



Investor Overview

Driving Value in a World Increasingly Dependent on Sensors

NYSE: ST | May 2022

About Sensata

Industrial technology firm 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, appliance, aircraft, industrial, military, heavy vehicle, off-road, HVAC, data & telecom, RV, clean energy, marine and data insights markets



\$3.82B

2021 Revenue



\$928M

2021 adj. EBITDA



21,000+

Employees



14

Countries with
Sensata sites

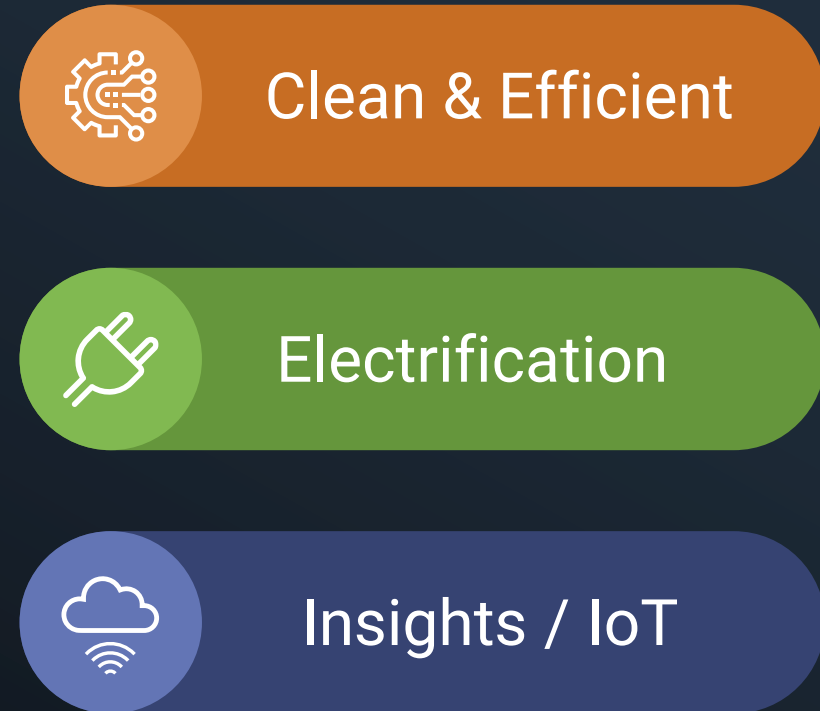
Global Societal Imperatives Driving Markets

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



Clean & Efficient

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 Clean & 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 rapidly evolving infrastructure



Components and electrification systems designed to improve operational performance and extend range of BEVs

Sensata Clean Energy Solutions provides system level design in Electrification applications and full battery energy storage to 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 organically and through acquisitions

Recent Acquisitions & Joint Ventures

GIGAVAC

LiTHIUM BALANCE
BATTERY MANAGEMENT SYSTEMS



A logo consisting of a stylized "C" made of orange and blue geometric shapes, followed by the text "Churod Electronics".
Churod Electronics

A logo consisting of three vertical bars of increasing height, followed by the word "SPEAR" in a bold, sans-serif font.
SPEAR

Sendyne

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

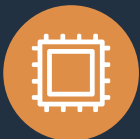
Projecting 20% annual growth of Insights revenue

- Sensata is strategically positioned to leverage rapidly scaling industry growth organically and through acquisitions

Recent Acquisitions



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
- **\$2.0B in revenue in 2021 (52% of total ST revenue)**



Applications:

- Engine Pressure Applications
- Transmission Speed & Position
- Exhaust Pressure & Temperature
- Tire Pressure
- A/C Pressure
- Brake Pressure
- Contactors
- 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
- **\$830M in revenue in 2021, (22% 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
- **\$840M in revenue in 2021 (22% of total ST revenue)**



Applications:

- Bimetal low-voltage electrical protection
- Hydraulic Pressure
- Industrial Sensors
- Power conversion & control
- Semiconductor interconnections
- High voltage Contactors, Fuses, Pyrotactors
- Battery Management Systems
- Energy Storage including stationary and specialty transportation



Aerospace

- Sensata serves commercial and defense aircraft manufacturers as well as the airline aftermarket
- Future product launches with electrified aircraft designers is underway
- **\$135M in revenue in 2021 (4% of total ST revenue)**
- Aerospace is poised for post-COVID recovery

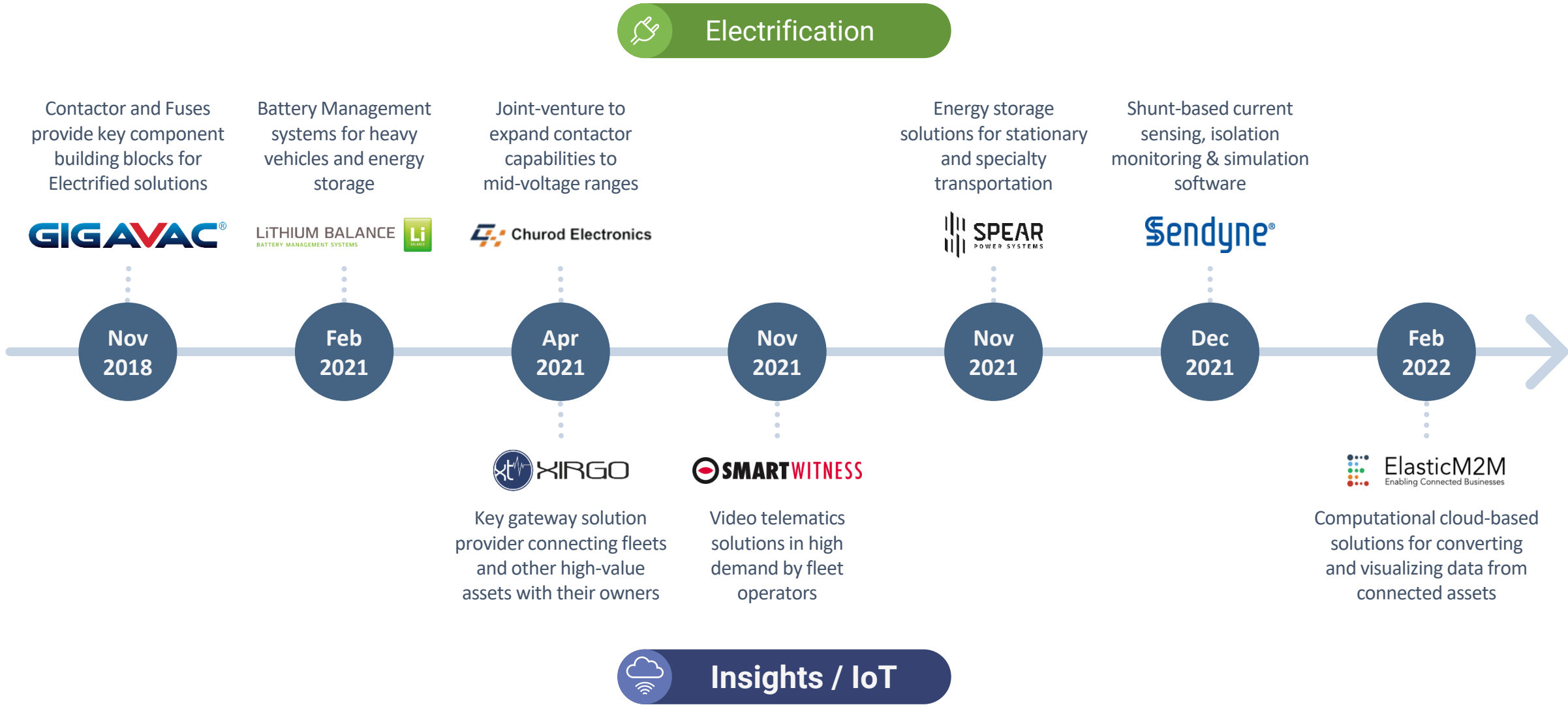


Applications:

- 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



Acquisitions expand Sensata's capabilities in our key growth areas



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 \$640M of new business wins in 2021
- Target acquired revenue growth of 400 – 600 bps annually



Sensata Earnings

- Targeting premier ~21% adjusted operating margins while investing in high growth areas both organically and through acquisitions
- Low capital intensity with Capital Expenditures ~4% of Revenue



Sensata Cashflow

- Target free cash flow of 75-80% of adjusted net income
- Maintain net leverage in the 2.5x – 3.5x range (2.8x end 2021)
- Primary use of capital to support M&A activities
- Return cash to shareholders through dividends and share repurchases

Sensata Published its First Sustainability Report in 2021

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

Diversity, Equity & Inclusion

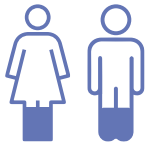
By 2026



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



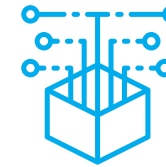
REDUCE OUR GHG
EMISSIONS INTENSITY BY

10%

vs 2021 baseline

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 2021 US GAAP Income Statement

\$ and shares outstanding in millions, except EPS	2021	2020	B/(W)
Revenue	\$3,820.8	\$3,045.6	25.5 %
Gross Profit	\$1,278.4	\$926.5	38.0 %
(% of revenue)	33.5%	30.4%	
R&D	\$159.1	\$131.4	(21.0)%
(% of revenue)	4.2%	4.3%	
SG&A	\$337.0	\$294.7	(14.3)%
(% of revenue)	8.8%	9.7%	
Amortization of Intangibles	\$134.1	\$129.5	(3.5)%
(% of revenue)	3.5%	4.3%	
Restructuring and Other	\$14.9	\$33.1	54.8 %
(% of revenue)	0.4%	1.1%	
Operating Income	\$633.2	\$337.7	87.5 %
(% of revenue)	16.6%	11.1%	
Tax Rate	12.2%	0.8%	NM
Net Income	\$363.6	\$164.3	121.3 %
(% of revenue)	9.5%	5.4%	
Diluted EPS	\$2.28	\$1.04	119.2 %
Diluted Shares Outstanding	159.4	158.1	(1.2)

Sensata 2021 Non-GAAP Income Statement

\$ and shares outstanding in millions, except EPS	2021	2020	B/(W)
Revenue	\$3,820.8	\$3,045.6	25.5 %
Adj. Gross Profit (% of revenue)	\$1,294.9 33.9%	\$969.4 31.8%	33.6 %
R&D (% of revenue)	\$159.1 4.2%	\$131.4 4.3%	(21.0)%
Adj. SG&A (% of revenue)	\$321.7 8.4%	\$269.2 8.8%	(19.5)%
Adj. Operating Income (% of revenue)	\$806.0 21.1%	\$562.1 18.5%	43.4 %
Adj Tax Rate ¹	9.4%	11.7%	230 bps
Adj. Net Income (% of revenue)	\$566.8 14.8%	\$349.2 11.5%	62.3 %
Adj. EPS	\$3.56	\$2.21	61.1 %
Diluted Shares Outstanding	159.4	158.1	(1.2)

¹ – Adjusted tax rate expressed as a % of adjusted profit before tax. Adjusted tax rate expressed as a % of adjusted EBIT was 7.4% and 8.3% in FY2021 and FY2020, respectively.



Contact Info

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