

# COMPANY PROFILE



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# OUR STORY

It all started in 1977 as a small manufacturer of sheet metal products. The company quickly mastered its competences and continued the sheet metal production tradition for a long time with the utmost proficiency.

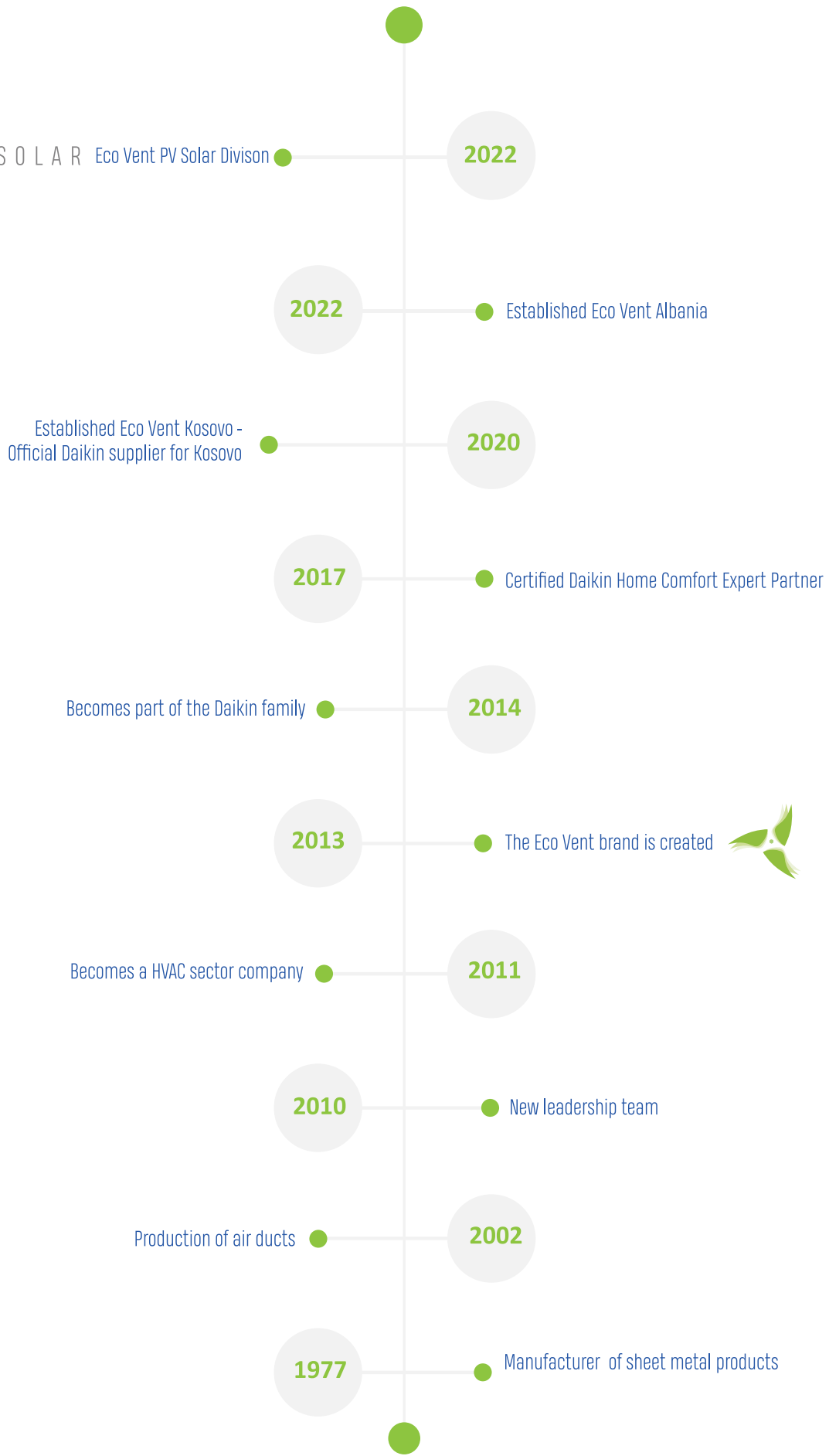
Years later in 2002, the company starts to focus on the manufacturing of air ducts, which was a more complex objective than the initial objectives. Reaching the next milestone in success would be in 2011, when the company changes the strategy and core business from a single product manufacturer to a solution and service providing company within the HVAC framework. Prior to this, it is important to emphasize that Eco Vent got a new team on the board, that initiated and succeeded in every change they made.

During recent years, Republic of Macedonia has faced serious pollution issues, where its

capital and Tetovo, where Eco Vent is based, were proclaimed as some of the most damaged areas worldwide regarding pollution. A crucial way to battle pollution would be Eco Vent's idea to improve air quality by providing adequate solutions in the field of ventilation, heating and air conditioning.

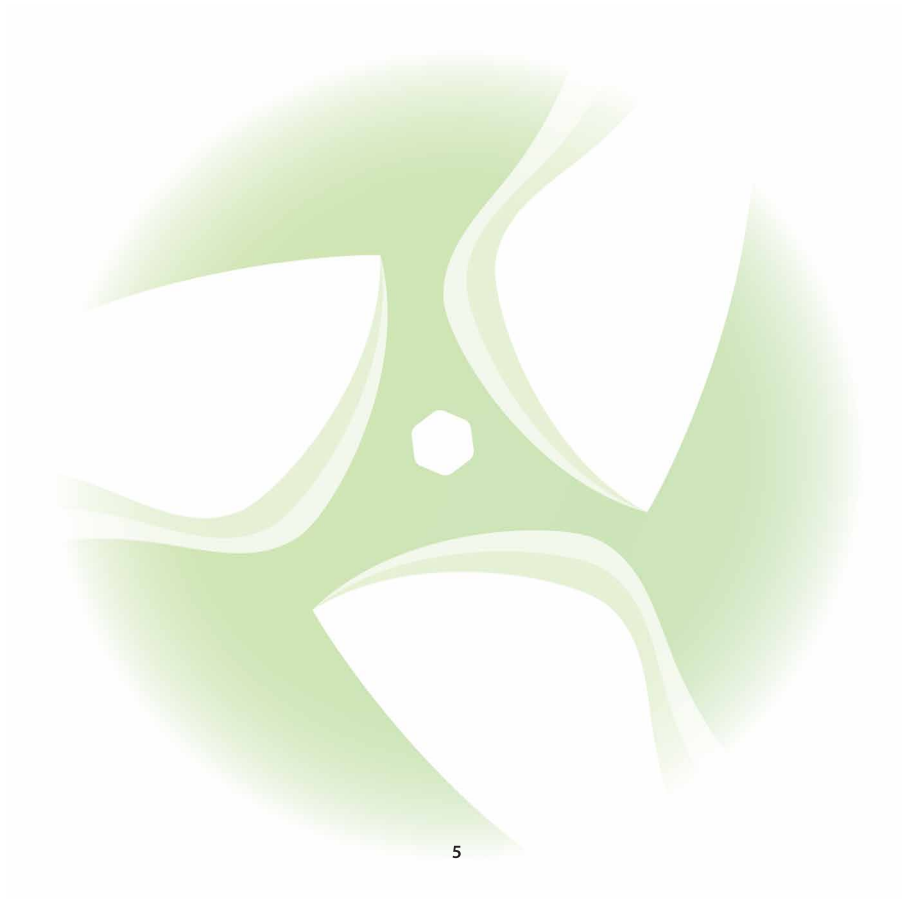
Therefore, the Eco Vent brand was created, the one that sustains our homes, offices and every architectural construction indoors and out, thereby aiming to improve the air quality through its ecological products.

During these years the company achieves to be partners with global brands as Samsung-Hvac and latter on 2014 Becomes part of the leading world brand Daikin.



# OUR VISION

To become a leading brand among eco-friendly HVAC system integrators in the Balkans as well as Western Europe.



# OUR MISION

Transforming energy sources from non-ecological systems into eco-efficient and friendly solutions, lowering air pollution.



# CORE VALUES

## INTEGRITY

| honesty, responsible, we keep our word on what we say |

## RESPECT

| care, tolerance, active listening |

## HIGH QUALITY SERVICE

| serving with premium quality products |

## COMMITMENT

| working with passion, love, discipline, willingness |

## CLIENT ON THE FIRST PLACE

| innovation, relations, our clients become our family |

## SYSTEMATIZATION

| our technology, digitalization culture |

Eco Vent's core values show an intense focus on integrity, as the value of values, we tend to be good humans in the first row and this will be followed by great professionals. Our highly focused value is mutual respect between management, employees and customers. We also highlight the delivery of high quality products and the customer

support system as other important values which differentiate Eco Vent from its competitors. Moreover, digitalization is another priority of ours that has created more value into our product portfolio. We are also committed to encouraging our team through various approaches of mutual respect and trust that will cultivate and reflect into our customer relations.

# WE vs CUSTOMERS

We never fall in love with what we do, we fall in love with our ideal client, with the best we can become.

We believe that satisfied customers are our best marketing advertisement, therefore we try to provide superior services to our clients including all processes of our value proposition, aiming to obtain quality and efficient solutions in the field of heating, ventilation and air conditioning. Another strong side of our company throughout years has been our willingness to assist and fulfil all customer demands. We have also been openly interested on making respective product modification based on customer feedback. Since our clients represent our greatest asset, we've developed customer based new design products, which were company's core ideology aiming towards the positioning as the high-quality manufacturer and service provider.





# WE vs EMPLOYEES

**“If you take care of your employees, they'll take care of your clients”**

Richard Branson


Throughout years of existence and positive reputation, our employees have been carefully chosen to be a perfect fit for appointed positions, evidently within the HVAC field, as we now count on the expertise of several qualified mechanical engineers, production managers and strategic decision-making managers. There are around 45 employees Breathing Differently around Eco Vent's premises, although this number temporarily doubles during certain seasonal periods. Being a team driven on enthusiasm, work ethic and innovative vision, we are committed to delivering high-quality products and services while simultaneously witnessing annual sales boost. We are

constantly adding new features and creative strategies in order to make it easier for clients to fulfil their requests, that's why we plan to integrate multiple online platforms to also conduct online business, engaging with our customers even more efficiently. Other than that, we have cultivated a strong bond with our human capital asset, training them and investing in their skills and personalities in order to improve their abilities and communication and servicing skills. Our Yoga program on the company has played a huge impact on decision making process even in the difficult moments when the world faced Pandemic.



# OUR IDEOLOGY

## CANI MODEL



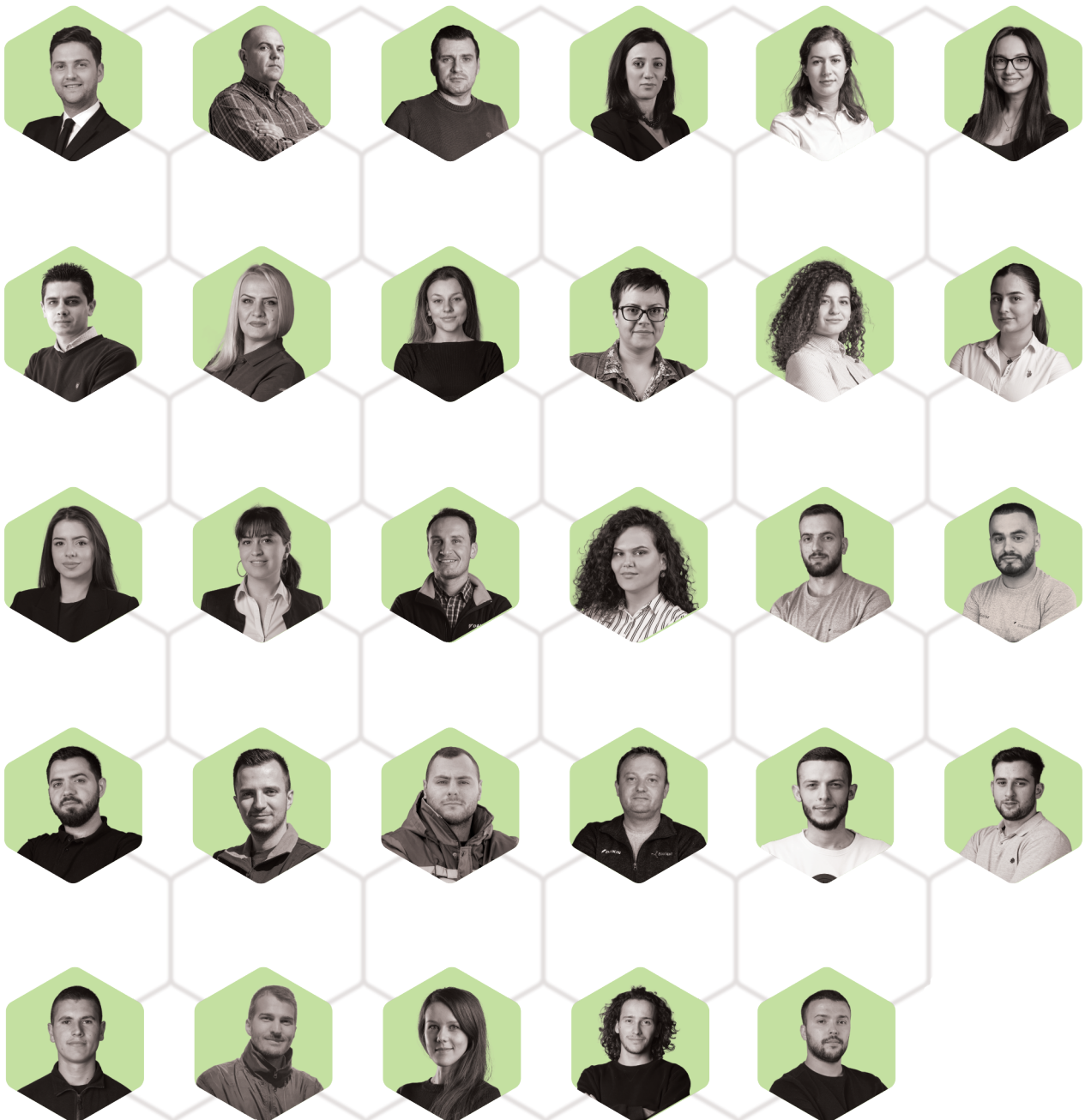
As the world in dynamism is changing that fast, in Eco vent we have been developing some habits that are always giving us enthusiasm. We believe that life is a continuous education process that started from the beginning of our lives. Therefore, self-development is a high norm that we are cultivating continuously within the company. We believe that knowledge is valued more when is shared with others. Thus, most of our PR and Marketing strategies are based on education of clients and industry in general. Behind this philosophy stands a highly strong discipline of each of us towards our ideology. The strongest argument of this are our clients that on our last market research we have 97% high satisfied clients that gives us more inspiration to follow and strength even more this philosophy.

# WALL OF ACHIEVEMENTS



# THE ECO TEAM

MACEDONIA & KOSOVO



# OUR CLIENTS



LC waikiki



M HOUSE



Delegation of the European Union to  
the Republic of North Macedonia



FLO



РЕПУБЛИКА СЕВЕРНА МАКЕДОНИЈА  
НАЦИОНАЛНА ОПЕРА И БАЛЕТ



# PORTFOLIO | REFERENCES



- **Industrial Object:**
- **Location:** Tetovo
- **Year:** 2016-2021
- **Area:** 19.000 m<sup>2</sup>
- **System installed:**  
HVAC System | Air Handling Units  
Air to Water | Heat Pumps (Chillers)



- **Viva Fresh Store Supermarket Commercial Object**
- **Location:** Ferizaj
- **Year:** 2021
- **Area:** 6000 m<sup>2</sup>
- **System installed:**  
Cassette FanCoils  
Air to Water Heat Pump



- **Forensic Laboratory**

- **Location:** Skopje

- **Year:** 2022

- **Area:** 6500m<sup>2</sup>

- **System installed:**

HVAC System

AHU Hygienic Ventilation I



- **B Residence - 4M**

Residential Object

- **Location:** Prishtinë

- **Year:** 2021-2022

- **Area:** 800 m<sup>2</sup>

- **System installed:**

Altherma 3 R

Air to Water Heat Pump I



- **Residential Object:**
- **Location:** Tetovo, Miletino
- **Year:** 2021
- **Area:** 387m<sup>2</sup>
- **System installed:**  
Altherma 3 HHT



- **ILLYRIA**  
Insurance Company  
Commercial Object
- **Location:** Prishtinë
- **Year:** 2021
- **Area:** 700 m<sup>2</sup>
- **System installed:**  
Daikin Underfloor Heating  
VAM Heat Recovery Units  
Daikin Altherma Flex HT HW  
Heat Pump Connectors

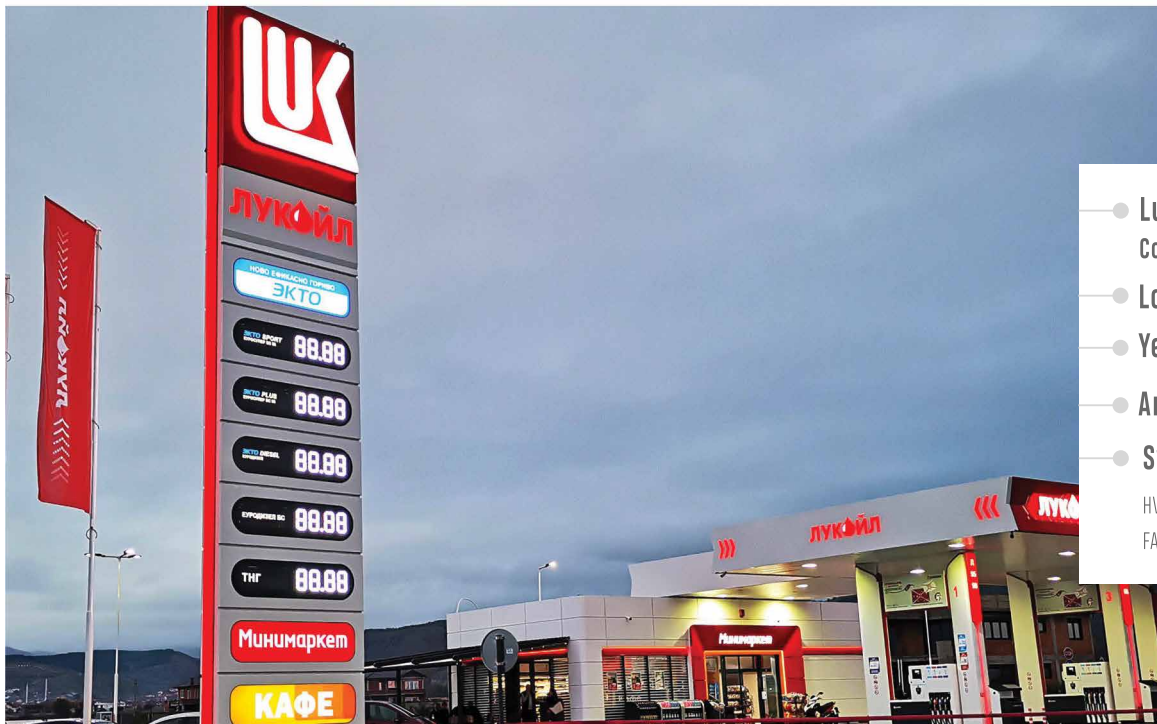




- **Student Dormitory**
- **Location:** Skopje
- **Year:** 2016-2017
- **Area:** 10.850 m<sup>2</sup>
- **System installed:**  
Rectangular Ducts | Roof Fans  
Air Grilles



- **Macedonian Opera and Ballet**
- **Location:** Skopje
- **Year:** 2015
- **Area:** 8200 m<sup>2</sup>
- **System installed:**  
Garage Ventilation System  
F400



- **Luk Oil - Gas Station**  
Commercial Object

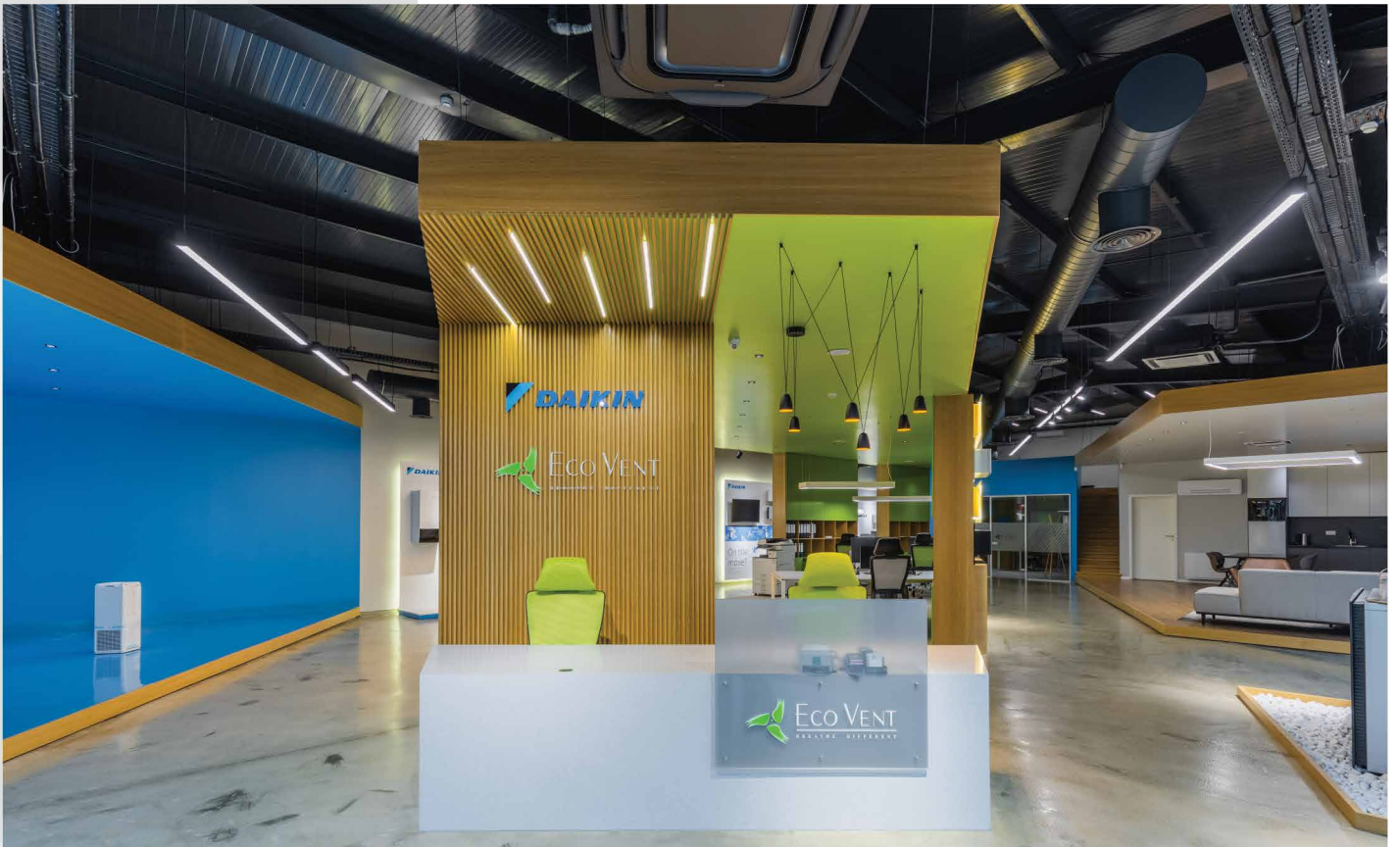
- **Location:** Tetovo

- **Year:** 2012

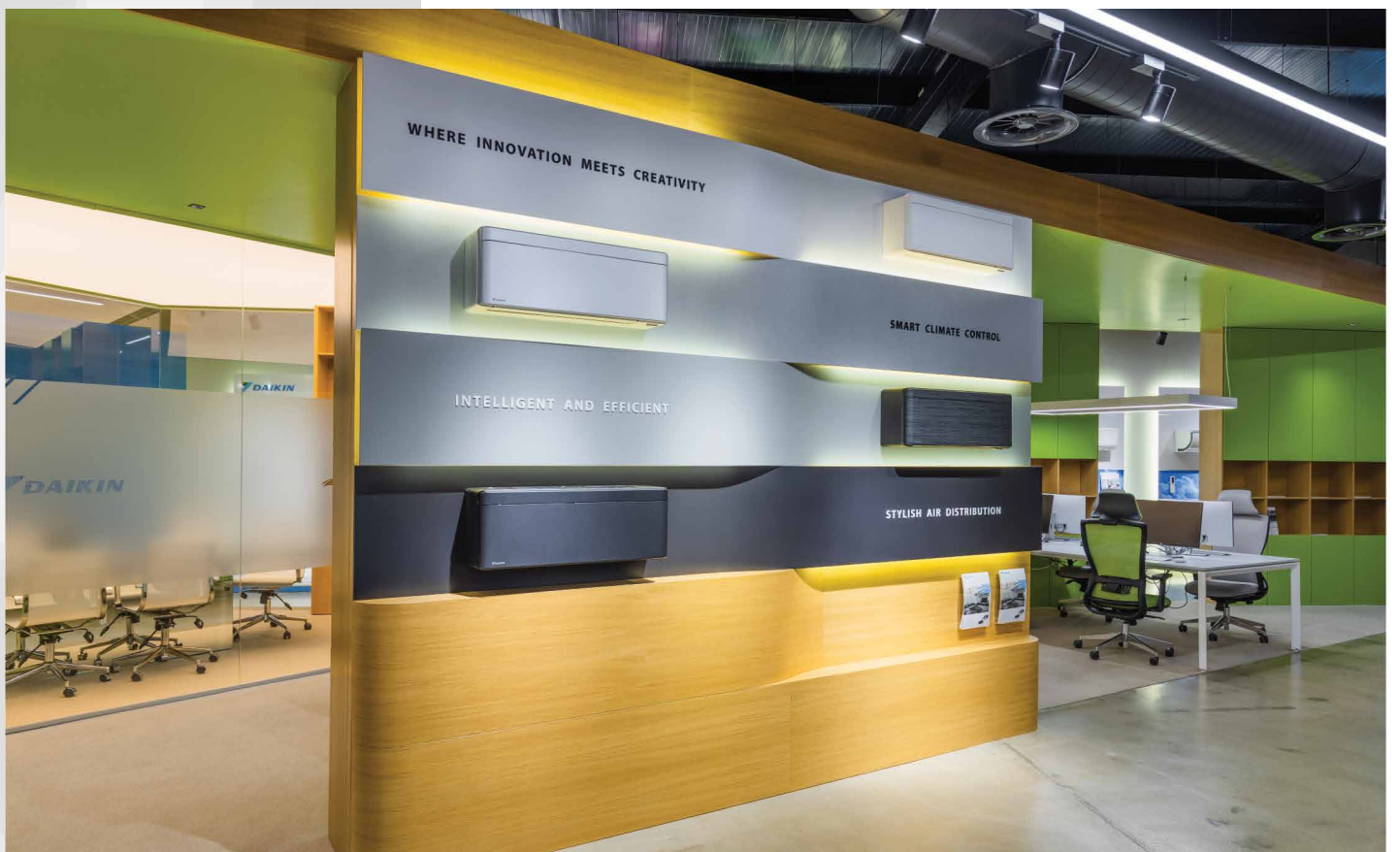
- **Area:** 150 m<sup>2</sup>

- **System installed:**

HVAC System | Air to Air Heat Pump  
FANS



ECO VENT, Veternik Kosovo



ECO VENT, Veternik Kosovo



ECO VENT, Tetovo North Macedonia



ECO VENT, Tetovo North Macedonia

# OUR PARTNERS



