



- Alen is an Austin-based manufacturer of trusted, top-rated
 True HEPA air purification products
- We believe we can improve quality of life for all; by reducing illnesses and absenteeism from airborne pathogens, harmful pollutants and irritating allergens
- Alen is a leader in indoor air quality. Air purification is our sole focus; we aren't making vacuum cleaners, humidifiers, or Al robots. We take air care seriously.
- Technology is foundational to all we do, from advanced sensors to our Alen Air app and tech platform
- We've earned over 27,000 5-star customer reviews and top industry rankings and we're dedicated to a best-in-class customer experience



AIR PURIFICATION BASICS

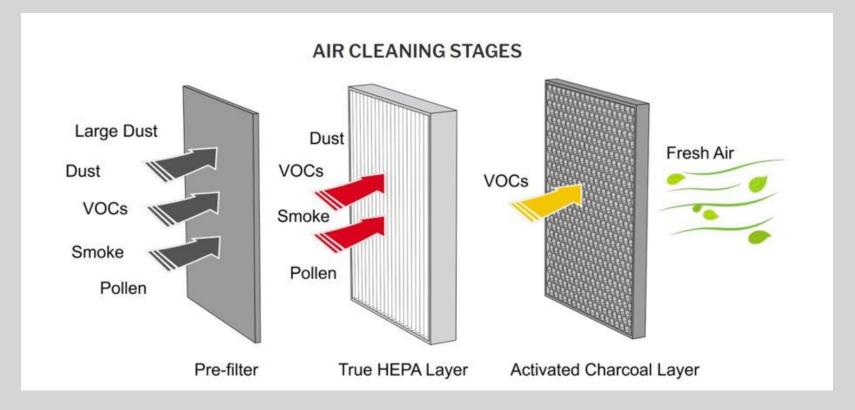
The purifier

Seems so simple...

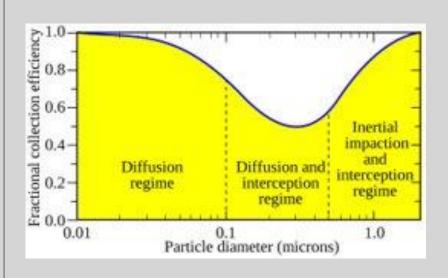
• What makes a good one?



Air Purifier Filtration Basics



HEPA vs. MERV



| MERV Rating | Air Filter will trap Air Particles size .3 to 1.0 microns | Air Filter will trap Air Particles size 1.0 to 3.0 microns | Air Filter will trap Air Particles size 3 to 10 microns | Filter Type ~ Removes These Particles |
|-------------|---|--|---|--|
| WERV 1 | < 20% | < 20% | < 20% | Fiberglass & Aluminum Mesh |
| MERV 2 | < 20% | < 20% | < 20% | ~ |
| MERV 3 | < 20% | < 20% | < 20% | Pollen, Dust Mites, Spray Paint |
| MERV 4 | < 20% | < 20% | < 20% | Carpet Fibres |
| MERV 5 | < 20% | < 20% | 20% - 34% | Cheap Disposable Filters |
| MERV 6 | < 20% | < 20% | 35% - 49% | ~ |
| MERV 7 | < 20% | < 20% | 50% - 69% | Mold Spores, Cooking Dusts, |
| MERV 8 | < 20% | < 20% | 70% - 85% | Hair Spray, Furniture Polish |
| MERV 9 | < 20% | Less than 50% | 85% or Better | Better Home Box Filters |
| MERV10 | < 20% | 50% to 64% | 85% or Better | ~ |
| MERV 11 | < 20% | 65% - 79% | 85% or Better | Lead Dust, Flour, Auto |
| MERV 12 | < 20% | 80% - 90% | 90% or Better | Fumes, Welding Fumes |
| MERV 13 | Less than 75% | 90% or Better | 90% or Better | Superior Commercial Filters |
| MERV 14 | 75% - 84% | 90% or Better | 90% or Better | ~ |
| MERV 15 | 85% - 94% | 95% or Better | 90% or Better | Bacteria, Smoke, Sneezes |
| MERV 16 | 95% or Better | 95% or Better | 90% or Better | |
| MERV 17 | 99.97% | 99% or Better | 99% or Better | HEPA & ULPA |
| MERV 18 | 99.997% | 99% or Better | 99% or Better | |
| MERV 19 | 99.9997% | 99% or Better | 99% or Better | Viruses, Carbon Dust, <.30 pm |
| MERV 20 | 99.99997% | 99% or Better | 99% or Better | Andrew Colonia |

Merv = "minimum efficiency reporting value"

HEPA – high efficiency particulate filters

True HEPA = 99.97% efficiency at .3 micron particle size

H13 = 99.95% minimum efficiency, or efficiency at MPPS

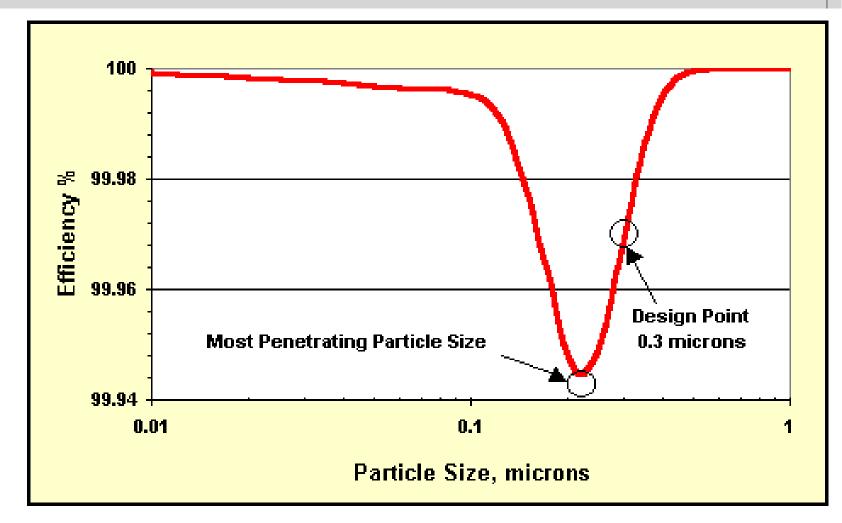
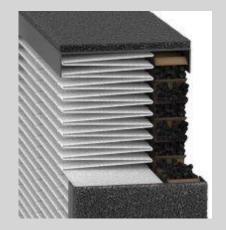


Figure 1: Typical Performance of a HEPA 99.97% Filter.

Air Purifier Filtration Technologies

| Air Concern Category | Filter Technology |
|----------------------|-------------------------|
| Allergens | НЕРА |
| Dust | НЕРА |
| Dust Mites | НЕРА |
| Pet Dander | НЕРА |
| Virus/COVID | НЕРА |
| Bacteria | HEPA + Antimicrobial |
| Mold | HEPA + Antimicrobial |
| Household Odors | HEPA + Activated Carbon |
| Pet Odors | HEPA + Activated Carbon |
| Chemical Vapors/VOCs | HEPA + Activated Carbon |
| Baby/Teen Odor | HEPA + Activated Carbon |

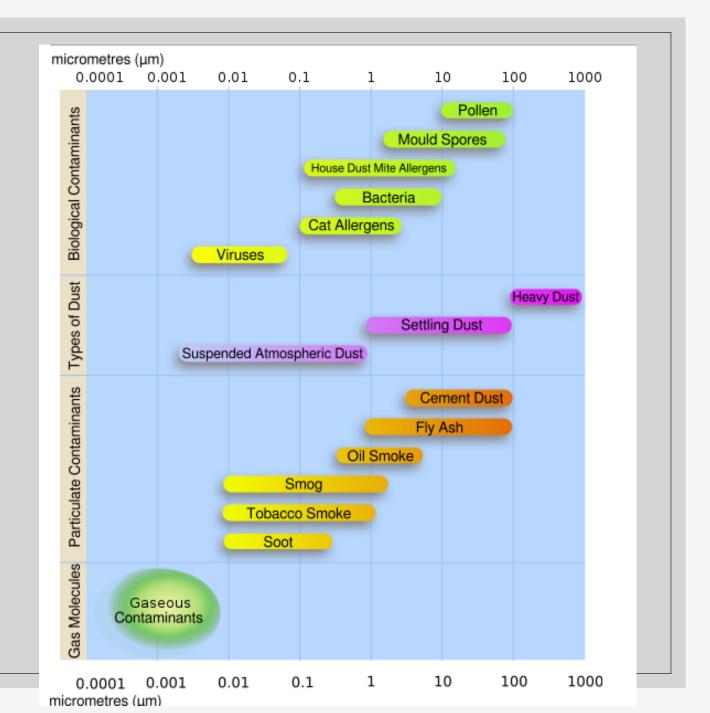


DEFINITIONS

Contaminant Size

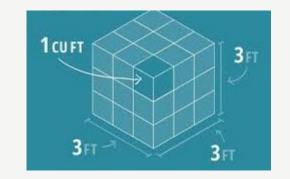


<u>Wikipedia</u>



CFM, ACH, and CADR Definitions

- **CFM** = Cubic Feet per Minute
- ACH = Air Changes per Hour (used to determine coverage)
- CADR = Clean Air Delivery Rate
 - Measures relative reduction of particulate matter suspended in the air in a specified 1,008 cubic foot test chamber.
 - Association of Home Appliance Manufacturers. <u>AHAM AC-</u>
 - Standardized 20-minute performance measuring procedure for air cleaners
 - CFM of air that has had all the particles of a given size distribution removed from the air, over and above the rate at which the particles are naturally falling out of the air.
 - Smoke .09-1.0 um
 - Dust .5-3 um
 - Pollen 5-11um



ACH = (Air Purifier CADR in CFM X 60)
(Room SqFt X Ceiling Height)

The formula to calculate Air Changes per Hour

Note: 1 CFM = $\sim 1.7 \text{ m}^3\text{h}$

<u>CADR - Wikipedia</u>

<u>AHAM- AC-1 Protocol</u>

CASE STUDY

Alen Coffee Shop Study, Excerpt

Coffee Shop Air Quality Testing Rationale/Hypothesis:

Experimental Rationale

• To understand impact of running an Alen Air Purifier in a small business when additional contaminants are introduced into the environment

Hypothesis:

• When a contaminant is added to the space by cough, sneeze, or by other means, an air purifier cleans the air back to normal, safe levels faster than if an air purifier is not used. Our tests used party smoke as a surrogate for more harmful contaminants such as viruses.

Coffee Shop Testing: Executive Summary

- When purifiers are used, in normal ceiling height space, ambient particulate levels (PM 1) were shown to be 30% lower than when no air purifier's were used.
- When a contaminant is added, air purifiers clean the air back to normal ambient levels 25% faster than if no air purifier is used.
- High ceilings and high air flow (from ceiling fans/HVAC) help reduce the concentration of pollutants faster, and in those situations adding air purifiers does not provide significant improvement in particulate reduction time.

>>More study would be needed to quantify this effect.



Coffee Shop Air Quality Testing Test materials/methodology

Test Equipment:

• Smoke Machine (700w), UltraTec fire and safety long-lasting smoke liquid, Halo Smart Air Quality Monitors (8 monitors set to measure PM1.0 and below), Alen BreatheSmart 75i's with B7-Pure filter, phone used as timer, PC with Microsoft Excel table for data entry/collection.

Methodology:

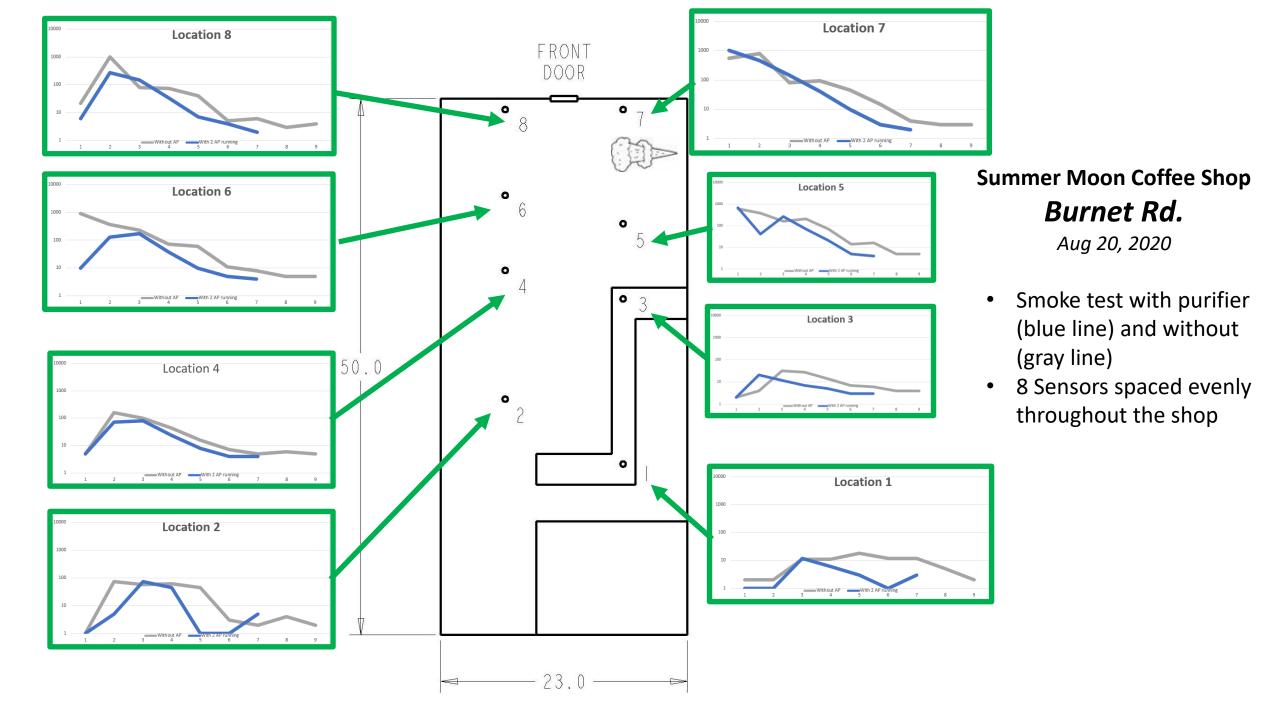
- Test Method: Natural Decay Rate (NDR)
 - 1. Measure the Ambient room particulate level PM1.0 (Ambient Level)
 - 2. Using the smoke machine introduce extra contaminants into the room
 - 3. Take initial reading after smoke and then at each subsequent one-minute interval (PM1.0)
 - 4. Stop taking readings when air quality reverts to ambient level
- Test Method: Purifier assisted Decay Rate (PDR)
 - 5. Turn on Air Purifier(s)
 - 6. Repeat testing 2-4 with one purifier, two purifiers and so on



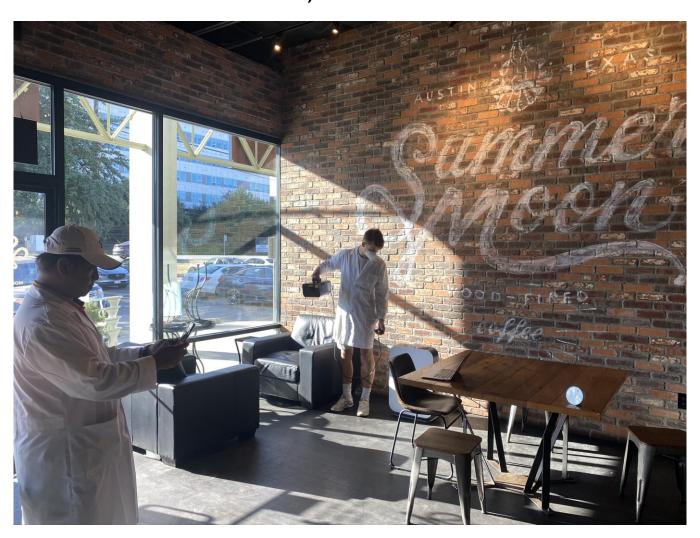
Coffee Shop Air Quality Testing — Summer Moon, Burnet Rd. Location, approx. 1,150sqft

SUMMARY OBSERVATIONS, all particulate measurements in terms of PM1.0

- 1. Overall, 14% improvement in ambient particle levels, with addition of air purifiers
- 2. Most significant improvement at sensor 4 (near the door) where ambient particulate level was consistently worse to begin with, improvement was 34% with addition of air purifiers.
- 3. When smoke was introduced, particle decay to baseline levels was 38% faster with air purifiers, ~5 minutes vs. 8 min. on average.
- 4. Coverage area depends on room *volume* because of variable height ceilings. In addition to the air purifiers, particulate level and particulate distribution is influenced by the HVAC system and ceiling fans.
 - Air quality in this small, well-ventilated shop (strong HVAC flow observed) was generally good to begin with. Readings averaged 2.4 without air purifiers running and 2.1 with.
- 5. Two BS75i's, run on Turbo, generate approximately 3.6 additional air exchanges per hour >75i = one air exchange in 2,600 sqft space x two = 5,200/(1,150 x 1.25 for partial taller ceilings) = 3.6 exchanges



Coffee Shop Air Quality Testing Summer Moon, Burnet Rd. Location



Coffee Shop Air Quality Testing

Summer Moon, Avery Ranch Location



Coffee Shop Air Quality Testing Summer Moon, Cedar Park Location



ADDENDUM

Extra Slides – If time permits

Calculating ACH (air changes / hour)

(Air Purifier CADR in CFM X 60) ACH = (Room SqFt X Ceiling Height)

The formula to calculate Air Changes per Hour

- Two 75i's on turbo in 1,250 sqft space, 8 ft ceilings, ACH = ??
- One 75i and one 45i on turbo in 2,150 sqft space, 10ft ceilings, ACH = ??
- One FLEX on speed 2 in 440 sqft space, 9 ft ceilings ACH = ??

| Air Purifier | | Rough Room | | Rough Room | | Rough Room | | Rough Room | | Rough Room | | Rough Room |
|--------------|---------|---------------|--------------|---------------|---------|---------------|-----|---------------|---------|---------------|---------|---------------|
| Speed | BS 75i | Coverage | BreatheSmart | Coverage | Fit50 | Coverage | 45i | Coverage | Flex | Coverage | T500 | Coverage |
| Speed 1 | 95 CFM | 350 | 150 CFM | 550 | 110 CFM | 400 | 70 | 250 | 53 CFM | 200 | 48 CFM | 180 |
| Speed 2 | 170 CFM | 650 | 185 CFM | 700 | 142 CFM | 550 | 135 | 500 | 135 CFM | 500 | 83 CFM | 300 |
| Speed 3 | 240 CFM | 900 | 225 CFM | 850 | 192 CFM | 700 | 175 | 650 | 147 CFM | 560 | 145 CFM | 500 |
| Speed 4 | 280 CFM | 1000 | 300 CFM | 1100 | 231 CFM | 900 | 245 | 800 | 225 CFM | 700 | | |
| Speed 5 | 400 CFM | 1300 | | | | | | | - | | | |

Calculating Room Coverage

Formula:

(CFM x 60)/Ceiling Height/ACH

Four different scenarios:

350 CFM

1300

Speed 5

- 75i on speed 3, 8ft ceilings, ACH of 2 (Alen) = ?
- 75i on turbo, 12ft ceilings, ACH 4 = ?
- FLEX on speed 3, 9 ft ceilings ACH 5 (~AHAM) = ?
- FLEX on speed 3, 9 ft ceilings ACH 2 (Alen) = ?

| Air Purifier | | Rough Room | | Rough Room | | Rough Room | | Rough Room | | Rough Room | | Rough Room |
|--------------|---------|---------------|--------------|---------------|---------|---------------|-----|---------------|---------|---------------|---------|---------------|
| Speed | BS 75i | Coverage | BreatheSmart | Coverage | Fit50 | Coverage | 45i | Coverage | Flex | Coverage | T500 | Coverage |
| Speed 1 | 95 CFM | 350 | 150 CFM | 550 | 110 CFM | 400 | 70 | 250 | 53 CFM | 200 | 48 CFM | 180 |
| Speed 2 | 170 CFM | 650 | 185 CFM | 700 | 142 CFM | 550 | 135 | 500 | 135 CFM | 500 | 83 CFM | 300 |
| Speed 3 | 240 CFM | 900 | 225 CFM | 850 | 192 CFM | 700 | 175 | 650 | 147 CFM | 560 | 145 CFM | 500 |
| Speed 4 | 280 CFM | 1000 | 300 CFM | 1100 | 231 CFM | 900 | 245 | 800 | 225 CFM | 700 | | |

IoT

Networked air purification benefits

Enterprise benefits for IoT

- Dashboard air quality and filter life status at a glance
 - Troubleshooting of air quality quick analysis
 - Purifier & AQM status idle/fan speed
 - Reporting
- Bulk controls control numerous connected devices with one tap
 - Power on/off
 - Lock/unlock devices
 - Set up multiple locations/buildings
- Notifications alerts for air quality issues/ filter life replacement

