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BOSCH LTD. INVESTOR PRESENTATION

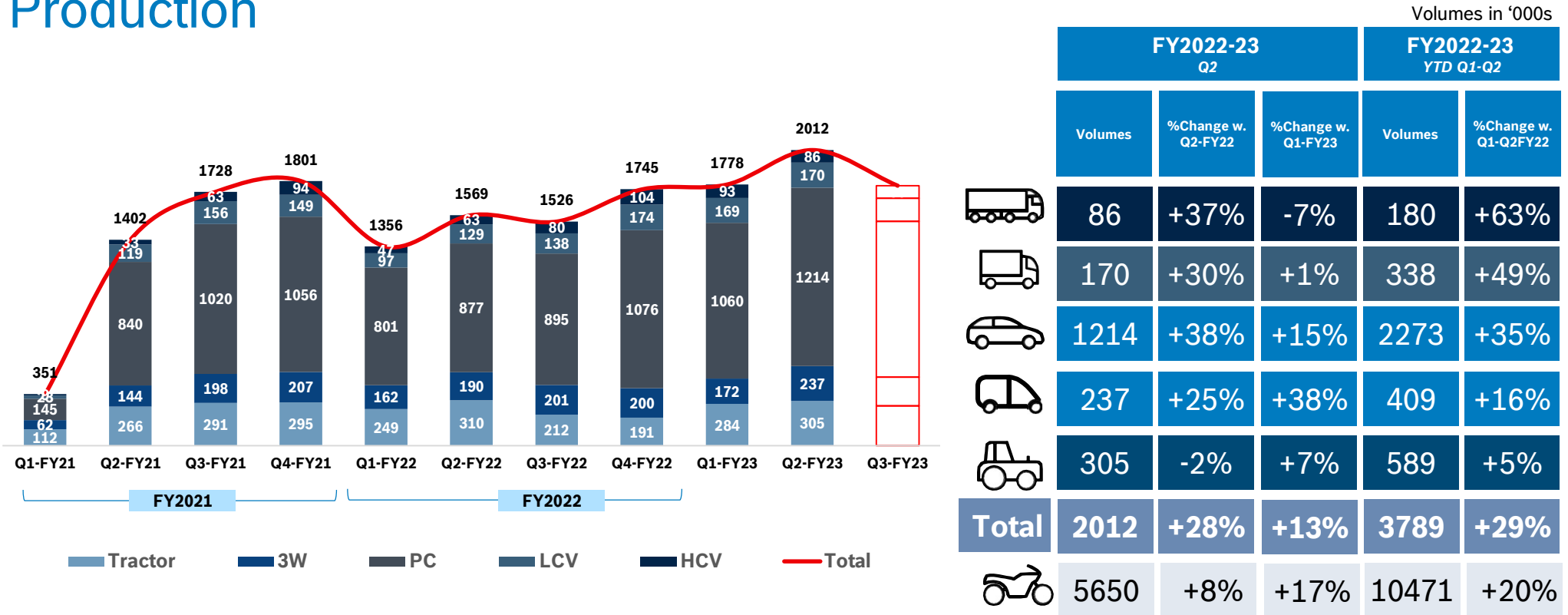
Quarterly Results September 2022

08th Nov, 2022 | Bengaluru



Bosch Ltd || Investor Con-call Q2 FY22-23

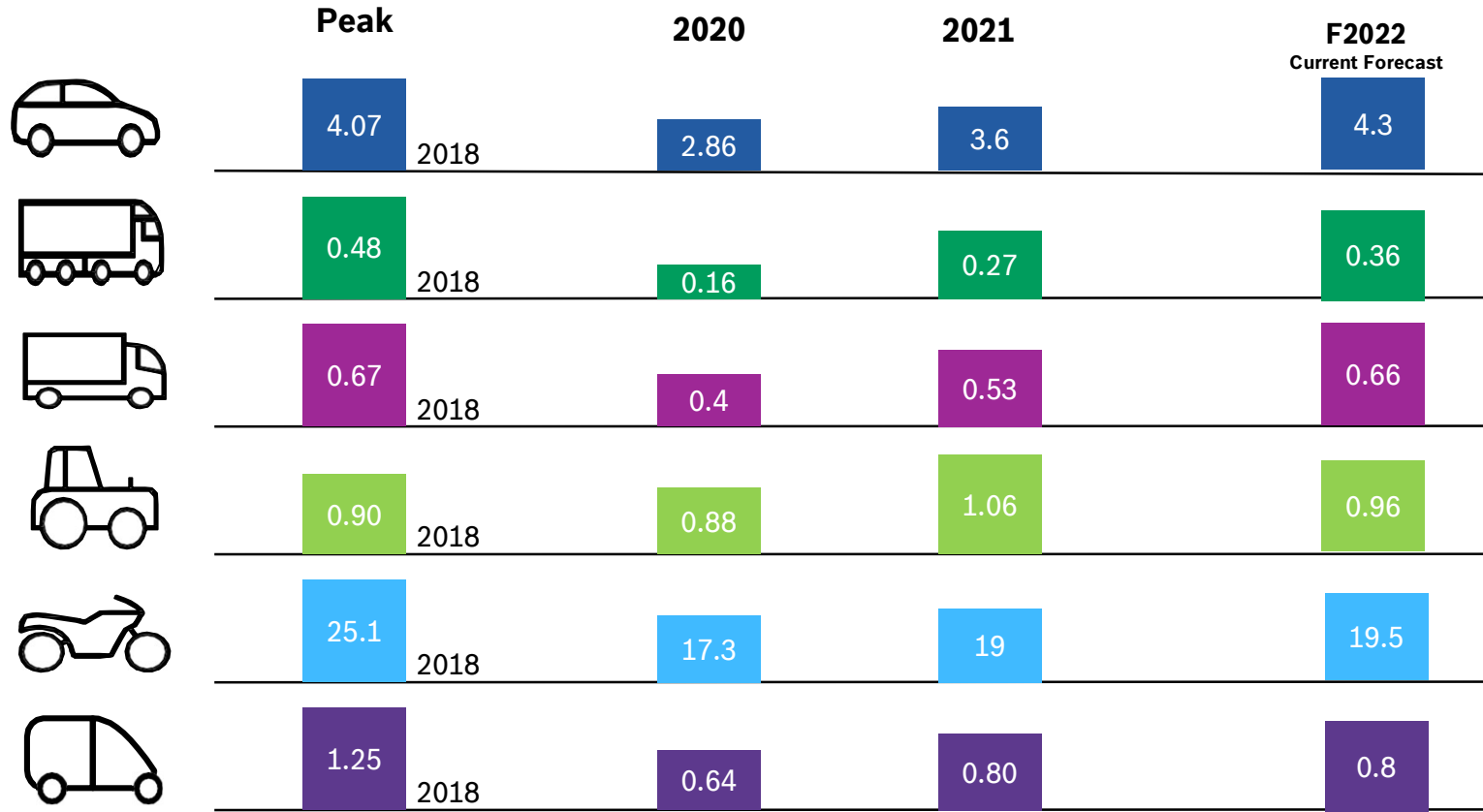
Production



Production Volumes In Q2FY23 Recovered Across Segments On A Low Base Of Q2FY22, Aided By Inventory Filling For Festive Season And Improvement In Semiconductor Supplies

Bosch Ltd | Board Meeting

Automotive market prognosis | Production outlook



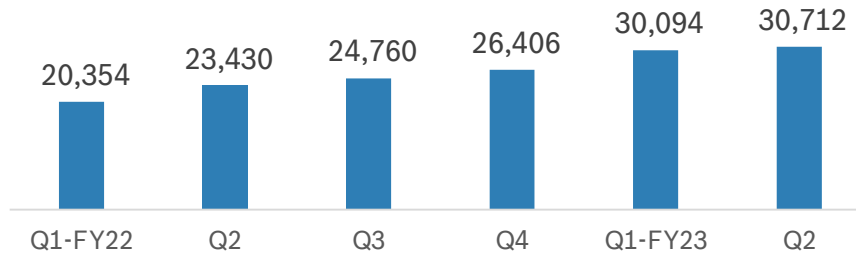
Unit of Measure in Mio vehicles

Bosch Ltd || Investor Con-call Q2 FY22-23

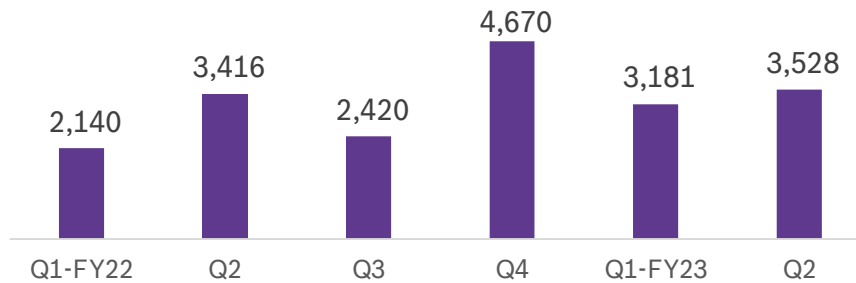
Sector Wise Sales Sep 2022 Q on Q

Figs. in MINR

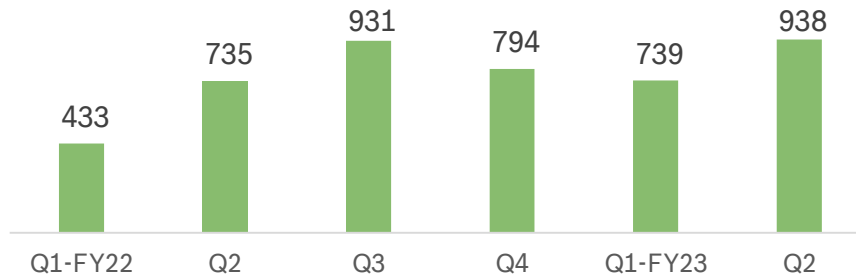
Mobility Solutions (BBM)



Consumer Goods (BBG)



Energy & Building Technology (BBE)



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

- Sales growth by 31.1% in Q2 FY 2022-23 vs Q2 FY 2021-22
- Growth driven by increase in sales of PS products +39.6% mainly due to a low base in Jul-Sept 2021
- AA has grown marginally (+5.0%)
- 2WP sales increased by 20.8% as the impact of semiconductor supply was lower in current quarter as compared to Q2 FY 2021-22

Consumer goods comprises of Power Tools (PT)

- Consumer goods segment increased by 3.3%

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

- Growth of 27.6% is driven by increased orders executed for (i) energy efficiency projects (relatively orders executed in 2021 were very low due to second wave of pandemic) and (ii) pick up in overall economic and business activities

Note: The above are total revenue from sale of products only. It does not include income from sale of services and other operating income.



Bosch Ltd || Investor Con-call Q2 FY22-23

Profitability Statement - July to Sep 2022 vs July to Sep 2021

FIGURES IN MILLION INR

	Jul-Sept 22		July-Sept 21		Growth over PY %
	Amount	%	Amount	%	
Net Sales	35,318	96.5	27,715	95.0	27.4
Income from Services	648	1.8	766	2.6	(15.5)
Net Sales and Income from Operations	35,966	98.2	28,481	97.6	26.3
Other Operating Income	650	1.8	699	2.4	(7.0)
Total Income from Operations	36,616	100.0	29,180	100.0	25.5
Material Consumed	23,773	64.9	18,320	62.8	29.8
Personnel Cost	2,751	7.5	2,528	8.7	8.8
Other Expenses	5,781	15.8	4,757	16.3	21.5
Depreciation	919	2.5	829	2.8	10.9
Total Operating Expenses	33,224	90.7	26,433	90.6	25.7
Operating Profit	3,392	9.3	2,747	9.4	23.5
Other Income	1,497	4.1	1,243	4.3	20.4
Finance Cost	(19)	(0.1)	(15)	(0.1)	25.6
Profit before Exceptional Items	4,870	13.3	3,975	13.6	22.5
Exceptional Items	0	-	0	-	-
Profit before Tax	4,870	13.3	3,975	13.6	22.5
Total Tax Expense (% of PBT)	1,146	23.5	255	6.4	348.4
Profit after Tax	3,724	10.2	3,720	12.7	0.1

Growth in Total income from operations by +25.5% over same quarter of previous year

Material Cost

- Change is on account of by increase in sales, change in product mix and increase in raw material prices.

Personnel Cost

- Jul-Sept 2021 was impacted by reversal of employee related medical provisions. Hence, previous quarter expense was on the lower side.

Other expenses

- Increase in expenses is in line with higher sales.

Depreciation

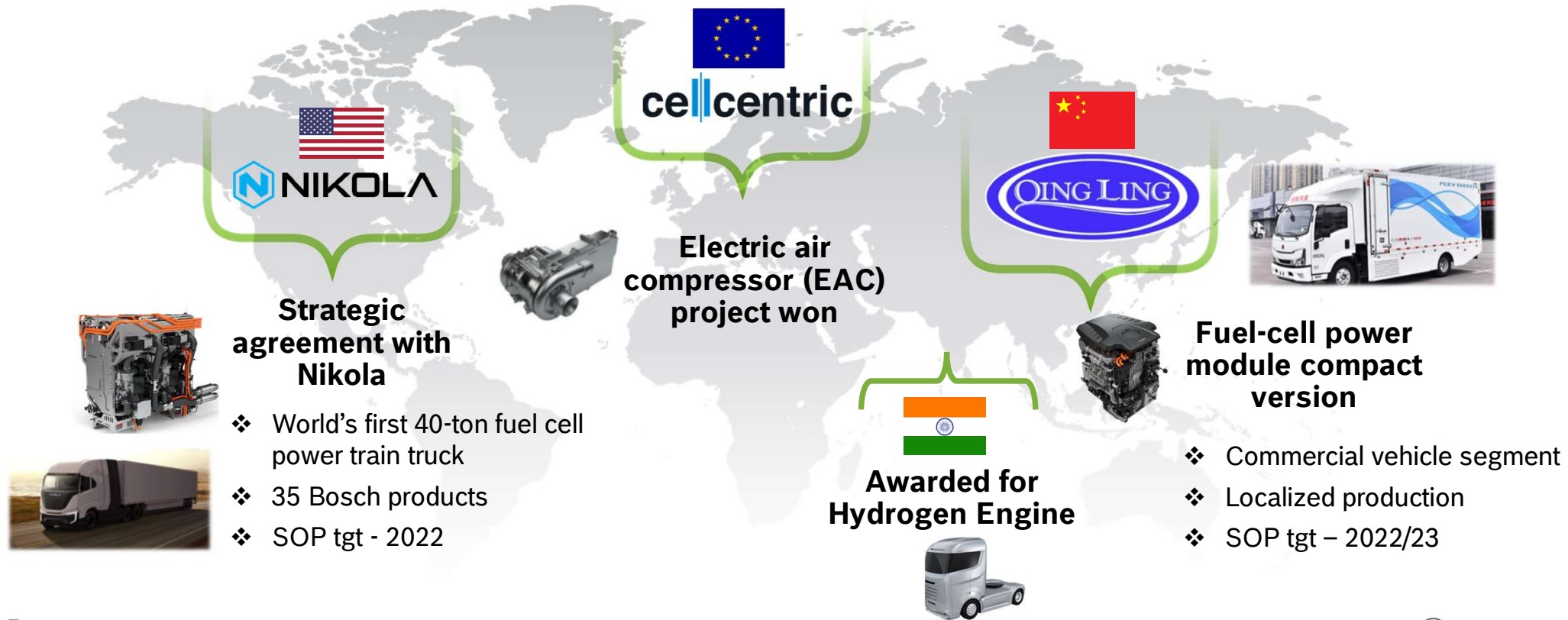
- Increase is on account of capitalization of Aduodi Spark.NXT campus.

Other Income

- Increase income is mainly on account of higher income from fixed deposits and interest on Income tax refund.

Bosch Hydrogen Acquisitions

Successful market entry with Bosch portfolio



ESG Ratings By Sustainalytics

Bosch Ltd.

Industry Group: **Auto Components**

Country/Region: **India**

Identifier: **BOM:500530**

Bosch Ltd is a holding company of subsidiaries manufacturing and trading automotive products. It sells car parts such as fuel systems, electrical drives and motors, steering systems, and aftermarket products to the automotive industry. It also offers power tools under the Bosch brand name, packaging systems and technologies, and energy...

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Full time employees: **6,041**

ESG Risk Rating **CORE** ?

12.8 **Low Risk**



Ranking

Industry Group (1st = lowest risk)

Auto Components **11** out of 208

Universe

Global Universe **734** out of 14794

- Sustainalytics (global ESG ratings agency) has again rated Bosch Limited
- Our scores have improved from 13.2 in 2021 to 12.8 in 2022 (Lower the better)
- Bosch Limited ranks:
 - 11 out of 208 within auto components and
 - 734 out of 14794 within the global universe

Bosch On the way to a

NEW ERA OF MOBILITY

Thank you..!