



BOSCH

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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

11.05.2023

Dear Sir/Madam,

Sub: Presentation made at Investor Concall for Q4 FY 22-23

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 08, 2023 intimating schedule of Investor Concall for Q4 FY22-23 convened on May 11, 2023 between 1215 hrs to 1315 hrs, please find attached Presentation made thereat.

This is for your information and records.

Thanking you,

**Yours Sincerely,
for Bosch Limited,**

**V Srinivasan
Company Secretary & Compliance Officer**

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BOSCH LTD. INVESTOR PRESENTATION

Quarterly Results March 2023

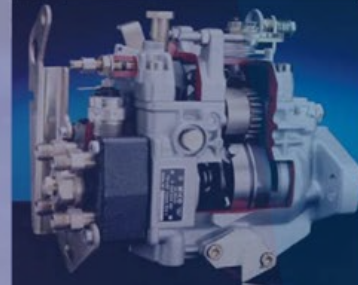
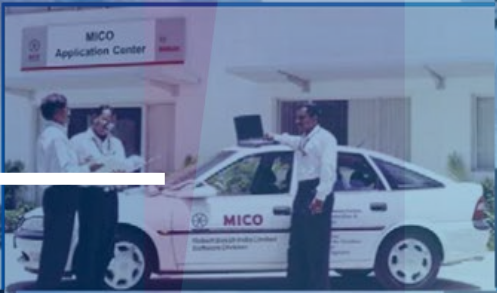
11th May, 2023 | Bengaluru



Motor Industries Company Limited
is now
Bosch Limited.



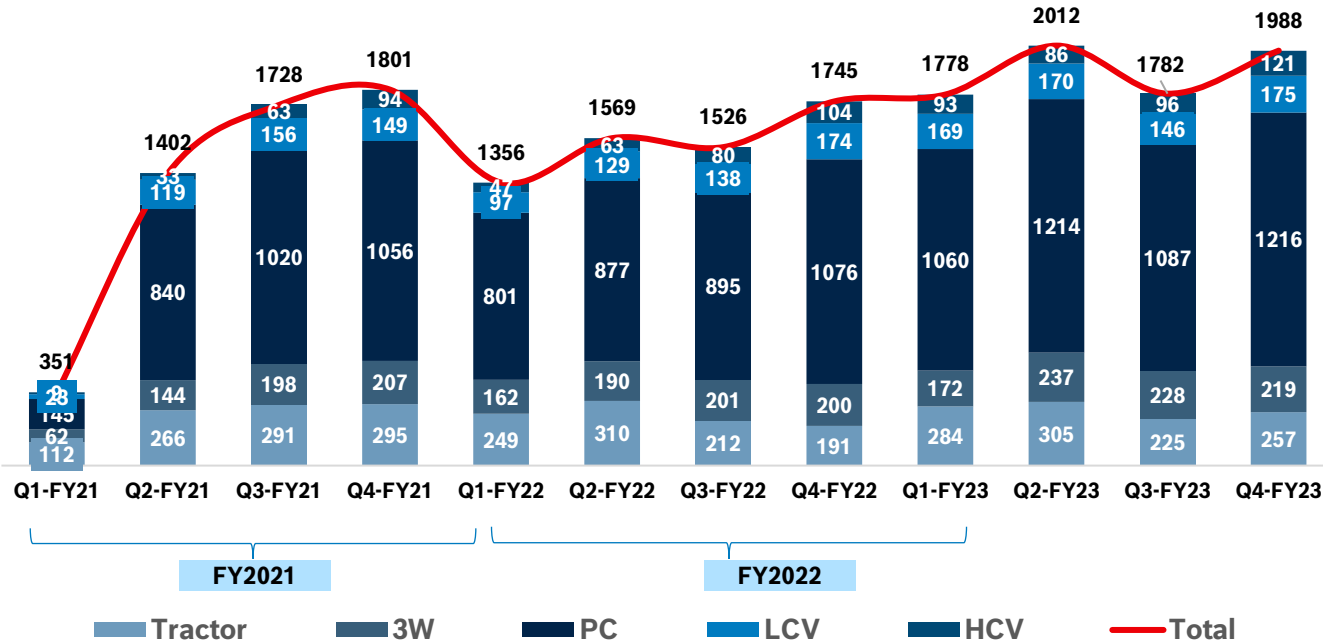
BOSCH
Invented for life



Bosch Ltd || Investor Con-call Q4 FY22-23

Production

Volumes in '000s

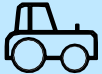





	FY2022-23 Q4		FY2022-23 YTD Q1-Q4		
	Volumes	%Change w. Q4-FY22	%Change w. Q3-FY23	Volumes	%Change w. Q1-Q4 FY22
	121	+16%	+26%	397	+35%
	175	0%	+20%	659	+22%
	1216	+13%	+12%	4576	+25%
	219	+9%	-4%	856	+14%
	257	+35%	+15%	814	+11%
Total	1988	+14%	+12%	7559	+22%
	4433	-1%	-4%	19509	+10%

In 4QFY23, industry posted a double-digit growth in overall volumes (+14 YoY) led by growth across sectors, except 2Ws which was weak due to decline in exports.

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Automotive Market Vs. Company Performance

Segment	Automotive Market Production		Bosch Domestic OE Sales	
	Jan-Mar'23 Vs. Jan-Mar'22	FY'23 Vs. FY'22	Jan-Mar'23 Vs. Jan-Mar'22	FY'23 Vs. FY'22
	35%	11%	53%	15%
	13%	25%	14%	41%
	16%	35%	33%	44%
	0%	22%	20%	48%

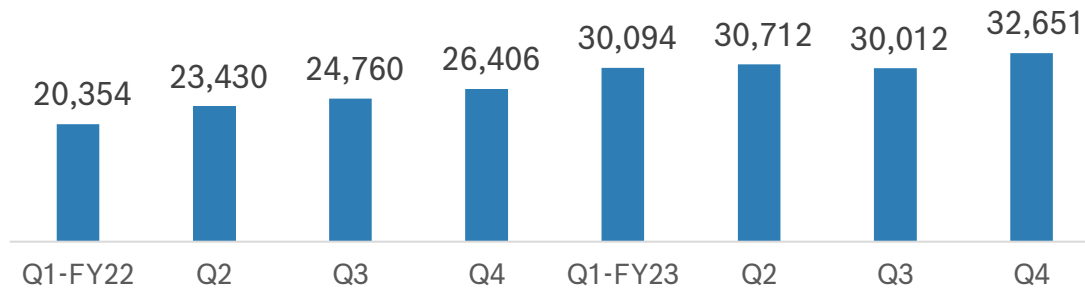
- Bosch has done better than market across all segments

Bosch Ltd || Investor Con-call Q4 FY22-23

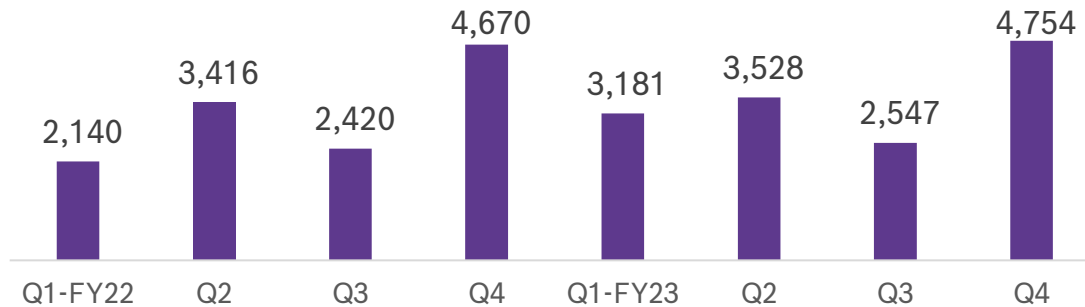
Sector Wise Sales Mar 2023 Q on Q

Figs. in MINR

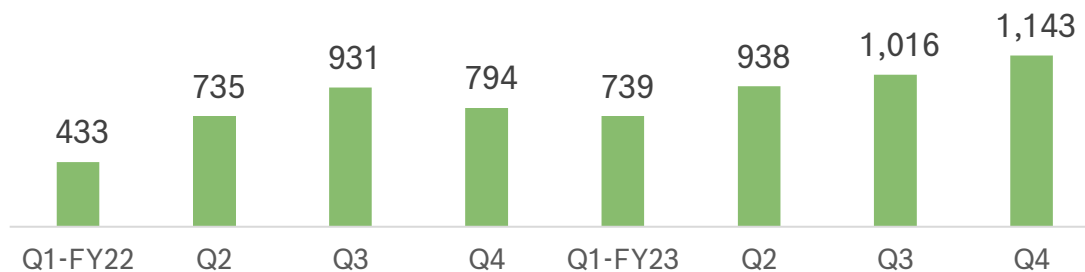
Mobility Solutions (BBM)



Consumer Goods (BBG)



Energy & Building Technology (BBE)



Mobility Solutions business

[Powertrain Solutions (PS), Automotive Aftermarket (AA) and 2-Wheeler Business (2WP)]

Mobility business has grown by 23.7% in Q4 FY 2022-23 vs Q4 FY 2021-22 majorly on account of increased market demand and low base in Jan-Mar 2022.

- Growth in PS sales of 27.5%.
- AA has grown by 14.5%.
- 2WP sales have increased by 17.6%.

Beyond Mobility Solutions business

[Consumer goods comprises of Power Tools (PT) and Building Technologies (BT)]

Beyond mobility business has grown by 7.8% in Q4 FY 2022-23 vs Q4 FY 2021-22 majorly on account of increased market demand and execution of higher number of orders.

- Consumer goods segment increased marginally by 1.8%.
- BT business has grown by 44.0%.

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



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Profitability Statement – Jan-Mar 2023 vs Jan-Mar 2022

FIGURES IN MILLION INR

	Jan-Mar 23		Jan-Mar 22		over PY %
	Amount	%	Amount	%	
Net Sales	38,597	95.0	31,919	96.4	20.9
Income from Services	1,308	3.2	595	1.8	120.0
Net Sales and Income from Operations	39,905	98.2	32,514	98.2	22.7
Other Operating Income	729	1.8	596	1.8	22.3
Total Income from Operations	40,634	100.0	33,110	100.0	22.7
Material Consumed	25,995	64.0	21,394	64.6	21.5
Personnel Cost	3,281	8.1	2,505	7.6	31.0
Other Expenses	6,134	15.1	4,803	14.5	27.7
Depreciation	1,206	3.0	892	2.7	35.2
Total Operating Expenses	36,616	90.1	29,594	89.4	23.7
Operating Profit	4,018	9.9	3,516	10.6	14.3
Other Income	1,359	3.3	872	2.6	55.8
Finance Cost	(46)	(0.1)	(73)	(0.2)	(36.7)
Profit before Exceptional Items	5,331	13.1	4,315	13.0	23.5
Exceptional Items	-	-	-	-	-
Profit before Tax	5,331	13.1	4,315	13.0	23.5
Total Tax Expense (% of PBT)	1,341	25.1	809	18.7	65.8
Profit after Tax	3,990	9.8	3,506	10.6	13.8

Growth in Total income from operations by +22.7% over same quarter of previous year

Material Cost

- Material cost as a percentage of net sales has increased due to raw material price increase

Personnel Cost

- Jan-Mar 2022 expense was lower on account of reversal of provisions pertaining to actuarial valuation

Other expenses

- Increase in expenses is on account of certain one-time impacts (like foreign exchange loss, new business expenditure, etc.) in Jan-Mar 2023

Depreciation

- Increase is majorly on account of capitalization of Adugodri Spark.NXT campus in FY 2022-23

Other Income

- Increased income is mainly on account of higher mark-to-market gain on mutual funds and higher FD int. income as compared to Jan-Mar 2022



BHARAT STAGE



01 April 2023



Bosch Ltd. Contribution Towards Successive Implementation of BS6 Emission Norms

- **System Solution Approach:**
 - Complete System Engineering & System Integration
 - Local for Local Approach: Complete Technological Solutions by Bosch India
- **State of Art Technical Center India:**
 - Established Infrastructure to support all development activities
 - Extended Environment conditions validations: Mobile Chassis Dynamometer, Cold Chamber
- **Customized Supports:**
 - Tailored Solutions: Markets Requirements, Norms & Standards | Post launch supports
- **Projects Deliveries:**
 - ~ 80 BS6 Stage 2 Programs Delivered

CV: Commercial Vehicle | PC: Passenger Car | 3W: 3-Wheeler | 2W: 2-Wheeler

BS6 Execution Journey is successful with strong commitment towards Norms & Customer Requirements, Adhering to Bosch Values

Bosch Ltd || Investor Con-call Q4 FY22-23

No.1 Auto Components in ESG Risk Rating by Sustainalytics

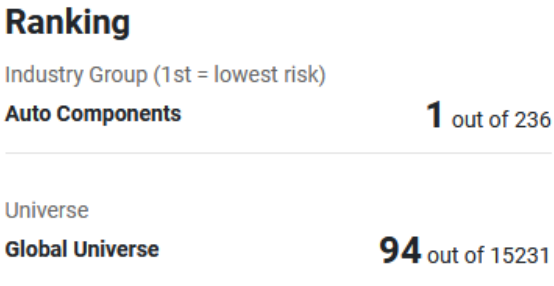
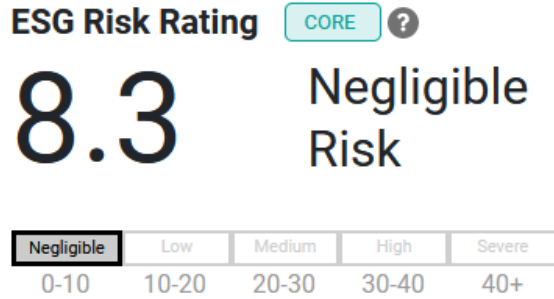
Bosch Ltd.

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...
[+ Show More](#)

Full time employees: **6,041**



- Bosch Limited is No.1 auto components in ESG risk rating (lower score is better)
- We are 94 out of 15231 companies rated by Sustainalytics

Last Full Update: **Nov 25, 2022** ?
Last Update: **Apr 20, 2023** ?

THANK YOU

