



Sensata
Technologies

Electrification Teach-In

Forward Looking Statements

Safe Harbor Statement

This presentation includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may be identified by terminology such as "may," "will," "could," "should," "expect," "anticipate," "believe," "estimate," "predict," "project," "forecast," "continue," "intend," "plan," "potential," "opportunity," "guidance," and similar terms or phrases. Forward-looking statements involve, among other things, expectations, projections, and assumptions about future financial and operating results, objectives, business and market outlook, megatrends, priorities, growth, shareholder value, capital expenditures, cash flows, demand for products and services, share repurchases, and Sensata's strategic initiatives, including those relating to acquisitions and dispositions and the impact of such transactions on our strategic and operational plans and financial results. These statements are subject to risks, uncertainties, and other important factors relating to our operations and business environment, and we can give no assurances that these forward-looking statements will prove to be correct.

A wide variety of potential risks, uncertainties, and other factors could materially affect our ability to achieve the results either expressed or implied by these forward-looking statements, including, but not limited to, risks related to public health crises, instability and changes in the global markets, supplier interruption or non-performance, the acquisition or disposition of businesses, adverse conditions or competition in the industries upon which we are dependent, intellectual property, product liability, warranty, and recall claims, market acceptance of new product introductions and product innovations, labor disruptions or increased labor costs, and changes in existing environmental or safety laws, regulations, and programs.

Investors and others should carefully consider the foregoing factors and other uncertainties, risks and potential events including, but not limited to, those described in Item 1A: Risk Factors in our most recent Annual Report on Form 10-K and as may be updated from time to time in Item 1A: Risk Factors in our quarterly reports on Form 10-Q or other subsequent filings with the United States ("U.S.") Securities and Exchange Commission (the "SEC"). All such forward-looking statements speak only as of the date they are made, and we do not undertake any obligation to update these statements other than as required by law.



Jeff Cote

Chief Executive Officer,
President



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Executive Vice President,
Performance Sensing Automotive



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Executive Vice President,
Sensing Solutions

About Sensata

Global industrial technology company with 100+ years of experience in mission-critical design and innovation of sensor-rich solutions that create insights for our customers

Market leader in automotive, appliance, aircraft, industrial, military, heavy vehicle, off-road, HVAC, data, telecom, RV, and marine markets



BY THE NUMBERS

\$3.8B

2021 revenues

21,000+
employees

13
countries
with Sensata sites



Sensata is strategically positioned to benefit from Electrification trends

\$15B Electrification addressable market by 2030

accelerating due to lowered costs, increased regulations and rapidly evolving infrastructure

Sensata is ahead of the curve leveraging our sensing and electrical safety and management expertise to enable our OEM customers to succeed

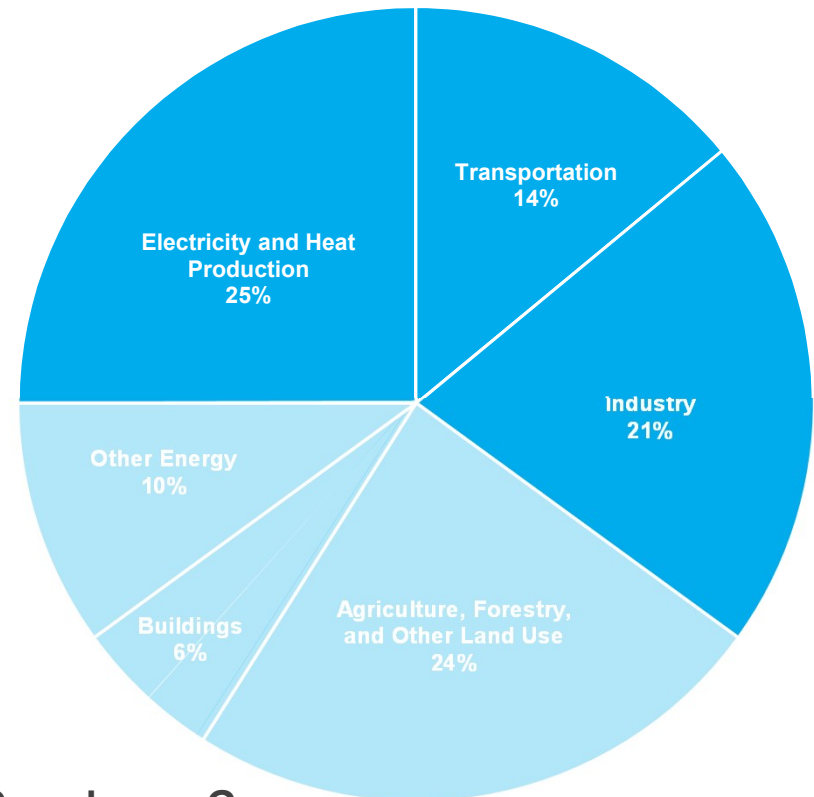
From components to full-fledged systems our solutions are designed to meet the requirements of the evolving market

Projecting +50% annual growth of Electrification revenue to \$2.0 billion by 2026 Sensata is strategically positioned across our businesses and through acquisitions to leverage rapidly scaling industry growth

Greenhouse Gas emissions by economic sector

Energy Generation, Transportation, and Industry

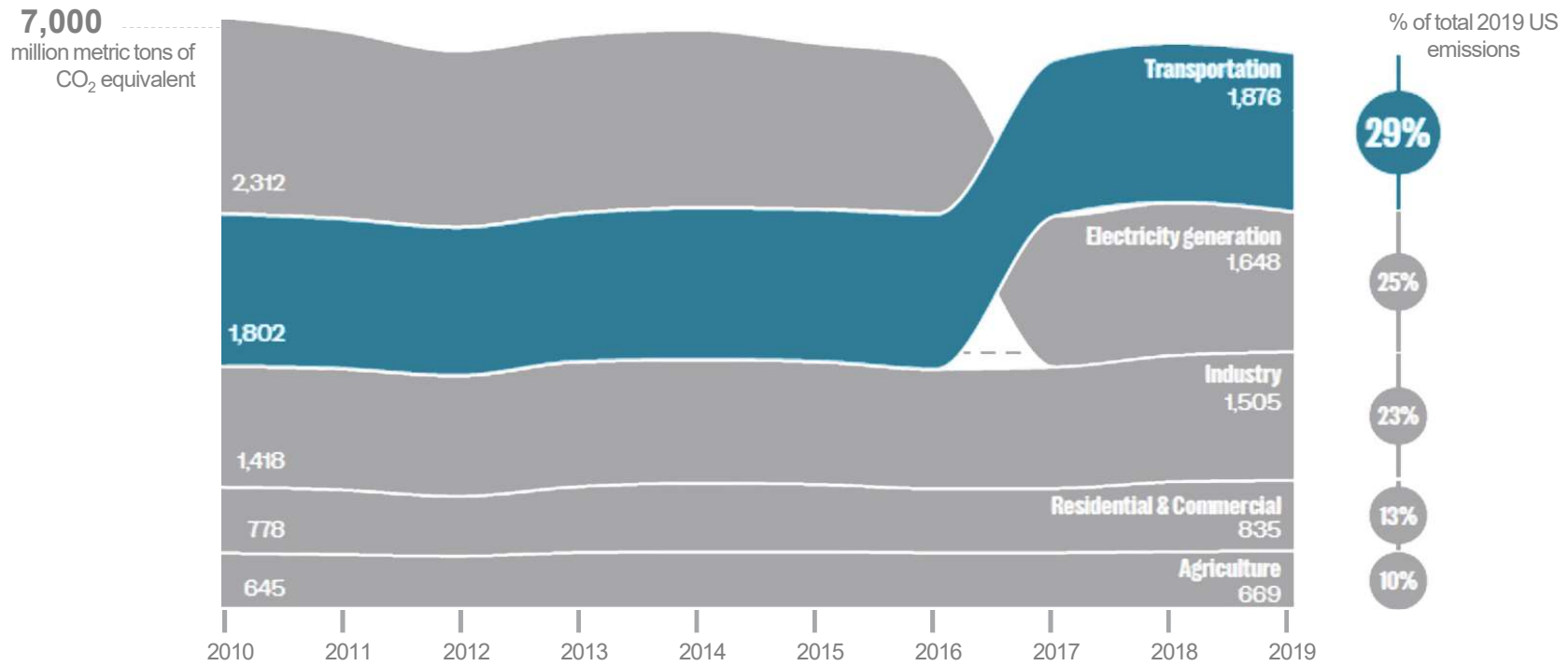
are among the largest contributors of GHG emissions globally, according to the EPA¹



Global Greenhouse Gas Emissions by Economic Sector

¹Source: www.epa.gov Global Greenhouse Gas Emissions data

Transportation is the leading source of Greenhouse Gas emissions in the United States

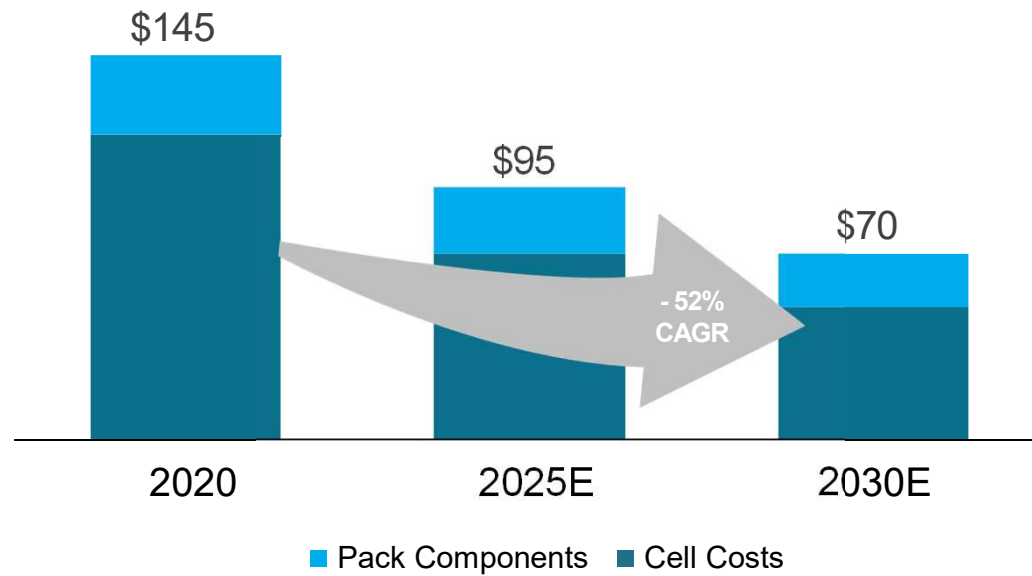


Making electrifying mobility a critical solution

Why Electrification is accelerating

- Declining battery costs
- Regulatory changes
- Charging infrastructure growth

Battery Price, Cell and Pack \$/kWh



Why Electrification is accelerating

Declining battery costs

Regulatory changes

Charging infrastructure growth



Euro 7 emissions regulations in 2025



China 6b emissions regulations in 2023



EPA and US DOT light vehicle emissions standards

2026 fuel economy requirements raised to 55 mpg average

Phase 2 emissions regulations for heavy vehicles by 2027

\$7,500 Federal Tax Credit for purchasing new EV or PHEV

Why Electrification is accelerating

Declining battery costs

Regulatory changes

Charging infrastructure growth

\$2.0 billion

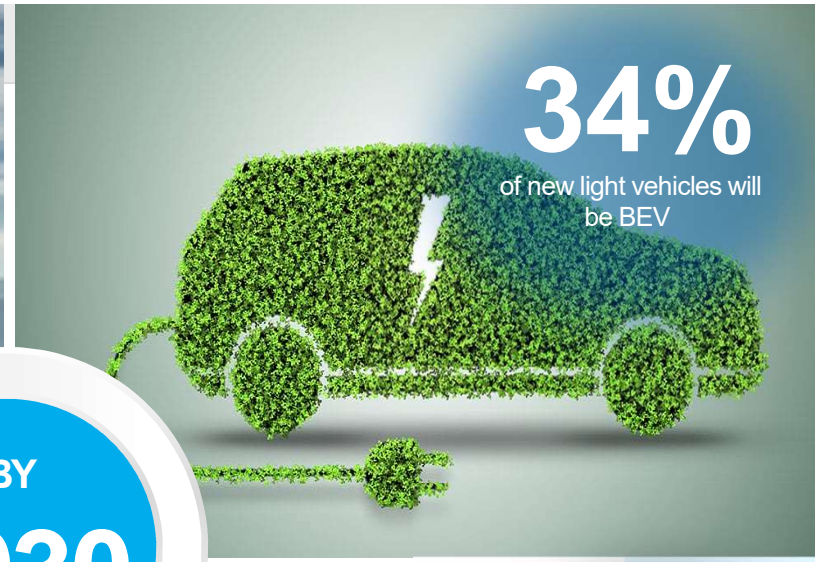
for EV charging from Electrify America¹

\$7.5 billion

for build out of EV charging in the Infrastructure Bill



¹ Electrify America, an electric vehicle DC fast charging network in the United States, is a wholly-owned subsidiary of VW.



BY
2030

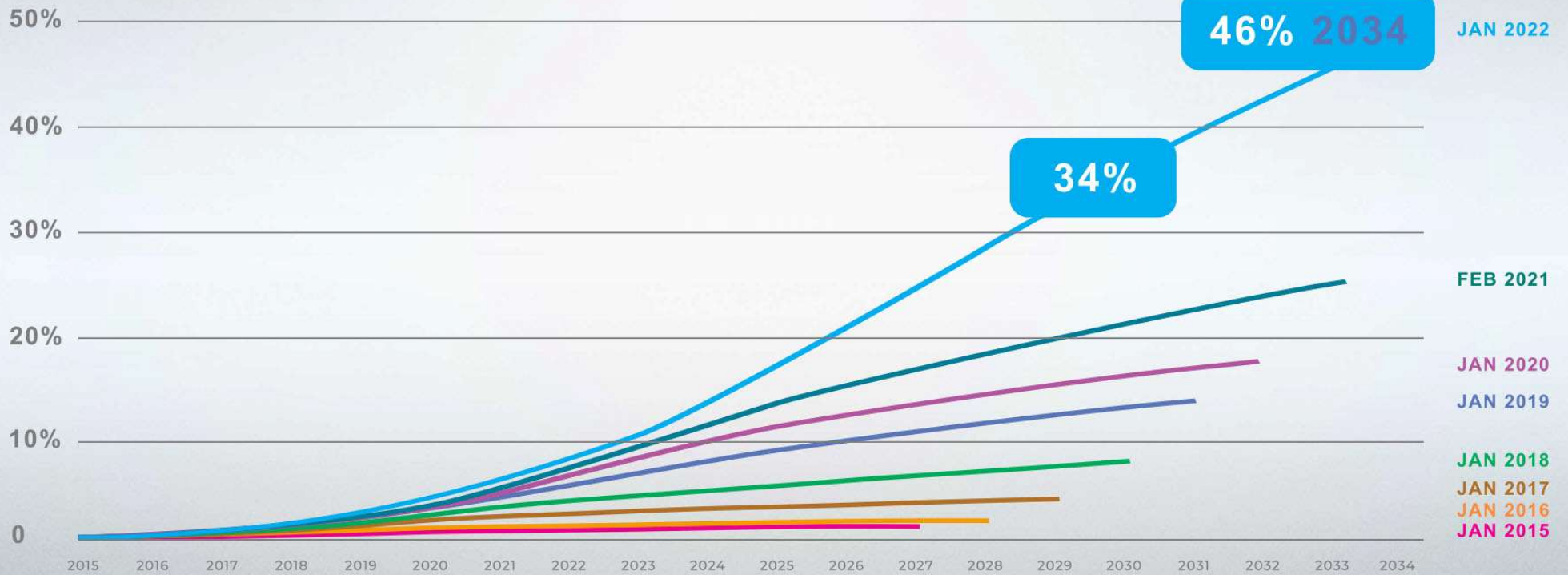


**Electrification
is transforming
our end
markets at an
accelerated
pace**

Revised BEV Forecasts

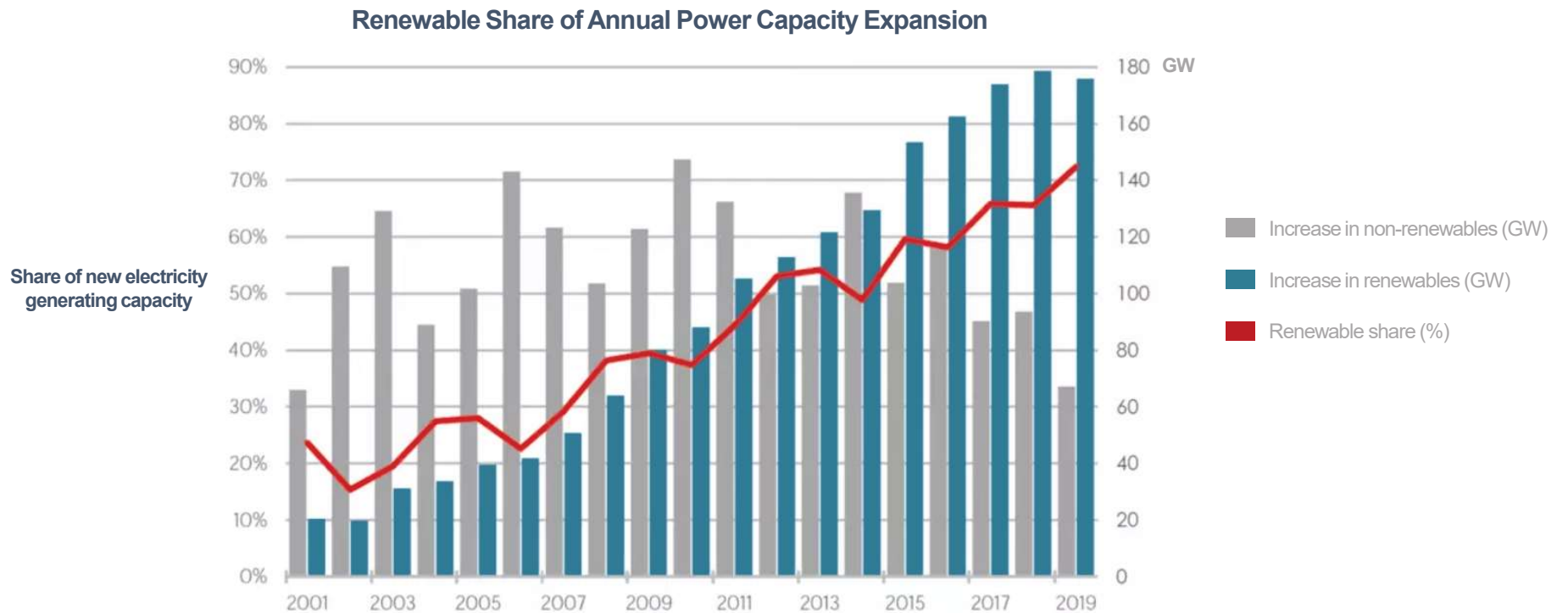


BEV SHARE



Source: IHS

Over 70% of new electricity generation is coming from renewable sources



Driving the need for energy storage to overcome intermittency and distribution challenges

Source: Irena

Creating comprehensive electrification solutions

COMPONENTS

\$5B SAM by 2030

Components like Contactors, Fuses and Sensors



SUBSYSTEMS / SYSTEMS

\$2B SAM by 2030

Combine components with **Battery Management Systems** to create **High Voltage Distribution Units**



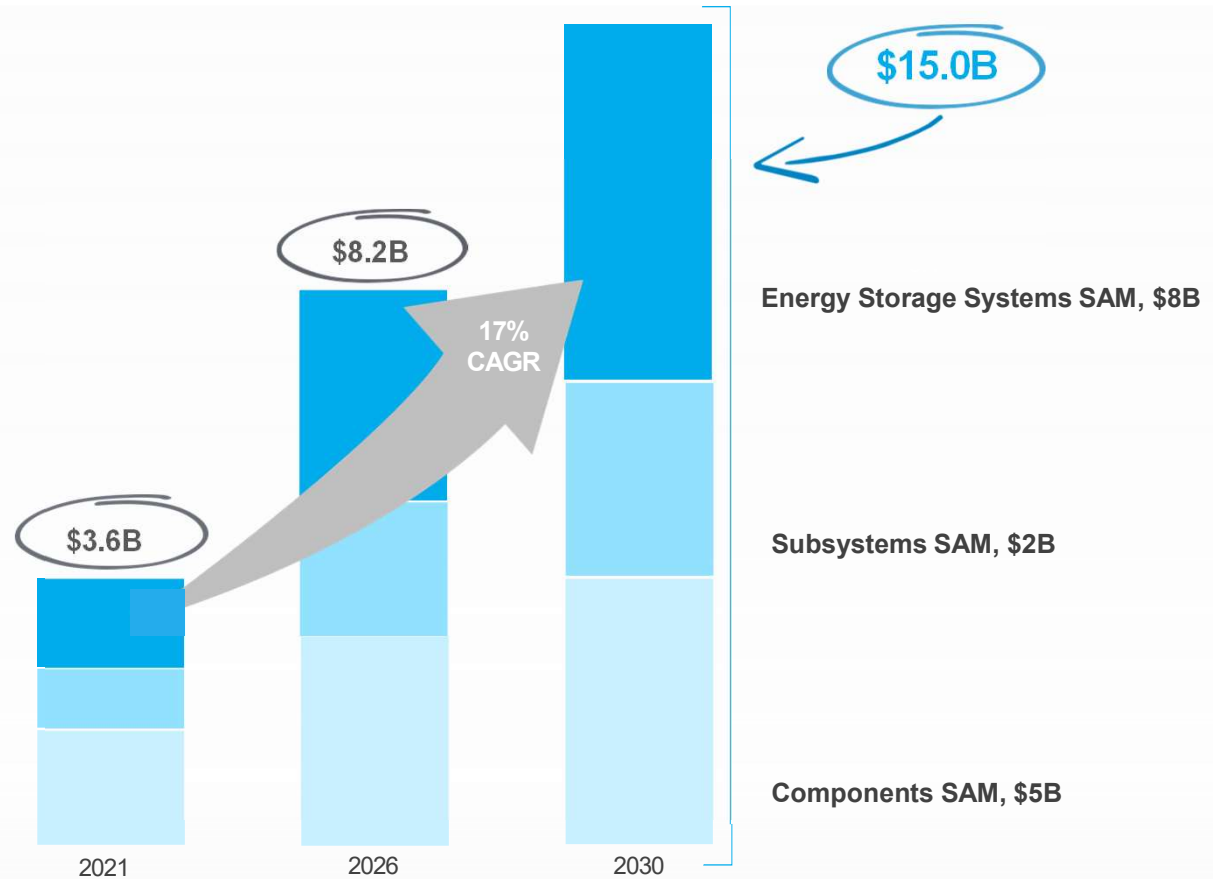
ENERGY STORAGE SOLUTIONS

\$8B SAM by 2030

Combine High Voltage Distribution Units with Lithium-ION batteries and services to create complete **Energy Storage Solutions**



Targeting fast-growing addressable markets of \$15.0 billion by 2030



How We Win



Projecting +50% annual growth of Electrification revenue to \$2B by 2026

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



Large, fast-growing end markets: Sensata is targeting \$15B in addressable markets by 2030

Electrification applications are growing dramatically



Sensata addresses multi-level Electrification design needs

Components for Auto and other OEMs; Sub-systems, Systems and full Battery Energy Storage solutions as required for other applications

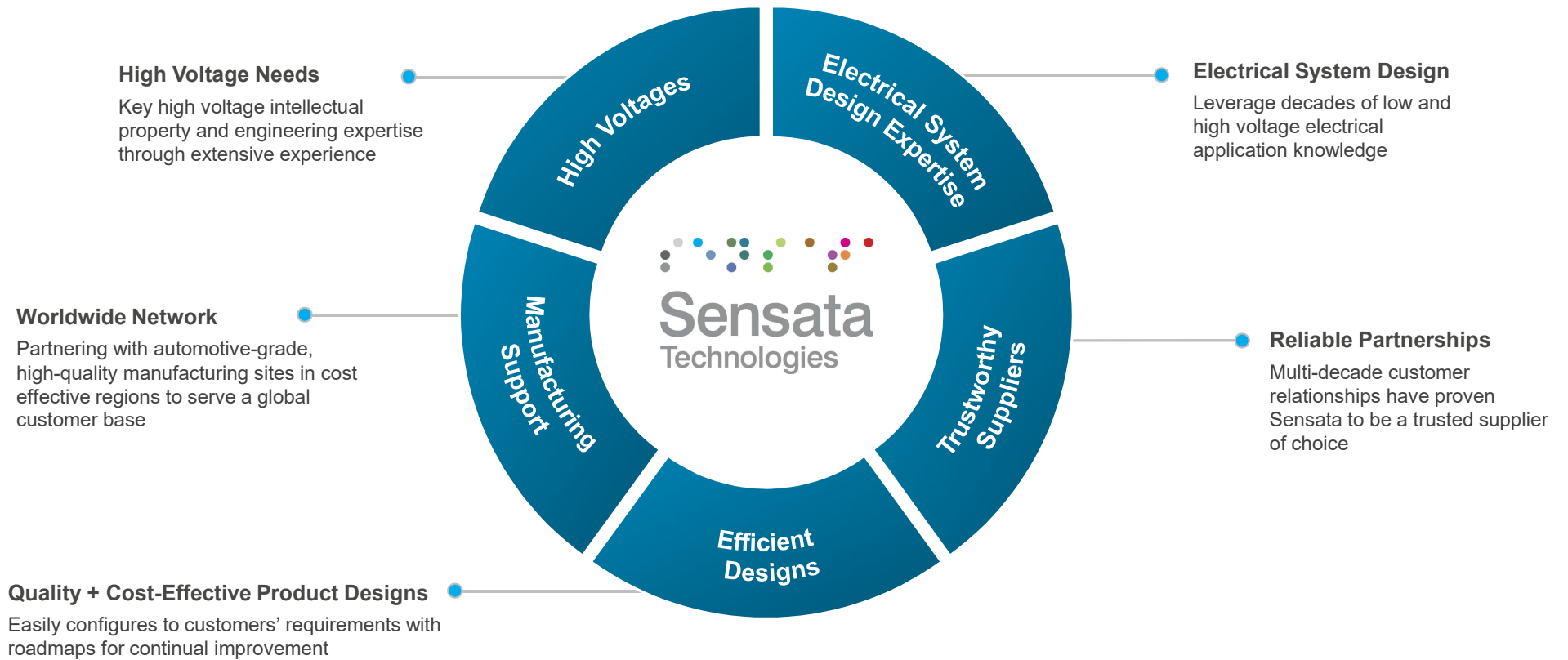


Electrification is transforming Sensata's end markets at an accelerated pace

Sensata's success is fueled by the growth of light and heavy vehicle electrification, clean energy solutions including charging infrastructure growth, and expanding Electrification use across all our end markets

Sensata's Electrification Product Capabilities

How Sensata is solving for the future



Carry-over Components



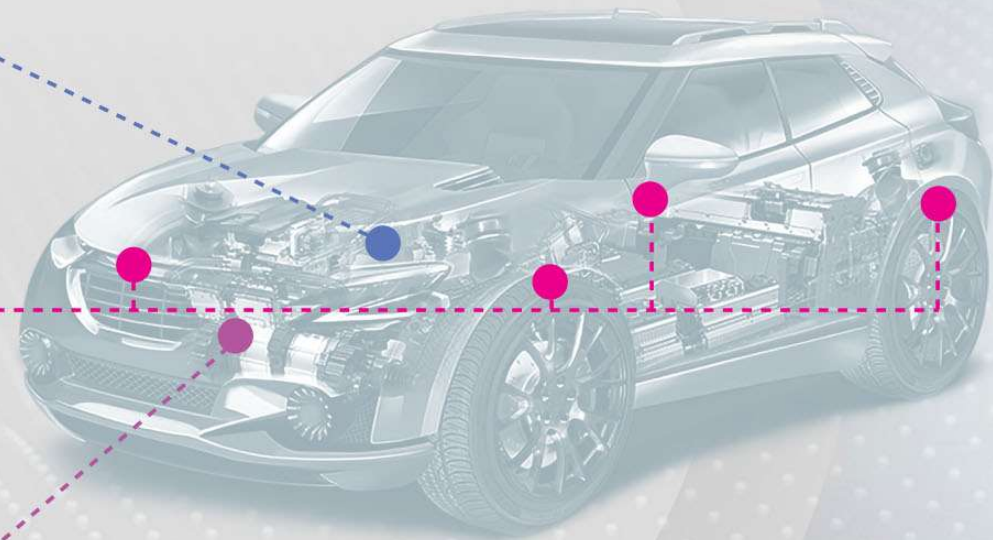
Thermal Management



Tire Pressure



Brake Pressure



Electric-specific Components

Mid-voltage

High-voltage



Contactors



Passive & Active Fuses



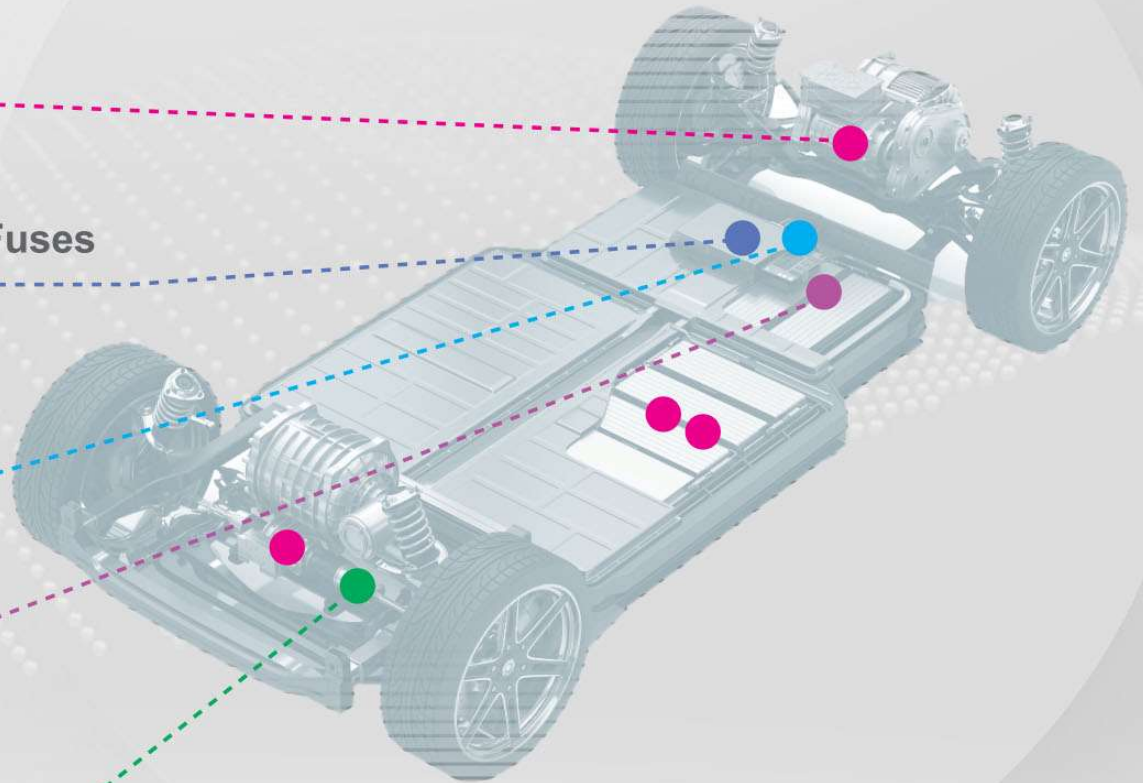
**Shunt-based
Current Sensor**



PyroTactor



**E-motor
Position Sensors**



Electric Motor Components



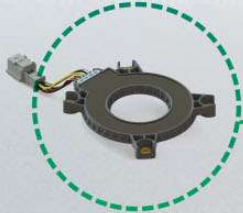
Stator Temperature



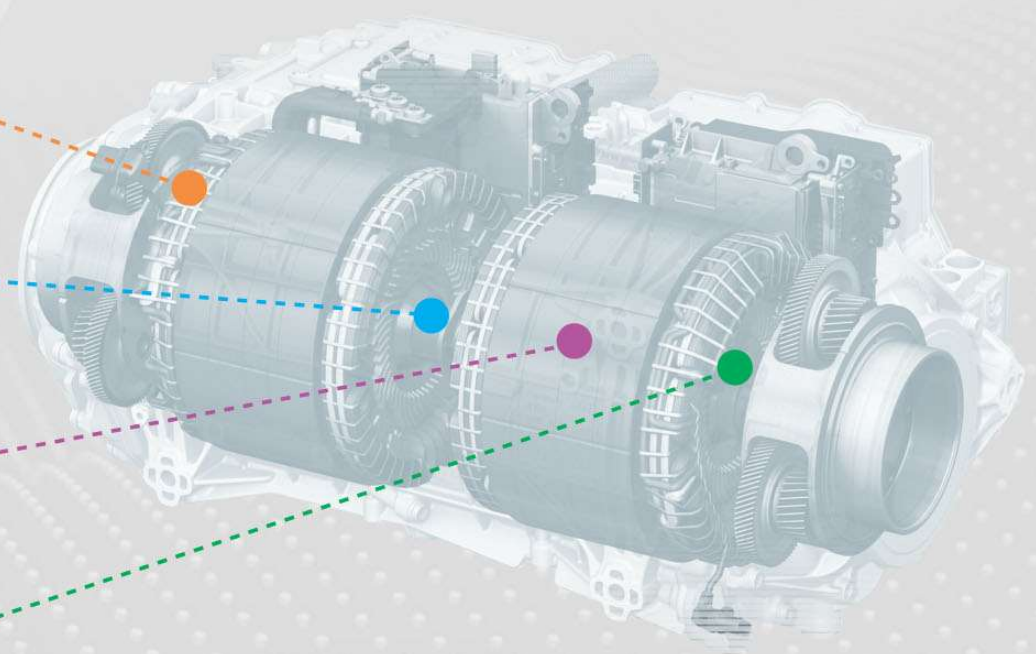
Cooling Pressure



Rotor Temperature



Rotor Position



EV-upgraded Components



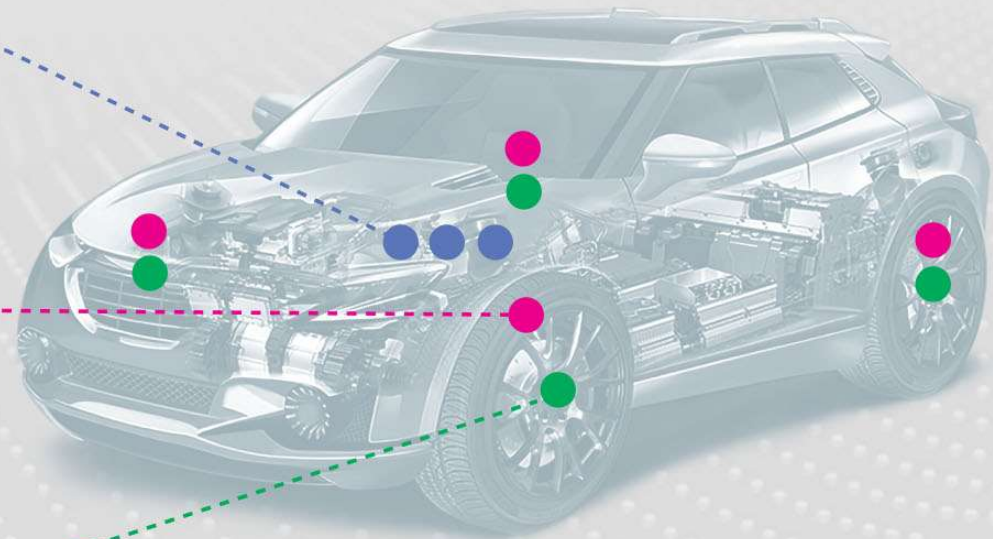
Thermal Management



Tire Management



Electro-mechanical Braking



Battery Management Solutions solve sub-system requirements

Robust and certified battery management system with built-in functional safety and quality

Enables **flexibility and customization** of battery charging profile

Improvements in battery management system driven by acquisition of Lithium Balance



Steady and reliable power through power modules



Our Electrical Protection & Control Components Can Be Combined Into a Range of High Voltage Distribution Units



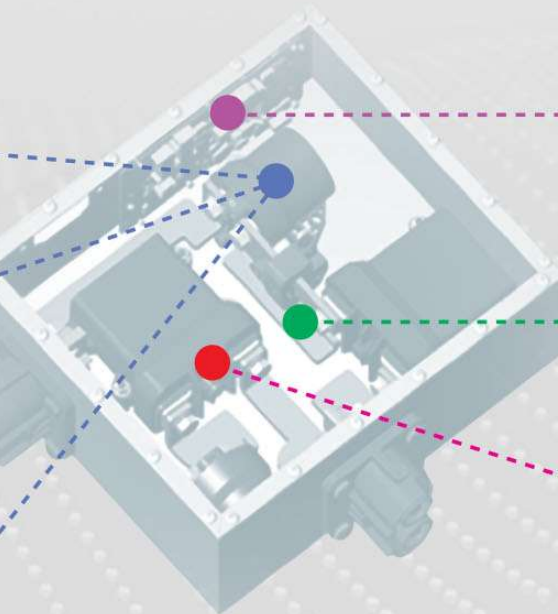
Auxiliary Contactor



DC Charge Contactor



Main & Pre-charge Contactors

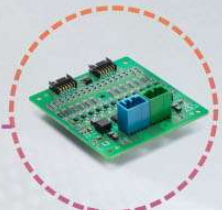


High Voltage Distribution Unit

- Power Distribution Units
- DC Charging Units
- Battery Disconnect Units



Control Board



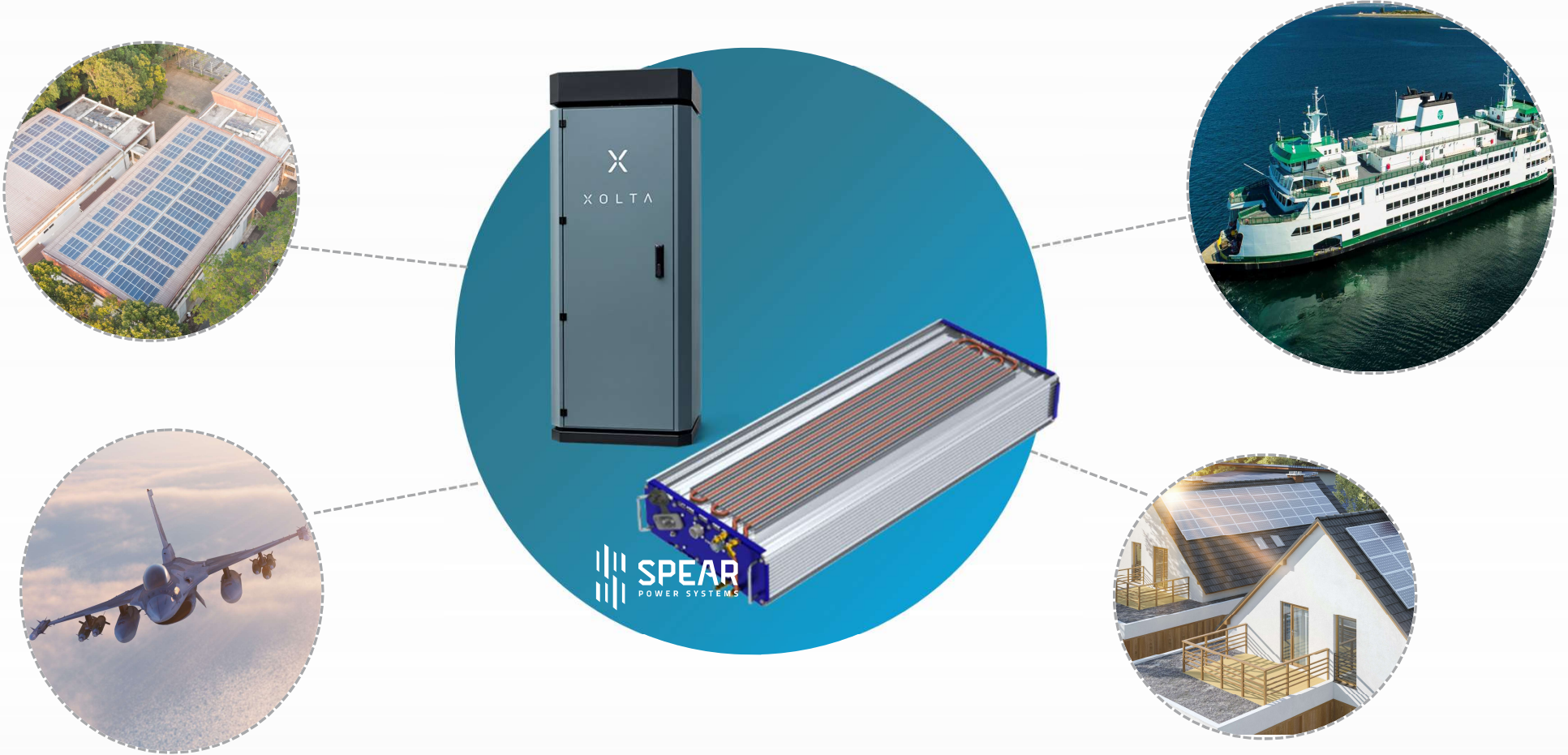
Current Sensor



Active/Passive Fuse



Battery energy storage solutions across land, sea and air



How We Win



Robust technology portfolio gives Sensata the market advantage

Decades of Electrification expertise in advanced components and systems ensures our success in new applications and markets



Sensata has sustainable competitive advantages

Technological innovation, global scale and supply chain; multi-decade customer relationships



Robust, turnkey solutions for an array of customer needs

Sensata serves as a design partner for every stage of development, from battery management subsystems and high voltage distribution units up through battery energy storage solutions across industries and applications



Large and fast-growing addressable market of \$15B by 2030

Sensata is part of the revolution, being the first to offer a broad selection of Electrification applications

Where Sensata Wins in Electrification

Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



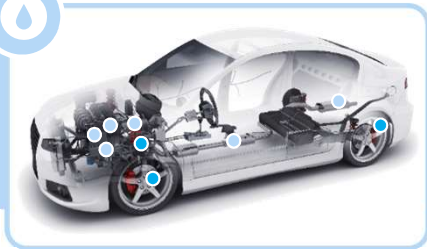
Sensata Content per EV has the potential to be DOUBLE that of ICE
enabled by expanding component offering
and upgrading of carry-over systems

Sensata's content per vehicle grows with increasing Electrification

BEV CPVs expected to be **DOUBLE** compared to Internal Combustion Engines (ICE) within five years

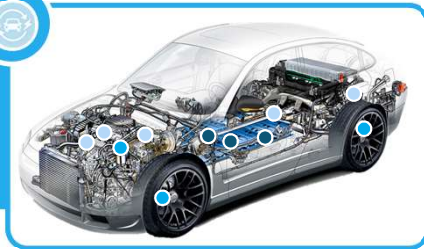
Internal Combustion Engine

ICE Components



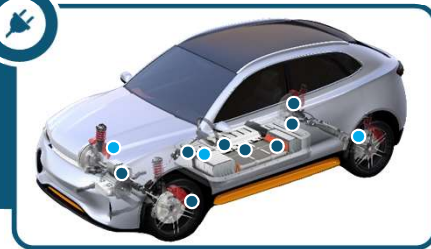
Hybrid Vehicle

ICE + Electric Propulsion Components



Electric Vehicle

ICE + Electric Propulsion +
High Voltage Components



POWERTRAIN COMPONENTS \$

CARRY-OVER COMPONENTS \$\$+

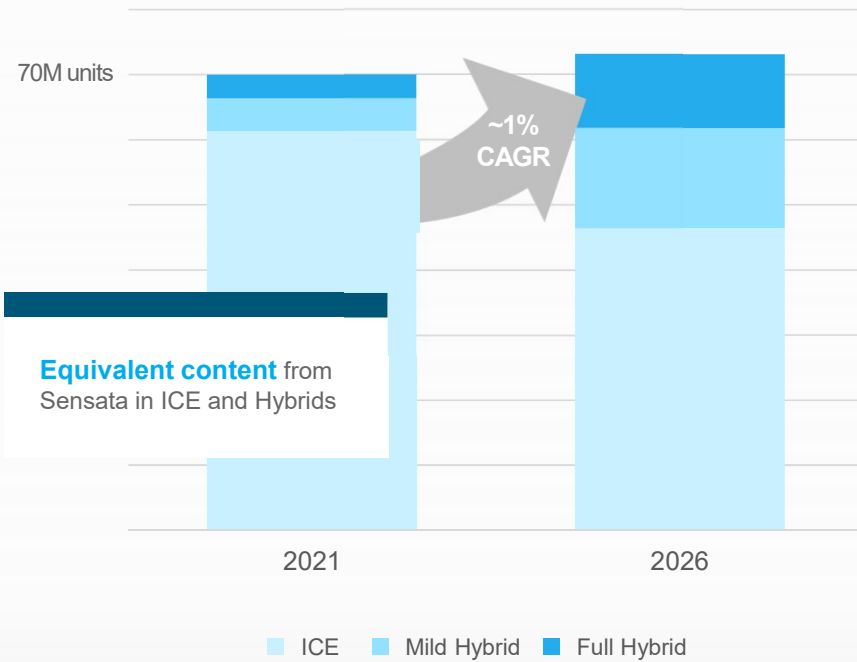
HIGH VOLTAGE COMPONENTS \$\$\$+

Partnering with leading Auto OEMs to launch Battery Electric Vehicles

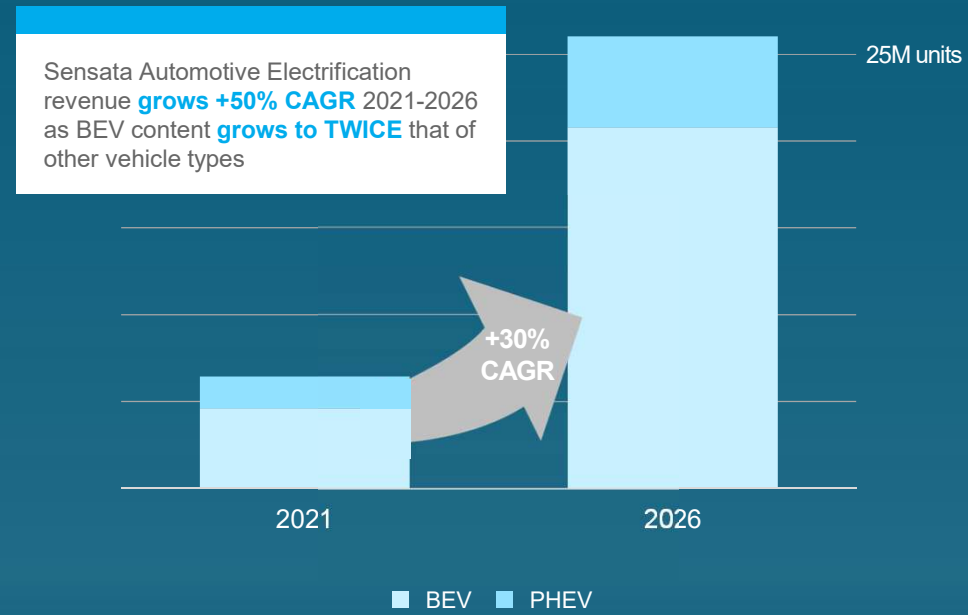


Sensata's Automotive sector rises with Battery Electric Vehicle production growth

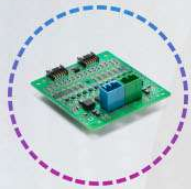
Internal Combustion Production (Units)



Electric Vehicle Production (Units)



Components for Heavy Electric Vehicles Must Handle Megawatt Level Power Loads



Electronic Control Unit



Main Contactors



Pre-Charge Contactors



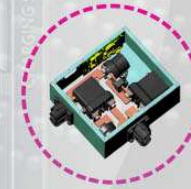
Fuse



Charging Contactor



Current Sensor



High Voltage Distribution Units



Thermal Management



Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



Paired Contactor and Fuse Solutions

enables DC fast charging to become more widespread and enable the growth of EVs worldwide

Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



Safety, Energy Density, and Battery Life are improved through high voltage distribution units and Lithium-ION battery packs following the acquisition of



Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



Lithium-ION batteries enable:

- Faster charging at lower cost
- Lower lifetime costs + maintenance
- Significantly less CO² than Lead Acid batteries
- Robust battery management systems

Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



Reduced energy costs, energy resiliency, and greenhouse gas emissions advancements made through the growing capabilities of Commercial and Industrial Energy Storage

Proven solutions

Automotive

Heavy Vehicle

DC Fast Charging

Marine

Industrial Work Equipment

Stationary Energy Storage

Aerospace



Robust, energy-dense and safe design capabilities

in Energy Storage Solutions are vital for specialty transportation like Aerospace

How We Win



Sensata is actively working with proven solutions in the Electrification market

Across Land, Sea and Air, Sensata has partnered with OEMs, Tiers and System Integrators to ensure success in the evolving market



Projected market of \$15B by 2030 makes Electrification imperative for Sensata

Sensata is leading, providing robust, sustainable solutions for the Electrified future



Sensata offers exceptional advantages

Through technological innovation, global scale, robust manufacturing and multi-decade relationships



Broad portfolio will continue to expand through acquisition

Sensata will continue to augment its capabilities through acquisitions to solve customers' Electrification challenges

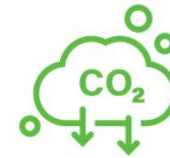
Financial Growth Through Electrification How Sensata Wins

We are building a \$2.0B Electrification growth vector

Innovating in complex components, helping customers transition to electrified solutions and rounding out our capabilities through acquisition should drive +50% Revenue CAGR



Storage



CO₂ Reduction



Distribution

ELECTRIFICATION ECOSYSTEM



Electric Vehicles



Charging Infrastructure



Renewable Generation

Q&A

