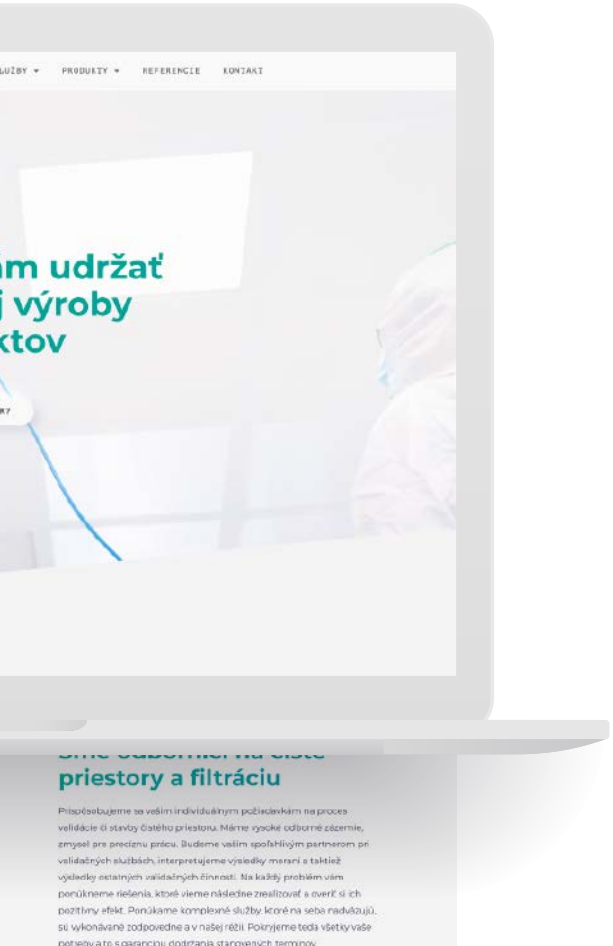
CAREOFAIR CUSTOMERS RECEIVE OUTPUT DOCUMENTATION IN PRINTED AND ELECTRONIC FORM, ON AVERAGE, WITHIN TEN WORKING DAYS FROM THE IMPLEMENTATION OF SERVICES

New website and modern rebranding

The website is for CARE OF AIR®, an essential communication channel for acquiring new clients.

CAREOFAIR will regularly publish blogs on current topics and be active on LinkedIn and




PRODUKTY
REFERENCIE
KONTAKT
priestory a filtráciu
Prispôsobujeme sa vašim individuálnym požiadavkám na proces
validácie či stavby čistého priestoru. Máme vysoké odborné zázemie,
zmysel pre precíznu prácu. Budeme vašim spoľahlivým partnerom pri
validačných službách, interpretujeme výsledky meraní a taktiež
výsledky ostatných validačných činností. Na každý problém vám
ponúkneme riešenia, ktoré vieme následne zrealizovať a overiť si ich
pozitívny efekt. Ponúkame komplexné služby, ktoré na seba nadväzujú,
sú vykonávané zodpovedne a v našej réžii. Pokryjeme teda všetky vaše
potreby a to s garanciou dodržania stanovených termínov.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Pokryjeme teda všetky vaše potreby a to s garanciou
dodržania stanovených termínov.
VIAC O NÁS
CARE OF AIR
Sme odborníci na čisté
priestory a filtráciu
Prispôsobujeme sa vašim individuálnym požiadavkám
na proces validácie či stavby čistého priestoru. Máme
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Budeme vašim spoľahlivým partnerom pri validačných
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Pokryjeme teda všetky vaše potreby a to s garanciou
dodržania stanovených termínov.
VIAC O NÁS
Projekcia a výstavba čistých priestorov na kľúč
Navrhneme vám inteligentný čistý priestor s nadčasovou
víziou a s konfigurovateľnými komponentmi.
Zabezpečíme celý proces, štúdiu, projekciu, výstavbu,

Customer portfolio

Contracted customers

BIOMETRIX
CRITICAL CARE SOLUTIONS

Comprehensive service inspections and air conditioning systems repairs, filter management.

SARSTEDT

Validation, qualification and service of SARSTEDT laboratory equipment in Slovakia.

NEWAYS

Comprehensive service inspections and air conditioning systems repairs, filter management.

The most important customers

ConvaTec

PentaHospitals
Nemocnica Bory

BB PHARMA

HARTMANN

LR People.Health.Care.

ZKW

NÁRODNÝ ÚSTAV SRDCOVÝCH A CIEVNYCH CHORÔB, A.S.

NÁRODNÝ ÚSTAV DETSKÝCH CHORÔB

SANATÓRIUM HELIOS®

gsk

Teleflex®

Other customers

KARDIOCENTRUM NITRA, s.r.o.

Stredoslovenský ústav srdcových a cievnych chorôb, a.s.

Východoslovenský ústav srdcových a cievnych chorôb, a.s.

Fakultná nemocnica s poliklinikou Žilina

Nemocnica Poprad, a.s.

KLIMAK, s.r.o.

Univerzitná nemocnica Martin

Hornooravská nemocnica s poliklinikou Trstená

Univerzitná nemocnica L. Pasteura Košice

Kysucká nemocnica s poliklinikou Čadca

Knudsen Plast s.r.o.

Ľubovnianská nemocnica

Národný onkologický ústav

Fakultná nemocnica Trenčín

AZ KLIMA SK, s.r.o.

MIKROCHEM spol. s r.o.

ADHEX TECHNOLOGIES SLOVAKIA s. r. o.

Optotune Slovakia s.r.o.

STIRILAB, s.r.o.

MkB Test a.s.

KOLTEN, spol. s r.o.

Future customers

InoBat

novavax
Creating tomorrow's vaccines today.

TAKENAKA

ZENTIVA

DISPLAY SERVICE NETWORK

Business model

Key Partners

- Suppliers of filters, components for CR and AC
- Suppliers of measuring instruments and software
- Suppliers of design and construction professions
- Disinfection suppliers
- Training institutions

Key Activities

- Cleanroom on a turnkey basis
- Complete cleanroom management (validations, filter management, laboratory equipment qualification, 3D disinfection)
- Consulting and education
- Monitoring the latest trends

Key Resources

- Know-how
- Background and skills
- HR- key employees
- IT and software
- Measuring instruments
- Financial resources for increase and expansion

Value Propositions

- Modern, smart, timeless and configurable cleanrooms
- Related services and products package
- Energy saving solutions
- Troubleshooting in cleanrooms and proposal of corrective measures
- Remote monitoring and managment
- Hot-line and quick problem solving
- Interpretation of measurement results
- Notifications / deadline control

Customer Relationships

- References
- Customer service
- Automated services
- Equipment speed
- Consulting

Channels

- Website and blog
- Seminars and congresses
- LinkedIn and Youtube
- Hot-line
- Personal meetings

Cost Structure

- Material
- Robotization and automation
- Outsourcing
- HR

Revenue Streams

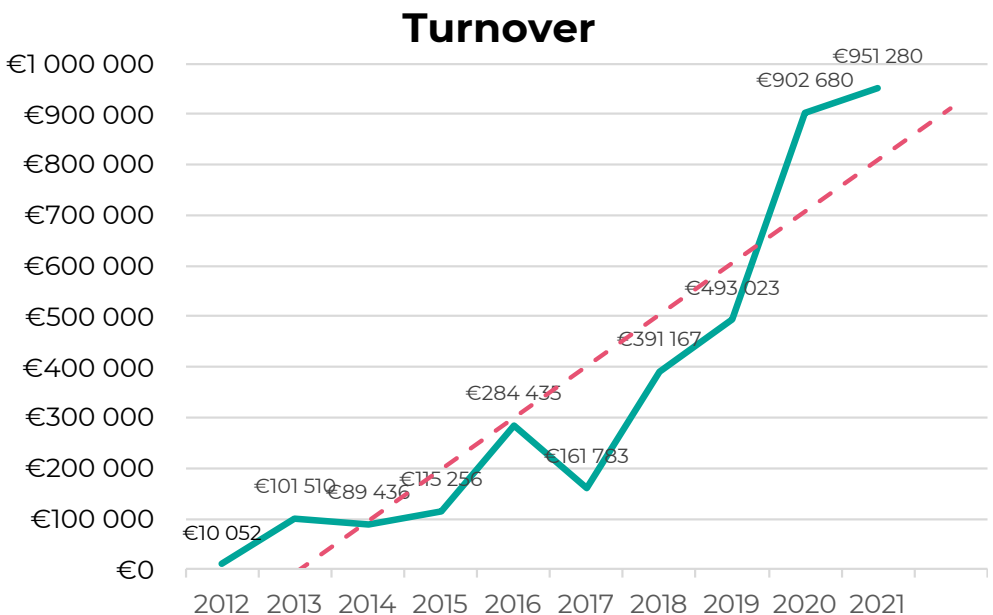
- Product and service sale
- Flat rate of contract customer
- Consulting abd education

Customer Segments

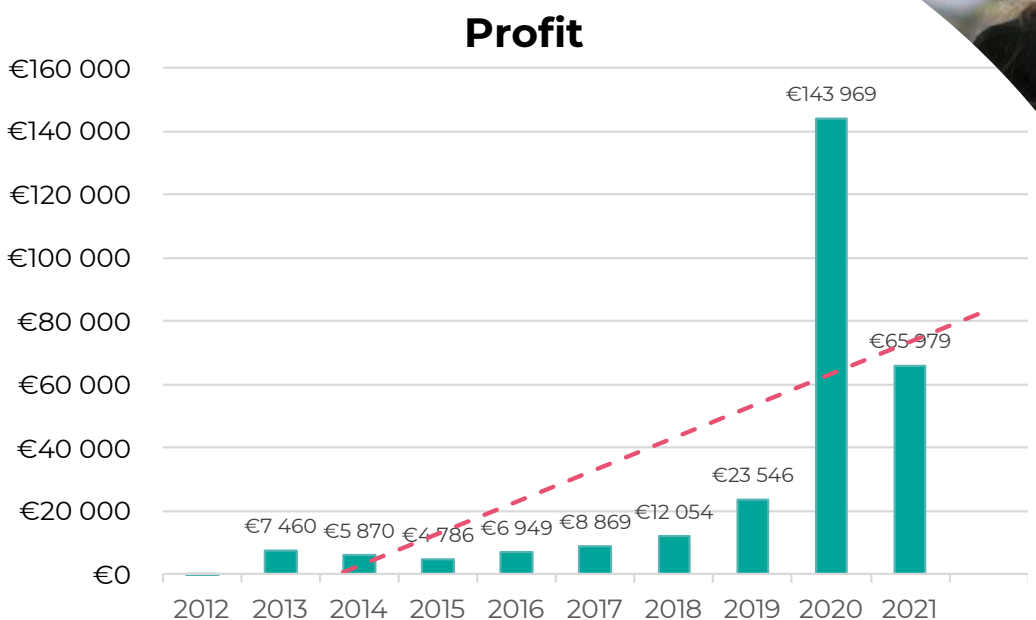
- Pharmaceutical industry
- Investors of new cleanrooms
- Hospitals and laboratory
- Automotive and special clean production
- Electrotechnical and microelectronicindustry
- Food & Beverage



Financial profile






Profit
€160 000
€140 000
€120 000
€100 000
€80 000
€60 000
€40 000
€20 000
€0
€7 460
€5 870
€4 786
€6 949
€8 869
€12 054
€23 546
€143 969
€65 979
2012
2013
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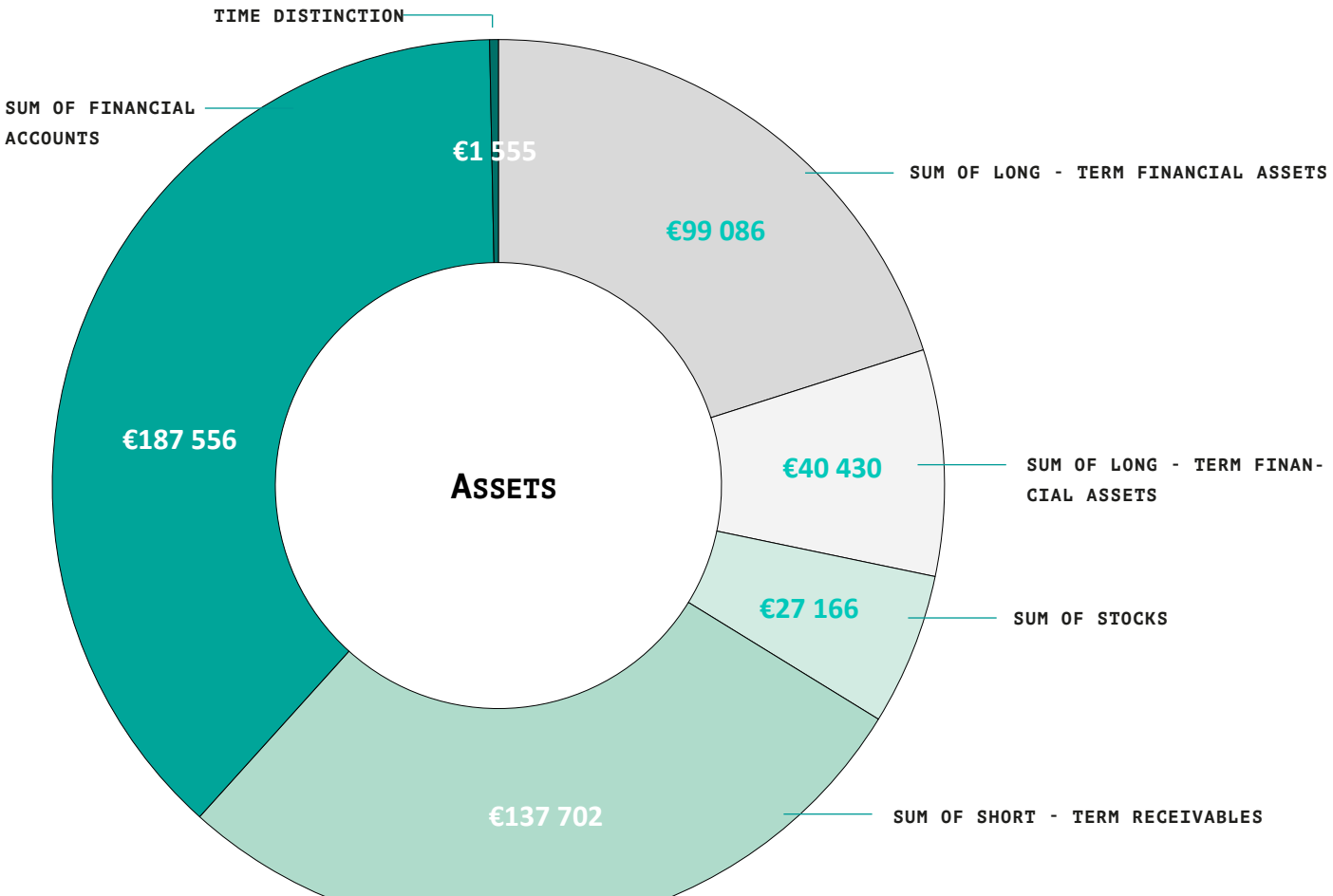
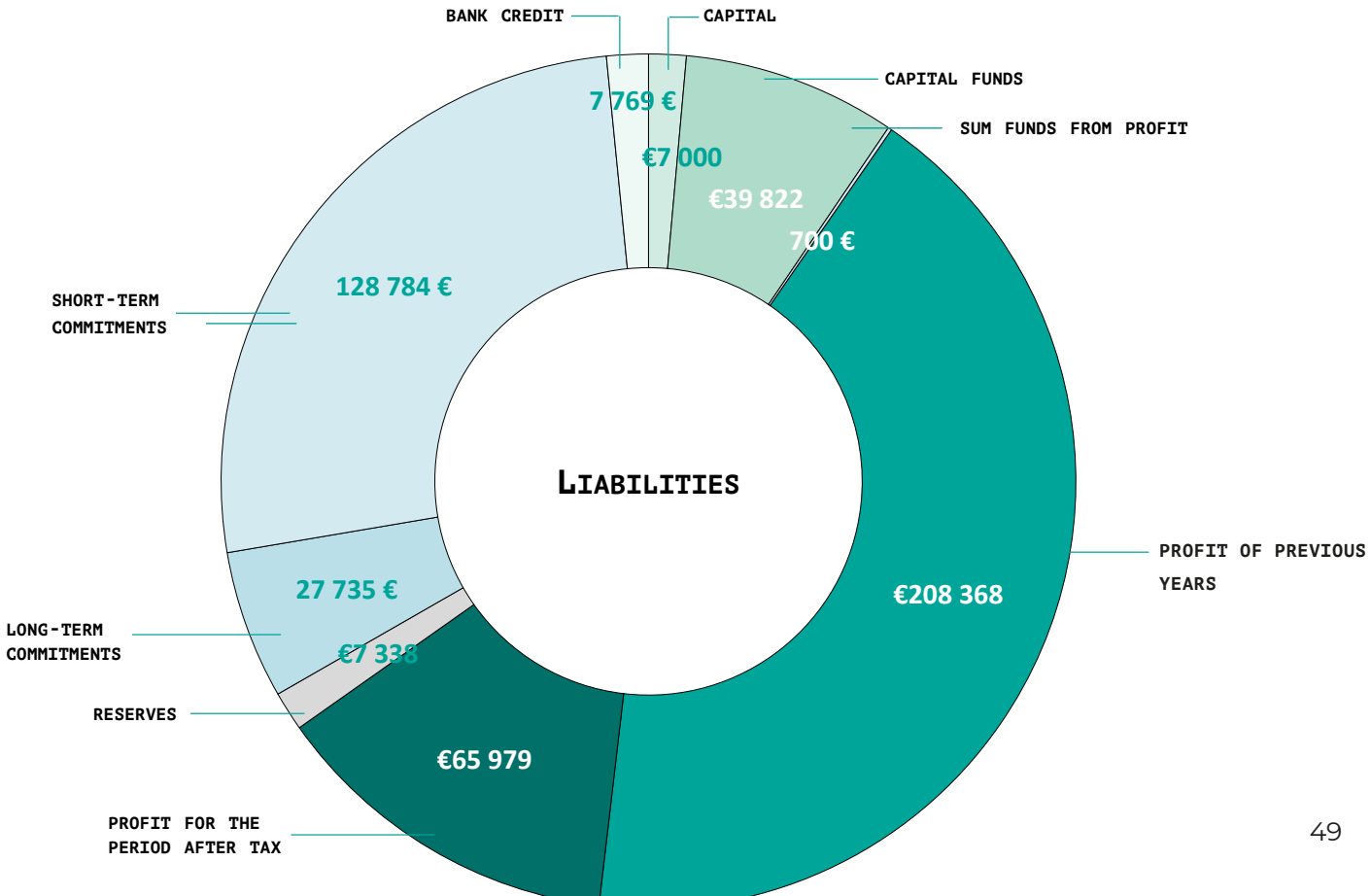
2016
2017
2018
2019
2020
2021

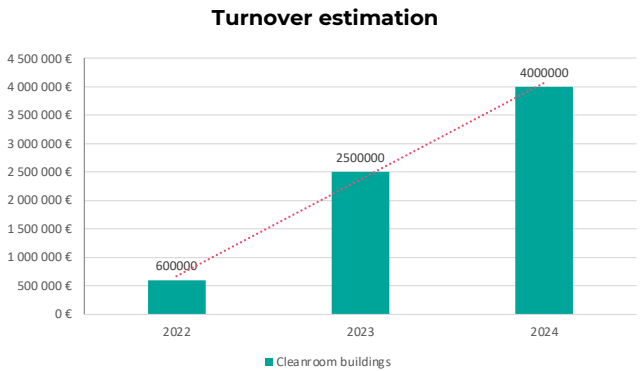

TIME DISTINCTION
SUM OF FINANCIAL ACCOUNTS
€1 555
SUM OF LONG - TERM FINANCIAL ASSETS
€99 086
€187 556
€40 430
SUM OF LONG - TERM FINANCIAL ASSETS
ASSETS
€27 166
SUM OF STOCKS
€137 702
SUM OF SHORT - TERM RECEIVABLES


BANK CREDIT
CAPITAL
CAPITAL FUNDS
SUM FUNDS FROM PROFIT
7 769 €
€7 000
€39 822
700 €
SHORT-TERM COMMITMENTS
128 784 €
LIABILITIES
PROFIT OF PREVIOUS YEARS
€208 368
27 735 €
LONG-TERM COMMITMENTS
€7 338
RESERVES
€65 979
PROFIT FOR THE PERIOD AFTER TAX

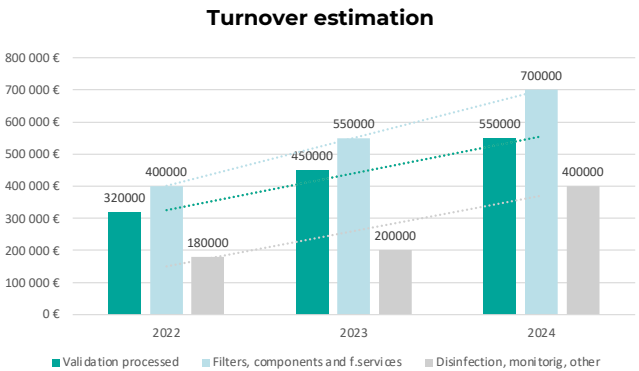
Business plan

Clean rooms buildings

Over the next five years, COA has an excellent potential to grow exponentially in the study, design, and construction of COA owns innovative clean rooms.



CAREOFAIR is a progressive and healthy company. We see an enormous opportunity to grow much faster with the support of a strong partner, joined forces, creating a progressive team at the regional level with the exciting potential for expansion. CAREOFAIR's brand, approach, and work habits have significant potential. CAREOFAIR's customers confirm the importance and quality of our work – they become loyal and turn to us with new problems, trusting us.



Offering and developing innovative services and top-quality products are inseparable parts of the future of prosperity. CAREOFAIR customers increasingly expect that the added value of the supplier is the most comprehensive package of services together with the delivered premium product. Together, therefore, both areas form a strong background for further development.

Validation processes

CAREOFAIR invested in the new measurement technologies in 2022 and intensive work on new customer requests. After the first business visits few new strategic customers would like to cooperate with COA on the Slovak and Czech market.

Filters, components sales and filter services

Big new possibilities in pharmaceutical and electronic segments opens. Many of customers need and is interesting in CAREOFAIR services.

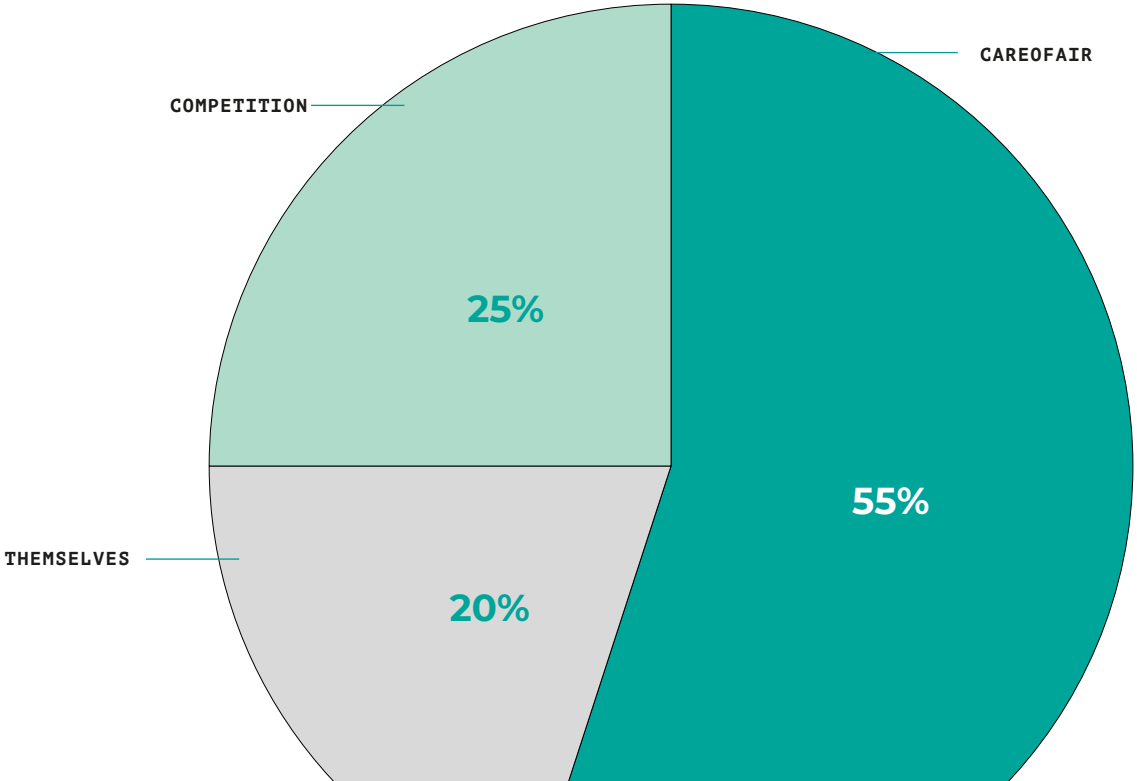
Business plan for 2022

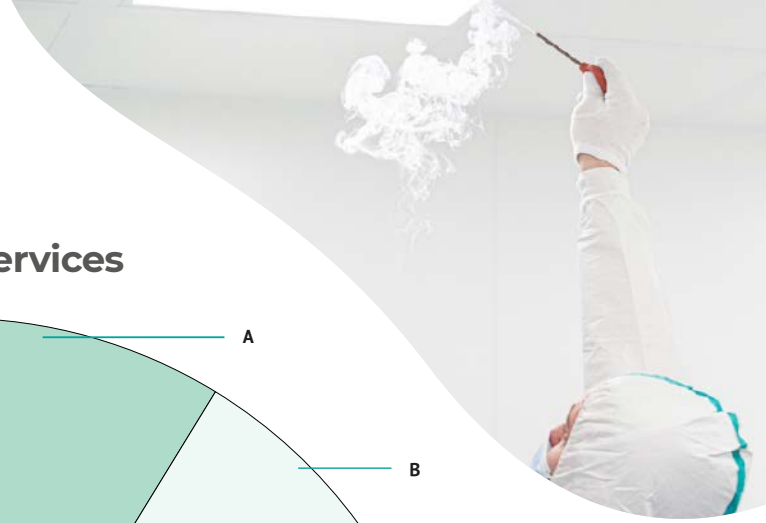
	PLANS
CLEAN ROOMS BUILDINGS	Study, design and construction of COA owns innovative cleanrooms, reconstruction of existing cleanrooms
VALIDATION PROCESSES	Validation for contracted customers, revalidation of regular customers, new customers
FILTERS, COMPONENTS, SALES AND FILTER SERVICES	Use of premium products Camfil for new cleanrooms
DISINFECTION, MONITORING, OTHER	Survey of possible uses of OCMS online customer monitoring system

GOALS/TURNOVER	CHALLENGES	OPPORTUNITIES
Custom model smart cleanroom 600 000 €	Start shaping Cleanroom building team	Pharmaceutical industry, hospitals and clinics, laboratory, automotive and special clean production, electrotechnical industry, food and beverage, development and research The sale of one of our services opens the door for us to offer other related services and thus offer the customer a complete package of construction and care of clean rooms
Reducing the time required for the largest validation orders by using 300 000 €	Implementation of new measuring technology extension of the validation team	
Focus on energy saving premium products 200 000 €	Extension of CAREOFAIR´s technical services and team for customer´s AHU, HVAC	
130 000 €	Extension of cleanroom and AHU monitoring system to the semiautomatic and automatic function connected to purchase department - "human pasive marketing	

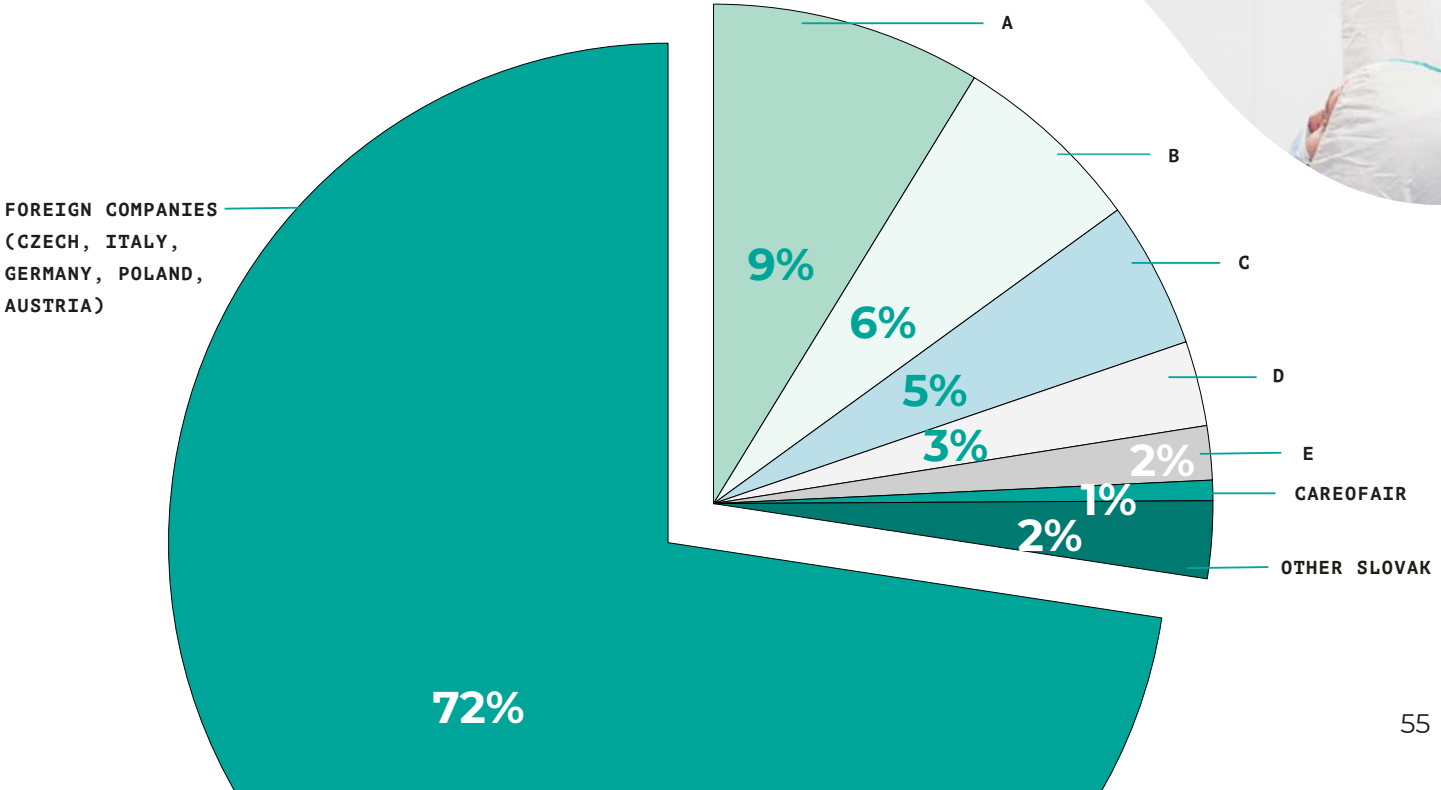
Market share 2021

Turnover validation services





Turnover cleanroom building services



Total market 2021 in Slovakia



Cleanroom building
40 000 000 €



Cleanroom and laboratory equipment validation and qualification
500 000 €



Filters in pharma and hospitals
3 000 000 €

Started and planned activities

- Implementation of ISO EN 17025
- Automation of particle counting in the large clean rooms & Automatic transport and measurement points systems
- Extension of measurement parameters in validation process
- Icrease of clean room building activities in our inovative intelligent model
- Extension of CAREOFAIR´s technical services and team for customer´s AHU, HVAC
- Implementation of OCMS online customer monitoring system
- Extension of cleanroom and AHU monitoring system to the semiautomatic and automatic function connected to purchase department - "human pasive marketing"
- Complete the team to provide technical support to our customers
- Develop investment ideas in technologies that will mean a unique competitive position not only in the domestic but also in the international market
- Significantly develop the segment of studies, design and construction of intelligent clean rooms

Why CAREOFAIR?

- Ideas and visions that go beyond their investment opportunities
- The current demand is higher than CAREOFAIR possibilities
- Responsible, hard-working, and independent team with professional background
- Trusting and committed customer portfolio
- CAREOFAIR services significantly support the sale of your products
- Ambitions to enter other European markets
- Build a strong and resourceful team of cleanroom specialists
- Merge and implement a product portfolio from Camfil
- Complement the services that Camfil does not have in our regions and is necessary for successful business
- Support sales of Camfil products together with cleanroom building and filter management



CARE OF AIR®



Why CAMFIL?

- Camfil has been our inspiration from the beginning
- Highest quality and most advanced products
- An effective and robust company with a solid technical background
- Innovation friendly
- Customer support orientation
- Environmental friendly
- CAREOFAIR agrees with Camfil's mission and vision

www.careofair.com

PRESENTER

RNDr. Martin Petríček

martin.petricek@careofair.com

PRESENTATION MATERIALS

Ing. Monika Petríčková

monika.petrickova@careofair.com