

APLISENS stabilises profitability despite pressure in Eastern markets and strong competition

In Q1 2026, the APLISENS Group generated consolidated revenue of PLN 35.3 million, down 0.1% year on year, operating profit of PLN 4.8 million, up 0.4% year on year, and EBITDA of PLN 7.3 million, down 0.3% year on year. Net profit amounted to PLN 3.9 million and was 0.5% lower than in Q1 2025. The results remained stable despite continued pressure in Eastern markets, intense competition and the negative impact of the strong Polish zloty on export sales.

The Group's Q1 performance continued to be affected by a challenging market environment. Sales remained under pressure from weaker demand in selected Eastern markets, intense price competition and the strong zloty, which reduced the value of revenue translated from foreign currencies. At the same time, the Group maintained stable operating profitability. The EBIT margin stood at 13.7%, compared with 13.6% a year earlier, while the EBITDA margin remained at 20.6%.

Following Q1 2026, the parent company recorded a slight improvement in gross margin on sales, which increased by 0.8 percentage points to 39.2%. This improvement was driven, among other factors, by the effects of the restructuring carried out in 2025.

“The first quarter of 2026 demonstrated the resilience of APLISENS’ business model in an environment that remains challenging. We maintained revenue at a level broadly comparable to last year, slightly improved operating profit and kept the EBITDA margin above 20%. At the same time, we continue to operate amid intense competition, pressure in some export markets and the adverse impact of the strong zloty. In these circumstances, cost discipline, operational efficiency and consistent geographical diversification of sales are particularly important to us.” said **Adam Żurawski, President of the Management Board of APLISENS S.A.**

The Group's export sales in Q1 2026 amounted to PLN 21.1 million, accounting for 59.9% of consolidated revenue. The domestic market remained the largest sales area, with revenue of PLN 14.2 million and a 40.1% share in the Group's sales. Sales in European Union markets increased by 17.1% year on year to PLN 10.2 million, while the region's share of revenue rose to 29.1%. This growth was supported, among other factors, by improved performance of subsidiaries in Romania and Germany. Revenue from other markets amounted to PLN 6.3 million and remained broadly in line with the level recorded a year earlier.

“The impact of the conflict in the Middle East, APLISENS’ second-largest export market after the EU, is highly significant. On the one hand, it caused delays in sales under existing orders that were expected to be finalised in the first quarter of 2026 and, in a negative scenario, may even lead to their cancellation. On the other hand, it has contributed to a sharp decline in new orders received by APLISENS from the outbreak of the conflict until today.” said **Adam Żurawski, President of the Management Board of APLISENS S.A.**

Further pressure in the CIS markets was visible in the first quarter. Sales in this region declined by 17.8% to PLN 4.5 million, while the share of CIS markets in the sales mix decreased to 12.9%. This was primarily due to lower sales in Kazakhstan and Ukraine, as well as a low level of revenue in Belarus. Given the political situation, the Group assumes that in the coming quarters the share of CIS markets in the sales structure will continue to decline in favour of the domestic market and other export markets.

In line with the APLISENS Group Development Strategy for 2026–2028, the Company is also focusing on increasing its share in selected non-European markets. In Q1 2026, sales to Asian markets exceeded PLN 3.5 million and were 25.3% higher than a year earlier, while sales to the Americas increased by 52.2% to nearly PLN 0.9 million.

At the same time, the Group is pursuing measures to adjust its cost structure to current market conditions. The Company is already seeing the first effects of the restructuring, including in the area of payroll costs; however, the fuller impact of these measures should become visible in the results of subsequent periods. In Q1 2026, the Group's results were also affected by costs related to the incentive programme, which amounted to PLN 1.0 million and were lower than in the corresponding period of the previous year.

“The CIS markets remain the greatest challenge, as the political and economic situation continues to limit growth opportunities. Therefore, we are also strengthening our activity in other export directions. In the first quarter, we saw strong sales growth dynamics in European Union markets, as well as in Asia and the Americas. These directions are consistent with our strategy for 2026–2028. We are also continuing restructuring and optimisation measures, whose cost effects should become more visible in subsequent periods.” added **Adam Żurawski**.

APLISENS continues to share profits with its shareholders. Last year, the Company allocated a total of PLN 7.9 million to dividend payments. On 20 April 2026, the Company's Management Board recommended that the Annual General Meeting allocate PLN 10.0 million from 2025 net profit for this purpose, corresponding to PLN 0.90 per share. The recommended amount represents 68.88% of the Company's net profit for 2025. In line with the strategy for 2026–2028, the Management Board assumes the implementation of a dividend policy providing for distributions of no less than 30% of generated net profit and does not rule out further share buybacks.

In the first quarter, the Group allocated PLN 1.4 million to capital expenditure, including the purchase of machinery and equipment, research and development, and certification.