



**BOSCH**

Bosch Limited  
Post Box No:3000  
Hosur Road, Adugodi  
Bangalore-560030  
Karnataka, India  
Tel +91 80 67524938  
www.bosch.in  
L85110KA1951PLC000761

Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda Building  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai – 400 001  
Scrip code:500530

The Manager  
Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, C-1, Block G  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai – 400 051  
Scrip code: BOSCHLTD

19.05.2022

Dear Sir/Madam,

Sub: Announcement under regulation 30 (LODR)- Analyst/ Investor Meet- Outcome  
Presentation made at Investor Con-call for Q4 FY21-22

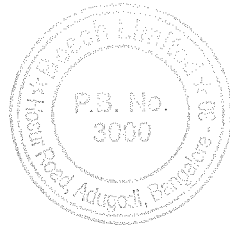
In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 and in continuation of our earlier letter dated May 13, 2022 intimating schedule of Investor Con-call for Q4 FY21-22 convened on May 19, 2022 at 1545 hrs, please find attached Presentation made thereat.

This is for your information.

Thanking you,

**Yours Sincerely,  
for Bosch Limited,**

**Divya Ajith  
Company Secretary  
& Compliance Officer**



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# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results March 2022

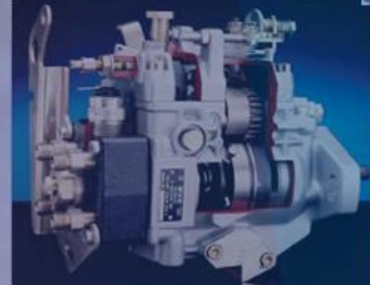
19th May, 2022 | Bengaluru



Motor Industries Company Limited  
is now  
**Bosch Limited.**

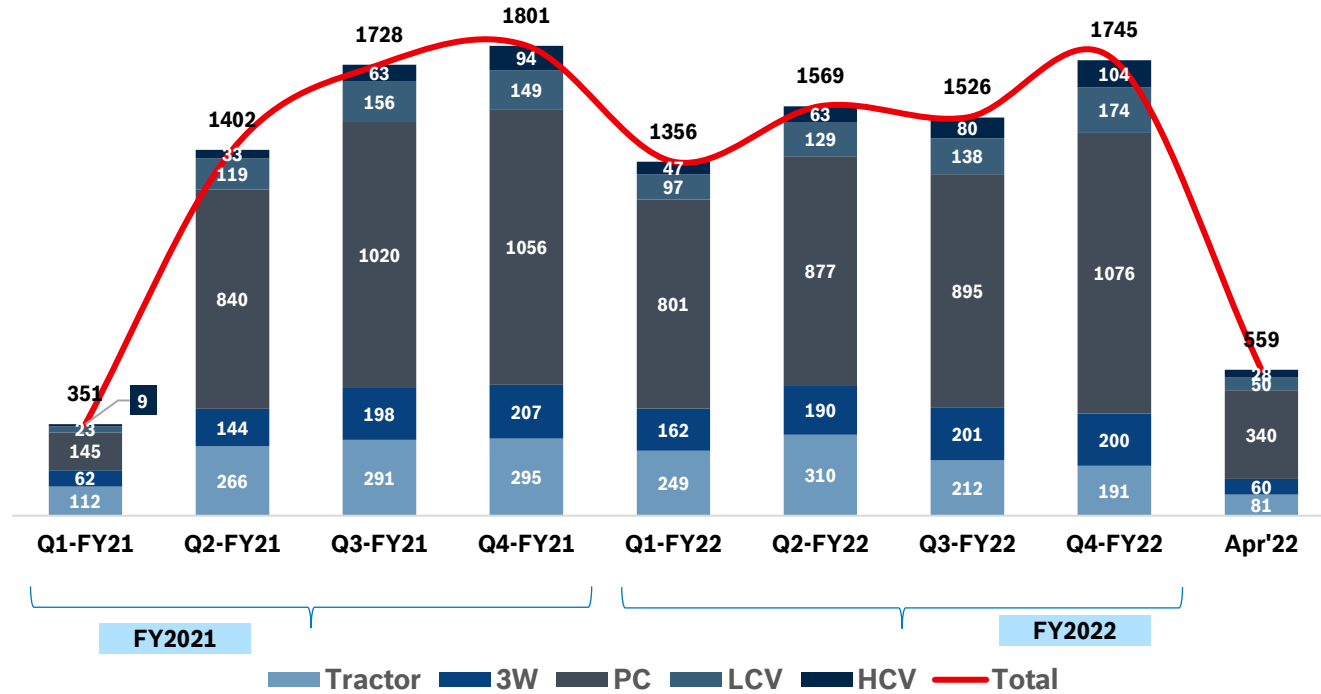


Invented for life



# Bosch Ltd || Investor Con-call Q4 FY21-22

## Automotive Market Production Nos.







Volumes in '000s

FY2021-22 Q4			FY2021-22	
Volumes	%Change w. Q4-FY21	%Change w. Q3-FY22	Volumes	%Change w. FY21
104	+10%	+29%	294	+48%
174	+17%	+26%	540	+21%
1076	+2%	+20%	3650	+19%
200	-3%	0%	753	+23%
191	-35%	-10%	961	0%
<b>Total</b> 1745	<b>-3%</b>	<b>+14%</b>	<b>6200</b>	<b>+17%</b>
4549	-21%	-2%	17714	-3%

**Indian Automotive Industry Saw Mixed Results In Terms Of Production Volumes In Q4 FY22. While Recovery Remained Strong In CV and PC Segment; 2W, 3W and Tractor Segments Remain Laggards**

# Bosch Ltd || Investor Con-call Q4 FY21-22

## Automotive Market Vs. Company Performance

Segment	Automotive Market Production		Bosch Domestic OE Sales		Once SC Crisis recedes
	Jan-Mar'22 Vs. Jan-Mar'21	FY'22 Vs. FY'21	Jan-Mar'22 Vs. Jan-Mar'21	FY'22 Vs. FY'21	
	-36%	0%	-31%	11%	Not Applicable
	2%	19%	18%	24%	Opportunity
	17%	20%			
	10%	48%	8%	44%	Marginal Opportunity lost

- Bosch has done better than market in Tractor and Passenger Car segment
- Bosch has marginally underperformed in the HCV and LCV segment primarily driven by fuel mix

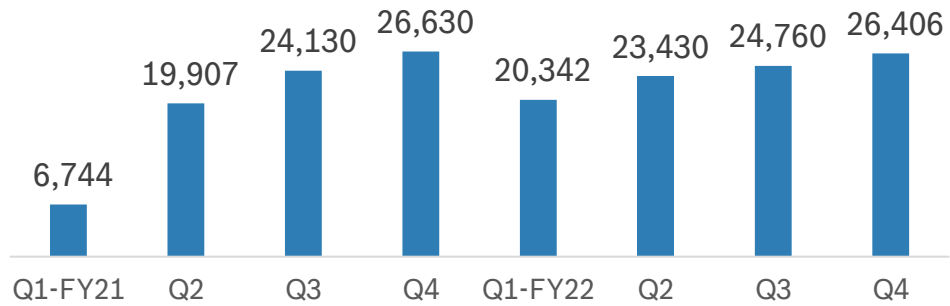
***Bosch will grow better than Automotive Market once the semiconductor crisis recedes***

# Bosch Ltd || Investor Con-call Q4 FY21-22

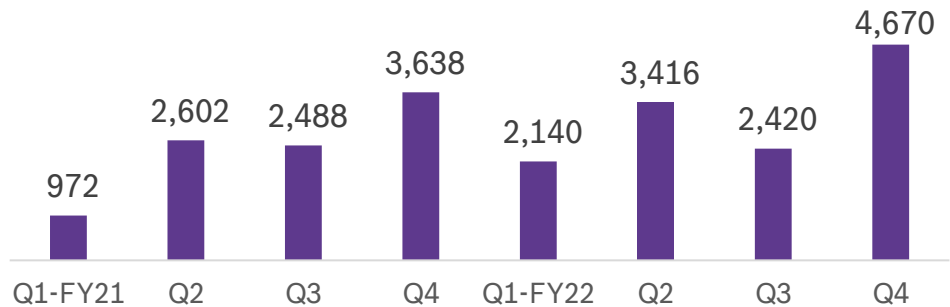
## Sector Wise Sales Mar 2022 Q on Q

Figs. in MINR

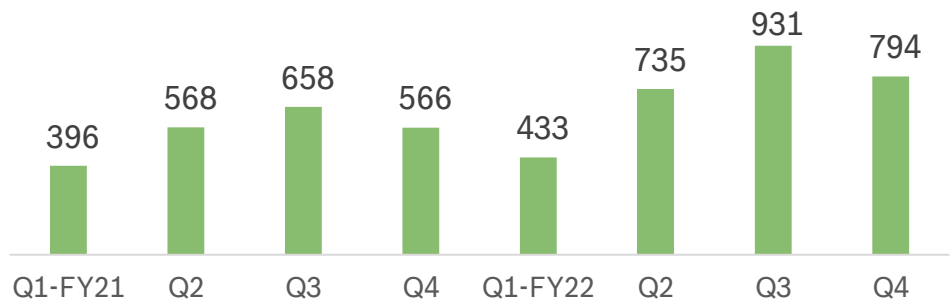
### Mobility Solutions (BBM)



### Consumer Goods (BBG)



### Energy & Building Technology (BBE)



### Mobility Solutions comprises of Powertrain Solutions (PS), Automotive Aftermarket (AA) and 2-Wheeler Business (2WP)

- Overall BBM sales have de-grown by 0.8%; PS revenue declined by 4.3% (impact of reduction in sales to off-highway segment (including tractors) by 31.4%; partly off-set by growth in sales to passenger cars & LCV segment by 18.3% and growth in sales to HCV segment by 8%).
- Strong growth in AA (+13%) due to higher demand in local markets including spare part supplies to OEM's and higher exports to Bosch, Germany.
- 2WP sales declined by 19.7% as the sales were significantly impacted by semi-conductor shortages.

### Consumer goods comprises of Power Tools (PT)

- Consumer goods segment increased by a robust 28.4% mainly on account of increase in demand for entry level tools and also due to dealer network expansion and increase in e-commerce sales.

### Energy & Building Technologies comprises of Security Technology (ST) & Energy Solutions

- Growth is driven by increased orders executed for (i) security systems (video & public address systems), (ii) energy efficiency projects (relatively orders executed in 2020 were very low due to pandemic) and (iii) pick up in overall economic activity

# Bosch Ltd || Investor Con-call Q4 FY21-22

## Profitability Statement - Jan to Mar 2022 vs Jan to Mar 2021

FIGURES IN MILLION INR

	Jan-Mar 22		Jan-Mar 21		Growth over PY %
	Amount	%	Amount	%	
Net Sales	31,919	96.4	30,853	95.9	3.5
Income from Services	595	1.8	1,184	3.7	(49.8)
<b>Net Sales and Income from Operations</b>	<b>32,514</b>	<b>98.2</b>	<b>32,038</b>	<b>99.6</b>	<b>1.5</b>
Other Operating Income	595	1.8	139	0.4	327.5
<b>Total Income from Operations</b>	<b>33,109</b>	<b>100.0</b>	<b>32,177</b>	<b>100.0</b>	<b>2.9</b>
Material Consumed	21,395	64.6	19,743	61.4	8.4
Personnel Cost	2,558	7.7	1,351	4.2	89.3
Other Expenses	4,802	14.5	4,893	15.2	(1.9)
Depreciation	892	2.7	921	2.9	(3.1)
<b>Total Operating Expenses</b>	<b>29,647</b>	<b>89.5</b>	<b>26,908</b>	<b>83.6</b>	<b>10.2</b>
<b>Operating Profit</b>	<b>3,462</b>	<b>10.5</b>	<b>5,269</b>	<b>16.4</b>	<b>(34.3)</b>
Other Income	927	2.8	1,171	3.6	(20.9)
Finance Cost	(73)	(0.2)	(41)	(0.1)	78.5
<b>Profit before Exceptional Items</b>	<b>4,316</b>	<b>13.0</b>	<b>6,399</b>	<b>19.9</b>	<b>(32.6)</b>
Exceptional Items	0	-	-	-	-
<b>Profit before Tax</b>	<b>4,316</b>	<b>13.0</b>	<b>6,399</b>	<b>19.9</b>	<b>(32.6)</b>
Total Tax Expense (% of PBT)	809	18.7	1,580	24.7	(48.8)
<b>Profit after Tax</b>	<b>3,507</b>	<b>10.6</b>	<b>4,819</b>	<b>15.0</b>	<b>(27.2)</b>

**Total income from operations +2.9%**

### Material Cost

- Impacted by raw material price increase, change in product mix and transfer pricing adjustments

### Personnel Cost

- Jan-Mar 2021 qtr. includes a one time impact of reversal of employee related provisions

### Other expenses

- Improved efficiency in operations has resulted in a decrease in other expenses as compared to previous year

### Depreciation

- Reduction is on account of lower opening asset base as a result of higher asset retirements during FY 2020-21

### Other Income

- Other income in Jan-Mar 2021 includes a one-time write back of warranty and other provisions no longer required

# Bosch Ltd || Mar 2022 Quarterly Results

Financial results Q-on-Q on like-to-like basis: Jan-Mar 22 vs Jan-Mar 21

Particulars	Jan-Mar 22						Jan-Mar 21					
	Like to like		One-time & spl. Impacts	Total		Like to like		One-time & spl. Impacts	Total			
	MINR	% oS		MINR	% oS	MINR	% oS		MINR	MINR	% oS	
Sales of products & services	31,919				31,919		30,853		30,853			
Income from R&D services	595				595		1,184		1,184			
<b>Net Sales &amp; Income from services</b>	<b>32,514</b>		-		<b>32,514</b>		<b>32,037</b>		<b>32,037</b>			
Other operating income	595				595		139		139			
<b>Revenue from operations (A)</b>	<b>33,109</b>		-		<b>33,109</b>		<b>32,177</b>		<b>32,177</b>			
Direct materials consumed	21,395	64.6%			21,395	64.6%	20,148	62.6%	19,743	61.4%		
Personnel cost	2,852	8.6%	(294)		2,558	7.7%	3,161	9.8%	1,351	4.2%		
Other expenses	4,569	13.8%	233		4,802	14.5%	4,713	14.6%	4,898	15.2%		
Depreciation	892	2.7%			892	2.7%	921	2.9%	921	2.9%		
<b>Total cost (B)</b>	<b>29,708</b>	<b>89.7%</b>	<b>(61)</b>		<b>29,647</b>	<b>89.5%</b>	<b>28,944</b>	<b>90.0%</b>	<b>26,914</b>	<b>83.6%</b>		
<b>Earnings Before Tax &amp; Interest (A) - (B)</b>	<b>3,401</b>	<b>10.3%</b>	<b>61</b>		<b>3,462</b>	<b>10.5%</b>	<b>3,233</b>	<b>10.0%</b>	<b>5,263</b>	<b>16.4%</b>		
Other income	927	2.8%			927	2.8%	1,179	3.7%	1,179	3.7%		
Finance cost	(73)	-0.2%			(73)	-0.2%	(41)	-0.1%	(41)	-0.1%		
<b>Profit before tax (PBT)</b>	<b>4,255</b>	<b>12.9%</b>			<b>4,316</b>	<b>13.0%</b>	<b>4,371</b>	<b>13.6%</b>	<b>6,401</b>	<b>19.9%</b>		

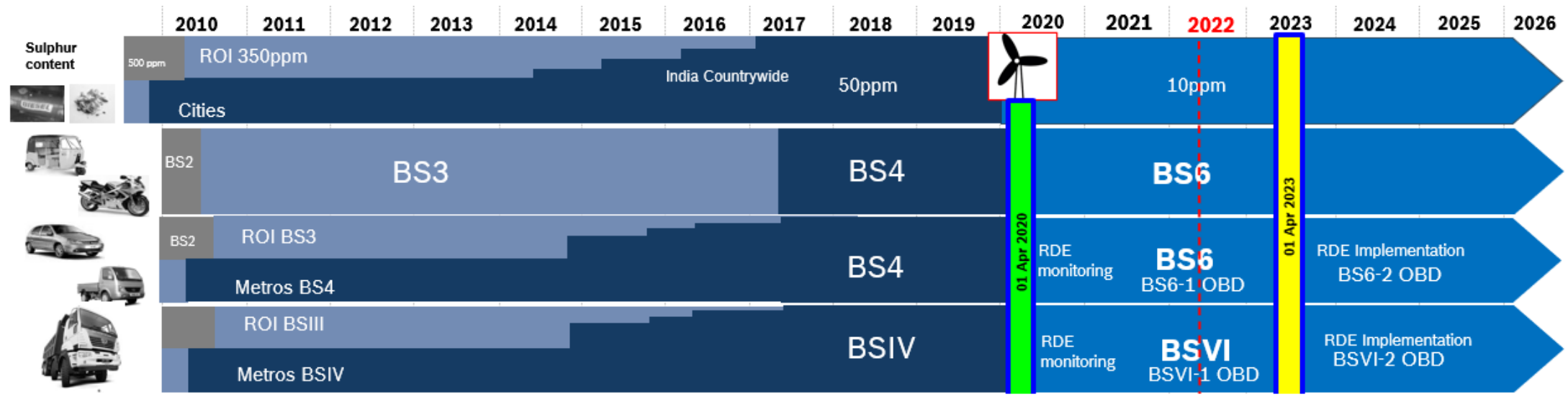


# Emission Roadmap: On-Road

Implemented  
Notified  
Delayed



On Road

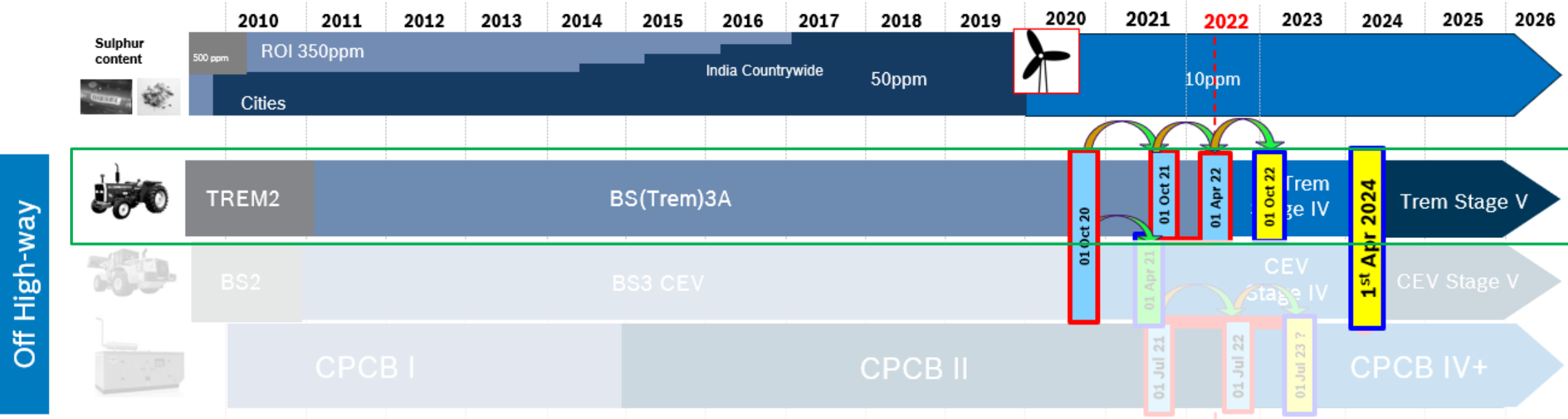


Technology disruption in automotive on-road areas implemented with BS6

# Emission Roadmap: Tractors



Implemented  
Notified  
Delayed



**Launch of Bosch's Common Rail System (CRS) Technology in Off-Road Segment for Trem IV → A key to new market & customer value proposition**

# SUSTAINABILITY NO LONGER JUST NICE TO HAVE. NOW A CORE MISSION.

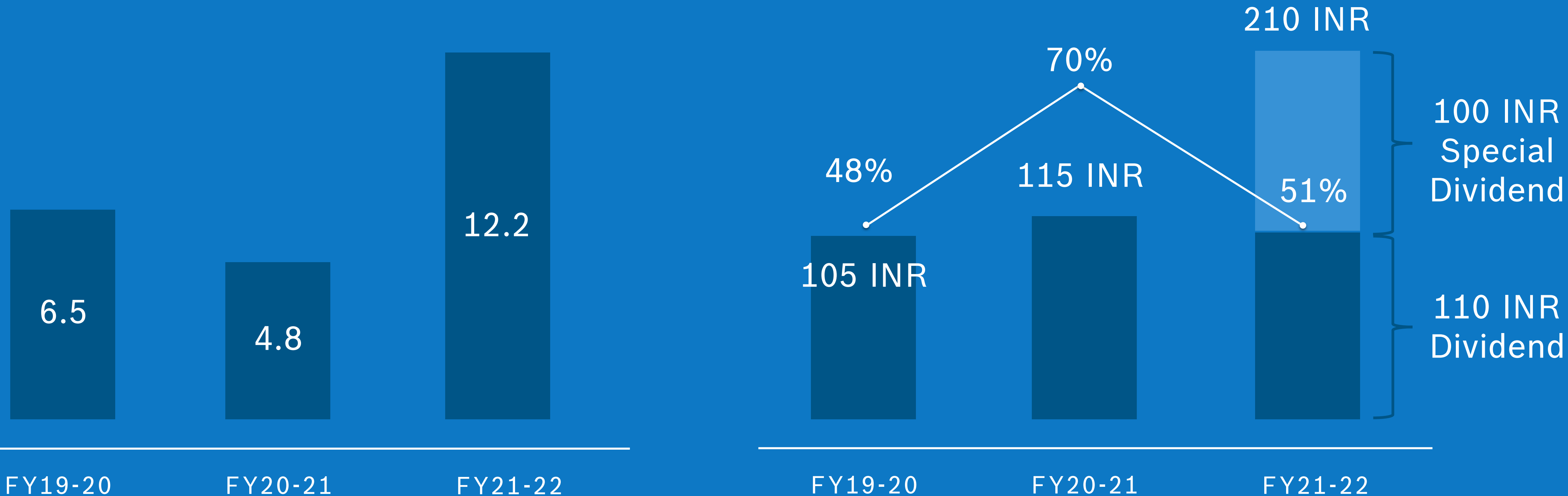


- ESG vision aligned with Bosch Group worldwide
- Bosch limited will be publishing BRR (as required by SEBI) but more importantly starting this financial year, **we shall be adding an ESG section in our annual report for better disclosures**
- Bosch Limited's **Bidadi Plant** won “CO<sub>2</sub> and energy efficiency” award and our **Nashik Plant** won 1<sup>st</sup> place in “sustainability culture” **worldwide across Bosch group (176 teams around the world)**

# Review of FY2021-22: BOSCH LIMITED

## DIVIDEND PAYOUT PROPOSAL

100 Years Dividend proposed



Profit After Tax (PAT) in bINR

Dividend per share & Dividend Payout Ratio

Dividend for FY 2019-20 & 2020-21 are actual dividend paid out; FY 2021-22 is proposed  
 A special dividend of 100 INR is recommended by the Board of Directors to commemorate 100 years of Bosch in India



**BOSCH**  
Invented for life

100 Years of  
Bosch in India



CELEBRATING  
**100**  
YEARS  
OF BOSCH  
IN INDIA

# Bosch Ltd. Investor Conference

Aug'2022



 **BOSCH**

# THANK YOU