

Company presentation



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01

General information



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

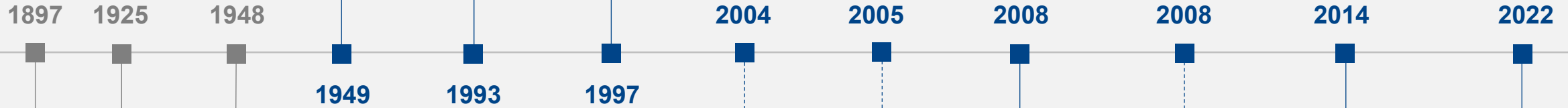


The birth of switchgear production in the newly established **'Pomorskie Zakłady Wytwórcze Aparatury Niskiego Napięcia' – PZWANN** (now Apator)

Privatization of Apator

Debut on the Warsaw Stock Exchange

Process of building a strong capital group



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

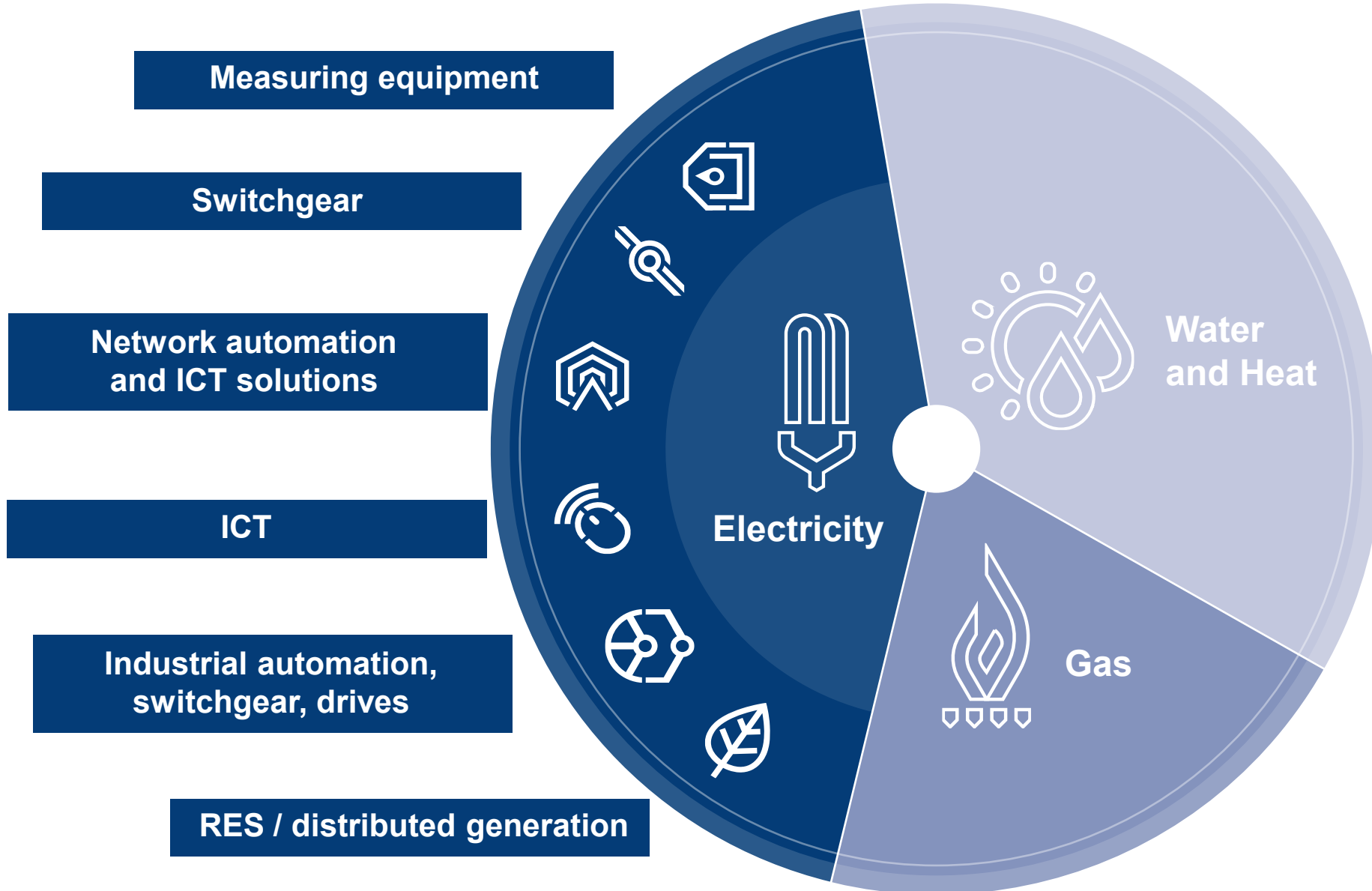
Systems supporting the management of grid assets for energy infrastructure

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

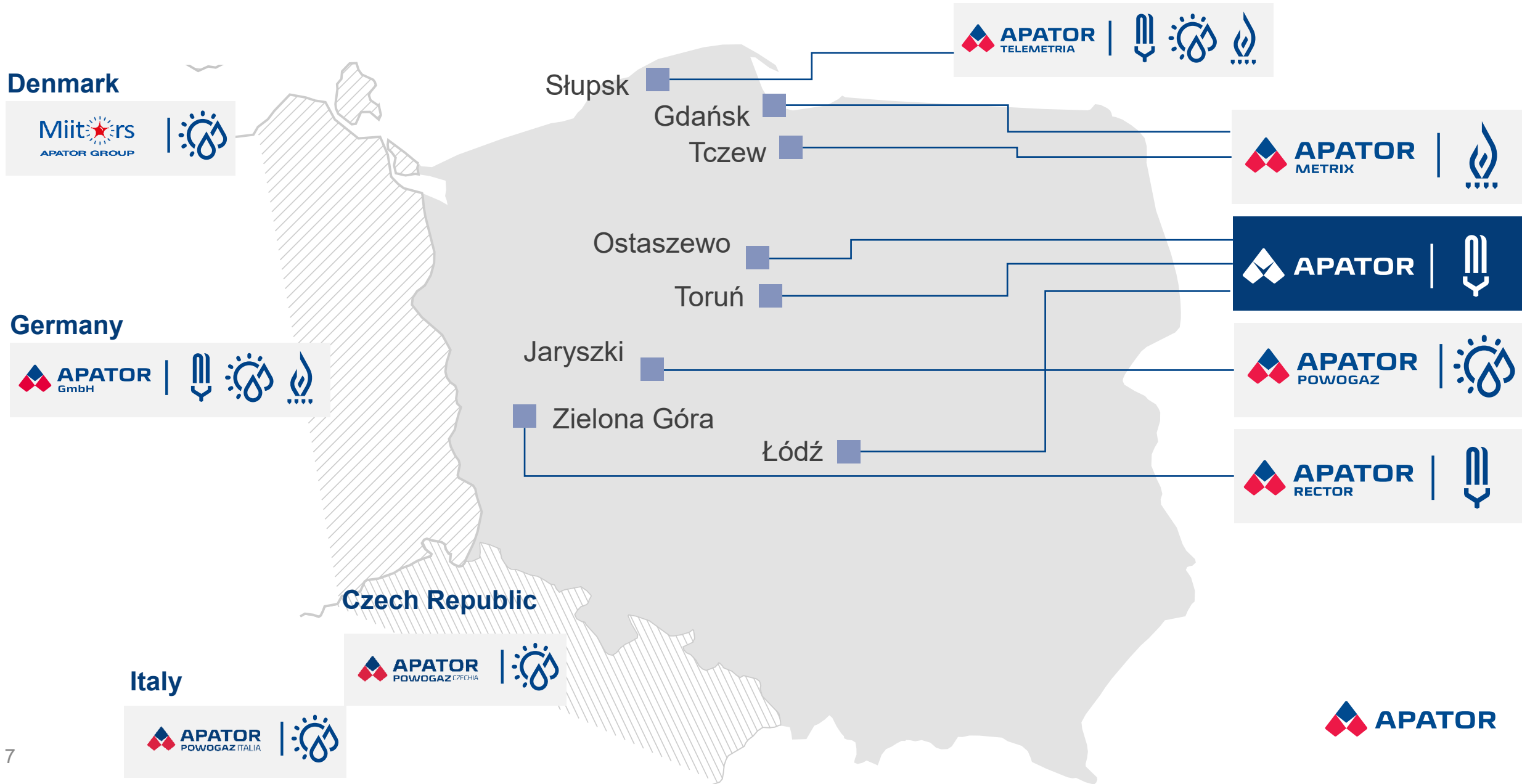


Apator Group today

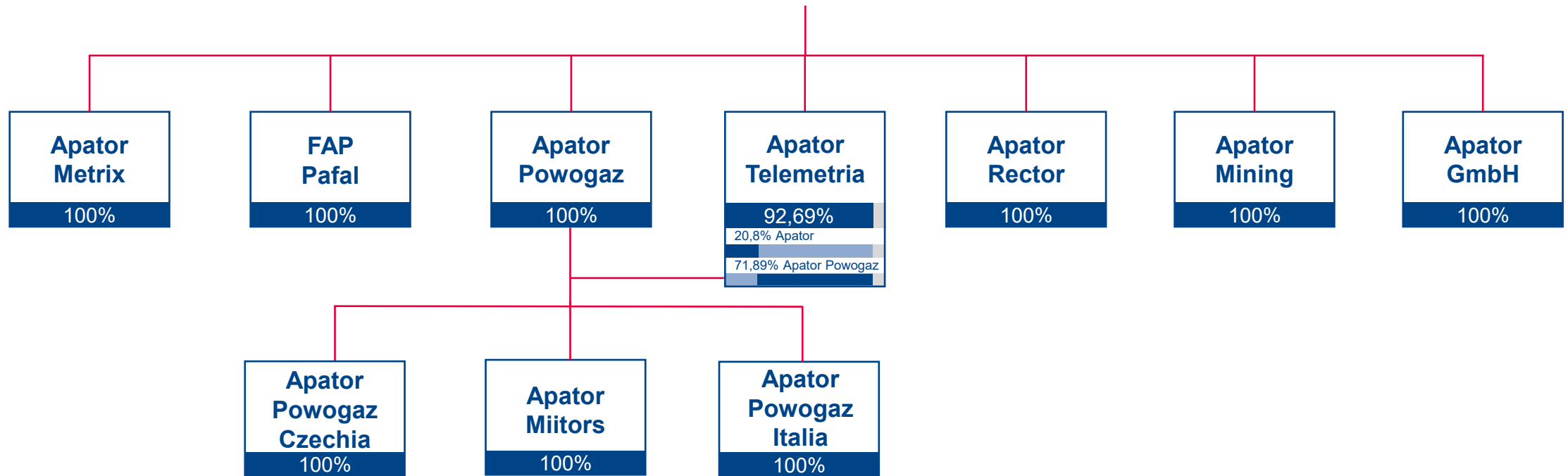


We implement **technologically advanced products and services** for the measurement of electricity, water, heat and gas, including **smart solutions and systems** for managing energy distribution networks.

Apator Group's activity



Apator Group's structure



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](#)

02

Strategy of Apator Group 2024–2028



Strengths of Apator Group

Apator Group has extensive technical competence in the management of energy utilities and water that are unique in the CEE region and the industry.

- Exceptional competences in electronics, mechanics and ICT
- Own R&D resources
- Proprietary solutions
- Full value chain, including own production assets
- Flexibility in offering to multiple market segments



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

03

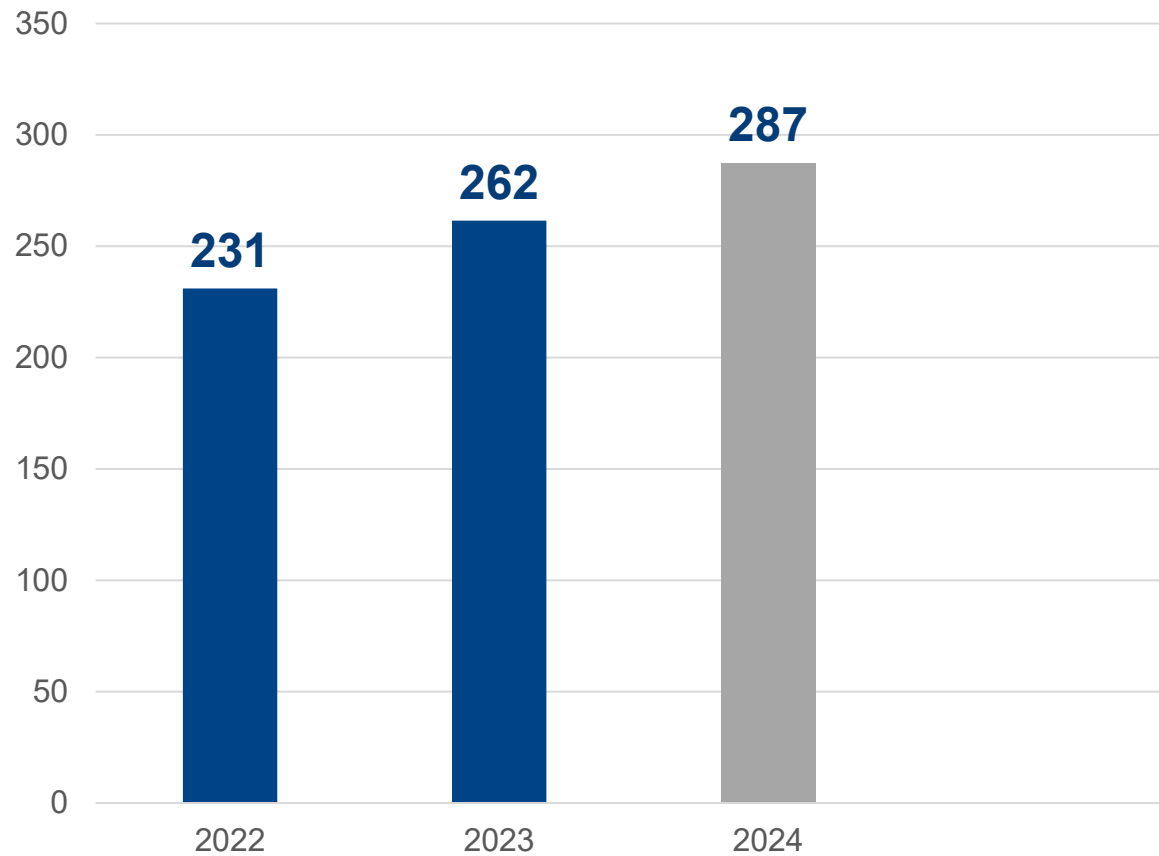
Financial data



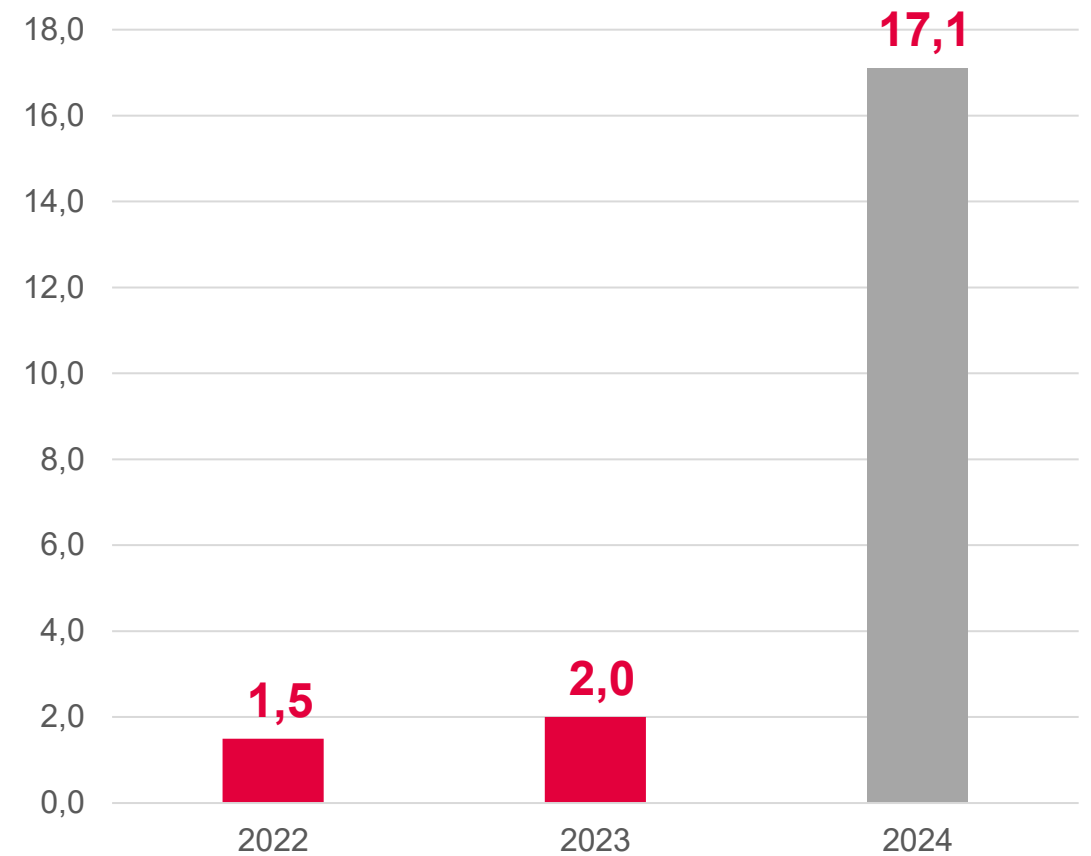
Apator Group's revenues



Revenues – million EUR

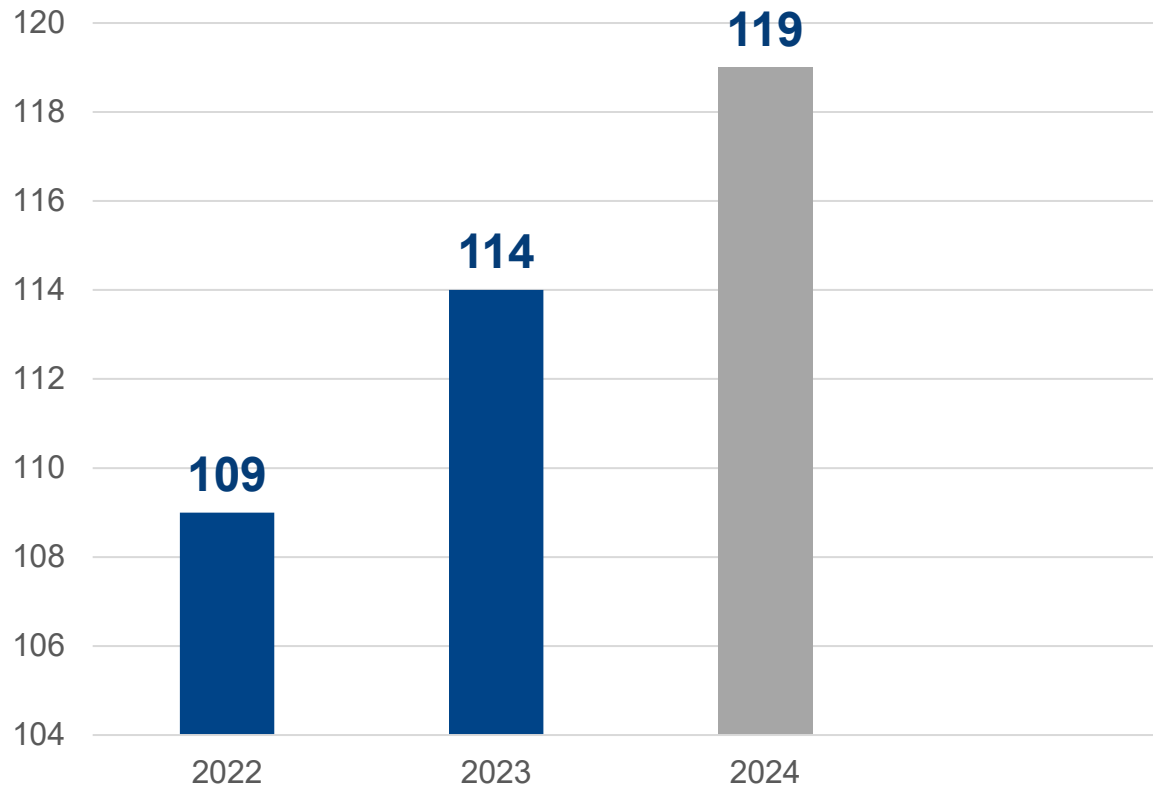


Net profit – million EUR

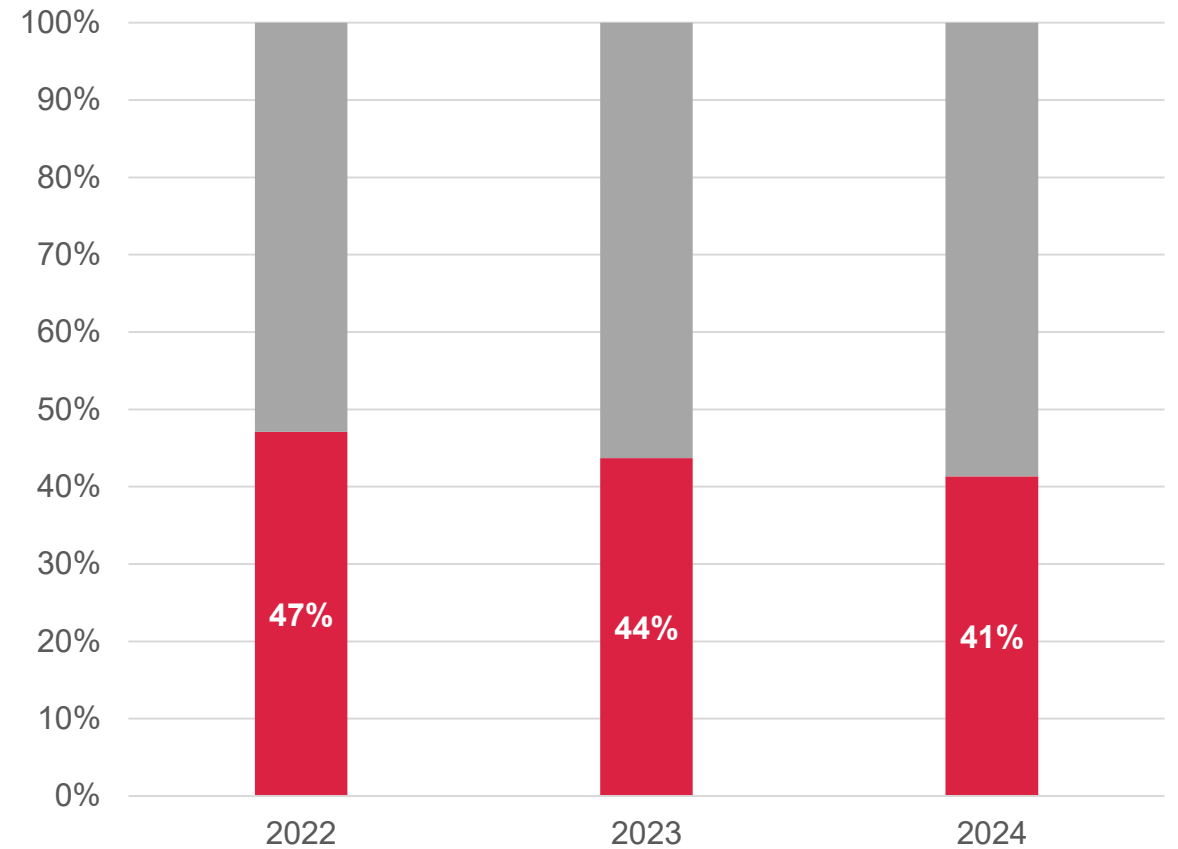


Export

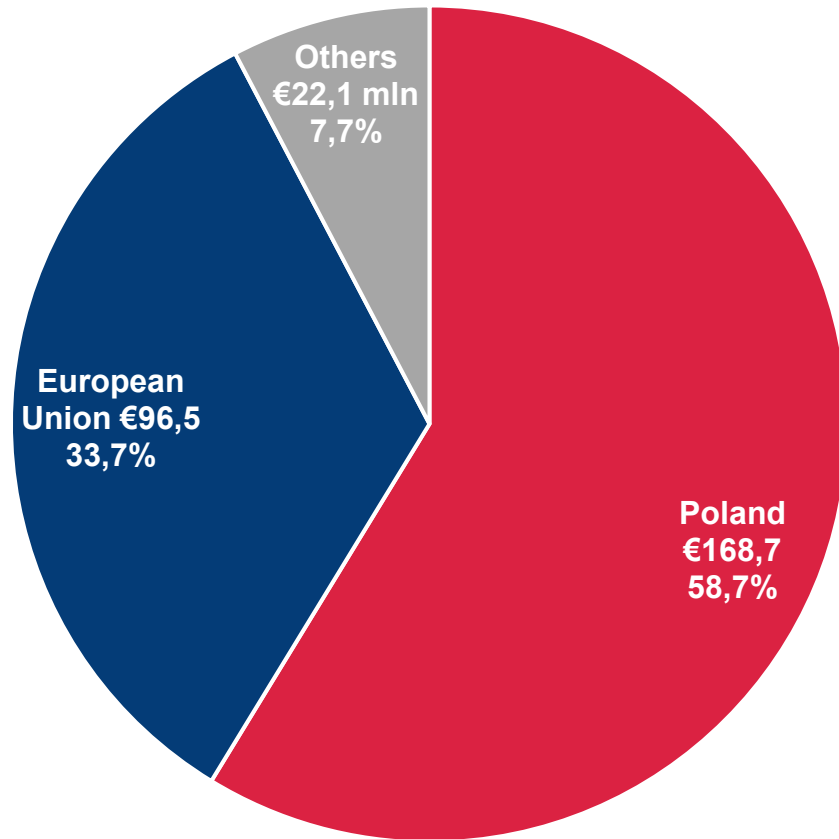
Revenues from export sales – million EUR



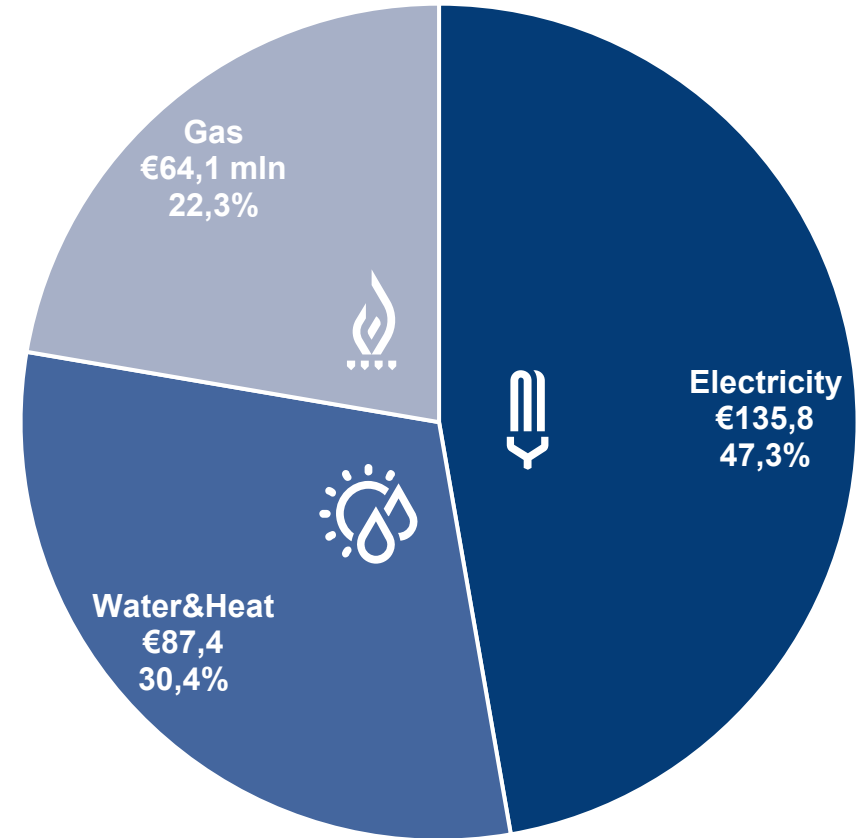
Percentage of exports



Revenues by sector



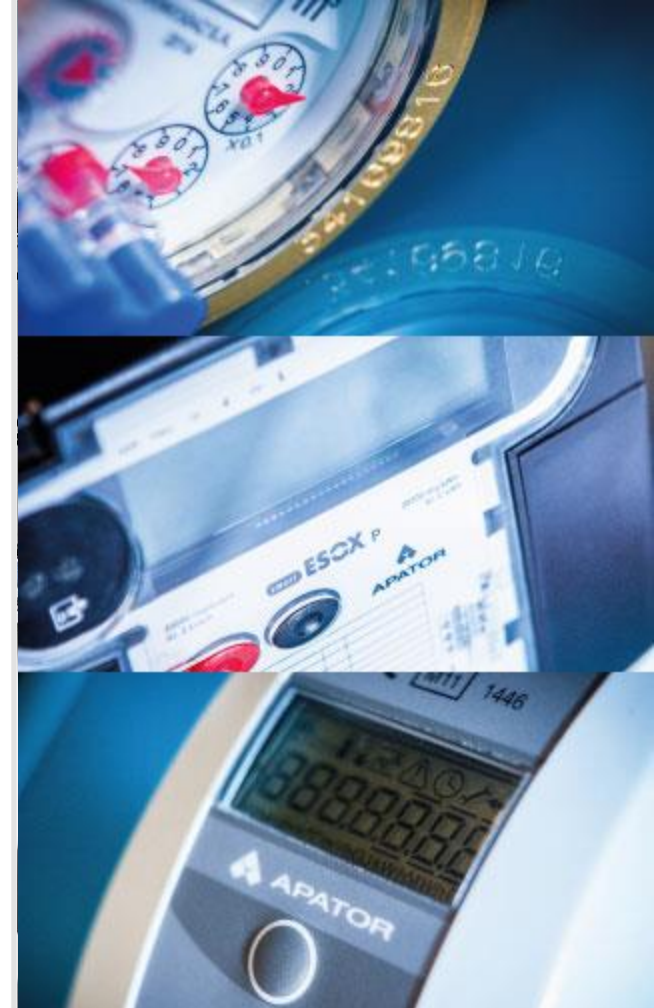
Revenues in specific geographical areas in 2024



Revenues in business units in 2024

04

Product offer



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)



Electricity meters

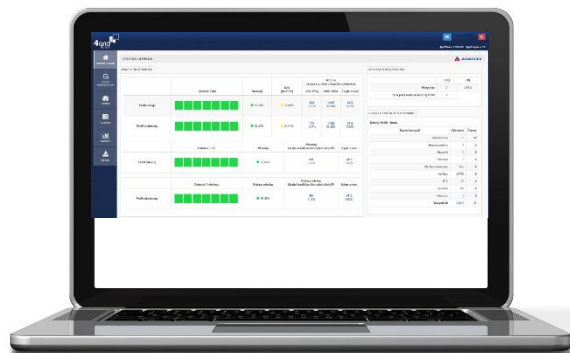
- Smart meters OTUS 1, OTUS 3, LEPUS APOX+
- Residential meters NORAX 1, NORAX 3
- Prepaid meters LEW 1, LEW 3
- System meters CANGU, EQUUS
- Industrial meters smartESOX B,P,PP, smartESOX pro





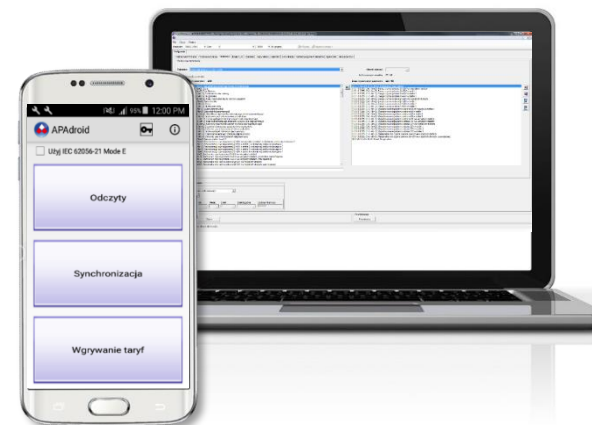
System solutions

Reading systems



- **4GRID** - HES class system (support of up to 500k meters per instance, modular structure allowing support of various meters and concentrators)
- GSM concentrator
- **AMRsystem** (previous generation system supporting PLC/DCSK meters)

Tool software



- **smartPATRONUS** ((Meter utility application for Windows)
- **APMobile** (Meter utility application for Windows Mobile)
- **APAdroid** (Meter utility application for Android)



Solutions for smart metering

A wide range of OTUS meters implemented on the market

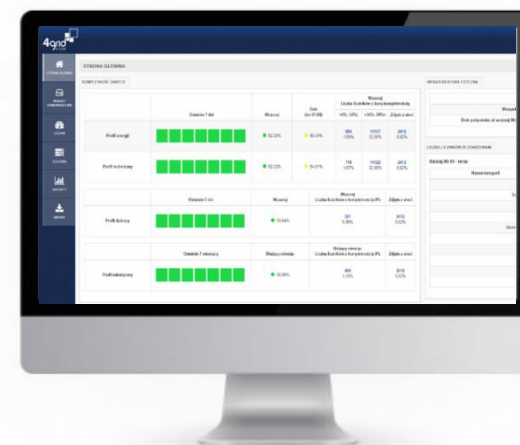
- Proven, high-class meters for the Polish energy industry
- Adapted to the current technical requirements of public utilities
- Flexible and rapid development of functionalities for new requirements that may arise from future regulations
- Available with various communication technologies ((PLC: PRIME i OSGP; G3 and LTE: Cat.1, Cat.4, Cat. M1, LTE 450)

Finalizing the development of a new generation of meters of the future

- IoT based technology
- Easy and remote reconfiguration
- Flexibility – easy software replacement
- Introducing new functionalities through an app (like in a smartphone)
- Universal and flexible technology that grows with the market

HES class reading system

- Online control of billing parameters
- Monitoring energy quality
- Managing reading and billing data
- Managing measurement infrastructure regardless of the communication technology used





Switchgear



ARS
Vertical fuse switch
disconnectors



ARS evo
Vertical fuse switch
disconnectors



RBK
Fuse switch disconnectors



PBS
Vertical fuse bases



60 mm system



4G
Cam switches



RA and RAB
Disconnectors with a spring
powered drive
and fuses



mSDF
Disconnectors with a
spring powered drive
and fuses



PBD
Fuse bases



ASA, ASM, ASW
Lightning arresters



Switch disconnecter ARS evo

ARS evo

Vertical fuse switch disconnecter

- Non-parallel disconnecter
- Safe and stable power distribution
- Reversibility – top/bottom cable terminal connection
- Padlock can be installed in open/closed position
- Special construction allows for better heat dissipation

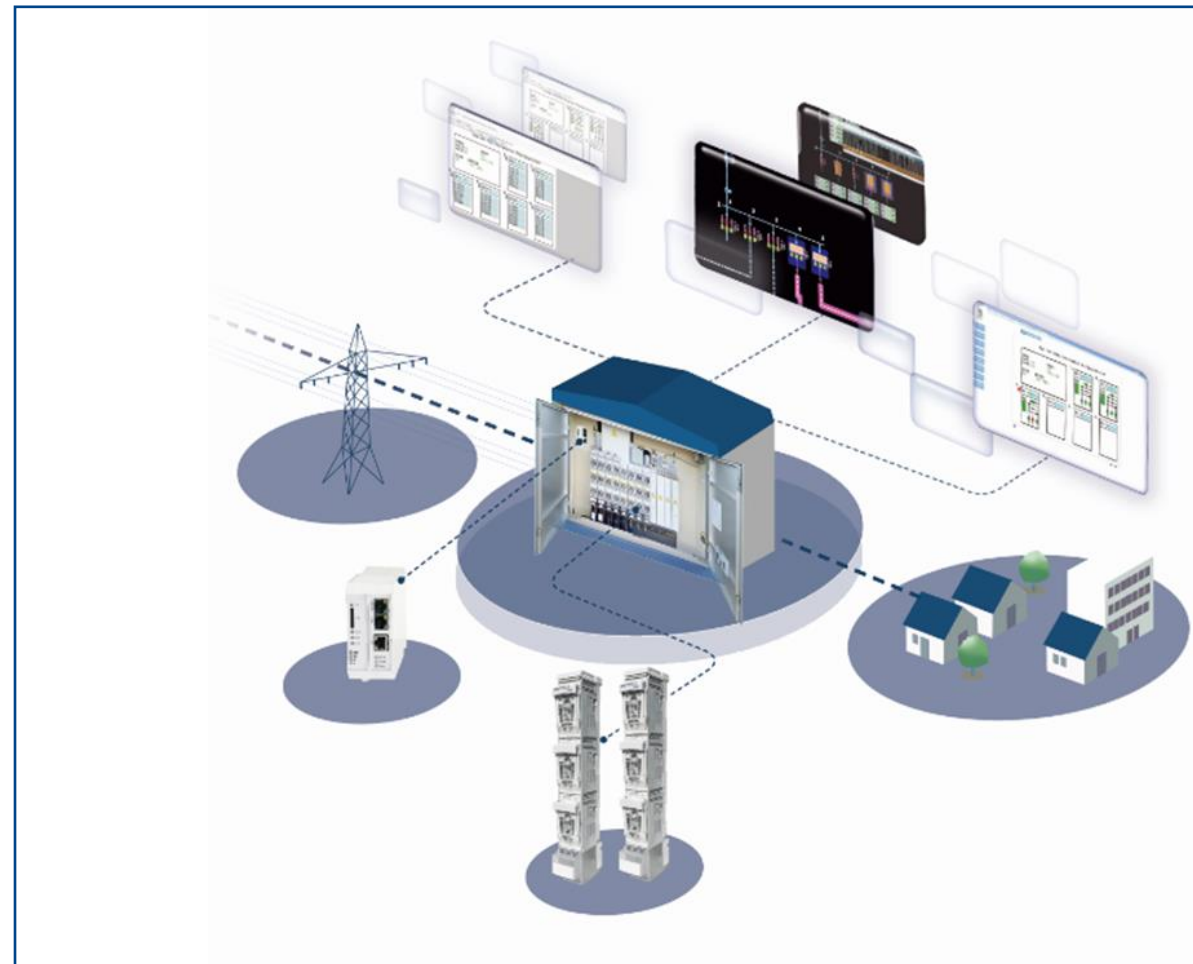




Switchgear monitoring system

4GRID Inspect

- Remote control of fuse link burnout
- Control of current flow in individual switchgear output areas
- Signalling of MV/LV station door openings
- Signalling the state of the opening/closing of outlet switch disconnectors
- Predefined SMS messages about events in the LV switchgear





Automation in energy and industry



Smart devices and automated protection systems

- Smart controllers HV/MV/LV
- MV security
- HV security
- Substation automation (SCO, SZR, ARN)
- Short-circuit current flow indicators



Telemechanics

- Scalable solutions
- Multiple connectivity types
- Open communication protocols
- Data concentration
- Conversion of protocols
- Solutions for HV/MV/LV stations



Automation in energy

- Servo drives
- Solutions for industry
- Industrial energy distribution



Smart network management

SYSTEMS

FDIR

A power restoration system which enables short-circuit location detection and appropriate fault isolation in order to restore power.



windEX network management

A real-time SCADA platform which enables analysis and aggregation of network data, particularly of failures. This tool also allows connection and work planning in the field.





ICT - management systems



Electricity production and distribution management

- Power grid asset management
- Investment management
- Connecting and registering customers
- Operation
- Engineering calculations
- Documentation and administration panel



Distributed asset and resource management

- GISMO system for efficient management of lighting infrastructure



Data acquisition services

- Network passporting
- Energy efficiency audit
- Visual inspection of the technical condition
- Additional services



Distributed energy and renewable energy

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

Our products and systems help:

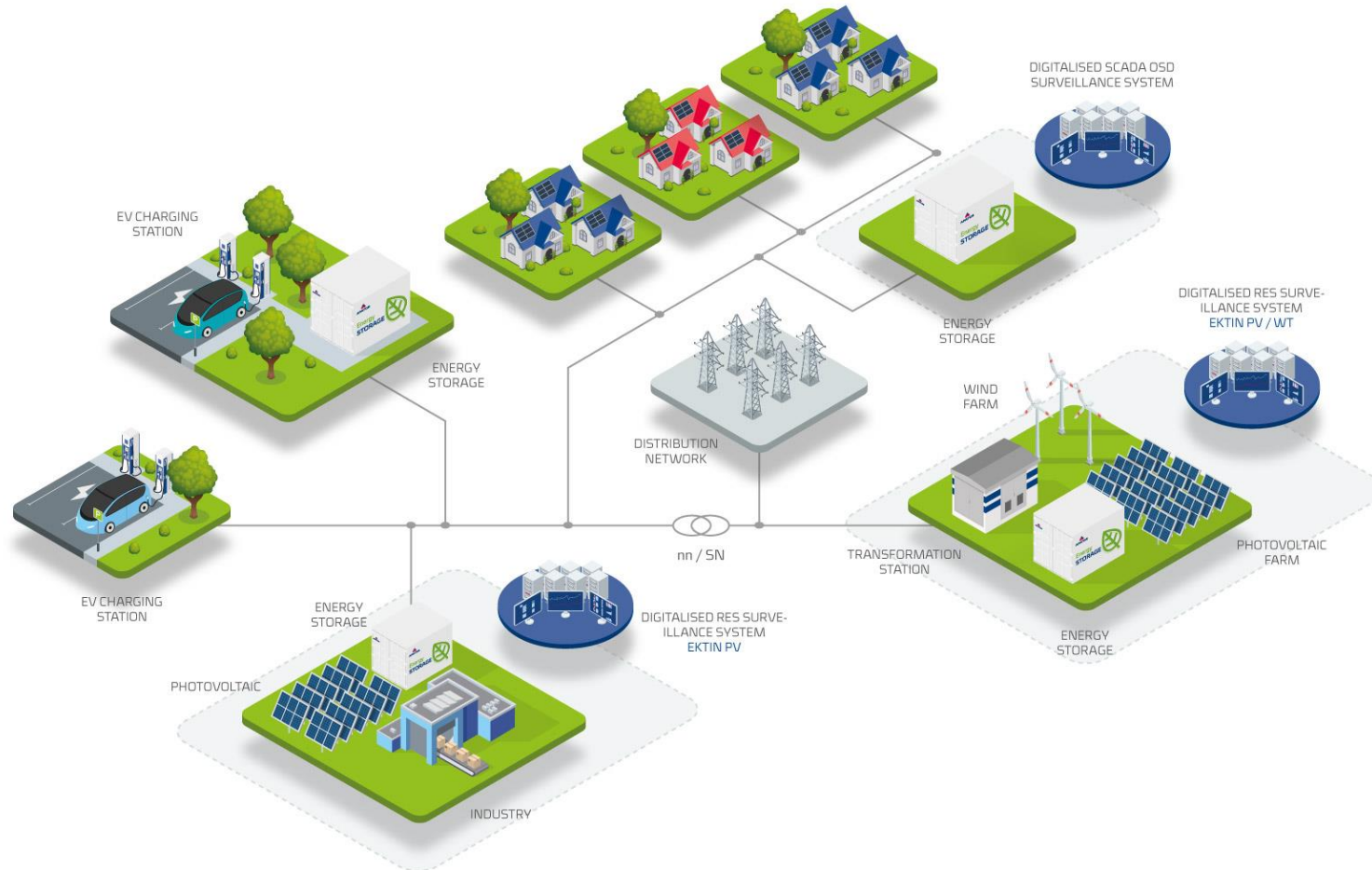
- manage energy
- take care of investment security
- obtain data

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



Digital RES supervision system EKTIN

- Supervision and management system for photovoltaic and wind farms that provides access to detailed information on the operation of the investment and allows control of its elements,
- Collects data on events, alarms and measured values enabling effective management while reducing maintenance costs and ensuring security.

System integration with energy storage.
Presentation of key storage parameters and visualization of their status in real-time.



System features:

**Flexible
and secure
communication**

**Capability of
remote control**

**Tailored
reporting**



Water and Heat



Water meters



Flow meters



**Flow sensors
for heat meters**



Heat meters



Heat cost allocators



Utility fixtures



Residential profile

Water

JS Smart D+



Single-jet vane-wheel dry water meters (DN15-20, till R200)

JS Smart C+



Single-jet vane-wheel dry water meters (DN15-20, till R160)

JS Smart+



Single-jet vane-wheel dry water meters (DN15-20, till R100)

Heat

Elf 2



Compact heat and cooling meter with a propeller flow sensor (DN15-20)

Invonic 2



Hybrid heating and cooling energy meter with an ultrasonic flow sensor (DN15-100)

E-ITN



Heat cost allocator





Professional profile

Water

Ultrimis



Ultrasonic water meter
(DN15-50)

Master C+



Single-jet
vane-wheel dry
water meters
(DN25-40)

MWN



Propeller water
meters (Woltman)
with horizontal
rotor axis
(DN40-500)

MWN/JS



Compound water
meters with spring
valves
(DN50-150)

Heat

Faun



Electronic calculators
for heating and cooling
meters

Sharky 473



Ultrasonic flow
sensors for heat
meters

JS90-NC JS130-NC



Single-jet vane-
wheel heat meter
flow transducers
(DN15-40)

MWN 130-NC



Heat meter propeller flow
transducers (DN40-300)





Modern solutions

Ultrimis - an ultrasonic water meter with W-Sonic Technology, a proprietary ultrasonic measurement method



Ultrasonic technology (DN15-40)



E-ITN heat cost allocator for calculating the costs of interior heating in central heating systems



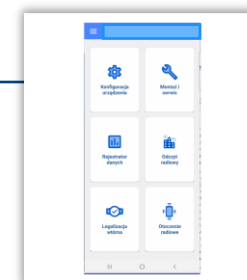
Heat cost allocator based on Mesh technology

Universal inductive communication modules

- **APT-WMBUS-NA-1** for radio networks
- **IN-GSM** for GSM networks
- **IN-PULSE** for wired networks



Software designed to collect measurement data, install **WMBUS** radio modules installed in measuring devices, and configure water meters using an **NFC interface**



Dedicated Android software





Reading systems

Software designed to collect measurement data, install **WMBUS** radio modules installed in measuring devices, and configure water meters using an **NFC interface**

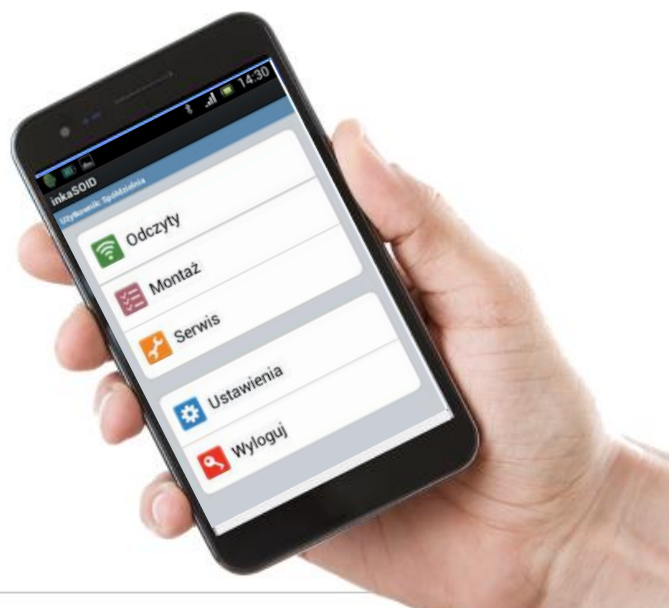
Inkasoid

software for collecting measurement data and installation of radio modules installed in measurement devices.

Inkasent PC

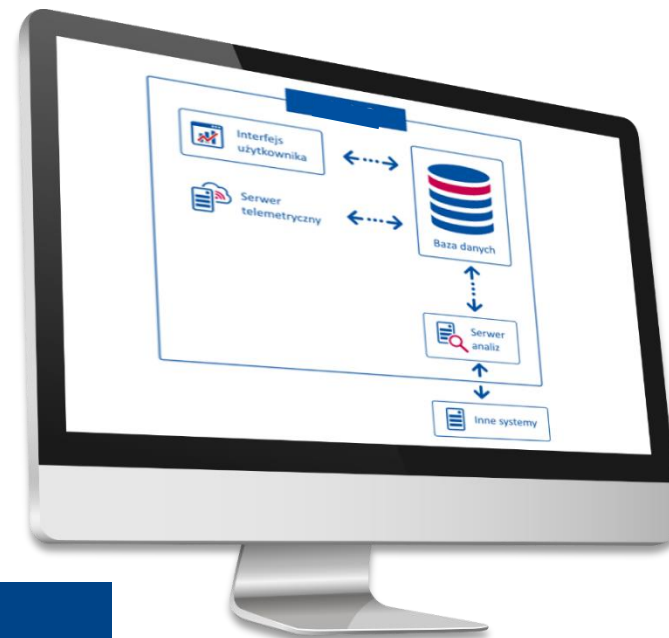
Software for reading structure management, creating routes for meter readers, and managing collected measurement data

Mobile
reading
system



SPIDAP

Software for the management of stationary reading systems sent by radio; Internet access and a web browser are required



Stationary
reading
system



Gas



**Domestic
diaphragm gas
meters**



**Industrial
diaphragm
gas meters**



**Smart gas
measurement**



**Automation
and ICT**



Smart gas metering with remote reading capabilities

hybridSMART

Smart diaphragm gas meters with an automatic reading system (**AMR - Automatic Meter Reading**). Wireless communication via M-BUS module



iSMART2

Innovative measurement device designed for the emerging market of smart gas networks. Equipped with a **remote reading function**.





Smart gas metering with remote reading capabilities



Software for reading gas meter indications with an Android smartphone or tablet.



Automation for the gas industry

MSOK 2

The **MSOK 2** microprocessor-based cathodic protection station is designed to work with all underground steel structures in order to provide electrochemical corrosion protection.



TELCORR

Dedicated device for use in corrosion protection systems for pipelines and other underground steel structures.



MODCOM W4

The MODCOM W4 controller is an industrial telemetry modem designed for data transmission via a radio communication network. The built-in GSM/4G/LTE module guarantees a stable connection between distributed devices and the supervisory system.



Systems for the gas industry



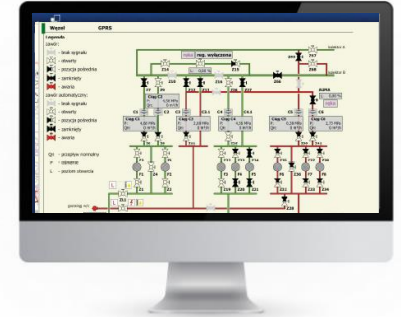
Measurement data collection system - KOLEKTOR

- Software intended for the collection of measurement data from gas consumption converters and registers, as well as their configuration and diagnostics.



Cathodic protection monitoring system - CSMOK

- Software designed for remote monitoring of cathodic protection systems for facilities and infrastructure. Support system, incl. assessment of the cathodic protection status, work of field service technicians.



Telemetry system TELEXUS

- Advanced telemetry and supervision system enabling the visualization of technological processes in gas, water, and industrial applications.



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**

05

Social responsibility



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



Culture, art and charity

Apator Group companies support a wide array of cultural, artistic, and sporting events of a local and international character.

We also support those in need by engaging in charity events - we take part in charity runs, organize collections for hospices, as well as animal shelters.

We act in the interest of local communities::

- Hospices in Poznań and Toruń
- Charity runs in Poznań, Zielona Góra
- Orphanages



Apator is closer to the customer



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



[linkedin/company/a
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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