



BOSCH

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

Bosch Limited
Post Box No:3000
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Bangalore-560030
Karnataka, India
Tel +91 80 67521750

www.boschindia.com
L85110KA1951PLC000761

02.12.2020

Dear Sir/Madam,

Sub: Intimation of Schedule 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 November 26, 2020 on the captioned subject.

Copy of the presentation shared with the institutional Investors/Fund houses is attached herewith and is also being made available on the Company's website i.e www.bosch.in

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: FY20 - 21

Soumitra Bhattacharya

Managing Director, Bosch Ltd.
President, Bosch Group in India

Bengaluru | 1st December 2020



Powertrain Solutions
Automotive Aftermarket
2 Wheeler Business
Power Tools
Building Technologies

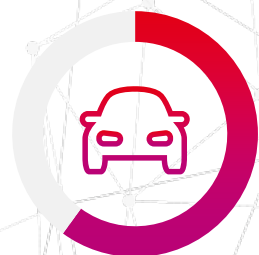
Bosch Ltd | Investor's Meet

AGENDA

- ↳ Bosch Global
- ↳ Bosch in India & Bosch Ltd
- ↳ 2020 – An Unprecedented Crisis
- ↳ Financial Results of FY21
- ↳ Way Forward
 - ↳ Powertrain Solutions
 - ↳ Automotive Aftermarket
 - ↳ Power Tools
 - ↳ Building technologies
 - ↳ Leveraging Bosch Group in India
- ↳ Climate Change
- ↳ Summary

BOSCH GLOBAL BUSINESS OVERVIEW

KEY FIGURES



Mobility
Solutions
60%



Industrial
Technology
10%



Energy and
Building Technology
7%



Consumer
Goods
23%



Turnover 2019

77.7 billion EUR



More than

4,00,000 employees



EBIT 2019

2.9 billion EUR



Development Engineers

72,600 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.

RBIN/OFE-P | 1st Dec 2020

Bosch Ltd | Investor Meet

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Business Sectors

Mobility Solutions



Powertrain Solutions
Chassis Systems Control
Electrical Drives
Car Multimedia
Automotive Electronics
Automotive Aftermarket
Automotive Steering
Connected Mobility Solutions
Bosch eBike Systems¹

Other businesses:
Bosch Engineering GmbH
ETAS GmbH
ITK Engineering GmbH
Two-Wheeler and Powersports

¹ New division from January 1, 2020

Industrial Technology



Packaging Technology^{1,2}
Drive and Control Technology³

Other businesses:
Bosch Connected Industry
Robert Bosch Manufacturing Solutions GmbH

1. Robert Bosch Packaging Technology GmbH
2. Until December 31, 2019
3. Bosch Rexroth AG (100% Bosch-owned)

Consumer Goods



Power Tools¹
BSH Hausgeräte GmbH

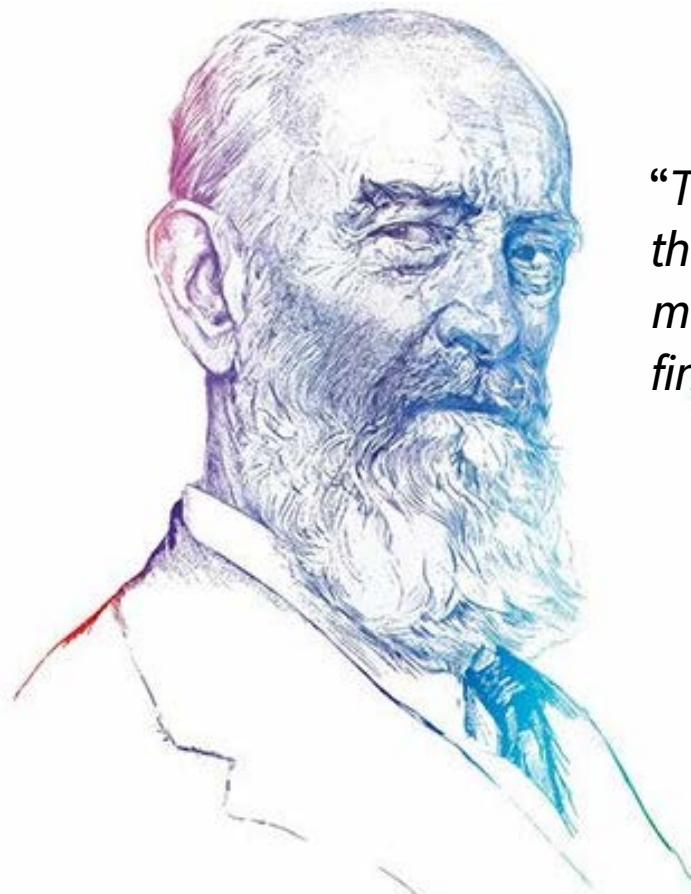
1. Robert Bosch Power Tools GmbH

Energy and Building Technology



Building Technologies
Thermotechnology
Bosch Global Service Solutions

Other businesses:
Robert Bosch Smart Home GmbH



“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

Shareholders of Robert Bosch GmbH



Shareholding

- 1%** Robert Bosch GmbH
- 7%** Bosch family
- 92%** Robert Bosch Stiftung GmbH



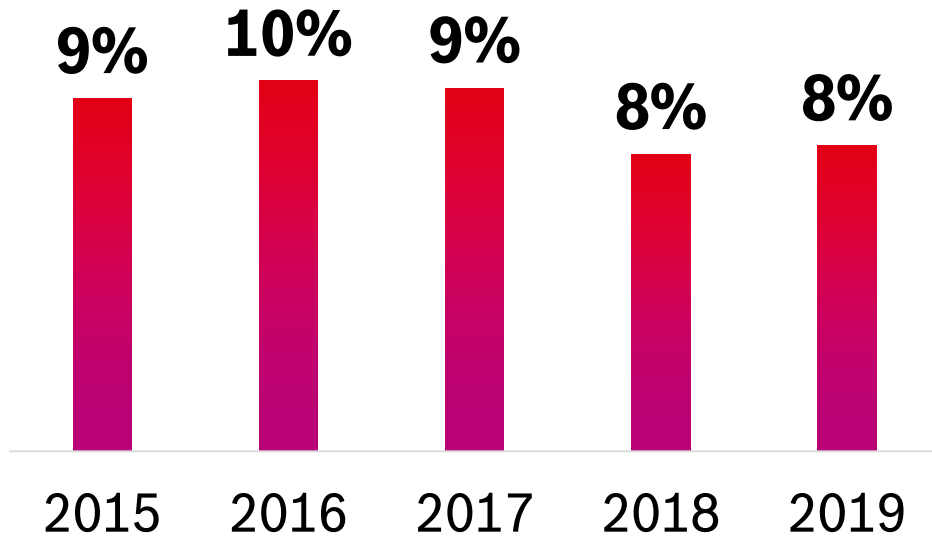
Voting rights

- 7%** Bosch family
- 93%** Robert Bosch Industrietreuhand KG

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

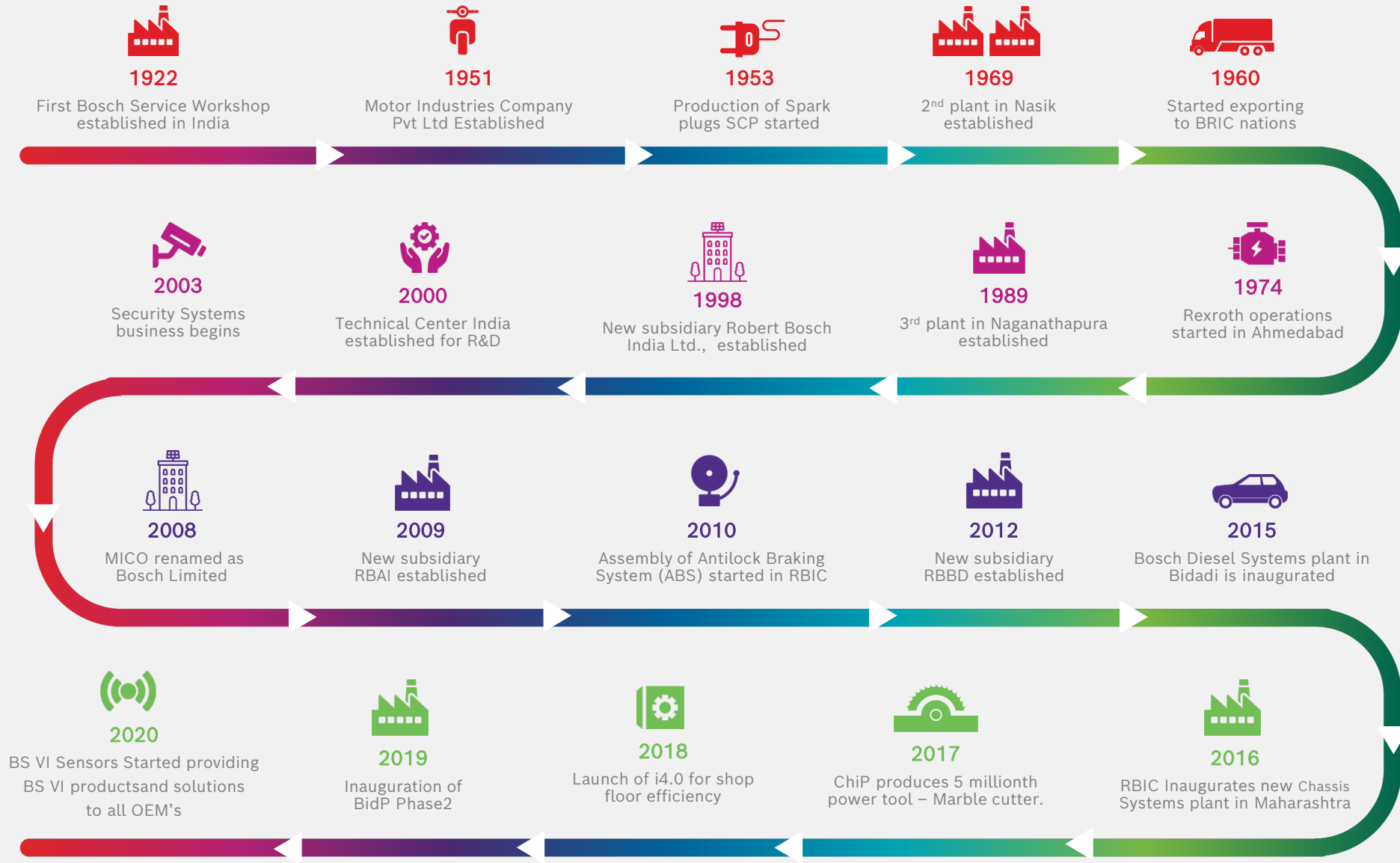
€6.1B Investment in R & D

8% of total turnover invested in R&D



Irrespective of business situation and external volatility Bosch globally has always invested >7.5% of its total turnover in R&D since last 5 years

Journey of Bosch India



BOSCH IN INDIA BUSINESS OVERVIEW

KEY FIGURES 2019

 **1,500**
Suppliers


 **195**
Billion rupees
Sales Revenue In 2019z

 **100**
Billion rupees
Bosch Ltd


 **6**
Manufacturing
Facilities of Bosch Ltd

 **1922**
1st Sales
Office in
Calcutta

 **31,530**
Associates

 **7,550**
Bosch Ltd
Associates

 **16**
Manufacturing
Facilities

 **1953**
1st Manufacturing
Operations in Bangalore

 **3,500**
Sales Outlet

 **15**
Group
Companies

 **MOBILITY**
SOLUTIONS

 **ENERGY AND**
BUILDING TECH.

 **CONSUMER**
GOODS

 **INDUSTRIAL**
TECH

2020 An Unprecedented Crisis

Bosch Ltd

6 Plants

Shut down

80% Staff

Work From
Home for
~6 Weeks

~800

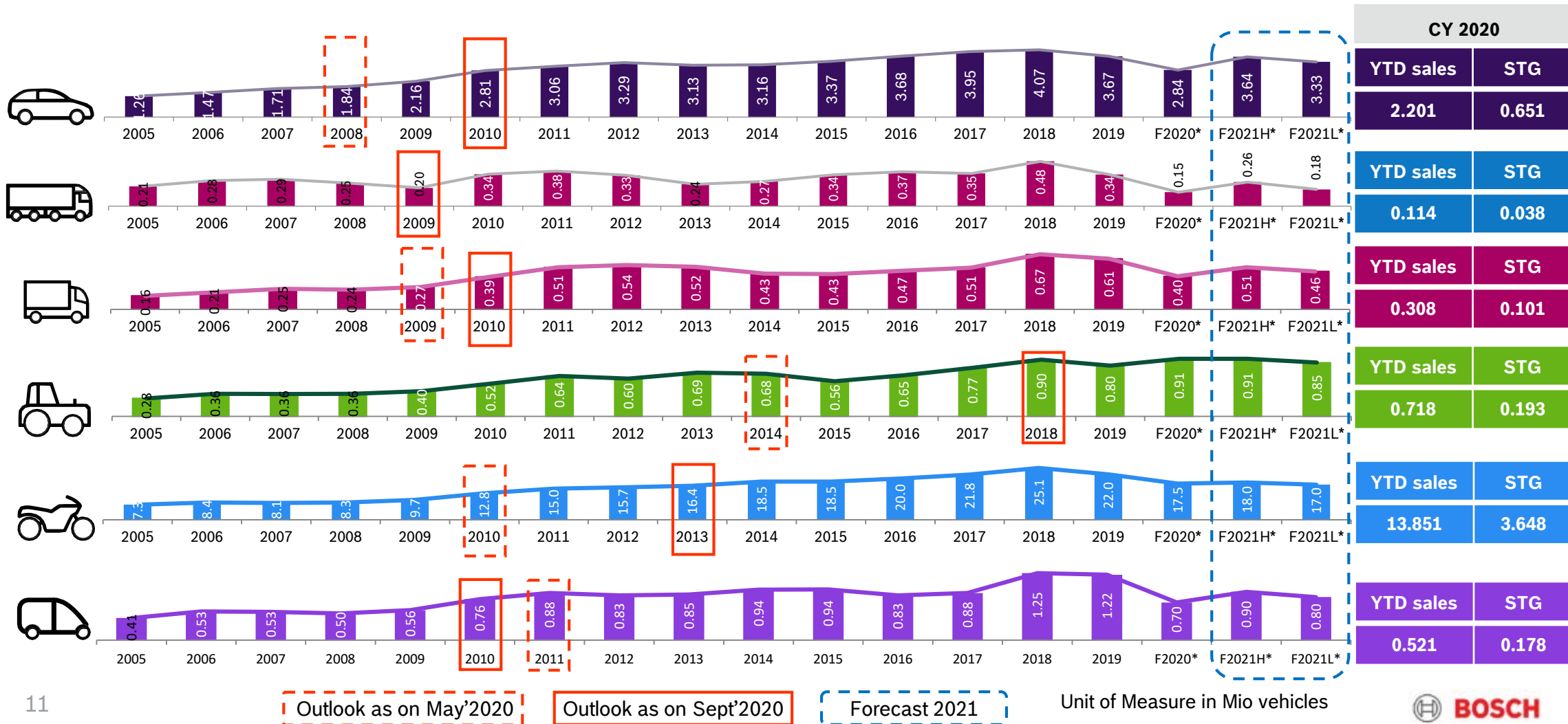
associates
working
in **task forces**

Negligible
Sales

April 2020. May & June 2020 Uncertain



Automotive Market Trends



Outlook as on May'2020

Outlook as on Sept'2020

Forecast 2021

Unit of Measure in Mio vehicles



Reference: Econometric

model Forecast

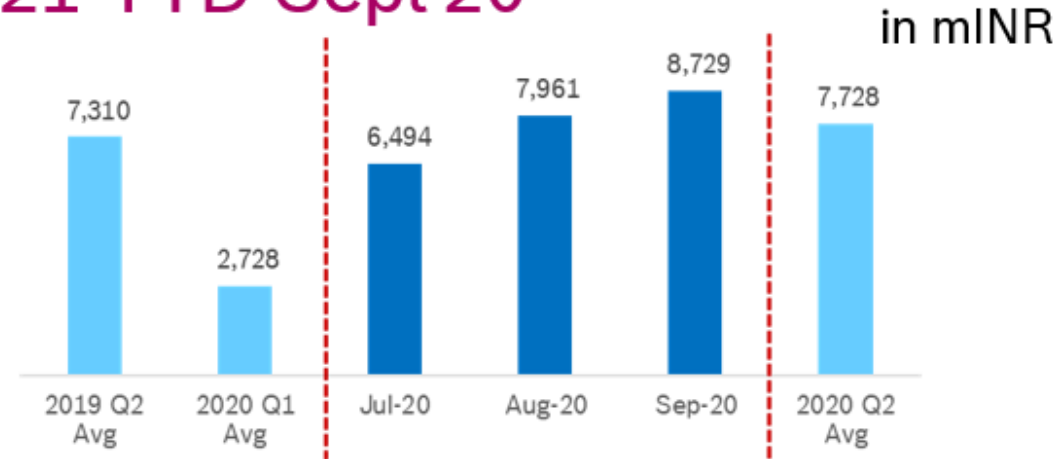
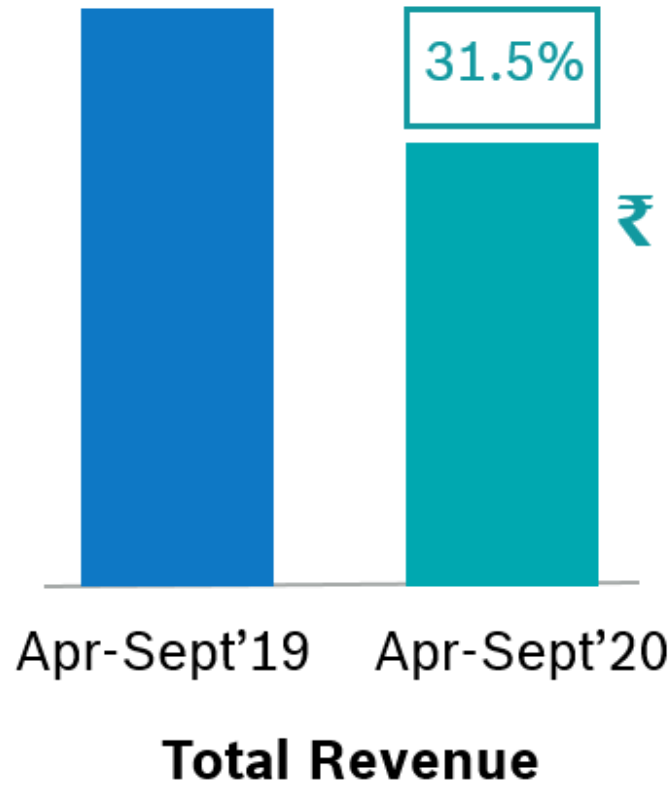
Bosch Ltd | Investor's Meet

Financial Performance | FY2020-2021 YTD Sept'20

₹ 5068.1Cr.

31.5%

₹ 3470.7Cr.



**Profit Before tax (PBT)
w/o exceptional items**

₹ 305.2 Cr.

**Loss Before tax (PBT)
w. exceptional items**

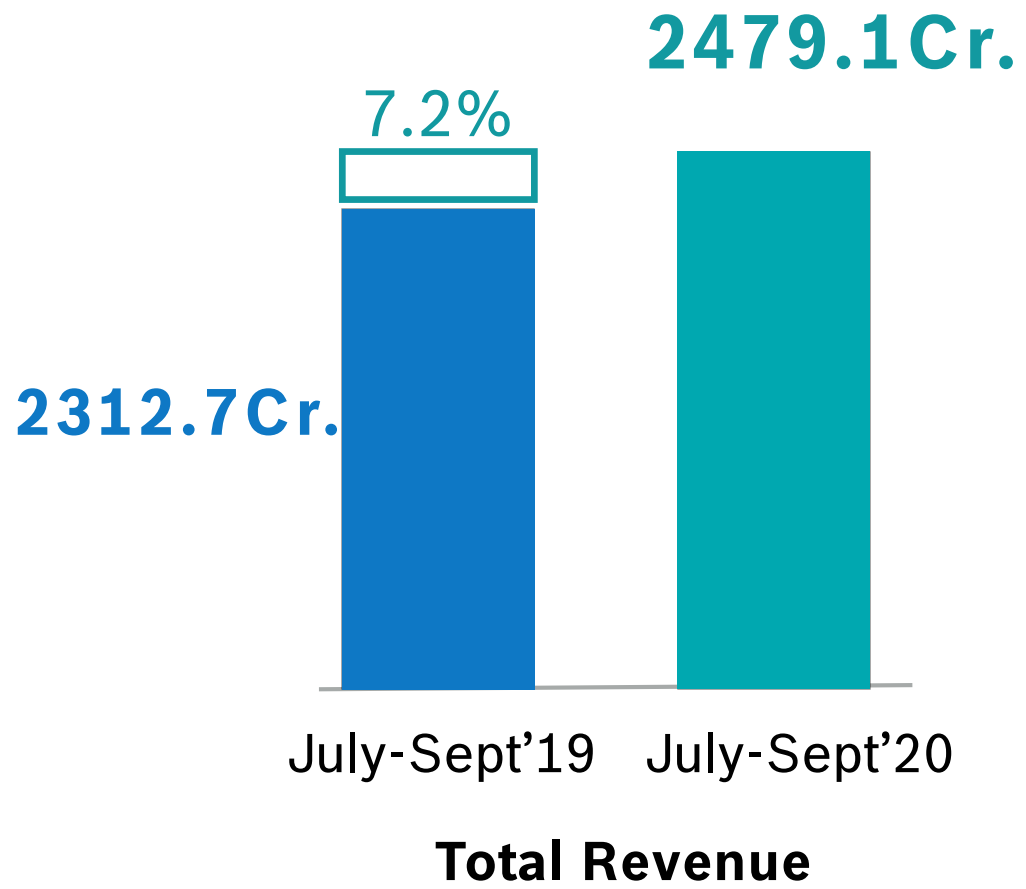
₹ 291.9 Cr.

Loss After tax (PAT)

₹ 185.3 Cr.

Bosch Ltd | Investor's Meet

Financial Performance | Q2 F2020-2021

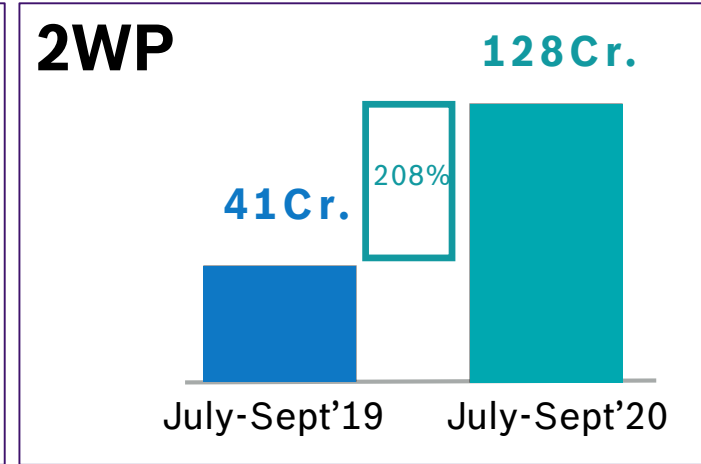
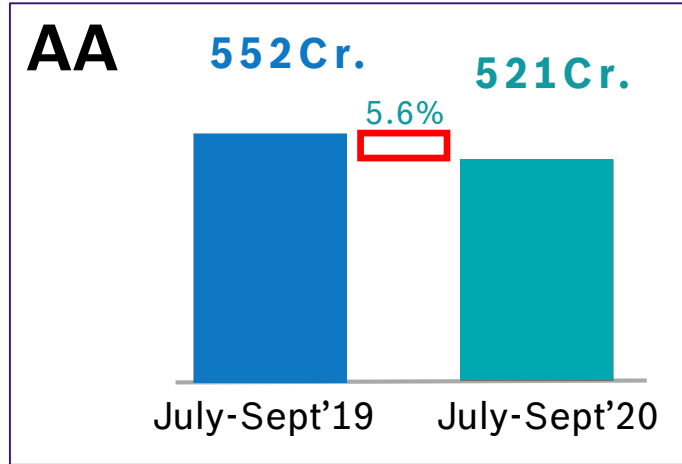
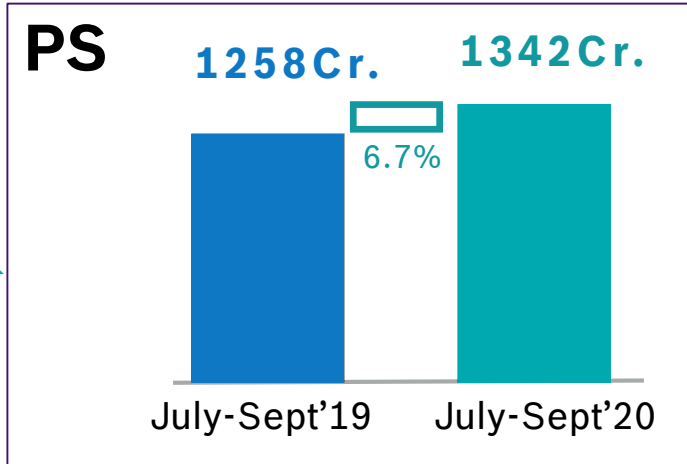


Profit Before tax (PBT) w/o exceptional items	308.6 Cr.
Loss Before tax (PBT) w. exceptional items	91.4 Cr.
Loss After tax (PAT)	64.8 Cr.

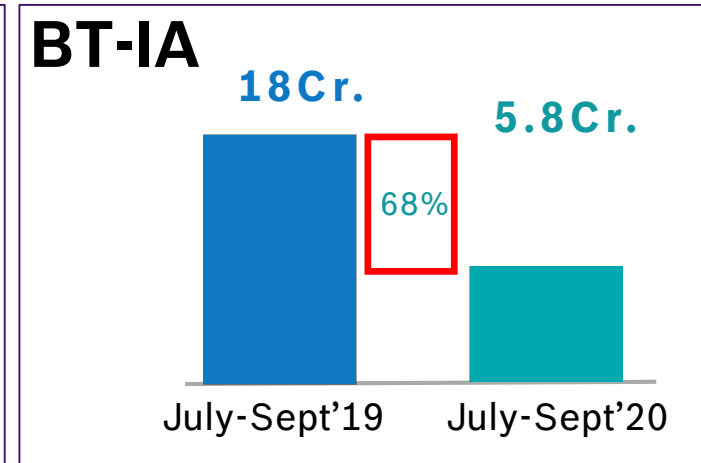
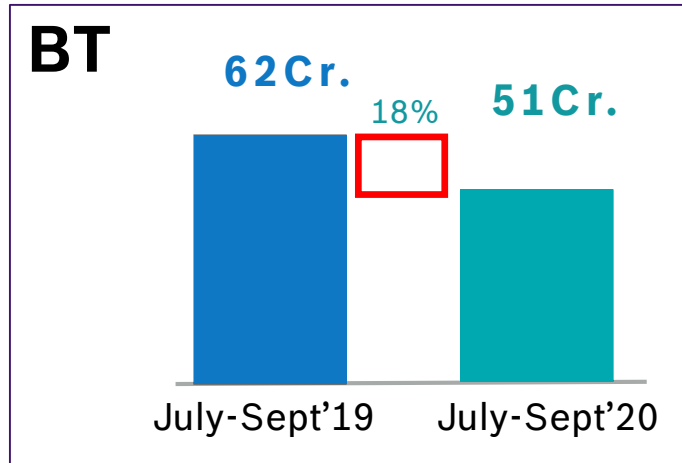
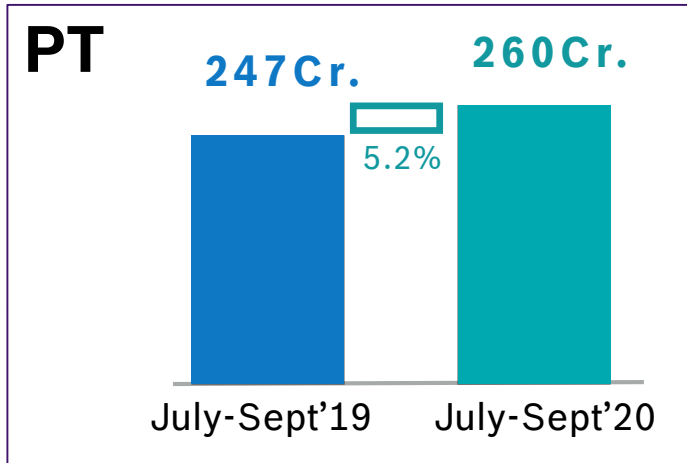
Bosch Ltd | Investor's Meet

Financial Performance | Q2 F2020-2021

BBM
7.5% ↑



Beyond
Mobility
4.6% ↓



Mobility Portfolio



PREPARED FOR THE FUTURE

From Powertrain to Connectivity to Safety

Successful **BS6** Changeover
amidst COVID-19 crisis

BS-VI Deliveries



~73 PC & LD BS6 projects
System solution provider



~25 EMS projects across 4 OEMs
with systems & Components



~52 BS6 programs

Powertrain

Legislation &
Technology Changes
New Opportunities and Efficiencies

Emission Standards | OBD | IRDE | CAFE

Fuel Injection Equipment

Exhaust Gas Treatment

Engine Calibration

Software Functions

Warm Up Management

Hybrids

Fuel Injection Products | Exhaust System Products
Sensors | ECU | EMS

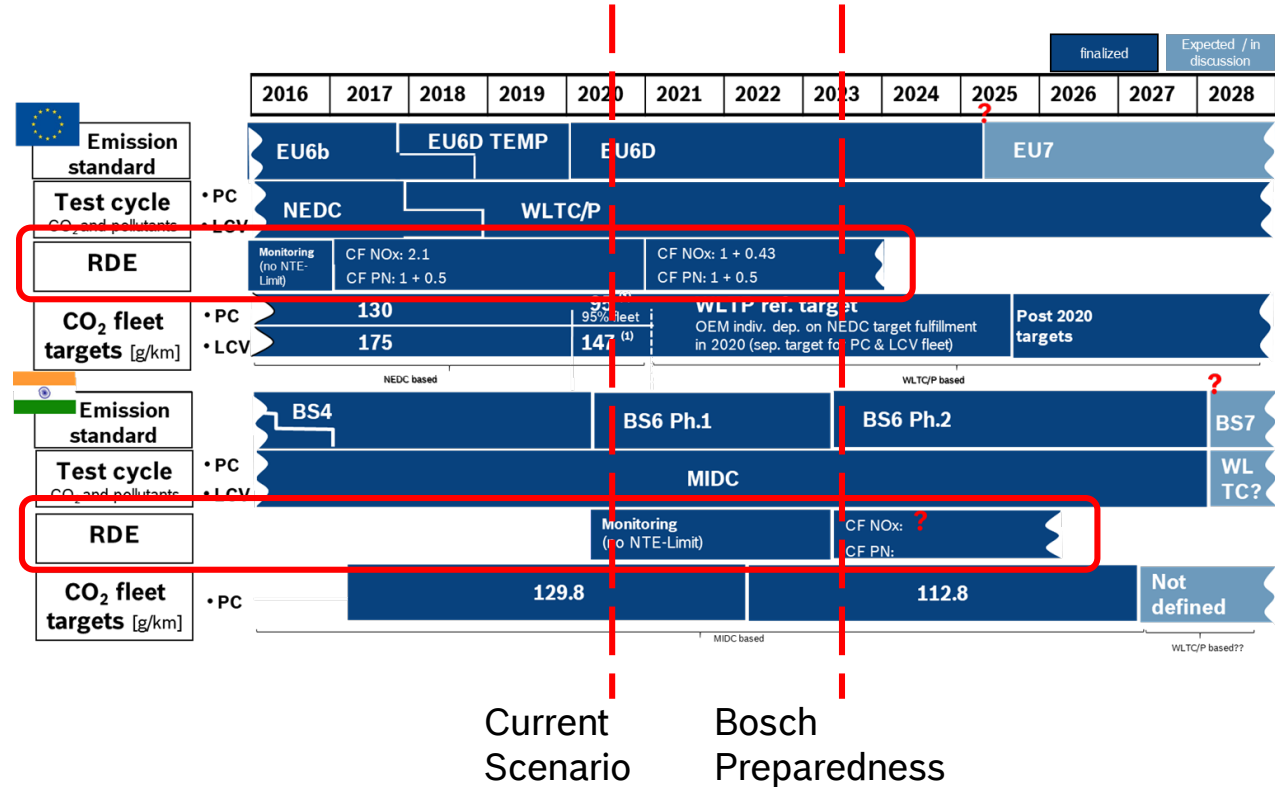
BOSCH INDIA

Bosch India is prepared to tackle stricter emission norms and improve Air Quality



39 Projects across various segments

Cleaner Mobility



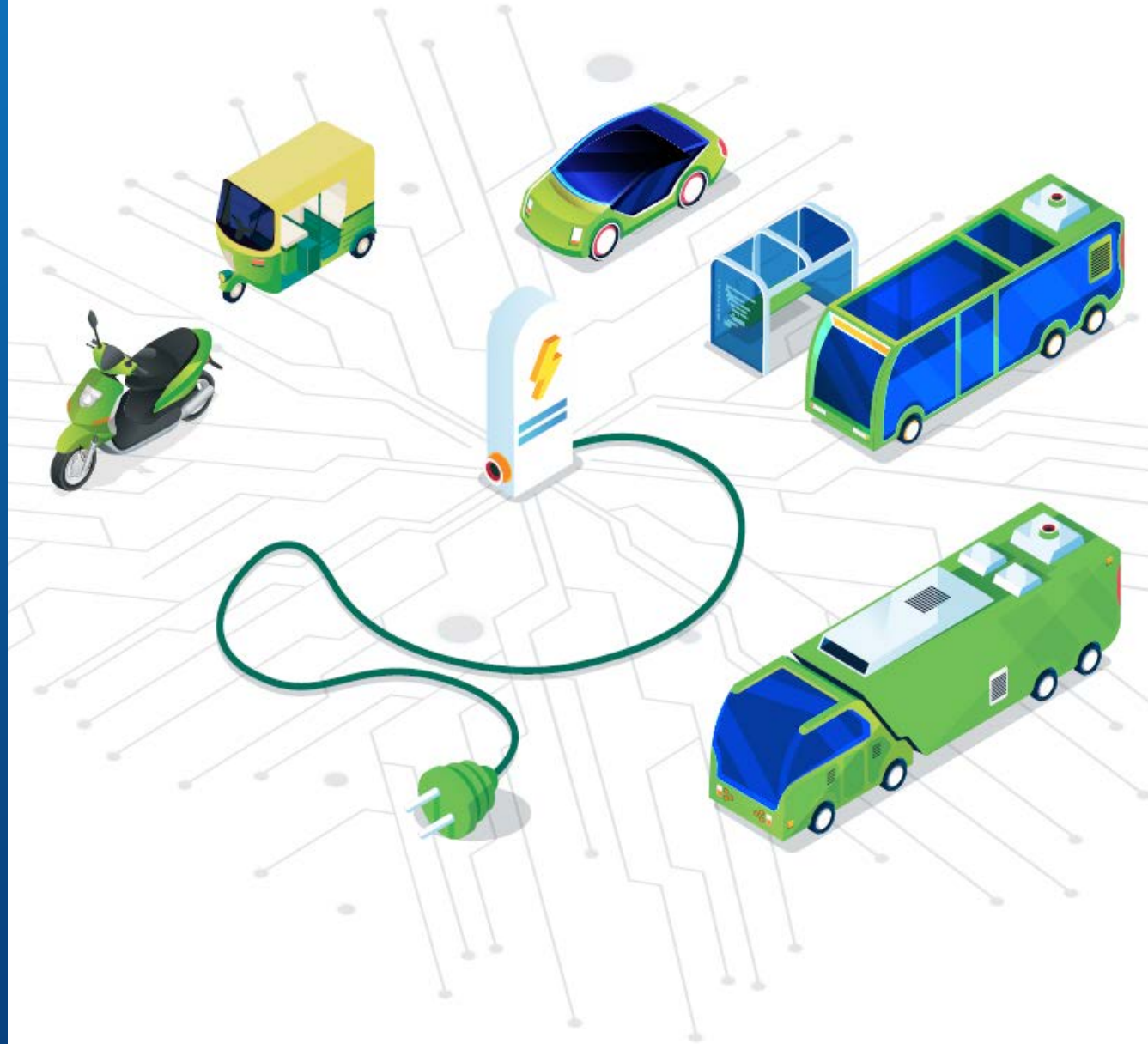
BOSCH INDIA

Developing competency
in Battery Manufacturing

Partnership with Sun
Mobility

Exploring business
models like EaaS

Electrifying the
Ecosystem



BOSCH INDIA

One-Stop store for all
mobility needs

Provide Cloud based
services

Partnership with Routematic

Mobility Solutions

MOBILITY SOLUTIONS

Our vision: mobility “without side-effects”



EMISSIONS
FREE



ACCIDENT
FREE



FASCINATING



2Wheeler & 3Wheeler



Engine Management System

Integrated Electrification System

Safety Systems (ABS, MSC)

Sensors

Infotainment & Connectivity

Powertrain Systems & Electrification
Connectivity Systems | Assistance Systems

BOSCH INDIA

Demand Generation at
secondary & tertiary levels

De-risk from Diesel & grow
focus products

Workshop Concepts and
Cooperation through a Digital
Ecosystem

Automotive Aftermarket



Building Technologies

Building solutions for
a better life

**Connected Building Solution
Intelligent Video Analytics**

Camera Trainer

**Video Based Fire Detection
Camera as a Sensor**

Crowd Management

Social Distancing

Touchless Access

Power Tools

Fascinate Users,
Affordable Solutions,
Better Life

> **300** Service Centers

Widest service network

Availability of

> **9000** SKU's
in **12** warehouses

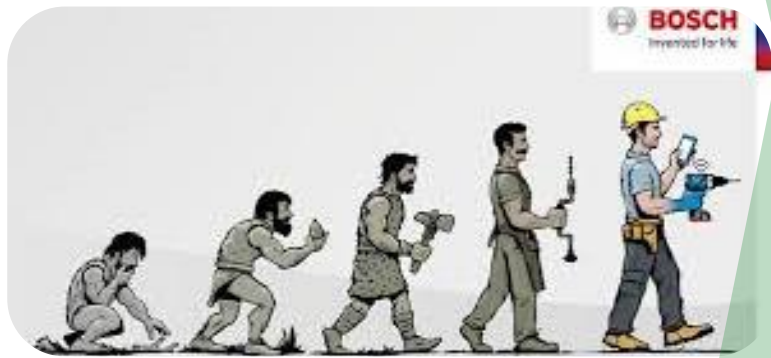
Pan India



Focus on **Service**

Power Tools

Digitalization is no longer
“Nice to have”



80% of our Users
search for our products online

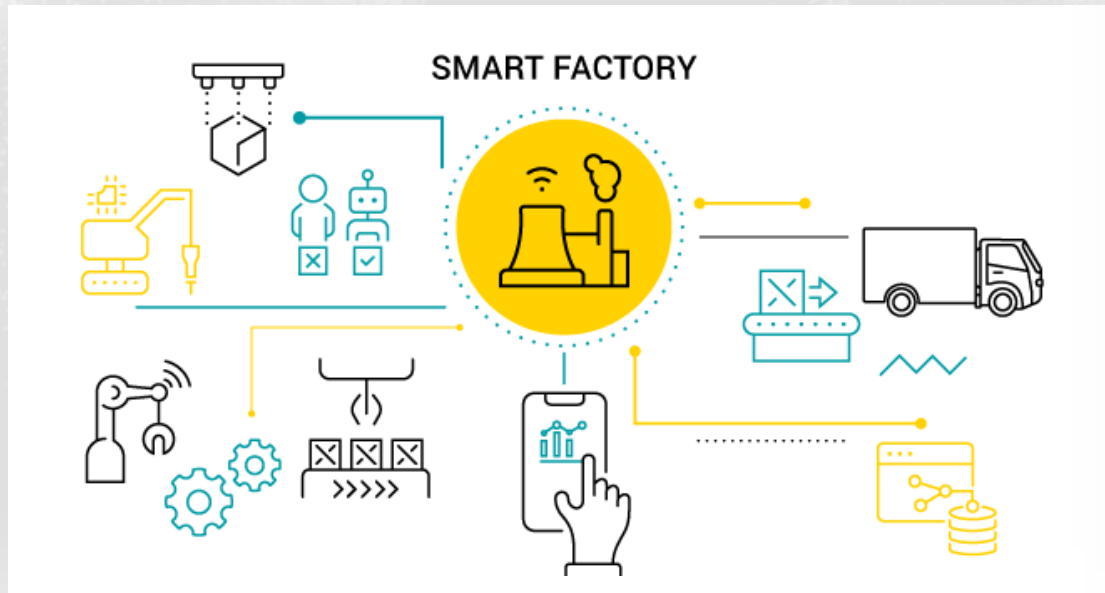
>50% of our Users
buy our products online



E-commerce



CONNECTED MANUFACTURING



Map of India showing 16 manufacturing plants locations:

- Manesar
- Jaipur
- Ahmedabad
- Nashik
- Pune
- Bengaluru
- Naganathapura
- Chennai
- Gangaikondan
- Bidadi
- Coimbatore

Legend:

- Headquarters
- Research and Development
- Sales
- Manufacturing

Business Segments:

- Mobility Solutions
- Industrial Technology
- Energy & Building Technology
- Consumer Goods

16 Manufacturing plants

- ▶ All are in a journey to be smart & connected
- ▶ i4.0 Academy at 3 locations

Digitalizing – Source, Make, Deliver

FOR NEX GEN INDIA:

WITH

technology agnostic solutions



ICE



ELECTRIC



SENSORS



SOFTWARE



SERVICES



PEOPLE

BOSCH INDIA

Robert Bosch Engineering and
Business Solution (RBEI)

Bosch Automotive Electronics India
(RBAI)

Bosch Chassis Systems (RBIC)

Bosch Electrical Drives India (RBDI)

Prebo Automotive Private Limited

ETAS Automotive India (ETAS)

Bosch Automotive Steering (RBAS)

Leveraging Bosch
Group in India

OUR STRENGTHS

SENSORS

SOFTWARE

SERVICES



TRANSFORMATION PLATFORM

Focus on Core

Growth Beyond Mobility

Operational Excellence

Opportunities in New Areas

Agile Project Houses

Inorganic Growth

Zero Based Thinking

3R Program

Cost Controlling

LAKSHYA



We
LEAD
Bosch

#People Obsession
#Growth Obsession
#EBIT Obsession



BOSCH INDIA

Contributions

by

Bosch

in fight against

COVID-19

We Care

>100,000
masks per day



50 Crores

Pledge by Bosch Group in India



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

BUT

climate action

ALSO REMAINS VITAL

Profit



People



Planet

JOURNEY TO BE AN **AIOT COMPANY**

Bosch is investing 800 Cr. to create Smart Campus of future

Largest Tech Campus to be formed outside Europe

The campus will serve as the platform for all digital use cases





BOSCH LTD. INVESTORS' MEET Dec'2020

BOSCH ADUGODI
A Smart Campus

POSTAL BALLOT NOTICE
APPROVAL BY MINORITY
SHAREHOLDERS
FOR
LOANS TO GROUP COMPANIES

Special Resolution

RBIN Proposes to Lend ICLs to Group Companies With Common Directors



Postal Ballot Process And Dates

- **Start of E-voting: 13.11.2020**
- **End of E-voting: 12.12.2020**
- **Declaration of results: 14.12.2020 (before 4 PM)**
- **Validity of the Special Resolution u/s 185 shall be restricted to 5 years from the date of declaration of results of the postal Ballot**



Key Tenets Of Inter-Co Loans

- **“Enabling Resolution” to get an “in principle” approval of the Shareholders**
- **Loans backed by an unconditional and irrevocable Guarantee from Robert Bosch GmbH; Global Long Terms Ratings A+ (S&P)**
- **Pricing at arms length. Seek quotes from two banks for similar tenor loans. Rate to borrowing companies will be at or above highest quote**
- **Tenor: Up to 1 Year and will be rolled over on a need basis on mutually acceptable terms**
- **Borrowing Companies should not have been defaulted on their borrowings in the past**
- **Net debt/equity of the borrowing companies is capped at 2.5:1**
- **Aggregate Amount of Rs. 1500 cr is less than 25% of the total cash + current assets (less than 1 year) of Bosch Limited as on 31.10.2020**

Bosch Group Companies Are Already Connected



RBAI: Provides ECU, VCU (for PC and CV), Central Gateway and other components that control various functions and provide integrated solutions



ETAS: Provides Security solutions that ensure communication is safe and secure



RBEI: Brings together Engineering expertise and software expertise



RBDI: Provides Electrical drives and the thermal solutions which plays an important role in developing Electric solutions



PreBo: Help to cater the fluctuating demand in the market and be agile on the supply side in a cost efficient manner



RBIC: Hydraulic braking for 2W, PC, LCV, HCV, Tractors. Supports to extend the Battery charge during braking and increase the range of electric vehicles

Mobility Strategy Of Bosch Limited - 'accident free, stress free and emission free'

Thank You