



# INVESTOR PRESENTATION

Financial results for the 9M25

November 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

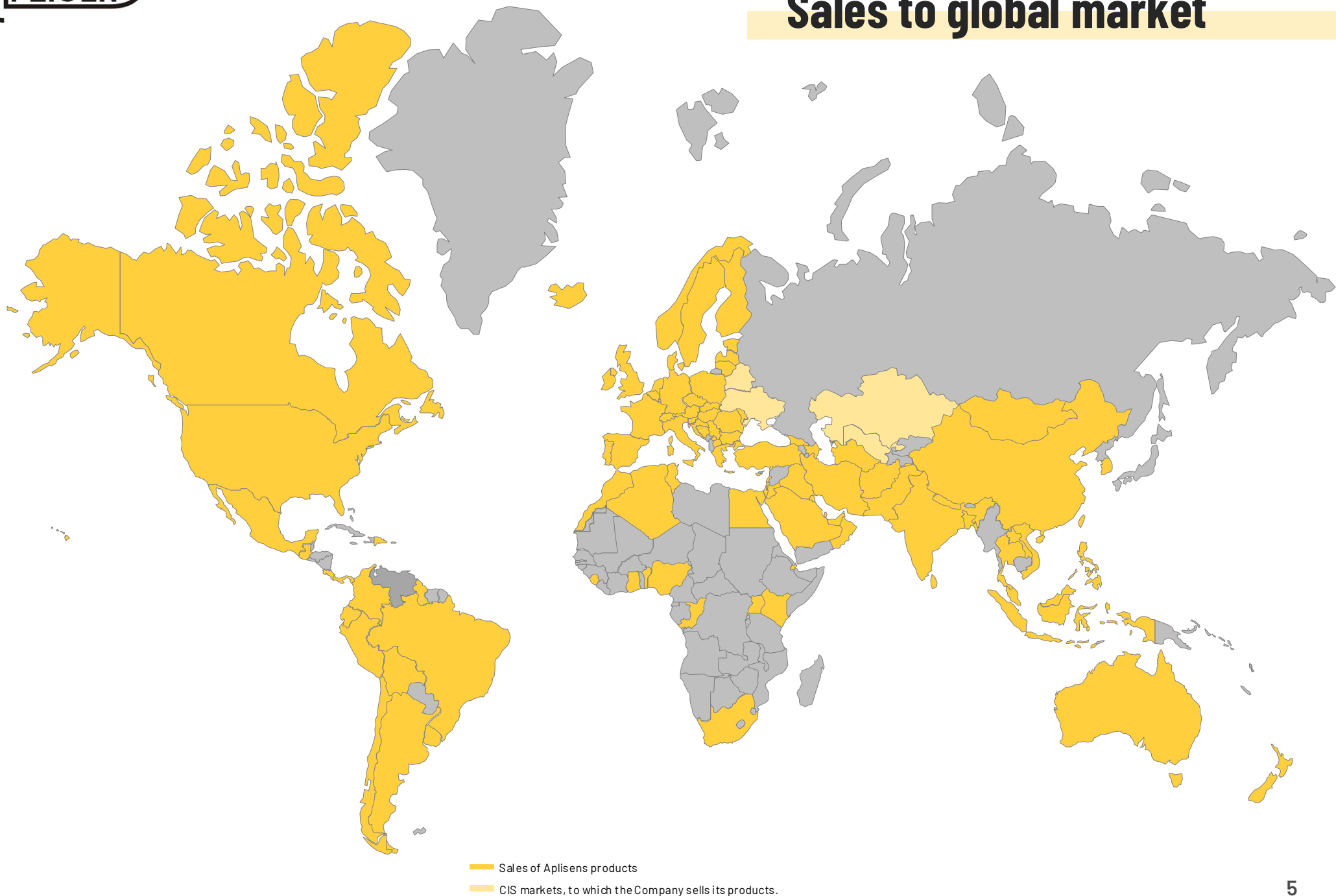
KAZAKHSTAN, EUROPEAN  
UNION, SOUTH-EAST ASIA

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.

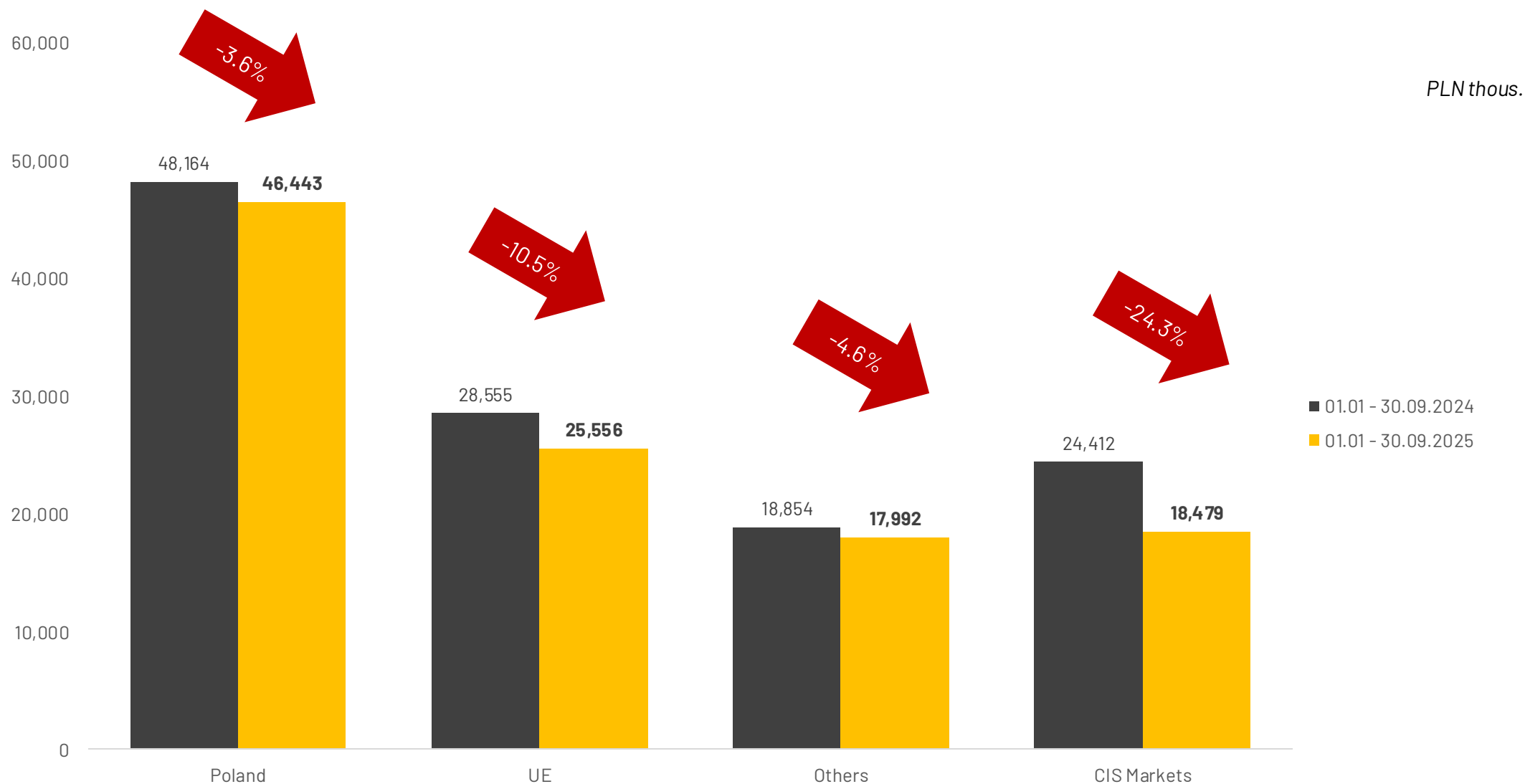
<div></div> <div><b>HEAVY INDUSTRY, MINING, METALLURGY</b></div> <div>CERTIFICATE ATEX</div>	<div>ANALOG PRESSURE TRANSMITTERS</div> <div>INTELLIGENT PRESSURE TRANSMITTERS</div>	<div>INTELLIGENT TEMPERATURE TRANSMITTERS</div> <div>TEMPERATURE SENSORS</div>	<div>FLOWMETERS</div>	<div>REGIONS</div> <div>POLAND, 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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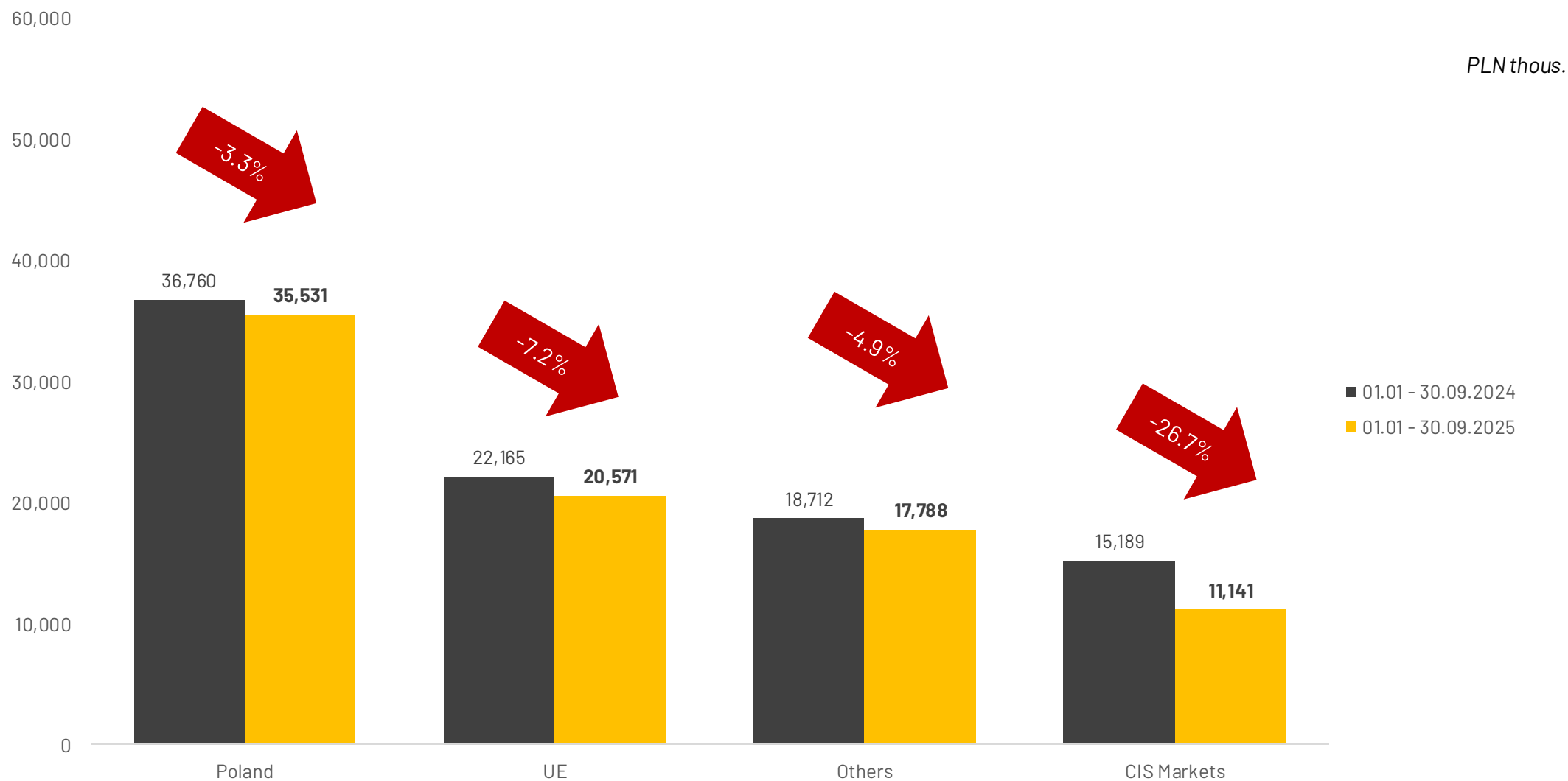
## Sales to global market



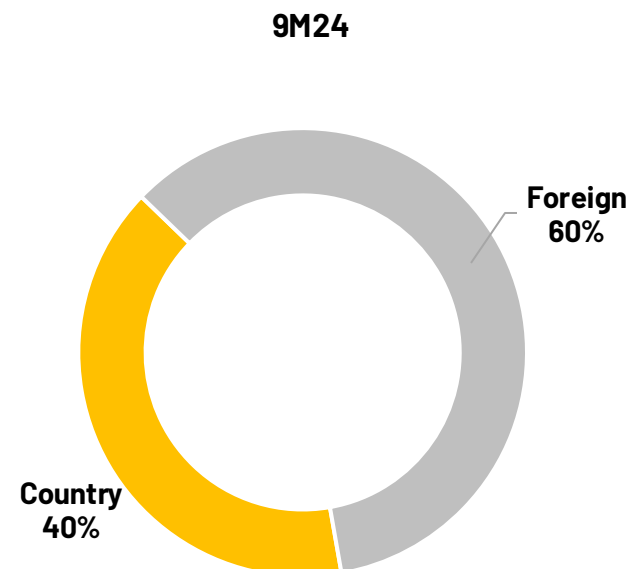
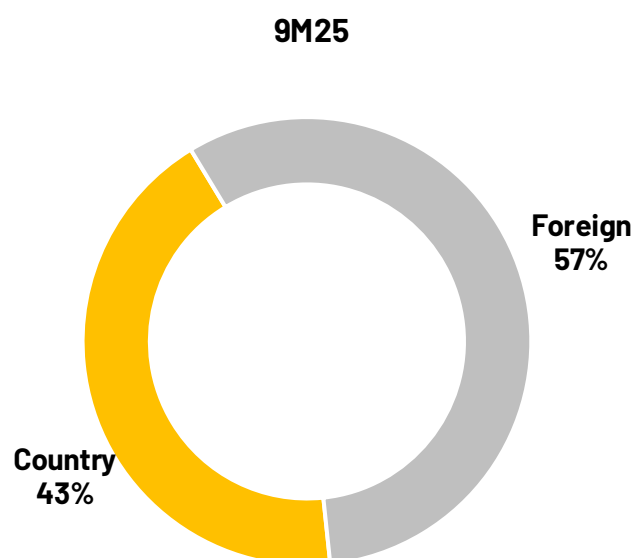
## Sales of the group by markets



## Unit sales by markets



## Geographic structure of sales



Geographic structure of sales (PLN thous.)	01.01 – 30.09.2025	01.01 – 30.09.2024
Country	46 443	48 164
Foreign	62 027	71 821
<b>Total</b>	<b>108 470</b>	<b>119 985</b>



## Selected financial data

P&L (PLNm)	01.01 – 30.09.2025	01.01 – 30.09.2024	Change %
Sales revenues	<b>108.470</b>	119.985	-9.6%
EBIT	<b>15.240</b>	22.411	-32.0%
EBITDA	<b>22.642</b>	28.878	-21.6%
Net profit	<b>12.736</b>	18.372	-30.7%
Depreciation and amortisation	<b>7.402</b>	6.467	14.5%
Net cash from operating activities	<b>17.209</b>	19.740	-
Net cash in investing activities	<b>-7.010</b>	-2.438	-
Net cash in financing activities	<b>-10.959</b>	-16.508	-

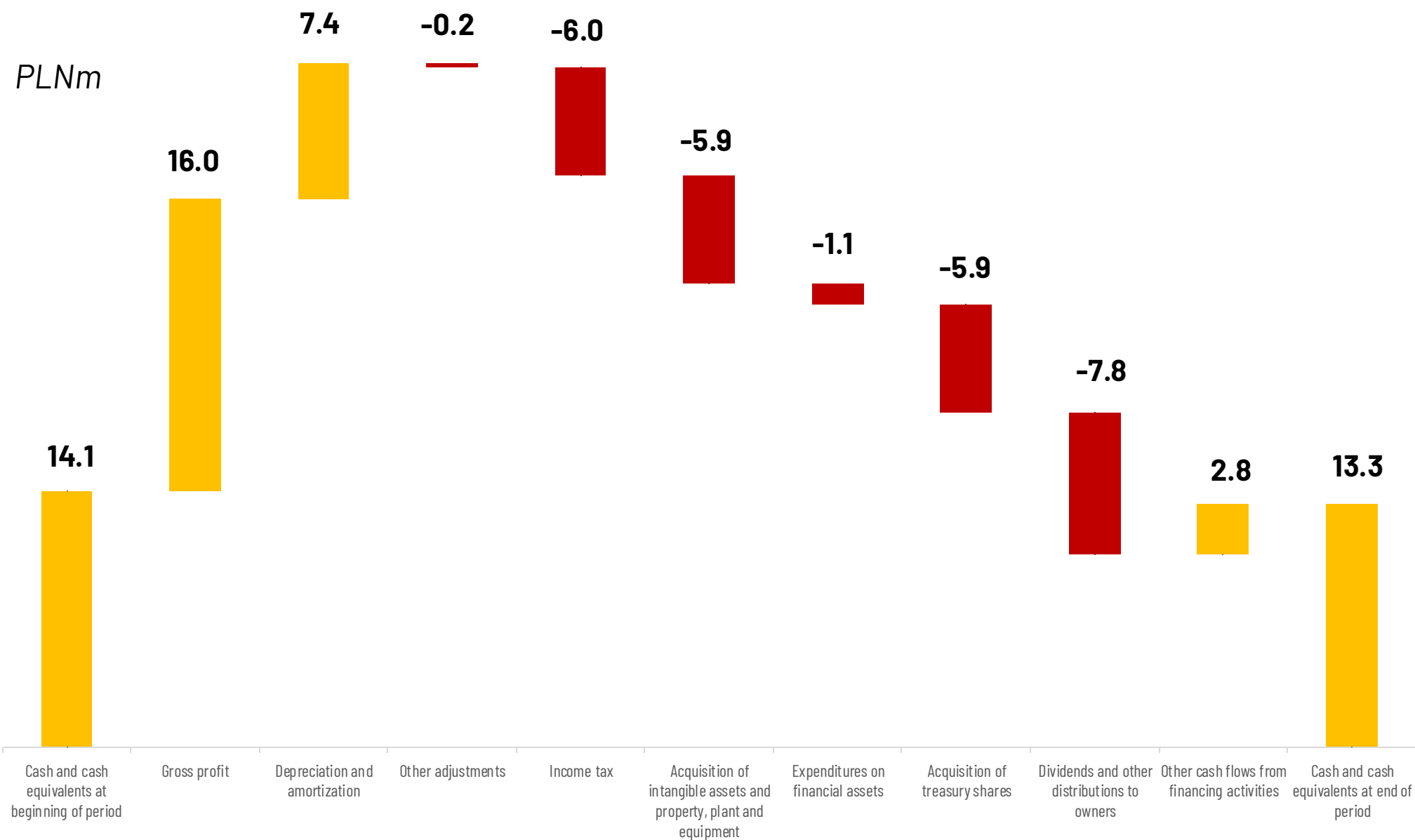
Balance sheet (PLNm)	30.09.2025	31.12.2024	Change %
Non-current assets, including:	<b>117.381</b>	118.903	-1.3%
Tangible fixed assets	<b>85.894</b>	87.968	-2.4%
Intangible assets	<b>16.493</b>	16.101	2.4%
Goodwill	<b>10.063</b>	10.063	0.0%
Deferred tax assets	<b>2.887</b>	2.978	-3.1%
Current assets, including:	<b>122.158</b>	117.929	3.6%
Inventories	<b>70.904</b>	75.223	-5.7%
Trade and other short-term receivables	<b>26.039</b>	19.715	32.1%
Other short-term financial assets	<b>10.501</b>	8.939	17.5%
Cash	<b>13.292</b>	14.052	-5.4%
Equity	<b>227.075</b>	223.837	1.4%
Non-current liabilities	<b>1.349</b>	1.282	5.2%
Current liabilities	<b>11.115</b>	11.713	-5.1%
Total assets	<b>239.539</b>	236.832	1.1%

## Key ratios

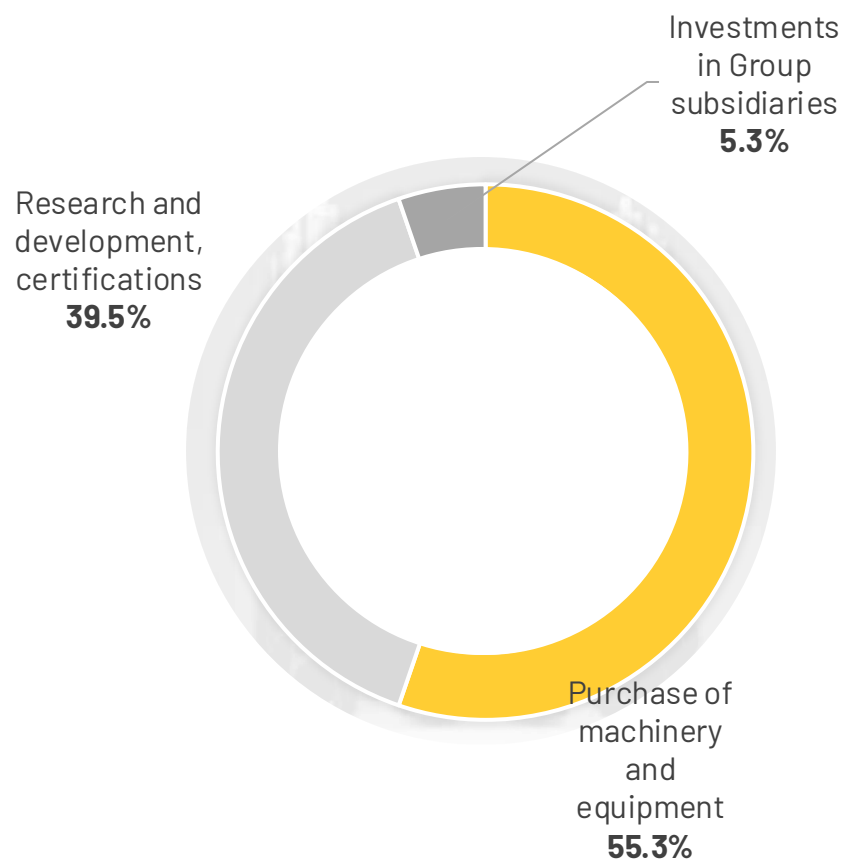
Profitability ratios	01.01 – 30.09.2025	01.01 – 30.09.2024	Change in Percentage Points
Gross profit margin	<b>35.13%</b>	38.01%	-2.88%
EBIT profit margin	<b>14.05%</b>	18.68%	-4.63%
EBITDA profit margin	<b>20.87%</b>	24.07%	-3.19%
Net profit margin	<b>11.74%</b>	15.31%	-3.57%
Profitability ratios	30.09.2025	31.12.2024	Change in Percentage Points
ROA* (Return on Assets)	<b>6.69%</b>	9.14 %	-2.45%
ROE* (Return on Equity)	<b>7.05%</b>	9.67%	-2.62%

Leverage ratios	30.09.2025	31.12.2024	Change in Percentage Points
Debt to total assets ratio	<b>5.20%</b>	5.49%	-0.29
Debt-to-equity ratio	<b>5.49%</b>	5.81%	-0.32
Stock market ratios	30.09.2025	31.12.2024	Change %
EPS* (in PLN)	<b>1.48</b>	2.01	-26.52%
EV/EBITDA*	<b>6.70</b>	5.88	13.99%
P/E*	<b>12.32</b>	9.66	27.56%
P/BV	<b>0.87</b>	0.93	-6.55%

## Cash flow



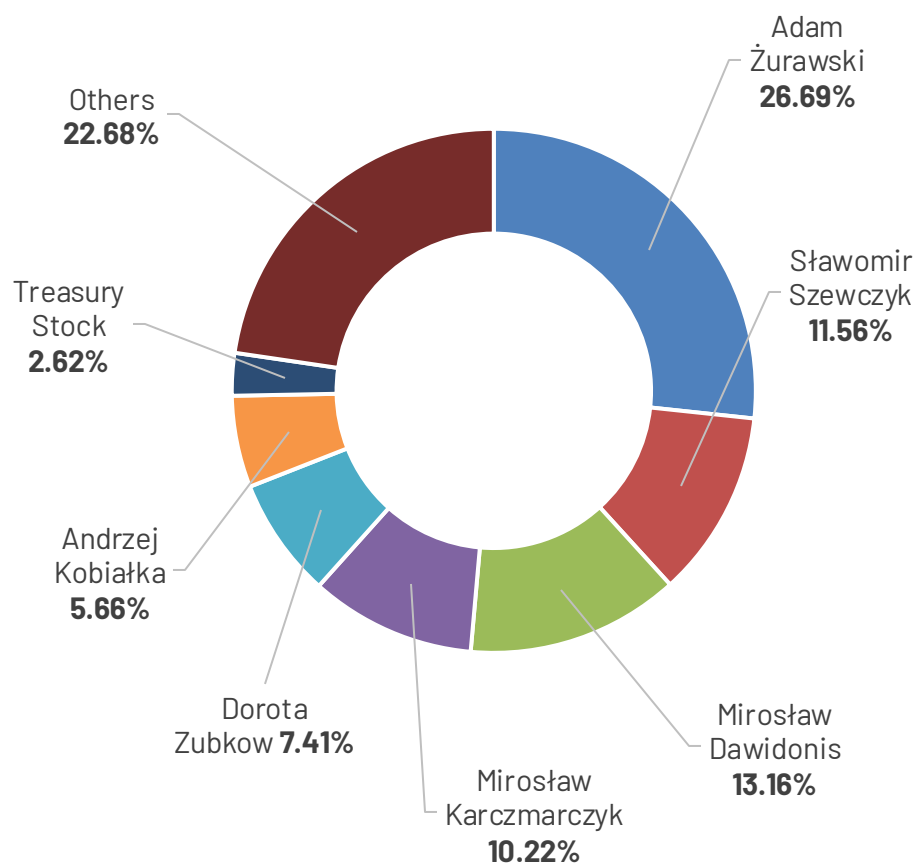
# Investment expenditures



Investment expenditures for the period 01.01-30.09.2025 (PLN thous)	
Purchase of machinery and equipment	3 305
Research and development, certifications	2 361
Investments in Group subsidiaries	315
<b>TOTAL:</b>	<b>5 981</b>

# Shareholding structure and stock price

STATUS AS OF 20.11.2025 (WITHOUT RELATED PERSONS)



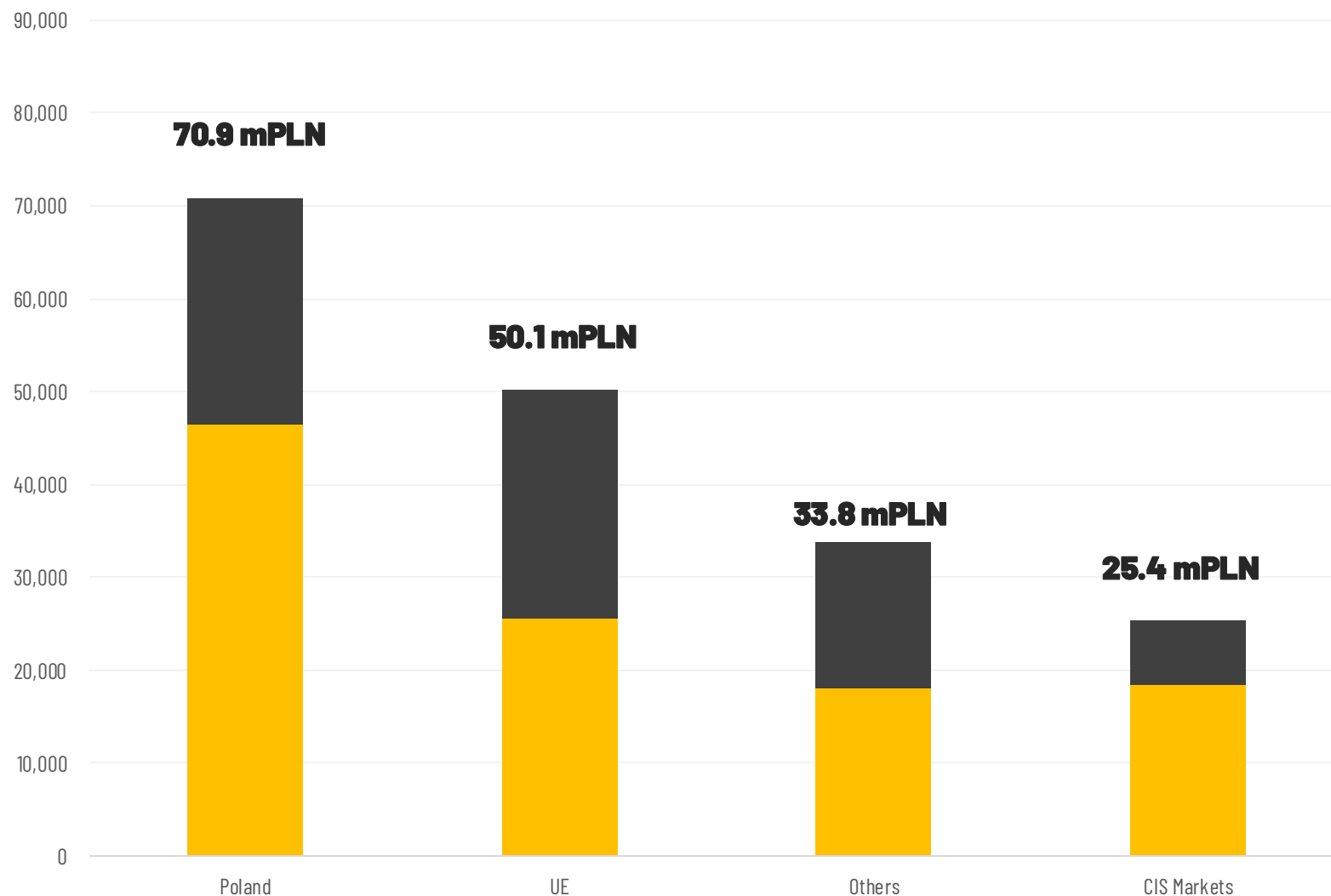
APLISENS STOCK PERFORMANCE COMPARED TO WIG (LAST 12 MONTHS)



Number of shares:	10 842 950
Stock price (10.11.2025):	18.45 PLN
Market cap (excluding treasury stock)	200.05 mln PLN
Free float:	22.68%
P/E* (market share price/earnings per share):	12.47
P/BV* (market share price/book value):	0.88
EV/EBITDA:	6.79

As of November 10, 2025

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



EXECUTION	
Poland	66%
UE	51%
Others	53%
CIS Markets	73%

■ Strategy Y2025

■ Execution as of 01.01-30.09.2025

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**THANK YOU**

**APLISENS S.A**

ul. Morelowa 7  
PL - 03-192 Warsaw  
e-mail: [aplisens@aplisens.pl](mailto:aplisens@aplisens.pl)  
NIP: 113-08-88-504

Central:  
tel. +48 22 814 07 77  
fax. +48 22 814 07 78

Management Office:  
tel. +48 22 814 07 77 w 127

**INVESTOR RELATIONS**

Grzegorz Grelo  
MakMedia

e-mail: [g.grelo@makmedia.pl](mailto:g.grelo@makmedia.pl)  
tel.: +48 600 450 074



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