



HARDWARIO

Reference number	HPA.240523.01-EN
Date	May 23, 2024
Place	Liberec

HARDWARIO and Jablotron Have Completed Their Cooperation, the Development Results Have Been Handed Over to the Internal Team

HARDWARIO announces the completion of a project to develop a new generation of security systems for Jablotron – one of the leading suppliers of security and automation systems. The resulting prototype and related development documentation have been handed over to Jablotron's internal team.

The project, which included the development and integration of advanced technology solutions, was implemented according to plan and within the set timeframe. Thanks to the contract, HARDWARIO gained revenues of approximately CZK 15 million. This stage was synergistic for the company not only from an economic point of view, but also from a technological point of view. Linking teams from related fields brought both companies a new perspective on modern technologies and trends.

HARDWARIO Started Cooperation With SENZOMATIC in the Field of Custom Development and Production

HARDWARIO is also pleased to announce a strategic partnership with SENZOMATIC, a specialist in smart sensors for timber buildings. The cooperation focuses on the custom development of advanced sensors and also includes taking over the complete production of these devices. As part of the partnership, HARDWARIO will provide its expertise in the development and integration of smart sensors that are key to the infrastructure of modern timber buildings.

By taking over the complete production of smart sensors, HARDWARIO will optimize production processes, increase efficiency and ensure the highest product quality. With this step, the company is committed to supplying equipment that meets the demanding requirements for the long-term operation of the deployed

systems. HARDWARIO expects revenue in the low single-digit millions of crowns from the cooperation for custom development. The production of the equipment in the following period 2025–2026 will bring revenue in the high single-digit millions of crowns.

HARDWARIO Appoints Arthur Braunstein as Advisory Partner

HARDWARIO announces the appointment of Arthur Braunstein, an experienced business development executive from Boston, to the role of Advisory Partner. Arthur brings over 30 years of business experience in the telecommunications, industrial electronics and cybersecurity industries to our company.

Arthur has extensive experience in defining go-to-market strategies. Thanks to his visionary approach, his activities throughout his career have been positively reflected in the growth of successful businesses.

In addition to supporting go-to-market strategies in the U.S., Arthur will also focus on seeking new strategic partnerships in North America. This role will be key to expanding our presence in that market and deepening our business activities there.

About HARDWARIO

HARDWARIO a.s. is a purely Czech technology company that focuses 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.

Contact for Media

Name	Role	E-mail	Phone
Pavel Hübner	Board Chair	pavel.hubner@hardwario.com	+420 775 159 734