



nwt.

Annual Report 2019



About NWT



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Timeless products, clever solutions and the highest possible quality are the key pillars of the holding company, which aims to be in the top three in all the sectors it serves.

We invest in innovative projects and start-ups focused on sustainable development and global environmental policy. We have been among the top 100 Czech companies for several years.

The heart of NWT is the former Bata grain silo in Zlín. With offices in Slovakia, England and Cyprus, we employ more than 400 people in the fields of agriculture, construction, information technology and energy saving.

Most of the things we'll be dealing with in the next decade don't even exist yet, and that's what we enjoy most of all.

Introductory word

Dear business partners,
ladies and gentlemen,

we have started 2019 with the bold motto MAKE NWT LIMITLESS. And we managed to push the boundaries several times. We have started exporting computer technology to developing countries, our Enviel electric municipal car has shown that Czech cars do not have to be just Škoda cars, the PARK TOWER apartment complex will soon provide its residents with facilities like in an American movie, and we have symbolically laid the foundation stone of the new NWT Innovation Centre. A place that will soon be contributing regularly to pushing the boundaries of feasibility in technology.

In the past year, we have intensified our planned cooperation across our nine divisions. The Efficient ICT, Marketing, Agro, Farma Bezdínek and the Institute of Informatics and Artificial Intelligence FAI UTB divisions are participating in a new grant project announced by the Technology Agency of the Czech Republic under the Technology Leaders sub-programme. As it is usual with our projects, this time too, ecology, sustainability and the latest technologies are of primary importance. The aim is to build a system for monitoring and scanning plants with a focus on their health and software for automatic pest detection.

We are delighted that more and more people are prioritising quality over quantity. Local vegetables irrigated by rainwater and tended by bumblebees over those that travel thousands of kilometres in trucks from Morocco or Senegal. Where others turn to chemistry, we unleash a different calibre of greenhouse bug, parasitic wasp and orange savannah. Natural enemies of pests. Thanks to

them, our Bezdínek and Kameničany Farms were the first farms in the Czech Republic and Slovakia to pass the control audit for pesticide-free growing technology. In addition, we also received the prestigious KLASA quality award and the Diamond Quality League 2019 for our cooperation with Tesco.

It doesn't stop with healthy vegetables on our farms. We also try to make sure that its logistics put as little strain on nature as possible. That's why we're now going to pack our vegetables in baskets made from eco-friendly grass paper. We are still in the testing and fine-tuning phase.

One household with John Lennon or Marilyn Monroe – these are also privileges of our Park Tower apartment complex on Lorencova Street in Zlín. The project, which we started in 2018 on the Fundlift platform with the largest crowdfunding campaign in the Czech Republic, is gradually gaining a solid outline. They can look forward to atypical views of the red brick city, quiet facilities in the centre of the action and, above all, ubiquitous technology that makes life easier.

The fact that we don't have to keep a low profile in our building projects is thanks to our Energo, Elektro and Passive House divisions, whose years of know-how can be built upon – literally. In 2019, we approved our first passive house, which was built in Kudlová in Zlín. Within its category, it stands out in several ways. It blends seamlessly into the surrounding environment and its construction is really fast, almost independent of the labour market and the vagaries of the weather. We use our own prefabri-

cated panels made of special „fast smart concrete“ for construction. The construction of nine new-generation passive houses is also underway just down the road from the dam in the Horní Těrlicka area.

The latest technology has been with us at NWT since the beginning. And because we know how invaluable they are, we have decided to create a support facility for companies and start-ups that would otherwise find it difficult to access them. The Silo II Innovation Centre will be built in the immediate vicinity of our headquarters and, thanks to a partnership with the Institute of Informatics and Artificial Intelligence at the Faculty of Applied Informatics at Tomas Bata University in Zlín, it will offer the companies that have moved in the area the opportunity to get advice on research and development as well as quick access to otherwise hard-to-find information. The already established infrastructure of our company will extend the whole list of technological benefits with the services of a modern data centre, consulting in the field of IoT and cyber security, and back-office and marketing support.

This year we were also delighted with several important awards. For the fifth time, we were ranked among the 100 best companies in the Czech Republic in the Comenius survey. Our CFO, Martina Vítková, was also awarded and ranked 17th in Forbes magazine's ranking of the most influential women in the Czech Republic, as well as among the top 25 most successful women in the prestigious Hospodářské noviny TOP WOMEN of the Czech Republic 2019 in the Business – Entrepreneur category.



The past year has been truly blessed for small and big steps forward. EMEA, which consists of an active and passive call centre and a sheltered workshop, opened a new office in Romania in the town of Nădlac. The Energo division built one of the most advanced hybrid photovoltaic systems combined with large-capacity batteries and cogeneration units for Adler in Ostrava. And our Marketing division took care of a complete redesign of the NWT website during 2019, a new careers page and opened up to external clients in addition to internal collaboration across the holding.

Our subsidiary Fillamentum has also had an interesting year, supporting projects that not only look good but, above all, make sense. Their printing strings have found applications in a wide variety of fields – in the production of prostheses for children, for prototyping and for improving the design of sports aircraft, and, thanks to collaboration with talented UTB students, in the field of slow fashion as biodegradable 3D printed sandals.

I do not want to forget the more than 500 employees of the individual divisions, without whom overcoming any limits could never work. I am glad that we have true heartthrobs among us. People who live technology as much as we do and are up for any new challenge. For that we owe them a big thank you!

I wish you much success in 2020.

David Vitek
Chairman of the Board of NWT a.s.

Basic Info

Business name:	NWT a.s.
Registered office:	nám. Míru 1217, 768 24 Hulín
Correspondence Address:	tř. Tomáše Bati 269, 760 01 Zlín
ID:	63469511
TAX ID:	CZ63469511
Legal form:	joint stock company
Registered:	Regional Court in Brno, section B, insert 6207
Chairman of the Board:	David Vítek
Vice-Chairman of the Board:	Bc. Martina Vítková
Member of the Board of Directors:	Ing. Jiří Stodůlka
Supervisory Board:	Valerie Vítková
Web:	www.nwt.cz
E-mail:	nwt@nwt.cz
Phone:	800 570 570
Czech Republic	NWT a.s.
Slovakia	NWT Slovakia s.r.o. NWT Greenhouse s.r.o. NWT a.s., organizačná zložka
United Kingdom	NWT International Ltd. NWT Holding Ltd.
Cyprus	RR Technologies Trading Ltd.

production greenhouses

Design and preparation of buildings, administration of subsidies, turnkey construction, consulting and training, mechanization and equipment, Kameničany Farm, Bezdínek Farm, OVOZELA cooperative, Dobré Družstvo cooperative.

production and energy saving

Electricity generation, heating and cooling, sale of cheaper electricity and gas, LED lighting, biomass thermal upgrading, landfill gas, BPS and cogeneration, service and repair of PV plants, waste heat recovery.

Fields of activity

construction

Project preparation, passive houses, electrical installation, reconstruction, construction of photovoltaic power plants, construction of biogas stations, construction of pellet plants.

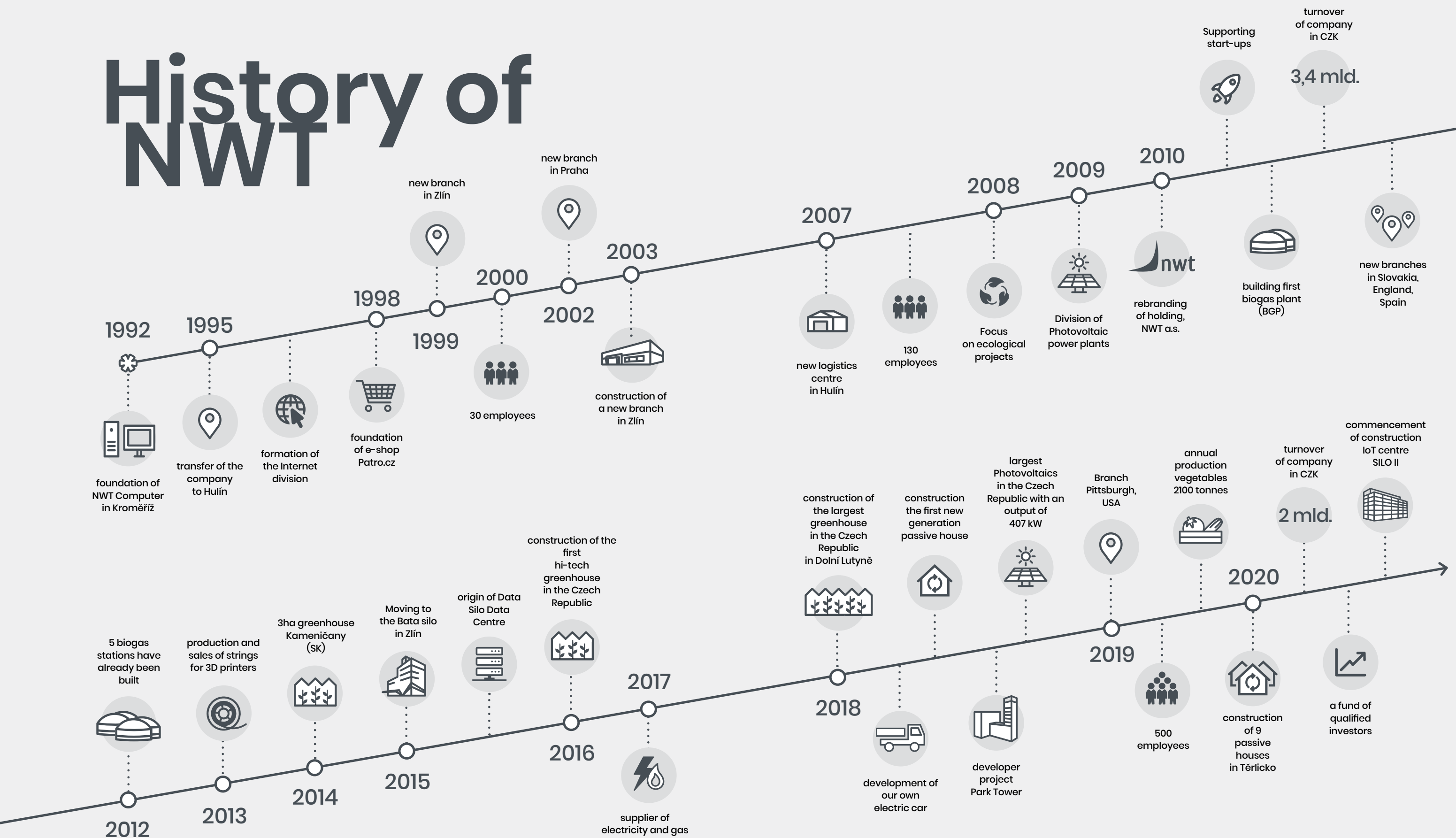
it & telco

Computer supplies, IT administration and outsourcing, SILO data centre, information systems and applications, cloud solutions, printing solutions, telecommunications, conference services, call centre.

holding

Start-ups, investments, financial services, renting services, internet department stores, production of plastic parts, 3D printing, protected workshop, Pod Hvězdou Farm.

History of NWT



Organizational Structure



David Vitek,
CEO



Bc. Martina Vitkova,
Chief Financial Officer



divisions

holding

management



Ing. Jiri Stodulka,
Director of Agro
division



Ing. Vit Stepanek,
Director of ICT
division



Ing. Michal Gregor,
Director of Elektro
division



Ing. Martin Malý,
Director of
Energo division



Mgr. Miroslav
Kaleta,
Director of
Marketing
division



Michal Mucska,
EMEA s.r.o.



Ing. Jan Fučík,
Farma Bezdínek



Ing. Veronika
Očadlíková,
HR



Ing. Karel Havlíček,
Director of Passive
Houses division



Přemysl Vícha,
Director of
E-Business
division



Mgr. Jaroslav
Vychodil,
Director of
Backoffice
division



Michal Mucska,
Director of
Energy division



Radek Fojtík,
Farma
Kameničany



Ing. Zdeněk Topič,
ICT

Agro



We are specialists in the construction, general arrangement and operation of hydroponic production greenhouses. We have already completed dozens of projects. We grow our vegetables fairly – without pesticides. With respect for nature and people.



Since 2009, the AGRO division has been implementing turnkey technological constructions as a general contractor – in total, it has completed more than CZK 4 billion worth of them so far.

Since 2013, it has been building turnkey production greenhouses (from 0.5 ha) suitable for year-round cultivation of vegetables, fruits and flowers. A stable team of experienced technologists, project managers, construction managers, engineers and technicians are responsible for the implementation.

Currently, NWT is the largest builder of production greenhouses in the Czech and Slovak Republic. NWT offers its customers a complete service, which includes preparation of project documentation, processing of building permits, preparation of the economic model of the project, securing bank financing, preparation of the application and complex administration of the investment subsidy. It supplies materials, technology and mechanization for greenhouse cultivation. It also offers new growers a training programme directly in our production greenhouse in Kameničany, combined with theoretical and practical training in a production greenhouse in the Netherlands.



11 ha greenhouse Dolní Lutyně, Czech Republic; total investment 585 mil. CZK



4,64 ha greenhouse Velké Němčice, Czech Republic; total investment 242 mil. CZK



2,53 ha greenhouse Kozichovice, Czech Republic; total investment 180 mil. CZK



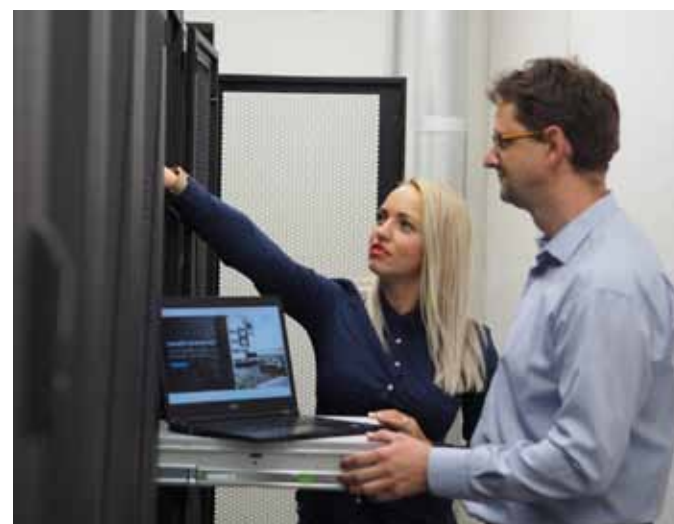
ICT

We are a leader in providing cloud services and IT solutions with one of the best data centers in the country. Our customers include individuals, cities and organizations that use Paveza and Eveza systems developed by us.

The ICT division offers a wide range of IT services for small businesses and large corporations. It is one of the largest suppliers of cloud services. It specializes in Microsoft server products. It owns its own data centre in Zlín, which it has built on cutting-edge technologies.

Services offered:

- Cloud solutions
- Microsoft 365 services
- backup and replication
- virtual servers
- IT outsourcing
- computer technology supplies
- printing solutions
- information systems and applications
- consulting, training, integration



PAVEZA and EVEZA electronic instruments use e.g. the Forests of the Czech Republic, the Statutory City of Olomouc or the Military Forests and Estates of the Czech Republic



The services of our Silo data centre are used by companies such as DF Partner, VIVA Forge or the Zlín Film Festival.



We won the Microsoft Awards 2019 with the project Digitization of processes and centralization of work on the Microsoft platform at Partners Group SK



For the House of Nature of Žďárské Vrchy we have implemented the delivery of ICT; the volume of the contract is 6 million CZK

Elektro



We design, light, secure, build and provide perfect warranty and after-sales service. Because the future is in sustainable development, passive buildings that mean business and fair service.

The division offers deliveries and services in the field of low-current and high-current distribution systems from technical design through design, implementation to warranty and post-warranty service of all delivered technologies and systems. It provides services for both single-family homes and large industrial complexes.

The main activities include:

- design activities
- high-current electrical installation (SIL)
- complete delivery of building units
- measurement and control systems (MaR)
- intelligent building management
- data networks and structured cabling (SK)
- Electrical fire alarm systems (EPS)
- public address, evacuation radio (MR, ER)
- Alarm systems
- and emergency systems PZTS (formerly EZS)
- monitoring and camera systems (CCTV)
- attendance and access control systems (ACS, EKV)
- uniform time (UTC)
- lighting



SILO II – Innovation Centre NWT, Zlín, total investment 159 mil. CZK



Luka Living – Prague, residential building, 2016; electrical installation, total investment 59 mil. CZK



Šumavská Tower – Brno, office buildings, 2016; electrical installation, total investment 53 mil. CZK



Park Tower Zlín, residential complex in the city centre, 2020 electrical installation, total investment 190 mil. CZK

Energo

Green has the pure warmth of nature! We are specialists in large industrial installations as well as in the implementation of small heat and power sources in family homes. Our experience is confirmed by hundreds of implementations.



The division offers services in the field of renewable energy, energy saving and technical equipment of buildings. It provides technical and economic project preparation, proposes suitable forms of financing and complete turnkey delivery and installation.

It specializes in large industrial installations as well as in the implementation of small heat and power sources in single-family homes. It also deals with the servicing and monitoring of small and large photovoltaics, biogas plants, supply of energy saving LED lighting and is also a supplier of cheaper electricity and gas.

The following products fall under the energy saving offer:

- photovoltaic power plants
- heat pumps
- cogeneration units such as
- primary heat source
- turnkey boiler rooms
- natural gas CHP units



Photovoltaic power plant Kroměříž – Bílany; installed capacity: 4.5 MW, total investment 360 mil. CZK



Photovoltaic power plant + battery in ADLER CZECH s.r.o., Ostrava (battery capacity up to 360 kWh), total investment 18 mil. CZK



Cogeneration unit in Buly Arena Kravaře; installed capacity 200 kW, investment 7 mil. CZK



Biogas plant Uherčice, Czech Republic, capacity: 2 000 kW, total investment 140 mil. CZK



Favorable electricity and gas prices, hassle-free switching and quality customer service. These are just some of the benefits we offer your business.

They will prepare and arrange the change of supplier and all documents for their customers free of charge. The whole process is completely risk-free and hassle-free, for maximum convenience. Customers benefit from a tariff without a fixed charge per point of subscription, saving up to thousands of crowns per year compared to conventional offers.

For households, customers can take advantage of the option to negotiate a contract for an indefinite period - i.e. without any obligations.

For business customers with higher consumption, the company offers the possibility of negotiating individual prices for electricity and gas.



Electricity supply for Hyundai - first production plant in Europe in Nosovice, Czech Republic; supply volume: gas 200 GWh, electricity 150 GWh



Supply of natural gas to Continental, supply volume of 70 mil. CZK



We supply electricity for the operation of trolleybuses on the route Zlín - Otrokovice



Passive houses

We have started the production of our own prefabricated ALPH panels for the construction of new generation passive houses. Unique processes and technologies allow us to build significantly faster and more efficiently, taking into account individual requirements.

The division builds ALPH (Active Live Passive House) passive houses, a new generation of houses that bring not only passive standards, but above all healthy and safe living using modern environmentally friendly technologies. Living in a passive house means saving on heating costs, a constant supply of fresh air without draughts, high indoor thermal comfort and comfortable temperatures all year round.

Passive houses are designed using the technology of precast concrete panels with built-in thermal insulation on the outside, which ensures sufficient accumulation of heat gains from both passive and active sources. The production of the panels takes place in a new plant in Hulín.



We produce panels with our own technology in our plant in Hulín



The first ALPH model house was built in Zlín, Kudlov



We are finishing the construction of nine ALPH passive houses in Těrlácko



The rough construction of the passive house in Lysice, including the rough facade and roof structure, took approximately 20 working days with three workers

E-business



Since 1998 we have been developing and operating online stores. We have 8 e-shops under our responsibility. And we are happy to share our experience! We develop specialized software for efficient warehouse management, sales and store operations.

For 20 years, the E-Business division has been selling a broad product portfolio. For hundreds of thousands of customers in the Czech Republic and Slovakia it offers over 300 thousand products with a daily updated offer. It also operates its own logistics centre.

It offers a complete portfolio from drugstore to electronics to clothing, customer loyalty systems, warehouse management and logistics, delivery within 2 days of ordering.

It sells goods via web applications
www.patro.cz, www.knihy.cz, www.lypo.cz, www.sportilo.cz...



Marketing

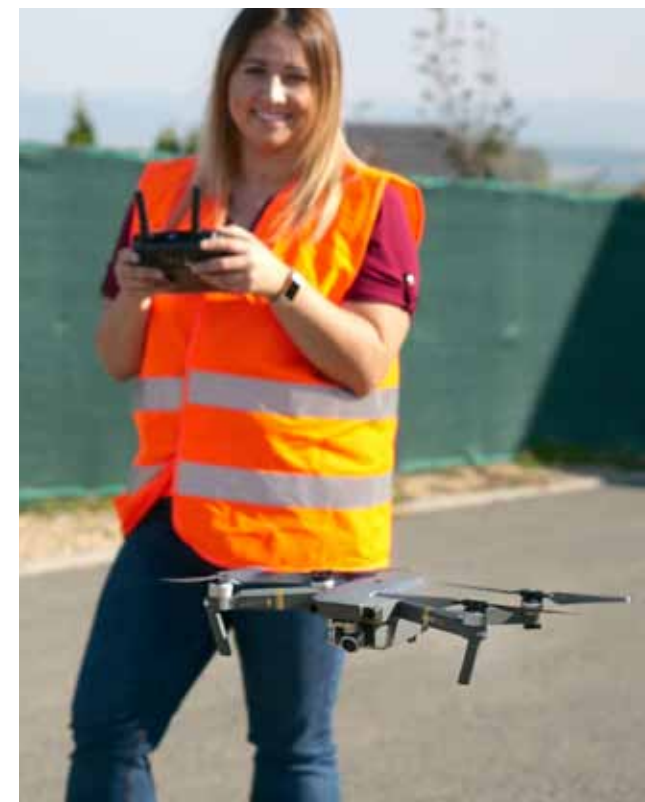
In our in-house agency we provide all marketing activities for colleagues from other NWT divisions, subsidiaries, start-ups and partner companies. From business cards to social media management to complete corporate identity.



We are a marketing agency that specializes in branding, websites, graphics, video and online. We go all in on every project - with a clear goal in mind. We like the untrodden paths best. And we think through every step to bring you the best results.

We're storytellers, hunters of the right atmosphere, storytellers, alchemists - and clickers who enjoy the work. From business cards to social media management to complete corporate identities.

You just need to have something to offer. We'll take care of the rest.



Backoffice

We are not only a support division of the entire holding, but we also offer services externally. We have legal, accounting, human resources, accounts receivable and payable, and purchasing departments.



We provide legal services for the entire holding company, manage the accounting of more than 30 companies, provide financing for all NWT projects, manage receivables, payables and accounts of the holding companies and take care of HR, personnel and payroll services for more than 500 employees of NWT holding company. We have experts in economics, accounting, HR and law at our disposal.



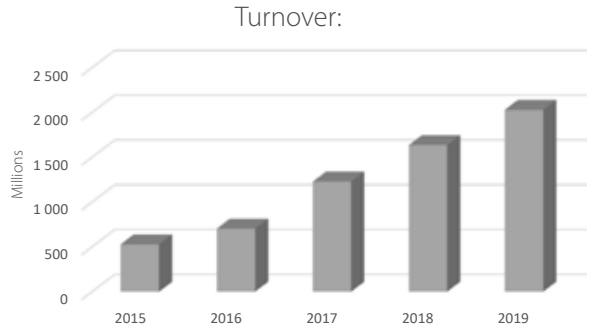
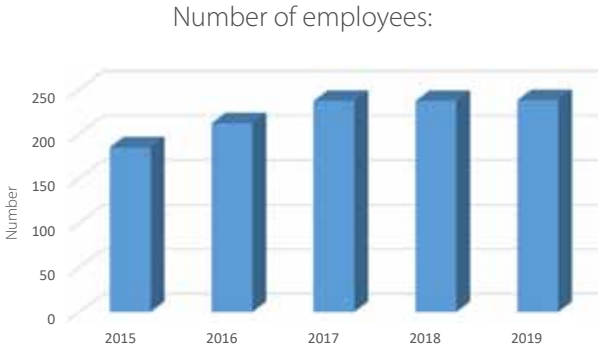
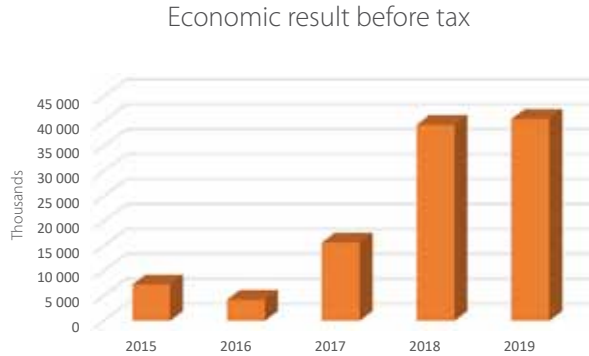
*In 2019,
the company
turnover was
2 030 051 000 CZK*



*Company profit for the year 2019
amounted to 40 448 656 CZK*

Economic Indicators

	2015	2016	2017	2018	2019
Number of employees:	185	212	237	237	238
Economic result before tax:	7 218 367	4 213 143	15 661 880	39 282 498	40 448 656
Turnover:	530 327 000	703 821 000	1 228 540 000	1 636 668 000	2 030 051 000



Financial



documents

- Balance Sheet
- Results
- Annex to the financial statements
- Relationship report

No significant events have occurred after the balance sheet date, affecting the financial statements as at 29 February 2020.

Processed in accordance with Decree No. 500/2002 Coll., as amended	PROFIT AND LOSS ACCOUNT		Business name or other name of the entity
	as of 29.02.2020		NWT a.s.
	(in whole thousands CZK)		
	ID		Registered office, residence or place of business of the entity
	63 46 95 11		nam. Miru 1217
			Hulin
			76824

Marking	TEXT	Line number	current accounting period	st accounting period (corrected)
a	b	c	1	2
I.	Revenue from the sale of products and services	01	916 585	935 904
II.	Revenue from the sale of goods	02	1 078 822	600 017
A.	Power consumption (sum of A.1. to A.3.)	03	1 808 121	1 359 347
1.	Costs incurred on goods sold	04	992 182	480 306
2.	Material and energy consumption	05	289 281	312 194
3.	Services	06	526 658	566 847
B.	Change in inventories of own operations (+/-)	07	4 589	49 793
C.	Activation (-)	08		-12
D.	Personnel costs (sum of D.1. to D.2.)	09	131 537	117 664
1.	Labour costs	10	97 134	87 119
2.	Social security, health insurance and other costs	11	34 403	30 545
2.1.	Social security and health insurance costs	12	31 631	28 839
2.2.	Other costs	13	2 772	1 706
E.	Adjustments to values in the operational area (sum of E.1. to E.3.)	14	5 933	28 196
1.	Adjustments to intangible and tangible fixed assets	15	12 580	20 423
1.1.	Adjustments to intangible and tangible fixed assets - permanent	16	12 580	20 423
1.2.	Adjustments to intangible and tangible fixed assets - temporary	17		
2.	Adjustments to inventory values	18	138	926
3.	Value adjustments to receivables	19	-6 785	6 847
III.	Other operating income (sum of III.1. to III.3.)	20	13 249	90 528
1.	Proceeds from the sale of fixed assets	21	5 149	202
2.	Revenue from materials sold	22		
3.	Other operating income	23	8 100	90 326
F.	Other operating costs (sum of F.1. to F.5.)	24	18 442	27 147
1.	Residual value of fixed assets sold	25	4 663	157
2.	Material sold	26		
3.	Taxes and fees	27	1 359	14 063
4.	Operating reserves and comprehensive deferred charges	28	-1 788	12
5.	Other operating costs	29	14 208	12 915
*	Operating result (+/-)	30	40 034	44 314
IV.	Income from non-current financial assets - shares (sum of IV.1 + IV.2.)	31		
1.	Income from shares - controlled or controlling person	32		
2.	Other income from shares	33		
G.	Costs incurred on shares sold	34		
V.	Income from other non-current financial assets (sum of V. 1 + V.2.)	35		

Marking	TEXT	Line number	current accounting period	st accounting period (corrected)
a	b	c	1	2
1.	Income from other non-current financial assets - controlled or controlling person	36		
2.	Other income from other non-current financial assets	37		
H.	Costs related to other non-current financial assets	38		
VI.	Interest income and similar income (sum of VI.1 + VI.2)	39	7 323	5 124
1.	Interest income and similar income - controlled or controlling person	40	6 847	5 123
2.	Other interest and similar income	41	476	1
I.	Value adjustments and provisions in the financial area	42		
J.	Interest expense and similar charges (sum of J.1 + J.2.)	43	7 778	6 110
1.	Interest expense and similar charges - controlled or controlling person	44	2 787	3 123
2.	Other interest and similar costs	45	4 991	2 987
VII.	Other financial income	46	14 072	5 095
K.	Other financial costs	47	13 202	11 627
*	Financial result (+/-)	48	415	-7 518
**	Profit before tax (+/-)	49	40 449	36 796
L.	Income tax (sum of L. 1 + L.2.)	50	7 638	10 132
1.	Income tax payable	51	8 141	10 005
2.	Deferred income tax (+/-)	52	-503	127
**	Profit/loss after tax (+/-)	53	32 811	26 664
M.	Transfer of share of profit or loss to shareholders (+/-)	54		
***	Economic result for the accounting period (+/-)	55	32 811	26 664
	Net turnover for the accounting period = I. + II. + III. + IV. + V. + VI. + VII:	56	2 030 051	1 636 668

The moment of assembly	Signature record of the person responsible for the preparation of the financial statements	Signature record of the statutory body or natural person who is the accounting entity
31.08.20		Bc. Martina Vitkova, Vice-Chairwoman of the Board of Directors