

Electro-Sensors, Inc. Announces 2025 Year-End Financial Results

Minnetonka, Minnesota (March 30, 2026) – Electro-Sensors, Inc. (NASDAQ: ELSE), a leading global provider of machine monitoring sensors and hazard monitoring systems, today announced financial results for the year ended December 31, 2025.

- **Record annual revenue of \$10.1 million, up 8.2% over prior year**
- **Gross Margin of 50.8%**
- **Cash and investments of \$10.6 million**

Table in thousands, except per share data

	<u>FY25</u>	<u>FY24</u>	<u>Change</u>
Net Sales	\$ 10,142	\$ 9,373	8.2%
Gross Margin	50.8%	48.9%	190bps
Operating Income (Loss)	\$ 2	\$ (4)	150.0%
Operating Income (Loss) Margin	0.0%	(0.0)%	0bps
Income Before Income Taxes	\$ 347	\$ 436	(20.4)%
Earnings Per Share (diluted)	\$ 0.09	\$ 0.13	(30.8)%

Net sales during 2025 increased to \$10,142,000 from \$9,373,000 in the prior year. This increase was comprised of sales increases in both our wired product families and HazardPRO™ wireless monitoring systems for industrial and agricultural applications.

“We are pleased to report record annual revenue of \$10.1 million, up 8.2% over the prior year,” said David L. Klenk, Electro-Sensors’ president. “Additionally, we are also encouraged by 2025 gross margins of 50.8%, rising from 48.9% in the prior year as we continued our focus on manufacturing efficiencies and strategic price adjustments.

A full analysis of results for the year ended December 31, 2025 is available in the Company’s Form 10-K, which is available on the Company’s website at www.electro-sensors.com or through the Securities and Exchange Commission’s Edgar database at www.sec.gov.

Contact:

David L. Klenk

952-930-0100

dklenk@electro-sensors.com

Electro-Sensors, Inc.
Statements of Income
For the Years Ended December 31, 2025 and 2024
(in thousands except share and per share amounts)

	Years Ended December 31,	
	2025	2024
Net sales	\$ 10,142	\$ 9,373
Cost of goods sold	<u>4,985</u>	<u>4,791</u>
Gross profit	5,157	4,582
Operating expenses	<u>5,155</u>	<u>4,586</u>
Operating income (loss)	2	(4)
Non-operating income, net	<u>345</u>	<u>440</u>
Income before income taxes	347	436
Income tax expense (benefit)	<u>41</u>	<u>(10)</u>
Net income	<u>\$ 306</u>	<u>\$ 446</u>
Earnings per share – diluted	\$ 0.09	\$ 0.13
Average shares outstanding - diluted	3,475,828	3,435,040

Electro-Sensors, Inc.
Balance Sheets
December 31, 2025 and 2024
(in thousands)

	December 31	
	2025	2024
Assets		
Current Assets		
Cash and investments	\$ 10,601	\$ 10,004
Trade receivables, net	1,404	1,309
Inventories	2,028	1,964
Other current assets	320	197
Total current assets	14,353	13,474
Deferred income tax asset	464	501
Property and equipment, net	885	910
Total assets	\$ 15,702	\$ 14,885
Liabilities and Stockholders' Equity		
Current Liabilities		
Accounts payable and accrued expenses	\$ 885	\$ 552
Total current liabilities	885	552
Stockholders' equity		
Common stock	348	344
Additional paid-in capital	2,534	2,360
Retained earnings	11,935	11,629
Total stockholders' equity	14,817	14,333
Total liabilities and stockholders' equity	\$ 15,702	\$ 14,885

Annual Meeting

Our Annual Meeting of Shareholders will be held later this year and information about the meeting will be published on our website and in the proxy statement once the meeting date is determined. All shareholders are welcome to attend and take part in the discussion of Company affairs.

About Electro-Sensors

Electro-Sensors, Inc. is an industry leading designer and manufacturer of rugged and reliable machine monitoring sensors and wireless/wired hazard monitoring systems applied across multiple industries and applications. These products improve processes by protecting people, safeguarding systems, reducing downtime, and preventing waste. Electro-Sensors is proud to be an ISO9001:2015 quality certified company and is committed to providing excellent customer service and technical support. Founded in 1968 and located in Minnetonka, Minnesota, Electro-Sensors provides its loyal customers with reliable products that improve safety and help plants operate with greater efficiency, productivity and control.

Cautionary Statement Regarding Forward Looking Statements

This press release may include statements about possible or anticipated future financial performance, business activities, plans, or opportunities. These forward-looking statements may include the words “will,” “should,” “believes,” “expects,” “anticipates,” “intends” or similar expressions. For these forward-looking statements, the Company claims the protection of the safe harbor for forward-looking statements contained in federal securities laws. Forward-looking statements reflect the company’s current views with respect to future events and financial performance and include any statement that does not directly relate to a current or historical fact. These forward-looking statements are subject to a number of factors, risks and uncertainties, including those disclosed in our periodic filings with the SEC that could cause actual performance, activities, plans, or opportunities after the date the statements are made to differ significantly from those indicated in the forward-looking statements.

For more information please visit our website at: www.electro-sensors.com. Also look us up on:

LinkedIn: [linkedin.com/company/electro-sensors-inc-](https://www.linkedin.com/company/electro-sensors-inc-)

X: x.com/ESIsensors

Facebook: facebook.com/ElectroSensors