



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



OIL AND GAS EXTRACTION AND TRANSMISSION

CERTIFICATE ATEX



SHIPBUILDING INDUSTRY

CERTIFICATE DNV, ATEX



ENERGY AND HEATING

CERTIFICATE ATEX, SIL



PETROCHEMICALS AND CHEMICALS

CERTIFICATE ATEX, SIL

ANALOG AND SMART DEPTH
PROBES

INTELLIGENT PRESSURE
TRANSMITTERS

ANALOG PRESSURE
TRANSMITTERS

ANALOG AND SMART
PRESSURE TRANSMITTERS

INTELLIGENT PRESSURE
TRANSMITTERS

ANALOG PRESSURE
TRANSMITTERS

INTELLIGENT TEMPERATURE
TRANSMITTERS

INTELLIGENT TEMPERATURE
TRANSMITTERS

INTELLIGENT TEMPERATURE
TRANSMITTERS

FLOWMETERS

TEMPERATURE SENSORS

TEMPERATURE SENSORS

TEMPERATURE SENSORS

REGIONS

POLAND, EUROPEAN UNION,
MIDDLE EAST, KAZAKHSTAN

REGIONS

MIDDLE EAST, UNITED
KINGDOM, BRAZIL, UNITED
STATES

REGIONS

EUROPEAN UNION, SOUTH
KOREA, INDIA

REGIONS

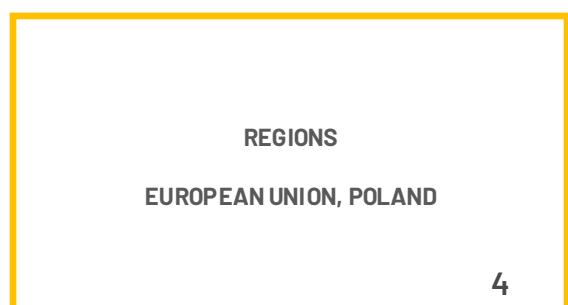
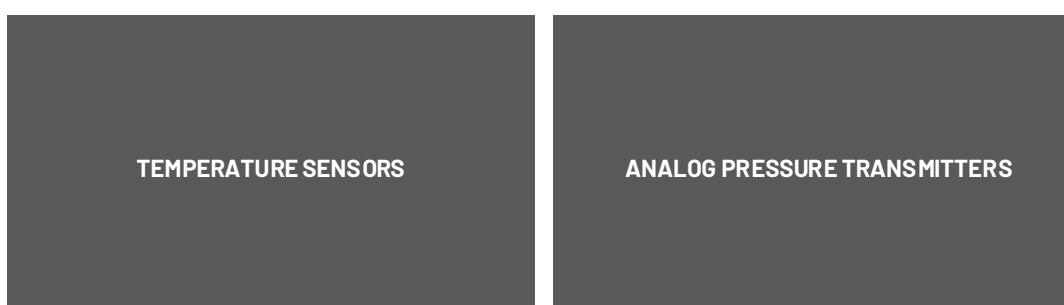
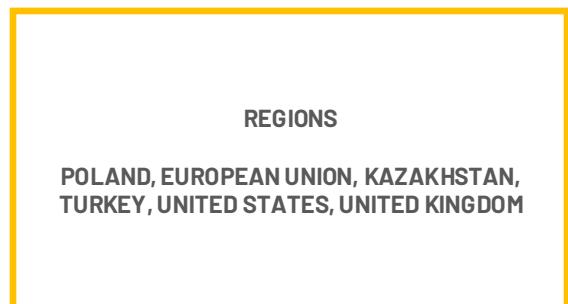
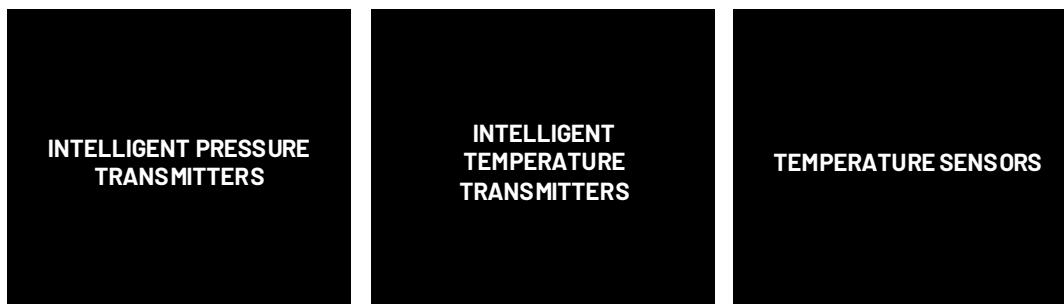
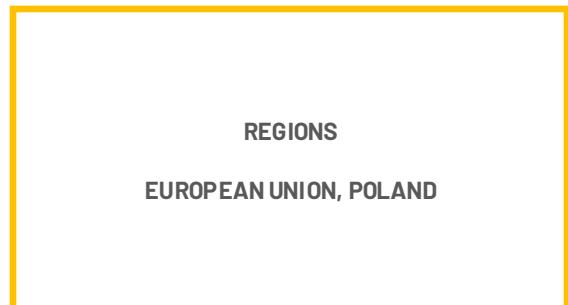
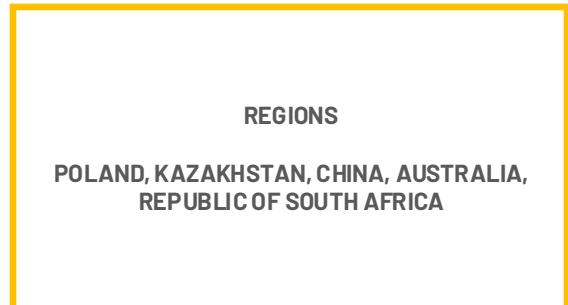
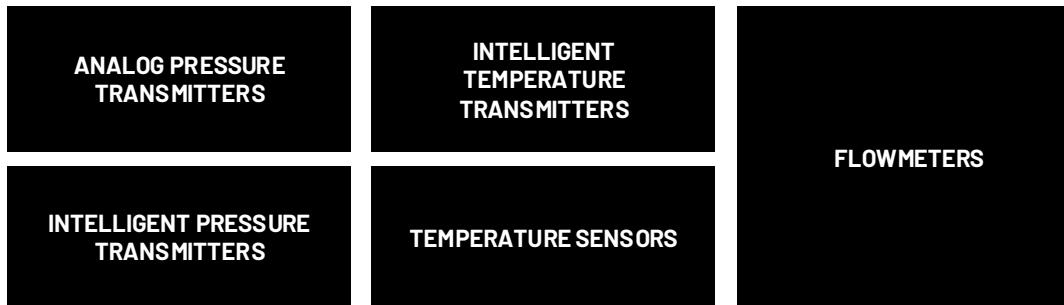
POLAND, EUROPEAN UNION,
KAZAKHSTAN

REGIONS

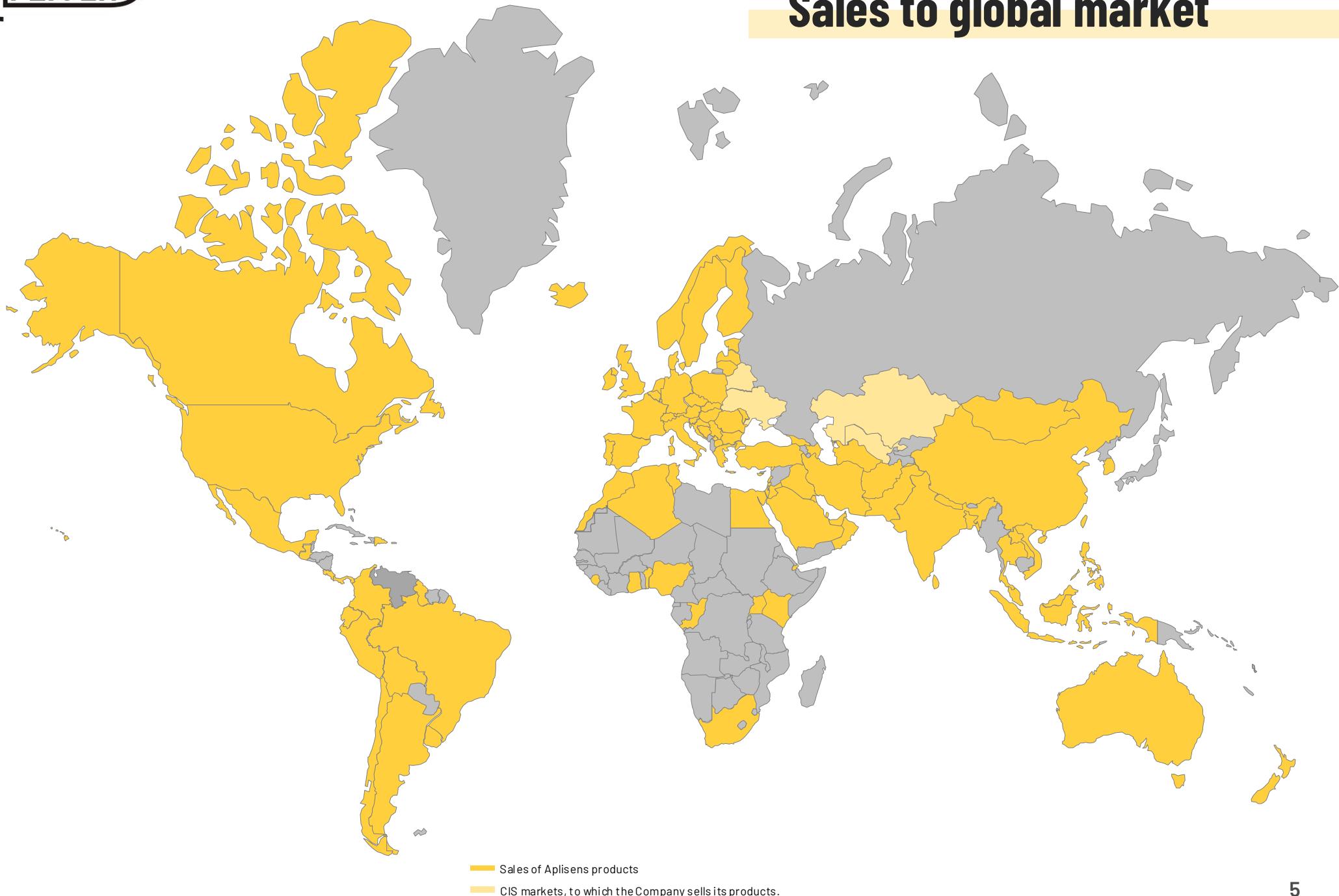
KAZAKHSTAN, EUROPEAN
UNION, SOUTH-EAST ASIA

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.

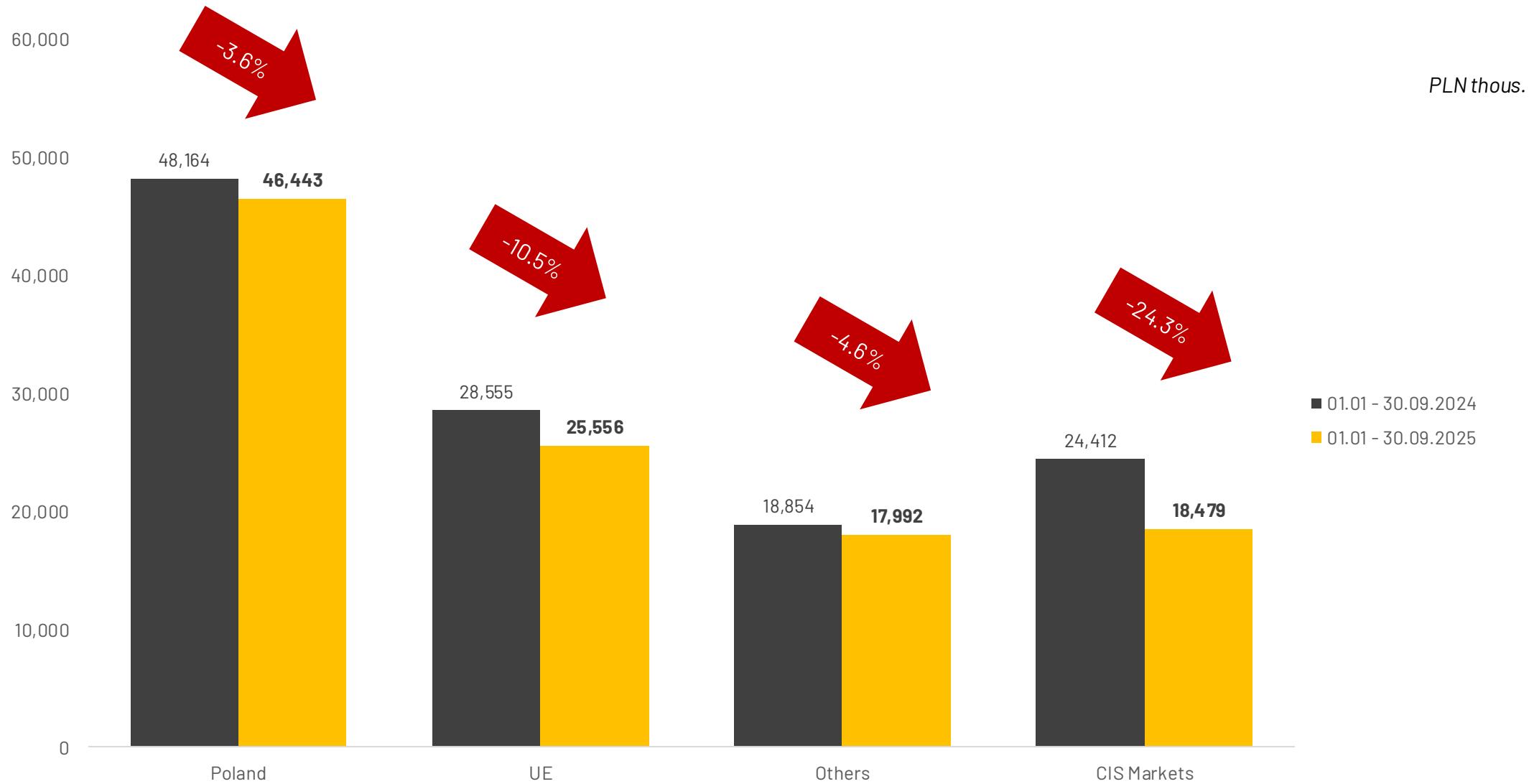
Key Industries



Sales to global market

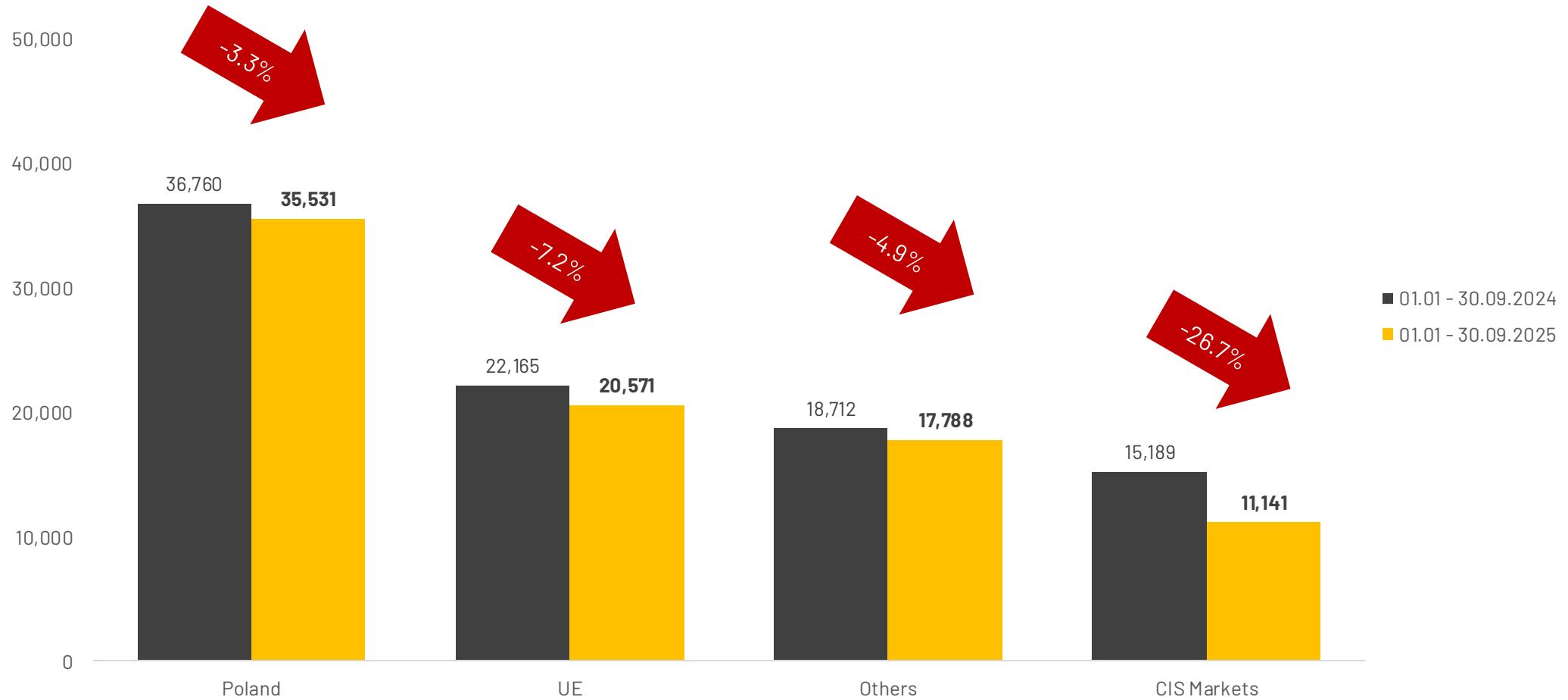


Sales of the group by markets



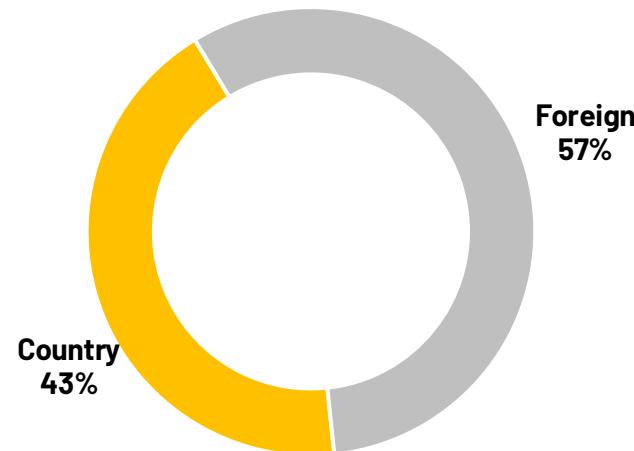
60,000

PLN thous.

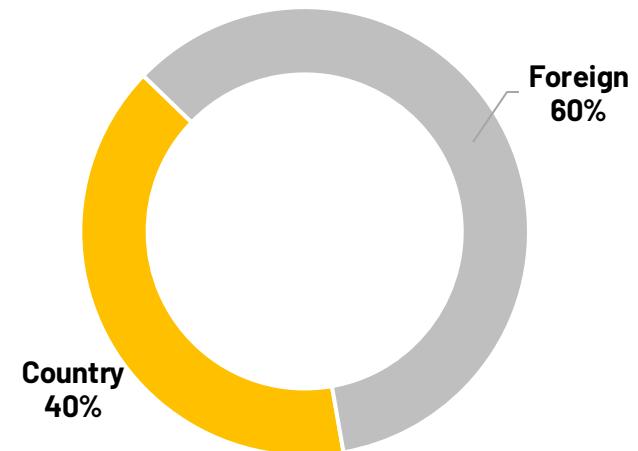


Geographic structure of sales

9M25



9M24



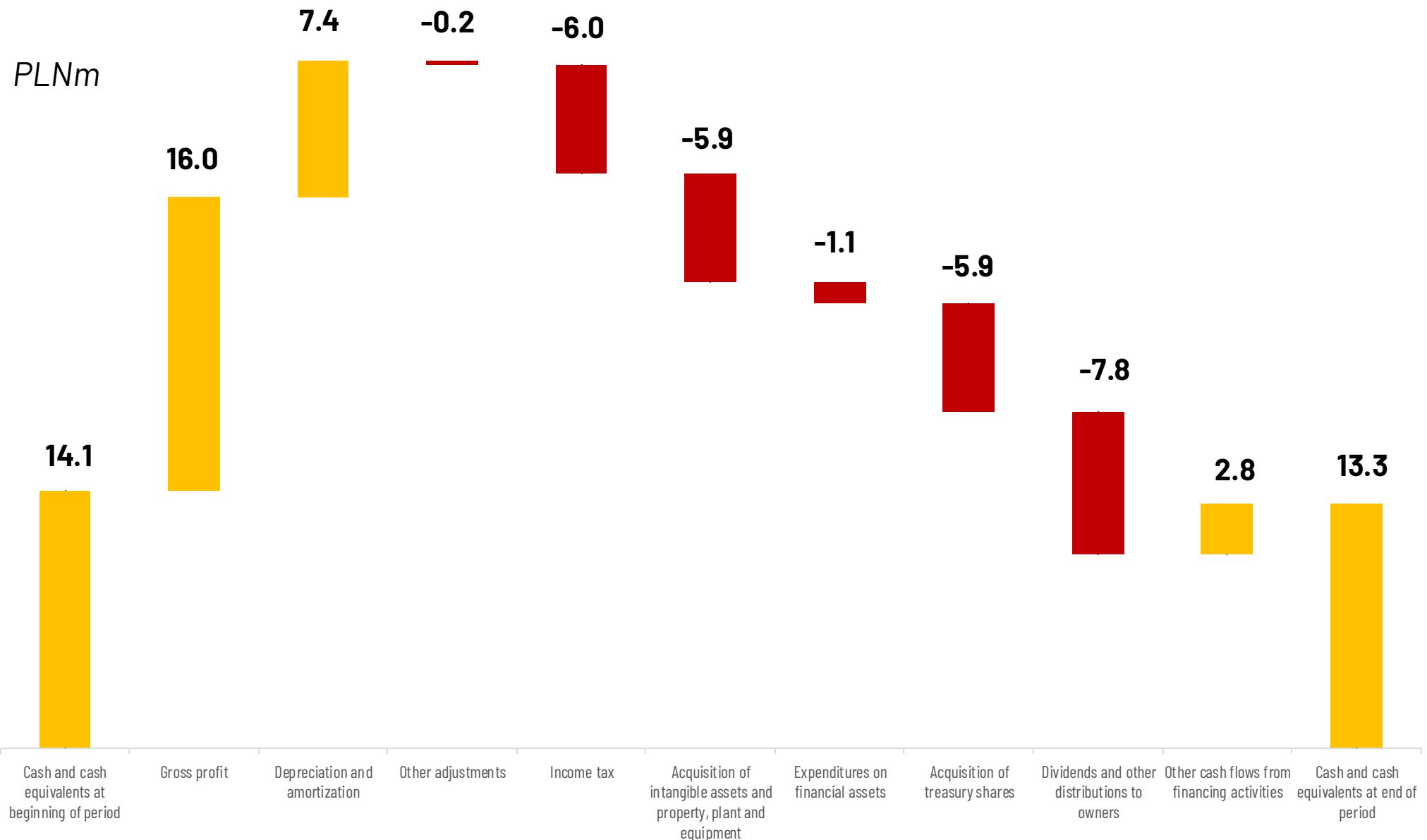
Geographic structure of sales (PLN thous.)		01.01 – 30.09.2025	01.01 – 30.09.2024
Country		46 443	48 164
Foreign		62 027	71 821
Total		108 470	119 985

Selected financial data

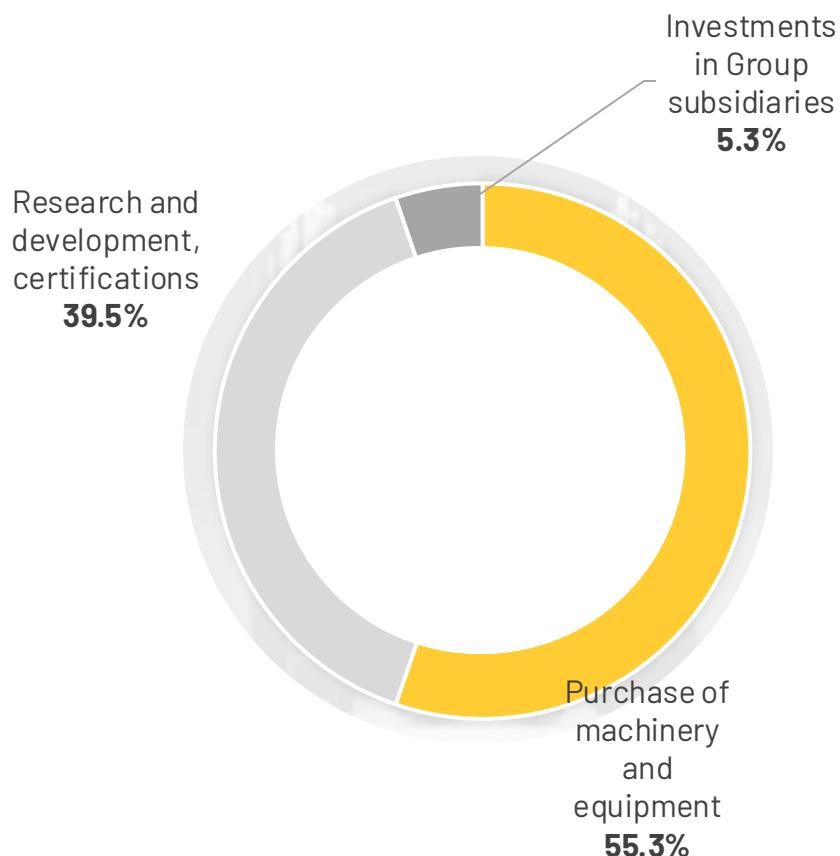
P&L (PLNm)	01.01 - 30.09.2025	01.01 - 30.09.2024	Change %	Balance sheet (PLNm)	30.09.2025	31.12.2024	Change %
Sales revenues	108.470	119.985	-9.6%	Non-current assets, including:	117.381	118.903	-1.3%
EBIT	15.240	22.411	-32.0%	Tangible fixed assets	85.894	87.968	-2.4%
EBITDA	22.642	28.878	-21.6%	Intangible assets	16.493	16.101	2.4%
Net profit	12.736	18.372	-30.7%	Goodwill	10.063	10.063	0.0%
Depreciation and amortisation	7.402	6.467	14.5%	Deferred tax assets	2.887	2.978	-3.1%
Net cash from operating activities	17.209	19.740	-	Current assets, including:	122.158	117.929	3.6%
Net cash in investing activities	-7.010	-2.438	-	Inventories	70.904	75.223	-5.7%
Net cash in financing activities	-10.959	-16.508	-	Trade and other short-term receivables	26.039	19.715	32.1%
				Other short-term financial assets	10.501	8.939	17.5%
				Cash	13.292	14.052	-5.4%
				Equity	227.075	223.837	1.4%
				Non-current liabilities	1.349	1.282	5.2%
				Current liabilities	11.115	11.713	-5.1%
				Total assets	239.539	236.832	1.1%

Profitability ratios	01.01 - 30.09.2025	01.01 - 30.09.2024	Change in Percentage Points	Leverage ratios	30.09.2025	31.12.2024	Change in Percentage Points
Gross profit margin	35.13%	38.01%	-2.88%	Debt to total assets ratio	5.20%	5.49%	-0.29
EBIT profit margin	14.05%	18.68%	-4.63%	Debt-to-equity ratio	5.49%	5.81%	-0.32
EBITDA profit margin	20.87%	24.07%	-3.19%	Stock market ratios		31.12.2024	Change %
Net profit margin	11.74%	15.31%	-3.57%	EPS*(in PLN)	1.48	2.01	-26.52%
Profitability ratios	30.09.2025	31.12.2024	Change in Percentage Points	EV/EBITDA*	6.70	5.88	13.99%
ROA*(Return on Assets)	6.69%	9.14 %	-2.45%	P/E*	12.32	9.66	27.56%
ROE*(Return on Equity)	7.05%	9.67%	-2.62%	P/BV	0.87	0.93	-6.55%

Cash flow



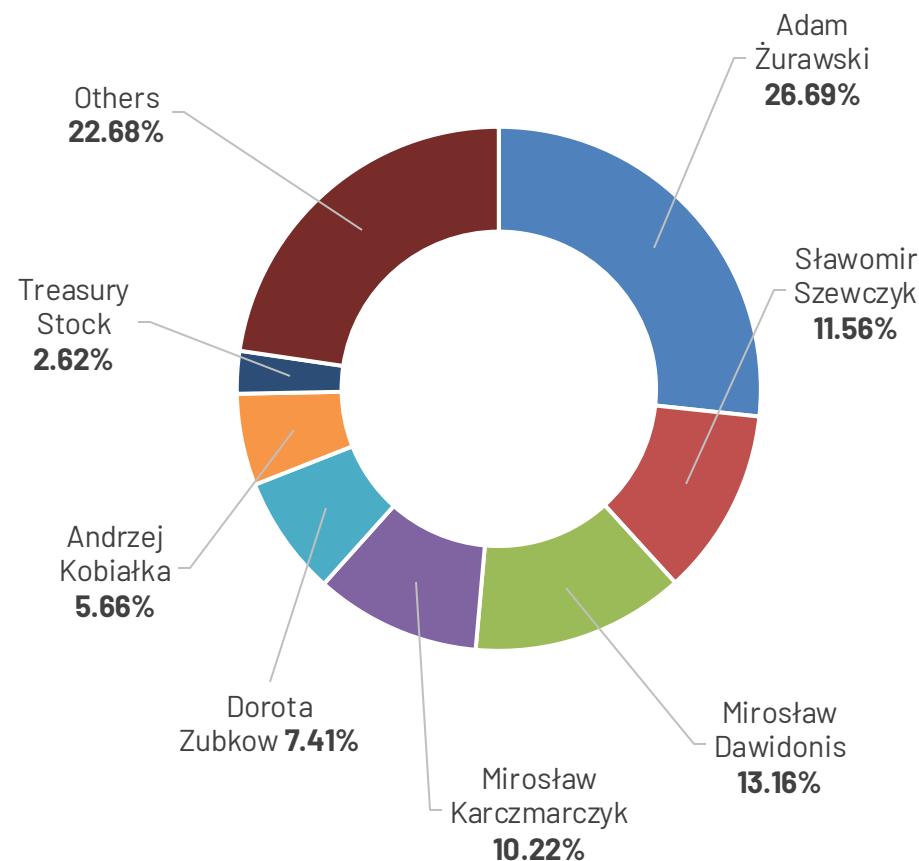
Investment expenditures



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
TOTAL:	5 981

Shareholding structure and stock price

STATUS AS OF 20.11.2025 (WITHOUT RELATED PERSONS)



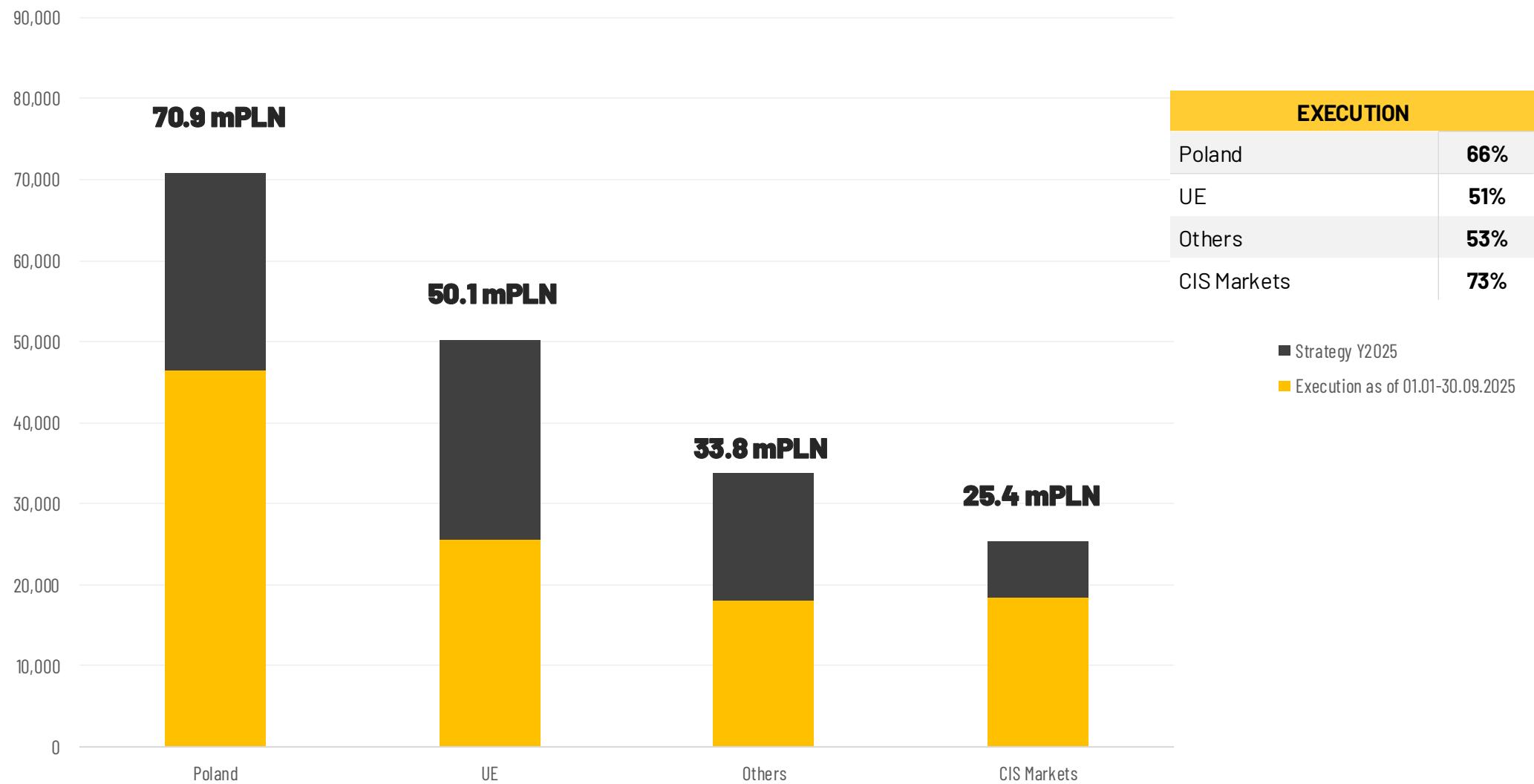
APLISENS STOCK PERFORMANCE COMPARED TO WIG (LAST 12 MONTHS)



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



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THANK YOU

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