

Electro-Sensors, Inc. Announces 2024 Year-End Financial Results

Minnetonka, Minnesota (March 19, 2025) – 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, 2024.

- **Annual revenue of \$9.4 million, up 9.6% over prior year**
- **Gross Margin of 48.9%**
- **Cash and investments of \$10.0 million**

Table in thousands, except per share data

	FY24	FY23	Change
Net Sales	\$ 9,373	\$ 8,555	9.6%
Gross Margin	48.9%	49.6%	(70)bps
Operating Income (Loss)	\$ (4)	\$ (28)	85.7%
Operating Income (Loss) Margin	(0.0)%	(0.4)%	40bps
Income Before Income Taxes	\$ 436	\$ 378	15.3%
Earnings Per Share (diluted)	\$ 0.13	\$ 0.08	62.5%

Net sales during 2024 increased 9.6% to \$9,373,000 from \$8,555,000 in the prior year. The increase in net sales was largely driven by higher sales of HazardPRO wireless sensors in agricultural applications. International sales increased slightly to 11.5% of net sales compared to 10.3% of net sales for the prior year.

“We are pleased to have achieved record annual revenue in 2024,” said David L. Klenk, Electro-Sensors’ president. “We experienced growth in both our wired and wireless product families, with sales of HazardPRO™ wireless products growing at a somewhat faster rate than our traditional wire-based products.

A full analysis of results for the year ended December 31, 2024 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.

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Electro-Sensors, Inc.
Statements of Income
For the Years Ended December 31, 2024 and 2023
(in thousands except share and per share amounts)

	Years Ended December 31,	
	2024	2023
Net sales	\$ 9,373	\$ 8,555
Cost of goods sold	<u>4,791</u>	<u>4,310</u>
Gross profit	4,582	4,245
Operating expenses	<u>4,586</u>	<u>4,273</u>
Operating loss	(4)	(28)
Non-operating income, net	<u>440</u>	<u>406</u>
Income before income taxes	436	378
Income tax expense (benefit)	<u>(10)</u>	<u>103</u>
Net income	<u>\$ 446</u>	<u>\$ 275</u>
Earnings per share – diluted	\$ 0.13	\$ 0.08
Average shares outstanding - diluted	3,435,040	3,428,021

Electro-Sensors, Inc.
Balance Sheets
December 31, 2024 and 2023
(in thousands)

	December 31	
	2024	2023
Assets		
Current Assets		
Cash and investments	\$ 10,004	\$ 9,926
Trade receivables, net	1,309	1,283
Inventories	1,964	1,751
Other current assets	197	179
Total current assets	13,474	13,139
Deferred income tax asset	501	355
Property and equipment, net	910	951
Total assets	<u>\$ 14,885</u>	<u>\$ 14,445</u>
Liabilities and Stockholders' Equity		
Current Liabilities		
Accounts payable and accrued expenses	\$ 552	\$ 690
Total current liabilities	552	690
Stockholders' equity		
Common stock	344	342
Additional paid-in capital	2,360	2,230
Retained earnings	11,629	11,183
Total stockholders' equity	14,333	13,755
Total liabilities and stockholders' equity	<u>\$ 14,885</u>	<u>\$ 14,445</u>

2025 Annual Meeting of Shareholders

Our Annual Meeting will be held via live webcast on April 23, 2025 at 2:00 PM Central Time at www.virtualshareholdermeeting.com/ELSE2025. Please retain a copy of the 16 digit Control Number that is printed on your proxy card as you will need it to enter the Annual Meeting as a verified shareholder. Shareholders will be able to vote in this virtual meeting as if they were attending an in-person meeting. Shareholders may submit questions prior to the start of the meeting at <https://www.electro-sensors.com/about/investor-info> under Investor Contact - Email Gloria.

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

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