



Investor Overview

Driving Value in a World Increasingly Dependent on Sensors

NYSE: ST | 2024

About Sensata

Industrial technology company with 100+ years of mission-critical design and innovation experience; a leading provider of sensor-rich solutions that create insights for customers

Key market player in automotive, electrification, heavy vehicle, off-road, industrial, clean energy, HVAC, appliance, aircraft, and defense markets



\$4.05B

2023 Revenue



\$907M

2023 adj. EBITDA



21,000+

Employees



16

Countries with
Sensata sites

Our Purpose

Why we exist

Helping our customers
and partners safely
**deliver a cleaner, more
efficient, electrified and
connected world.**

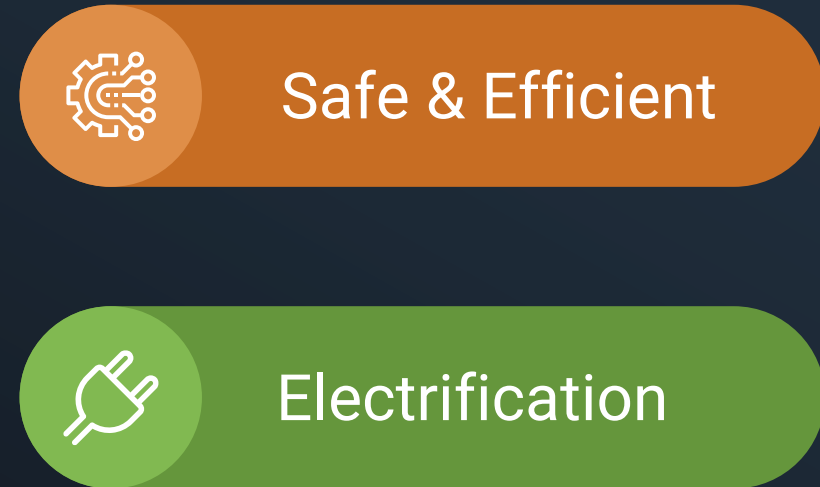
Global Societal Imperatives Driving Markets

Regulatory requirements and economic forces drive sensor adoption

Societal Imperatives



SENSATA Macro Growth Trends



Sensata solves mission-critical, hard-to-do Sensing and Electrical Protection challenges



Safe & Efficient

Driven by the need for cleaner, safer, and more energy-efficient systems

\$16B addressable markets by 2028

Regulations, economics, and consumer preferences driving growth



Building on key pressure, temperature, position sensing and electrical protection capabilities

- Sensata's solutions are custom designed to meet the stringent sensing design requirements of our customers

Sensata focuses on Safe & Efficient applications that are expected to outgrow markets

- These are driven by advancing regulations globally, such as:
 - China NS6b emission regulation in 2023
 - Euro 7 emissions regulation in 2025
 - US EPA fuel efficiency requirements by 2026

Sensata is strategically positioned to benefit strongly from Electrification trends

Decades of electrical protection expertise supplemented by recent acquisitions

\$18B Electrification addressable markets by 2028
+24% CAGR due to lowered battery costs, increased regulations and rapid growth of EVs



Components and electrification systems designed to improve operational performance and extend range of battery electric vehicles

Sensata Clean Energy Solutions provides energy conditioning and storage solutions to renewable energy generation, specialty transportation, commercial, industrial, and defense customers

Projecting 50% annual growth of Electrification revenue to \$2.0 billion by 2026 Sensata is strategically positioned to leverage rapidly scaling industry growth thanks to capabilities developed organically and through prior acquisitions


Recent Acquisitions & Joint Ventures

GIGAVAC[®]

LiTHIUM BALANCE
BATTERY MANAGEMENT SYSTEMS

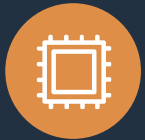


DYNAPOWER
POWERING A CLEANER PLANET[™]

 **Churod Electronics**

Sendyne[®]

Our Core Competencies enable us to focus on high-value segments of our markets



Advanced **engineering** skills in sensors, software, ASICs, wireless, sub-systems, etc.



Trusted brands with deep **customer intimacy** and technical understanding of complex applications



Low cost manufacturing model with significant operating leverage



Flexible & **adaptable** technology building blocks configured for customized solutions

Major Industries Served

Automotive Systems (ICE and BEVs)



50+ Devices per Automobile

Commercial On-road & Off-road Vehicles



50+ Devices per Heavy Vehicle

Industrial Applications



40+ Sensor & Control Devices per System

Clean Energy Solutions



High value power control and energy storage systems

Aerospace



Up to 1,500 Devices per Aircraft

Automotive

- Sensata solves mission critical, hard-to-do sensing challenges for Automotive OEMs globally
- Roadmap for BEVs to have twice the content of internal combustion by 2026
- **\$2.1B in revenue in 2023 (53% of total ST revenue)**



Applications:

- Engine Pressure Applications
- Transmission Speed & Position
- Exhaust Pressure & Temperature
- Tire Pressure
- A/C Pressure
- Brake Pressure
- EV Contactors
- Battery disconnect units
- EV Fuses
- E-motor Position
- E-motor Temperature and Pressure
- Current Sensing
- Thermal Management Pressure + Temp
- Electromechanical Brake Pressure and Force
- Tire pressure, temperature and wear

Heavy Vehicle & Off-Road

- Sensata creates robust components and systems for the demanding requirements of heavy and off-road vehicles and their fleet managers
- Future electric trucks have the potential for 10x of Sensata's content as compared to diesel trucks
- Insights offer fleet managers data and analytics to make better decisions
- **\$863M in revenue in 2023, (21% of total ST revenue)**



Applications:

- Engine Pressure and Temperature
- Exhaust Pressure and Temperature
- Tire Pressure and Monitoring
- Brake Pressure
- Thermal Pressure
- Transmission Pressure, Speed, Position
- Pneumatic and Hydraulic Pressure
- Position and Speed control
- Steer-by-Wire and other Electronic Operator Controls
- Contactors, Fuses, Pyrotactors, Current Sensing
- Battery Management Systems
- High Voltage Distribution Units
- Telematics gateway, Vehicle Area Network
- Video capture and event recreation
- Cloud-based analytics and visualization tools

Industrial, HVAC, Appliance & Other

- Sensata leverages transportation sensor development for use by a wide range of Industrial customers in HVAC, Appliance, Data Center, Semiconductor manufacturing, Charging Infrastructure, Energy Storage sectors
- Positioning for growth with Electrification systems and battery energy storage in the Clean Energy revolution
- **\$863M in revenue in 2023 (21% of total ST revenue)**



Applications:

- Bimetal low-voltage electrical protection
- Hydraulic Pressure
- Industrial Sensors
- Power conversion & control
- Energy Inversion, Conversion and Rectifying
- High voltage Contactors, Fuses, Pyrotactors
- Battery Management Systems
- Energy Storage solutions for specialty transportation



Aerospace

- Sensata serves commercial and defense aircraft manufacturers as well as the airline aftermarket
- Future product launches with electrified aircraft designers are underway
- **\$188M in revenue in 2023 (5% of total ST revenue)**
- Aerospace is poised for continued post-pandemic recovery



Applications:

- Highly precise and robust position sensors
- Low voltage electrical protection
- Fly-by-wire cockpit controls
- High voltage Contactors, Fuses and Pyrotactors specially designed for eVTOL applications



Sensata's Financial Targets

Annual Targets



Sensata Market Outgrowth

- Revenue grows faster than market due to new business launches
- New business wins drive future revenue outgrowth: Record new business wins of over \$1B of in 2022 and \$660M in 2023; 2/3rds of these in Electrification



Sensata Earnings

- Targeting premier top-quartile adjusted operating margins among comparable companies while investing in high growth areas organically
- Low capital intensity with Capital Expenditures ~4% of Revenue



Sensata Cashflow

- Target free cash flow of 65-75% of adjusted net income
- Bring net leverage down to be in the range of 1.5x – 2.5x (3.2x end 2023)
- Return cash to shareholders through dividends and opportunistic share repurchases

Sensata Published its Second Sustainability Report in 2022

Sensata is committed to enhancing sustainability across our business against these enterprise-wide longer-term goals:

Diversity, Equity & Inclusion

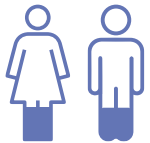
By 2026



REACH

30%

female representation in manager and above roles (worldwide)



REACH

25%

racial/ethnic diverse representation in manager and above roles (U.S.)

Annual goals for our leadership team focus on improving diversity, reducing turnover, and encouraging internal promotions.

Protecting Our Environment

By 2050



ACHIEVE

**CARBON
NEUTRALITY**

By 2026



REDUCE OUR GHG
EMISSIONS INTENSITY BY

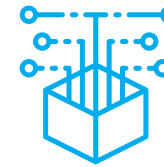
10%

vs 2021 baseline

Achieved our GHG emissions intensity target in 2022, four years ahead of target

Responsible Sourcing

By 2026



ACHIEVE

75%

response rate on our responsible sourcing campaigns



ACHIEVE

100%

sourcing of Conflict Minerals and Cobalt from smelters conformant with Responsible Minerals Assurance Process (RMAP) or an equivalent standard

Sensata 2023 US GAAP Income Statement

\$ and shares outstanding in millions, except EPS	FY 2023	FY 2022	B/(W)
Revenue	\$4,054.1	\$4,029.3	0.6 %
Gross Profit	\$1,261.3	\$1,317.2	(4.2%)
(% of revenue)	31.1%	32.7%	
R&D	\$178.9	\$189.3	5.5 %
(% of revenue)	4.4%	4.7%	
SG&A	\$350.7	\$370.6	5.4 %
(% of revenue)	8.6%	9.2%	
Amortization of Intangibles	\$173.9	\$153.8	(13.1%)
(% of revenue)	4.3%	3.8%	
Goodwill impairment charge	\$321.7	\$—	NM
(% of revenue)	7.9%	—%	
Restructuring and Other	\$54.5	(\$66.7)	NM
(% of revenue)	1.3%	(1.7%)	
Operating Income	\$181.7	\$670.1	(72.9%)
(% of revenue)	4.5%	16.6%	
Tax Rate	121.9%	21.7%	NM
Net (Loss)/Income	\$(3.9)	\$310.7	(101.3%)
(% of revenue)	(0.1%)	7.7%	
Diluted EPS	(\$0.03)	\$1.99	(101.5%)
Diluted Shares Outstanding	152.1	155.9	3.8

Sensata 2023 Non-GAAP Income Statement

\$ and shares outstanding in millions, except EPS	FY 2023	FY 2022	B/(W)
Revenue	\$4,054.1	\$4,029.3	0.6 %
Adj. Gross Profit	\$1,299.0	\$1,328.1	(2.2%)
(% of revenue)	32.0%	33.0%	
R&D	\$178.9	\$189.3	5.5 %
(% of revenue)	4.4%	4.7%	
Adj. SG&A	\$340.0	\$354.2	4.0 %
(% of revenue)	8.4%	8.8%	
Adj. Operating Income	\$774.0	\$777.9	(0.5%)
(% of revenue)	19.1%	19.3%	
Adj Tax Rate ¹	11.7%	11.6%	(10) bps
Adj. Net Income	\$551.4	\$530.5	3.9 %
(% of revenue)	13.6%	13.2%	
Adj. EPS	\$3.61	\$3.40	6.2 %
Diluted Shares Outstanding	152.5	155.9	3.4

¹ – Adjusted tax rate expressed as a % of adjusted profit before tax. Adjusted tax rate expressed as a % of adjusted EBIT was 9.5% and 9.0% in FY2023 and FY202, respectively.



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