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# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results December 2021

09th Feb, 2022 | Bengaluru



Motor Industries Company Limited  
is now  
**Bosch Limited.**



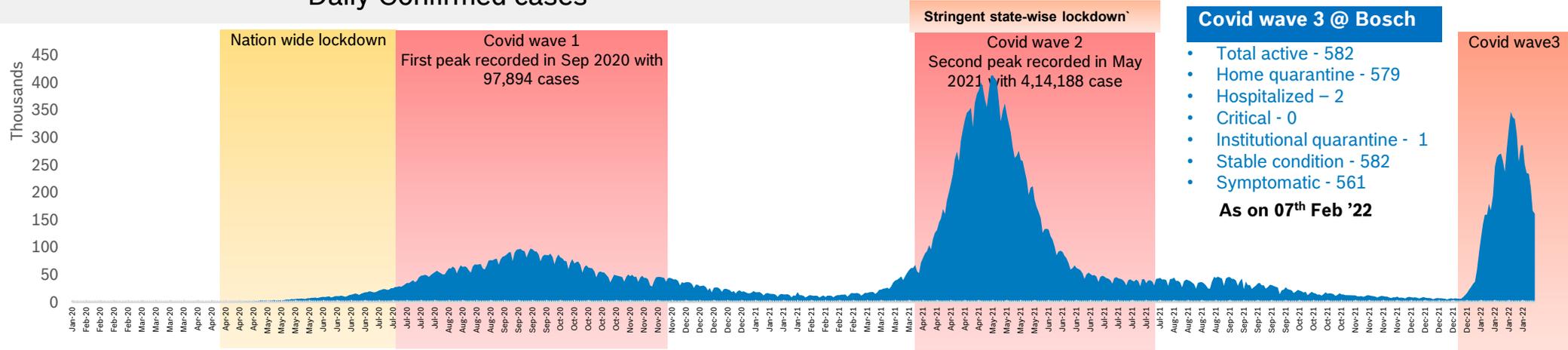
Invented for life



# Bosch Ltd || Investor Con-call Q3 FY21-22

## Economic Update

Daily Confirmed cases



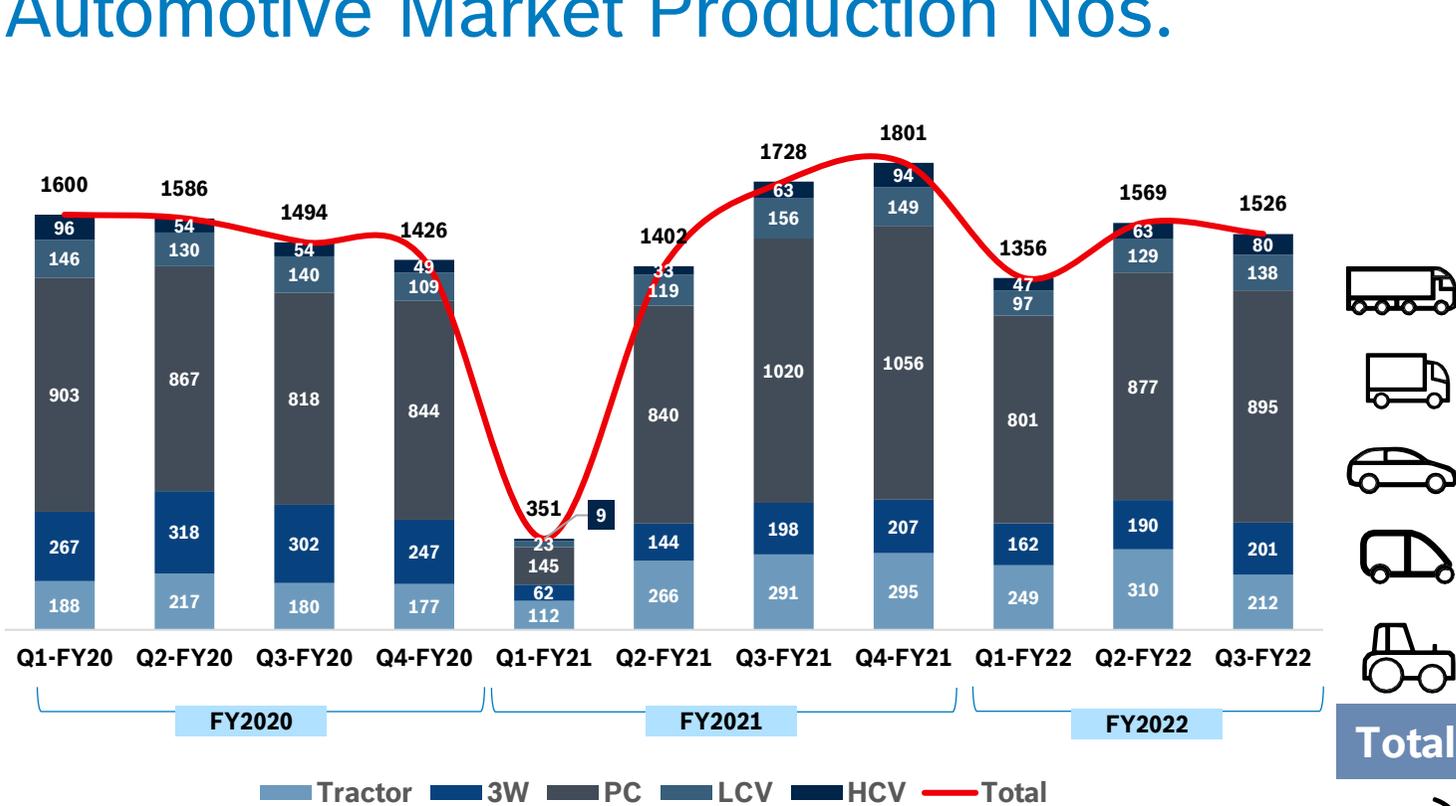
- Omicron-led waves tend to rise, and taller peak is likely to occur
- In the present surge, 8% to 10% of active cases needed hospitalization so far compared to 22-23% in wave 2

### Budget Key Takeaways

- GDP growth for FY22 expected to be 9.2% and the economic survey pegs FY23 growth at 8-8.5%
- Capital expenditure up 24% to 7.5 trillion INR; Highlighting governments commitment to NIP spending
- Battery swapping policy with interoperability amongst players
- Focus towards energy efficiency of large commercial buildings is a positive
- Tax at 15% plus surcharge and cess on new manufacturing companies extended till Mar'24

# Bosch Ltd || Investor Con-call Q3 FY21-22

## Automotive Market Production Nos.



Volumes in '000s

FY2021-22 Q3			FY2021-22 Q1-Q3 YTD	
Volumes	%Change w. Q3-FY21	%Change w. Q2-FY22	Volumes	%Change w. Q1-Q3 FY21 YTD
80	+28%	+27%	191	+83%
138	-12%	+7%	363	+22%
895	-12%	+2%	2572	+28%
201	+1%	+5%	553	+37%
212	-27%	-32%	771	+15%
<b>Total</b>	<b>-12%</b>	<b>-3%</b>	<b>4450</b>	<b>+28%</b>
4549	-23%	-13%	13253	+4%

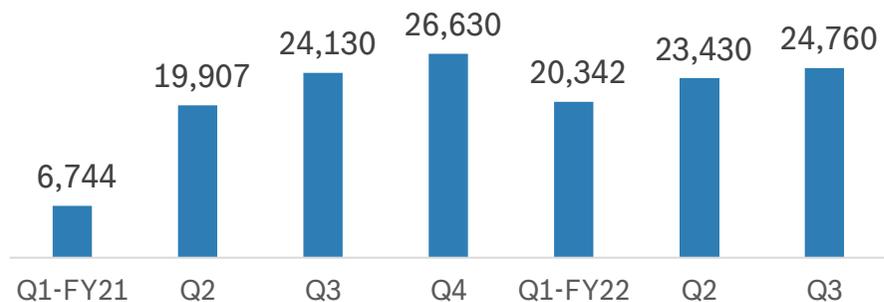
**Automotive Production Volumes Moderated In Q3FY22 Led By Semiconductors/Chips Shortage Globally, Weak Festive Season And High Base Effect**

# Bosch Ltd || Investor Con-call Q3 FY21-22

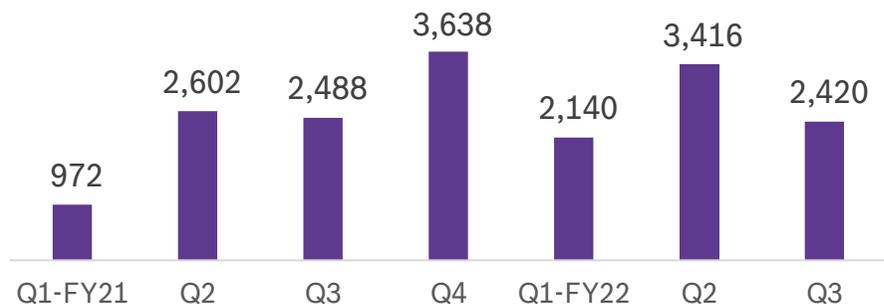
## Sector Wise Sales Dec 2021 Q on Q

Figs. in MINR

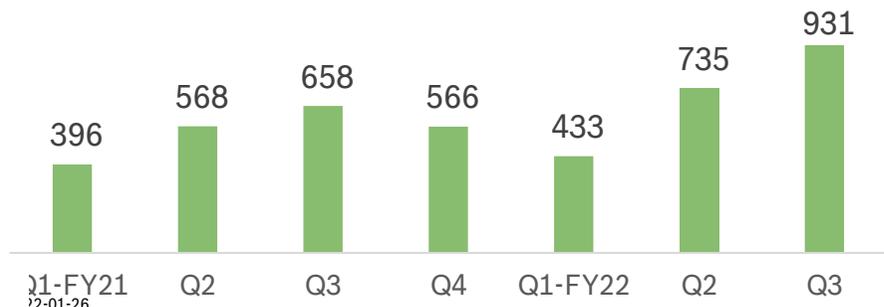
### Mobility Solutions (BBM)



### Consumer Goods (BBG)



### Energy & Building Technology (BBE)



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

- Overall automotive market has de-grown by ~12%; PS domestic OE revenue declined by 6.0% (impact of redn. in tractors by 27% & passenger cars by 12%; partly off-set by robust growth in HCV by 27%)
- Strong growth in AA (+29%) due to increased demand for Diesel products, Spark Plug & Rotating machines and higher exports due to easing of supply bottle-neck
- 2WP sales declined by 11%, due to shortage of semi-conductors and shift of sales from premium to commuter segment (viz. <125 cc)

### Consumer goods comprises of Power Tools (PT)

- Reduction is mainly driven by higher base of Q3 FY21 and pre-buying from dealers in Q2 FY22 ahead of festive season

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

- Strong growth of +41.5% is driven by increased orders executed for (i) security systems (video & public address systems) & (ii) energy efficiency projects, aided by opening up of the economy post lock down

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 Q3 FY21-22

## Profitability Statement - Oct to Dec 2021 vs Oct to Dec 2020

FIGURES IN MILLION INR

	Oct-Dec 21		Oct-Dec 20		Growth over PY %
	Amount	%	Amount	%	
Net Sales	28,438	91.5	27,437	90.6	3.6
Income from Services	2,028	6.5	2,255	7.4	(10.0)
<b>Net Sales and Income from Operations</b>	<b>30,466</b>	<b>98.0</b>	<b>29,691</b>	<b>98.0</b>	<b>2.6</b>
Other Operating Income	625	2.0	605	2.0	3.2
<b>Total Income from Operations</b>	<b>31,091</b>	<b>100.0</b>	<b>30,296</b>	<b>100.0</b>	<b>2.6</b>
Material Consumed	18,890	60.8	17,549	57.9	7.6
Personnel Cost	2,927	9.4	2,455	8.1	19.2
Other Expenses	5,700	18.3	6,712	22.2	(15.1)
Depreciation	851	2.7	969	3.2	(12.2)
<b>Total Operating Expenses</b>	<b>28,368</b>	<b>91.2</b>	<b>27,685</b>	<b>91.4</b>	<b>2.5</b>
<b>Operating Profit</b>	<b>2,722</b>	<b>8.8</b>	<b>2,612</b>	<b>8.6</b>	<b>4.2</b>
Other Income	803	2.6	1,113	3.7	(27.8)
Finance Cost	(168)	(0.5)	(68)	(0.2)	146.8
<b>Profit before Exceptional Items</b>	<b>3,358</b>	<b>10.8</b>	<b>3,657</b>	<b>12.1</b>	<b>(8.2)</b>
Exceptional Items	0	-	1,467	4.8	-
<b>Profit before Tax</b>	<b>3,358</b>	<b>10.8</b>	<b>2,190</b>	<b>7.2</b>	<b>53.3</b>
Total Tax Expense (% of PBT)	1,009	30.1	332	15.2	203.6
<b>Profit after Tax</b>	<b>2,349</b>	<b>7.6</b>	<b>1,858</b>	<b>6.1</b>	<b>26.4</b>

### Total income from operations +2.6%

#### Material Cost

- Impacted by increase in raw material prices (steel & aluminium) & transfer pricing impact on traded goods

#### Personnel Cost

- Oct-Dec 2020 qtr. includes write back of provisions for retrial benefits due to reduction in headcount resulting from re-structuring program in 2020-21

#### Other expenses

- Oct-Dec 2020 qtr. had the impact of relatively higher spending in last qtr. of PY due to lower spending in Q1 & Q2 of FY 2020-21 (due to lockdown)

#### Depreciation

- Lower due to lesser additions in the quarter

#### Other Income

- Relatively lower MTM gains from marketable securities compared to PY

# Bosch Ltd || Investor Con-call Q3 FY21-22

## Bosch to acquire 26% stake in Autozilla Solutions Private Ltd.

### Bosch to invest in Autozilla

A B2B ecommerce marketplace for the Automotive Aftermarket Spares



### One stop solution

for discovery, availability and delivery of Bosch and non Bosch parts for our customers



### Integrated Digital Eco system

Seamless ordering between Autozilla and Bosch's digital tools (WSMS, ERP, Loyalty programs)



Founded in 2015  
Location: Hyderabad, Telangana  
Business model: ecommerce, SaaS, payment gateway, cataloging, digital marketing.  
Employees: 11

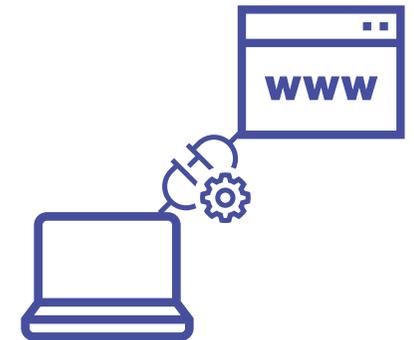
### 26% Minority share

Bosch's Investment will enable Autozilla to scale up ecommerce operations pan India!



### Neutral Marketplace

Support onboarding our channel partners, encourage listing Bosch and non-Bosch spares on platform



# Bosch Ltd || Investor Con-call Q3 FY21-22

## Approach to Electrification



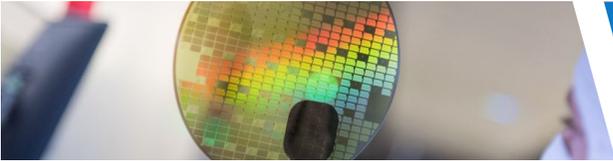
### Market

eMobility is becoming mass-market, By 2030 we estimate that every third new vehicle will be an EV



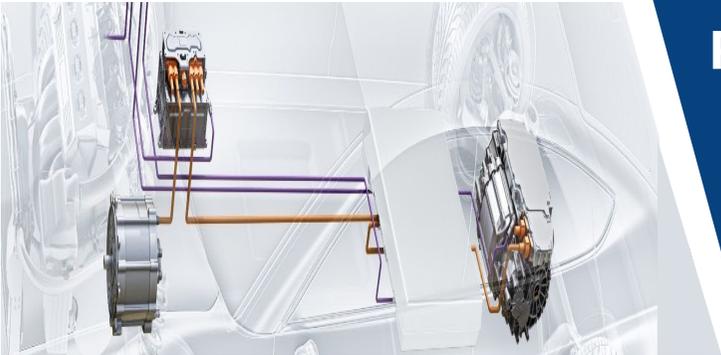
### Electrification by Bosch

For 2 wheelers, passenger cars & commercial vehicles, for hybrids, battery & fuel cell electric vehicles



### Crucial Core Competencies

Cost innovations, system integration, standardization & maximum energy efficiency



### Product Portfolio 48 V up to 800 V

#### Power drive



Electric Motor

eAxles

Inverter

#### Energy management & supply



Fuel cell

DC/DC Converter

Charger-Converter

48V Battery

#### System control



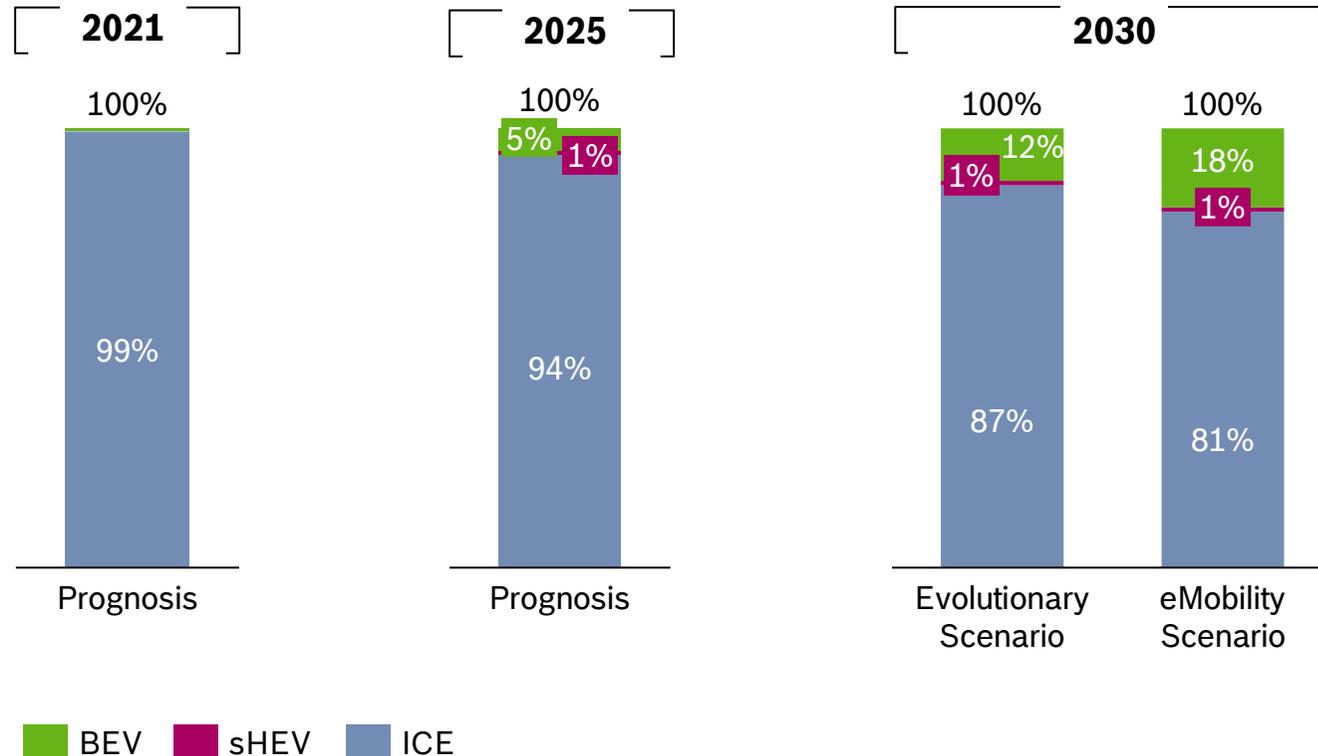
Vehicle Control Unit

# BOSCH Powertrain Scenarios - INDIA



## EL mainly driven by TCO and availability of charging Infrastructure

New vehicle sales PC incl. LCV < 6t IN





1922

First Bosch Service Workshop established in India



1951

Motor Industries Company Pvt Ltd Established



1953

Production of Spark plugs SCP started



1969

2<sup>nd</sup> plant in Nasik established



1960

Started exporting to BRIC nations



2000

Technical Center India established for R&D



1998

New subsidiary Robert Bosch India Ltd., established



1992

Bosch Professional Power Tools & Accessories established



1989

3<sup>rd</sup> plant in Naganathapura established



1974

Rexroth operations started in Ahmedabad



2003

Security Systems business begins



2008

MICO renamed as Bosch Limited



2009

New subsidiary RBAI established



2010

Assembly of Antilock Braking System (ABS) started in RBIC



2012

New subsidiary RBBD established



2015

Bosch Diesel Systems plant in Bidadi is inaugurated & Chennai Plant is Inaugurated

2022



100 Years of Bosch in India



2021

Bosch Ltd. received the 'Great Place to Work' certification



2020

Roll out of BS VI products and solutions to all OEM's  
Bosch becomes carbon neutral in Scope 1 and 2 emissions



2019

Inauguration of BidP Phase2



2018

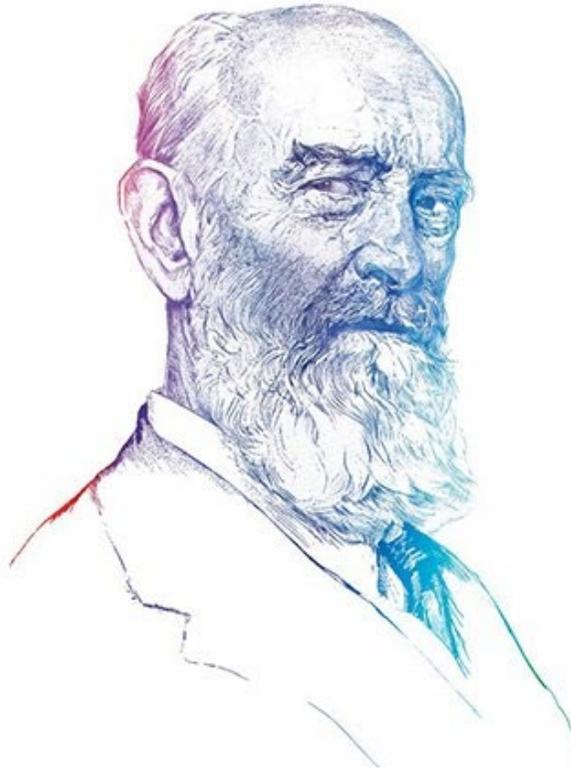
Launch of i4.0 for shop floor efficiency



2016

RBIC Inaugurates new Chassis Systems plant in Maharashtra

# WHAT IS SPARK.NXT?



“The brand is not an accessory,  
it is the main point.”

Robert Bosch

Spark.Mobility

Spark.Living

Spark.Industry

Spark.Digital

Spark.Sustainability

Spark.Culture

# THANK YOU