Stabilisation of Results and Continued Optimisation Measures Across the APLISENS Group in Q3 2025

After the first three quarters of 2025, the APLISENS Group generated revenue of PLN 108.5 million, down 9.6% year-on-year. In Q3 alone, revenue amounted to PLN 36.7 million, representing an 11.3% decline vs. the corresponding period of 2024. The results were affected by lower order volumes, reduced margins, and lower market prices; however, the Group is already seeing the effects of optimisation initiatives launched in the second half of 2024.

In the first nine months of 2025, the Group reported a consolidated gross margin of 35.1%, compared to 38% a year earlier. Net profit reached PLN 12.7 million versus PLN 18.4 million in the same period of 2024. These declines stem primarily from lower order intake across most markets and a decrease in average selling prices.

"The results for the third quarter reflect the challenging market environment we have faced since mid-2024. Softer demand and pricing pressure remain visible across all core markets. At the same time, optimisation initiatives launched last year are now delivering tangible cost benefits. We continue to strengthen the Group's operational foundations to be well-positioned once market conditions improve," said **Adam Żurawski, CEO of APLISENS.**

The Management Board continued the adjustment measures initiated in H2 2024, including aligning headcount with the current scale of operations, both in the parent company and in CZAH-POMIAR.

The effects of these actions visible from Q3 2025 include a reduction in direct production costs. "In parallel, we are conducting the integration of production sites in Warsaw and Ostrów Wielkopolski, aimed at further improving operational efficiency and margins," added **Adam Żurawski.**

In the domestic market, the Group recorded Q3 2025 revenue of approx. PLN 16.2 million, down 5.7% y/y. The parent company reported a 3.3% decline in sales, CZAH-POMIAR a 14% decline, while APAR Control recorded a 6.2% y/y increase. The domestic market accounted for 44% of total revenue in Q3 (an increase of 2.6 pp y/y). For the nine-month period, domestic revenue amounted to PLN 46.4 million, down 3.6% y/y. Under the Group's 2023–2025 Strategy, the target for 2025 was a 14% increase in domestic revenue. Due to the exceptionally high base in 2024, the annual target will not be achieved. However, on a cumulative basis across the entire duration of the Strategy it remains achievable. To reach the target, approx. PLN 7.4 million of additional revenue is required in Q4, which the Management Board considers feasible.

In Q3 2025, revenue from EU markets amounted to PLN 8.6 million, down 20.9% y/y. The share of EU markets was 23.4% (a decline of 2.9 pp). Cumulatively, EU revenue reached PLN 25.6 million, 10.5% lower y/y. According to the 2023–2025 Strategy, the target for 2025 was a 14% increase in EU revenue. This target will not be met either on a full-year or cumulative basis. Approx. PLN 26.5 million in additional cumulative revenue is missing to achieve the strategic objective.

On other markets, the Group generated Q3 2025 revenue of PLN 5.3 million, broadly in line with the prior year. Cumulatively, revenue reached nearly PLN 18 million, representing a 4.6% y/y decline, with the share of this segment increasing to 16.6%. Sales to Asian markets grew 7.3% y/y, while sales to the Americas declined 38.6% y/y. Under the 2023–2025 Strategy, the 2025 goal was a 19% increase in revenue on other markets. This target will not be achieved; approx. PLN 14.7 million of cumulative revenue is missing, which is unlikely to be recovered in Q4.

Revenue from CIS markets amounted to PLN 6.6 million in Q3 2025, down 19.5% y/y. Cumulatively, revenue totalled PLN 18.5 million a 24.3% y/y decrease while the segment's share fell to 17%. Non-consolidated subsidiaries APLISENS Ukraine and APLISENS Middle Asia also recorded year-on-year declines. The Strategy assumed maintaining CIS market revenue at levels comparable throughout 2023–2025. On a cumulative basis, this target has been achieved: cumulative revenue amounted to PLN 77.4 million vs. PLN 76.1 million projected in the Strategy. However, due to the current geopolitical situation, the share of CIS markets is expected to continue declining in favour of the domestic market and other export markets.

In R&D, the Group continues work on the project “Development and Implementation of a New Generation of Electromagnetic Flow Meters for Measuring Low-Conductivity Liquids with High Resistance to Stray Currents,” co-financed by the National Centre for Research and Development (NCBR). On 5 November 2025, APLISENS received the first funding tranche of PLN 455 thousand. The total project cost is PLN 25.9 million, with total co-financing of PLN 9.4 million. The project will enable further portfolio diversification and entry into new market segments.

During the first three quarters of 2025, the APLISENS Group allocated PLN 6 million to capital expenditures, mostly for machinery and equipment purchases, R&D activities, and certifications.

APLISENS continued its dividend policy. The Management Board recommended a dividend of PLN 0.70 per share, representing 38.02% of the 2024 net profit. The dividend record date was 10 July 2025, and the payment date was 7 August 2025. As part of the ongoing share buyback programme, the Company repurchased 292,163 shares at PLN 20.10 per share, for a total consideration of PLN 5.9 million.