



APLISENS®

# INVESTOR PRESENTATION

Financial results for the 2024






March 2025




APLISENS Group is a provider of industrial measurement and control equipment solutions, serving over 100 countries. They manufacture a wide range of devices for measuring pressure, pressure difference, level, temperature, and flow, which are utilized across various industries. The company owns pressure and temperature laboratories accredited by the Polish Centre for Accreditation (PCA), offering calibration services for pressure transducers, pressure difference transducers, and temperature sensors. Additionally, they have a laboratory for large flows dedicated to calibrating flow meters. As a result, APLISENS' key products are considered as fully-fledged equivalents to those of global leaders in the industry.

- **RECIPIENTS RELATED TO WATER MANAGEMENT AND ENVIRONMENTAL PROTECTION,**
- **OIL AND GAS EXTRACTION AND TRANSMISSION,**
- **SHIPBUILDING INDUSTRY,**
- **ENERGY AND HEATING,**
- **PETROCHEMICALS AND CHEMICAL INDUSTRY,**
- **HEAVY INDUSTRY, MINING, METALLURGY,**
- **RENEWABLE ENERGY SOURCES - HYDROPOWER PLANTS, BIOGAS PLANTS, GEOTHERMAL, WASTE INCINERATION PLANTS,**
- **TRANSPORTATION INDUSTRY - FUEL THEFT PREVENTION SYSTEM COMPONENTS,**
- **FOOD INDUSTRY,**
- **GAS INDUSTRY,**
- **PAPER INDUSTRY,**
- **PHARMACEUTICAL INDUSTRY,**
- **GLASS INDUSTRY,**
- **AUTOMOTIVE INDUSTRY.**

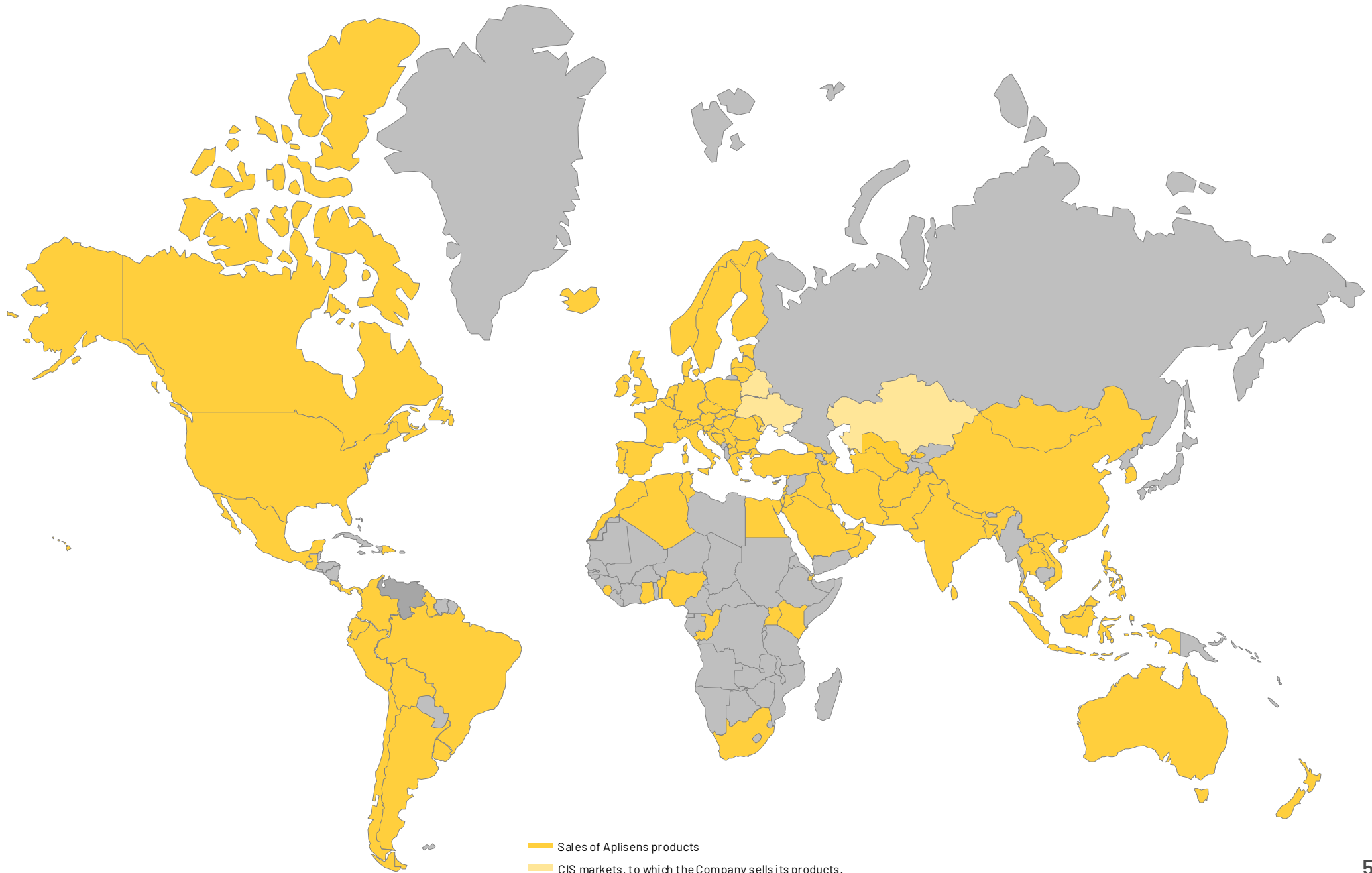


 <p><b>WATER SUPPLY AND WATER MANAGEMENT</b> CERTIFICATE PZH</p>	 <p><b>OIL AND GAS EXTRACTION AND TRANSMISSION</b> CERTIFICATE ATEX</p>	 <p><b>SHIPBUILDING INDUSTRY</b> CERTIFICATE DNV, ATEX</p>	 <p><b>ENERGY AND HEATING</b> CERTIFICATE ATEX, SIL</p>	 <p><b>PETROCHEMICALS AND CHEMICALS</b> CERTIFICATE ATEX, SIL</p>
ANALOG DEPTH SENSORS	INTELLIGENT PRESSURE TRANSMITTERS	ANALOG PRESSURE TRANSMITTERS	INTELLIGENT PRESSURE TRANSMITTERS	INTELLIGENT PRESSURE TRANSMITTERS
ANALOG PRESSURE TRANSMITTERS	INTELLIGENT TEMPERATURE TRANSMITTERS	ANALOG DEPTH SENSORS	INTELLIGENT TEMPERATURE TRANSMITTERS	INTELLIGENT TEMPERATURE TRANSMITTERS
FLOWMETERS	TEMPERATURE SENSORS		TEMPERATURE SENSORS	TEMPERATURE SENSORS
<p>REGIONS</p> <p>POLAND, EUROPEAN UNION, EGYPT, KAZAKHSTAN</p>	<p>REGIONS</p> <p>MIDDLE EAST, UNITED KINGDOM, BRAZIL, UNITED STATES</p>	<p>REGIONS</p> <p>EUROPEAN UNION, SOUTH KOREA, INDIA</p>	<p>REGIONS</p> <p>POLAND, EUROPEAN UNION, KAZAKHSTAN</p>	<p>REGIONS</p> <p>KAZAKHSTAN, EUROPEAN UNION, SOUTH-EAST ASIA</p>

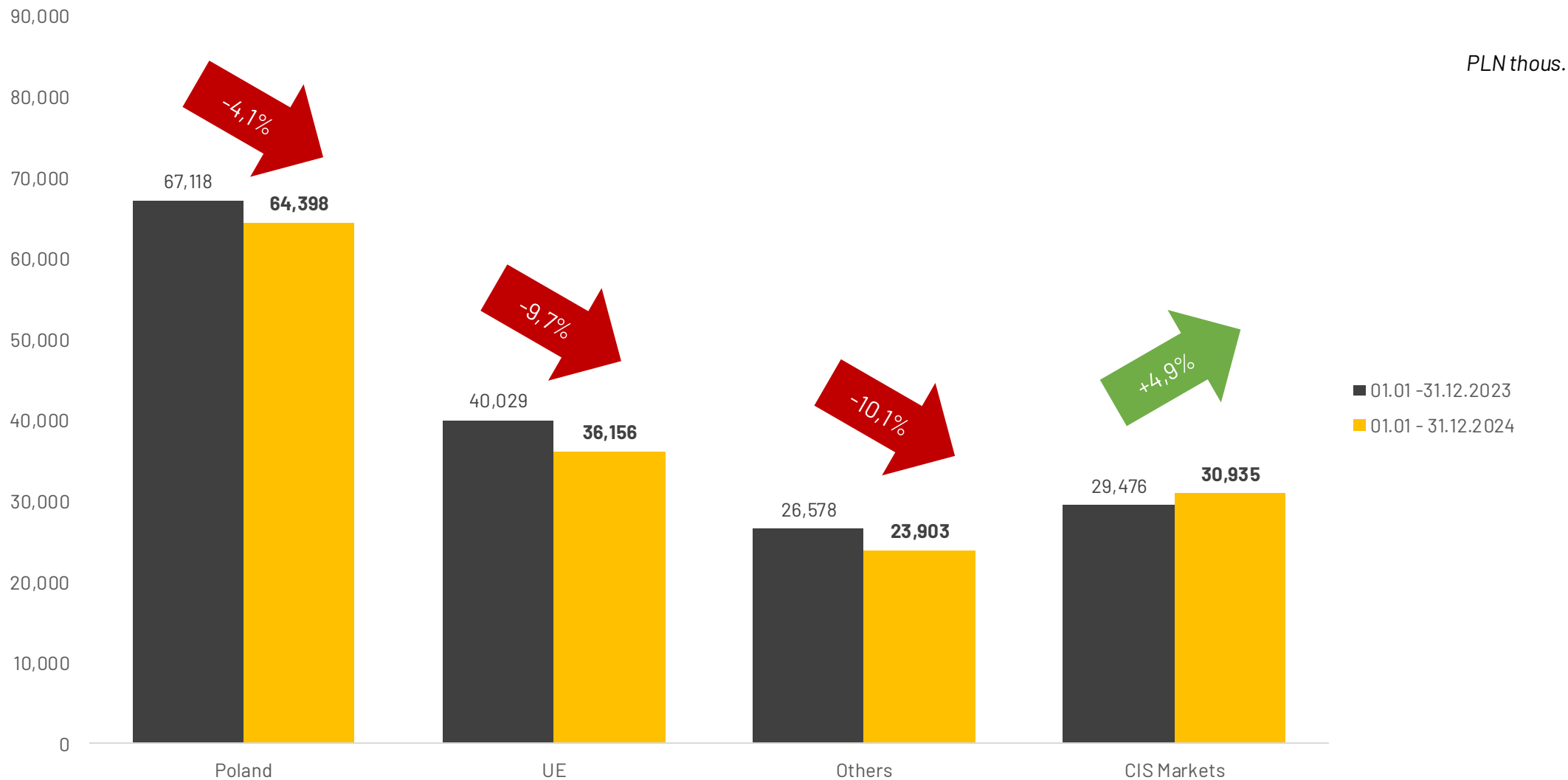
*ATEX - Certification for explosive environments, MID - Applications related to metering, SIL - Applications related to safety systems, DNV - Certification for maritime applications, PZH - Certification for contact with drinking water.*

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

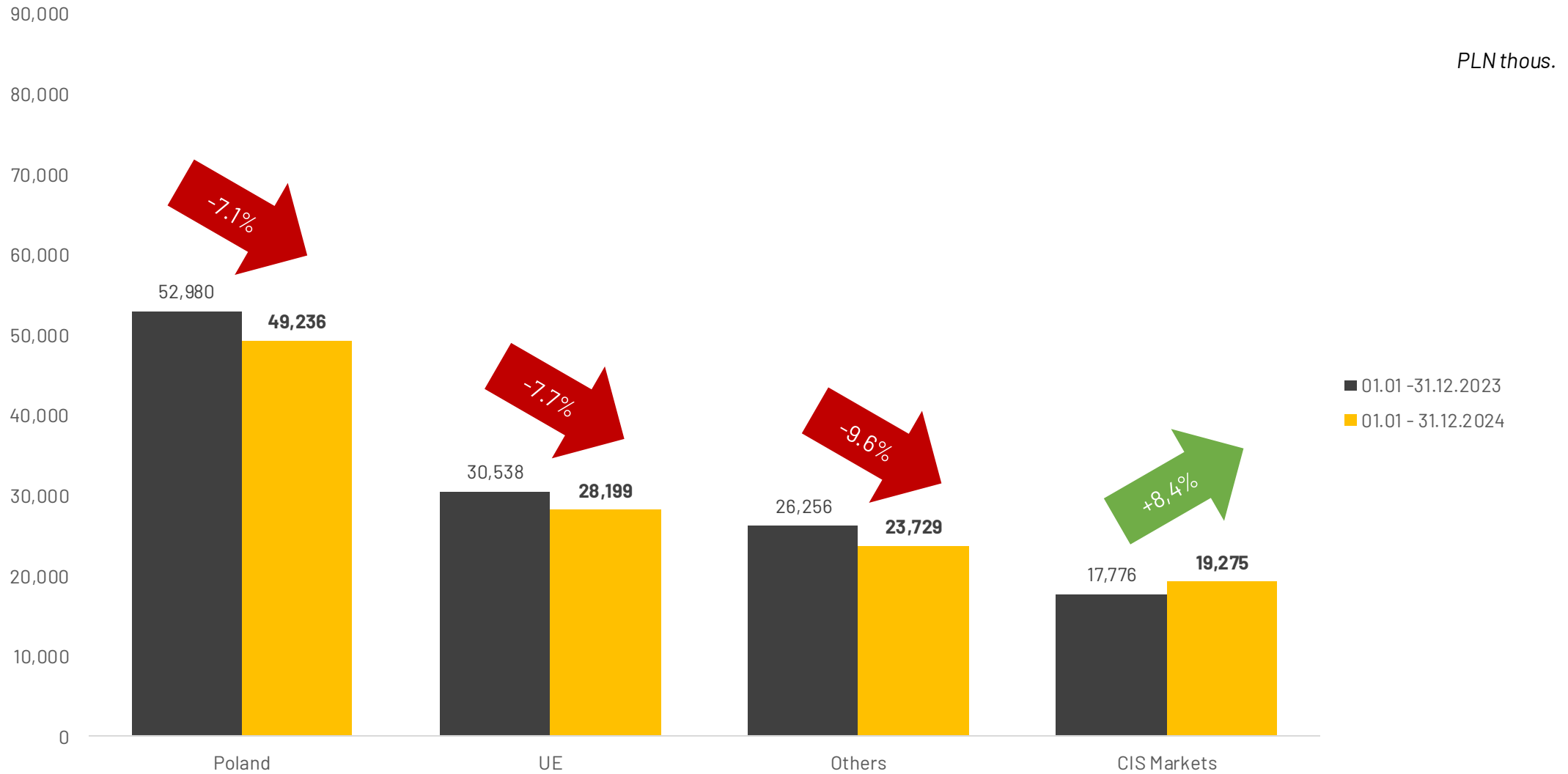
# Sales to global market



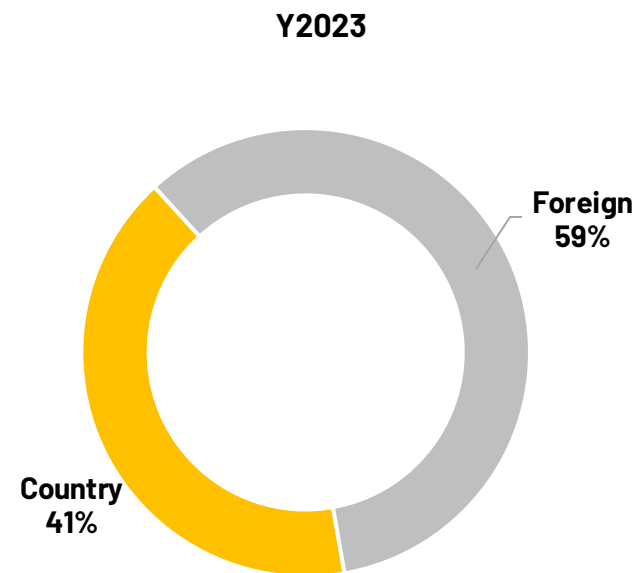
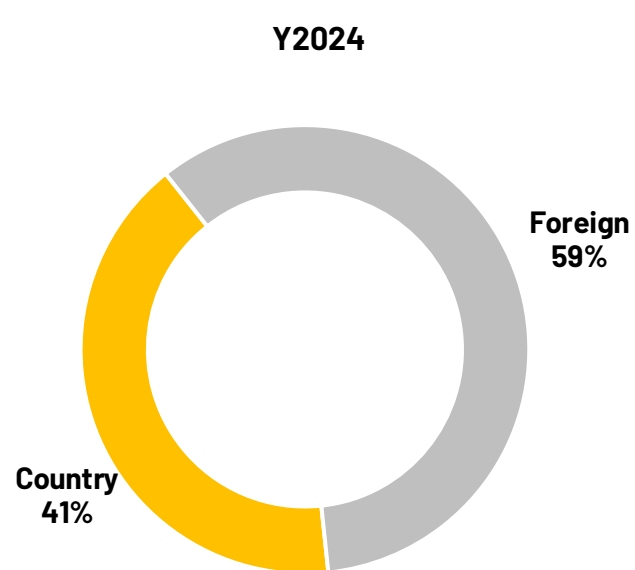
# Sales of the group by markets



# Unit sales by markets



# Geographic structure of sales



Geographic structure of sales (PLN thous.)	01.01 – 31.12.2024	01.01 – 31.12.2023
Country	64 398	67 118
Foreign	90 994	96 083
<b>Total</b>	<b>155 392</b>	<b>163 201</b>



## Selected financial data

P&L (PLNm)	01.01- 31.12.2024	01.01- 31.12.2023	Change %
Sales revenues	<b>155.392</b>	163.201	-4.8%
EBIT	<b>26.031</b>	40.201	-35.2%
EBITDA	<b>34.778</b>	47.619	-27.0%
Net profit	<b>21.651</b>	33.013	-34.4%
Depreciation and amortisation	<b>8.747</b>	7.418	17.9%
Net cash from operating activities	<b>26.978</b>	38.018	-
Net cash in investing activities	<b>-12.881</b>	-25.547	-
Net cash in financing activities	<b>-16.624</b>	-9.472	-

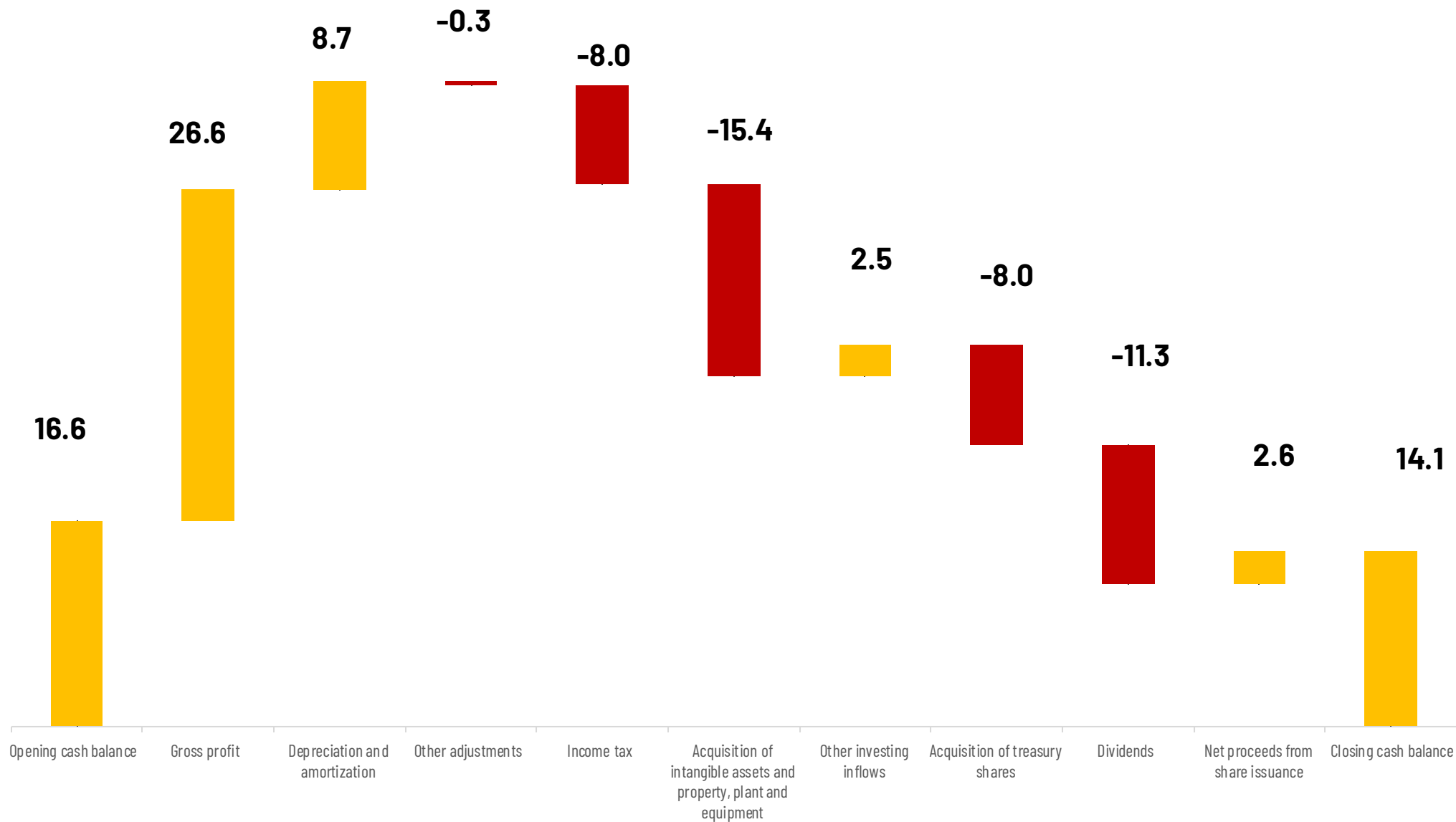
Balance sheet (PLNm)	31.12.2024	31.12.2023	Change %
Non-current assets, including:	<b>118.903</b>	112.672	5.5%
Tangible fixed assets	<b>87.968</b>	84.035	4.7%
Intangible assets	<b>16.101</b>	13.778	16.9%
Goodwill	<b>10.063</b>	10.063	0.0%
Deferred tax assets	<b>2.978</b>	2.999	-0.7%
Current assets, including:	<b>117.929</b>	119.471	-1.3%
Inventories	<b>75.223</b>	71.546	5.1%
Trade and other short-term receivables	<b>19.715</b>	20.433	-3.5%
Other short-term financial assets	<b>8.939</b>	10.913	-18.1%
Cash	<b>14.052</b>	16.579	-15.2%
Equity	<b>223.837</b>	214.570	4.3%
Non-current liabilities	<b>1.282</b>	1.344	-4.6%
Current liabilities	<b>11.713</b>	16.229	-27.8%
Total assets	<b>236.832</b>	232.143	2.0%

<b>Profitability ratios</b>	<b>01.01-31.12.2024</b>	01.01-31.12.2023	<i>Change in Percentage Points</i>
Gross profit margin	<b>36.93%</b>	41.71%	-4.78
EBIT profit margin	<b>16.75%</b>	24.63%	-7.88
EBITDA profit margin	<b>22.38%</b>	29.18%	-6.80
Net profit margin	<b>13.93%</b>	20.23%	-6.30
<b>Profitability ratios</b>	<b>31.12.2024</b>	31.12.2023	<i>Change in Percentage Points</i>
ROA* (Return on Assets)	<b>9.14%</b>	14.22%	-5.08
ROE* (Return on Equity)	<b>9.67%</b>	15.39%	-5.72

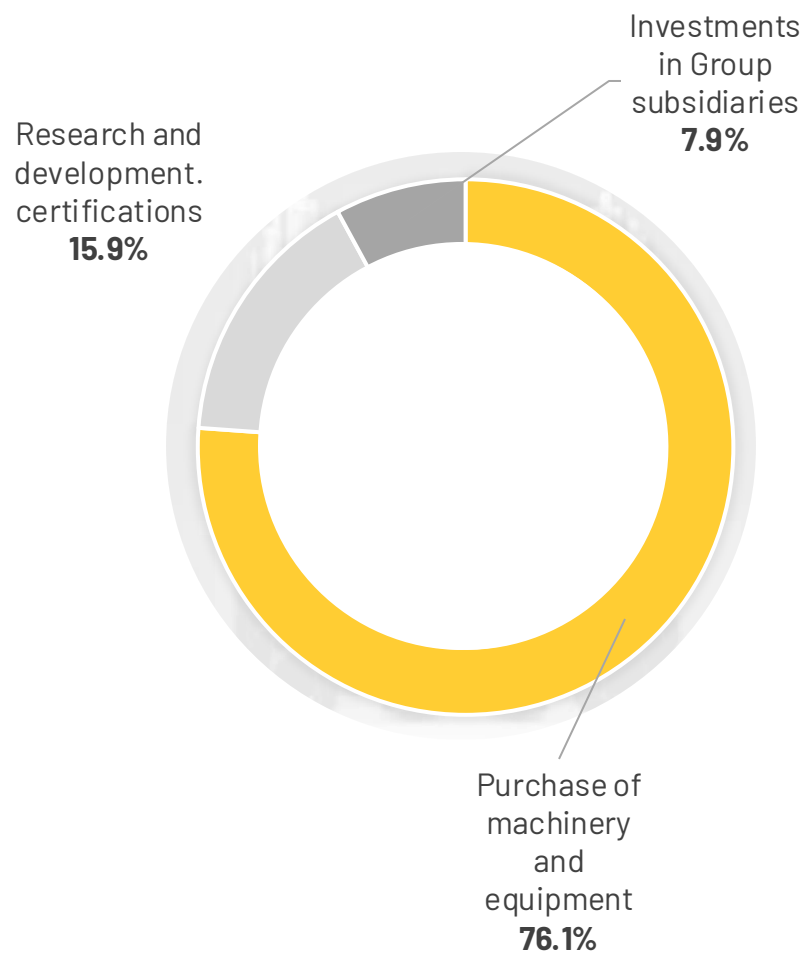
<b>Leverage ratios</b>	<b>31.12.2024</b>	31.12.2023	<i>Change in Percentage Points</i>
Debt to total assets ratio	<b>5.49%</b>	7.57%	-2.08
Debt-to-equity ratio	<b>5.81%</b>	8.19%	-2.38
<b>Stock market ratios</b>	<b>31.12.2024</b>	31.12.2023	<i>Change %</i>
EPS* (in PLN)	<b>2.01</b>	3.04	-33.95%
EV/EBITDA*	<b>5.88</b>	5.05	16.49%
P/E*	<b>9.66</b>	7.42	30.21%
P/BV	<b>0.93</b>	1.14	-18.02%

# Cash flow

PLNm



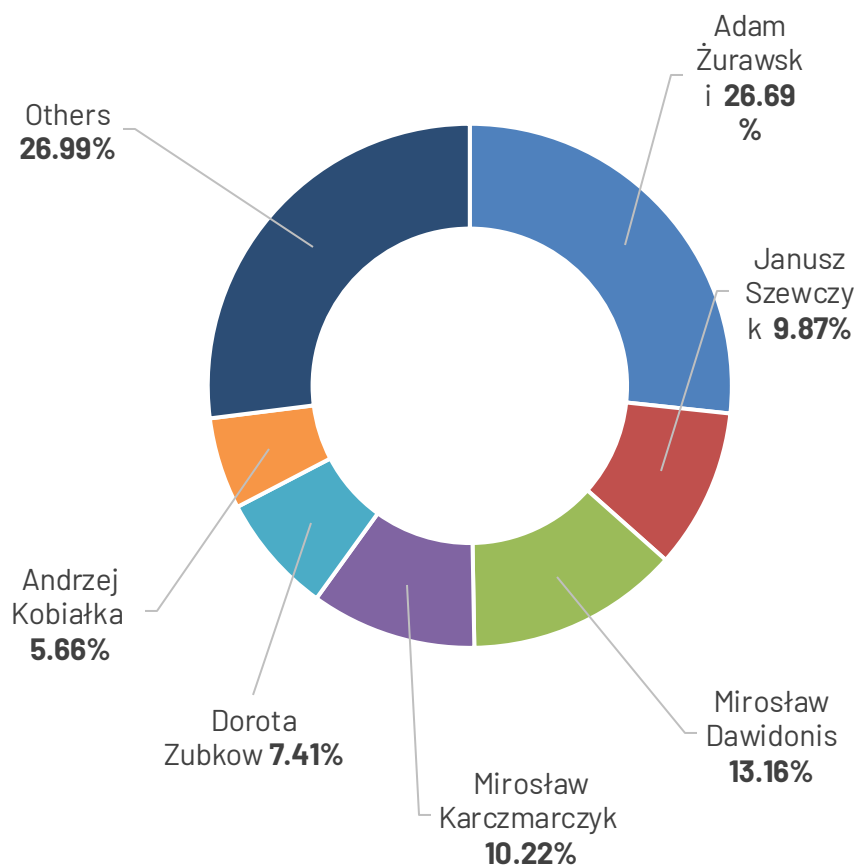
# Investment expenditures



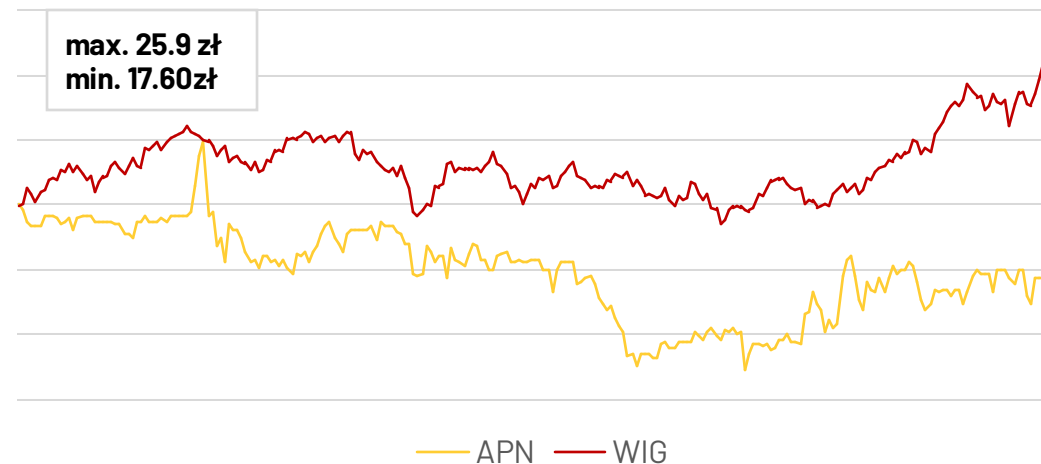
Investment expenditures for the period (01.01-31.12.2024 PLN thous.)	
Purchase of machinery and equipment	11 669
Research and development. certifications	2 442
Investments in Group subsidiaries	1 214
<b>TOTAL:</b>	<b>15 325</b>

# Shareholding structure and stock price

STATUS AS OF 27.03.2025 (WITHOUT RELATED PERSONS)



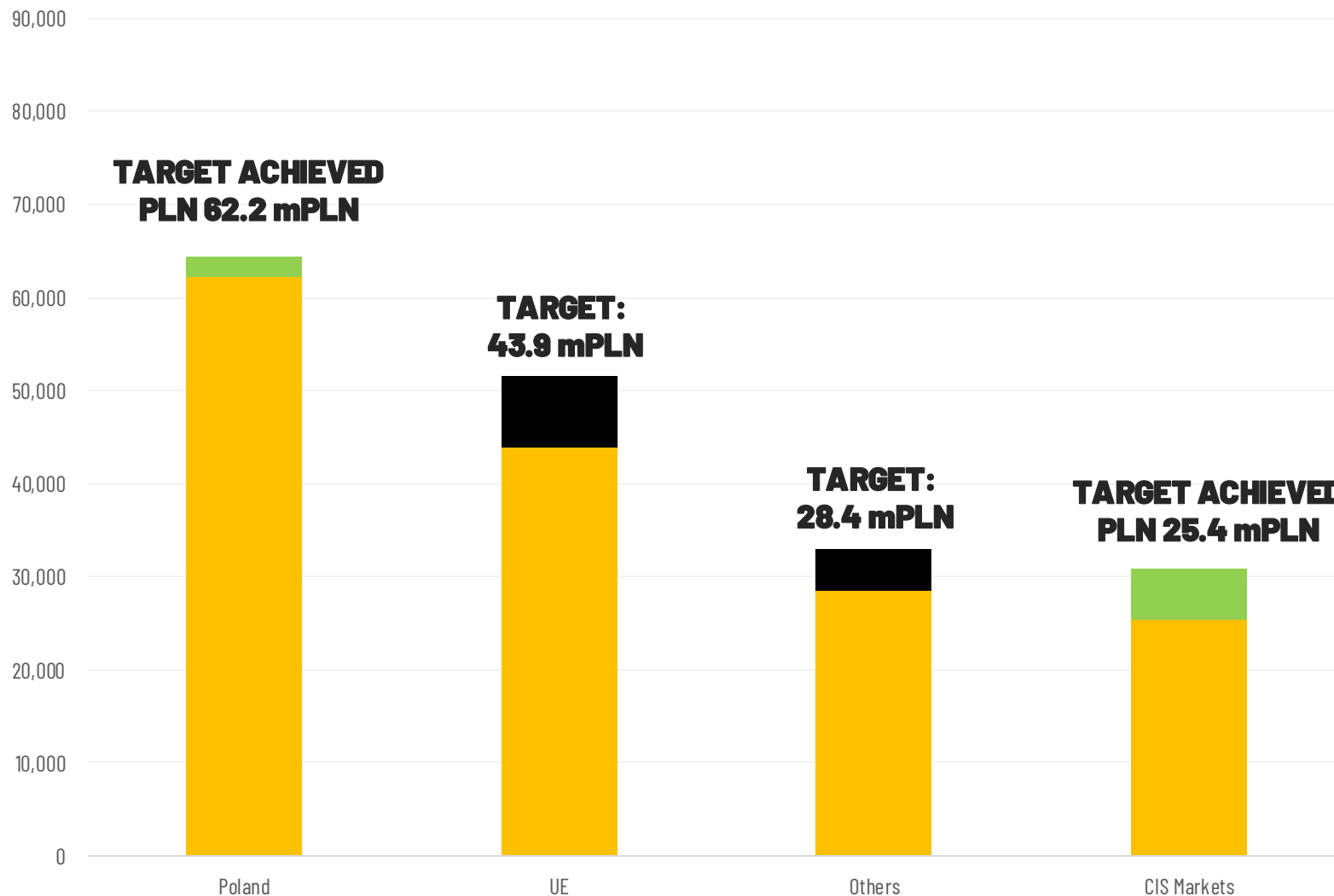
APLISENS STOCK PERFORMANCE COMPARED TO WIG (LAST 12 MONTHS)



<b>Number of shares:</b>	11 135 113
<b>Stock price (18.03.2025):</b>	21.00
<b>Market cap (excluding treasury stock)</b>	233.84
<b>Free float:</b>	26.99%
<b>P/E* (market share price/earnings per share):</b>	10.46
<b>P/BV* (market share price/book value):</b>	1.04
<b>EV/EBITDA:</b>	6.59

As of March 18, 2025

Chart illustrating the Group's 2024 revenue performance in line with the assumptions of the 2023-2025 strategy



EXECUTION	
Poland	104%
UE	82%
Others	84%
CIS Markets	122%

- Remaining
- Exceeding the 2024 strategic targets
- Execution as of 01.01-31.12.2024

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**THANK YOU**

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