



# INVESTOR PRESENTATION

Financial results for the 1Q25

May 2025



APLISENS Group is a provider of industrial process control and instrumentation solutions, serving customers in over 100 countries worldwide. The company manufactures a broad portfolio of devices for measuring pressure, differential pressure, level, temperature, humidity, and flow, widely used across various industrial sectors. APLISENS operates PCA-accredited laboratories offering calibration services for pressure and differential pressure transmitters, temperature sensors, and flow meters. As a result, the company's core products are recognized by customers as fully-fledged alternatives to those offered by leading global manufacturers in the field.

- **WATER MANAGEMENT AND ENVIRONMENTAL PROTECTION,**
- **OIL AND GAS EXTRACTION AND TRANSMISSION,**
- **SHIPBUILDING INDUSTRY,**
- **POWER GENERATION AND DISTRICT HEATING,**
- **PETROCHEMICAL AND CHEMICAL INDUSTRY,**
- **HEAVY INDUSTRY, MINING, AND METALLURGY,**
- **RENEWABLE ENERGY – HYDROPOWER PLANTS, BIOGAS FACILITIES, GEOTHERMAL INSTALLATIONS, WASTE-TO-ENERGY PLANTS, GREEN HYDROGEN,**
- **FOOD INDUSTRY,**
- **GAS DISTRIBUTION,**
- **TRANSPORTATION INDUSTRY – FUEL THEFT PREVENTION SYSTEMS,**
- **PULP AND PAPER INDUSTRY,**
- **PHARMACEUTICAL INDUSTRY,**
- **GLASS INDUSTRY,**
- **AUTOMOTIVE INDUSTRY.**





## WATER SUPPLY AND WATER MANAGEMENT

CERTIFICATE PZH

ANALOG AND SMART DEPTH  
PROBES

ANALOG PRESSURE  
TRANSMITTERS

FLOWMETERS

### REGIONS

POLAND, EUROPEAN UNION,  
MIDDLE EAST, KAZAKHSTAN



## OIL AND GAS EXTRACTION AND TRANSMISSION

CERTIFICATE ATEX

INTELLIGENT PRESSURE  
TRANSMITTERS

INTELLIGENT TEMPERATURE  
TRANSMITTERS

TEMPERATURE SENSORS

### REGIONS

MIDDLE EAST, UNITED  
KINGDOM, BRAZIL, UNITED  
STATES



## SHIPBUILDING INDUSTRY

CERTIFICATE DNV, ATEX

ANALOG PRESSURE  
TRANSMITTERS

ANALOG DEPTH SENSORS

### REGIONS

EUROPEAN UNION, SOUTH  
KOREA, INDIA



## ENERGY AND HEATING

CERTIFICATE ATEX, SIL

ANALOG AND SMART  
PRESSURE TRANSMITTERS

INTELLIGENT TEMPERATURE  
TRANSMITTERS

TEMPERATURE SENSORS

### REGIONS

POLAND, EUROPEAN UNION,  
KAZAKHSTAN



## PETROCHEMICALS AND CHEMICALS

CERTIFICATE ATEX, SIL

INTELLIGENT PRESSURE  
TRANSMITTERS





INTELLIGENT TEMPERATURE  
TRANSMITTERS

TEMPERATURE SENSORS

### REGIONS

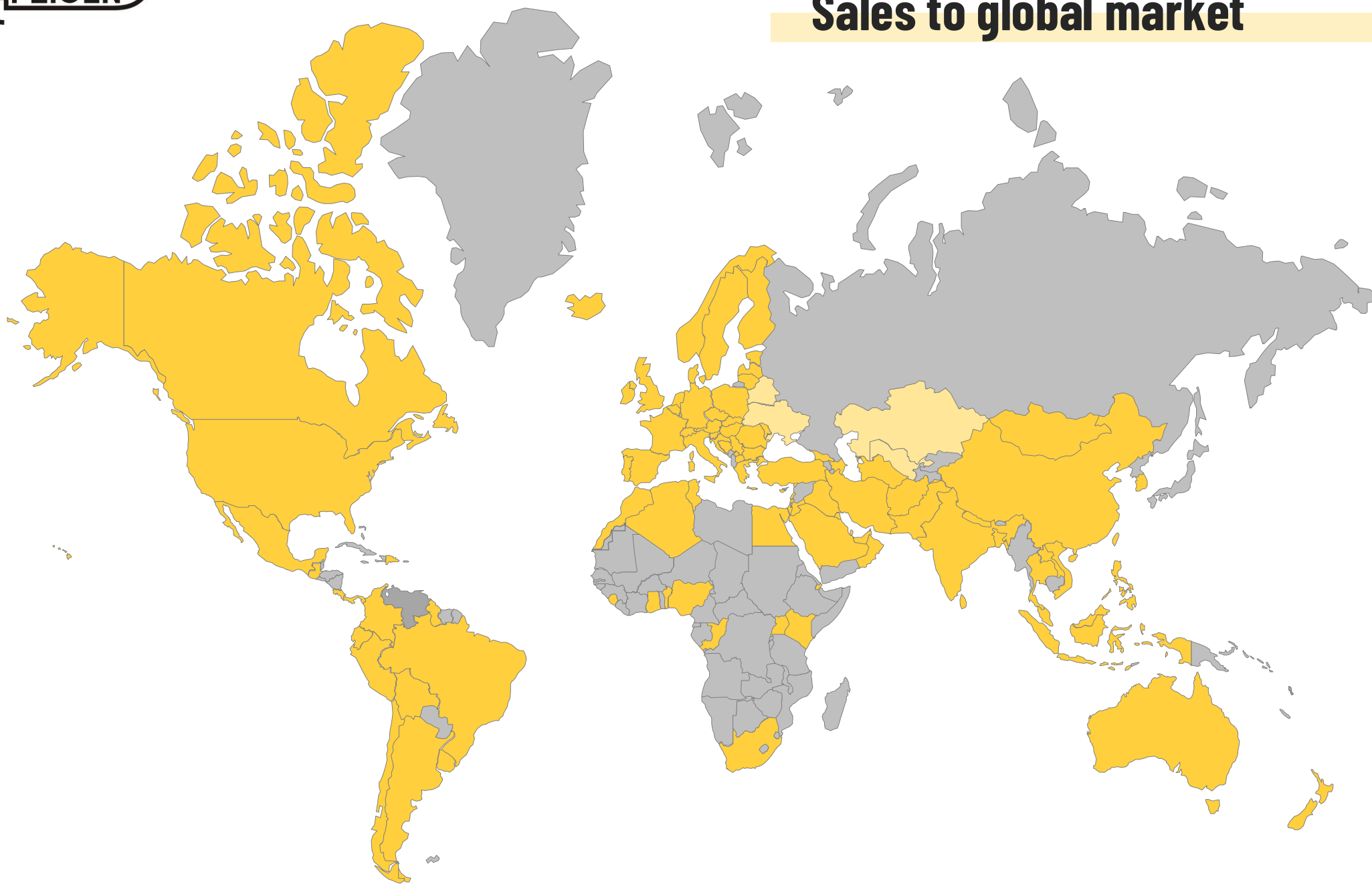
KAZAKHSTAN, EUROPEAN  
UNION, SOUTH-EAST ASIA

ATEX - Certification for explosive environments, MID - Applications related to metering, SIL - Applications related to safety systems, DNV - Certification for maritime applications, PZH - Certification for contact with drinking water.

<div></div> <div><b>HEAVY INDUSTRY, MINING, METALLURGY</b></div> <div>CERTIFICATE ATEX</div>	<div>ANALOG PRESSURE TRANSMITTERS</div> <div>INTELLIGENT PRESSURE TRANSMITTERS</div>	<div>INTELLIGENT TEMPERATURE TRANSMITTERS</div> <div>FLOWMETERS</div>	<div>FLOWMETERS</div>	<div>REGIONS</div> <div>POLAND, KAZAKHSTAN, CHINA, AUSTRALIA, REPUBLIC OF SOUTH AFRICA</div>
<div></div> <div><b>RENEWABLE ENERGY SOURCES</b></div> <div>CERTIFICATE ATEX</div>	<div>ANALOG DEPTH SENSORS</div> <div>INTELLIGENT DEPTH SENSORS</div>	<div>ANALOG PRESSURE TRANSMITTERS</div> <div>INTELLIGENT PRESSURE TRANSMITTERS</div>	<div>FLOWMETERS</div> <div>TEMPERATURE SENSORS</div>	<div>REGIONS</div> <div>EUROPEAN UNION, POLAND</div>
<div></div> <div><b>GAS INDUSTRY</b></div> <div>CERTIFICATE ATEX, MID</div>	<div>INTELLIGENT PRESSURE TRANSMITTERS</div>	<div>INTELLIGENT TEMPERATURE TRANSMITTERS</div>	<div>TEMPERATURE SENSORS</div>	<div>REGIONS</div> <div>POLAND, EUROPEAN UNION, KAZAKHSTAN, TURKEY, UNITED STATES, UNITED KINGDOM</div>
<div></div> <div><b>AUTOMOTIVE INDUSTRY</b></div> <div>NO CERTIFICATE</div>	<div>TEMPERATURE SENSORS</div>	<div>ANALOG PRESSURE TRANSMITTERS</div>		<div>REGIONS</div> <div>EUROPEAN UNION, POLAND</div>

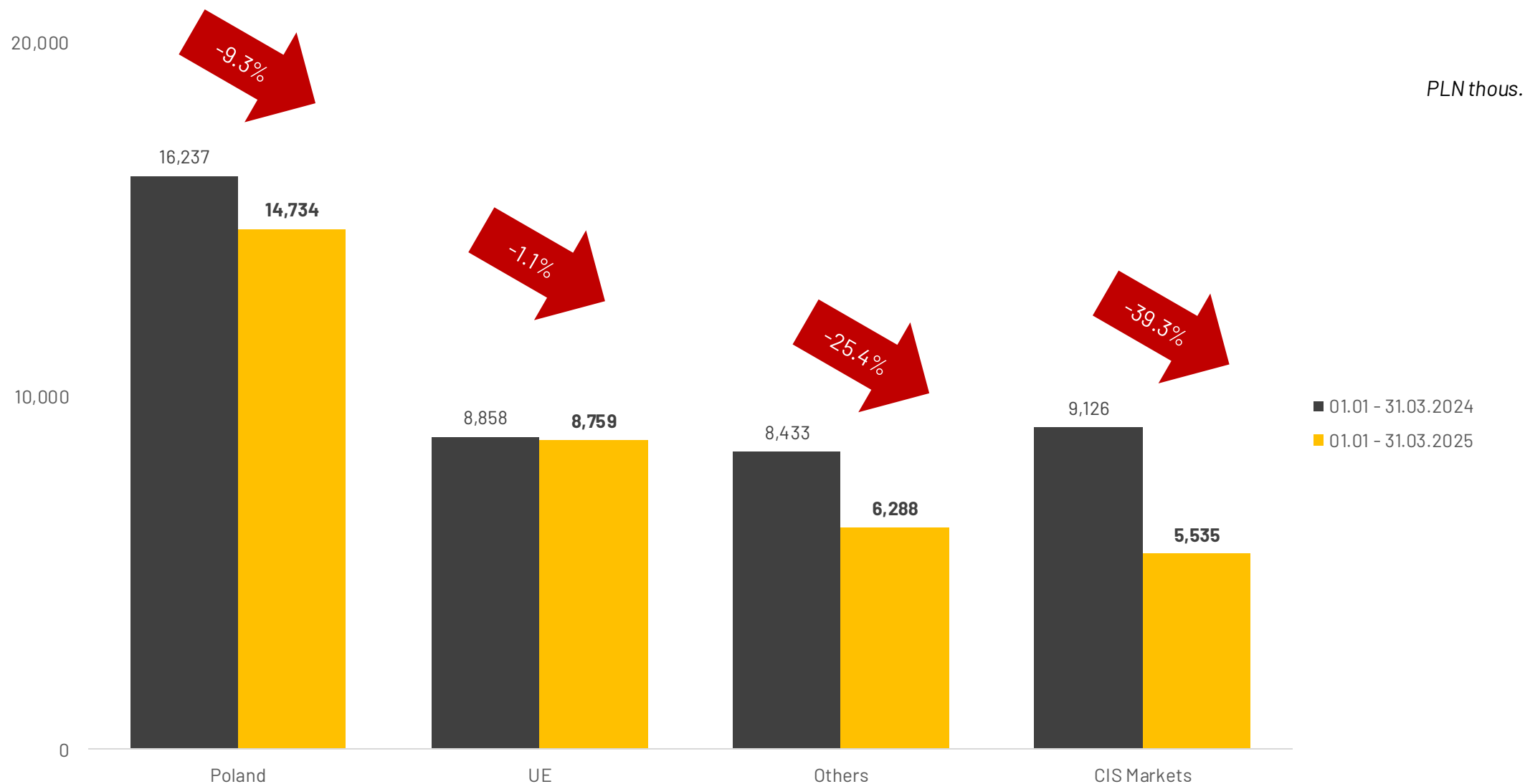
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## Sales to global market



- Sales of Aplisens products
- CIS markets, to which the Company sells its products.

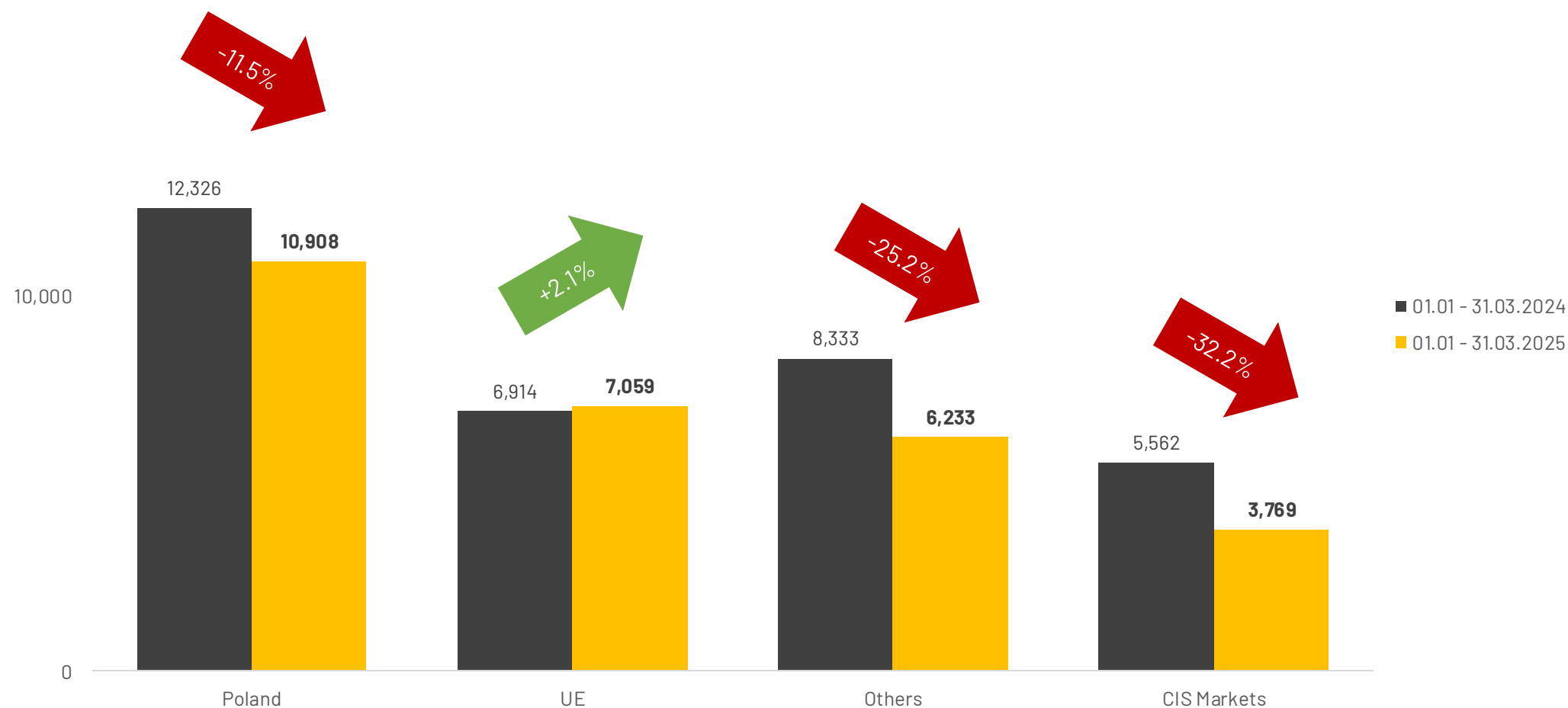
# Sales of the group by markets



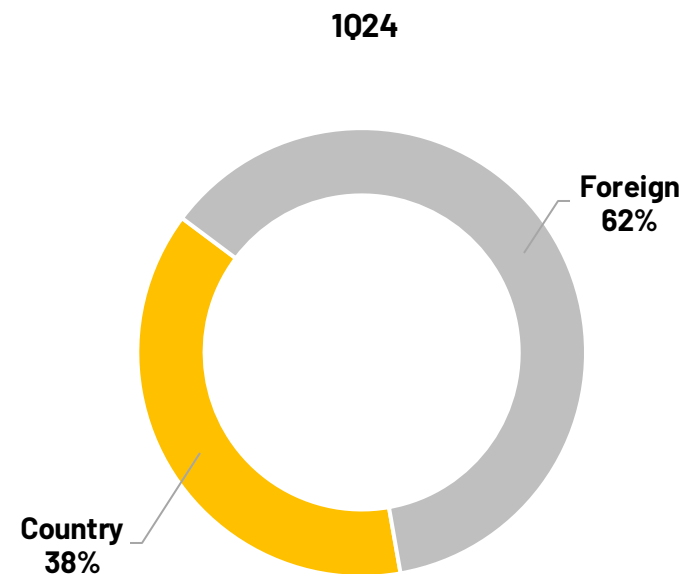
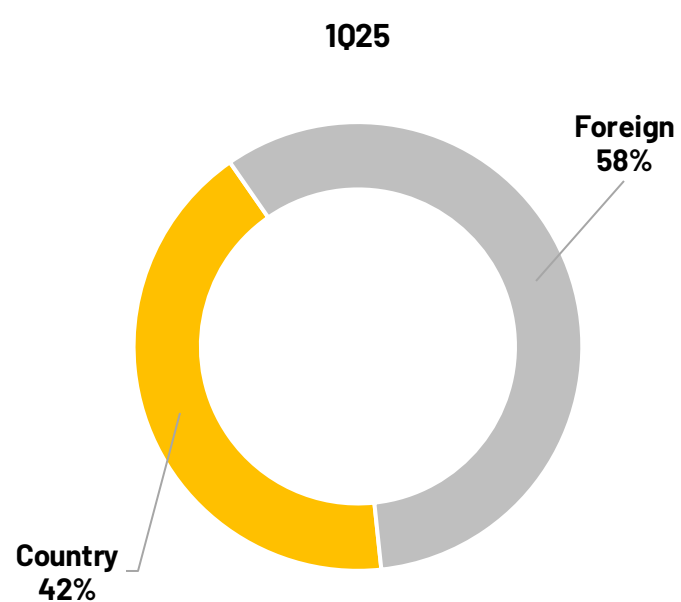
# Unit sales by markets

20,000

PLN thous.



## Geographic structure of sales



Geographic structure of sales (PLN thous.)	01.01 – 31.03.2025	01.01 – 31.03.2024
Country	14 734	16 237
Foreign	20 582	26 417
<b>Total</b>	<b>35 316</b>	<b>42 654</b>



## Selected financial data

P&L (PLNm)	01.01 – 31.03.2025	01.01 – 31.03.2024	Change %
Sales revenues	<b>35.316</b>	42.654	-17.2%
EBIT	<b>4.806</b>	9.481	-49.3%
EBITDA	<b>7.287</b>	11.670	-37.6%
Net profit	<b>3.967</b>	7.596	-47.8%
Depreciation and amortisation	<b>2.481</b>	2.189	13.3%
Net cash from operating activities	<b>-2.931</b>	5.137	-
Net cash in investing activities	<b>-3.734</b>	-5.921	-
Net cash in financing activities	<b>2.762</b>	2.616	-

Balance sheet (PLNm)	31.03.2025	31.12.2024	Change %
Non-current assets, including:	<b>118.117</b>	118.903	-0.7%
Tangible fixed assets	<b>87.304</b>	87.968	-0.8%
Intangible assets	<b>16.036</b>	16.101	-0.4%
Goodwill	<b>10.063</b>	10.063	0.0%
Deferred tax assets	<b>2.921</b>	2.978	-1.9%
Current assets, including:	<b>125.547</b>	117.929	6.5%
Inventories	<b>76.938</b>	75.223	2.3%
Trade and other short-term receivables	<b>27.181</b>	19.715	37.9%
Other short-term financial assets	<b>11.161</b>	8.939	24.9%
Cash	<b>10.149</b>	14.052	-27.8%
Equity	<b>231.872</b>	223.837	3.6%
Non-current liabilities	<b>1.296</b>	1.282	1.1%
Current liabilities	<b>10.496</b>	11.713	-10.4%
Total assets	<b>243.664</b>	236.832	2.9%

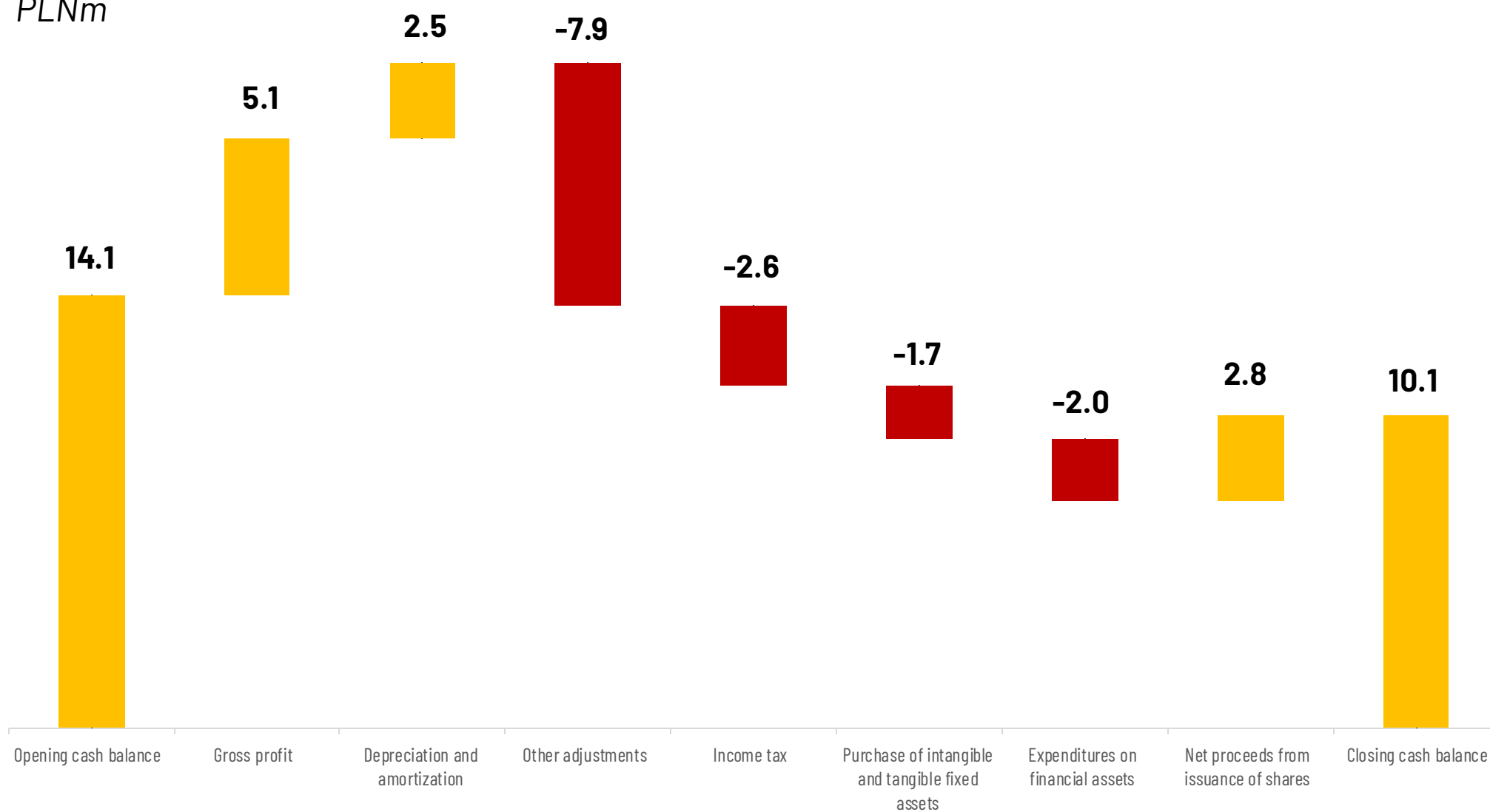
## Key ratios

Profitability ratios	01.01 – 31.03.2025	01.01 – 31.03.2024	Change in Percentage Points
Gross profit margin	<b>36.15%</b>	38.94%	-2.79
EBIT profit margin	<b>13.61%</b>	22.23%	-8.62
EBITDA profit margin	<b>20.63%</b>	27.36%	-6.73
Net profit margin	<b>11.23%</b>	17.81%	-6.58
Profitability ratios	31.03.2025	31.12.2024	Change in Percentage Points
ROA* (Return on Assets)	<b>7.40%</b>	9.14 %	-1.74
ROE* (Return on Equity)	<b>7.77%</b>	9.67%	-1.90

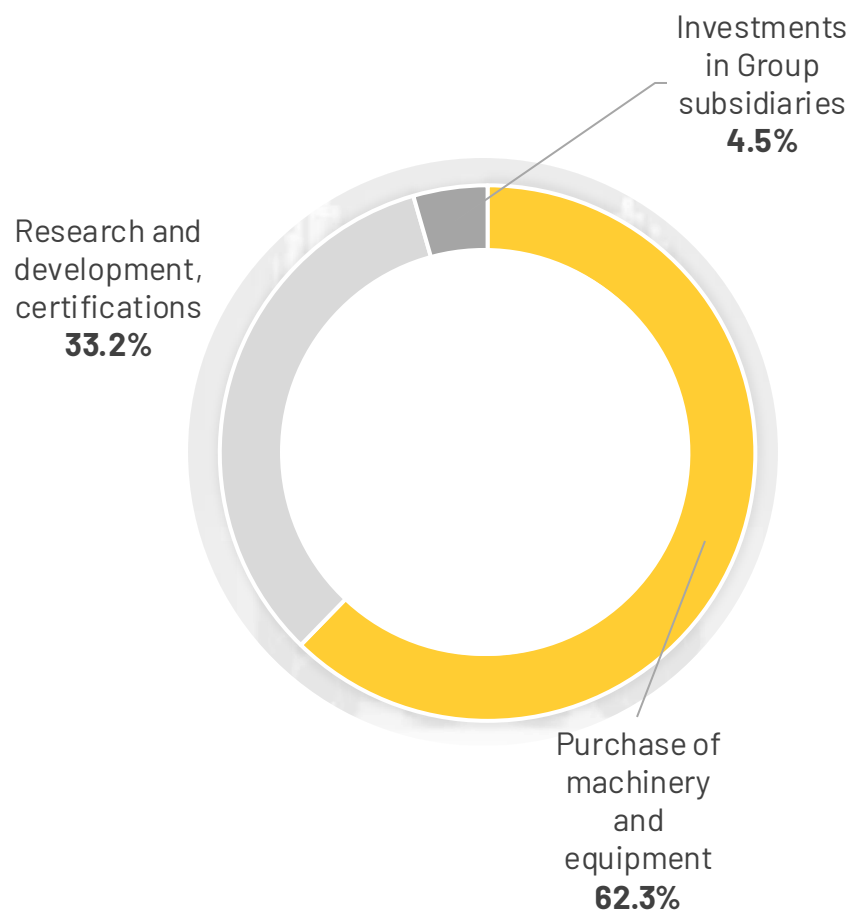
Leverage ratios	31.03.2025	31.12.2024	Change in Percentage Points
Debt to total assets ratio	<b>4.84%</b>	5.49%	-0.65
Debt-to-equity ratio	<b>5.09%</b>	5.81%	-0.72
Stock market ratios	31.03.2025	31.12.2024	Change %
EPS* (in PLN)	<b>1.62</b>	2.01	-19.48%
EV/EBITDA*	<b>7.13</b>	5.88	21.22%
P/E*	<b>12.26</b>	9.66	26.96%
P/BV	<b>0.95</b>	0.93	2.50%

# Cash flow

PLNm



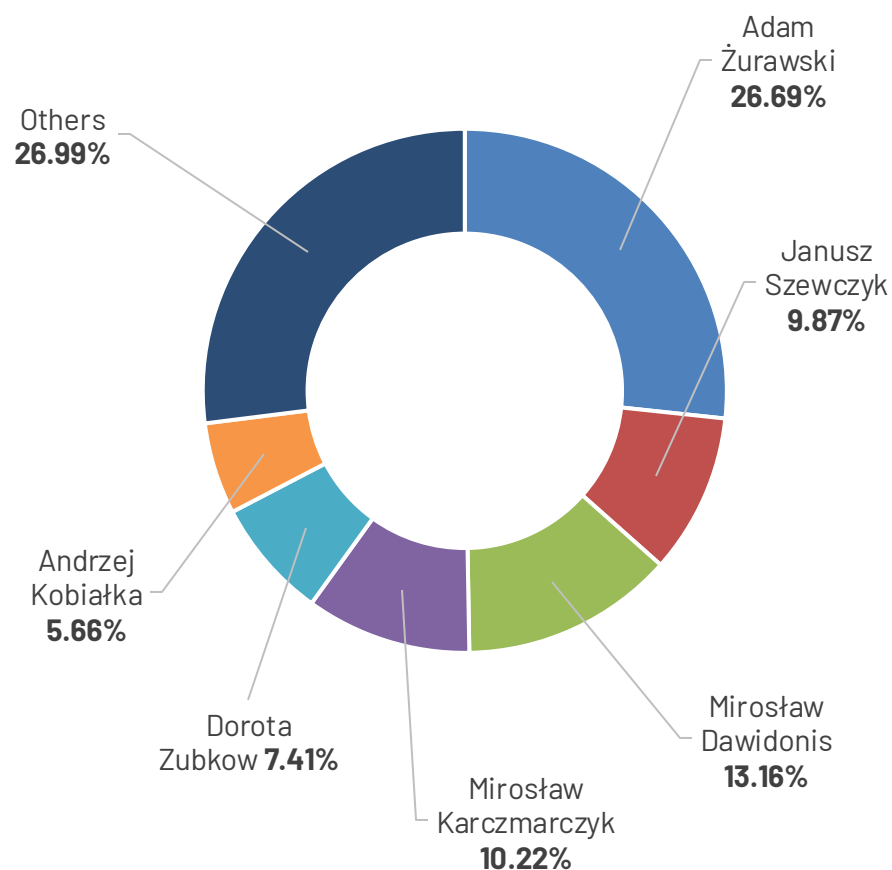
# Investment expenditures



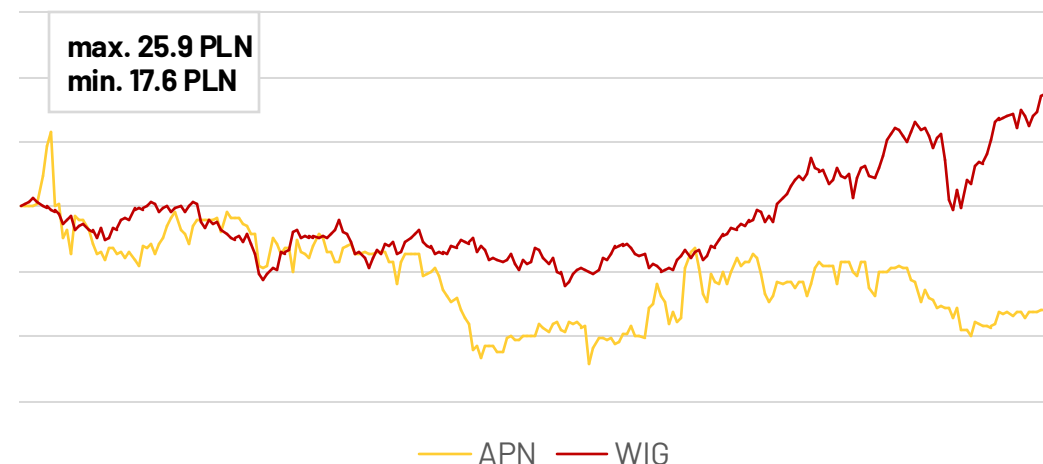
Investment expenditures for the period 01.01-31.03.2025 (PLN thous)	
Purchase of machinery and equipment	1 114
Research and development, certifications	595
Investments in Group subsidiaries	80
<b>TOTAL:</b>	<b>1788</b>

# Shareholding structure and stock price

STATUS AS OF 22.05.2025 (WITHOUT RELATED PERSONS)



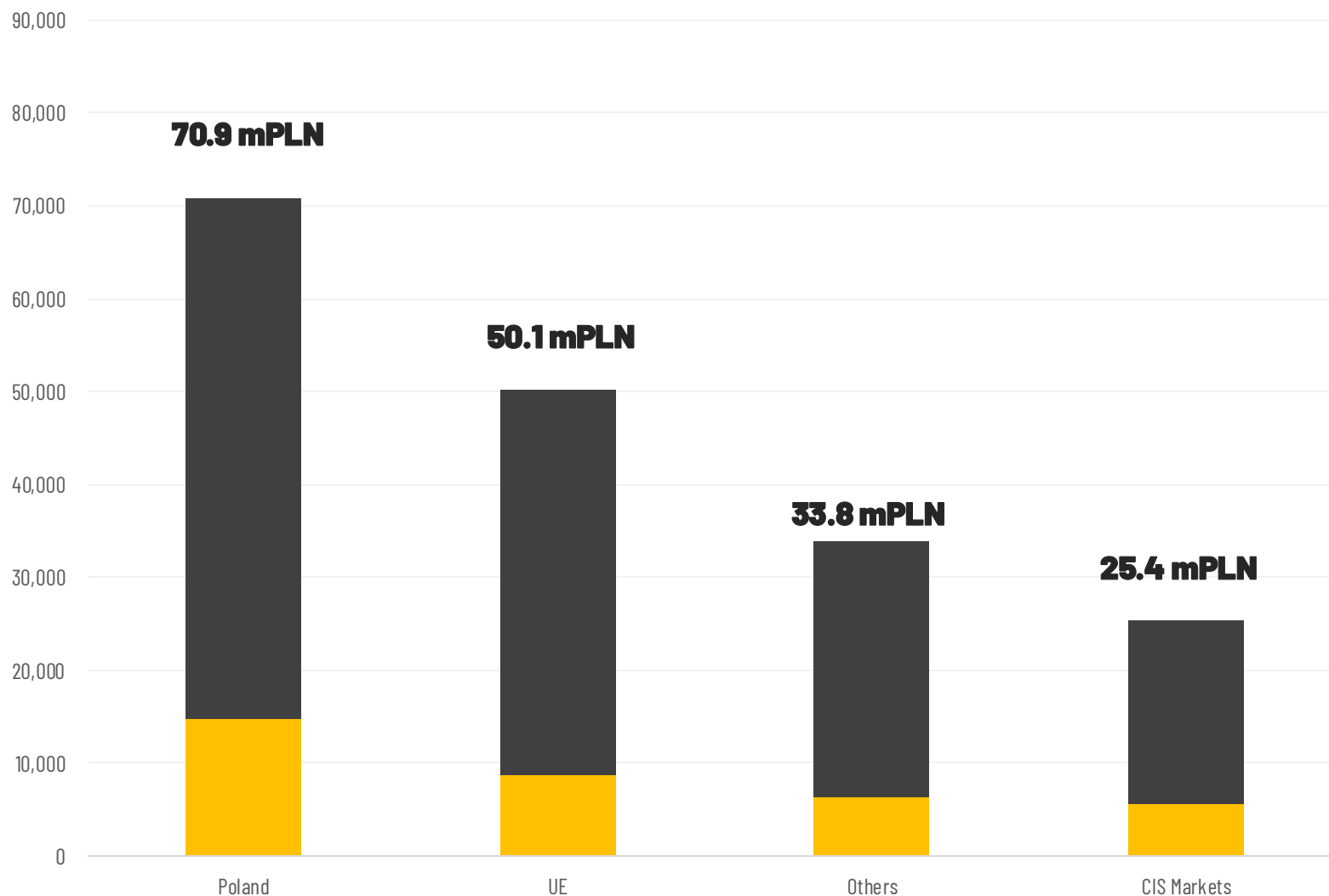
APLISENS STOCK PERFORMANCE COMPARED TO WIG (LAST 12 MONTHS)



<b>Number of shares:</b>	11 135 113
<b>Stock price (14.05.2025):</b>	19.80
<b>Market cap (excluding treasury stock)</b>	220.48
<b>Free float:</b>	26.99%
<b>P/E* (market share price/earnings per share):</b>	12.23
<b>P/BV* (market share price/book value):</b>	0.95
<b>EV/EBITDA:</b>	7.11

As of May 14, 2025

Chart illustrating the Group's sales revenue performance in the first three months of 2025 versus strategic targets



EXECUTION	
Poland	21%
UE	17%
Others	19%
CIS Markets	22%

■ Strategy Y2025  
■ Execution as of 01.01-31.03.2025

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**THANK YOU**

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