



# HARDWARIO

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## HARDWARIO Strengthens the Team and Expands Production

**HARDWARIO a.s. (PX:HWIO.PR) announces the following news.**

HARDWARIO continues to grow and expand. To improve key processes in production, logistics, and technical support, the company has strengthened its team with additional experienced colleagues. At the same time, we are expanding our production facilities to respond effectively to the increasing volume of orders and continued cooperation with customers such as SENZOMATIC, AXILERA, KSB, and others. In the coming weeks, we will open a new production area of approximately 400 m<sup>2</sup> in Liberec.

### Strengthening the Team for More Efficient Operations

HARDWARIO is systematically strengthening its team in key areas. The new colleagues are already contributing to increasing the efficiency of logistics, optimizing production in the HARDWARIO Studio, and strengthening technical support for our customers and partners. The aim is not only to improve internal processes but also to provide even better customer service.

*"I am delighted that we have welcomed an experienced product manager to the team, as well as a developer with a deep knowledge of the technologies on which we build our products. I am sure they will be a great asset to HARDWARIO."*

— HARDWARIO CEO and co-founder Pavel Hübner

### Successful Order for KSB and Expansion of Cooperation

The pilot phase of the contract for the German company KSB was successfully completed in the past period. This contract has been followed up, and the development of a second generation of equipment is

currently underway. This equipment is being further improved and optimized with a view to wider deployment. This customer's confidence confirms HARDWARIO's expertise in industrial IoT technologies and opens up new opportunities for further cooperation with partners, including SENZOMATIC, AXILERA, and others.

In response to the growing volume of orders, the production facilities have been expanded, allowing greater flexibility and capacity for future projects.

## Expected Sales of 60 Million Crowns in 2025

Based on current growth, completed projects, and expanded cooperation with partners, HARDWARIO expects revenues of CZK 60 million in 2025. This growth target, representing an increase of almost 50% compared to the previous period, reflects the growing demand for our innovative solutions in the Internet of Things (IoT). It also confirms the correctness of the strategic direction of expansion in foreign markets.

## About HARDWARIO

HARDWARIO a.s. is a purely Czech technology company focused on IoT, or the 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. Since 2022, the company has been listed on the Prague Stock Exchange, START market (symbol HWIO.PR).

For more detailed information, please visit [www.hardwario.com](http://www.hardwario.com).

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