



17 **AIRCON**
Years We have the Solution

**A Trusted Partner of Bulgaria's
Leading Retailers since 2008**

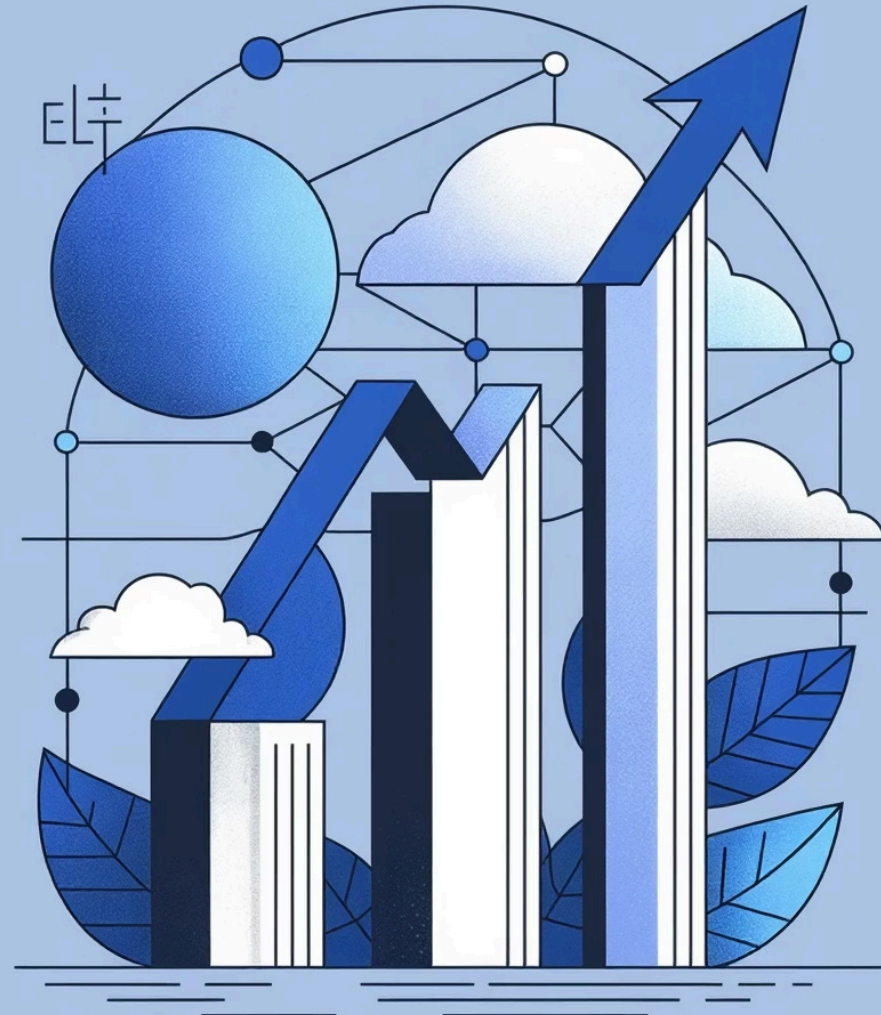
A mature & reliable partner

Company Overview

- **Established Partner** - 17 years in Bulgarian market with experienced team, proven track record and impeccable reputation
- **Complete Solutions** - From cold room construction to HVAC systems, professional kitchens, and retail store installations
- **Full Project Support** - Professional installation, warranty and post-warranty service, preventive maintenance, and 24/7 remote monitoring
- **National Coverage** - 3 distribution centers across Bulgaria ensuring fast delivery and constant stock availability
- **International Presence** - AIRCON Gastro & Ladenbau GmbH (Duisburg region) facilitating partnerships with established European suppliers

Quality Assurance

- ✓ Complete ISO Certification (9001:2015; 14001:2015; 45001:2018)
- ✓ Licensed for refrigerant handling and F-gas equipment service





Local partnership advantages

✓ AVAILABILITY

- Stock in Bulgaria
- No import delays
- Immediate delivery
- Flexible quantities

✓ ECONOMICS

- Competitive pricing
- No customs/import fees
- Lower logistics costs
- Flexible payment terms

✓ RESPONSIVENESS

- Direct communication
- Quick problem resolution
- Bulgarian language support
- Local market understanding

✓ RELIABILITY

- Face-to-face relationship
- Site visits possible
- Local support presence
- Long-term commitment

Technical expertise meets **market needs**



From Experience to Innovation

With years of selling and servicing refrigeration equipment from leading manufacturers, we gained deep technical knowledge and market understanding. Our founder - a refrigeration engineer himself - recognized an opportunity: leverage this expertise to create products that deliver better value without compromising quality.

This hands-on experience revealed exactly what the local market needs: reliable equipment that combines international standards with competitive pricing, backed by local service expertise. The result is equipment designed for real-world retail conditions, not just specifications on paper.



AIRCON Brand - Launched 2024

Our product line represents the culmination of years of hands-on experience:

- **Competitive pricing** - Direct OEM/ODM partnerships eliminate middlemen
- **EU quality standards** - Manufactured to our specifications with rigorous quality control
- **Market-tested design** - Built based on real feedback from 1000+ installations
- **Customization options** - Flexibility to meet specific project requirements, even for smaller batches

SOFIA - Professional Chest Freezer



Key Features

- Plug-in condensing unit (R290)
- Dual temperature mode (+/- operation)
- LED interior lighting
- Robust construction for intensive use
- Tempered and Low-E coated glass
- Energy efficient operation
- Unlocked intelligent temperature controller
- EU standards certified

Technical Highlights

- Temperature range: -22°C to +6°C
- Consumption: 560W / 570W / 690W
- Available sizes: 1850mm / 2100mm / 2500mm

Applications

Ideal for: Frozen and chilled foods, ice cream

NICOLE - Meat & Dairy M0 Display Cabinet



Key Features

- Plug-in condensing unit (R290)
- Climate class M0 - optimized for fresh products
- Energy-efficient LED lighting on every shelf
- Full glass sides - maximum product visibility
- Low maintenance design

Technical Highlights

- Temperature range: -2°C to +4°C
- Consumption: 1050W / 1350W / 1520W
- Available sizes: 1310mm / 1935mm / 2560mm

Applications

Ideal for: Fresh and deli meats, dairy products, prepared foods

CAROLINA - Beverage Display Cabinet



Key Features

- Plug-in condensing unit (R290)
- Climate class M01
- Durable construction
- Energy-efficient LED lighting
- Modular design - can be combined in line with VICTOR freezer
- Low maintenance operation

Technical Highlights

- Temperature range: +0°C to +8°C
- Consumption: 200W / 380W / 700W
- Available sizes: 600mm / 1200mm / 1800mm
- Net volume: 320L / 640L / 960L

Applications

Ideal for: Beverages, bottled products, grab-and-go items

VICTOR - Premium Upright Freezer



Key Features

- Plug-in condensing unit (R290)
- Optimized product visibility
- Energy-efficient LED lighting
- Modular design - can be combined in line with CAROLINA cabinet
- Heated glass doors (anti-condensation)
- Frost-free technology

Technical Highlights

- Temperature range: -18°C to -22°C
- Power consumption: 620W / 1050W / 1800W
- Available sizes: 600mm / 1200mm / 1800mm
- Net volume: 255L / 582L / 907L

Applications

Ideal for: Frozen foods, high-traffic areas

Full range of established brands & value alternatives

In addition to our own AIRCON brand, we procure and supply equipment from established international manufacturers and their highest quality value alternatives

Display Cabinets

- Upright self-service and serve-over counters
- Premium & value options
- Custom configurations and options
- Full range of sizes

Display Freezers

- Chest, upright, and island freezers
- Premium & value options
- Various capacities and flexible configurations
- Energy efficient models

Cold Rooms

- Complete turnkey solutions
- Modular systems
- Custom design and engineering
- Installation included

Specialized

- Ice makers and ice storage
- Blast chillers and shock freezers
- Preparation equipment
- Custom solutions

UGUR UDD100/200/300 - Impulse Freezers



Key Features

- Compact footprint design
- 5 different model options
- Eye-catching product display
- Perfect for checkout areas
- Easy to clean and maintain

Technical Highlights

- Temperature range: -22°C to -18°C
- Power consumption (kW/24h): 2,5 / 2,7/ 3,0
- Available sizes: 645mm / 740mm / 1030mm

Applications

Ideal for: Checkout zones, impulse purchases, ice cream

UGUR UDD500BK/600BK - Storage Freezer



Key Features

- Robust construction for intensive use
- Quick and high freezing capacity
- Cover holder with an integrated lock mechanism
- Easy to clean and maintain

Technical Highlights

- Temperature range: -23°C to -18°C
- Power consumption (kW/24h): 2,5 / 3,3
- Available sizes: 1552mm / 2055mm
- Net volume: 454L / 600L

Applications

Ideal for: Back-of-house storage, bulk frozen goods

Committed to sustainability

Energy Efficiency

- Energy-efficient equipment reduces operational costs
- LED lighting standard across all models
- Optimized insulation and compressor technology
- Support for your carbon reduction goals

Circular Economy

- Guaranteed buy-back of equipment upon replacement
- Proper disposal and recycling management
- Extends product lifecycle and reduces waste
- Supports your sustainability targets

Environmental Standards

- ISO 14001:2015 certified (Environmental Management)
- F-gas certified handling and compliance
- Low GWP refrigerant options available
- Full documentation and traceability



Successful installations in 500+ retail locations, zero compromise on quality



An Already Established Partnership with Schwarz Group

Kaufland Bulgaria - ✓ **Approved supplier**

Lidl Bulgaria - ✓ **Long-term business relationship**

End-to-End Retail Store Solution

Client: Boutique Retail Chain (Parkmart)

Project Scope:

- Complete 500 sqm store fit-out and equipment installation
- 32Rm wall-mounted refrigerated displays
- 10Rm beverage display line
- 8Rm freezer line
- 100Rm shelving systems
- Complete refrigeration system design and installation
- Cold room construction and integration
- POS modules and checkout equipment
- Complete interior integration and finishing

Timeline: 6 weeks from order to commissioning

Key Results:

- ✓ On-time delivery and professional installation
- ✓ Turnkey solution - single point of contact for entire project
- ✓ Design specifications met - premium visual execution



60-Store Modernization Program

Client: Major Retail Chain (T-market)

Project Scope:

- Partial refurbishment across 60 retail locations
- 670 shelf meters refrigerated display cabinets (AIRCON NICOLE & SUMBA, AHT VENTO, EPTA brands)
- 600 freezer units (AIRCON SOFIA, AHT PARIS, AHT MIAMI)
- Replacement of serve-over counters with self-service horizontal displays in cooling mode
- Retrofit of existing open displays - glass door installation
- Plug-in wall units deployed in high-traffic areas
- Complete equipment integration with existing infrastructure

Timeline: 5 months from order to full commissioning

Key Results:

- ✓ On-time rollout across 60 stores with minimal disruption
- ✓ Significant energy consumption reduction through retrofits
- ✓ Optimized labor requirements - reduced staffing needs



Beyond equipment - full service capabilities



Installation Services

- Professional installation by certified teams
- Minimal disruption to store operations
- Full compliance with safety standards
- Fast deployment timelines



Service & Repair

- Warranty service included with equipment
- Post-warranty service available
- Qualified technical teams
- Spare parts availability



Preventive Maintenance

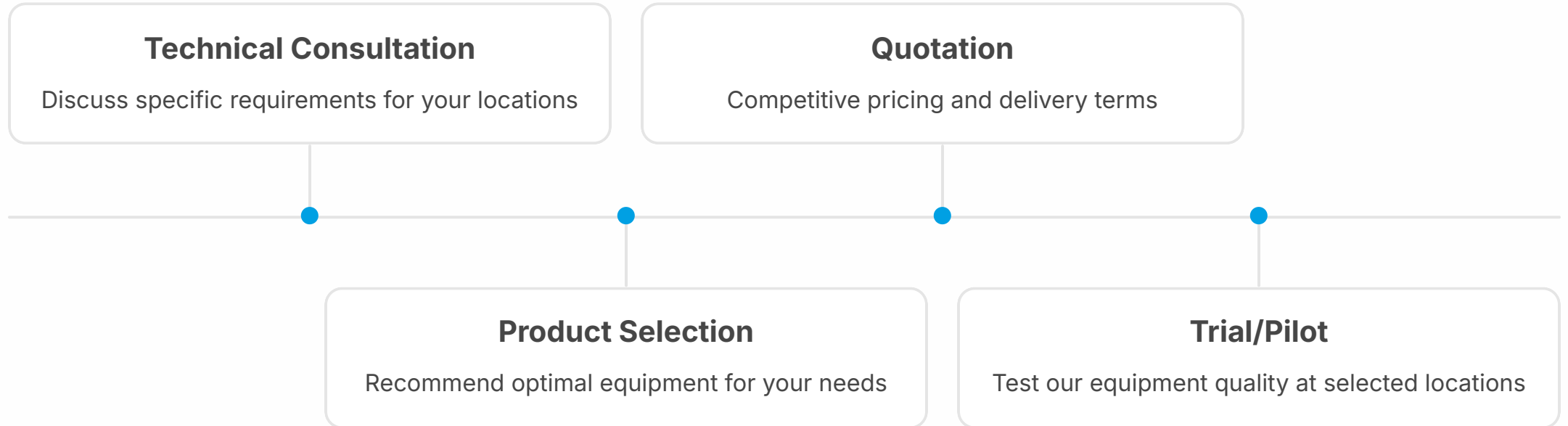
- Scheduled maintenance programs
- Regular equipment inspections
- Extends equipment lifespan
- Reduces unexpected downtime



24/7 IoT Remote Monitoring

- Real-time equipment monitoring
- Predictive maintenance alerts
- Automatic temperature logging
- Compliance documentation

Next Steps



We are ready to support your requirements with reliable equipment, professional installation, and dedicated local service.



Thank you

We appreciate your time and look forward to supporting your Bulgarian operations

NIKOLA DERMENDZHIEV / CEO

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