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BOSCH LIMITED

QUARTERLY EARNINGS
FROM JULY - SEP, 2021

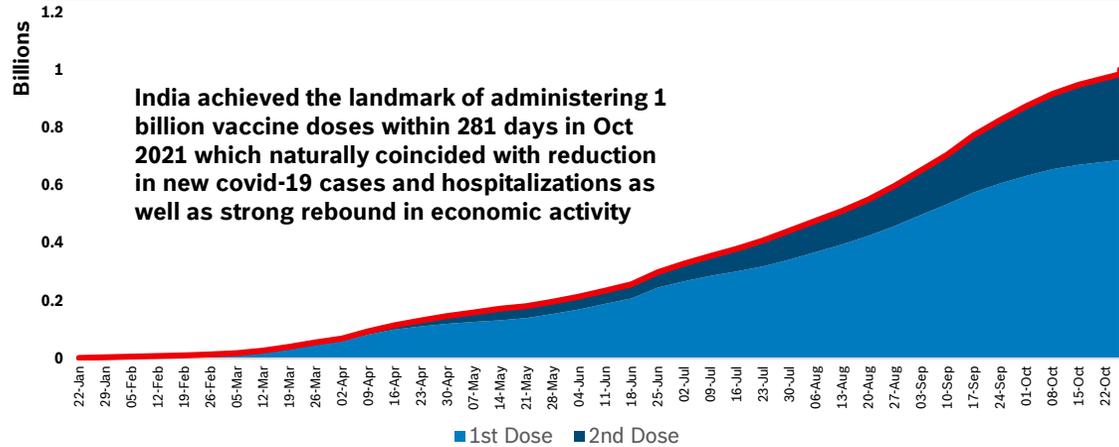
Presented On Nov 10, 2021



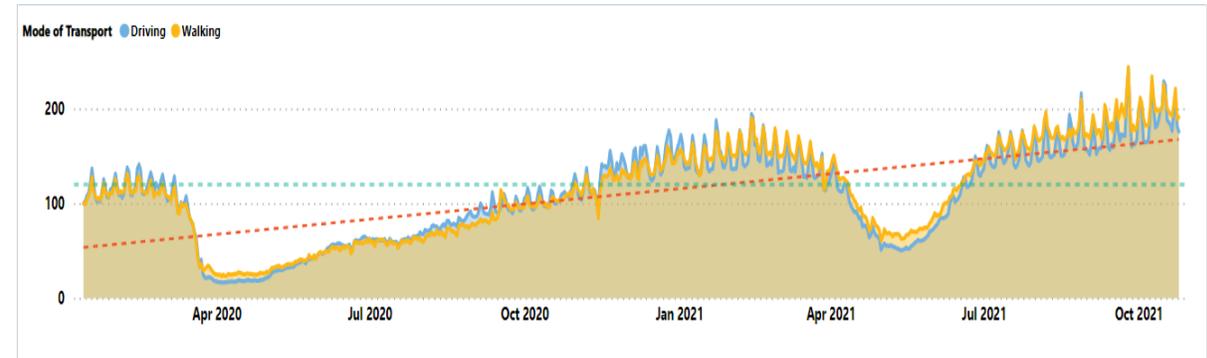
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Economic Update

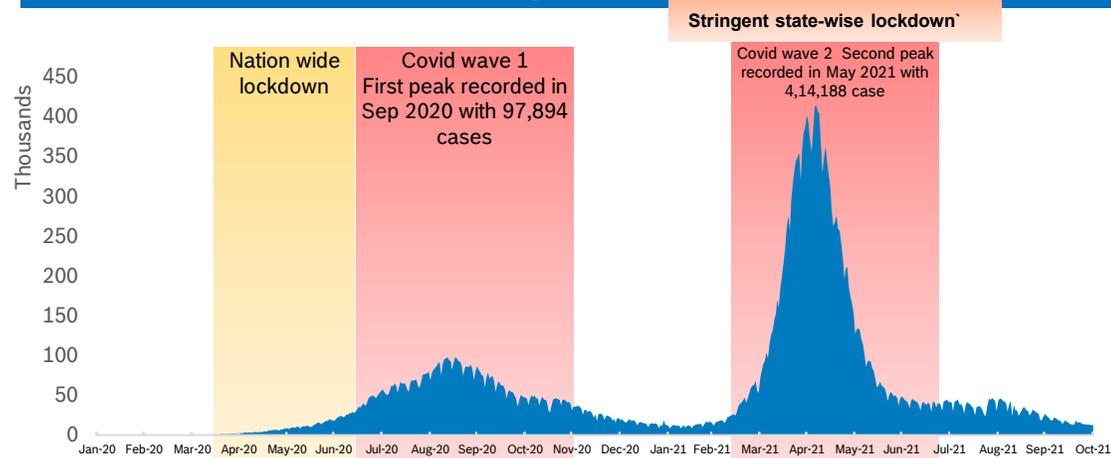
India Weekly vaccination



Apple Mobility Index and Mode of transport

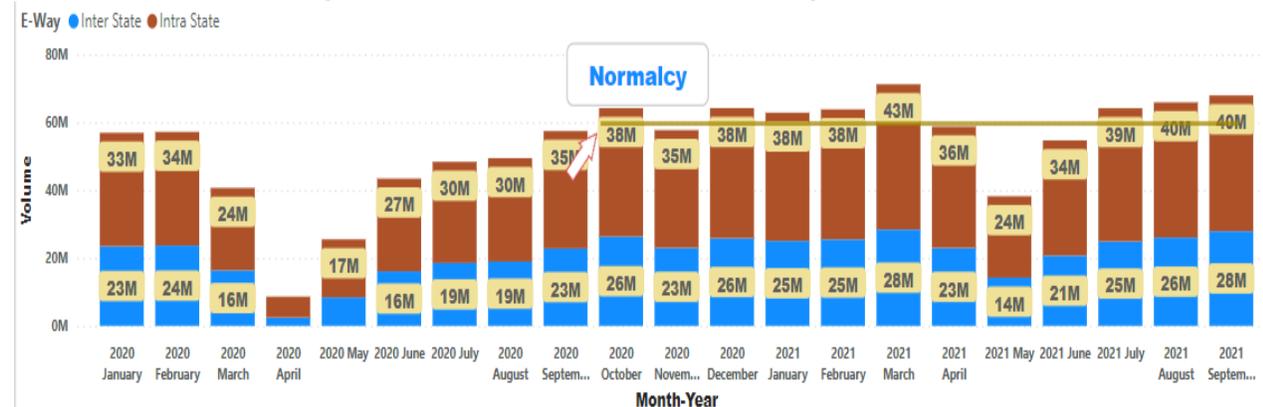


India Daily Active cases



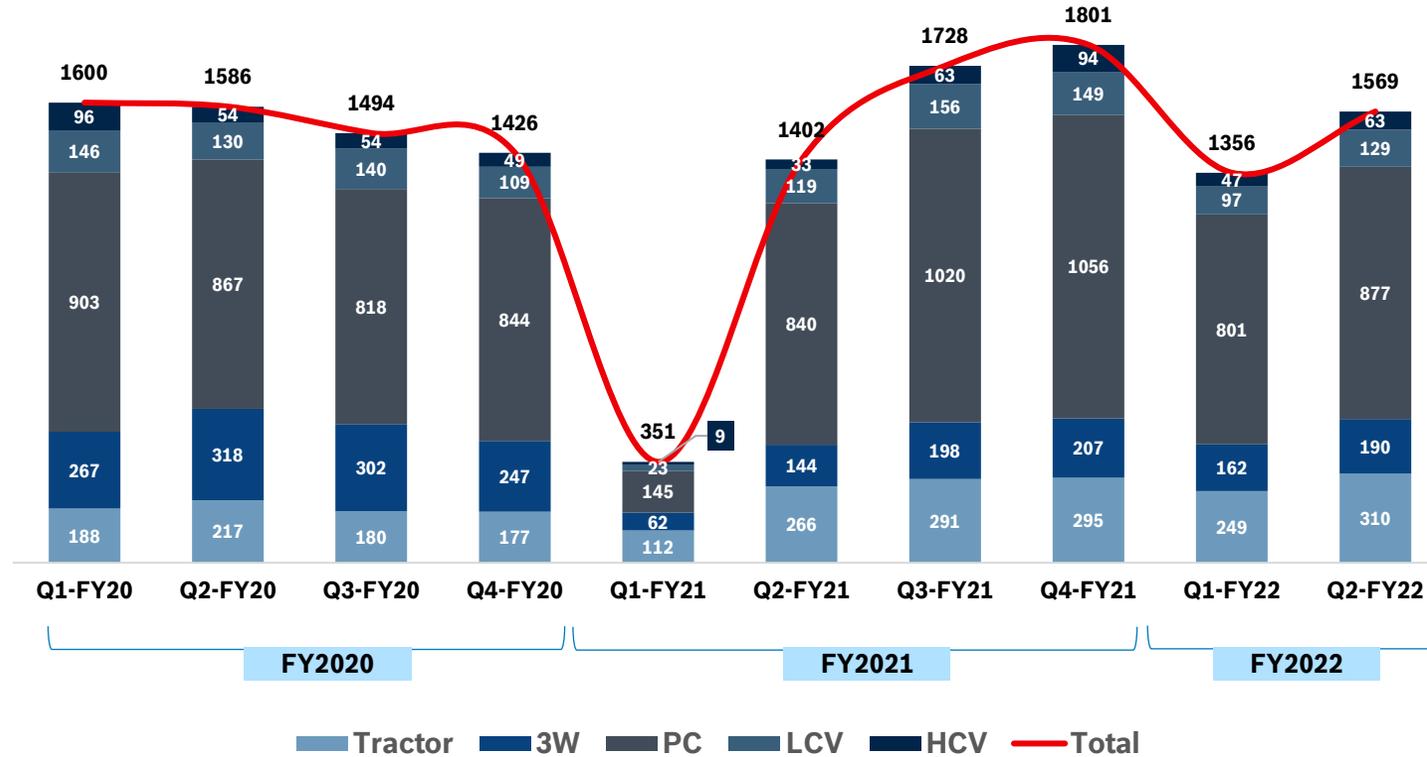
EWay Bill

- E-way bills generation continued improvement in September with 18% YoY growth
- Sequentially, 3% growth was seen in September and August



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Automotive Market Production Nos.



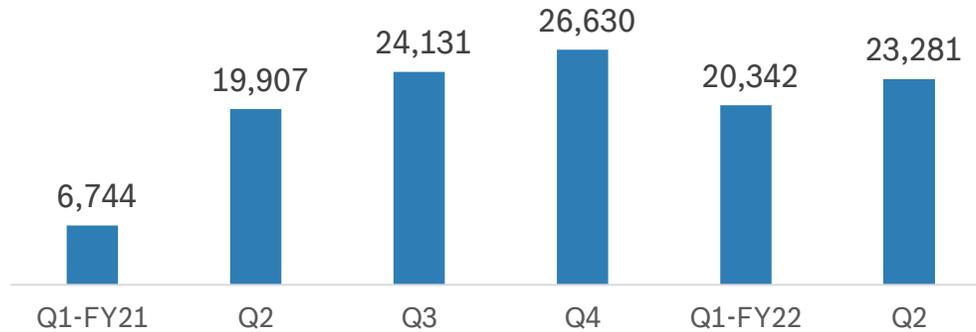
		FY2021-22 Q2		FY2021-22 H1		
		Volumes	%Change w. Q2-FY21	%Change w. Q1-FY22	Volumes	%Change w. H1-FY21
		63	+91%	+34%	110	+162%
		129	+8%	+33%	226	+59%
		877	+4%	+9.5%	1678	+70%
		190	+32%	+17%	352	+71%
		310	+16%	+24%	559	+50%
Total		1569	+12%	+16%	2925	+67%
		5222	-6%	+50%	8704	+28%

Production volumes continued to be under pressure as supply shortage hurts demand fulfilment ahead of festive season especially for PC, LCV & Premium 2w segment. Tractors and CVs continued to be on its recovery path

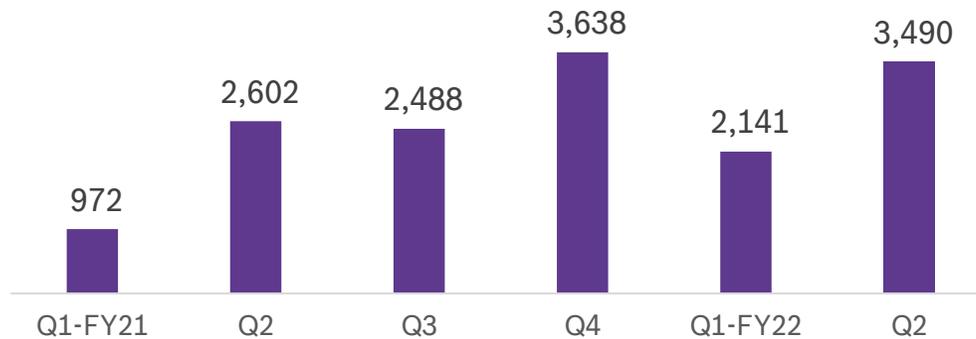
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Sector Wise Sales Sep 2021 Q on Q

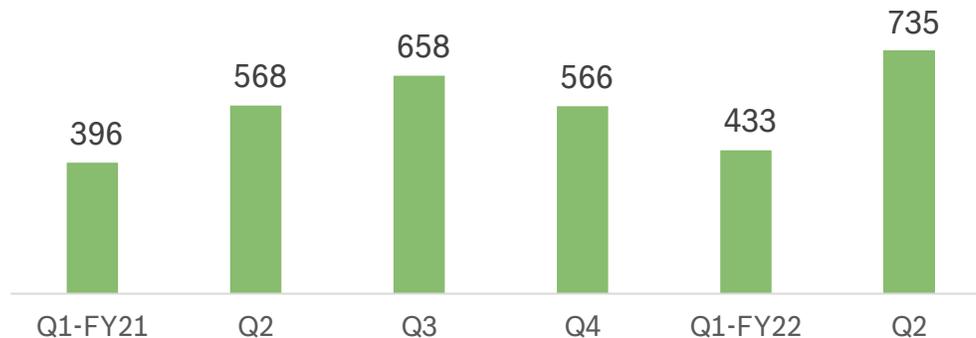
Mobility Solutions (BBM)



Consumer Goods (BBG)



Energy & Building Technology (BBE)



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

- Growth in PS primarily driven by growth in Tractors and HCVs segment (base effect)
- Strong growth in AA seen due to higher export and OE Spare Sales
- Semi-conductor short supply impacting premium 2Ws

Consumer goods comprises of Power Tools (PT)

- Driven by strong pent-up demand and high growth E-commerce sales

Other comprises of Building Technologies (BT) and Energy Solutions

- Base effect since a few projects were cancelled due to COVID in 2020
- Higher energy efficiency services project realization during this quarter

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 - Jul to Sep 2021 vs Jul to Sep 2020

FIGURES IN MILLION INR

	July-Sep 21		July-Sep 20		Growth over PY %
	Amount	%	Amount	%	
Net Sales	27,715	95.0	23,172	93.5	19.6
Income from Services	766	2.6	846	3.4	(9.5)
Net Sales and Income from Operations	28,481	97.6	24,019	96.9	18.6
Other Operating Income	699	2.4	773	3.1	(9.6)
Total Income from Operations	29,180	100.0	24,792	100.0	17.7
Material Consumed	18,320	62.8	14,716	59.4	24.5
Personnel Cost	2,528	8.7	3,083	12.4	(18.0)
Other Expenses	4,756	16.3	4,112	16.6	15.7
Depreciation	829	2.8	796	3.2	4.1
Total Operating Expenses	26,433	90.6	22,707	91.6	16.4
Operating Profit	2,747	9.4	2,084	8.4	31.8
Other Income	1,243	4.3	1,015	4.1	22.5
Finance Cost	(15)	(0.1)	(13)	(0.1)	14.5
Profit before Exceptional Items	3,975	13.6	3,086	12.4	28.8
Exceptional Items	0	-	4,000	16.1	-
Profit before Tax	3,975	13.6	(914)	(3.7)	(534.8)

Net sales increased by 19.6%

Material Cost

- Pricing adjustment on traded goods is accounted on actual basis

Personnel Cost

- Transformation/restructuring projects and other HR related measures

Depreciation

- Higher additions during this quarter

Other expenses

- Additional special warranty provision, COVID support to channel partners and increased manufacturing expenses

Other Income

- Primarily driven by MTM gains and profit on sale of securities

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Highlights Of The Quarter



Automotive PLI is incentivizing cost inefficiencies in manufacturing of high value advanced automotive technology products and solutions

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Carbon Neutrality

4E approach

Energy efficiency

- Target 2% energy savings YOY

Green electricity

Green energy purchased on short term basis & remaining grey energy compensated with I-REC

- 40% of Grey energy compensated with IREC

New clean Power

Total capacity of solar PV plants across Bosch India - **27 MW**, resulting in reduction of CO2 emissions to the extent of **25,000 tons**, Currently working on "Group Captive" model

Carbon Credits

Scope1 emissions are offset through carbon credits

Carbon Neutral from 2020

156,000* tons of CO2 emissions

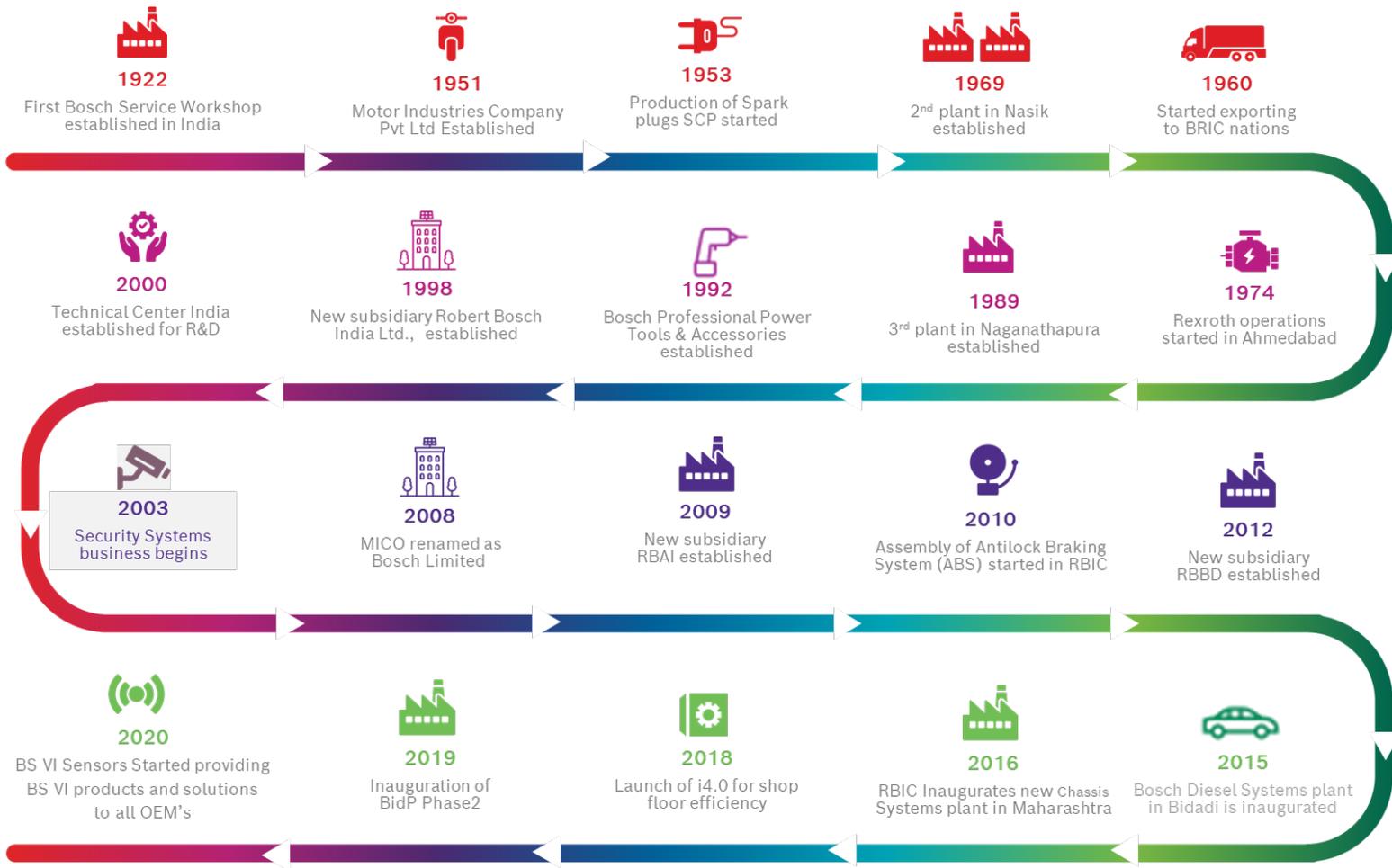
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*Data for 2019



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Bosch closer to 100 years in India



P Personalized & User Experience
User-centered mobility for people and goods

A Automated
Assisted & automated vehicle operations

C Connected Systems
steering, braking, powertrain, E/E, V2X, ...

E Electrified
BEV, H2, actuators, thermal systems, energy supply



THANK YOU