

# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results June 2023

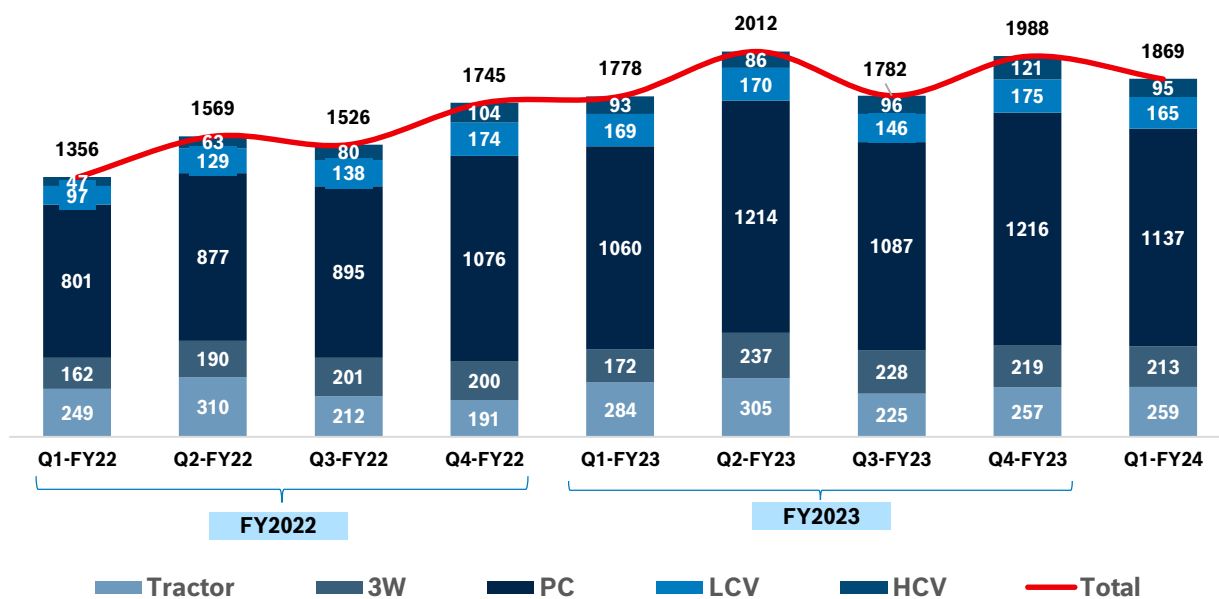
1st Aug, 2023 | Bengaluru



# Bosch Ltd || Investor Con-call Q1 FY23-24

## Production

Volumes in '000s

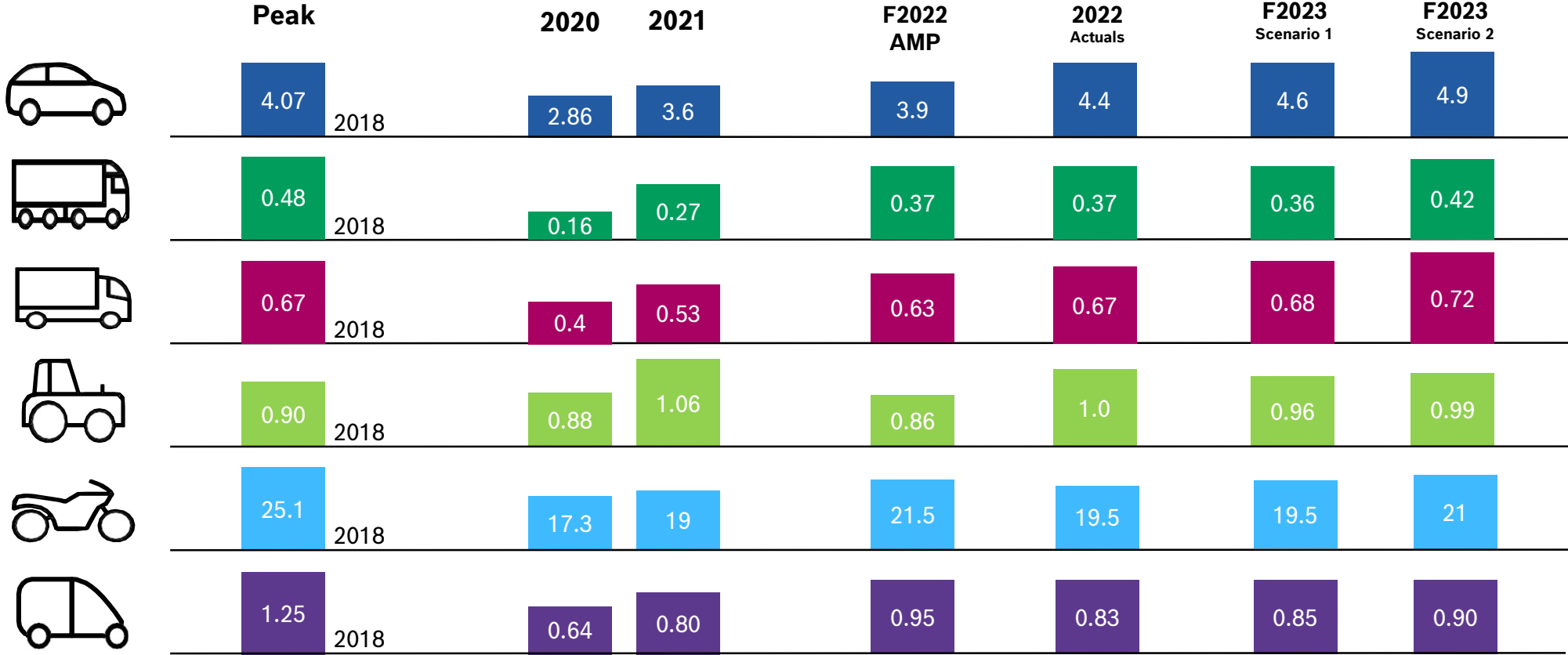


	FY2023-24 Q1			FY2023-24 YTD Q1	
	Volumes	%Change w. Q1-FY23	%Change w. Q4-FY23	Volumes	%Change w. Q1 FY23
	95	+2%	-21%	95	+2%
	165	-2%	-6%	165	-2%
	1137	+7%	-6%	1137	+7%
	213	+24%	-3%	213	+24%
	259	-9%	+1%	259	-9%
<b>Total</b>	<b>1869</b>	<b>+5%</b>	<b>-6%</b>	<b>1869</b>	<b>+5%</b>
	4967	+3%	+9%	4967	+3%

In the first quarter of FY24, the Indian automotive industry witnessed a moderate 5% overall volume growth, with varying performance across segments.

# Bosch Ltd || Investor Con-call Q1 FY23-24

## Automotive Market Prognosis | Production Outlook



Unit of Measure in Mio vehicles

2023 forecast subject to change post actual release

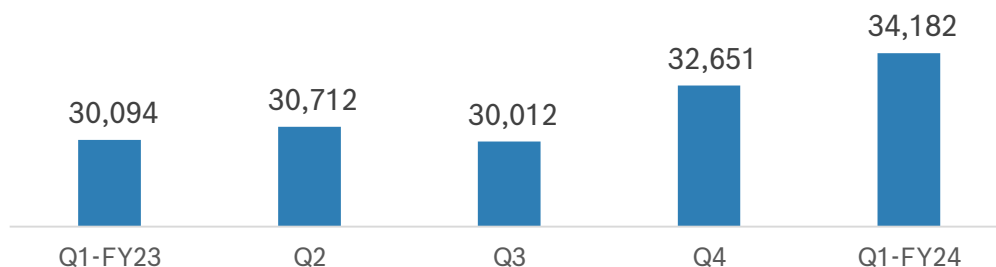


# Bosch Ltd || Investor Con-call Q1 FY23-24

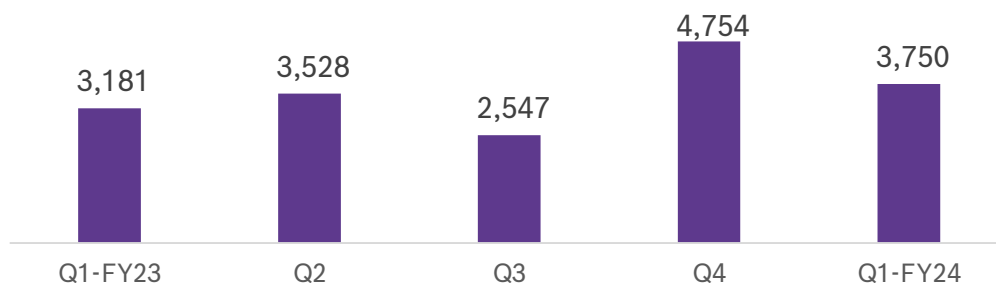
## Sector Wise Sales June 2023 Q on Q

Figs. in MINR

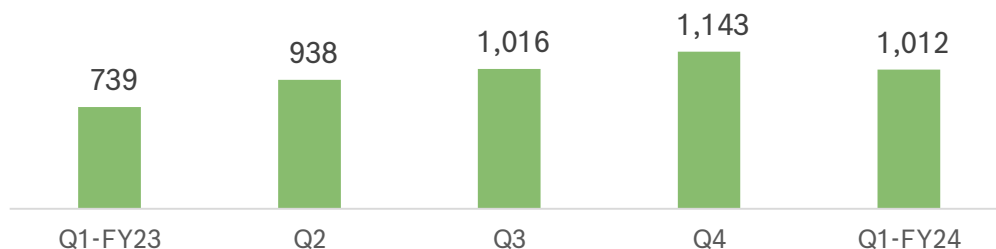
Mobility Solutions (BBM)



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 13.6% in Q1 FY 2023-24 vs Q1 FY 2022-23 majorly on account of increased market demand and increased content per vehicle

- Growth in PS sales by 12.5%
- AA has grown by 12.7%
- 2WP sales have increased by 42.8%

### Beyond Mobility Solutions business

[Comprises of Consumer goods and Building Technologies (BT)]

Beyond mobility business has grown by 21.5% in Q1 FY 2023-24 vs Q1 FY 2022-23 majorly on account of increased market demand and execution of higher number of orders for installation of security systems

- Consumer goods segment increased by 17.9%
- BT business has grown by 36.9%

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 Q1 FY23-24

## Profitability Statement - Apr-Jun 2023 vs Apr-Jun 2022

FIGURES IN MILLION INR

	Apr-Jun 23		Apr-Jun 22		over PY %
	Amount	%	Amount	%	
Net Sales	39,075	94.0	34,120	96.3	14.5
Income from Services	1,738	4.2	628	1.8	176.8
<b>Net Sales and Income from Operations</b>	<b>40,813</b>	<b>98.1</b>	<b>34,748</b>	<b>98.0</b>	<b>17.5</b>
Other Operating Income	771	1.9	696	2.0	10.7
<b>Total Income from Operations</b>	<b>41,584</b>	<b>100.0</b>	<b>35,444</b>	<b>100.0</b>	<b>17.3</b>
Material Consumed	26,834	64.5	22,913	64.6	17.1
Personnel Cost	3,094	7.4	2,702	7.6	14.5
Other Expenses	6,977	16.8	5,334	15.0	30.8
Depreciation	921	2.2	648	1.8	42.2
<b>Total Operating Expenses</b>	<b>37,826</b>	<b>91.0</b>	<b>31,597</b>	<b>89.1</b>	<b>19.7</b>
<b>Operating Profit</b>	<b>3,758</b>	<b>9.0</b>	<b>3,847</b>	<b>10.9</b>	<b>(2.3)</b>
Other Income	1,875	4.5	566	1.6	231.5
Finance Cost	(308)	(0.7)	(36)	(0.1)	757.3
<b>Profit before Exceptional Items</b>	<b>5,325</b>	<b>12.8</b>	<b>4,377</b>	<b>12.3</b>	<b>21.7</b>
Exceptional Items	-	-	-	-	-
<b>Profit before Tax</b>	<b>5,325</b>	<b>12.8</b>	<b>4,377</b>	<b>12.3</b>	<b>21.7</b>
Total Tax Expense	1,235	23.2	1,035	23.7	19.3
	(% of PBT)				
<b>Profit after Tax</b>	<b>4,090</b>	<b>9.8</b>	<b>3,342</b>	<b>9.4</b>	<b>22.4</b>

**Growth in Total income from operations by +17.3% over same quarter of previous year**

### Material Cost

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

### Personnel Cost

- Personnel cost as a percentage of revenue from operations has remained similar as compared to Apr-Jun 2022

### Other expenses

- Increase in mainly on account of higher spending on new businesses and on engineering and application service projects

### Depreciation

- Increased depreciation is on account of major additions in FY 2022-23 in Plant & machinery and Buildings

### Other Income

- Increase is due to higher mark-to-market gain on mutual funds, higher interest income from FD's and dividend income

# THANK YOU