

Sensata
Technologies

# Company Overview

May 2020

# About Sensata

**100+ year old global industrial technology company** and 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, and marine markets



## BY THE NUMBERS

**$3.5B**
2019 revenues

**21,000+**
employees

**11 countries**
with Sensata sites

# Where are Sensata systems?

## 1,500
### in commercial jets
**CIRCUIT BREAKERS, SWITCHES, POSITION & PRESSURE SENSORS**

## 50
### in automobiles
**SENSORS, CONTROLS**

## Dozens
### in large HVAC systems
**SENSORS, SWITCHES**

## 60
### in RVs and Large Boats
**CIRCUIT BREAKERS, SWITCHES**

## 50
### in agriculture/ construction vehicles
**SENSORS, CONTROLS**

## 30
### in U.S. homes
**SENSORS, SWITCHES, SAFETY SWITCHES**

Sensata Technologies

AIRPAX · BEI KIMCO · BEI SENSORS · crydom · cynergy3 · DeltaTech CONTROLS · KAVLICO · GIGAVAC · KLIXON · MAGNUM DIMENSIONS · NEWALL · Qinex · Schrader TPMS Solutions · SENSOR NITE · SWINDON SILICON SYSTEMS

# Four key drivers are shaping our markets through the next decade and we are capitalizing on these trends



## Clean & Efficient

Secular need for cleaner, more efficient products



## Electrification

Mandates for electrified products



## Autonomy

Enabling autonomy and operational efficiencies



## Smart & Connected (IoT)

Connected equipment with actionable insights


Sensata Proprietary Information. Strictly Private.

# We focus on high-value segments of the market where we have significant differentiation



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



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



Trusted brands in
**mission-critical**
complex applications



Business and industry-specific
**knowledge**



**Low cost**
manufacturing model with significant operating leverage



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


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# Response to COVID-19

## Safeguarding our employees

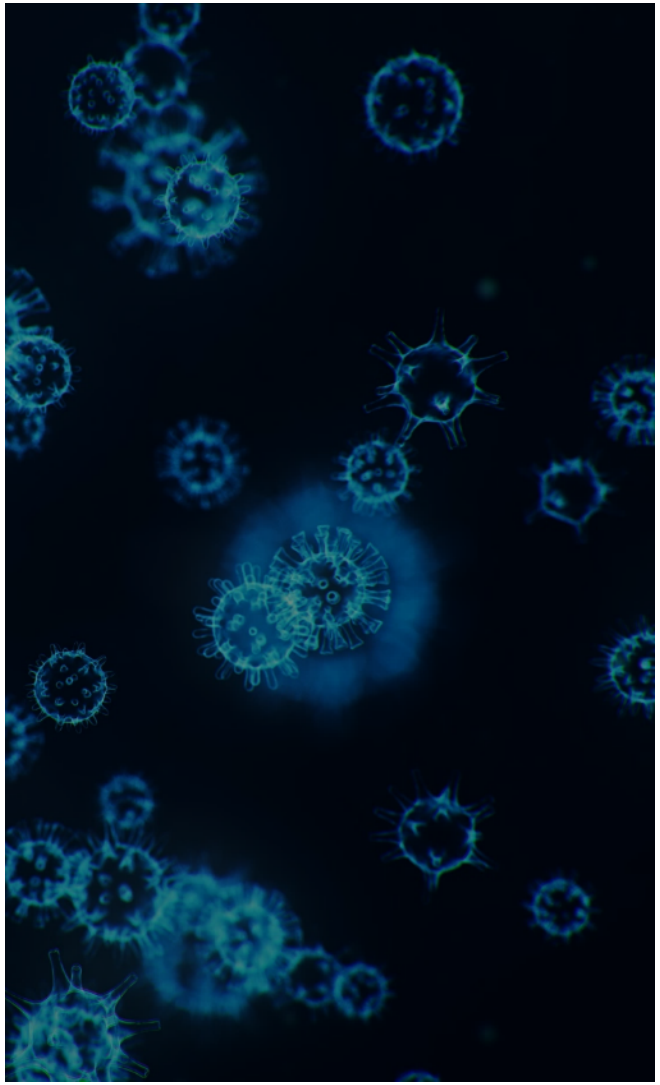
- **Continuing to implement preventative measures** including:
  - increased frequency of cleaning and disinfecting of facilities
  - social distancing, remote working when possible
  - travel restrictions and limitations on visitor access to our facilities

## Serving customers' critical and essential needs

- **Prioritizing essential production** for our critical customer needs who in many cases are performing work essential in this environment
- **Local governments auditing our sites** and most deemed essential

## Further enhancing financial flexibility, aligning our costs to demand

- **$1.2 billion in cash on hand –** Following $400 million drawdown of our revolving credit facility to increase financial flexibility
- **Managing working capital** to further enhance our financial flexibility
- **Reducing capital expenditures** to match anticipated future launches and volumes
- **Suspended our share repurchase program** temporarily
- **Reducing operating costs** to partially offset anticipated drop in revenue

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# Thank You!

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