

Sensata Third Quarter 2024 Earnings Presentation

November 2024

Forward-Looking Statements and Non-GAAP Measures

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.

Non-GAAP Financial Measures

Where we have used non-GAAP financial measures, reconciliations to the most comparable GAAP measures are provided, along with a disclosure on the usefulness of the non-GAAP measure, at the back of this presentation as well as in the "Investor Relations" section of the Company's website, www.investors.sensata.com.

Q3-2024 Business Highlights

"Our third quarter core operating results demonstrate early positive returns from our efforts to improve operational efficiency, drive execution, and expand margins"

- Martha Sullivan, Interim President and CEO

- ✓ Delivered Q3 results in line with midpoint of guide
- ✓ Delivered third consecutive quarter of adjusted operating margin expansion
- ✓ Completed sale of Insights
- ✓ Significant progress made to divest underperforming products
- ✓ CEO search nearing completion

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Automotive and heavy vehicle production estimates for Q4 are lower as inventory levels have grown faster than SAAR expectations

Performance Sensing



Automotive

- Solid outgrowth in European and North American markets in Q3
- Third party production forecasts for Europe and North America for Q4 are likely to see further downward revisions
- Local OEM's continuing to take share from multi-nationals in China creating headwind



HVOR

- Outgrowth in Q3 driven by on-road truck in NA and Europe
- Market down 7% YoY in Q4

YTD market outgrowth of 600bps through Q3

Sensing Solutions



Industrial

- Muted expectations as destocking continues and housing market remains slow
- Slight sequential revenue growth indicates business has stabilized
- A2L leak detection sensor commencing ramp up in 2H '24 and into 2025



Aerospace

- Continues to show steady demand and growth
- Closely monitoring ongoing quality and labor concerns at key customers

Revenue stabilized year over year

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Q3-2024 FINANCIALS AND Q4-2024 FINANCIAL GUIDE

Q3-2024 Operating results consistent with guide

Delivered operating results in line with expectations

- **Revenue of $983M** is a decrease of approximately $18.5M or 1.8% from Q3-2023, primarily attributable to product lifecycle management related exits
- **Adj. Operating Income of $188M or 19.2%** of revenue is up 20 bps sequentially from 19.0% in Q2-2024, and up 10 bps Y/Y from 19.1% in Q3-2023
- **Adj. EPS of $0.86** is favorable to midpoint of guide by $0.01

GAAP financial results impacted by certain discrete events

- **$258M tax benefit** from the release of valuation allowance related to intellectual property assets
- **Closed sale of Insights** for $165M; recorded a $110M loss on sale
- **Restructuring related activities in quarter** include loss on sale of Insights business and charges in connection with product lifecycle management related exits
- **Delays in renewable energy and electrification initiatives** resulted in $150M impairment charge for Dynapower

Continued focus on reducing leverage and maximizing shareholder return

- **Net leverage decreased to 3.0x** as of September 30, 2024
- **Repurchased shares** totaling $37.2 million in the third quarter
- **Paid dividend of $0.12** per share to shareholders
- **Redeemed in July 2024 $700M Senior Notes** maturing October 2025
- **ROIC improved to 9.9%,** up from 9.8% in the prior quarter and prior year

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Q3-24 Segment Performance

Segment	*$ in millions*	Q3-2024	Q3-2023	YoY B/(W)	Revenue Growth
Performance Sensing[1]	Net Revenue	$659.7	$696.8	$(37.2)	(5.3) %
	Adj. Operating Income	$161.9	$177.6	$(15.7)	
	% Revenue	*24.5 %*	*25.5 %*	*(1.0) %*	
Sensing Solutions	Net Revenue	$274.4	$275.1	$(0.8)	(0.3) %
	Adj. Operating Income	$81.0	$80.7	$0.3	
	% Revenue	*29.5 %*	*29.3 %*	*0.2 %*	
Other[1]	Net Revenue	$48.8	$29.3	$19.5	66.4 %
	Adj. Operating Income	$12.1	-$1.0	$13.1	
	% Revenue	*24.7 %*	*(3.3) %*	*28.0 %*	
Corporate & other	Restructuring & Other	$140.6	$26.0	$(114.6)	
	% Revenue	*14.3 %*	*2.5 %*	*(11.8) %*	
	Operating Expenses	$268.8	$75.1	$(193.7)	
	% Revenue	*27.4 %*	*7.5 %*	*(19.9) %*	
	Adj. Operating Expenses	$65.4	$64.2	$(1.2)	
	% Revenue	*6.6 %*	*6.4 %*	*(0.2) %*	

Performance Sensing Net Revenue decreased primarily due to product lifecycle management related exits and reduced levels of market production

Sensing Solutions Net Revenue stabilized in quarter as A2L leak detection sensing increases; Aerospace continues to show steady growth

Corporate and other costs increase on a GAAP basis driven by non-cash charges related to the impairment of Dynapower, loss on sale of Insights, and charges related to product lifecycle management related exits; **Adj. Operating Expenses** down 3.4% sequentially in response to lower revenues

[1]Effective January 1, 2024 we moved Insights from Performance Sensing, creating another operating segment, which is reported in "Other". Prior year information in the tables above has been recast to reflect this realignment.

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Q3-2024 Financial Summary

$ and shares outstanding in millions, except EPS	Q3-2024	Q3-2023	YoY B/(W)
Revenue	$982.8	$1,001.3	(1.8) %
Adj. Gross Profit	$312.1	$320.6	(2.6) %
% Revenue	*31.8 %*	*32.0 %*	
R&D	$42.7	$45.4	6.1 %
% Revenue	*4.3 %*	*4.5 %*	
Adj. SG&A	$79.9	$81.9	2.5 %
% Revenue	*8.1 %*	*8.2 %*	
Adj. Operating Income	$188.4	$191.6	(1.7) %
% Revenue	*19.2 %*	*19.1 %*	
Adj Tax Rate[(1)]	14.0 %	12.8 %	(120 bps)
Adj. Net Income	$130.1	$138.3	(5.9) %
% Revenue	*13.2 %*	*13.8 %*	
Adj. EPS	$0.86	$0.91	(5.5) %
Diluted Shares Outstanding	150.7	152.4	1.7

Revenue decreased primarily due to product lifecycle management related exits; adjusting for exited products, Revenue would have increased 1% year over year

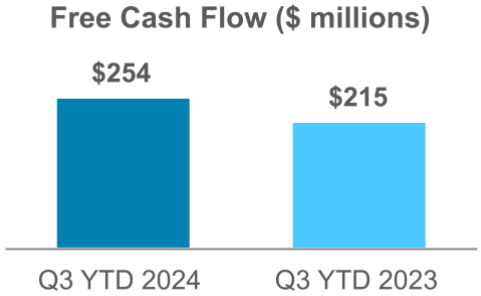
Adjusted Operating Margin increased 20 basis points sequentially from Q2 2024 – our third consecutive quarter of delivering adjusted operating margin expansion

Adjusted EPS decreased 5 cents year over year primarily due to the decrease in year over year revenue and unfavorable currency translation

[(1)]Adjusted tax rate expressed as a % of adjusted profit before tax. Adjusted tax rate expressed as a % of adjusted EBIT was 11.5% and 10.5% in Q3-2024 and Q3-2023, respectively.

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Capital deployment strategy, including repayment of debt, is improving ROIC



$0.12

Quarterly dividend payment

paid on August 28, 2024 to shareholders of record as of August 14, 2024

3.0x

Net leverage ratio

as of September 30, 2024, down from 3.2x in Q2
Target of <3x by December 31, 2024

$311M

LTM Free Cash Flow

FCF of $91.3 million, or 70% conversion, in the third quarter
2024 target of 65-70%

$37M

Q3-24 Share repurchases

Approximately 1.0 million shares

$200M

Long term debt reduction YTD

Q2 2024: **Issued $500M Senior Notes** due 2032
Q3 2024: **Redeemed $700M Senior Notes** due 2025

ROIC of 9.9% is up 10bps from Q2-2024 and Q3-2023

Q4-24 Financial Guidance

$ in millions, except EPS	Q4-24 GUIDANCE	Q3-24	B/(W)
Revenue	$870 – $900	$982.8	(11) % - (8) %
Adj. Op Income *Adj. Operating Margin*	$167.2 – $175.2 *19.2 % - 19.5 %*	$188.4 *19.2 %*	(11) % - (7) % *0 bps - 30 bps*
Adj. Net Income	$107 – $115	$130.1	(18) % - (12) %
Adj. EPS	$0.71 – $0.76	$0.86	(17) % - (12) %

Revenue decreases sequentially from Q3 to Q4 by approximately $100 million at midpoint due to:

- *Sale of Insights business (~$50 million)*
- *Incremental divestiture of underperforming products (~$20 million)*
- *Reduced vehicle production expectations in certain regions (~$30 million)*

Adjusted Operating Margin expected to improve approximately 20bps sequentially in Q4 (at the midpoint) on productivity and operating costs management

Adjusted EPS decreases sequentially primarily due to lower volume

Expecting fourth consecutive quarter of adjusted operating margin expansion

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APPENDIX A: OTHER FINANCIAL INFORMATION

Q3-2024 GAAP Results

$ and shares outstanding in millions, except EPS	Q3-2024	Q3-2023	B/(W)
Revenue	$982.8	$1,001.3	(1.8) %
Gross Profit	$281.4	$313.3	(10.2) %
(% of revenue)	*28.6 %*	*31.3 %*	
R&D	$42.7	$45.4	6.1 %
(% of revenue)	*4.3 %*	*4.5 %*	
SG&A	$102.5	$85.7	(19.6) %
(% of revenue)	*10.4 %*	*8.6 %*	
Amortization of Intangibles	$44.7	$40.0	(11.9) %
(% of revenue)	*4.6 %*	*4.0 %*	
Goodwill impairment charge	$150.1	$—	NM
(% of revenue)	*15.3 %*	*— %*	
Restructuring and Other	$140.6	$26.0	(440.8) %
(% of revenue)	*14.3 %*	*2.6 %*	
Operating (Loss)/Income	$(199.2)	$116.3	(271.4) %
(% of revenue)	*(20.3) %*	*11.6 %*	
Tax Rate	89.8%	22.1 %	NM
Net (Loss)/Income	$(25.0)	$62.8	(139.9) %
(% of revenue)	*(2.5) %*	*6.3 %*	
Diluted EPS	($0.17)	$0.41	(141.5) %
Diluted Shares Outstanding	150.7	152.4	1.7

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Q3-2024 Cash Flow Statement

$ in millions	Q3-2024	Q3-2023	B/(W)
Net (Loss)/Income	($25.0)	$62.8	(139.9) %
Depreciation & Amortization	$78.4	$73.3	(7.0) %
Changes in Working Capital	$30.8	$8.3	(272.6) %
Other	$46.7	($5.4)	(962.4) %
Operating Cash Flow	$130.9	$138.9	(5.8) %
Capital Expenditures	($39.6)	($51.8)	23.6 %
Free Cash Flow	$91.3	$87.2	4.8 %

Changes recalculated based on unrounded numbers. Certain amounts may not appear to sum due to rounding.

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Balance Sheet

$ in millions	SEP 30, 2024	DEC 31, 2023
Total Assets	$ 7,314.3	$ 7,681.0
Working Capital	$ 1,288.4	$ 1,278.7
Intangibles, Net & Other Long-Term Assets	$ 5,219.0	$ 5,578.6

$ in millions	SEP 30, 2024	DEC 31, 2023
Cash & Equivalents	$ 506.2	$ 508.1
Current Debt	$ 2.1	$ 2.3
Net Cash	$ 504.1	$ 505.8

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APPENDIX B: GAAP TO NON-GAAP RECONCILIATIONS

Non-GAAP Measures

We supplement the reporting of our financial information determined in accordance with U.S. generally accepted accounting principles ("GAAP") with certain non-GAAP financial measures. We use these non-GAAP financial measures internally to make operating and strategic decisions, including the preparation of our annual operating plan, evaluation of our overall business performance, and as a factor in determining compensation for certain employees. We believe presenting non-GAAP financial measures is useful for period-over-period comparisons of underlying business trends and our ongoing business performance. We also believe presenting these non-GAAP measures provides additional transparency into how management evaluates the business.

Non-GAAP financial measures should be considered as supplemental in nature and are not intended to be considered in isolation from, or as an alternative to, the related financial information prepared in accordance with U.S. GAAP. In addition, our non-GAAP financial measures may not be the same as, or comparable to, similar non-GAAP measures presented by other companies. Within this presentation we may refer to the below measures which are not determined in accordance with U.S. GAAP (i.e., non-GAAP measures). Reconciliations of each non-GAAP measure to the most directly comparable U.S. GAAP financial measure are included within this Appendix.

Adjusted Net income ("ANI") – is defined as net income (or loss), determined in accordance with U.S. GAAP, excluding certain non-GAAP adjustments including:

a. Restructuring related and other - includes net charges related to certain restructuring and other exit activities as well as other costs (or income) that we believe are either unique or unusual to the identified reporting period, and that we believe impact comparisons to prior period operating results. Such costs include charges related to optimization of our manufacturing processes to increase productivity. This type of activity occurs periodically, however each action is unique, discrete, and driven by various facts and circumstances. Such amounts are excluded from internal financial statements and analyses that management uses in connection with financial planning and in its review and assessment of our operating and financial performance, including the performance of our segments.

b. Financing and other transaction costs – includes losses or gains related to debt financing transactions, losses or gains related to the divestiture of a business, costs incurred, including for legal, accounting, and other professional services, that are directly related to an acquisition, divestiture, or equity financing transaction, mark-to-market losses or gains on our equity investments, expenses related to compensation arrangements entered into concurrent with the closing of an acquisition, and gains related to changes in the fair value of acquisition-related contingent consideration amounts.

c. Deferred loss or gain on derivative instruments – includes unrealized losses or gains on derivative instruments that do not qualify for hedge accounting as well as the impact of commodity prices on our raw material costs relative to the strike price on our commodity forward contracts.

d. Step-up depreciation and amortization – includes depreciation expense associated with the step-up in fair value of assets acquired in connection with a business combination (e.g., PP&E and inventory) and amortization of intangible assets.

e. Deferred taxes and other tax related – includes adjustments for book-to-tax basis differences due primarily to the step-up in fair value of fixed and intangible assets and goodwill, the utilization of net operating losses, and adjustments to our valuation allowance in connection with certain acquisitions and tax law changes. Other tax related items include certain adjustments to unrecognized tax benefits and withholding tax on repatriation of foreign earnings.

f. Amortization of debt issuance costs - represents interest expense related to the amortization of deferred financing costs as well as debt discounts, net of premiums.

g. Where applicable, the current tax effect of non-GAAP adjustments.

Adjusted EPS – is calculated by dividing ANI by the number of diluted weighted-average ordinary shares outstanding in the period.

Adjusted Operating Income – is defined as operating income (or loss), determined in accordance with U.S. GAAP, adjusted to exclude the following non-GAAP items, if applicable: (1) restructuring related and other, (2) financing and other transaction costs, (3) deferred loss or gain on derivative instruments, and (4) step-up depreciation and amortization. Refer to the definition of ANI for additional information regarding the nature of these non-GAAP adjustments.

Adjusted Operating Margin – is calculated by dividing adjusted operating income (or loss) by net revenue.

We believe that ANI, Adjusted EPS, Adjusted Operating Income, and Adjusted Operating Margin are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

Non-GAAP Measures – continued

Free Cash Flow – is defined as net cash provided by operating activities less additions to property, plant and equipment and capitalized software. We believe free cash flow is useful to management and investors as a measure of cash generated by business operations that will be used to repay scheduled debt maturities and can be used to, among other things, fund acquisitions, repurchase ordinary shares, and (or) accelerate the repayment of debt obligations.

Organic or Constant Currency Measures – in discussing trends in the Company's performance, we may refer to the percentage change of certain GAAP or non-GAAP financial measures in one period versus another, calculated on either a reported, constant currency, or organic basis. Changes calculated on a constant currency basis are determined by stating revenues and expenses at prior period foreign currency exchange rates and excludes the impact of foreign currency exchange rates on all hedges and, as applicable, net monetary assets. Changes calculated on an organic basis exclude the period-over-period impact of foreign exchange rate differences as well as the net impact of material acquisitions and divestitures for the 12-month period following the respective transaction date(s). We believe that these measures are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

Adjusted EBITDA – is defined as net income (or loss), determined in accordance with U.S. GAAP, excluding interest expense, net, provision for/(benefit from) income taxes, depreciation expense, amortization of intangible assets, and the following non-GAAP adjustments, if applicable: (1) restructuring related and other, (2) financing and other transaction costs, and (3) deferred gain or loss on derivative instruments. Refer to definition of ANI for additional information regarding the nature of these non-GAAP adjustments.

Gross Leverage Ratio – is defined as gross debt divided by last twelve months (LTM) adjusted EBITDA. We believe that gross leverage ratio is a useful measure to management and investors in understanding trends in our overall financial condition.

Net Debt – is defined as total deb and finance lease obligations less cash and cash equivalents. We believe net debt is a useful measure to management and investors in understanding trends in our overall financial condition.

Net Leverage Ratio – is defined as net debt divided by last twelve months (LTM) adjusted EBITDA. We believe that net leverage ratio is a useful measure to management and investors in understanding trends in our overall financial condition.

Adjusted Taxes & Adjusted Tax Rate – adjusted taxes represents the provision for/(benefit from) income taxes, determined in accordance with U.S. GAAP, adjusted to exclude deferred taxes and other tax related items as well as the current tax effect of other non-GAAP adjustments (refer also to definition of ANI). The adjusted tax rate is calculated as adjusted taxes divided by adjusted income before taxes.

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Adjusted EBITDA

In thousands	Period					
Total Sensata	**LTM**	**3Q 2024**	**2Q 2024**	**1Q 2024**	**4Q 2023**	**3Q 2023**
Net (loss)/income	**$ (79,548)**	**$ (25,034)**	**$ 71,703**	**$ 76,021**	**$ (202,238)**	**$ 62,801**
Interest expense, net	138,559	33,085	35,061	34,657	35,756	36,908
(Benefit from)/provision for income taxes	(209,438)	(219,572)	27,280	22,570	(39,716)	17,868
Depreciation expense	136,940	33,696	33,493	33,523	36,228	33,317
Amortization of intangible assets	160,885	44,732	39,085	38,515	38,553	39,970
Earnings before interest, taxes, depreciation, and amortization ("EBITDA")	147,398	(133,093)	206,622	205,286	(131,417)	190,864
Non-GAAP adjustments:						
Restructuring related and other	585,304	210,180	26,804	2,394	345,926	31,549
Financing and other transaction costs	167,825	140,006	3,481	17,638	6,700	6,038
Deferred (gain)/loss on derivative instruments	(9,007)	538	(5,079)	(1,474)	(2,992)	(187)
Adjusted EBITDA	**$ 891,520**	**$ 217,631**	**$ 231,828**	**$ 223,844**	**$ 218,217**	**$ 228,264**

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Free Cash Flow

$ in thousands	Q3			Q3 YTD		
Total Sensata	**2024**	**2023**	**Change**	**2024**	**2023**	**Change**
Net cash provided by operating activities	**$ 130,891**	**$ 138,935**	**(5.8) %**	**$ 380,834**	**$ 351,577**	**8.3 %**
Additions to property, plant and equipment and capitalized software	(39,571)	(51,780)	23.6 %	(126,759)	(136,224)	6.9 %
Free cash flow	**$ 91,320**	**$ 87,155**	**4.8 %**	**$ 254,075**	**$ 215,353**	**18.0 %**

Debt and Leverage Ratio (Gross and Net)

$ in thousands	As of				
Total Sensata	**9/30/2024**	**6/30/2024**	**3/31/2024**	**12/31/2023**	**9/30/2023**
Current portion of long-term debt and finance lease obligations	$ 2,076	$ 702,701	$ 2,340	$ 2,276	$ 1,888
Finance lease obligations, less current portion	21,702	21,964	22,587	22,949	23,456
Long-term debt, net	3,174,354	3,170,804	3,375,511	3,373,988	3,771,810
Total debt and finance lease obligations	**3,198,132**	**3,895,469**	**3,400,438**	**3,399,213**	**3,797,154**
Less: Discount, net of premium	797	(891)	(1,230)	(1,568)	(1,994)
Less: Deferred financing costs	(26,443)	(28,305)	(23,259)	(24,444)	(26,196)
Total gross indebtedness	**$ 3,223,778**	**$ 3,924,665**	**$ 3,424,927**	**$ 3,425,225**	**$ 3,825,344**
Adjusted EBITDA (LTM)	$ 891,520	$ 902,153	$ 905,010	$ 906,647	$ 932,895
Gross leverage ratio	**3.6**	**4.4**	**3.8**	**3.8**	**4.1**
Total gross indebtedness	$ 3,223,778	$ 3,924,665	$ 3,424,927	$ 3,425,225	$ 3,825,344
Less: Cash and cash equivalents	506,215	1,033,052	460,359	508,104	889,703
Net debt	**$ 2,717,563**	**$ 2,891,613**	**$ 2,964,568**	**$ 2,917,121**	**$ 2,935,641**
Adjusted EBITDA (LTM)	$ 891,520	$ 902,153	$ 905,010	$ 906,647	$ 932,895
Net leverage ratio	**3.0**	**3.2**	**3.3**	**3.2**	**3.1**

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Adjusted Taxes and Adjusted Tax Rate

$ in thousands	Q3		Q3 YTD	
Total Sensata	**2024**	**2023**	**2024**	**2023**
Provision for income taxes	**$ (219,572)**	**$ 17,868**	**$ (169,722)**	**$ 61,467**
Non-GAAP adjustments:				
Deferred income tax and other tax expense/(benefit)	(239,221)	(1,122)	(233,775)	12,102
Current tax effect of non-GAAP adjustments	(1,474)	(1,324)	(2,031)	(89)
Adjusted taxes	**$ 21,123**	**$ 20,314**	**$ 66,084**	**$ 49,454**
Adjusted income before taxes	$ 151,213	$ 158,582	$ 470,683	$ 477,530
Adjusted tax rate	**14.0 %**	**12.8 %**	**14.0 %**	**10.4 %**

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Adjusted Corporate and Other Expenses

In thousands	Q3		Q3 YTD	
Total Sensata	**2024**	**2023**	**2024**	**2023**
Corporate and other expenses	**$ (268,809)**	**$ (75,117)**	**$ (442,665)**	**$ (219,022)**
Non-GAAP adjustments:				
Restructuring related and other	182,528	9,234	209,363	20,915
Financing and other transaction costs	18,941	1,973	23,844	5,566
Step-up depreciation and amortization	246	391	750	700
Deferred loss/(gain) on derivative instruments	1,739	(663)	1,262	(3,860)
Total adjustments	203,454	10,935	235,219	23,321
Adjusted corporate and other expenses	**$ (65,355)**	**$ (64,182)**	**$ (207,446)**	**$ (195,701)**

Other GAAP to non-GAAP Reconciliations

$ in thousands (except EPS amounts)	Q3-2024				Q3-2023			
Total Sensata	**Operating (Loss)/Income**	**Operating Margin**	**Net (Loss)/Income**	**EPS**	**Operating Income**	**Operating Margin**	**Net Income**	**EPS**
Reported (GAAP)	**$ (199,227)**	**(20.3) %**	**$ (25,034)**	**$ (0.17)**	**$ 116,260**	**11.6 %**	**$ 62,801**	**$ 0.41**
Non-GAAP adjustments:								
Restructuring related and other	210,180	21.4 %	209,329	1.39	31,549	3.2 %	30,186	0.20
Financing and other transaction costs	131,913	13.4 %	139,494	0.92	5,662	0.6 %	6,038	0.04
Step-up depreciation and amortization	43,779	4.5 %	43,779	0.29	38,825	3.9 %	38,825	0.25
Deferred loss/(gain) on derivative instruments	1,739	0.2 %	427	0.00	(663)	(0.1) %	(148)	0.00
Amortization of debt issuance costs	—	— %	1,316	0.01	—	— %	1,688	0.01
Deferred income tax and other tax related	—	— %	(239,221)	(1.58)	—	— %	(1,122)	(0.01)
Total adjustments	387,611	39.4 %	155,124	1.03	75,373	7.5 %	75,467	0.50
Adjusted (non-GAAP)	**$ 188,384**	**19.2 %**	**$ 130,090**	**$ 0.86**	**$ 191,633**	**19.1 %**	**$ 138,268**	**$ 0.91**

$ in thousands (except EPS amounts)	Q3 YTD 2024				Q3 YTD 2023			
Total Sensata	**Operating income**	**Operating Margin**	**Net income**	**EPS**	**Operating income**	**Operating Margin**	**Net income**	**EPS**
Reported (GAAP)	**$ 75,512**	**2.5 %**	**$ 122,690**	**$ 0.81**	**$ 383,115**	**12.5 %**	**$ 198,329**	**$ 1.30**
Non-GAAP adjustments:								
Restructuring related and other	239,378	7.9 %	237,143	1.57	65,568	2.1 %	62,901	0.41
Financing and transaction costs	138,726	4.6 %	159,752	1.06	14,175	0.5 %	17,568	0.11
Step-up depreciation and amortization	118,718	3.9 %	118,718	0.79	131,281	4.3 %	131,281	0.86
Deferred loss/(gain) on derivative instruments	1,262	— %	(4,438)	(0.03)	(3,860)	(0.1) %	788	0.01
Amortization of debt issuance costs	—	— %	4,509	0.03	—	— %	5,107	0.03
Deferred income tax and other tax related	—	— %	(233,775)	(1.55)	—	— %	12,102	0.08
Total adjustments	498,084	16.5 %	281,909	1.87	207,164	6.8 %	229,747	1.50
Adjusted (non-GAAP)	**$ 573,596**	**19.0 %**	**$ 404,599**	**$ 2.68**	**$ 590,279**	**19.3 %**	**$ 428,076**	**$ 2.80**