

Company presentation of Apator Group



Aparator Group



An international group of manufacturers of **measuring devices and systems**, providing solutions for the **automation of power grid operation**.

Developing solutions for **RES** and in the field of **automation and robotization** for industrial enterprises.



Corporate video of Apator Group



History of Apator Group



The birth of switchgear production in the newly established **'Pomorskie Zakłady Wytwórcze Aparatury Niskiego Napięcia' – PZWANN** (now Apator)

Privatization of Apator

Debut on the Warsaw Stock Exchange

Process of building a strong capital group



1897 1925 1948 1949 1993 1997 2004 2005 2008 2008 2014 2022

Over 70 years of experience in the production of gas meters

Over 90 years of experience in the production of water meters

Over 120 years of experience in the production of electricity meters

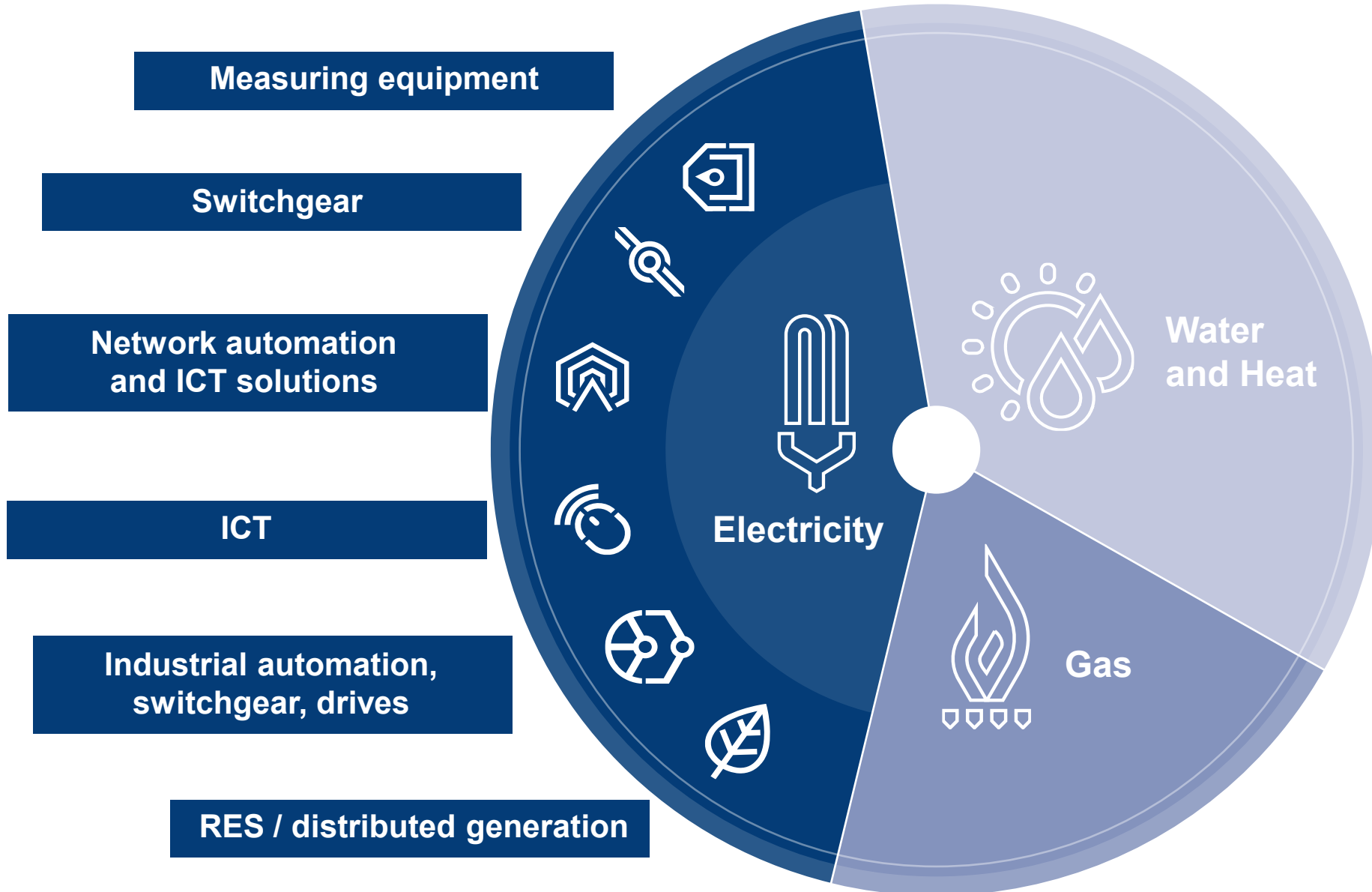
Systems supporting the management of grid assets for energy infrastructure

Power Engineering and Industrial Automation (incorporated into the corporate structure of Apator SA in 2022)

Modern production plant of Apator Powogaz in Jaryszki near Poznań

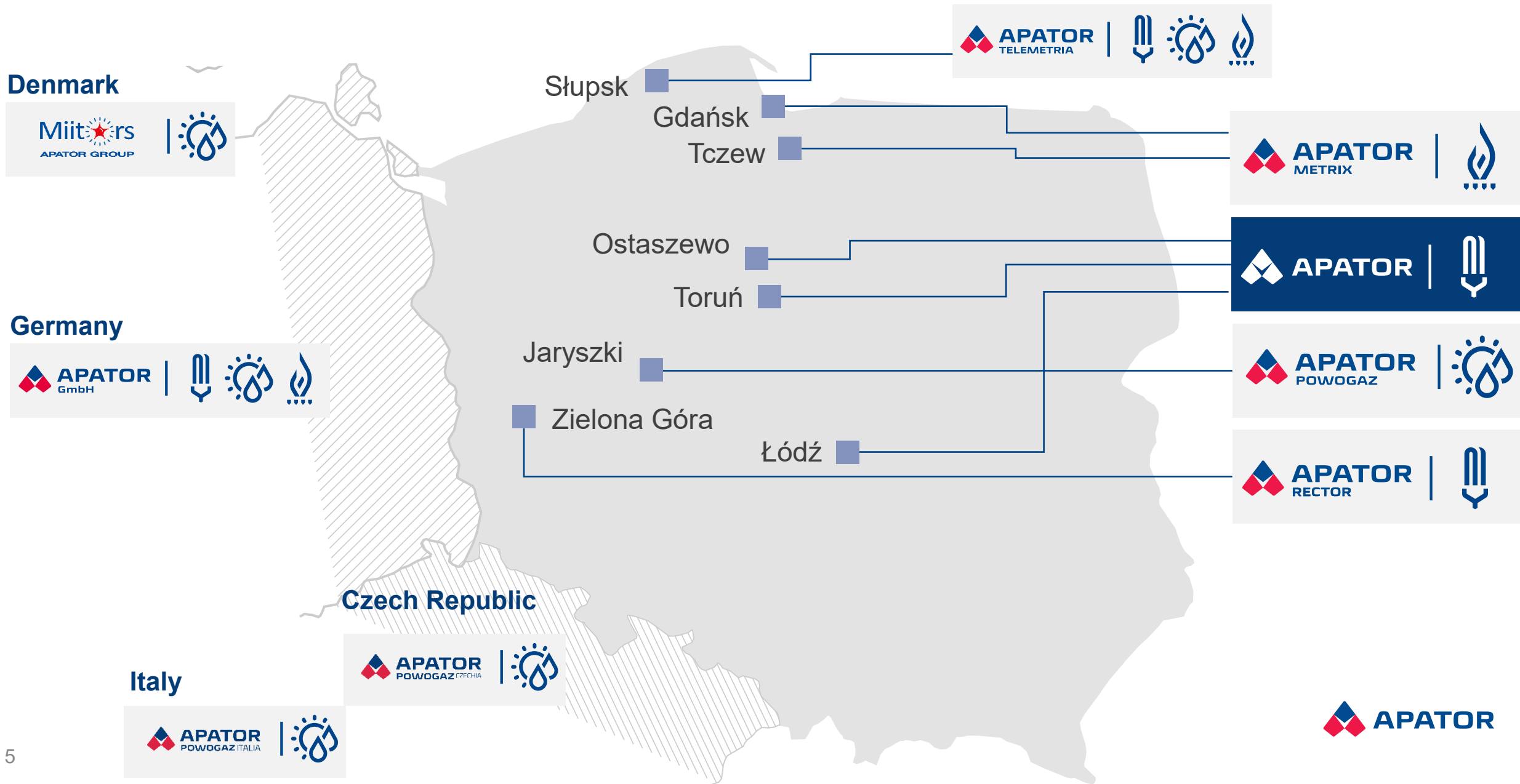


Apator Group today



We implement **technologically advanced products and services** for the measurement of electricity, water, heat and gas, including **smart solutions and systems** for managing energy distribution networks.

Apator Group's activity



Primary production facilities in Poland

Ostaszewo
near Toruń



Production of electricity
meters and switchgear



Łódź



Production of automated
protection systems
and telemechanics



Jaryszki
near Poznań



Production of water
and heat meters



Tczew



Production of gas
meters



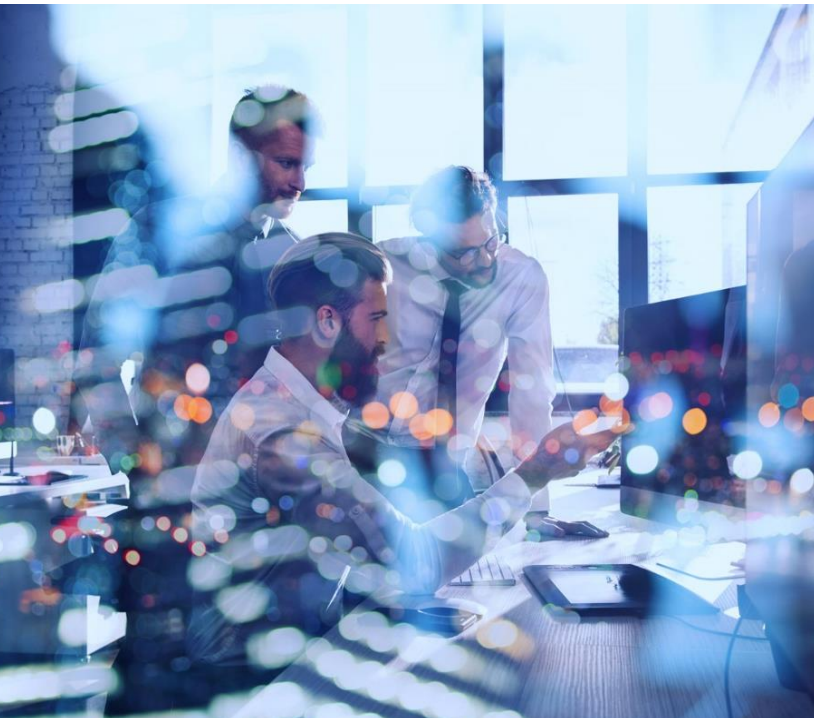
What we are proud of

11 companies
in the Group



6

manufacturing
plants



7

R&D offices



Over
2 300
employees



Our market position

Distribution
of products
to over **60** countries

Leader
on the Polish market

Strong market
position in **EMEA**



Aptor on the Warsaw Stock Exchange

Publicly traded
for over 27 years



Joint-stock company



Stock index **sWIG80**
and **WIGdiv**



Apator Group's values and Code of Ethics

Responsibility

- we keep our word
- we always provide products and services in the quality and time expected by our clients, partners and associates
- we are fully involved in the undertaken actions



Cooperation

- we are a team
- we openly and closely cooperate to achieve the organization's goals
- we respect our partners and associates



Development

- we actively pursue and implement new solutions and groundbreaking innovations
- we are constantly developing our competences



Agility

- we are open to change
- we intelligently and efficiently adapt our actions to the needs of the market and the organization



Code of Ethics

Code of ethics is a set of practices and directions, applied both in business relations with customers, suppliers and business partners, as well as constituting the basis of relations and cooperation between our team members.



[Download](#)

Vision, mission

VISION

We are the first choice in providing integrated solutions of the future for the energy and water sectors.

MISSION

We create technologies to support customers in the responsible and sustainable management of energy utilities and water.

Value creation model



Summary of financial objectives 2028



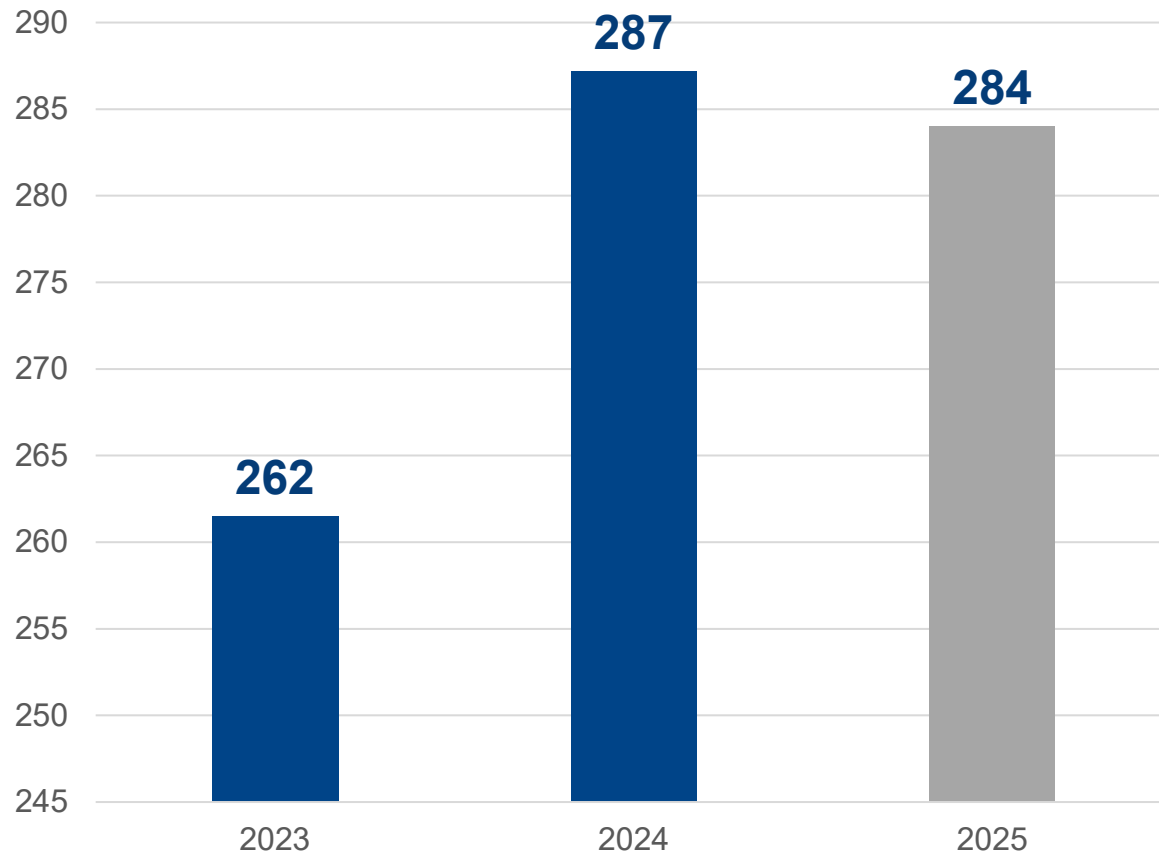
1. Revenue from sales	Annual growth rate of 8–10%*
2. EBITDA	Improvement of 5–6 p.p.*
3. DN/EBITDA	Ratio <2.0
4. CAPEX	5–7% of revenue
5. DIVIDEND	Up to 75% of profit of Apator SA

*compared to 2023

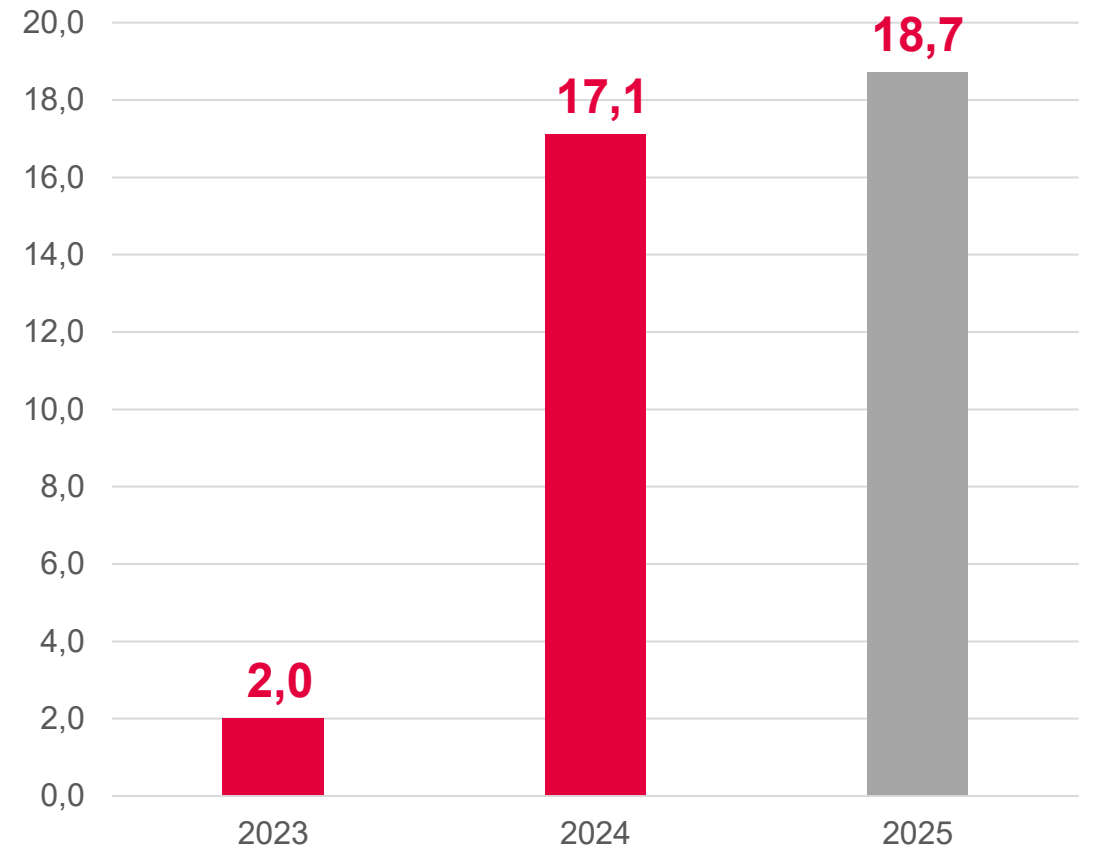
Apator Group's revenues



Revenues – million EUR

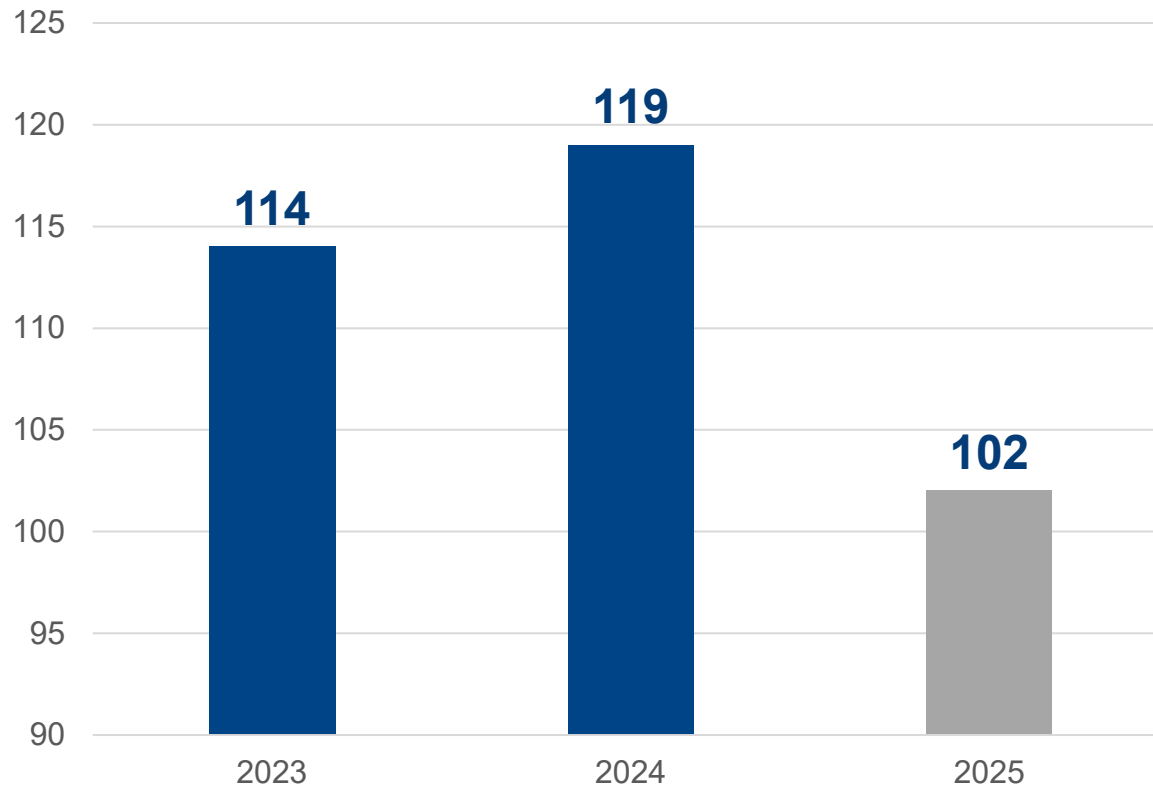


Net profit – million EUR

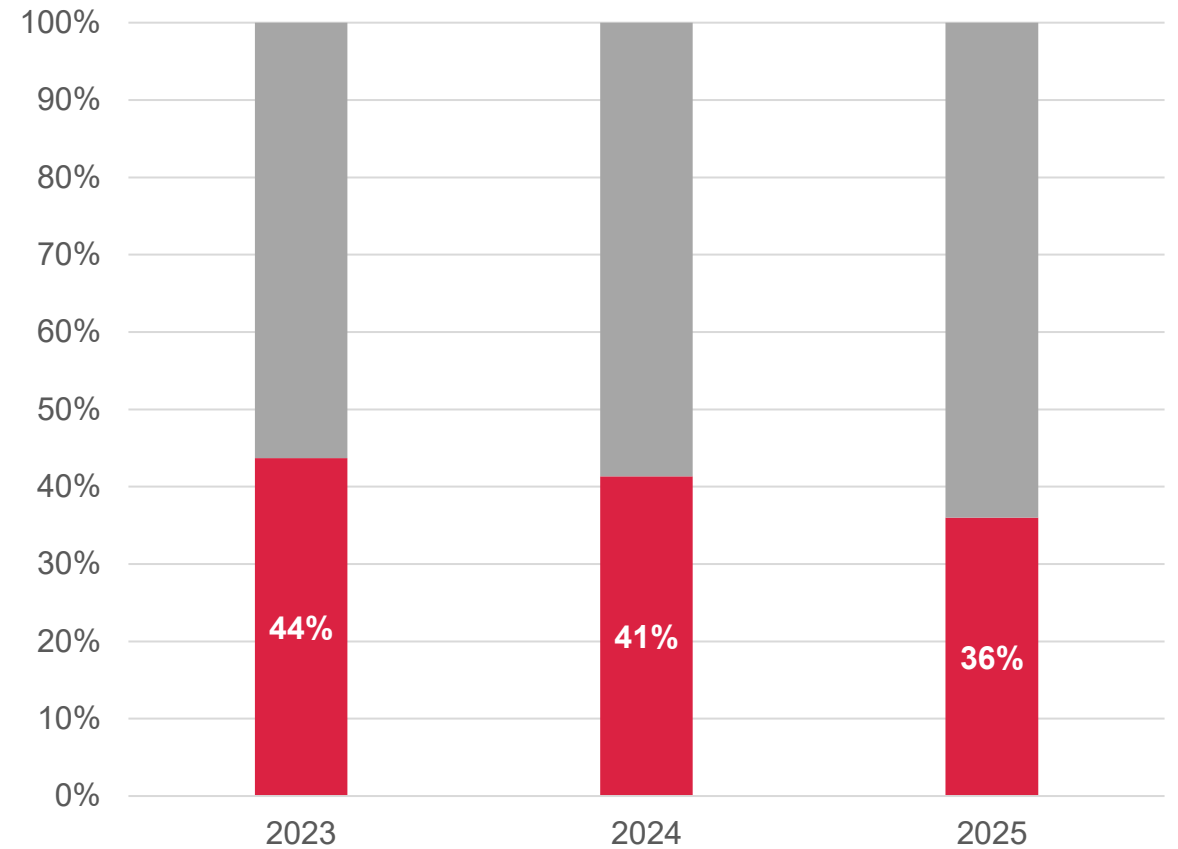


Export

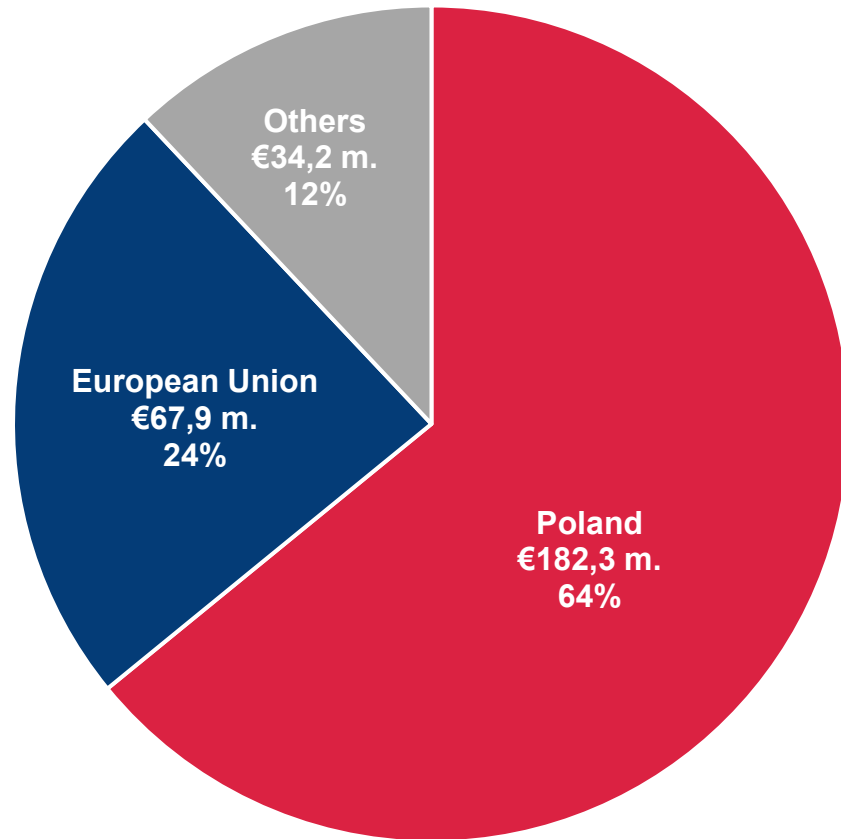
Revenues from export sales – million EUR



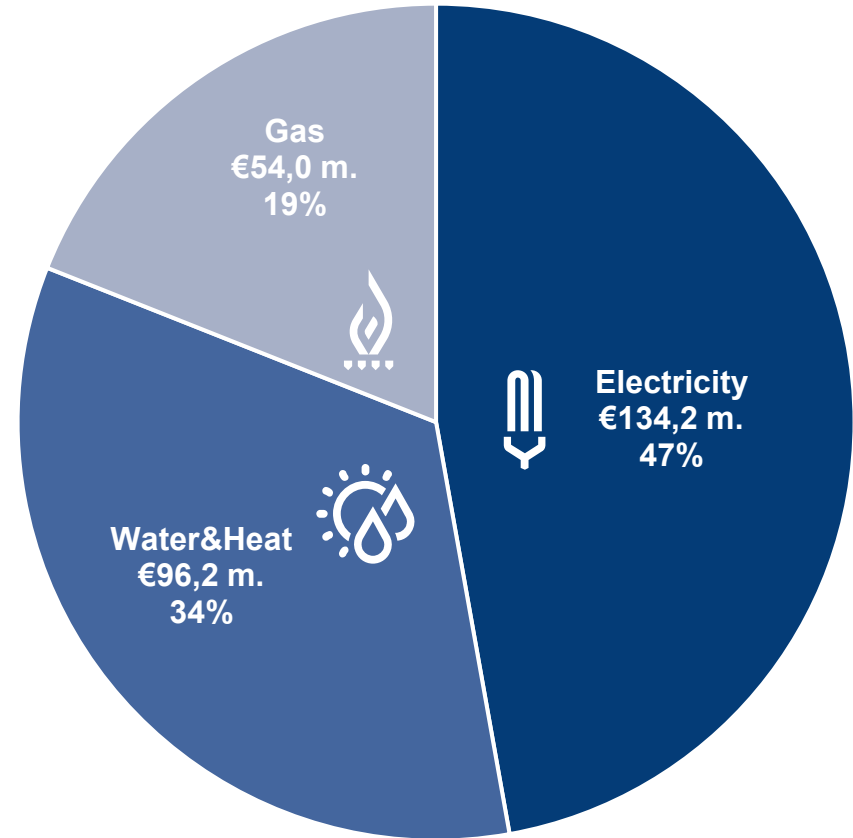
Percentage of exports



Revenues by sector



Revenues in specific geographical areas in 2025



Revenues in business units in 2025

Business units



- Smart and residential electricity meters
- Energy management systems
- Devices for energy distribution and electrical circuit protection
- Systems and solutions that support work related to the management, operation, and supervision of power grids
- IT systems that support measurement data management
- Network asset management solutions



- Metering devices - residential and industrial water meters and heat meters
- Heat cost allocators
- Remote reading services, utility billing and water and heat distribution system management



- Metering devices - industrial and residential diaphragm gas meters
- Remote reading services, a system that allows gas flow to be suspended and resumed using data transmission (GSM network)



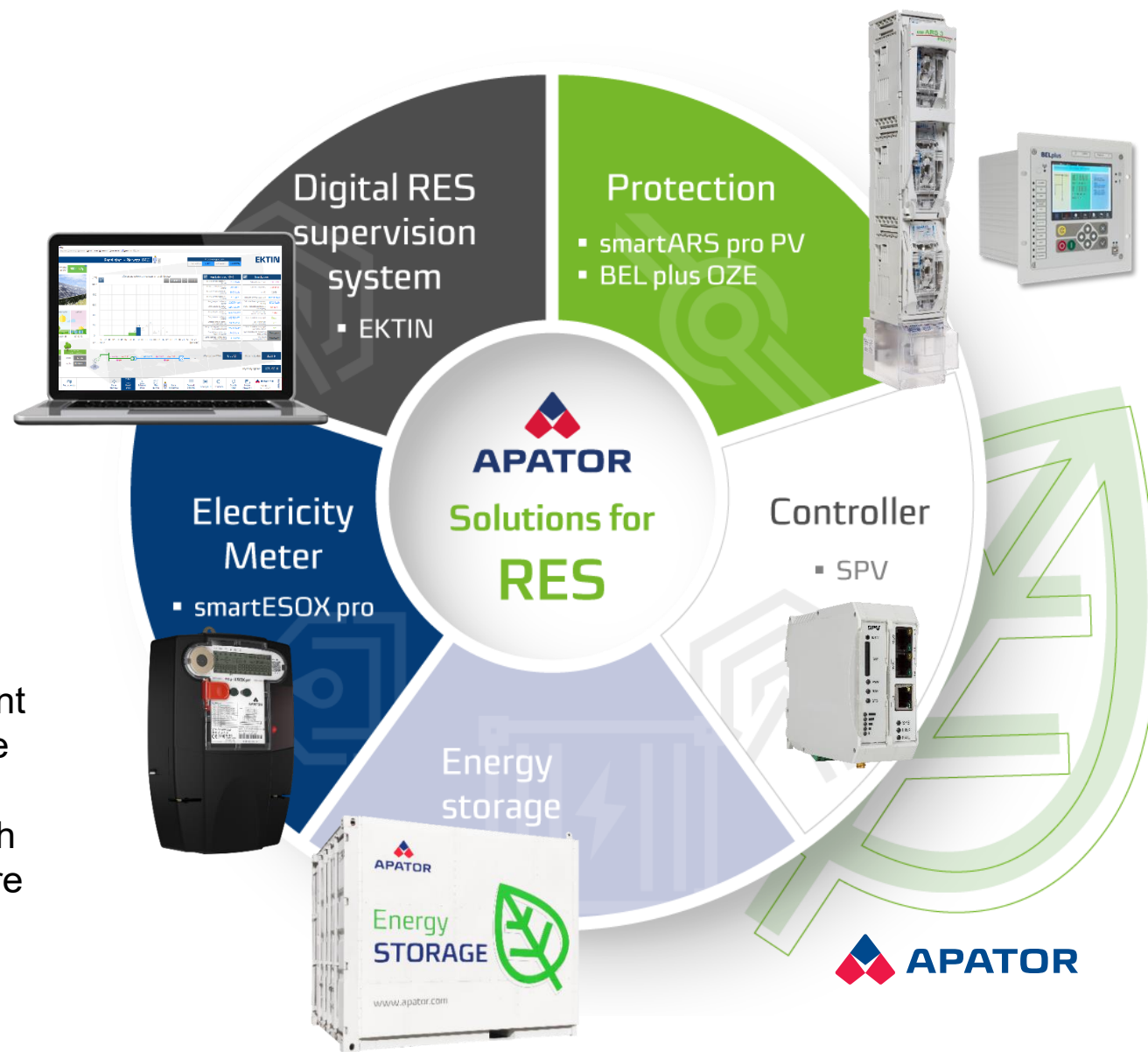
Distributed energy and renewable energy

We look to the future and focus on solutions for Renewable Energy Sources.

Our products and systems help:

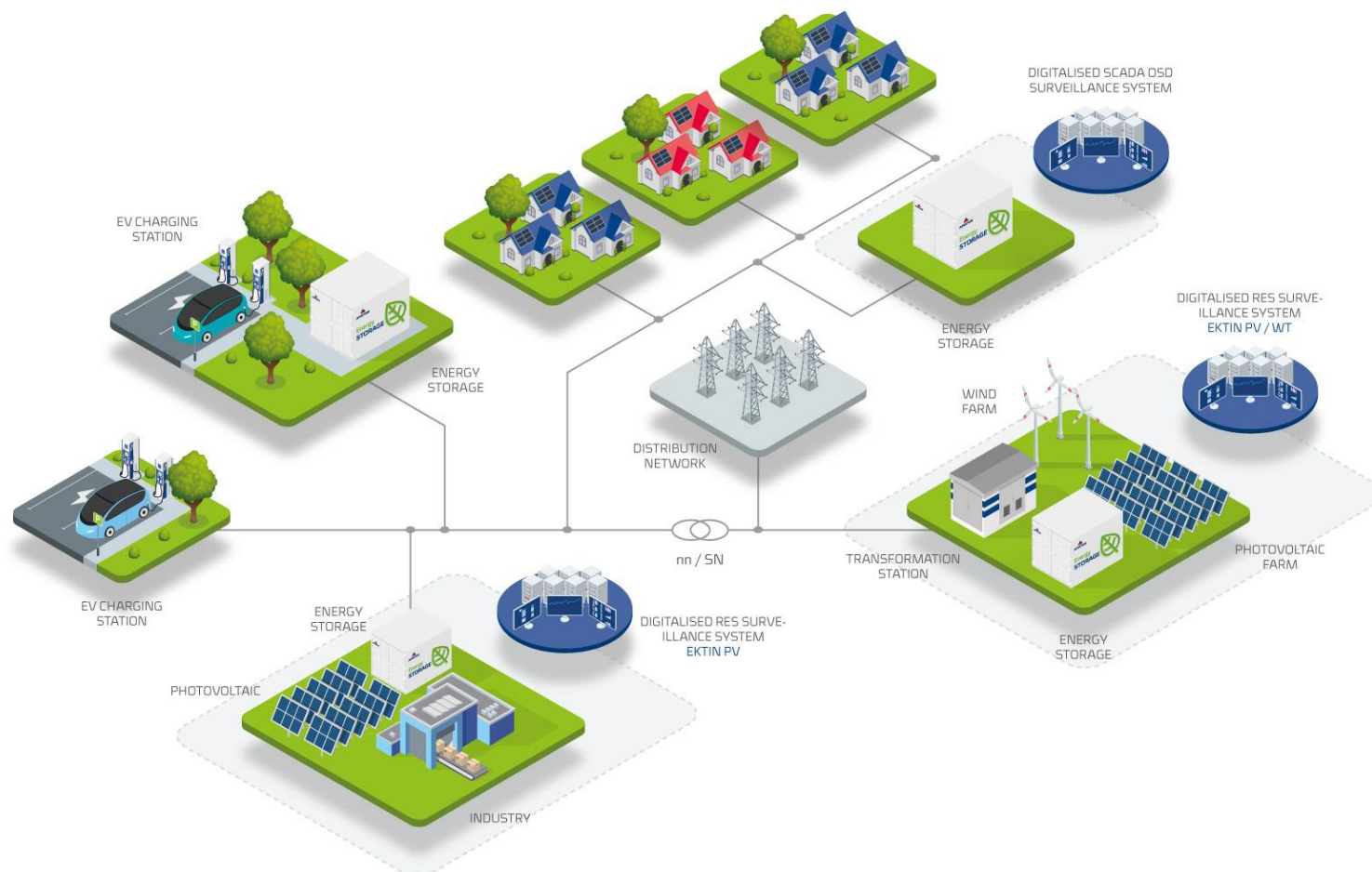
- manage energy
- take care of investment security
- obtain data

We offer comprehensive solutions for renewable energy. Following the current transformation in the energy sector, we want to play an essential role in the positive change that will allow the Earth and its wealth to be preserved for future generations.





Decentralized energy and RES - utilizing energy storage





Energy storage in the energy transformation

- Effective use of local resources, including renewable energy (PV, wind, geothermal energy, waste incineration and biogas plants)
- Independence of energy production from demand hours
- Development of decentralized energy
- Development of energy communities (cooperatives, energy clusters), support for smart grids and electromobility
- Improvement of energy efficiency
- Increasing the level of energy security



Application:

Manufacturing
sector

Transmission
and distribution

RES

End-consumer



Utility management system OMNITORUS

OMNITORUS

A utility management system designed for those who wish to plan and analyze their purchase costs on an ongoing basis.

OMNITORUS identifies critical areas where optimization is necessary to reduce current costs and rationally plan future expenses.

It is also a utility billing tool and a data set for optimization.

Recipient:

Industry and
businesses

Management

Public utility



Robotization and automation

We focus on robotization and automation of production processes.

Our solution for robotization and automation:

- increase efficiency
- reduce production costs
- improve product quality
- increase process stability



Our projects:

**Electronics
tester**

**Water meter
mechanism
assembly line**

**Robotic loading
of water meters
to legalization
stations**

**Robotic
palletizing
systems**

**Robotic
destacker
and restacker**

Scientific cooperation

We cooperate with institutions that popularize science and universities that promote science and the creative exchange of knowledge and experiences between academia and business.

- Nicolaus Copernicus University
- Lodz University of Technology
- Wrocław University of Science and Technology
- Cracow University of Technology
- University of Zielona Góra

PATRONAGES AND PARTNERSHIPS:

- Polish Association of Energy Storage
- Sectoral agreement for the development of the PV industry under the Ministry of Climate and Environment
- Polish Chamber of Commerce for Electronics and Telecommunications



Apator is closer to the customer



[facebook
/GrupaApator](https://www.facebook.com/GrupaApator)



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pator-s-a](https://www.linkedin.com/company/apator-s-a)



[youtube/user/Apator
SA](https://www.youtube.com/user/ApatorSA)





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