



HARDWARIO

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HARDWARIO Deploys CHESTER GrainLink in Canada and Signs Multi-Million CZK Contract

HARDWARIO (HWIO.PR) recently launched another innovative product – CHESTER GrainLink. The product serves the agricultural sector and uses the experience gained in developing solutions not only for this sector.

HARDWARIO sees enormous potential in digitalizing and expanding the Internet of Things (IoT) in agriculture and will continue to develop this area. Based on the successful product deployment in the US and Canada, HARDWARIO expects sales in the thousands of units. The first significant confirmed order of 500 units of CHESTER GrainLink will bring HARDWARIO revenue in the high single-digit millions of crowns. The highest sales will be achieved in the second quarter of this year, with the product clearly having growth potential from an economic perspective.

The product was developed in close cooperation with its American partner Axilera, which supplies the entire system for its customer under the GrainLink brand. The Canadian customer was looking for an efficient solution to control and optimize grain storage in silos. The cooperation with the Axilera partner is a great example of HARDWARIO's B2B2B partnership model, where both parties have brought the solution to a successful deployment through their perseverance.

With CHESTER GrainLink, key storage parameters can be monitored in real time. Using temperature and humidity sensors installed across the silo, the total volume of grain stored can be accurately determined. All the data collected is sent to the HARDWARIO Cloud middleware service and then analyzed and visualized in the GrainLink web app, where farmers get an overview of the exact state of their stocks. CHESTER GrainLink thus provides a sophisticated solution for monitoring and managing stored grain.

CHESTER GrainLink is designed to be installed efficiently and, thanks to LTE-M technology via mobile operator networks, to communicate reliably even to remote locations. The product operates over a wide

temperature range from -40 °C to +85 °C and can be powered from various sources, including solar panels that recharge the backup batteries for continuous operation.

HARDWARIO already offers CHESTER GrainLink to other potential customers in Brazil, Europe, and Australia. Discussions are ongoing with potential partners in these regions who can provide local sales and technical support to their customers. The solution can be further customized and extended – for example, it can be used for water level measurement on farms.

About HARDWARIO

HARDWARIO a.s. is a purely Czech technology company focusing on IoT – Internet of Things. It provides its customers with configurable IoT devices, connectivity, and cloud services. Together with its partners, it successfully implements IoT projects in manufacturing, energy, agriculture, retail, healthcare, and asset management. For more detailed information, please visit www.hardwario.com.

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