



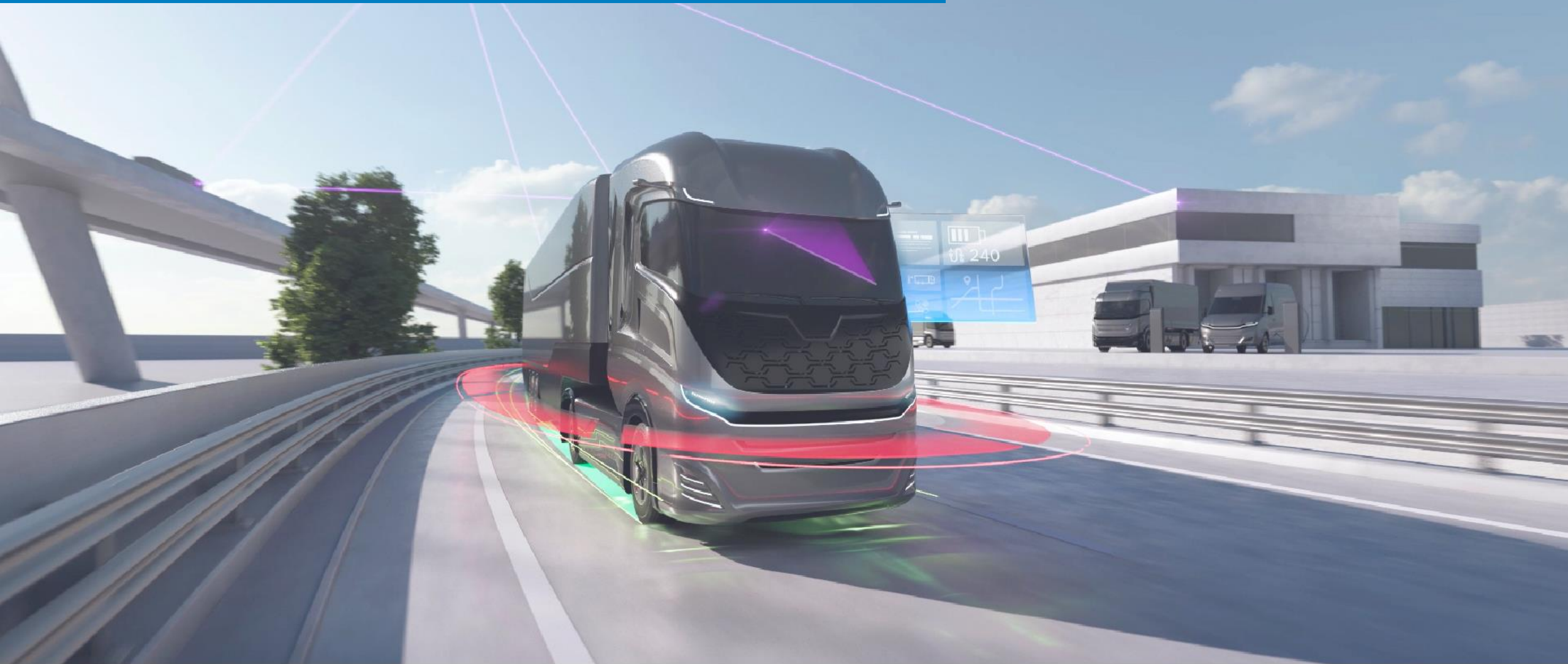
Bosch India Corporate Presentation

2022-2023

Embrace The Change



We are shaping a new era of mobility - sustainable, safe, and exciting



Developing the Factory of the Future now



Bosch Power Tools revolutionizes the cordless power tools segment

CORDLESS MEANS PAISA VASOOL

CORDLESS MEANS BOSCH



Invented for life

We are delivering intelligent building technologies that helps create safe and secure public and commercial spaces.



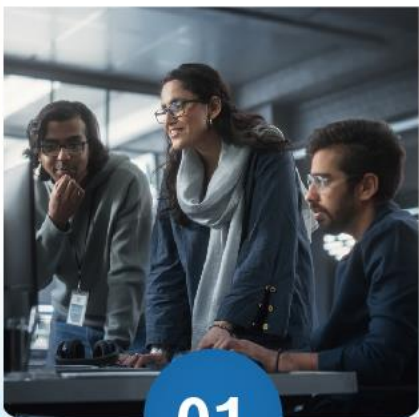
We are embracing change and want our products to be future ready, sustainable and enhance people's way of life.

We aim to create solutions that are truly

Invented for life



Who we are



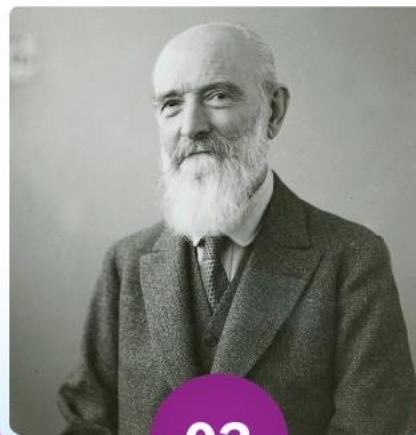
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**WE
ARE
BOSCH**

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WHO WE ARE

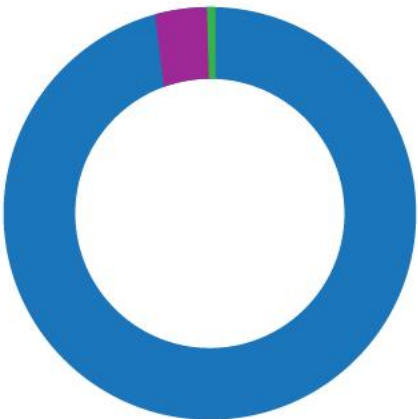


BOSCH

Invented for life

Robert Bosch GmbH:

Ownership



94%
Charitable
Robert Bosch Foundation

5%
Bosch family

1%
Robert Bosch GmbH

88.2
Sales in
billions of
euros in 2022

128
Engineering
locations

421,300
Associates

44,000
Software developers

85,500
Associates in
R&D at 136 locations



Mobility
Solutions



Energy & Building
Technology



Industrial
Technology



Consumer
Goods

Who we are

Mobility Solutions – Engineering the future of mobility in India

At Bosch Mobility, we understand that software is at the core of this transformative journey. We work with various divisions, business units and project houses to help develop integrated mobility solutions.



29.6%
Business Growth



INR 122.1 Bn
Total sales FY 2022-23



Segments:
Powertrain and Electrification, Automotive Aftermarket & Two-Wheeler and Powersports



Invented for life

Who we are

Mobility Solutions – P.A.C.E

Personalized Mobility

Connected Mobility

Powertrain Systems and Electrified Mobility

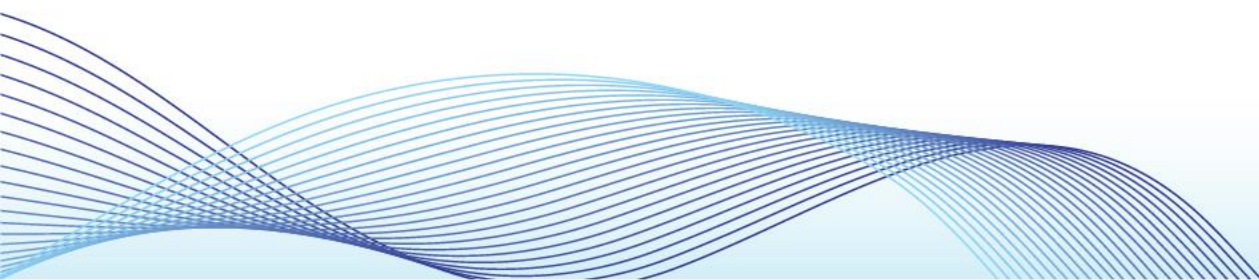
Automated Mobility

Bosch Mobility Solutions business pursues a vision of mobility that is safe, sustainable, and exciting, and combines the group's expertise in the domains of **P.A.C.E** - **Personalized**, **Automated**, **Connected** and **Powertrain systems & Electrified mobility**.

Who we are

Mobility Solutions – Powertrain and Connected Solutions

- Bosch has made significant strides by developing integrated and cost-effective electric drive solutions.
- Our innovative eAxles combine power electronics, electric motor, and transmission into a compact unit.
- Bosch has manufactured over 400,000 iTraMs (**intelligent transport management systems**), units signifying the resounding success of Bosch's innovative endeavors.
- Bosch 'Connected Solutions' is provided across various segments including passenger vehicles, commercial and light commercial vehicles, shared mobility, and the two-wheeler segment



Who we are

Mobility Solutions – Automotive Aftermarket

The Automotive Aftermarket Division has over 5,000 outlets in India, to ensure widespread availability of both products and after sales services. AA operates with over

2,100

Workshop / Service Network comprising over

500

Bosch Car Service

100

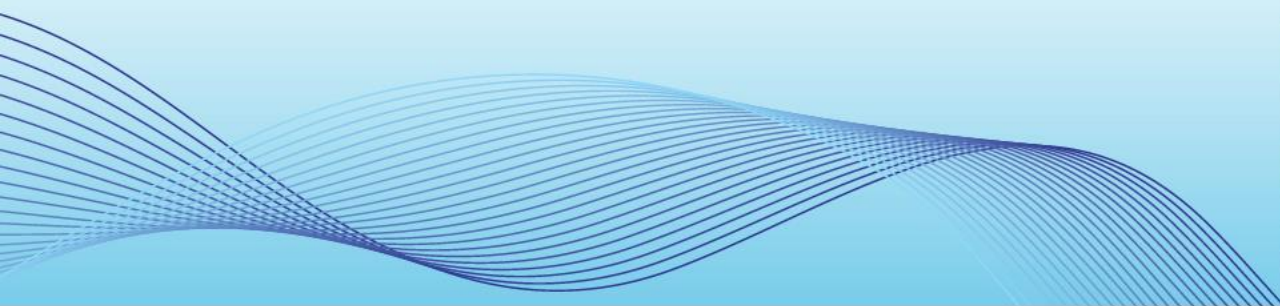
ExpressCar Service in India.

1,000

Bosch Diesel Service Centers

500

Electric Modules



Who we are

Mobility Solutions – 2-Wheeler and Powerports

The Two-wheeler and powersports Division India (2WP) team recorded a growth of **50%** compared to 2020 and the team surpassed a **turnover of 1,500** crores within **a decade of establishment.**

Our 2-Wheeler business also had an overall business growth of **14.8%** in FY 2022-23 over the previous financial year.

This year Bosch celebrated **10 millionth ABS production** catapulting us to the prime position in the market.



Who we are

Energy and Building Technology

Bosch Energy and Building technology provides comprehensive and integrated solutions that make your buildings safer, more comfortable and efficient.



32.5%
Business Growth



INR 3.8 Bn
Total sales FY 2022-23



Segments:
Turnkey Solar Pv Services, Energy Efficiency Solutions & Security Systems



Invented for life



We are expecting to close with a double-digit growth in FY 2023-24.

Who we are

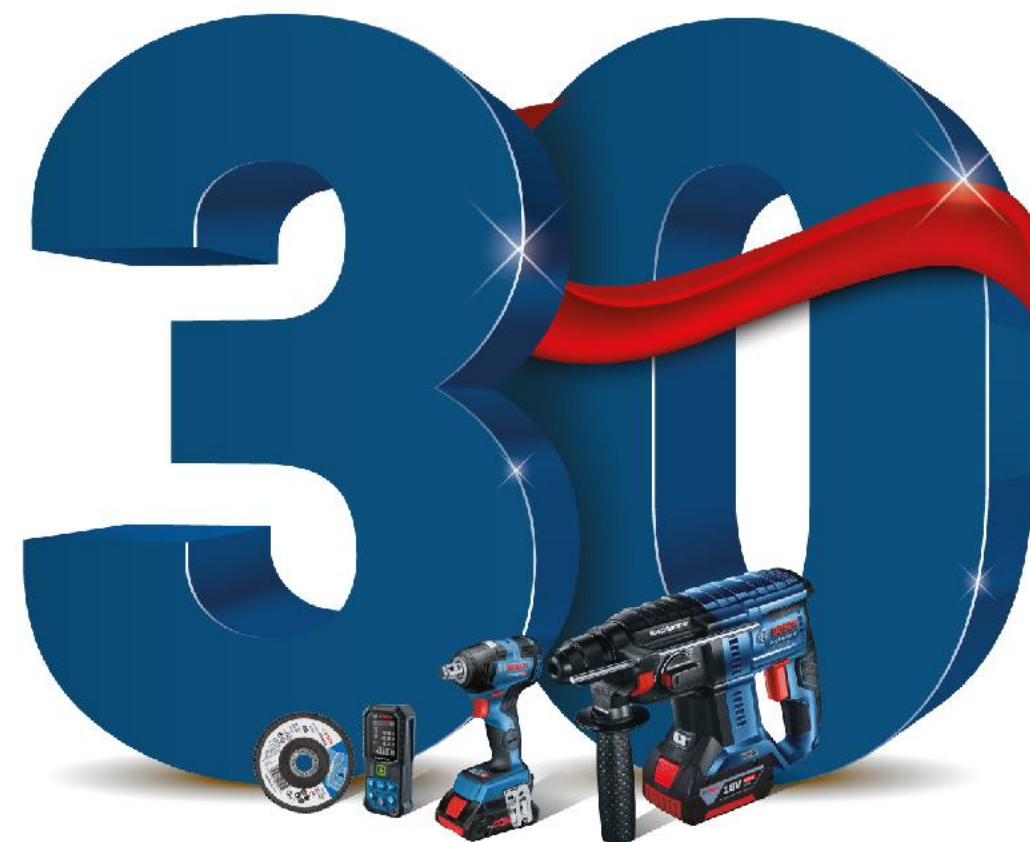
Consumer Goods – Power Tools

Caters to professional users in trade and industry and to users in the DIY market and amateur crafters.

We continue to be the market leader in the space with 25% market share, and revenue having grown by 11% in FY 2022-23

June 2023, Power Tools completed **30 years** in India.

‘Cordless Means Paisa Vasool’ is the new slogan of Bosch Power Tools in India as it revolutionizes the cordless power tools segment



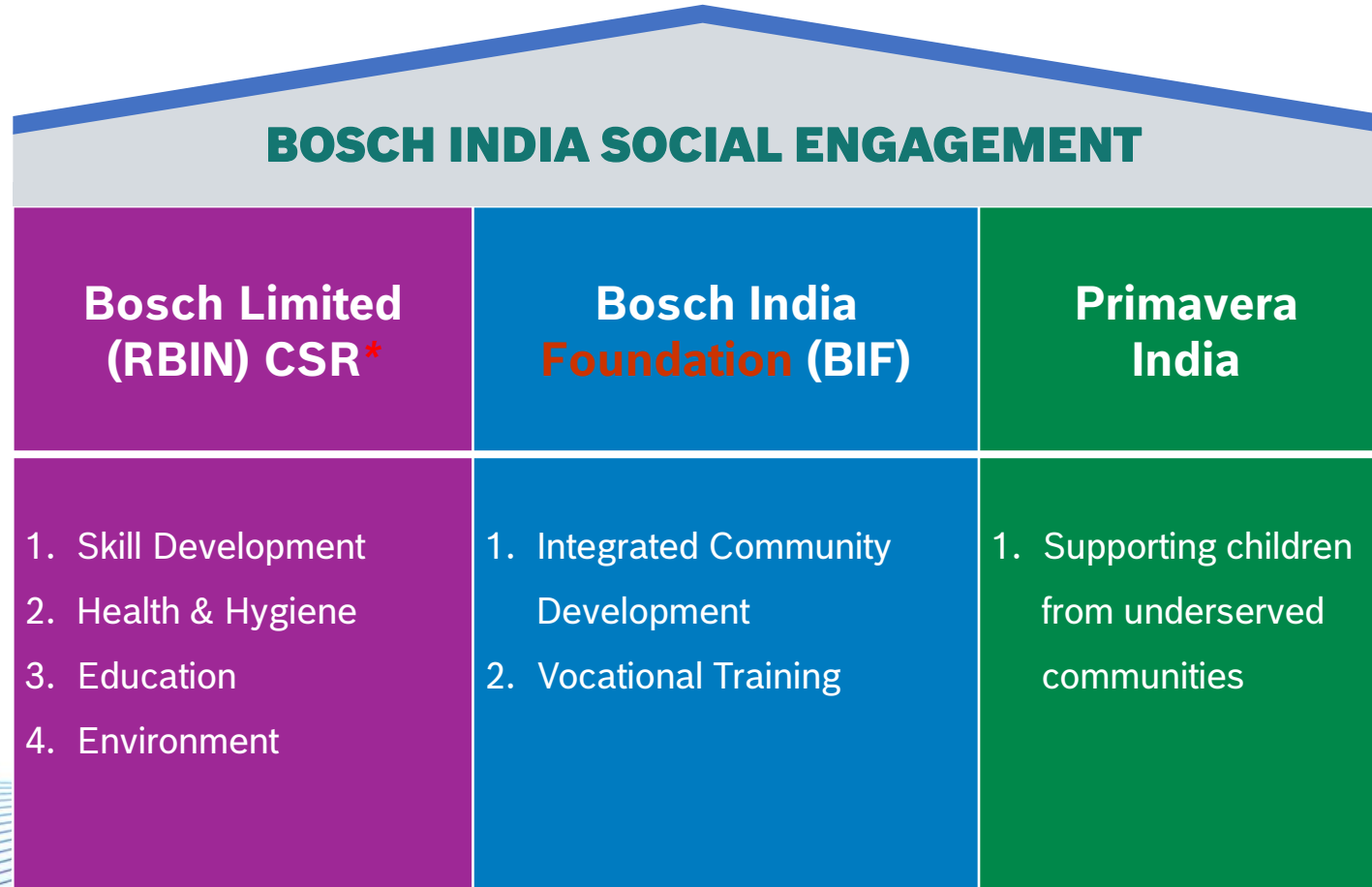
YEARS OF EXCELLENCE
BOSCH POWER TOOLS, INDIA



Invented for life

Who we are

Bosch India Social Engagement



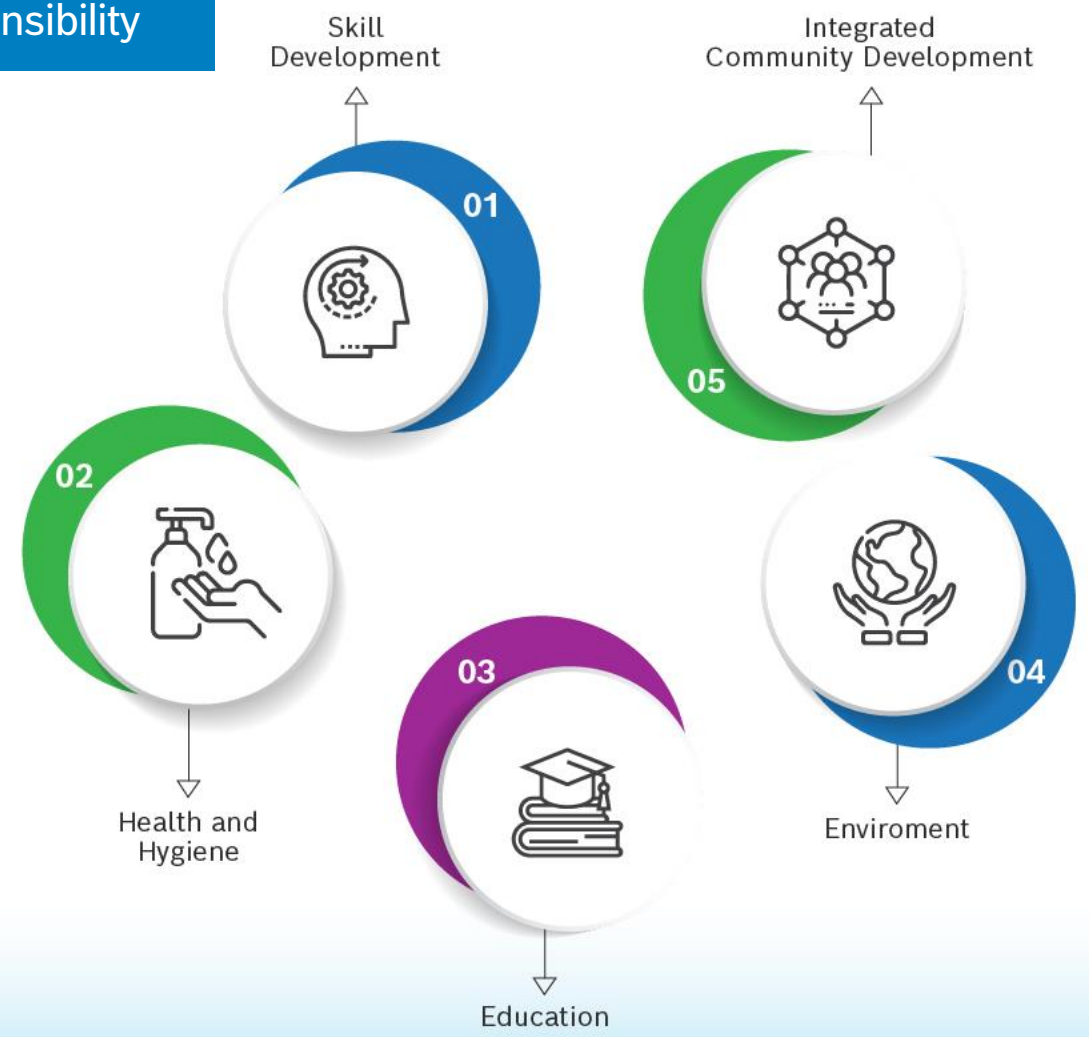
* We also have CSR activities by other Bosch India entities

Who we are

Bosch India Social Engagement - Catalyzing change through social responsibility

Social engagement is embedded in Bosch culture, and Bosch establishments in India are engaged in projects to create a sustainable impact on society and help improve the lives of people.

The social engagement program provides a holistic framework based on our following five thematic areas as depicted in the image on the right.



Who we are

Bosch India Social Engagement – Skill Development

BRIDGE - **13200+** youth were trained through 341 BRIDGE centers. With **50%** of the beneficiaries being female students.

‘Train the Trainer’ (TTT) program - Trained and equipped **270 trainers** with the necessary skills and knowledge

Paramedics (Caregiver Program) - **1,680 youth** have benefited from this program.

Rural Micro-Entrepreneurship - A total of **463 youth** were beneficiaries of this program



Who we are

Bosch India Social Engagement – Health, Hygiene & Education

Bosch collaborated with LAICO (Lions Aravind Institute of Community Ophthalmology) to provide cataract surgeries to deserving beneficiaries. A total of **2700 individuals** were able to benefit from this program

2 RO Plants were built this year, adding the total count to 33 RO Plants, benefiting **22,500 families** and **100,000 lives** each year.

Bosch has developed **new educational facilities** in **three** remote areas near Hubli in Karnataka & **two classrooms** were upgraded to **'Smart Classrooms'** at the Government Model Primary School in Yaragatti village near Belagavi in Karnataka



Who we are

Bosch India Social Engagement – Community Welfare

New lake rejuvenation projects this year included initial steps of maintaining the **Rayasandra Lake at Naganathapura** and rejuvenation of **Lake at Bidadi**.

Bosch commenced an afforestation project, resulting in the plantation of **15050** saplings across locations

Have set up **5 Community Development Centers** in Bidadi, Nashik, Jaipur, Gangaikondan, and Chennai.



Who we are

DIVERSITY, EQUITY, AND INCLUSION

Bosch values the diversity of its associates' perspectives, experiences, and lifestyles

That is why we have firmly anchored diversity in our mission statement "We are Bosch" as one of our values and foster and encourage diversity as part of our corporate strategy.

We regard diverse teams as an important competitive advantage, as they strengthen our innovative power and tap the significant potential of our Company through their diverse perspectives and strategies

We are proud to be certified as Great Place to Work the third time in a row



WHERE
WE
WANT
TO GO



Where we want to go

Embrace the Change

At the intersection of cutting-edge technology and sustainability, we, at Bosch, are embracing change that enables us to move forward with solutions that are 'Invented for Life'

While navigating the complexities of a rapidly changing world, the mantra 'Embrace The Change' has become more relevant than ever before. It vividly portrays our determination to stay ahead of the curve, to be agile and responsive to the evolving needs of society.

This theme resonates deeply within us, as it aligns with our legacy of building and providing future-ready products and services. With resilience and determination, we embody the spirit of embracing change, ensuring our relevance and sustainability in an ever-evolving world



Where we want to go

Future Mobility

We envision a future, where integrated mobility solutions and software services seamlessly cater to evolving customer demands and create new business opportunities.

Bosch Mobility acknowledges the transformative nature of the mobility industry and has been actively involved in driving advancements.

We, at Bosch, believe that **by 2030, about every third new vehicle across the globe will be an Electric Vehicle (EV).**



Where we want to go

Bosch Security and Safety Solutions

We see a positive outlook for the security technology business in 2023-24 with a forecasted growth of around **14%** YoY.

With a focus on innovation and future-oriented technologies, we leverage the potential of IoT and digitalization to enhance security, comfort, and efficiency.

Bosch Security and Safety Systems are dedicated to creating sustainable solutions that make a difference, not only for our customers but also for the world we inhabit.



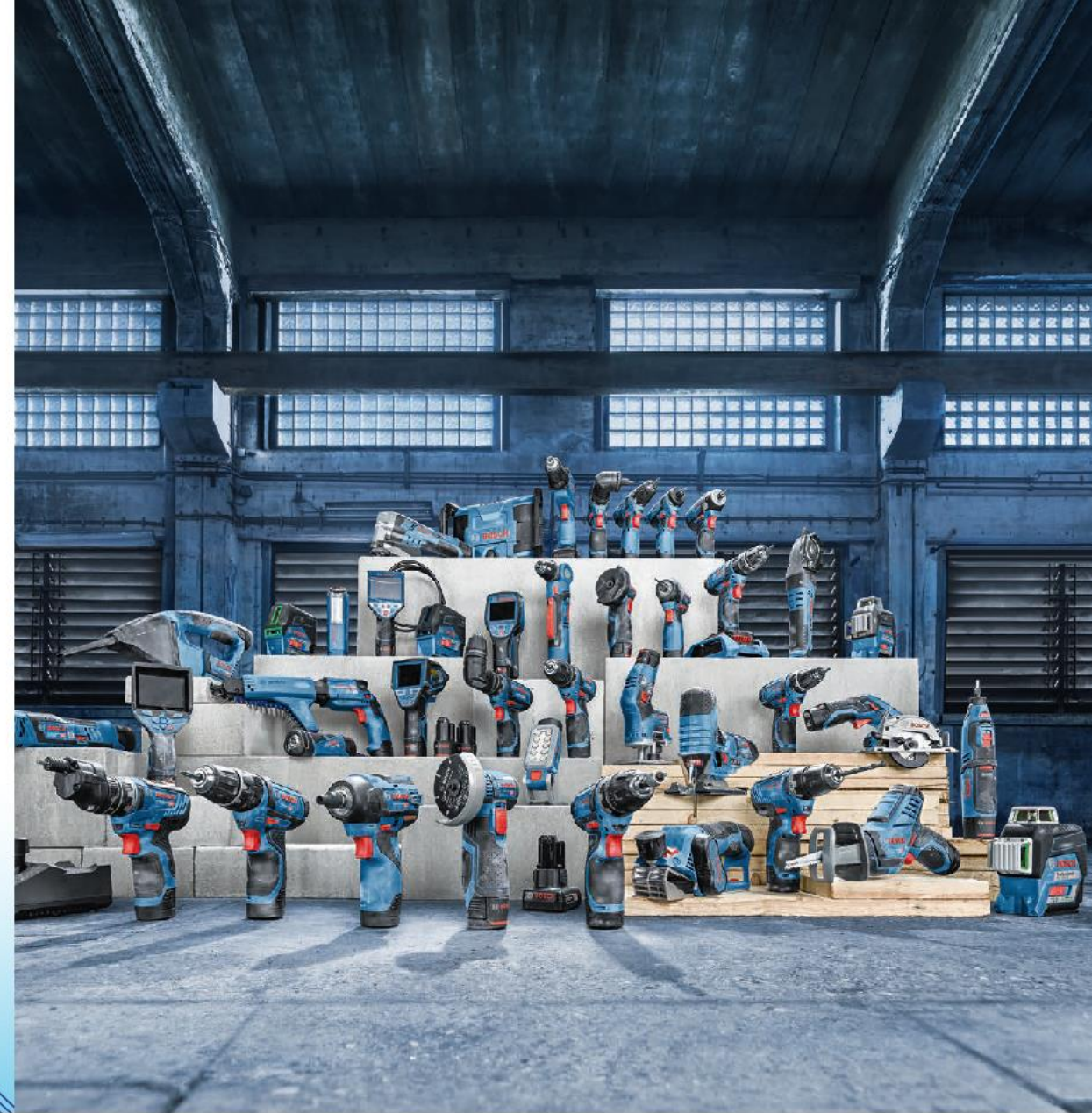
Where we want to go

Consumer Goods – Power Tools

The power tools business is expected to grow around **16%** in FY 2023-24

PT India aims to fuel India's growth story by supporting the Government of India's infrastructure push and building a world-class Manufacturing setup.

We will expand our product and service portfolio to meet user demands across industries catering to diverse applications.

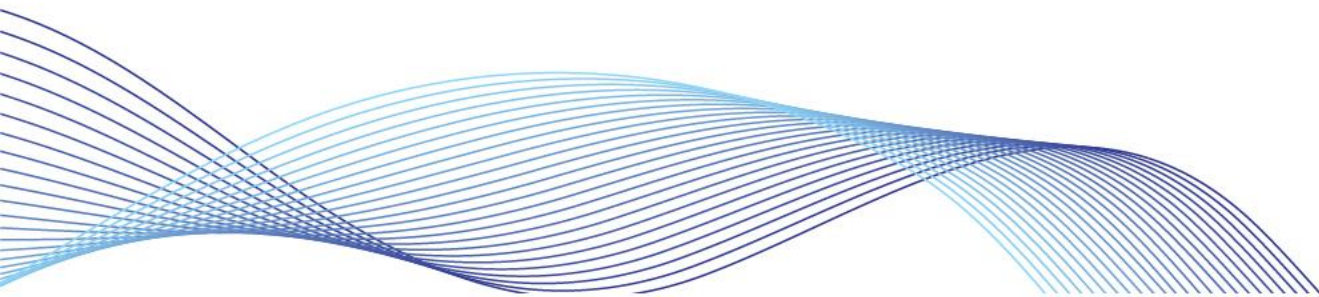


Where we want to go

Our commitment to Sustainability

True to our **“Invented for life”** mission statement, we want our products to contribute toward sustainable development.

Target Vision: By acting in an economically, environmentally, and socially responsible manner, we want to improve people’s quality of life and safeguard the livelihoods of present and future generations



Where we want to go

Our commitment to Sustainability

Our sustainability efforts cover the entire value chain, from procurement of materials and goods to manufacturing at Bosch sites, to the use phase of our products and their end-of-life.

Our aim is to reduce these upstream and downstream emissions by **15 percent** in absolute terms by 2030

Through our circular economy strategy, we aim to enhance the sustainability of our products across their entire life cycle.



Where we want to go

Moving ahead with Hydrogen

Recognizing the growing importance of Hydrogen, Bosch offers a range of comprehensive solutions for the Hydrogen ecosystem.

Bosch India has set up a **state-of-the-art Hydrogen Engine Test Infrastructure** at our Adugodi campus in Bengaluru.

Bosch India **successfully tested Hydrogen engine demo vehicle** at the Hydrogen engines testing infrastructure at Adugodi Campus in Bengaluru

Looking forward, by early 2024, Bosch India will showcase the **BS6 stage 2 hydrogen engine truck**.

We are developing and advancing our capabilities in the hydrogen engine and fuel cell technologies and propel the alternative fuel revolution in India.



Where we want to go

DIVERSITY, EQUITY, AND INCLUSION

For India, the aim is that by 2025 to have **25%** of women in our workforce and **20%** of our leadership positions held by a woman.

The women's network group "**empowHER**" aims to leverage the collective power of the community to navigate through the challenges and strengthen our narrative of building a more inclusive workplace.

In India, we aim to have 1% of our overall workforce (Including contractual and temporary) have people with disability by 2025.



**WHAT
WE
HAVE
WITH US**

**WE
ARE
BOSCH**

What we have with us
Our Values

WE ARE BOSCH

Our **objective** – what we want to achieve

Our **motivation** – what drives us

Our **strategic focal points** – what will help us succeed

Focusing on customers • Shaping change • Striving for excellence

Our **strengths** – what we do well

Bosch culture • Innovation • Outstanding quality • Global presence

Our **values** – what we build on

Future and results focus • Responsibility and sustainability • Initiative and determination • Openness and trust • Fairness • Reliability, credibility, legality • Diversity



What we have with us

Our Values

We
LEAD
Bosch

We live
by our **values.**

We make
the **purpose** of our business clear,
and work **passionately**
to make it a success.

We create
autonomy,
and remove any obstacles.

We prioritize,
keep things **simple,**
make decisions **quickly,** and execute
them **rigorously.**

We communicate
openly, frequently,
and **across all levels.**

We achieve
excellence.

We spark enthusiasm
for **new things** and embrace
change as an **opportunity.**

We learn
from mistakes, and see them as
part of our **innovation culture.**

We collaborate
across functions,
units, and hierarchies – always
focusing on **results.**

We seek and give
feedback, and lead with
trust, respect,
and **empathy.**

Awards and Recognitions

Golden Peacock Award for CSR - 2022, for Bosch's continued commitment to overall CSR and skill development.

Golden Peacock Award for Excellence in Corporate Governance for the year 2022 under the 'Automobile Ancillary'

Bosch India and SUN Mobility jointly won **Open Bosch Awards 2023** for 'Outstanding Startup Partnership'



Awards and Recognitions

Bosch India Foundation (BIF) was awarded the **NHRD award for CSR Best Practice-2022** for its Artisan Training Program for skilling youth in the domains of Carpentry, Electrical, and Plumbing.

The Bosch India Corporate Headquarters and the Engineering Services and Software Development Office Building, received **the LEED (Leadership in Energy and Environmental Design) v4 Platinum Certification** by the United States Green Building Council (USGBC)

The Spark.NXT campaign won an award at the **Indian Marketing Awards (IMA) – South Edition 2023** in the occasional/festive based marketing category — Tech Segment.



Thank you