

Sensata Insights takes Smart & Connected to the next level

June 2, 2021

Forward-Looking Statements

Safe Harbor Statement

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Act of 1995, which relate to future events and are subject to risks and uncertainties. The forward-looking statements, which address the Company's expected business and financial performance and financial condition, among other matters, may contain words or phrases such as: "believe," "continue," "expect," "look ahead," "predict," or "will," and other words and phrases of similar meaning. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as statements about expected earnings, revenues, growth, liquidity or other financial matters, together with any statements related in any way to the COVID-19 pandemic including its impact on the Company. Although the Company believes the expectations reflected in its forward-looking statements are based upon reasonable assumptions, no assurance can be given that such expectations will prove to have been correct. A number of factors could cause actual results to differ materially from the projections, anticipated results, or other expectations expressed in this presentation, including, without limitation, the following: future risks and existing uncertainties associated with the COVID-19 pandemic, which continues to have a significant adverse impact on our operations including, depending on the specific location, full or partial shutdowns of our facilities as mandated by government decree, government actions limiting our ability to adjust certain costs, significant travel restrictions, "work-from-home" orders, limited availability of our workforce, supplier constraints, supply chain interruptions, logistics challenges and limitations, and reduced demand from certain customers; uncertainties associated with a protracted economic slowdown that could negatively affect the financial condition of our customers and suppliers; uncertainties and volatility in the global capital markets; political, economic, military and other risks in countries outside of the United States; the impact of general economic conditions, geopolitical conditions and U.S. trade policies, legislation, trade disputes, treaties and tariffs, including those affecting China, on the Company's business operations; risks associated with the improper conduct by any of our employees, customers, suppliers, distributors or any other business partners which could impair our business reputation and financial results and could result in our non-compliance with anti-corruption laws and regulations of the U.S. government and various foreign jurisdictions; changes in exchange rates of the various currencies in which the Company conducts business; the Company's ability to obtain a consistent supply of materials, at stable pricing levels; changes in defense expenditures in the military market, including the impact of reductions or changes in the defense budgets of U.S. and foreign governments; the Company's ability to compete successfully on the basis of technology innovation, product quality and performance, price, customer service and delivery time; the Company's ability to continue to conceive, design, manufacture and market new products and upon continuing market acceptance of its existing and future product lines; difficulties and unanticipated expenses in connection with purchasing and integrating newly acquired businesses, including the potential for the impairment of goodwill and other intangible assets; events beyond the Company's control that could lead to an inability to meet its financial covenants under its credit arrangements; the Company's ability to access the capital markets on favorable terms, including as a result of significant deterioration of general economic or capital market conditions, or as a result of a downgrade in the Company's credit rating; changes in interest rates; governmental export and import controls that certain of our products may be subject to, including export licensing, customs regulations, economic sanctions or other laws; cybersecurity threats or incidents that could arise on our information technology systems that could disrupt business operations and adversely impact our reputation and operating results and potentially lead to litigation and/or governmental investigations; changes in fiscal and tax policies, audits and examinations by taxing authorities, laws, regulations and guidance in the United States and foreign jurisdictions; any difficulties in protecting the Company's intellectual property rights; and litigation, customer claims, product recalls, governmental investigations, criminal liability or environmental matters. In addition, the extent to which the COVID-19 pandemic will continue to impact our business and financial results going forward will be dependent on future developments such as the length and severity of the crisis, the potential resurgence of the crisis, future government actions in response to the crisis and the overall impact of the COVID-19 pandemic on the global economy and capital markets, among many other factors, all of which remain highly uncertain and unpredictable.

A further description of these uncertainties and other risks can be found in the Company's 2020 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and the Company's other reports filed with the SEC. Copies of our filings are available from our Investor Relations department or from the SEC website, www.sec.gov.

Combination of Sensata and Xirgo creates significant competitive advantages in the data insights market

Businesses need real-time information to make decisions and run their activities effectively to generate returns

Key Internet of Things (IoT) Megatrend is enabled by real-time data and connectivity

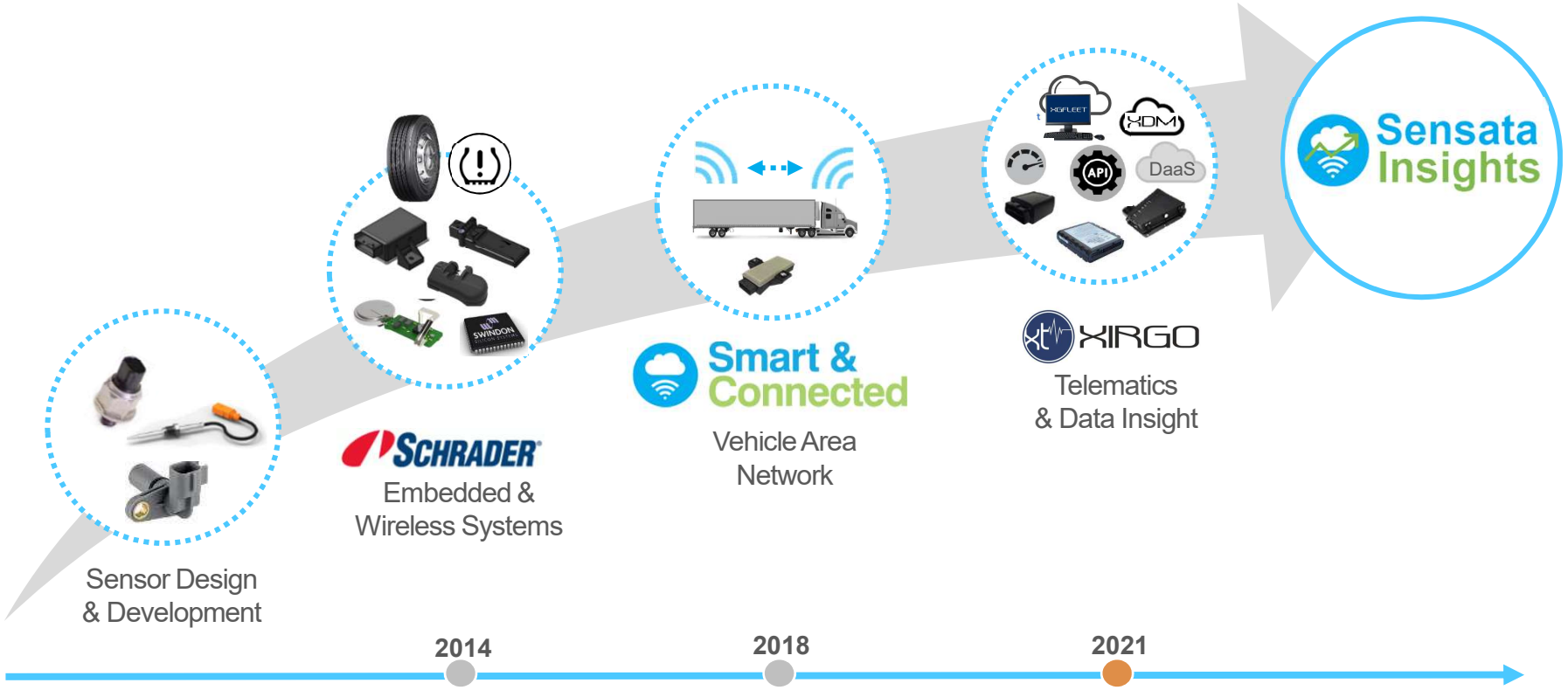
Sensors are a fundamental building block to capture valuable data insights

Getting data into the cloud makes it useful to multiple customers

Together, Sensata and Xirgo create competitive advantage in the market – uniquely combines leading sensor manufacturer with leading telematics gateway provider

Meaningful addressable markets of ~$3B today growing to $15B by 2030

Sensata Insights, with Xirgo, provides valuable data to OEMs, fleet managers, and logistics companies



Multiple long-term growth vectors	▪ Many additional high-value sensing applications and sources of data insight benefit customer base and partner ecosystem ▪ Valuable opportunity for customers to migrate to recurring Data-as-a-Service revenue models

Acquisition of Xirgo expands Sensata's technology, markets and customers: now rebranded Sensata Insights



- Leading telematics and data insight provider across transportation and logistics verticals
- 2021E annualized revenue expected to exceed $100M and grow 20%+ per year over the next several years driven by substantial new business wins
  - Committed orders for +80% of 2021E revenue
- Differentiated margins at or above Sensata levels
- 160+ employees; 75+ engineers
- Locations in California, Minnesota, Lithuania

- Adds leading telematics gateway, important sensing parameters, and expansive customer base
- Complementary product solutions create meaningful value from Sensata's leading sensor position
- Target end-customers include OEMs, fleet managers, and logistics companies expanding the combined addressable market to $15B by 2030
- Combination renders Sensata's Insights business as fast-growing, profitable area within Performance Sensing

Sensata Insights

Value Proposition Video

Data insights market presents challenging needs and dynamics

	Market Needs and Dynamics
 **Light-Duty and Passenger Vehicles**	▪ Vehicle location ▪ Vehicle diagnostics and predictive maintenance to improve uptime ▪ Driver behavior monitoring and accident reconstruction; insurance underwriting optimization ▪ Converting data into actionable insight that leads to cost savings and enhanced safety
 **Heavy-Duty Vehicle**	▪ Vehicle location, diagnostics, and predictive maintenance all on a single screen ▪ Driver behavior monitoring, accident reconstruction, and regulatory compliance ▪ Cargo condition monitoring and control ▪ Maximize operational efficiency ▪ Mix of trucks and trailers pose difficult communication challenges
 **Cargo & Containers**	▪ Cargo and container location, condition monitoring and control ▪ Maximize operational efficiency and maintain security of goods in transit ▪ Concentrated market with a handful of shipping lines controlling global flow of cargo ▪ Interoperability of cargo and container technology across owned and leased containers

Sensata Insights is positioned to address customer needs in fast-growing vertical markets

	Market Opportunity*
 **Light-Duty and Passenger Vehicles**	$0.5B (Today) → $3.0B (2030)
 **Heavy-Duty Vehicle**	$1.4B (Today) → $7.0B (2030)
 **Cargo & Containers**	$1.0B (Today) → $5.0B (2030)

Sensata Positioning

- In-house modular full-stack portfolio
- Most extensive and flexible sensing portfolio with in-house designs, joint development, or white labeled offerings
- Open ecosystem with on-board vehicle integration and cloud APIs
  - Ability to provide a single view from disparate data sources
- Multi-channel approach to market enables variety of end users to capture needed data and value

Total addressable market is expected to grow ~20% CAGR through 2030 for NA/EU

*Source: Market data and Sensata estimates

Modular, full-stack solutions, along with partner integration and support, delivers valuable data insights to variety of end users

Cargo & Containers | **Heavy-Duty Vehicle** | **Light-Duty Vehicle**



Support

- System Health & Security Monitoring
- Field & Phone Support
- Remote Update & Diagnostic
- Installation & Provisioning

Full-Stack Platform & Solution

- Data Insight Services
- Cloud Platform
- Telematics & Asset Tracking
- Vehicle Area Network
- Sensing

- Data Interface
- Device Integration
- Sensor R&D

Partners

Integration Partner

API

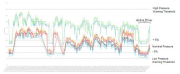
I/O

Embedded App

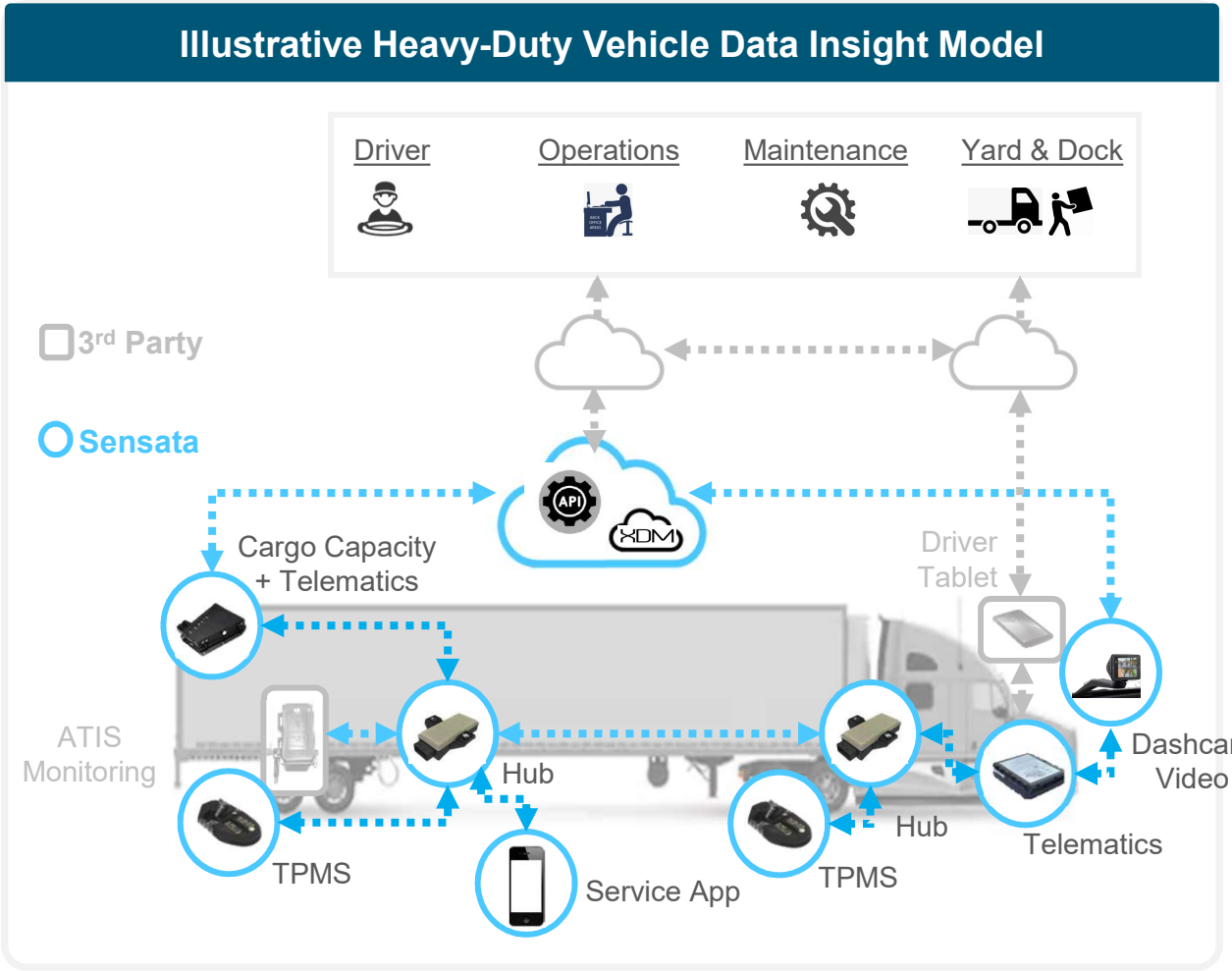
Embedded Module

Sensata Insights integrates sensors with multiple communication layers to create valuable solutions for customers

Full-Stack Platform & Solution

	Sensata Insights Product Offering		
Data Insight Services	 Data Analytics	Data-as-a-Service	Parameter IDs for On-board Diagnostics
Cloud Platform	Cloud Applications & Middleware		Device Management
Telematics & Asset Tracking	 Vehicle Telematics	 Asset Tracking	 Reefer Container Control
Vehicle Area Network	 Hub	 Extender	 Service App
Sensing	  Tire Management	 Trailer Cargo Capacity	 Dashcam Video	 Pallet Sensors

Sensata Insights addresses critical fleet ecosystem needs: An example



- Sensing portfolio collects high value data (e.g. cargo capacity, TPMS, video)
- Vehicle area network enables truck-to-trailer link and 3rd party system integration (e.g. ATIS)
- Telematics devices collect vehicle data and transmit/receive to/from the cloud and/or in-cab displays
- Cloud platform remotely manages devices while processing and distributing data via APIs to 3rd party solution providers
- Fleet managers receive the right actionable data in the right place (e.g. web portal, email notifications, etc.)

Note: ATIS = automatic tire inflation system; TPMS = tire pressure monitoring sensors

Sensata's multi-channel go to market approach provides compelling value proposition

	Channel	Value Proposition	Source of Revenue	
			1x H/W	Recurring
 **Light-Duty and Passenger Vehicles**	TSP	• Access to new sensing data insight along with connected devices and enabling technologies to enhance overall solution for sales to fleet customers	☑	☑
	Usage-Based Insurance	• Access to driver behavior and vehicle use to more-accurately price risk premium	☑	☑
	Fleet	• Ability to serve multiple vehicle types and user needs along with technology ecosystem compatibility	☑	☑
 **Heavy-Duty Vehicle**	Tier	• Access to sensor design experts and a platform for insight delivery to improve value of their offering	☑	
	Truck and Trailer OEM	• Interoperable truck and trailer data and an independent data aggregation platform for insight delivery to fleets that have mixed branded trucks and trailers	☑	
	TSP	• Access to new sensing data insight along with connected devices and enabling technologies to enhance overall solution for sales to fleet customers	☑	☑
	Fleet	• Ability to serve multiple vehicle types and user needs along with technology ecosystem compatibility	☑	☑
 **Cargo & Containers**	Shipping Line	• Access to new sensing data insight for dry and refrigerated containers along with connected devices and enabling technologies to enhance overall location, cargo condition and security monitoring for cargo owner customers	☑	☑

Sensata Insights current customer base includes a powerful combination of Tier-1s, OEMs, leading channel partners, and fleet owners / fleet data consumers

Tier 1 and OEM Customers

Cummins
THERMO KING
KNORR BREMSE
Carrier
Haldex
Allison
HENDRICKSON
BOSCH
DELPHI
DENSO

VOLVO
FREIGHTLINER
DAF
Peterbilt
MAN
VESTERN STAR
SCANIA
KRONE
IVECO
INTERNATIONAL
ISUZU TRUCKS
DETROIT
GM
Great Dane
Ford
BMW
TOYOTA
VW
FCA FIAT CHRYSLER AUTOMOBILES
TESLA

Channel Partners and Fleet Owners

AT&T
verizon
T-Mobile
CALLPASS
agilis systems
Spireon
One Step GPS
Great Dane

amazon
FedEx
Walmart
SCHNEIDER
PROGRESSIVE
MAERSK

Customers already responding positively to offering with important recent new business wins

Leading Global Package Delivery Service

- Retrofit ~85K assets in the field
- Tire pressure, vehicle area network, asset tracking

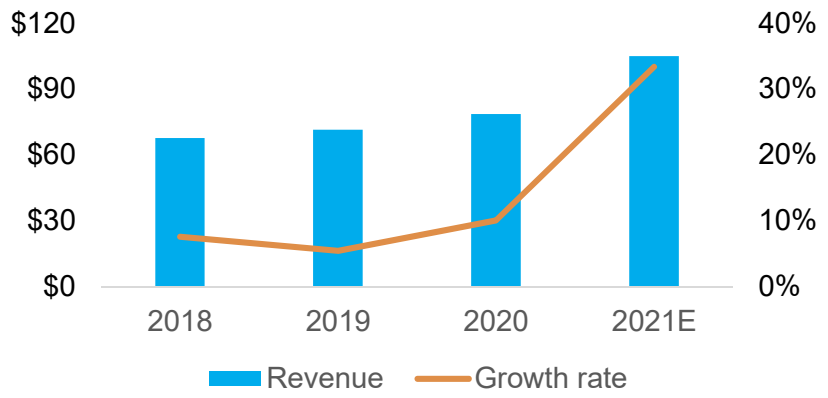
Nationwide Truck Leasing Company

- ~50K assets in the field
- Tire pressure, asset tracking, cabin monitoring

Global Usage-Based Insurance Provider

- Millions of passenger vehicles and light/heavy duty trucks
- Vehicle telematics

Revenue Growth Accelerating



Sensata + Xirgo = Sensata Insights; Unleashes compelling data insight offering for broad end user base

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Q & A

Sensata Insights Questions and Answers



Jeff Cote, CEO and President



Paul Vasington, EVP and CFO



Shawn Aleman, GM of Data Insights



George Verras, Chief Technology Officer



Jacob Sayer, VP Finance – Investor Relations