



BOSCH

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L85110KA1951PLC000761

Corporate Relationship Department
BSE Limited
1st 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

05.04.2021

Dear Sir/Madam,

Sub: Intimation of Analyst / Institutional Investor Meetings.

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is with reference to our letter dated March 26, 2021 on the captioned subject.

Copy of the presentation made to the Investors is attached herewith for your information. The said presentation is also uploaded on the Company's website i.e. www.bosch.in under Investors section.

This is for your information please.

Thanking you,

**Yours faithfully,
for Bosch Limited,**

**Rajesh Parte
(Company Secretary &
Compliance Officer)**

Encl: as above

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Investor's Meet

Bosch Limited

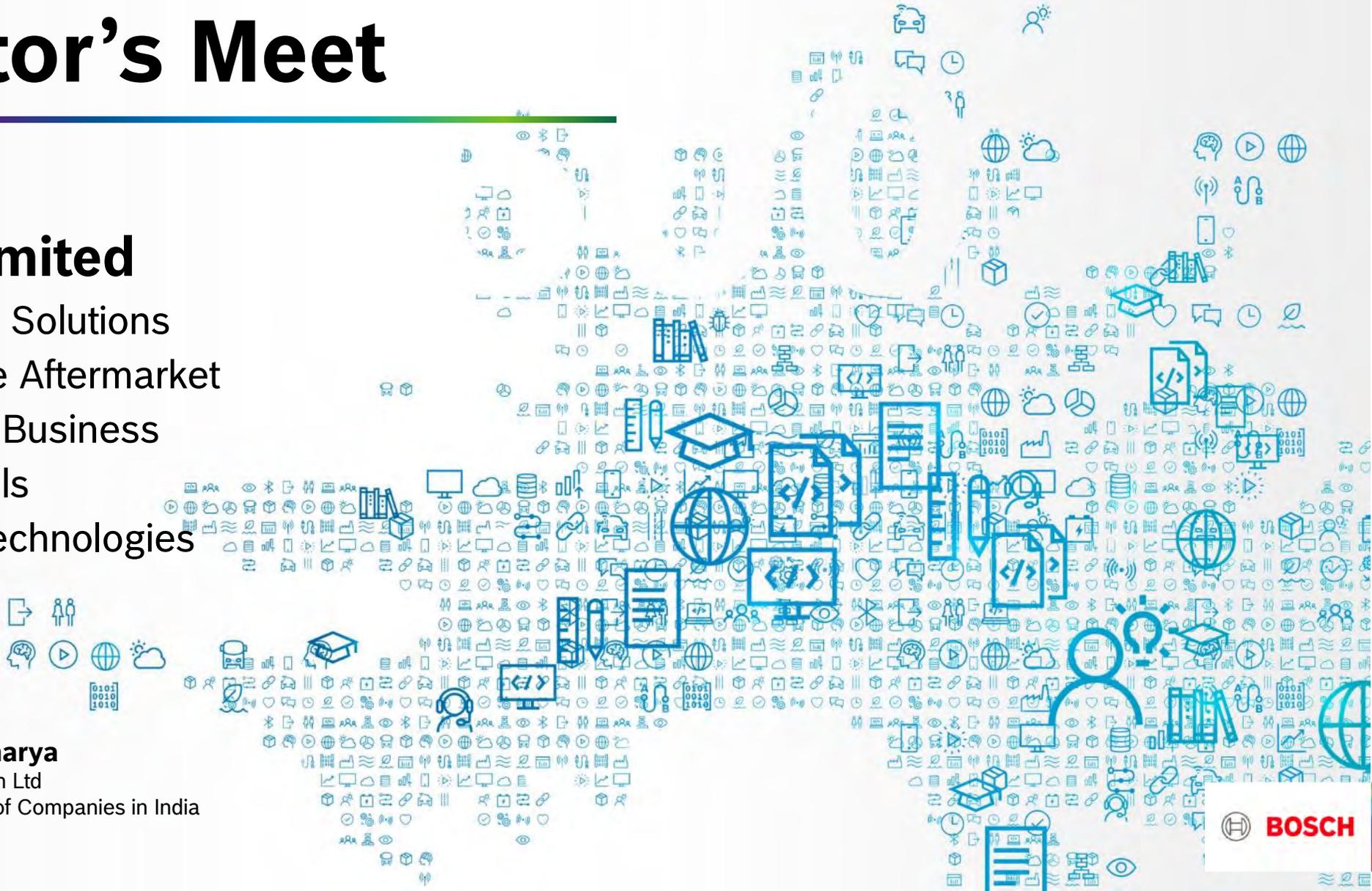
- Powertrain Solutions
- Automotive Aftermarket
- 2 Wheeler Business
- Power Tools
- Building Technologies

Soumitra Bhattacharya

Managing Director, Bosch Ltd

President, Bosch Group of Companies in India

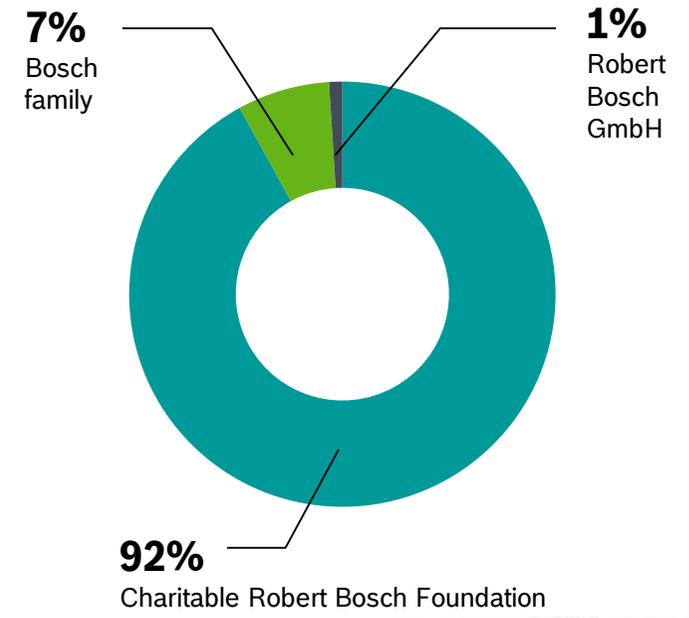
31.03.2021





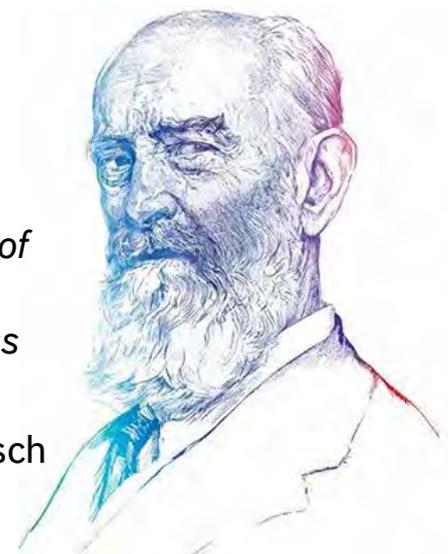
A foundation as major stakeholder
Since 1964, Bosch's majority shareholder has been Robert Bosch Stiftung GmbH, a charitable foundation. The Stiftung carries on the charitable and social endeavors of the company founder in contemporary form.

Ownership



“Technology, which is designed and has the capability to help the whole of mankind make the best of their lives and find happiness in life.”

~ Robert Bosch

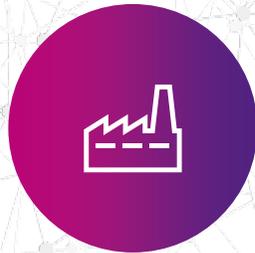


BOSCH GLOBAL BUSINESS OVERVIEW

KEY FIGURES



Mobility
Solutions
59%



Industrial
Technology
7%



Energy and
Building Technology
8%



Consumer
Goods
26%



Turnover 2020

71.6 billion EUR



More than

3,90,000 employees



EBIT 2020

1.9 billion EUR



Development Engineers

73,000 employees

Bosch Global

Note: SGIN is new carved-out entity from RBIN w.e.f 01st Aug,2016. New Entity TNS: 4,527m and PC: 585. is not included in the above chart. Figures don't include BSH.

BOSCH IN INDIA BUSINESS OVERVIEW

KEY FIGURES 2020



1922



1st Sales Office
in Calcutta

1953



1st Manufacturing
Operations in Bangalore

2022

100 years Bosch in India
69 years Make in India



15
Group Companies



166
Billion rupees
Sales Revenue In 2020



30,000
Associates



6,000+
Suppliers



16
Manufacturing
Facilities



84
Billion rupees
Bosch Ltd



6200
Bosch Ltd
Associates



3,500+
Sales Outlet



MOBILITY
SOLUTIONS



ENERGY AND
BUILDING TECH.



CONSUMER
GOODS



INDUSTRIAL
TECH

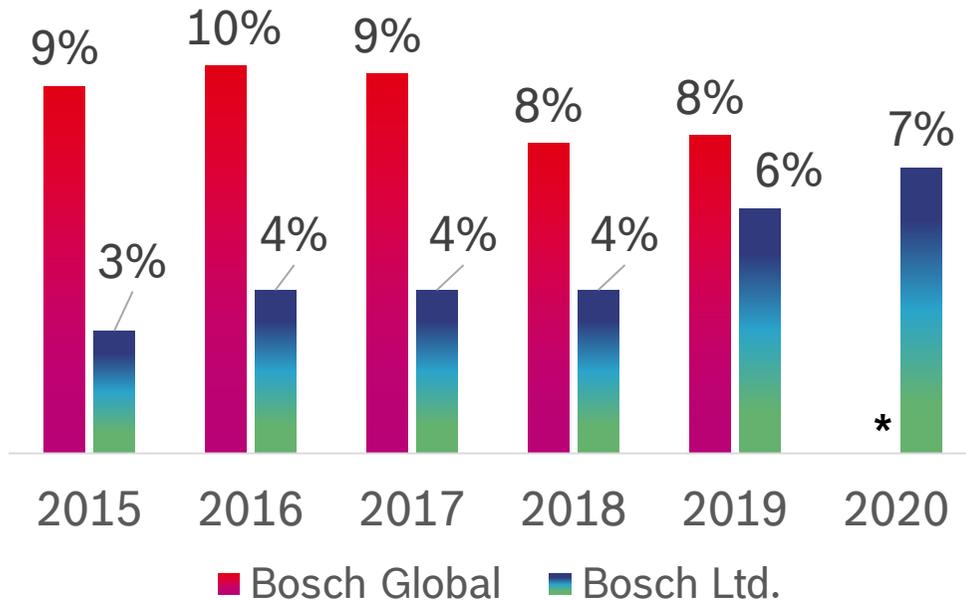
BOSCH IS ONE OF THE WORLD'S MOST INNOVATIVE TECHNOLOGY COMPANIES

€6.1B

Investment
in R&D globally
in 2019

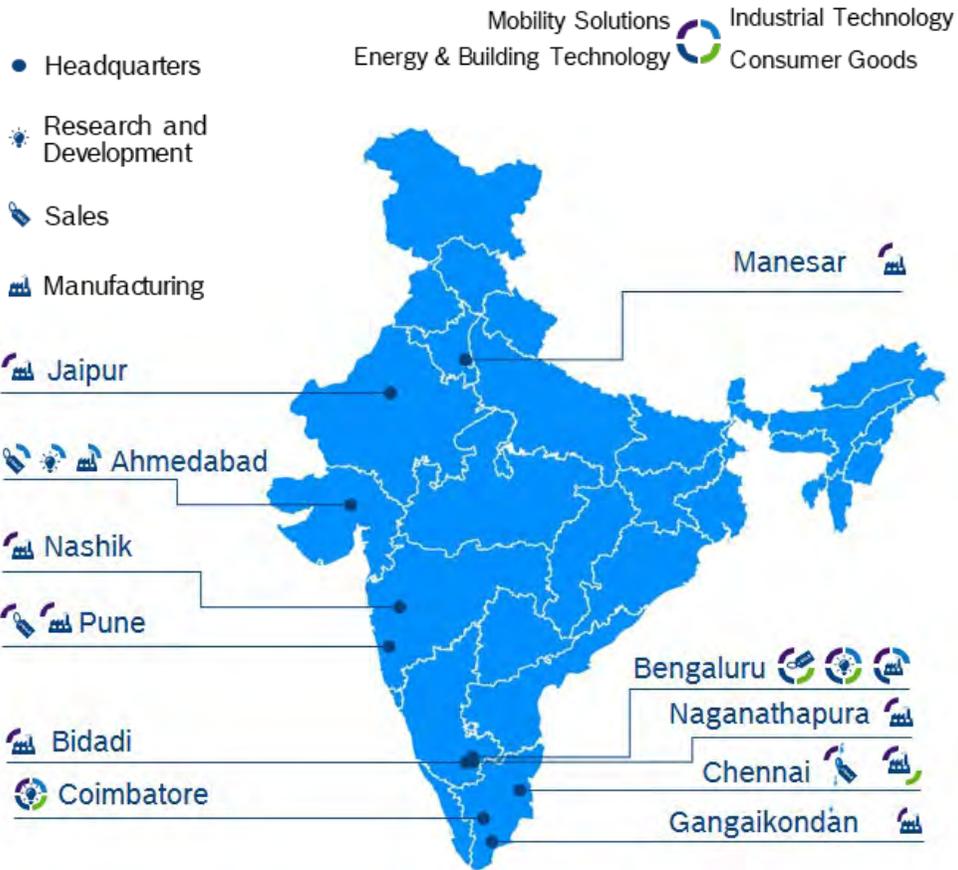
₹5.9B

Investment
in R&D by Bosch
Ltd. in 2020



- Bosch globally has always invested >7.5% of its total turnover in R&D since last 5 years
- Bosch Ltd. has started on the journey to continued investments in India to expand their portfolio

BOSCH IN INDIA MANUFACTURING STORY



since **1953**
Make in India

16
Manufacturing
Facilities

Bidadi



Ahmedabad



Jaipur



Chennai



Chakan



Gangaikondan



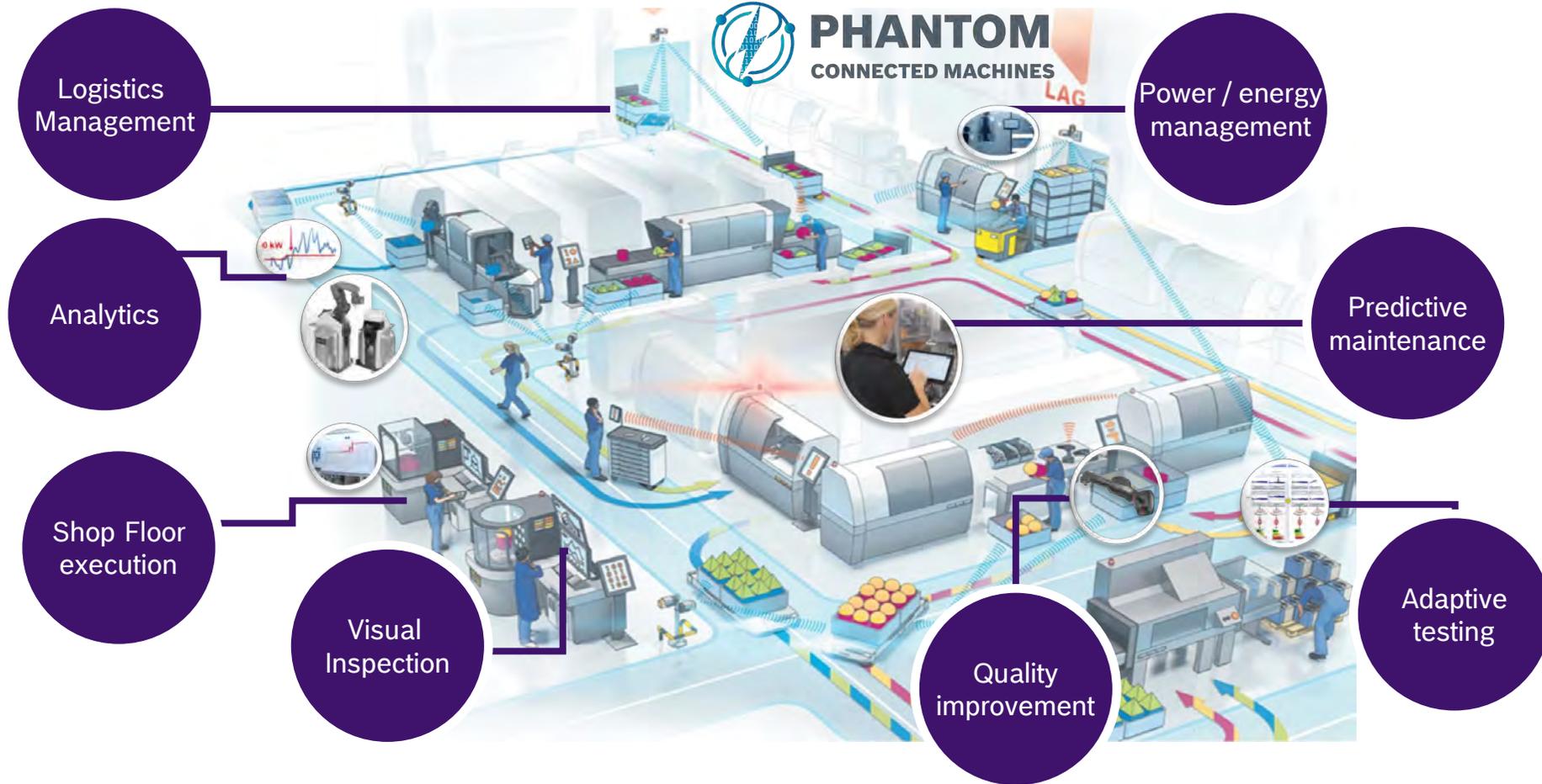
Naganathapura



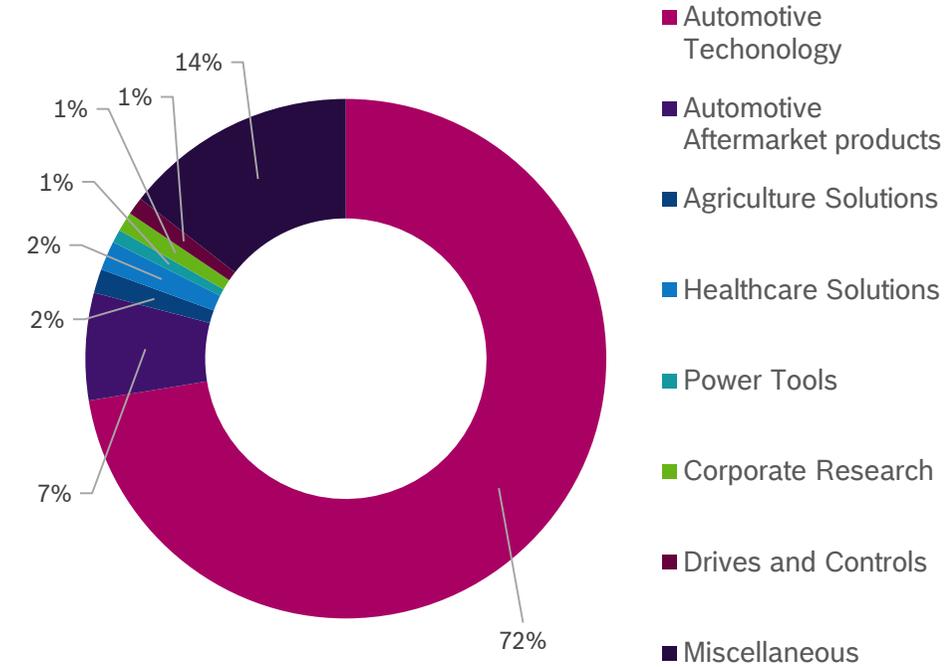
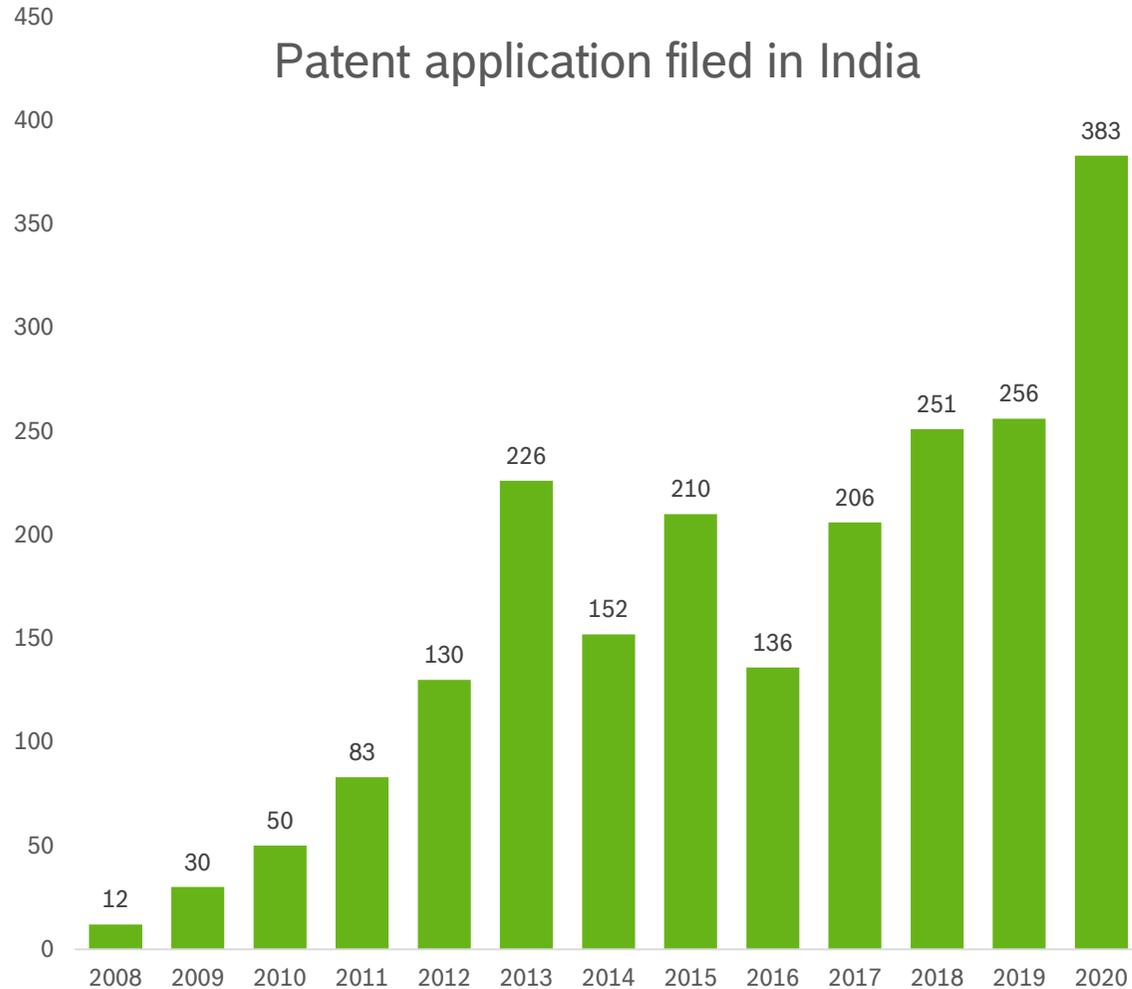
Nashik



FACTORY OF FUTURE | LEAN & CONNECTED



BOSCH IN INDIA INNOVATION STORY



- ✓ Increasing portfolio in the field of AI, ML, Blockchain, Electrification, Smart products, I4.0
- ✓ Well established inventor reward process

MACRO ECONOMIC IMPULSES



Geo political Issues



Consumer Mindset

Self Reliant India



Disruptive Technologies



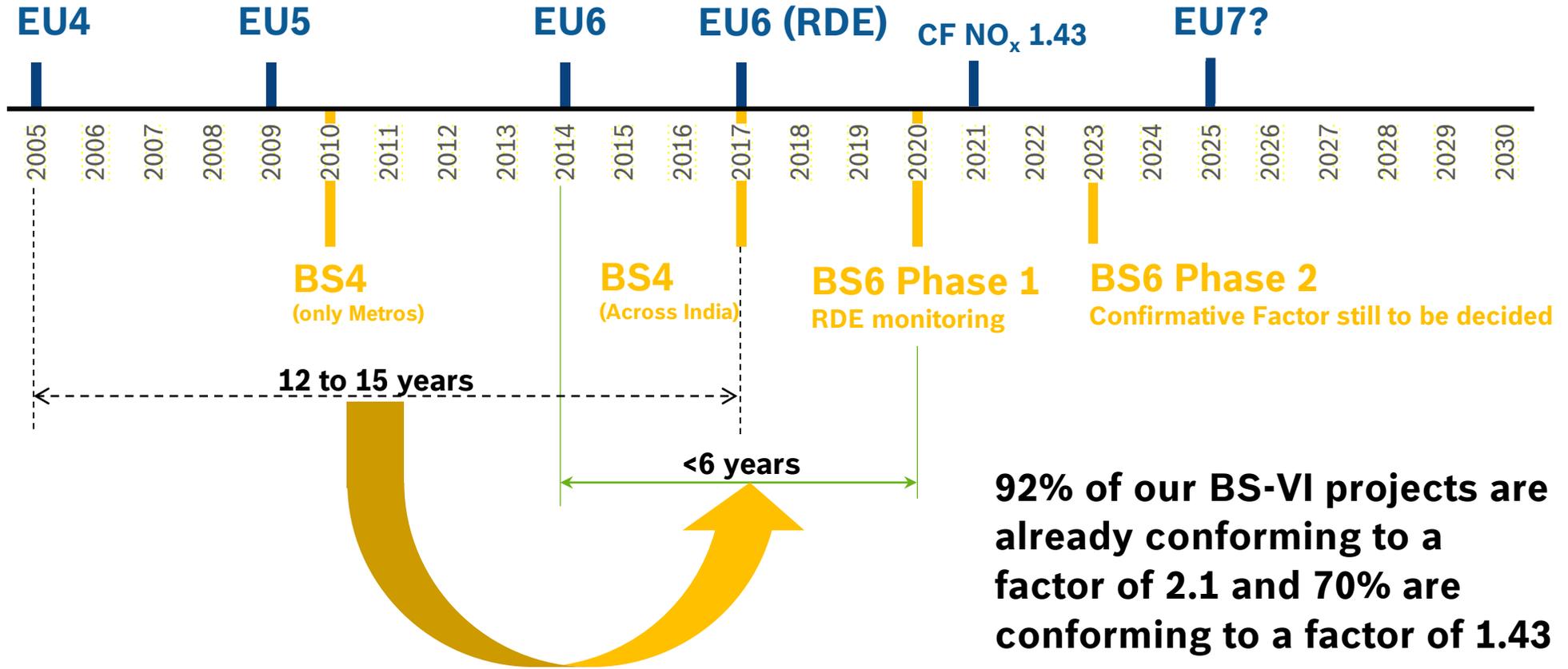
PLI
EoDB
Labour Codes
Corporate Tax
Supply Chains
Derisk

Automotive Market Insights



Legislative Framework

AUTOMOTIVE INDUSTRY | REGULATORY COMPARISON



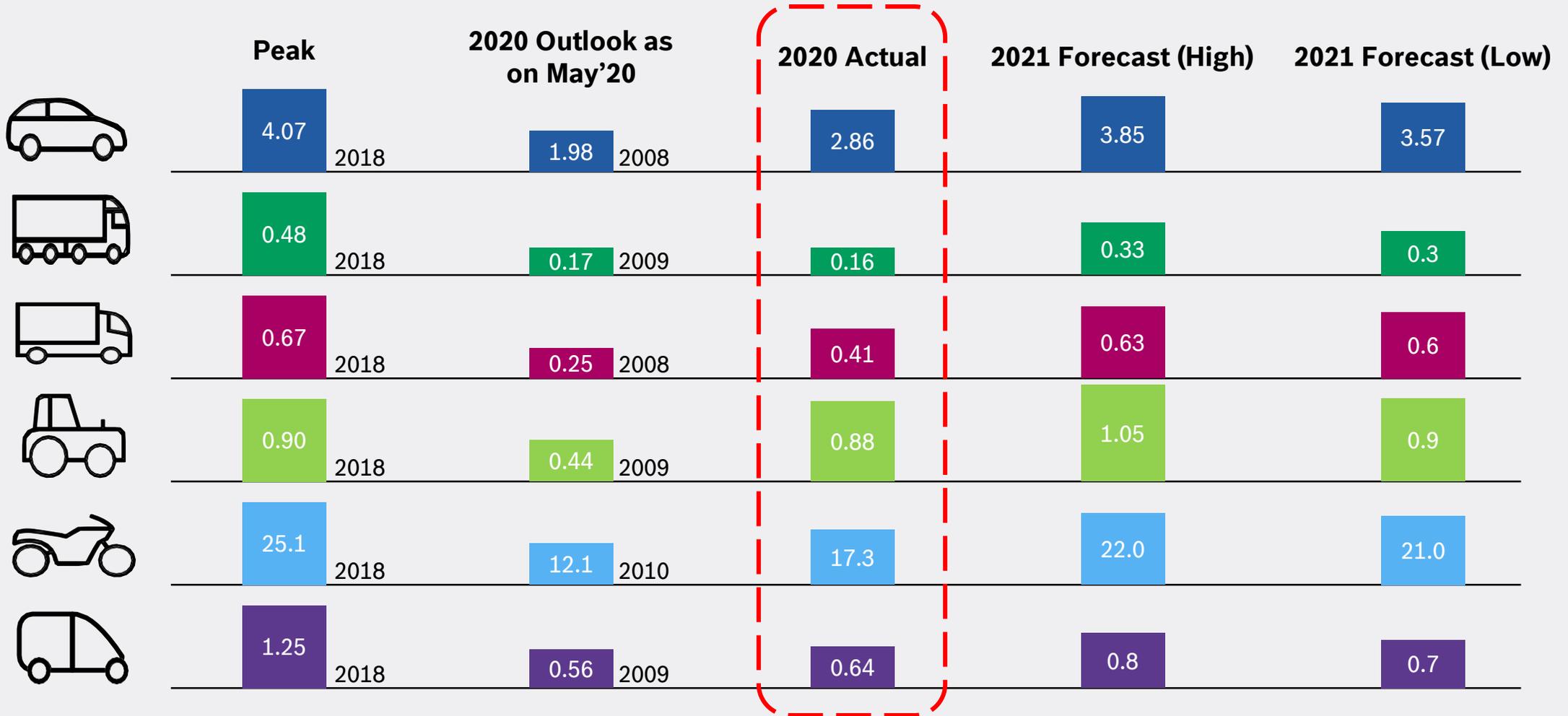
92% of our BS-VI projects are already conforming to a factor of 2.1 and 70% are conforming to a factor of 1.43

Leapfrogging to BS6 = Technology backlog from ~12yrs to < 6yrs | Timeline for policies should not change

CURRENT MOBILITY SCENARIO

High scenario: FY 2022 – GDP growth = 11.5%

Low Scenario: FY 2022 – GDP growth = 8.6%



Unit of Measure in Mio vehicles

F2021* :- Forecast total sales Volumes for 2021

Reference: Econometric model Forecast

Mobility Portfolio



PREPARED FOR THE FUTURE

From Powertrain to Connectivity to Safety
Clean, Efficient & Technology Agnostic Mobility Solutions

MOBILITY TRENDS OF THE FUTURE

sustainable

safe

exciting

Our purpose

S

Software & Services

SW-defined systems, data-driven services

P

Personalized & User Experience

User-centered mobility for people and goods

A

Automated

Assisted & automated vehicle operations

C

Connected Systems

steering, braking, powertrain

E

Electrified

BEV, H2, actuators, thermal systems, energy supply

Today's business & Growth fields

PURPOSE & AMBITION

A

**MOBILITY
VALUE CHAIN**

B

CUSTOMERS

C

**PORTFOLIO &
TECHNOLOGIES**

D

**PEOPLE &
LEADERSHIP**

E

IMPLEMENTATION & EXCELLENCE

Electromobility: **FUTURE CORE BUSINESS**

€ **5** bn

Upfront investments

90

Powertrain
electrification
projects



In 2020, orders worth

€ **7.5** bn

€ **700** m

Investment 2021

Global Focus

MOBILITY SOLUTIONS

Our vision: mobility “without side-effects”



EMISSIONS
FREE



ACCIDENT
FREE

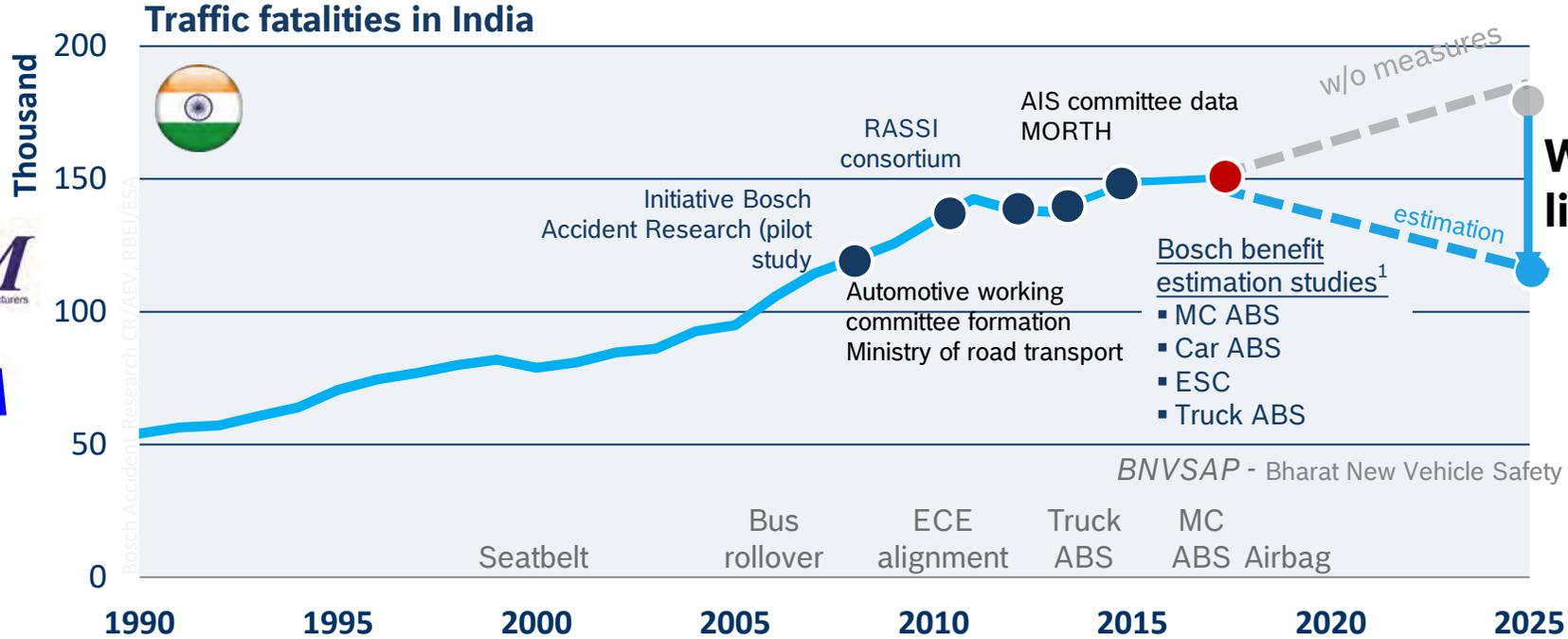


FASCINATING



SAFE MOBILITY

Bosch Research – Journey of Decade (2010 – 2020)



We save lives



Bosch Accident Research established evidence based data collection thus enabled to identify countermeasures and supports to improve road safety

1) Source: Bosch Accident Research CR/AEV; RBEI/ESA; Forecast estimated based on results from studies and other measures; 100% installation rate



ENGAGEMENT OF BOSCH WITH INDUSTRY & GOVT. BODIES

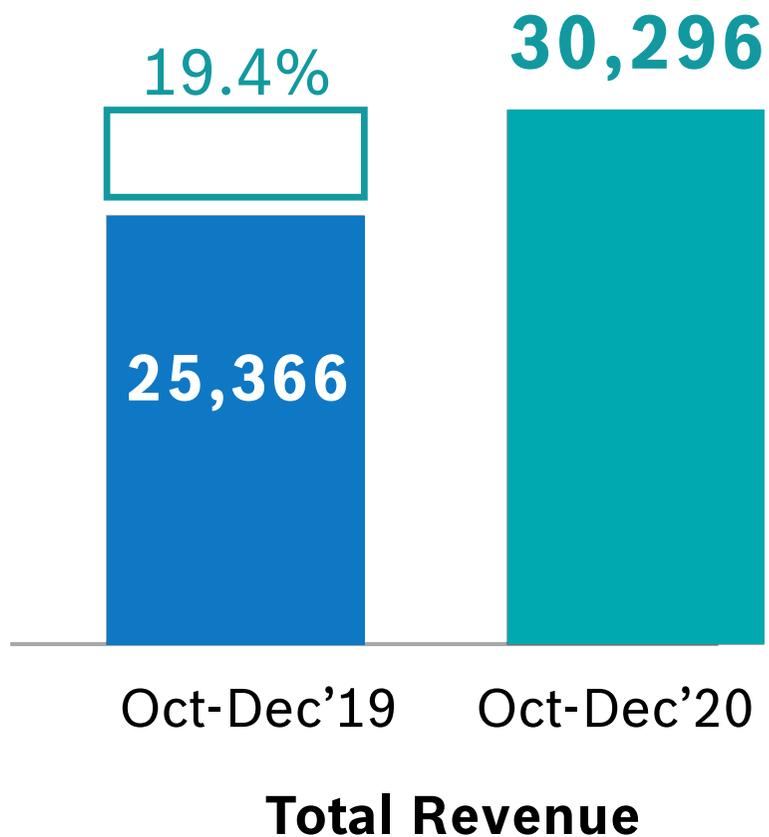


Technology agnostic solutions provider

Bosch Ltd | Investor's meet

Financial Performance | Q3 F2020-2021

Values in m INR



Operating Profit (EBIT)

2,611.7 (8.6% oS)
(+24.1% PY)

Profit Before tax (PBT) w/o exceptional items

3,656.8 (12.1% oS)
(+5.2% PY)

Profit Before tax (PBT) w. exceptional items

2,190.1 (7.2% oS)
(+56.4% PY)

Profit After tax (PAT)*

1,857.7 (6.1% oS)
(+55.6% PY)

We **LEAD** Bosch

#People Obsession
#Customer Obsession
#Profitable Growth Obsession





You work in a great place to work!

Bosch India Social Engagement

Skilling in Karnataka



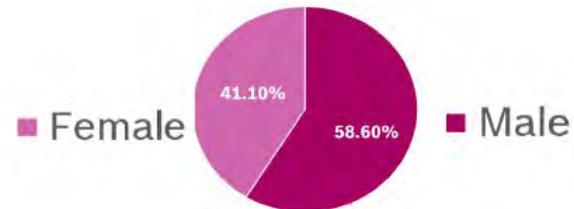
BRIDGE

8 years of making less-educated youth employable through BRIDGE Centers across Karnataka



8,000+ BRIDGE beneficiaries in Karnataka

26 Districts **62** Centers **25** Govt. ITIs



PPP with Govt. of Karnataka

Upgradation of 25 Govt. ITIs in Karnataka



Support to the ITIs:

1. Bosch Technical Lab
2. Curriculum Modernisation
3. Training ITI Trainers
4. Industry Exposure

'Model ITI' at Govt. ITI, Diary Circle, Bengaluru

Development of the Model ITI (Block I) at the ITI by Bosch included the setting up of:

1. Train the Trainer Lab
2. Mechatronics Lab
3. ICT Lab
4. Advanced Manufacturing Lab
5. Modern Carpentry Lab



Inauguration by Addl. Skill Secretary, GoK



Visit of the Deputy CM, GoK

Artisan Training

Carpentry

Artisan (Master) Training Center in Carpentry, Adugodi Plant, Bengaluru



Artisan (Multiplier) Center in Carpentry, The Art of Living, Bengaluru

Electrical

Artisan Training Center (Multiplier) in Electrical at BESIT Polytechnic, Bengaluru



CONTRIBUTIONS

BY

BOSCH LTD

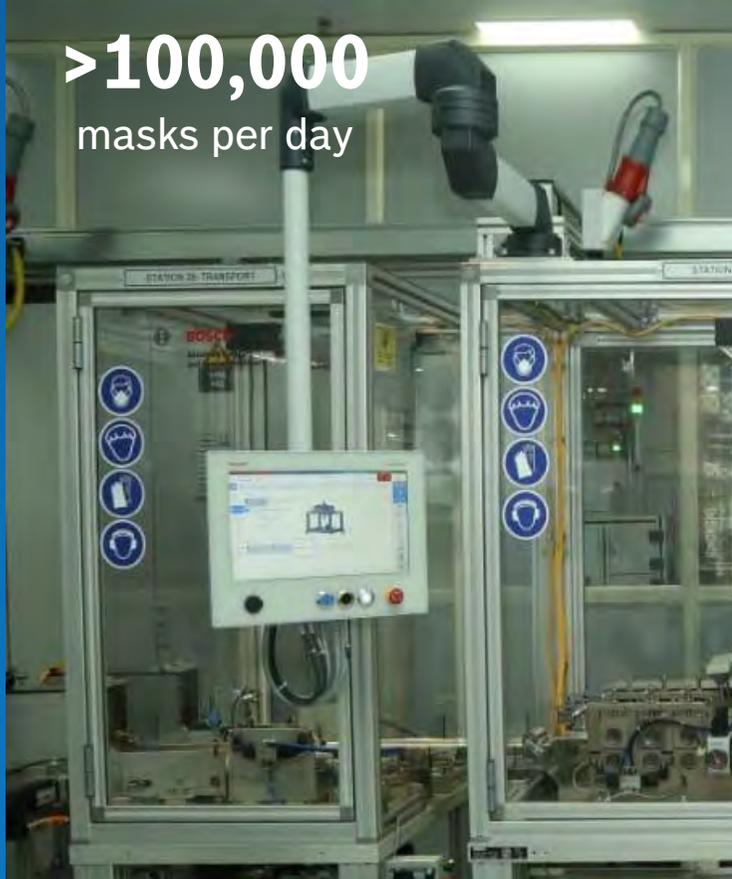
IN FIGHT AGAINST

COVID-19

₹50 Crores

Pledge by Bosch Group in India

>100,000
masks per day



CareZeus
Hospital Tracking
Platform for COVID-19

Track availability of beds, ventilators and ICU's
for faster response on field



Enabling healthcare facilities to fight the pandemic





CO₂ neutral

Sustainability – CO₂ neutrality

Bosch is committed to climate action. In 2020, we want to become carbon neutral worldwide.





100 years of Bosch India
in 2022

BOSCH ADUGODI
A Smart Campus

Thank you!