Investor Overview
Driving Value in a World Increasingly Dependent on Sensors

NYSE: ST | 2023
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, military, and data insights markets

- $4.03B 2022 Revenue
- $904M 2022 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

- **EFFICIENCY**
  - More efficiently use energy, increase productivity
- **SAFETY**
  - Reduce loss of life, injury, accidents
- **CLEAN ENVIRONMENT**
  - Reduce emissions in air and water

SENSATA Macro Growth Trends

- **Safe & Efficient**
- **Electrification**
- **Insights / IoT**
Sensata solves mission-critical, hard-to-do Sensing and Electrical Protection challenges

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

$25B addressable markets by 2030
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

$15B Electrification addressable markets by 2030
+17% 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
Sensata Insights / IoT addresses customers’ analytics needs helping them make better operational decisions

Leveraging the largest portfolio of sensors to improve performance of customers’ key assets

$15B Insights / IoT addressable markets by 2030
+20% CAGR due to rapidly evolving infrastructure and operational efficiencies

Building most complete sensor-driven data set
- Sensata delivers cloud-based data insights from a wide array of available sensors to increase fleet efficiency

Projecting 20% annual growth of Insights revenue
- Sensata is strategically positioned to leverage rapidly scaling industry growth organically and through acquisitions

Recent Acquisitions

[Images of XIRGO, ELASTIC M2M, SMARTWITNESS]
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 2022 (51% 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
- $905M in revenue in 2022, (23% 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

- **$894M in revenue in 2022 (22% 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
- $153M in revenue in 2022 (4% 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
Past acquisitions have enabled Sensata to be successful in key growth vectors of Electrification and Insights

- **Electrification**
  - Contactor and Fuses provide key component building blocks for Electrified solutions
  - Battery Management systems for heavy vehicles and energy storage
  - Joint-venture to expand contactor capabilities to mid-voltage ranges
  - Energy storage solutions for stationary and specialty transportation
  - Shunt-based current sensing, isolation monitoring & simulation software
  - Industrial scale rectifiers, inverters, and converters for renewable energy generation, storage, and use

- **Insights / IoT**
  - Key gateway solution provider connecting fleets and other high-value assets with their owners
  - Video telematics solutions in high demand by fleet operators
  - Computational cloud-based solutions for converting and visualizing data from connected assets

Timeline:
- Nov 2018
- Feb 2021
- Apr 2021
- Nov 2021
- Nov 2021
- Dec 2021
- Feb 2022
- Jul 2022
Sensata’s Financial Targets

**Annual Targets**

**Sensata Market Outgrowth**
- Revenue outgrowth above market of 400 – 600 bps annually
- New business wins drive future revenue outgrowth: Record new business wins of over $1B of in 2022; 70% of these in Electrification

**Sensata Earnings**
- Targeting premier ~21% adjusted operating margins while investing in high growth areas organically
- Low capital intensity with Capital Expenditures ~4% of Revenue

**Sensata Cashflow**
- Target free cash flow of ~75% of adjusted net income
- Bring net leverage down to be in the range of 1.5x – 2.5x (3.4x end 2022)
- 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 2022 US GAAP Income Statement

<table>
<thead>
<tr>
<th>$ and shares outstanding in millions, except EPS</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>B/(W)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,029.3</td>
<td>$3,820.8</td>
<td>5.5%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$1,317.2</td>
<td>$1,278.4</td>
<td>3.0%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>32.7%</td>
<td>33.5%</td>
<td></td>
</tr>
<tr>
<td>R&amp;D</td>
<td>$189.3</td>
<td>$159.1</td>
<td>(19.0)%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>4.7%</td>
<td>4.2%</td>
<td></td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$370.6</td>
<td>$337.0</td>
<td>(10.0)%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>9.2%</td>
<td>8.8%</td>
<td></td>
</tr>
<tr>
<td>Amortization of Intangibles</td>
<td>$153.8</td>
<td>$134.1</td>
<td>(14.7)%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>3.8%</td>
<td>3.5%</td>
<td></td>
</tr>
<tr>
<td>Restructuring and Other</td>
<td>$(66.7)</td>
<td>$14.9</td>
<td>NM</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>(1.7%)</td>
<td>0.4%</td>
<td></td>
</tr>
<tr>
<td>Operating Income</td>
<td>$670.1</td>
<td>$633.2</td>
<td>5.8%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>16.6%</td>
<td>16.6%</td>
<td></td>
</tr>
<tr>
<td>Tax Rate</td>
<td>21.7%</td>
<td>12.2%</td>
<td>(950) bps</td>
</tr>
<tr>
<td>Net Income</td>
<td>$310.7</td>
<td>$363.6</td>
<td>(14.5)%</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>7.7%</td>
<td>9.5%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$1.99</td>
<td>$2.28</td>
<td>(12.7)%</td>
</tr>
<tr>
<td>Diluted Shares Outstanding</td>
<td>155.9</td>
<td>159.4</td>
<td>3.4%</td>
</tr>
</tbody>
</table>
## Sensata 2022 Non-GAAP Income Statement

<table>
<thead>
<tr>
<th>$ and shares outstanding in millions, except EPS</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>B/(W)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,029.3</td>
<td>$3,820.8</td>
<td>5.5 %</td>
</tr>
<tr>
<td>Adj. Gross Profit</td>
<td>$1,328.1</td>
<td>$1,294.9</td>
<td>2.6 %</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>33.0%</td>
<td>33.9%</td>
<td></td>
</tr>
<tr>
<td>R&amp;D</td>
<td>$189.3</td>
<td>$159.1</td>
<td>(19.0) %</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>4.7%</td>
<td>4.2%</td>
<td></td>
</tr>
<tr>
<td>Adj. SG&amp;A</td>
<td>$354.2</td>
<td>$321.7</td>
<td>(10.1) %</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>8.8%</td>
<td>8.4%</td>
<td></td>
</tr>
<tr>
<td>Adj. Operating Income</td>
<td>$777.9</td>
<td>$806.0</td>
<td>(3.5) %</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>19.3%</td>
<td>21.1%</td>
<td></td>
</tr>
<tr>
<td>Adj Tax Rate 1</td>
<td>11.6%</td>
<td>9.4%</td>
<td>(220) Bps</td>
</tr>
<tr>
<td>Adj. Net Income</td>
<td>$530.5</td>
<td>$566.8</td>
<td>(6.4) %</td>
</tr>
<tr>
<td>(% of revenue)</td>
<td>13.2%</td>
<td>14.8%</td>
<td></td>
</tr>
<tr>
<td>Adj. EPS</td>
<td>$3.40</td>
<td>$3.56</td>
<td>(4.5) %</td>
</tr>
<tr>
<td>Diluted Shares Outstanding</td>
<td>155.9</td>
<td>159.4</td>
<td>3.4</td>
</tr>
</tbody>
</table>

1 – Adjusted tax rate expressed as a % of adjusted profit before tax. Adjusted tax rate expressed as a % of adjusted EBIT was 9.0% and 7.4% in FY2022 and FY2021, respectively.