



Investor Overview

NYSE: ST

2025

About Sensata

Global industrial technology company

with 100+ years of experience in mission-critical design and innovation of sensor-rich solutions

Market leader

in various diversified end-markets including automotive, heavy vehicle & off-road, industrial, HVAC, and aerospace & defense



BY THE
NUMBERS

\$3.9B

2024 revenue



18,000+

employees



14
countries
with Sensata sites

Strategic Leadership Team:

Decades of experience
driving growth, innovation
and operational excellence



Stephan von Schuckmann
CHIEF EXECUTIVE OFFICER



Lynne Caljouw
EVP, CHIEF HUMAN
RESOURCES OFFICER



Brian Wilkie
EVP, HEAD OF PERFORMANCE
SENSING SEGMENT



George Verras
EVP, CHIEF TECHNOLOGY
OFFICER & INTERIM HEAD OF
SENSING SOLUTIONS SEGMENT



David Stott
SVP, GENERAL COUNSEL



Andrew Lynch
VP, INTERIM CHIEF
FINANCIAL OFFICER



Alice Martins
VP, SENSING SOLUTIONS &
GM, INDUSTRIAL BUSINESS

Our Purpose

Why we exist

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





Advanced
engineering
skills



Mission-critical
complex applications



Global scale
and operational
efficiency

Delivering
on our purpose
by providing innovative
and customized solutions
for our customers' mission-
critical applications



Decades of experience in
scaling advanced
components and systems



Business and
industry-specific
knowledge



Deep **understanding**
of product design cycles
and launch execution

Our Strategy

Be a world leader in sensor-rich solutions and electrification.

- **Safe & Efficient** solutions featuring sensor-rich technology help our customers meet increasing mandates for safer, cleaner and more efficient applications.
- **Electrification** solutions support our customers' electrification transformation across everything from passenger cars to heavy trucks, industrial infrastructure to power the grid and more.



Safe & Efficient

We are helping our customers meet increasing mandates to make their products safer, cleaner, and more efficient.

With our support, many of our customers are shifting their designs for vehicles, industrial equipment, aircraft, and other systems to meet these evolving requirements.

Our future success builds upon our deep expertise in customizing the base technologies developed over the years, improving them meaningfully over time, and leveraging new technologies and capabilities that have been recently acquired.

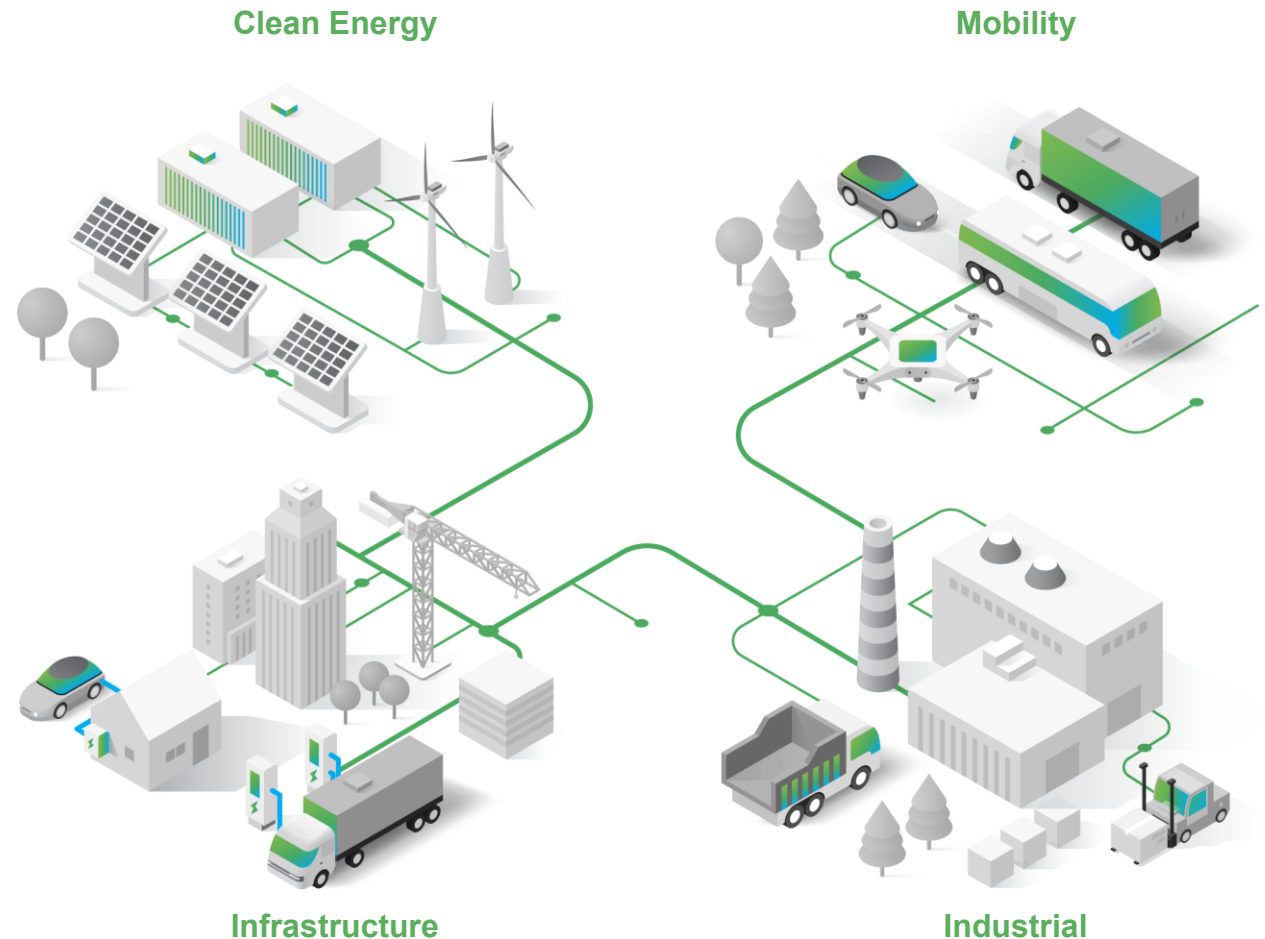


Sensata Electrification

Sensata is the driving force toward an electrified world and a sustainable future.

We are helping to lead the electrification transformation across everything from passenger cars to heavy trucks, industrial infrastructure to power the grid and more.

With the technical expertise and global manufacturing scale to drive the adoption of new technologies, as well as the agility to respond to new challenges, we are helping our partners succeed in this new world of electrification.



Providing a wide range of customized, sensor-rich solutions that address complex engineering requirements and customer challenges

INDUSTRIES SERVED



Auto Systems (ICE, Hybrid and BEVs)

50+

Devices per
Automobile



Commercial On-road & Off-road Vehicles

50+

Devices per
Heavy Vehicle



Mission-critical Aircraft Systems

UP
TO 1500

Devices per
Aircraft



Commercial & Residential Buildings

50+

Devices in
Buildings

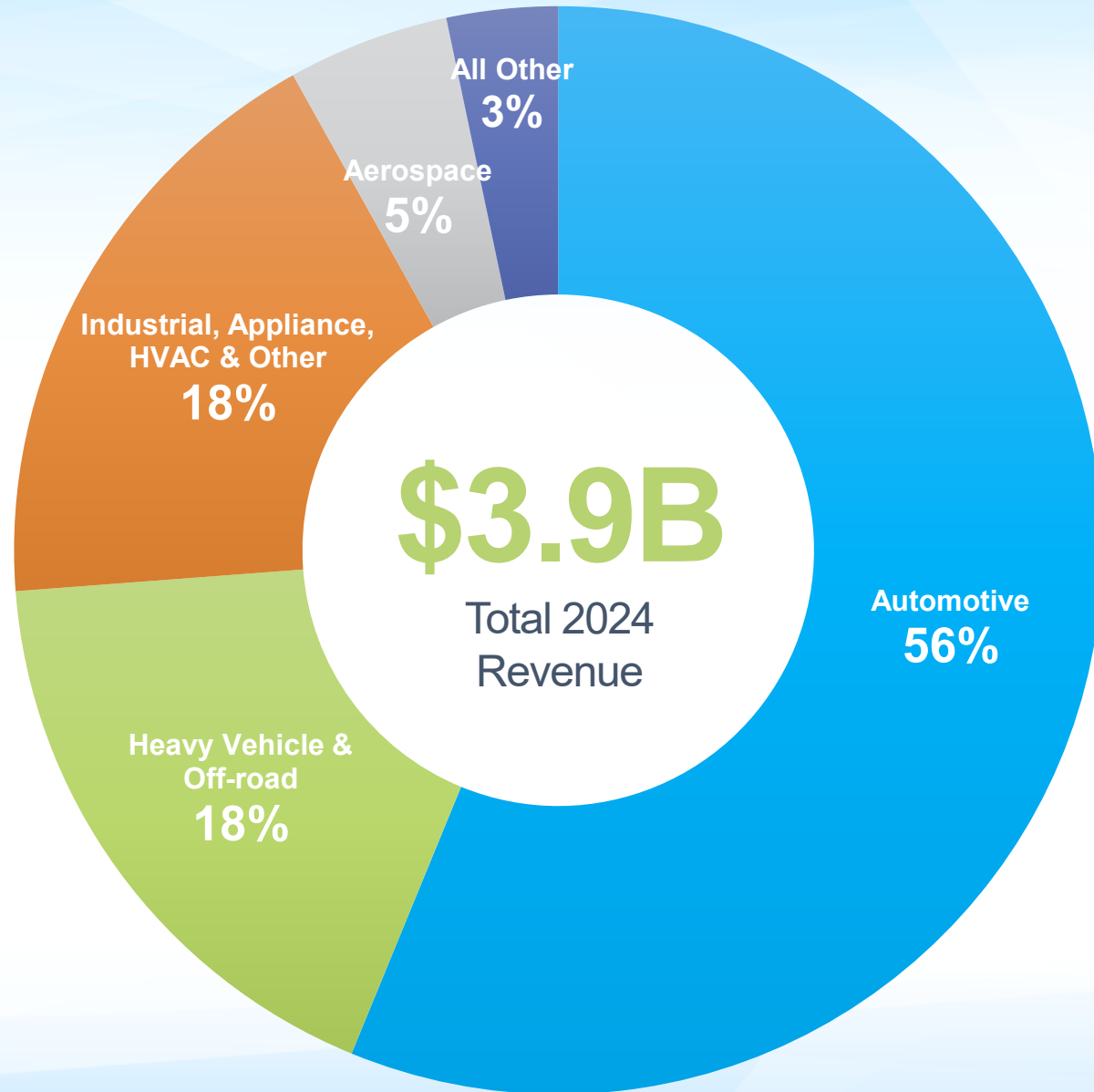
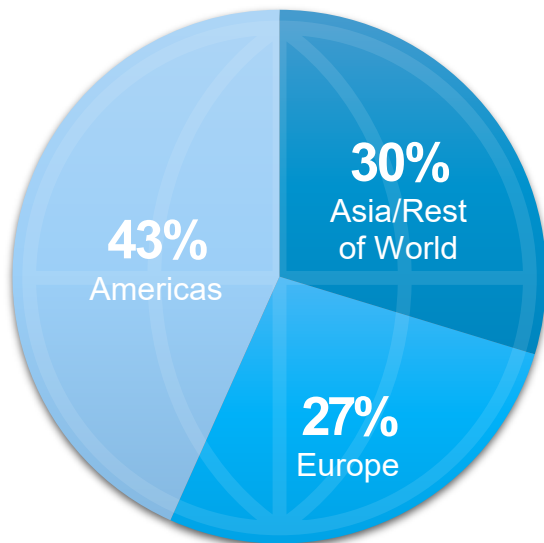


Industrial Applications

40+

Sensor & Control
Devices per System

What is Sensata's revenue?



Based on FY 2024 Revenue

Automotive

- Sensata solves mission-critical, complex sensing challenges for Automotive OEMs globally
- Long-term roadmap for BEVs to have twice the content of internal combustion
- Strong ICE and EV content opportunity for any electrification adoption scenario

\$2.2B

2024 Revenue
(56.2% of total ST revenue)

Applications:

- Engine Pressure Applications
- 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
- Aftermarket

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



\$694M
2024 Revenue
(17.6% of total ST
revenue)

Applications:

- Engine Pressure and Temperature
- Exhaust Pressure and Temperature
- Tire Pressure and Monitoring
- Brake Pressure
- Thermal Pressure
- Transmission Pressure
- Pneumatic and Hydraulic Pressure
- Steer-by-Wire and other Electronic Operator Controls
- Contactors, Fuses, Pyrotactors, Current Sensing
- High Voltage Distribution Units
- Aftermarket

Industrial, HVAC, & Energy

- Sensata leverages transportation sensor development for use by a wide range of Industrial customers in HVAC, Appliance, Data Center, Semiconductor manufacturing, Charging Infrastructure, and Energy Storage sectors
- Positioning for growth with Electrification systems and battery energy storage in the Clean Energy revolution

\$712M
2024 Revenue
(18.1% of total ST revenue)

Applications:

- Bimetal Low-voltage Electrical Protection
- Hydraulic Pressure
- Industrial Sensors
- Power Conversion and Control
- Energy Inversion, Conversion and Rectifying
- High Voltage Contactors, Fuses, Pyrotactors
- Energy Storage Including Stationary and Specialty Transportation
- HVAC Gas Leak Detection

Aerospace

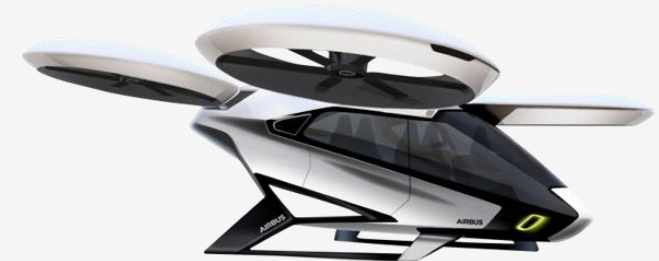
- Sensata serves commercial and military aircraft manufacturers as well as the airline aftermarket
- Future product launches with electrified aircraft designers are underway
- Aerospace is poised for continued post-pandemic recovery



\$190M
2024 Revenue
(4.8% of total ST revenue)

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



Market Outgrowth

- Revenue grows faster than market due to new business launches
- Continue to deliver on historic track record of auto market outgrowth through new wins on both ICE and electrified platforms



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



Cash Flow

- Growing free cash flow as a percentage of adjusted net income above and beyond pre-pandemic levels
- Strengthen balance sheet and continue to lower net leverage
- Return cash to shareholders through dividends and opportunistic share repurchases

Sensata 2024 GAAP Income Statement

\$ and shares outstanding in millions, except EPS	FY 2024	FY 2023	B/(W)
Revenue	\$3,932.8	\$4,054.1	(3.0%)
Gross Profit	\$1,155.8	\$1,261.3	(8.4%)
(% of revenue)	29.4%	31.1%	
R&D	\$169.3	\$178.9	5.4 %
(% of revenue)	4.3%	4.4%	
SG&A	\$392.2	\$350.7	(11.8%)
(% of revenue)	10.0%	8.7%	
Amortization of Intangibles	\$145.7	\$173.9	16.2 %
(% of revenue)	3.7%	4.3%	
Goodwill Impairment Charge	\$150.1	\$321.7	53.3 %
(% of revenue)	3.8%	7.9%	
Restructuring and Other	\$149.2	\$54.5	(173.8%)
(% of revenue)	3.8%	1.3%	
Operating Income	\$149.3	\$181.7	(17.8%)
(% of revenue)	3.8%	4.5%	
Net (Loss)/Income	\$128.5	(\$3.9)	NM
(% of revenue)	3.3%	(0.1%)	
Diluted EPS	\$0.85	(\$0.03)	NM
Diluted Shares Outstanding	150.7	152.1	1.4

Sensata 2024 Non-GAAP Income Statement

\$ and shares outstanding in millions, except EPS		FY 2024	FY 2023	YoY B/(W)
Revenue		\$3,932.8	\$4,054.1	(3.0%)
Adj. Gross Profit		\$1,240.0	\$1,299.0	(4.5%)
% Revenue		31.5%	32.0%	
R&D		\$169.3	\$178.9	5.4 %
% Revenue		4.3%	4.4%	
Adj. SG&A		\$317.9	\$340.0	6.5 %
% Revenue		8.1%	8.4%	
Adj. Operating Income		\$748.5	\$774.0	(3.3%)
% Revenue		19.0%	19.1%	
Adj. Net Income		\$519.1	\$551.4	(5.9%)
% Revenue		13.2%	13.6%	
Adj. EPS		\$3.44	\$3.61	(4.7%)
Diluted Shares Outstanding		150.7	152.5	1.8



Contact Information

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