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# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results March 2023

11<sup>th</sup> May, 2023 | Bengaluru



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



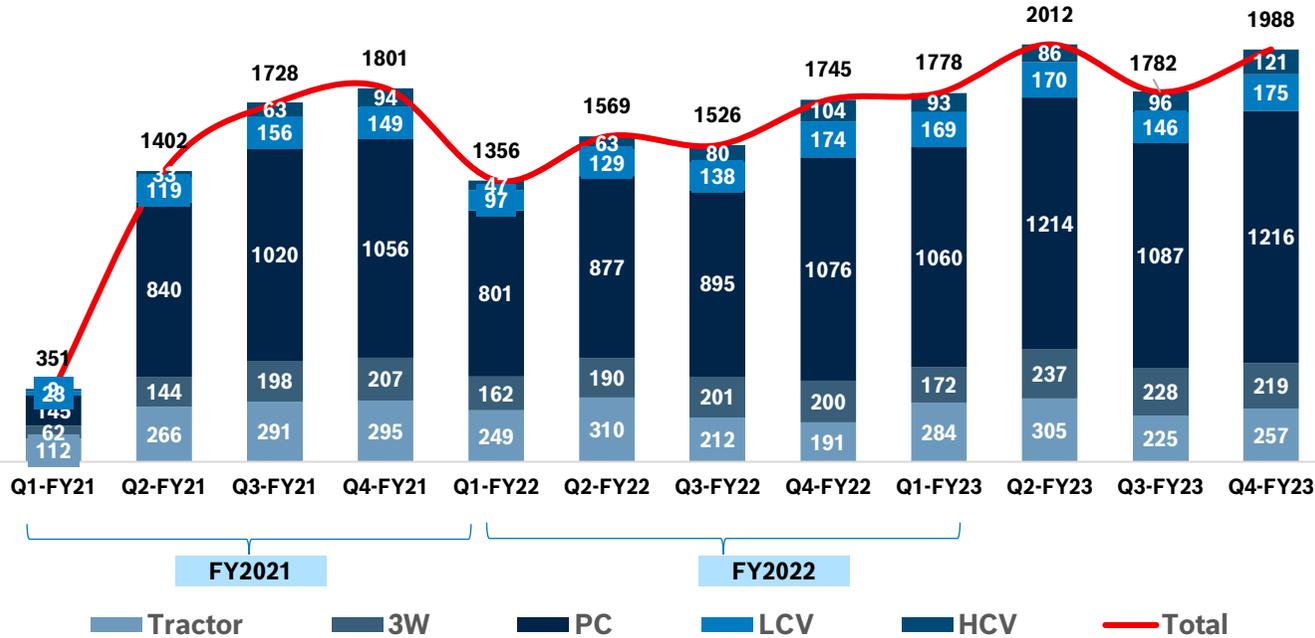
**BOSCH**  
Invented for life



# Bosch Ltd || Investor Con-call Q4 FY22-23

## Production

Volumes in '000s



	FY2022-23 Q4		FY2022-23 YTD Q1-Q4		
	Volumes	%Change w. Q4-FY22	%Change w. Q3-FY23	Volumes	%Change w. Q1-Q4 FY22
	121	+16%	+26%	397	+35%
	175	0%	+20%	659	+22%
	1216	+13%	+12%	4576	+25%
	219	+9%	-4%	856	+14%
	257	+35%	+15%	814	+11%
<b>Total</b>	<b>1988</b>	<b>+14%</b>	<b>+12%</b>	<b>7559</b>	<b>+22%</b>
	4433	-1%	-4%	19509	+10%

In 4QFY23, industry posted a double-digit growth in overall volumes (+14 YoY) led by growth across sectors, except 2Ws which was weak due to decline in exports.

# Bosch Ltd || Investor Con-call Q4 FY21-22

## Automotive Market Vs. Company Performance

Segment	Automotive Market Production		Bosch Domestic OE Sales	
	Jan-Mar'23 Vs. Jan-Mar'22	FY'23 Vs. FY'22	Jan-Mar'23 Vs. Jan-Mar'22	FY'23 Vs. FY'22
	35%	11%	53%	15%
	13%	25%	14%	41%
	16%	35%	33%	44%
	0%	22%	20%	48%

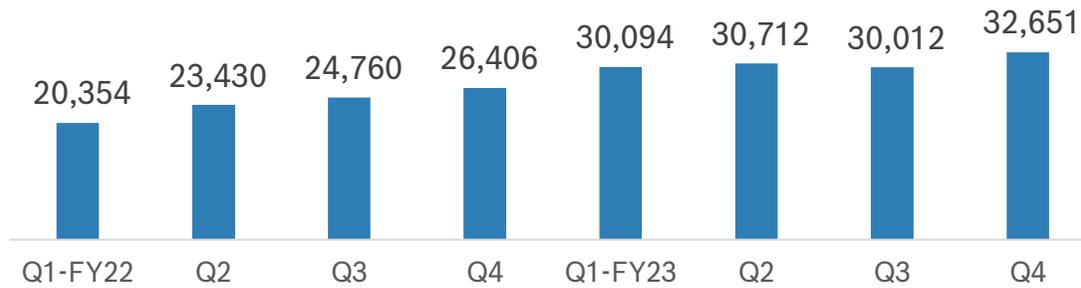
- Bosch has done better than market across all segments

# Bosch Ltd || Investor Con-call Q4 FY22-23

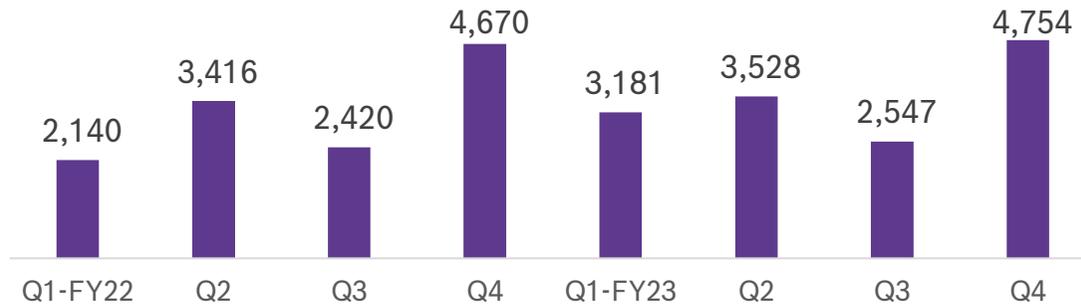
## Sector Wise Sales Mar 2023 Q on Q

Figs. in MINR

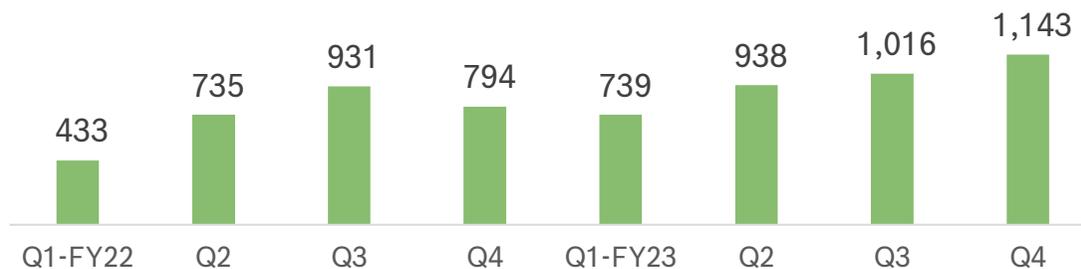
### Mobility Solutions (BBM)



### 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 23.7% in Q4 FY 2022-23 vs Q4 FY 2021-22 majorly on account of increased market demand and low base in Jan-Mar 2022.

- Growth in PS sales of 27.5%.
- AA has grown by 14.5%.
- 2WP sales have increased by 17.6%.

### Beyond Mobility Solutions business

[Consumer goods comprises of Power Tools (PT) and Building Technologies (BT)]

Beyond mobility business has grown by 7.8% in Q4 FY 2022-23 vs Q4 FY 2021-22 majorly on account of increased market demand and execution of higher number of orders.

- Consumer goods segment increased marginally by 1.8%.
- BT business has grown by 44.0%.

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 Q4 FY22-23

## Profitability Statement – Jan-Mar 2023 vs Jan-Mar 2022

FIGURES IN MILLION INR

	Jan-Mar 23		Jan-Mar 22		over PY %	
	Amount	%	Amount	%		
Net Sales	38,597	95.0	31,919	96.4	20.9	
Income from Services	1,308	3.2	595	1.8	120.0	
<b>Net Sales and Income from Operations</b>	<b>39,905</b>	<b>98.2</b>	<b>32,514</b>	<b>98.2</b>	<b>22.7</b>	
Other Operating Income	729	1.8	596	1.8	22.3	
<b>Total Income from Operations</b>	<b>40,634</b>	<b>100.0</b>	<b>33,110</b>	<b>100.0</b>	<b>22.7</b>	
Material Consumed	25,995	64.0	21,394	64.6	21.5	
Personnel Cost	3,281	8.1	2,505	7.6	31.0	
Other Expenses	6,134	15.1	4,803	14.5	27.7	
Depreciation	1,206	3.0	892	2.7	35.2	
<b>Total Operating Expenses</b>	<b>36,616</b>	<b>90.1</b>	<b>29,594</b>	<b>89.4</b>	<b>23.7</b>	
<b>Operating Profit</b>	<b>4,018</b>	<b>9.9</b>	<b>3,516</b>	<b>10.6</b>	<b>14.3</b>	
Other Income	1,359	3.3	872	2.6	55.8	
Finance Cost	(46)	(0.1)	(73)	(0.2)	(36.7)	
<b>Profit before Exceptional Items</b>	<b>5,331</b>	<b>13.1</b>	<b>4,315</b>	<b>13.0</b>	<b>23.5</b>	
Exceptional Items	-	-	-	-	-	
<b>Profit before Tax</b>	<b>5,331</b>	<b>13.1</b>	<b>4,315</b>	<b>13.0</b>	<b>23.5</b>	
Total Tax Expense	(% of PBT)	1,341	25.1	809	18.7	65.8
<b>Profit after Tax</b>	<b>3,990</b>	<b>9.8</b>	<b>3,506</b>	<b>10.6</b>	<b>13.8</b>	

**Growth in Total income from operations by +22.7% over same quarter of previous year**

### Material Cost

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

### Personnel Cost

- Jan-Mar 2022 expense was lower on account of reversal of provisions pertaining to actuarial valuation

### Other expenses

- Increase in expenses is on account of certain one-time impacts (like foreign exchange loss, new business expenditure, etc.) in Jan-Mar 2023

### Depreciation

- Increase is majorly on account of capitalization of Adugodri Spark.NXT campus in FY 2022-23

### 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 Jan-Mar 2022



# BHARAT STAGE



01 April 2023



## Bosch Ltd. Contribution Towards Successive Implementation of BS6 Emission Norms

- **System Solution Approach:**
  - Complete System Engineering & System Integration
  - Local for Local Approach: Complete Technological Solutions by Bosch India
- **State of Art Technical Center India:**
  - Established Infrastructure to support all development activities
  - Extended Environment conditions validations: Mobile Chassis Dynamometer, Cold Chamber
- **Customized Supports:**
  - Tailored Solutions: Markets Requirements, Norms & Standards | Post launch supports
- **Projects Deliveries:**
  - ~ 80 BS6 Stage 2 Programs Delivered

CV: Commercial Vehicle | PC: Passenger Car | 3W: 3-Wheeler | 2W: 2-Wheeler

BS6 Execution Journey is successful with strong commitment towards Norms & Customer Requirements, Adhering to Bosch Values

# Bosch Ltd || Investor Con-call Q4 FY22-23

## No.1 Auto Components in ESG Risk Rating by Sustainalytics

### Bosch Ltd.

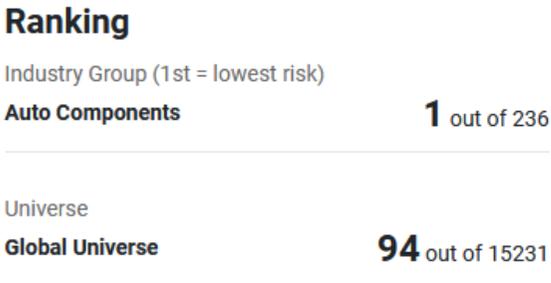
Industry Group: **Auto Components** Country/Region: **India**

Identifier: **BOM:500530**

Bosch Ltd is a holding company of subsidiaries manufacturing and trading automotive products. It sells car parts such as fuel systems, electrical drives and motors, steering systems, and aftermarket products to the automotive industry. It also offers power tools under the Bosch brand name, packaging systems and technologies, and energy...  
[+ Show More](#)

Full time employees: **6,041**

- Bosch Limited is No.1 auto components in ESG risk rating (lower score is better)
- We are 94 out of 15231 companies rated by Sustainalytics



Last Full Update: **Nov 25, 2022** ?  
Last Update: **Apr 20, 2023** ?

# THANK YOU

