



**BOSCH**

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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

February 14, 2023

Dear Sir/Madam,

**Sub: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 – Presentation made to the Institutional Investors / Fund-Houses**

In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 and in continuation of our earlier letter dated January 20, 2023 intimating schedule of Annual Investor Meet convened on February 14, 2023, please find attached Presentation made thereat. The presentation can also be accessed on the Company's website i.e. [www.bosch.in](http://www.bosch.in)

This is for your information and records.

Thanking you,

**Yours Sincerely,  
for Bosch Limited,**

**V Srinivasan  
Company Secretary & Compliance Officer**

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# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results December 2022

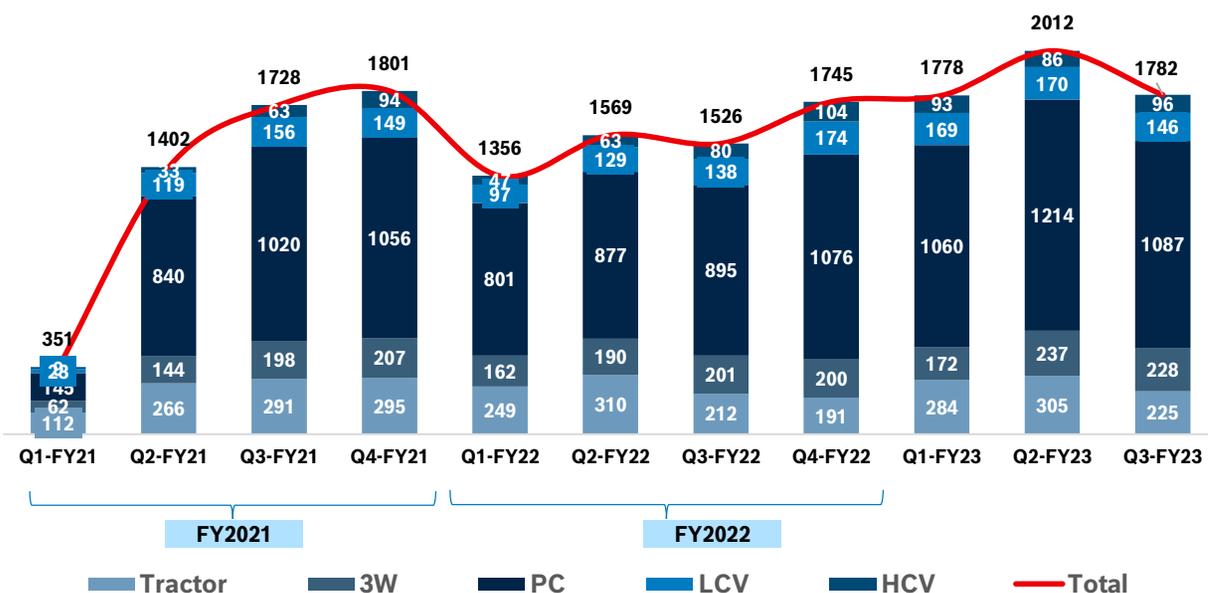
14<sup>th</sup> Feb, 2023 | Bengaluru



# Bosch Ltd || Investor Con-call Q3 FY22-23

## Production

Volumes in '000s

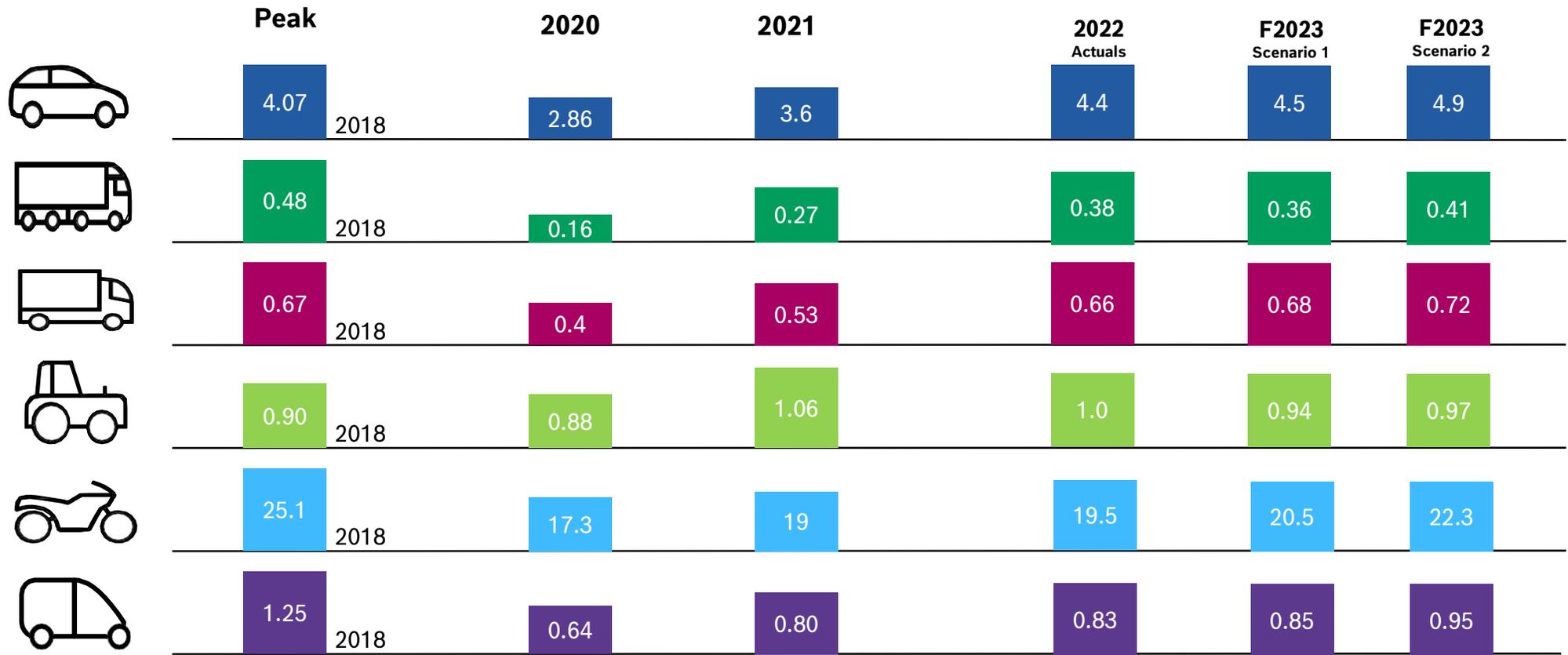


	FY2022-23 Q3		FY2022-23 YTD Q1-Q3		
	Volumes	%Change w. Q3-FY22	%Change w. Q2-FY23	Volumes	%Change w. Q1-Q3FY22
	96	+20%	+11%	276	+45%
	146	+5%	-14%	484	+32%
	1087	+21%	-10%	3360	+31%
	228	+14%	-4%	637	+15%
	225	+6%	-26%	814	+6%
<b>Total</b>	<b>1782</b>	<b>+17%</b>	<b>-11%</b>	<b>5571</b>	<b>+25%</b>
	4605	+1%	-18%	15076	+14%

**Production Volumes In Q3FY23 Grew YoY Basis While Declined QoQ Basis Except For HCVs**

# Bosch Ltd || Investor Con-call Q3 FY22-23

## Automotive market prognosis | Production outlook



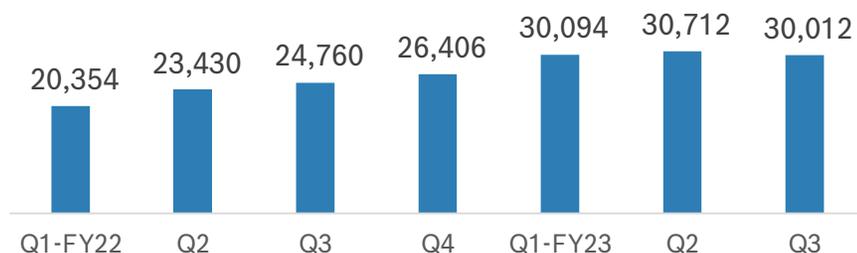
Unit of Measure in Mio vehicles

# Bosch Ltd || Investor Con-call Q3 FY22-23

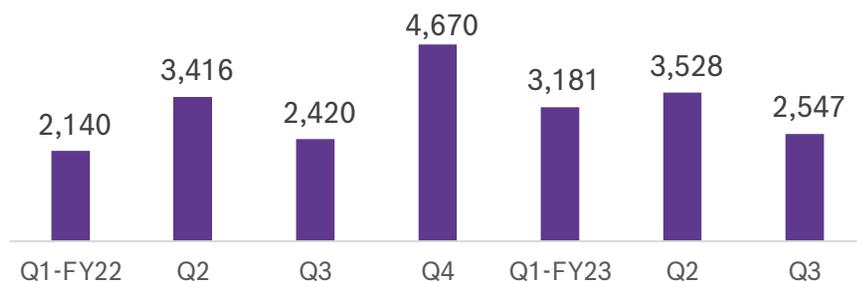
## Sector Wise Sales Dec 2022 Q on Q

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)

- Sales growth by 21.2% in Q3 FY 2022-23 vs Q3 FY 2021-22
- Growth driven by increase in sales of Power train Solutions +31.1% mainly due to improved market demand and positive consumer sentiment
- AA has marginally de-grown by 2.7%
- 2WP sales increased by 31.7% due to significant improvement in semi-conductor supplies in current quarter

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

- Consumer goods segment increased by 5.2% due to higher sales in accessories business

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

- Growth of 9.1% is driven by increased orders executed for (i) energy efficiency projects (relatively orders executed in 2021 were very low due to second wave of pandemic) and (ii) pick up in overall economic and business activities

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 FY22-23

## Profitability Statement - Oct to Dec 2022 vs Oct to Dec 2021

### FIGURES IN MILLION INR

	Oct-Dec 22		Oct-Dec 21		over PY
	Amount	%	Amount	%	%
Net Sales	33,797	92.3	28,438	91.5	18.8
Income from Services	1,701	4.6	2,028	6.5	(16.1)
<b>Net Sales and Income from Operations</b>	<b>35,498</b>	<b>97.0</b>	<b>30,466</b>	<b>98.0</b>	<b>16.5</b>
Other Operating Income	1,101	3.0	625	2.0	76.2
<b>Total Income from Operations</b>	<b>36,599</b>	<b>100.0</b>	<b>31,091</b>	<b>100.0</b>	<b>17.7</b>
Material Consumed	21,947	60.0	18,890	60.8	16.2
Personnel Cost	2,725	7.4	2,927	9.4	(6.9)
Other Expenses	7,890	21.6	5,700	18.3	38.4
Depreciation	1,083	3.0	851	2.7	27.3
<b>Total Operating Expenses</b>	<b>33,645</b>	<b>91.9</b>	<b>28,368</b>	<b>91.2</b>	<b>18.6</b>
<b>Operating Profit</b>	<b>2,954</b>	<b>8.1</b>	<b>2,723</b>	<b>8.8</b>	<b>8.5</b>
Other Income	1,312	3.6	804	2.6	63.3
Finance Cost	(20)	(0.1)	(169)	(0.5)	(88.0)
<b>Profit before Exceptional Items</b>	<b>4,246</b>	<b>11.6</b>	<b>3,358</b>	<b>10.8</b>	<b>26.5</b>
Exceptional Items	0	-	0	-	-
<b>Profit before Tax</b>	<b>4,246</b>	<b>11.6</b>	<b>3,358</b>	<b>10.8</b>	<b>26.5</b>
Total Tax Expense (% of PBT)	1,057	24.9	1,009	30.1	4.8
<b>Profit after Tax</b>	<b>3,189</b>	<b>8.7</b>	<b>2,349</b>	<b>7.6</b>	<b>35.8</b>

**Growth in Total income from operations by +17.7% over same quarter of previous year**

#### Material Cost

- Material cost as a percentage of total income from operations was on similar lines as compared to Oct-Dec 2021 due to actualization of 2022 year end closing inventory

#### Personnel Cost

- Oct-Dec 2021 comprised of certain employee related medical and welfare provisions, which were no longer required

#### Other expenses

- Increase in expenses is on account of certain one-time impacts (like foreign exchange loss, new business expenditure, etc.) and completion of R&D projects in Oct-Dec 2022

#### Depreciation

- Increase is on account of capitalization of Adegodi Spark.NXT campus in Jul-Sept 2022

#### Other Income

- Increased income is mainly on account of higher mark-to-market gain on mutual funds and higher FD int. income as compared to Oct-Dec 2021

# Bosch Ltd || Investor Con-call Q3 FY22-23

## Automotive Aftermarket Update

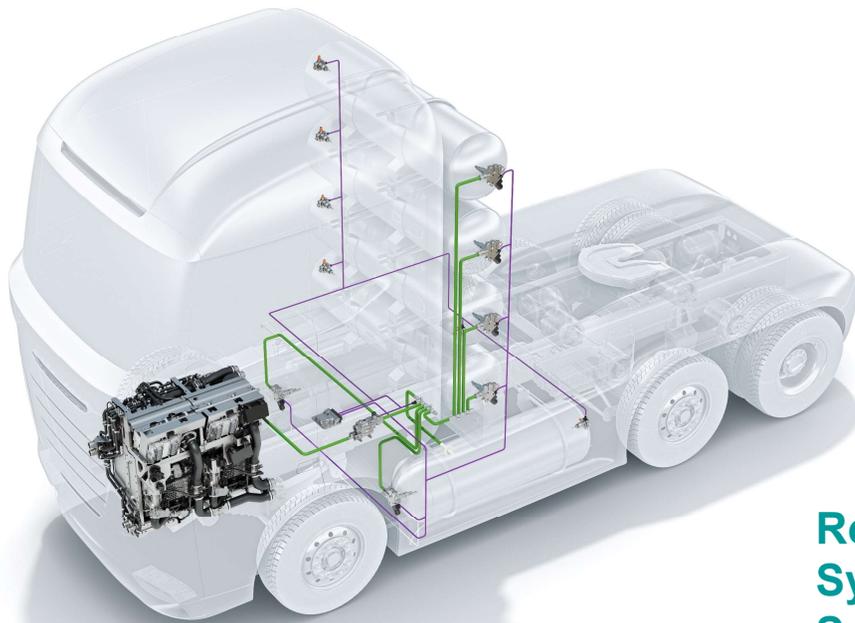
- From last 2Yrs, AA has embarked on a demand generation strategy called Zing+ which plans to increase distribution network through increased focus on Secondary, Tertiary customers
  - Highest ever TNS in 2022 with high EBIT
  - Industry benchmark on net working capital management at 23 days
  - Ramp up of Bosch Car Service network to 500 locations , 4<sup>th</sup> largest Car Service Network
  - Launch of “Bosch 2W service concept ”: Centre of competence globally for 2W workshops
  - 30% growth in Exports. Achieve growth by expanding untapped market and product range in Sri Lanka, Bangladesh and Nepal
- Aiming for strong double digit market share by 2024



# Bosch Ltd || Investor Con-call Q3 FY22-23

## Hydrogen based Powertrain Solutions by Bosch

Complete H<sub>2</sub>-Engine System, Fuel Cell Electric System and Tank System



End-to-End Engineering Services

Robust Control Systems and Software



State-of-the art H<sub>2</sub>-E and FCEV Testing Infrastructure



**BOSCH**

Invented for life



## **IT'S A HAT-TRICK!**

**RBIN is now certified as a GREAT  
PLACE TO WORK for the 3<sup>rd</sup> time  
in a row!**



# THANK YOU