



HARDWARIO

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HARDWARIO Has Successfully Completed Its IPO on the START Market of the Prague Stock Exchange and Will Invest the Capital Raised in Expansion

The public offering of shares (IPO) of the Liberec company HARDWARIO on the START market of the Prague Stock Exchange ended with the successful subscription of 100% of the offered shares. The company will invest the new capital, worth more than CZK 48 million, mainly in building a global network of partners offering its comprehensive range of Industrial Internet of Things products. The company also praises the entire process of preparation and implementation of the IPO thanks to the publicity received, which has already brought a number of new business opportunities.

"I am incredibly grateful to all the new shareholders for trusting our vision and supporting an innovative Czech company that is already successfully establishing itself abroad. We are a title of the future that is not a mere promise, but is based on a series of already implemented projects built on our own products and services. A new addition to our portfolio of prospective contracts is a developing cooperation with a major US energy company, for which we are solving IoT monitoring of large-scale infrastructure. We are also betting on joint products with our partner eMan, with whom we focus specifically on the energy sector. With Adastra, we will be digitizing the retail sector and our solutions will be used by global retail customers. We support a number of promising startups and, for example, we will hear more and more about the Czech STATOTEST. We are also excited to be working with universities, especially UBC Canada, with whom we are working on a forest fire risk monitoring system. I can't wait to introduce our shareholders to specific projects that wouldn't have happened without their support. After all, our shares are shares with a story, and they are worth holding for the long term."

— HARDWARIO CEO and co-founder Alan Fabik

All 2,870,000 of the offered shares were subscribed for in the IPO at a price of CZK 17 per share. The shares will be traded on the START market of the Prague Stock Exchange from 24 October. The new shareholders include many retail investors, several major funds and also Národní rozvojová investiční, a.s. The funds raised will be used by HARDWARIO to strengthen its sales and marketing in building its global distribution network, as well as to increase its inventory and further develop its own innovative products.

"The whole period of preparing the IPO and receiving orders for shares was extremely demanding. As part of the preparation process, we have of course continued to develop our products and make sales. In addition, the increased publicity around the IPO brought us a lot of new customers. We are extremely pleased with this increase in business opportunities, comparable to a successful subscription. And on top of all this, we are getting applicants to work for HARDWARIO – both talented developers and experienced salespeople. That's why I can rate our IPO as one of the best decisions in the company's existence."

— Pavel Hübner, CTO and co-founder of the company

HARDWARIO finds business opportunities for its products and services in many industries – manufacturing, retail, facilities management, agriculture, forestry or healthcare. The end users of HARDWARIO products already include many major companies such as ŠKODA AUTO, ASAHI, ArcelorMittal, Siemens or Coca-Cola. Technology partners include mobile network operators and Microsoft. The company has offices in the UK, Poland and the USA. It also plans to open an office in Australia to serve existing and new partners in the Pacific Rim and Southeast Asia.

About HARDWARIO

HARDWARIO is a Czech technology company focused on the Internet of Things. It supplies its partners with everything needed for successful IoT projects – configurable devices, connectivity, cloud services and open development tools for developing custom applications. The main owners are co-founders Alan Fabik and Pavel Hübner.

Thanks to a functional business model, a sophisticated system for developing a partner network, sufficient inventory, newly established business and strategic collaborations, and translating pilots into the production phase, its ambition is to increase its turnover by tens of percent and thus build on the progressive growth of the broad industrial IoT segment.

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