



APLISENS®

INVESTOR PRESENTATION

Financial results for the 9M24






NOVEMBER 2024 r.




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.**

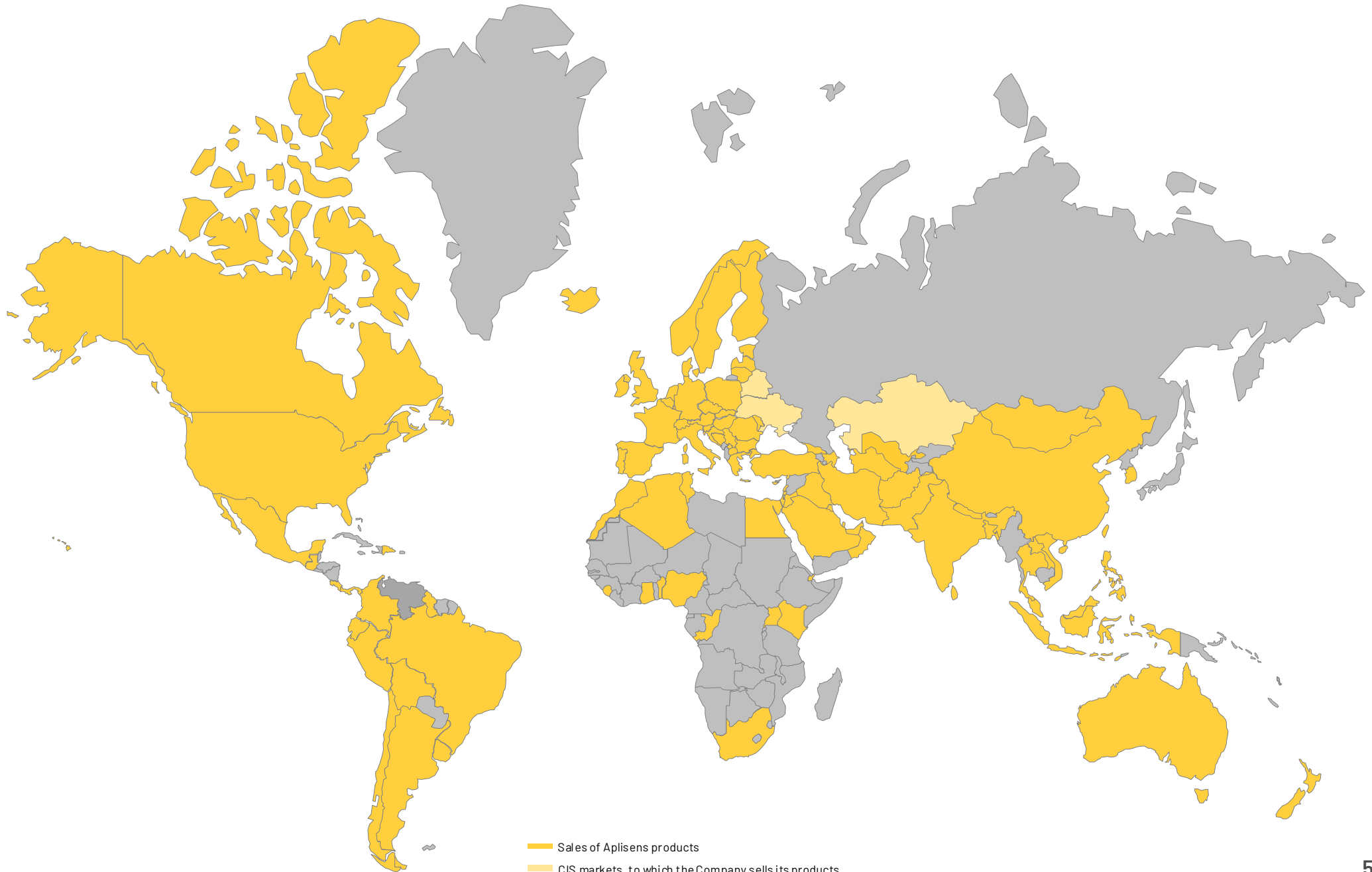


 <p>WATER SUPPLY AND WATER MANAGEMENT CERTIFICATE PZH</p>	 <p>OIL AND GAS EXTRACTION AND TRANSMISSION CERTIFICATE ATEX</p>	 <p>SHIPBUILDING INDUSTRY CERTIFICATE DNV, ATEX</p>	 <p>ENERGY AND HEATING CERTIFICATE ATEX, SIL</p>	 <p>PETROCHEMICALS AND CHEMICALS CERTIFICATE ATEX, SIL</p>
ANALOG DEPTH SENSORS	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>HEAVY INDUSTRY, MINING, METALLURGY 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>RENEWABLE ENERGY SOURCES CERTIFICATE ATEX</p>	<p>ANALOG DEPTH SENSORS</p>	<p>ANALOG PRESSURE TRANSMITTERS</p>	<p>FLOWMETERS</p>	<p>REGIONS EUROPEAN UNION, POLAND</p>
 <p>GAS INDUSTRY 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>AUTOMOTIVE INDUSTRY NO CERTIFICATE</p>	<p>TEMPERATURE SENSORS</p>		<p>ANALOG PRESSURE TRANSMITTERS</p>	<p>REGIONS EUROPEAN UNION, POLAND</p>

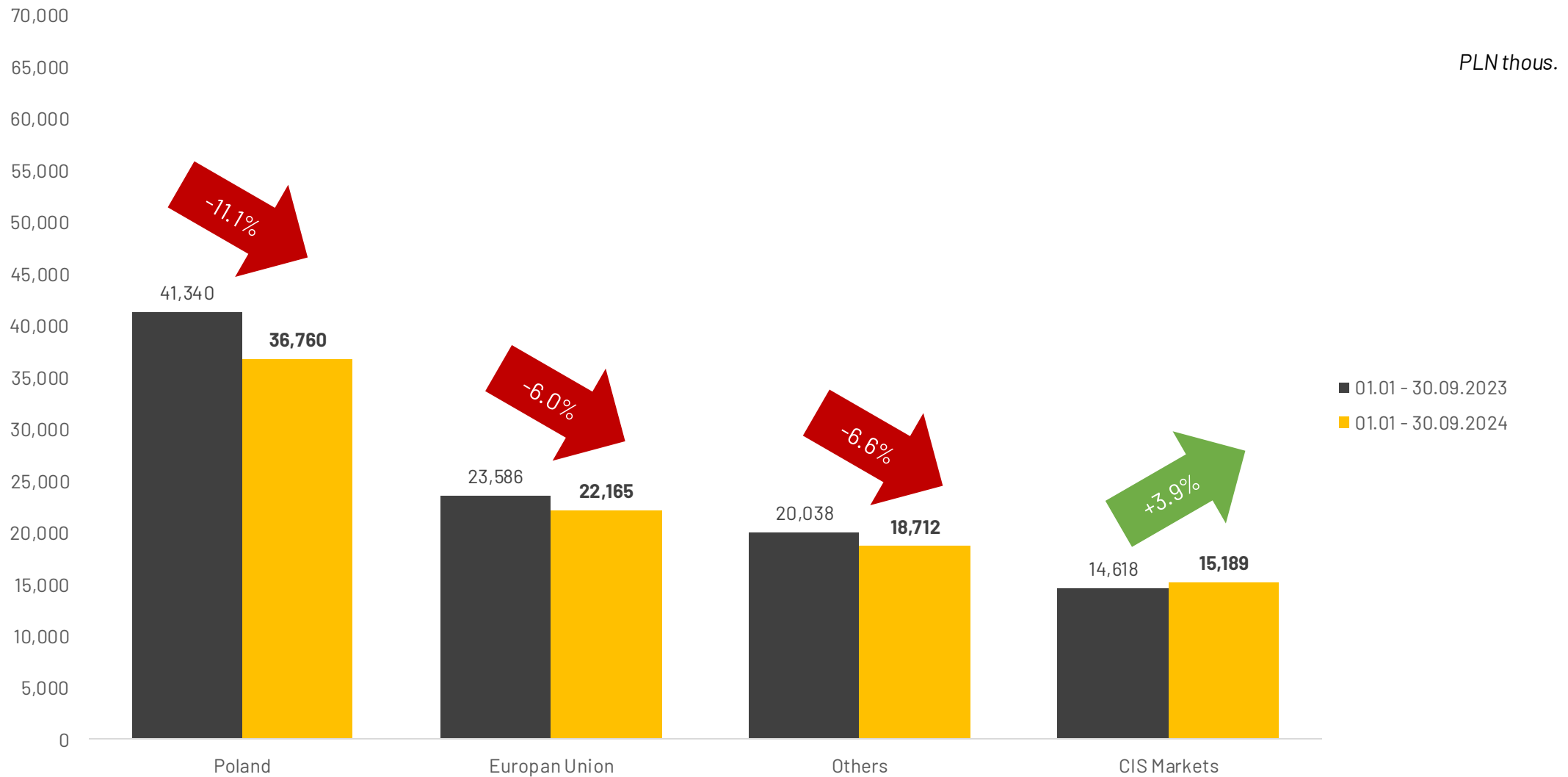
Sales to global market



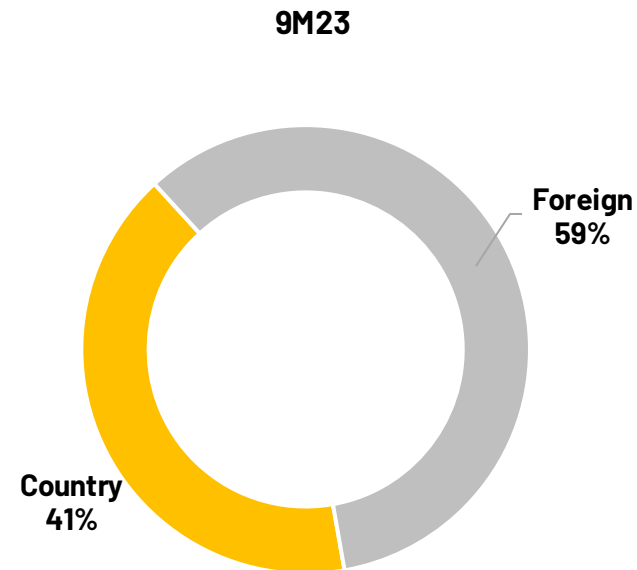
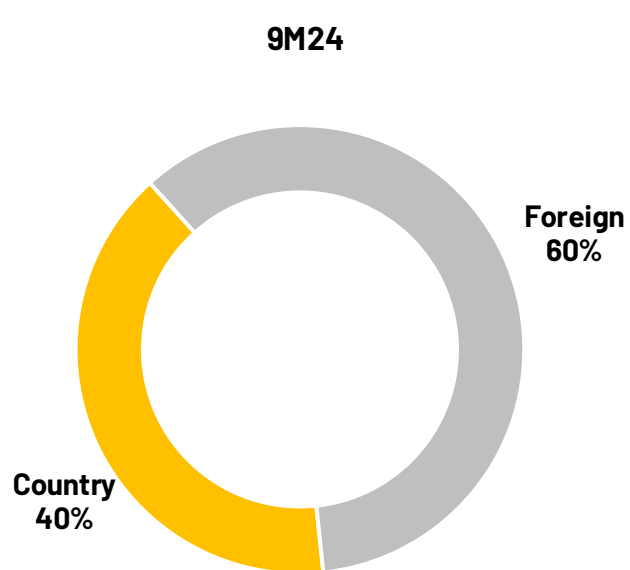
Sales of the group by markets



Unit sales by markets



Geographic structure of sales



Geographic structure of sales (PLN thous.)	01.01 – 30.09.2024	01.01 – 30.09.2023
Country	48 164	51 275
Foreign	71 821	74 700
Total	119 985	125 975

Selected financial data

P&L (PLNm)	01.01- 30.09.2024	01.01- 30.09.2023	Change %
Sales revenues	119.985	125.975	-4.8%
EBIT	22.411	34.391	-34.8%
EBITDA	28.878	39.764	-27.4%
Net profit	18.372	28.483	-35.5%
Depreciation and amortisation	6.467	5.373	20.4%
Net cash from operating activities	19.740	24.986	-
Net cash in investing activities	-2.438	-17.635	-
Net cash in financing activities	-16.508	-9.377	-

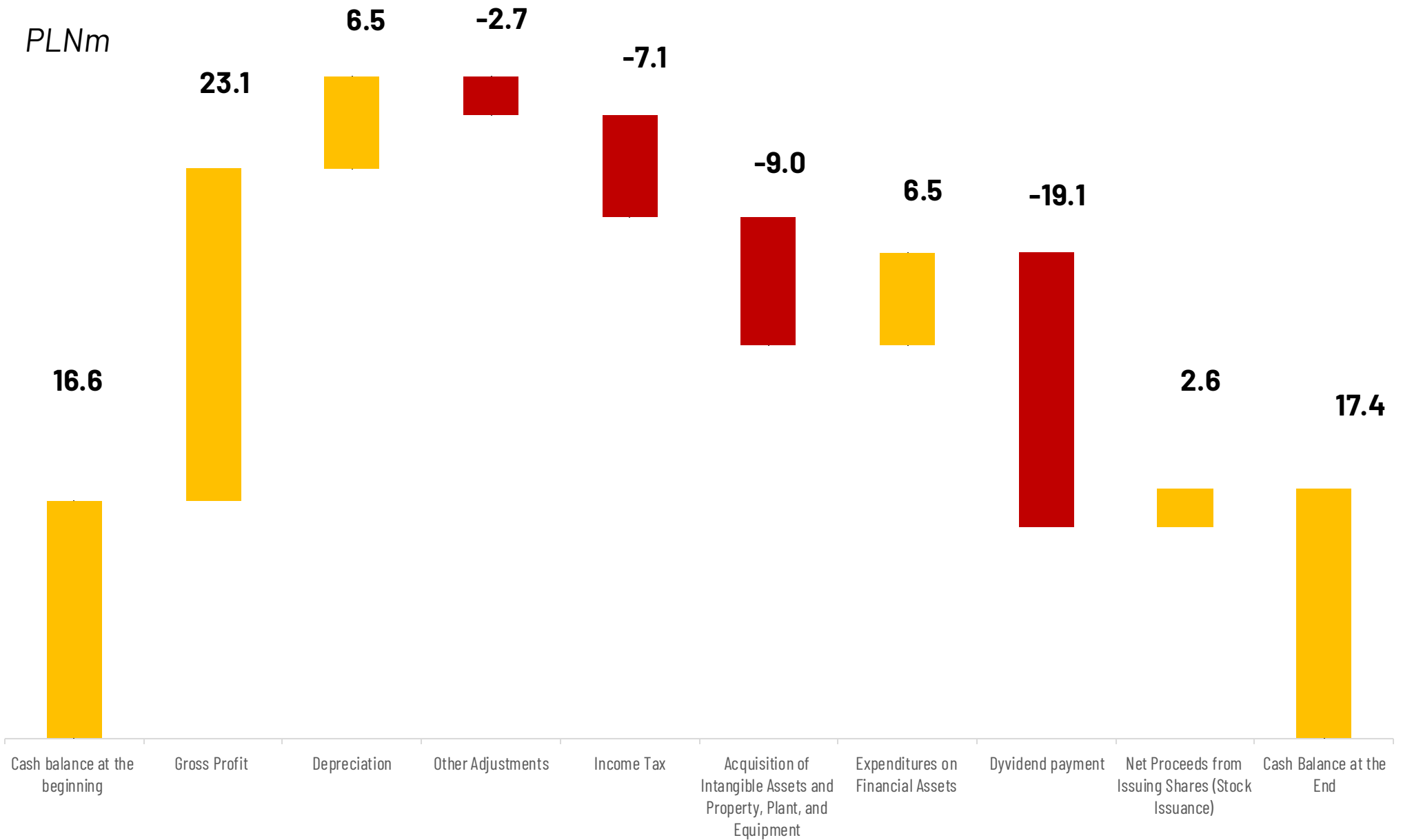
Balance sheet (PLNm)	30.09.2024	31.12.2023	Change %
Non-current assets, including:	117.949	112.672	4.7%
Tangible fixed assets	88.061	84.035	4.8%
Intangible assets	14.998	13.778	8.9%
Goodwill	10.063	10.063	0.0%
Deferred tax assets	3.034	2.999	1.2%
Current assets, including:	118.679	119.471	-0.7%
Inventories	71.997	71.546	0.6%
Trade and other short-term receivables	24.317	20.433	19.0%
Other short-term financial assets	4.992	10.913	-54.3%
Cash	17.373	16.579	4.8%
Equity	218.623	214.57	1.9%
Non-current liabilities	1.314	1.344	-2.2%
Current liabilities	16.691	16.229	2.8%
Total assets	236.628	232.143	1.9%

Profitability ratios	01.01-30.09.2024	01.01-30.09.2023	<i>Change in Percentage Points</i>
Gross profit margin	38.01%	42.86%	-4.85
EBIT profit margin	18.68%	27.30%	-8.62
EBITDA profit margin	24.07%	31.56%	-7.49
Net profit margin	15.31%	22.61%	-7.30
Profitability ratios	30.09.2024	31.12.2023	<i>Change in Percentage Points</i>
ROA* (Return on Assets)	9.68%	14.22%	-4.54
ROE* (Return on Equity)	10.48%	15.39%	-4.91

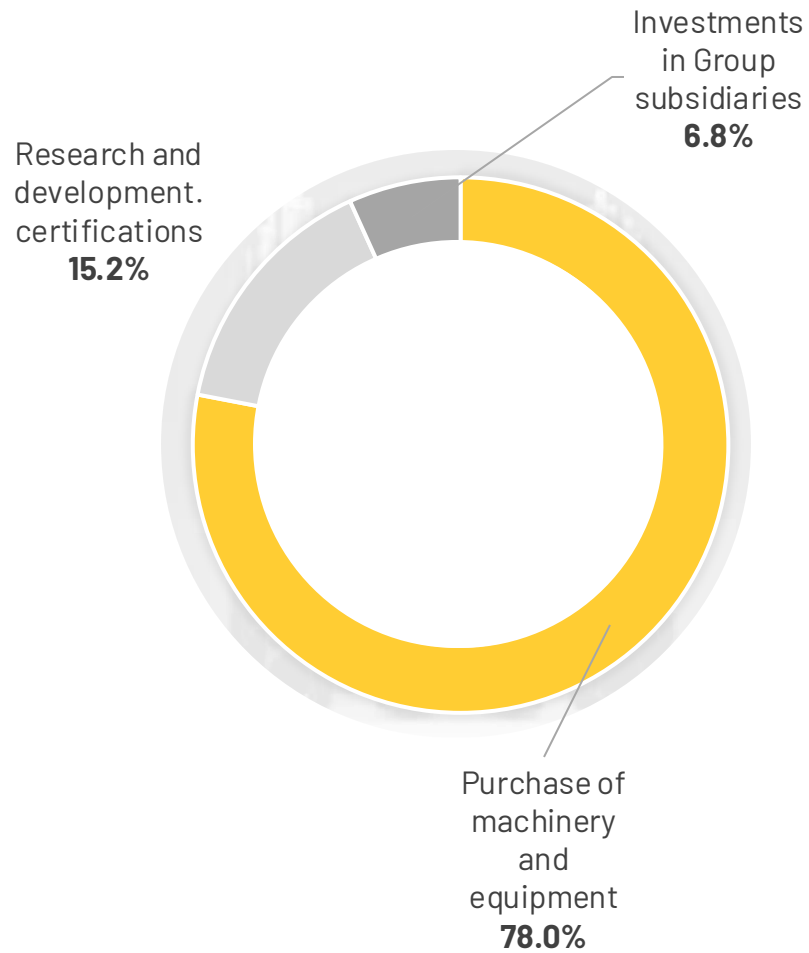
Leverage ratios	30.09.2024	31.12.2023	<i>Change in Percentage Points</i>
Debt to total assets ratio	7.61%	7.57%	0.04
Debt-to-equity ratio	8.24%	8.19%	0.05
Stock market ratios	30.09.2024	31.12.2023	<i>Change %</i>
EPS* (in PLN)	2.12	3.04	-30.1%
EV/EBITDA*	6.10	5.05	20.9%
P/E*	9.75	7.42	31.3%
P/BV	1.02	1.14	-10.4%

Cash flow

PLNm



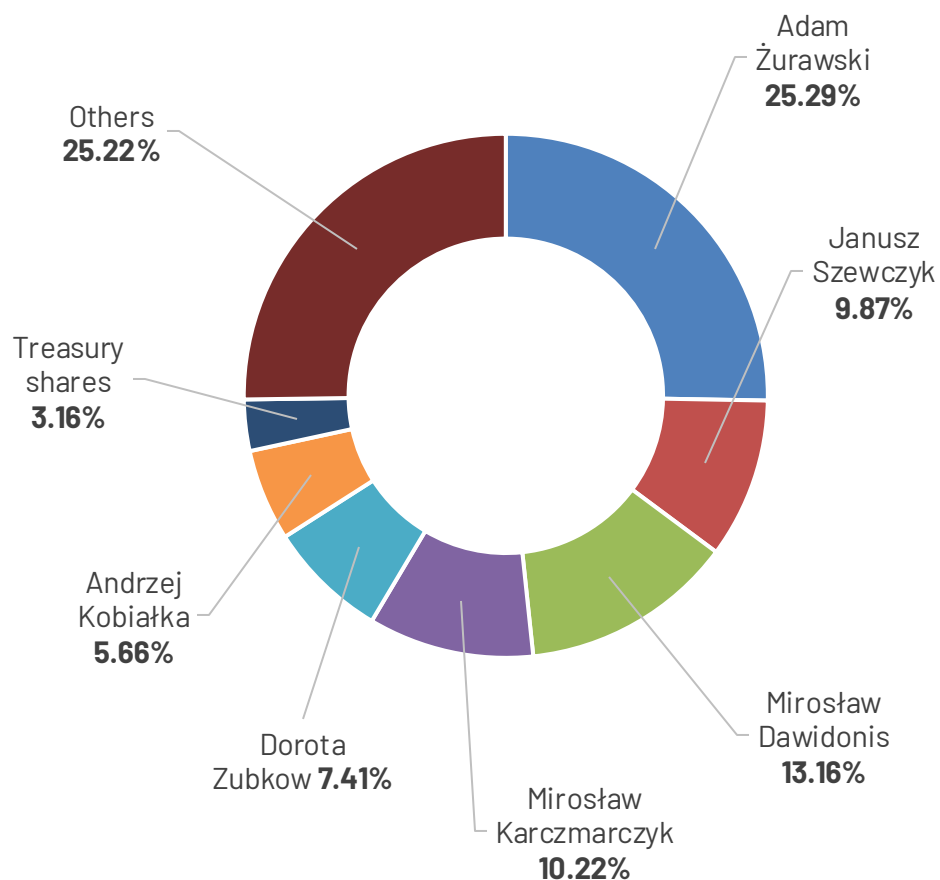
Investment expenditures



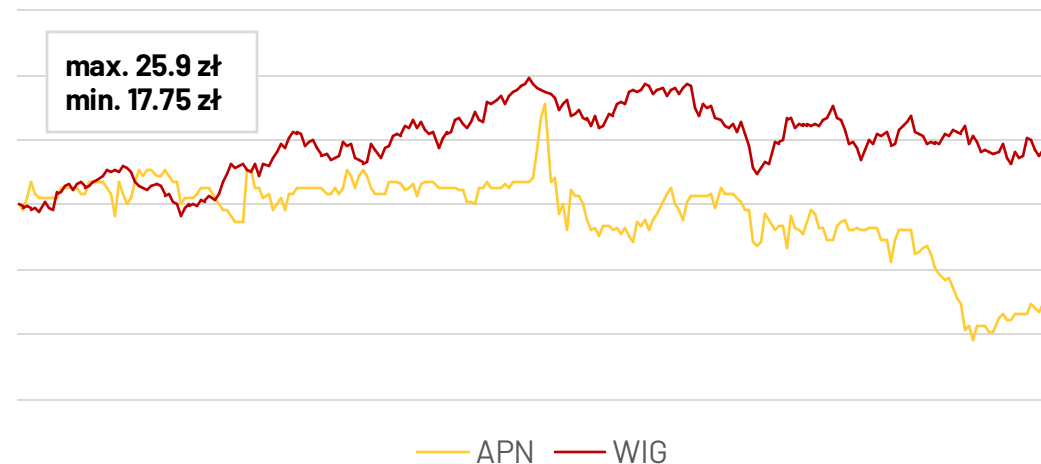
Investment expenditures for the period (01.01-30.09.2024 PLN thous.)	
Purchase of machinery and equipment	9 286
Research and development. certifications	1 810
Investments in Group subsidiaries	806
TOTAL:	11 902

Shareholding structure and stock price

STATUS AS OF 27.11.2024 (WITHOUT RELATED PERSONS)



APLISENS STOCK PERFORMANCE COMPARED TO WIG (LAST 12 MONTHS)

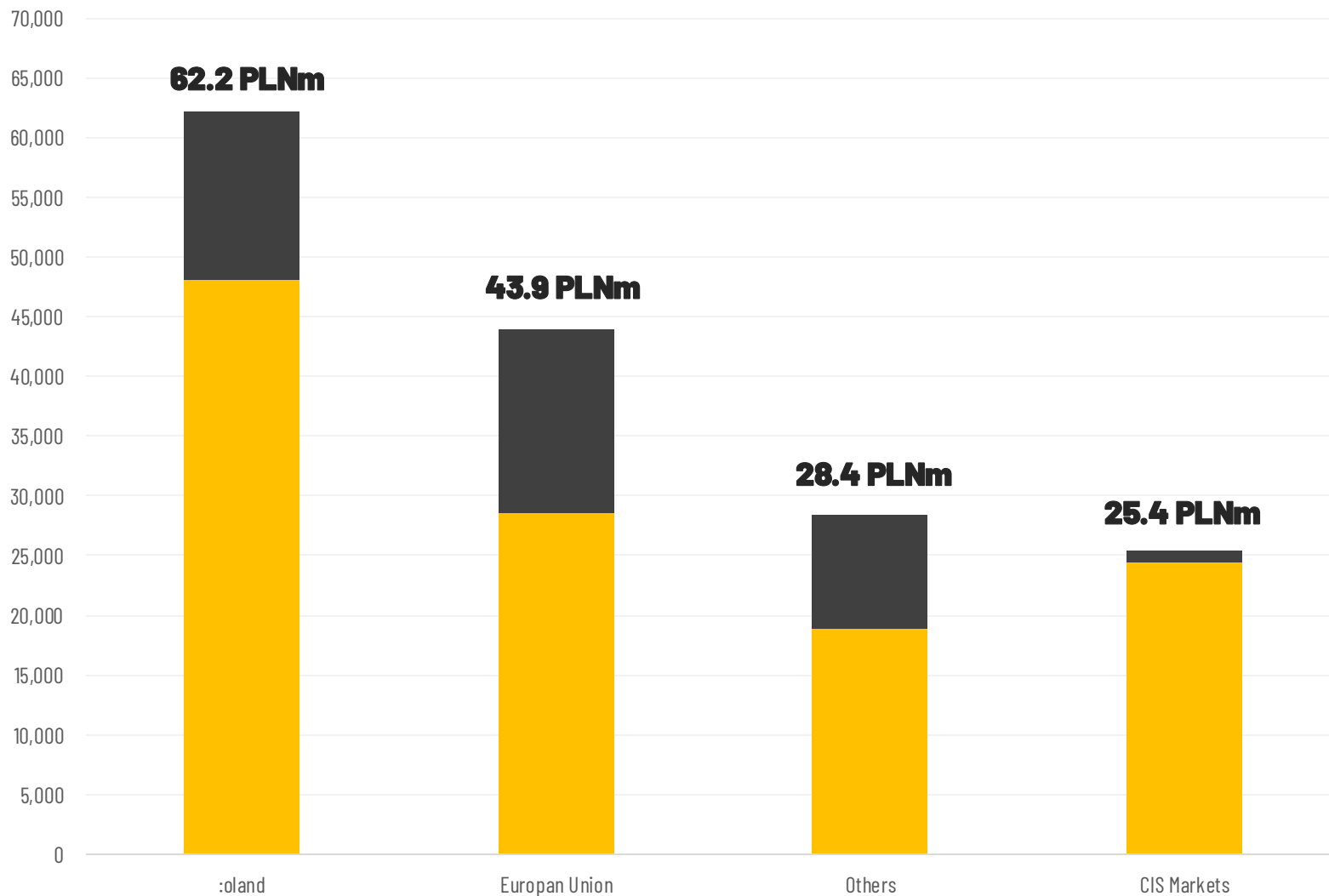


Number of shares:	10 782 861
Stock price (18.11.2024):	18.80 PLN
Market cap (excluding treasury stock)	202.72 PLNm
Free float:	25.22%
P/E* (market share price/earnings per share):	8.85
P/BV* (market share price/book value):	0.93
EV/EBITDA:	5.55

STATUS AS OF 18.11.024

Strategy for the years 2023-2025

A chart illustrating the Group's sales revenue performance in the first nine months of 2024 in line with the strategic assumptions



EXECUTION	
Poland	77%
European Union	65%
Others	66%
CIS Markets	96%

■ Strategy Y2024
■ Execution as of 01.01-30.09.2024

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THANK YOU

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