

## Clarification from Barcol-Air UK Ltd regarding the UK Market

Barcol-Air UK Ltd has been active in the UK market since 1991 and has, for many years supplied and supported Barcol-Air products in the UK as an independent distributor.

We are aware that recent changes in the market may have caused some uncertainty among customers, consultants, contractors and suppliers. We therefore wish to clarify Barcol-Air UK Ltd.'s position and background.

Barcol-Air UK Ltd is a UK company with extensive experience in the UK air-distribution market, particularly in VAV and CAV systems. Since 2012, Barcol-Air UK Ltd has also worked closely with the Air-Concepts on the development and manufacture of specialist VAV solutions, including VAV terminals with integral silencers and fan-assisted VAV terminals.

Following changes affecting Barcol-Air B.V. in the Netherlands, including its acquisition by Swegon AB in 2024, Barcol-Air UK Ltd reviewed its position in the UK market. In order to maintain continuity of service, technical support and product development for UK customers, Barcol-Air UK Ltd was sold to the Air-Concepts Group in March 2025.

Air-Concepts was founded in the Netherlands in 2005 by Jeroen Bos, formerly Technical Director and Export Manager of Barcol-Air B.V. Air-Concepts has its own research and development facilities, including sound and airflow testing capabilities and undertakes factory calibration and the fitting of controls before orders are dispatched to customers.

Air-Concepts also manufactures its own FloXact™ airflow sensor using robotised production facilities in the Netherlands. The FloXact™ sensor has been supplied since 2010, including to other manufacturers and to Belimo in Switzerland. Air-Concepts has operated its own factory in Slovenia where VAV terminals and swirl diffusers are manufactured since 2014.

Since October 2025, Barcol-Air UK Ltd.'s product offering has been based on Air-Concepts range of VAV and CAV air distribution solutions combining Air-Concepts' product development and manufacturing capabilities with Barcol-Air UK Ltd.'s long-standing technical expertise and customer relationships in the UK.

Barcol-Air UK Ltd remains committed to supporting its customers with technical expertise, continuity of service and high-quality air-distribution solutions. Our experience in the UK market has been built over more than three decades, and we remain available to assist customers with current and future projects.

We understand that Barcol-Air B.V. has appointed a new representative for the UK market. However, Barcol-Air UK Ltd is a separate UK company and is not connected with that new appointment. Customers who are uncertain about the position or who have received conflicting information, are encouraged to contact Barcol-Air UK Ltd directly for clarification.

Customers and project teams are also welcome to visit Air-Concepts' facilities to see its manufacturing, testing and product development operations first-hand, including the robotised production of the FloXact™ airflow sensor.

Barcol-Air UK Ltd thanks its customers and business partners for their continued support and looks forward to working with them on future projects.

Yours sincerely

Ing Jeroen N. Bos

CEO Air-Concepts Group

