

The background features a vibrant color palette of red, maroon, and grey. Large, organic, overlapping shapes in these colors create a sense of movement. The word 'aeris' is rendered in a clean, white, lowercase sans-serif font, with a white curved line underneath the 'a' that suggests a smile or a breeze. The overall aesthetic is modern and clean.

# aeris

Indoor Air Climate  
For Our Future

swiss + made

**Over X Units Sold**

**+800% Growth For 2020**

**Sold in 12 Countries with  
Over 50 Retailers**

**We will be The Go-To  
Solution For Anything  
Air Related**

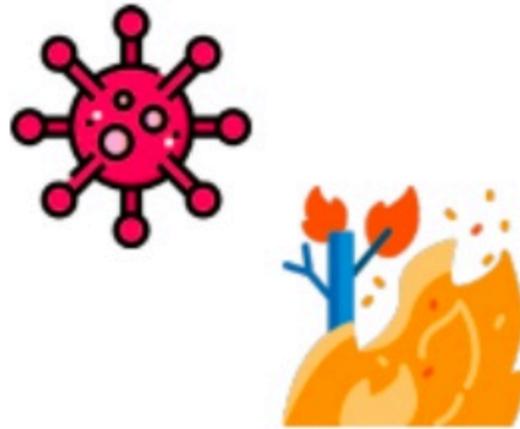


qeris

# An Opportunity In Air Purification

**\$9B** +12% per yr  
Global Market Size

**+50%** Google Search  
"Air Purifer" 2019



**Molekule: The worst air purifier we've ever tested**



**Which? test reveals Dyson air purifiers may not be worth the money**



Andrew Ritchie  
☆☆☆☆ Exploding fan and shrapnel  
May 6, 2019  
Color: White | Verified Purchase

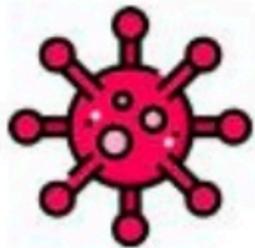
**Coway**

**Indoor Air Purification Is A Rapidly Growing Space**

**Drastic Awareness Increase Due To Disasters**

**Market Leaders Are Under Engineered**

## Our Filter Tech



**Our Filter Kills the  
Coronavirus as  
tested with ISO18184**

**x3**

**Cleans three time  
faster than  
conventional air  
purifiers**

**99%**

**We kill bacteria without  
the use of UV Technology**

**0** ozone

**We only deliver pure air**

# Air Purifiers Product Line 2020

Pure Swiss Air For Any Situation



**qair lite**

2 filter options

\$499



**qair**

3 filter options

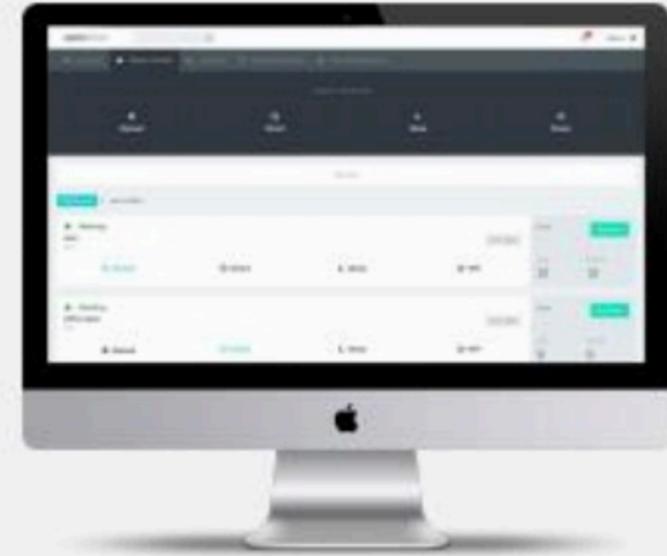
\$999



**qair one**

Bespoke filters

\$3500



**qair fleet**

and mobile app

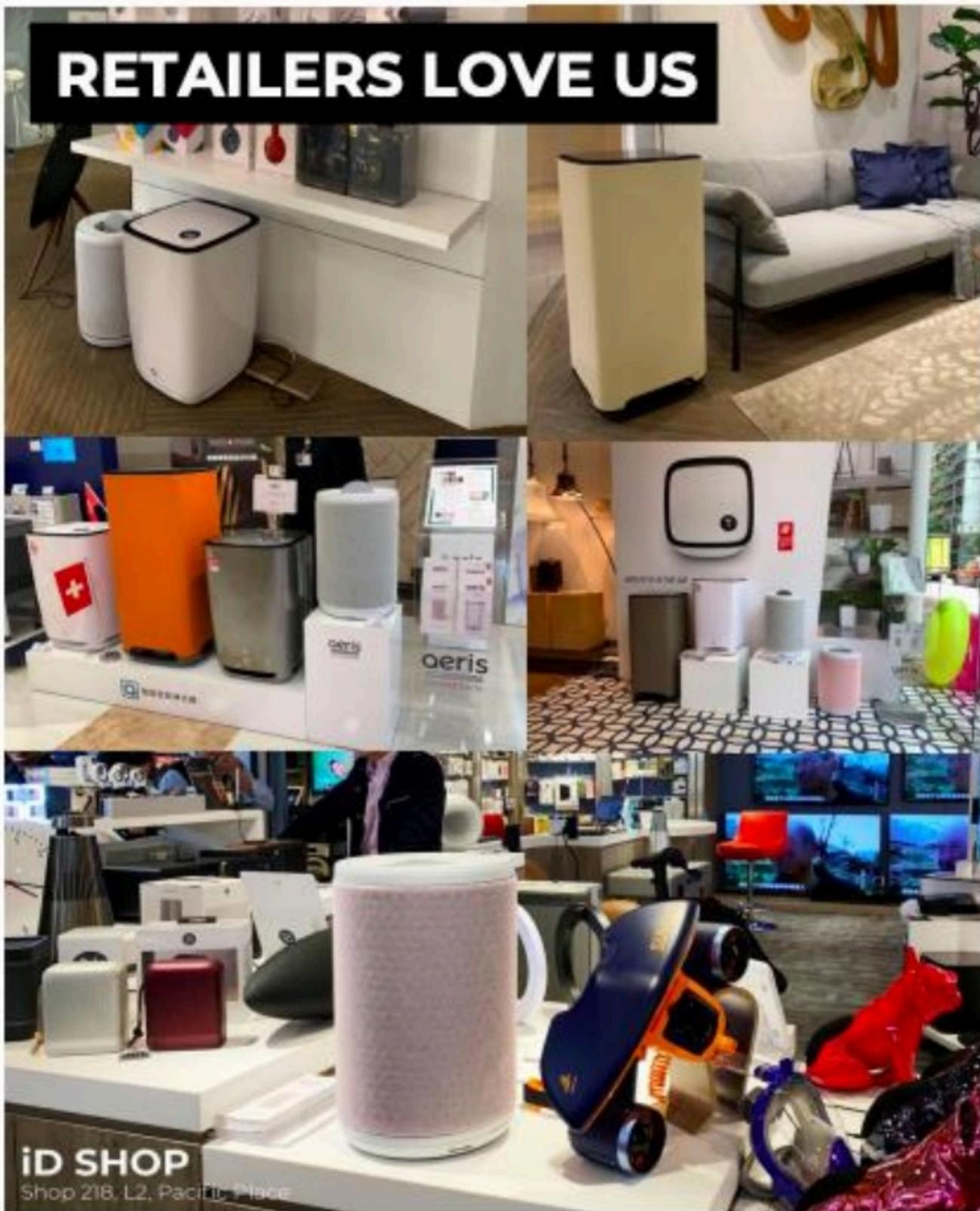
# Successful 3-Channel Customer Acquisition Strategy

	Direct	Retail	Dealer
<b>Existing Channels &amp; Partners</b>	Amazon Webshop Jing Dong	Best Buy, Target, QVC, Home Depot, Menards, Lowes, Lotte, Shinsegae, LaneCrawford, SOGO	South Korea, Taiwan, Vietnam, Hong Kong, France, UK, Spain, Mexico, Germany
<b>Current Sales Share</b>	30%	30%	40%

**Monthly Sales of  
\$X'XXXk in May 2020**

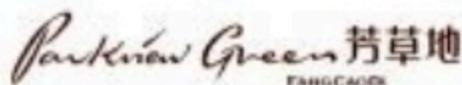
**Confirmed Launch in  
1000 Best Buy stores in  
October 2020**

# RETAILERS LOVE US



20+  
Retailers

200+  
Premium Locations



# Consumer Marketing Strategy



**Fully Tested and Certified**



**Direct Competitor Comparison**



**In-Store Experience**

Recurring Filter Revenue Through Mobile App

**68% Recurring Filter Sales**

**High retention due to app  
account and remote  
tracking**



# Medical Infection Control Unit



## Developed For The Coronavirus Crisis Response

- Focused suction area for surgeries and oral interventions
- Additional Plasma Unit destroys 99% of H5N1 and H1N1 on surfaces
- Zinc Pyrithione coated: Tested on Coronavirus and showed a 95% reduction of the virus over 2 hours (ISO18184)
- Can be used for Under & Over pressure rooms as recommended by the CDC
- \$2499 in Retail

# Closing Medical Sales In Times Of Covid

**ADA** American Dental Association  
America's leading advocate for oral health

Webinars

**Benco Dental™**

**HENRY SCHEIN®**  
SOLUTIONS FOR HEALTH CARE PROFESSIONALS



**Run Webinars For  
ADA Mailing List**

**Coordinate Service Through  
Dental Distributors**

**Professors as Super  
Influencers**

**Presold in Canada and the US to  
300+ dental clinics**

# Growing Field: Installed Solutions

New Paradigm: Simple filters do not fix infection spread

**“Due to COVID Office buildings may begin to retrofit with higher-end HVAC systems (with HEPA filters and even UV light sterilization hiding in the ducts) [...] ” *Fast Company*\***

\*<https://www.fastcompany.com/90496659/trump-wants-to-treat-covid-19-with-uv-light-heres-why-that-wouldnt-work>



**Aeris Filter Technology For Ventilation**

**Proven to Work on Viruses**

**Modular Design For All Building Duct Systems**

**Smart Due to aeris Cloud System**

**Launch Q3 2020**



# Reducing Energy Consumption of Buildings

**Traditional  
Ventilation:  
Up to 80% of  
Building's Energy  
Consumption**

## Aeris fleet Management



## Sensors & Low consumption



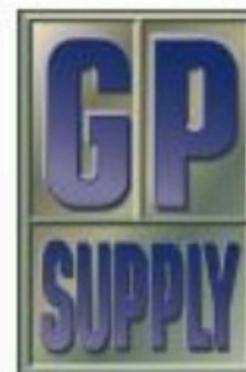
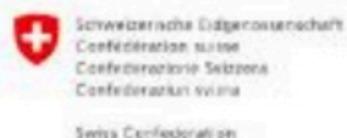
+

- Systems approach (Sensors, Actuators and Connectivity)
- Purification as Replacement for Ventilation
- Integration possibilities for room occupancy

**Overall reduced need for ventilation!**

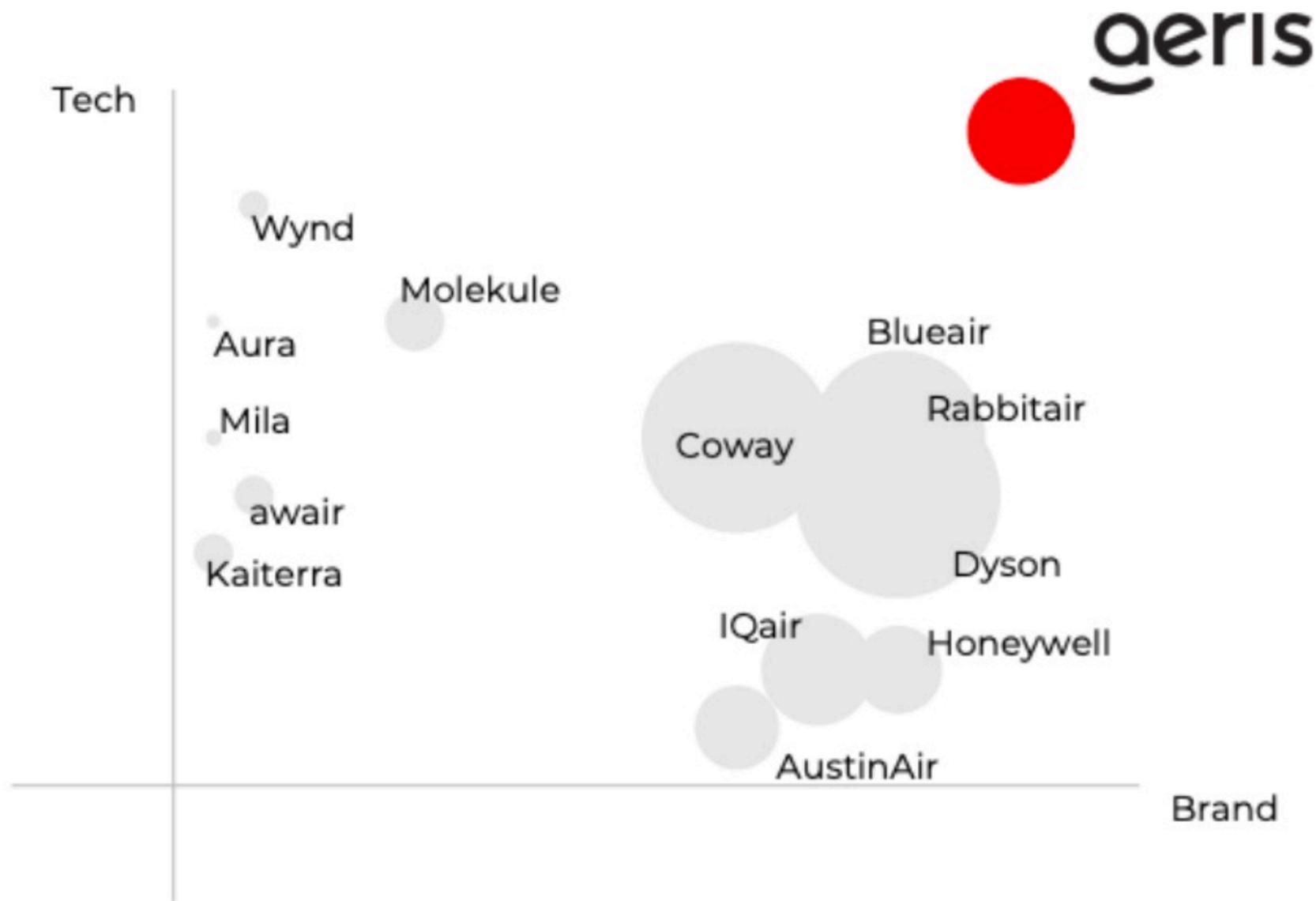
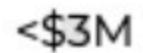
# Commercial Customers

Commercial Customers choose us due to our specialized service and unique approach to indoor air quality treatment.



# Competitor Landscape

Bubble size = Revenue



**Dyson, Molekule, Blueair and IQair are our main competitors**

**Their total market share is ~\$600M**