

PRESS RELEASE

Release Date: December 19, 2025

HARDWARIO Expects Revenue Over CZK 100 Million, 67% Above Original Plan

Liberec, Czech Republic – HARDWARIO a.s. (BCPP, START Market, symbol: HWIO.PR), a Czech technology company specializing in the Internet of Things (IoT) expects revenue of at least CZK 100 million for 2025. This represents a 67% increase compared to the original full-year plan of CZK 60 million.

Record Growth Driven by Contract Development and Manufacturing

The primary growth driver is the **development and manufacturing of IoT solutions** through contracts, which the company has been systematically building since last year. HARDWARIO leverages its technological expertise and production capabilities not only for its own products but also for implementing projects for external customers. Demand for these services is growing both domestically and in international markets.

"This year's results have exceeded our expectations. We met the original full-year plan in the first half of the year and are now on track to reach revenue of over CZK 100 million. Contract development and contract manufacturing have played a crucial role – these areas are proving to be a strong growth pillar alongside our own products," says **Pavel Hübner, Chair of the Board of HARDWARIO**.

GrainLink: Another Delivery of 500 Systems to North America

The company successfully completed and shipped the second batch of 500 monitoring systems for its Canadian partner GrainLink. In total, more than 1,000 devices have now been delivered for grain silo monitoring in the demanding climatic conditions of Canada and the USA.

The GrainLink project, implemented in cooperation with Axilera (technology partner and integrator), has gained international recognition and confirms HARDWARIO's ability to deliver reliable IoT solutions even in extreme operating conditions.

New Company ILSS: Smart Lighting for Hydroponic Farms

HARDWARIO co-founded Industrial Lighting System Solution s.r.o. (ILSS), focused on smart lighting control for hydroponic farms. Partners include Lukáš Rázl and Michal Bocek, operators of the largest hydroponic farm in the Czech Republic in Tušimice, known to Czech consumers under the Naše Rajče brand.

The system uses a wireless IoT mesh network and enables retrofit of existing infrastructure. Prototypes have been completed, with pilot operation planned for the first half of 2026. The reference installation in Tušimice (7,800 luminaires, 8 MW) promises annual savings of tens of millions of Czech crowns.

"In the ILSS project, we are leveraging our experience from GrainLink – delivering measurable savings to an industry where it has real impact," adds Pavel Hübner.

Strategic Expansion and Other Projects

HARDWARIO has significantly strengthened its international market activities this year. The company is investing in building sales channels in German-speaking countries and developing opportunities in North America, particularly in the energy and agriculture sectors.

Other strategic initiatives include:

- **Collaboration on developing a smart boiler room system** with grant program support of approximately CZK 24 million, implemented together with VŠB-TUO and EKOTERM.
- **Launch of the new HARDWARIO Store e-shop** on the Upgates platform with an improved user experience.

Outlook

HARDWARIO expects growth in contract development and manufacturing to continue in 2026. The company also plans to increase its commercial capacity in international markets and further develop projects with clearly measurable benefits for customers, particularly in energy and agriculture.

Forward-Looking Statements

This press release may contain forward-looking statements. Actual results may differ depending on a number of factors, including market developments, customer behavior, and macroeconomic conditions.

About HARDWARIO

HARDWARIO a.s. is a Czech technology company specializing in the Internet of Things (IoT). It develops its own products and IoT platform while also providing contract development and manufacturing for external customers in the Czech Republic and abroad.

Since 2022, the company has been listed on the Prague Stock Exchange (BCPP, START Market, symbol: HWIO.PR). The company is headquartered in Liberec.

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