



HARDWARIO

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HARDWARIO Expects CZK 110 Million Revenue After Record 2025 and Wins Tender in Slovakia

HARDWARIO a.s. (BCPP, START Market, symbol HWIO.PR), a Czech technology company specializing in the Internet of Things (IoT), closed 2025 with revenue of CZK 105 million, 75% above the original full-year plan of CZK 60 million. The company enters the second half of 2026 with a tender win at the Slovak company MH Teplárenský holding, an expected third delivery of 500 CHESTER GrainLink systems, an approved grant of CZK 25.7 million for the development of the ILSS smart lighting system, and a revenue outlook of CZK 110 million.

2025: Revenue of CZK 105 Million, 75% Above the Original Plan

The company's total revenue for 2025 reached CZK 105 million, exceeding the original full-year plan of CZK 60 million by 75%. A significant contribution came from the contract electronics development and manufacturing segment, which HARDWARIO has been systematically building alongside its own products – its growth is driven above all by the long-term trust of customers who have entrusted the company with the production of their devices. The company's own IoT products also performed well, with revenue from the CHESTER family growing by 22% year-on-year and development services by 35%. The company also achieved a positive operating result and positive EBITDA.

"2025 was a breakthrough year for us – for the first time in our history, we crossed the one hundred million crown mark. Our greatest thanks belong to our customers and partners. It is their trust that allowed us to build a second pillar alongside our own products – contract development and manufacturing – and we humbly continue building on these foundations this year."

— Pavel Hübner, Chair of the Board of HARDWARIO

Tender Win in Slovakia: Meter Reading Automation for MH Teplárenský holding

HARDWARIO won the public tender of MH Teplárenský holding, a.s. for the project "Automation of Data Collection and Transmission from Meters" for the Trnava plant. The project, with a total value of EUR 398,506 (approximately CZK 10 million), spans 40 months: a pilot phase worth EUR 83,230 is followed by a second phase worth EUR 315,276 covering long-term service support (SLA) and further development of the system. The solution includes the delivery of meter-reading devices with NB-IoT / LTE-M connectivity and an M-Bus interface, a central management information system deployed on-premises in the customer's environment, the ENER000 energy management system, and complete services including installation, configuration, and training. The pilot phase covers 37 metering points across 19 heat transfer stations of the Trnava plant; the project framework then allows expansion to up to 1,567 reading devices in total.

The tender win builds on HARDWARIO's long-term investment in the development of the ENER000 energy management system, which forms the core of the delivered solution and will provide the customer with comprehensive energy analysis and reporting.

The devices are built on the nRF9151 cellular module from the Norwegian manufacturer Nordic Semiconductor. The entire solution thus relies exclusively on European technologies with an emphasis on cybersecurity, openness, and long-term sustainability – all data remains fully under the customer's control.

GrainLink: Over 900 Systems in Operation, Third Delivery Expected in Q3

The cooperation with the American partner Axilera on the GrainLink project – monitoring grain storage in silos in Canada and the USA – continues successfully. Since the beginning of the cooperation in 2024, more than 900 systems have been put into operation. In the third quarter of 2026, the company expects another order and delivery of 500 CHESTER GrainLink units – already the third batch of this size. The expected revenue from this delivery will exceed CZK 5.5 million.

CZK 25.7 Million Grant for the Development of ILSS Smart Lighting

The Ministry of Industry and Trade has approved a grant for HARDWARIO to develop a smart lighting control system for hydroponic farms, under the Operational Programme Technologies and Applications for Competitiveness (OP TAK). The grant covering the project's eligible costs amounts to CZK 25,717,116, the project duration is two years, and HARDWARIO is the direct recipient of the grant.

The system is being developed in cooperation with Industrial Lighting System Solution s.r.o. (ILSS), which HARDWARIO co-founded together with the operators of the largest Czech hydroponic farm in Tušimice, known under the Naše Rajče brand. The solution retrofits existing industrial LED luminaires with a wireless mesh network and enables real-time dimming. A functional proof of concept has been completed; the pilot deployment is planned for the second half of 2026, in line with the schedule of the partner operating the greenhouse facility. The reference installation of 7,800 luminaires with a total power input of 8 MW promises annual savings of tens of millions of Czech crowns.

ILSS is the company's second grant-supported development project. In parallel, development of the REGULO platform for smart boiler room control and management continues, implemented by HARDWARIO in a consortium with VSB – Technical University of Ostrava and EKOTERM SERVIS.

2026 Outlook: Revenue of CZK 110 Million

For 2026, the company currently expects revenue of CZK 110 million. The outlook is based on projects already underway: an ongoing manufacturing contract, the pilot project for MH Teplárenský holding, GrainLink deliveries, continued cooperation with SENZOMATIC, and partner projects with O.K. SERVIS BioPro and EKOTERM.

The company is also investing in further growth on the commercial side. It has strengthened its sales team with two new members and is undergoing a transformation of its sales system and marketing strategy, working with external experts with many years of experience in industrial technologies and IoT.

"We are not building the CZK 110 million outlook on wishes, but on orders and partnerships that are already running today. The tender win at MH Teplárenský holding is, moreover, a strong reference for us in the energy sector and a confirmation that our solutions can succeed even in demanding public tenders."

— Pavel Hübner

About HARDWARIO

HARDWARIO a.s. is a Czech technology company specializing in the Internet of Things for industrial applications (Industrial 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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