



**BOSCH**

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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

November 10, 2021

Dear Sir/Madam,

**Sub: Presentation made at Investor Concall for Q2 FY21-22**

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 November 08, 2021 intimating schedule of Investor Concall for Q2 FY21-22 convened on November 10, 2021 between 1330 hrs to 1430 hrs, please find attached Presentation made thereat.

This is for your information and records.

Thanking you,

**Yours Sincerely,  
for Bosch Limited,**

**Divya Ajith  
Assistant Company Secretary  
& Compliance Officer**



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BOSCH LIMITED

QUARTERLY EARNINGS  
FROM JULY - SEP, 2021

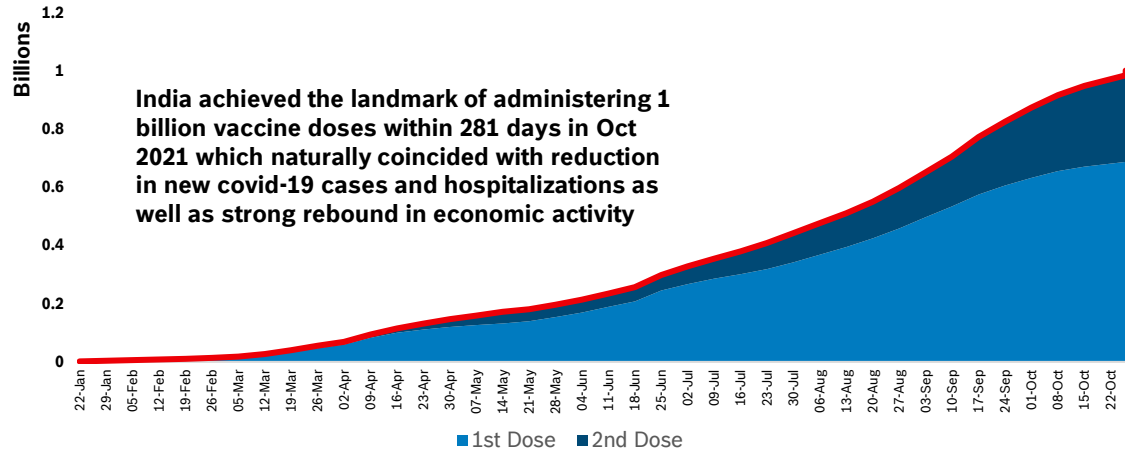
Presented On Nov 10, 2021



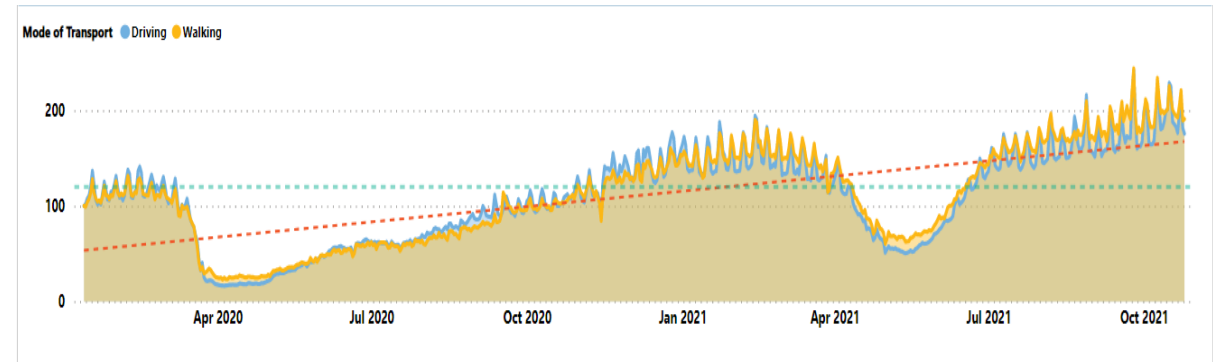
# Bosch Ltd || Investor Concall Q2 FY21-22

## Economic Update

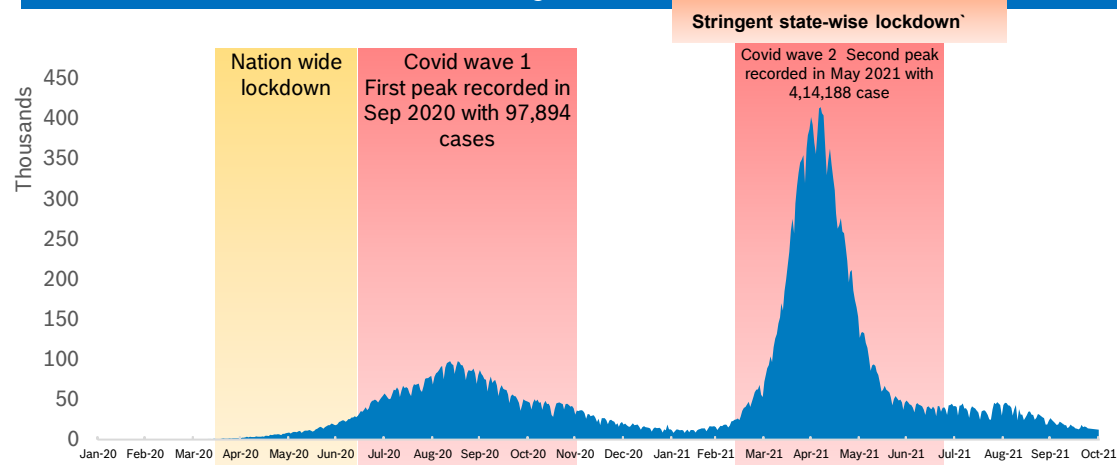
### India Weekly vaccination



### Apple Mobility Index and Mode of transport

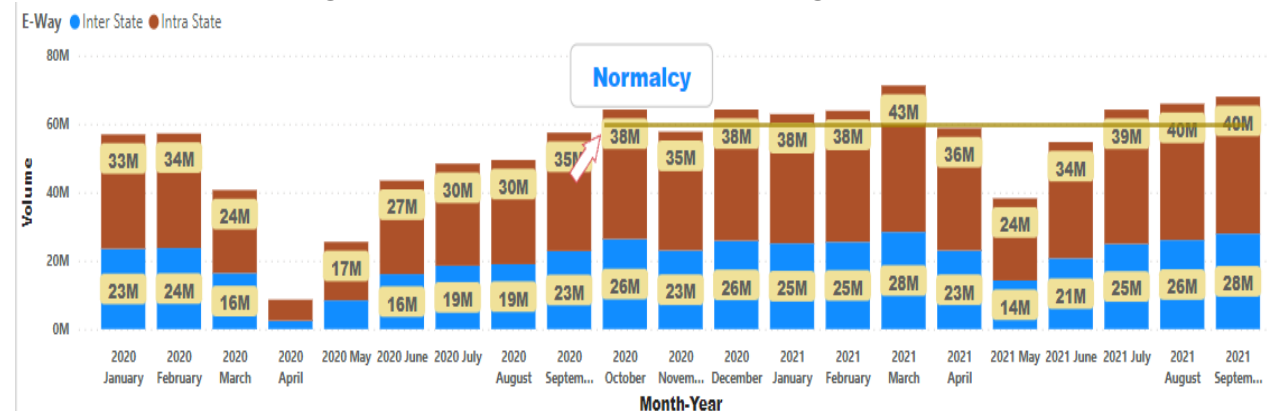


### India Daily Active cases



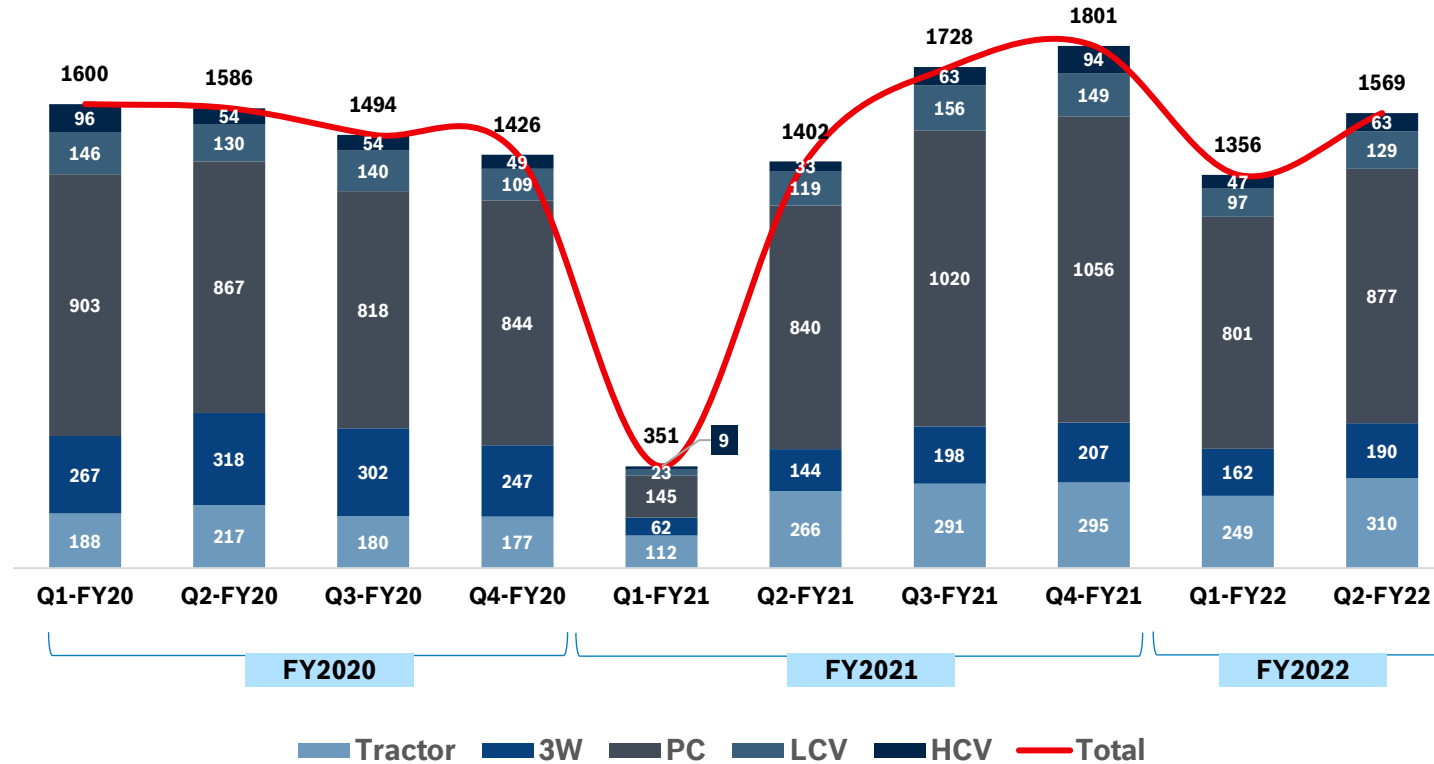
### EWay Bill

- E-way bills generation continued improvement in September with 18% YoY growth
- Sequentially, 3% growth was seen in September and August



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## Automotive Market Production Nos.



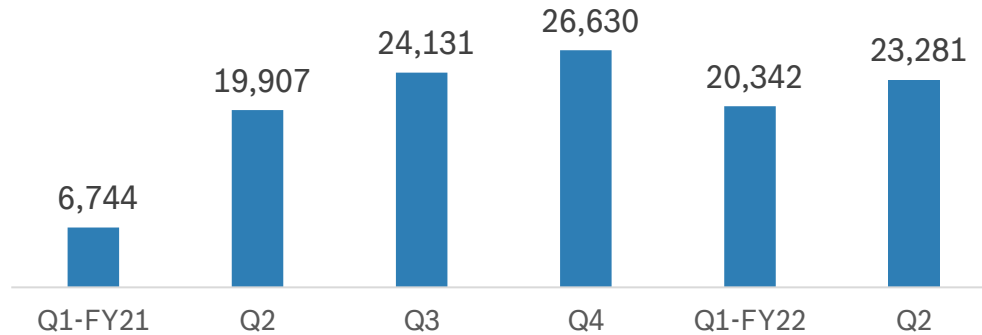
		FY2021-22 Q2		FY2021-22 H1		
		Volumes	%Change w. Q2-FY21	%Change w. Q1-FY22	Volumes	%Change w. H1-FY21
		63	+91%	+34%	110	+162%
		129	+8%	+33%	226	+59%
		877	+4%	+9.5%	1678	+70%
		190	+32%	+17%	352	+71%
		310	+16%	+24%	559	+50%
<b>Total</b>		<b>1569</b>	<b>+12%</b>	<b>+16%</b>	<b>2925</b>	<b>+67%</b>
		5222	-6%	+50%	8704	+28%

**Production volumes continued to be under pressure as supply shortage hurts demand fulfilment ahead of festive season especially for PC, LCV & Premium 2w segment. Tractors and CVs continued to be on its recovery path**

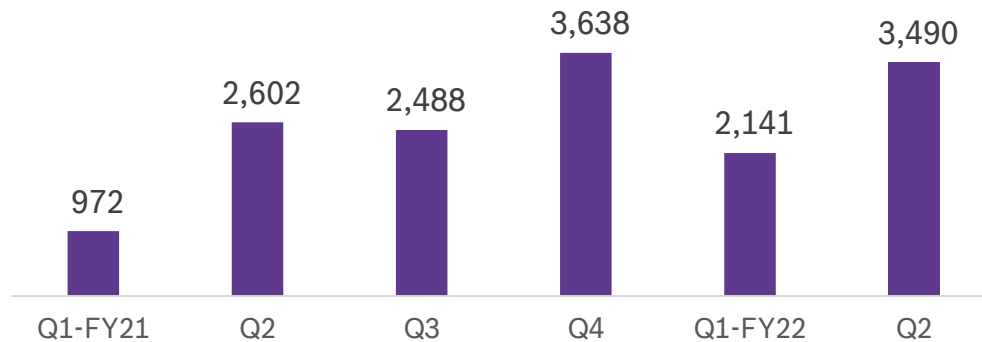
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## Sector Wise Sales Sep 2021 Q on Q

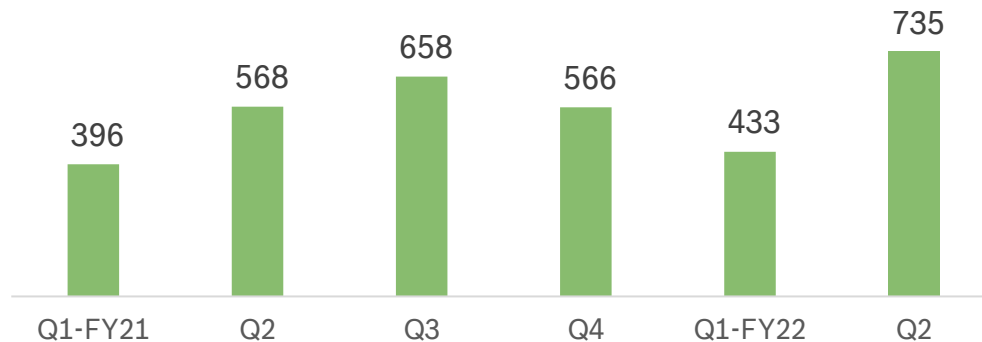
### Mobility Solutions (BBM)



### Consumer Goods (BBG)



### Energy & Building Technology (BBE)



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

- Growth in PS primarily driven by growth in Tractors and HCVs segment (base effect)
- Strong growth in AA seen due to higher export and OE Spare Sales
- Semi-conductor short supply impacting premium 2Ws

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

- Driven by strong pent-up demand and high growth E-commerce sales

### Other comprises of Building Technologies (BT) and Energy Solutions

- Base effect since a few projects were cancelled due to COVID in 2020
- Higher energy efficiency services project realization during this quarter

*Note: The above are total revenue from sale of products only. It does not include income from sale of services and other operating income.*



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## Profitability Statement - Jul to Sep 2021 vs Jul to Sep 2020

### FIGURES IN MILLION INR

	July-Sep 21		July-Sep 20		Growth over PY %
	Amount	%	Amount	%	
Net Sales	27,715	95.0	23,172	93.5	19.6
Income from Services	766	2.6	846	3.4	(9.5)
<b>Net Sales and Income from Operations</b>	<b>28,481</b>	<b>97.6</b>	<b>24,019</b>	<b>96.9</b>	<b>18.6</b>
Other Operating Income	699	2.4	773	3.1	(9.6)
<b>Total Income from Operations</b>	<b>29,180</b>	<b>100.0</b>	<b>24,792</b>	<b>100.0</b>	<b>17.7</b>
Material Consumed	18,320	62.8	14,716	59.4	24.5
Personnel Cost	2,528	8.7	3,083	12.4	(18.0)
Other Expenses	4,756	16.3	4,112	16.6	15.7
Depreciation	829	2.8	796	3.2	4.1
<b>Total Operating Expenses</b>	<b>26,433</b>	<b>90.6</b>	<b>22,707</b>	<b>91.6</b>	<b>16.4</b>
<b>Operating Profit</b>	<b>2,747</b>	<b>9.4</b>	<b>2,084</b>	<b>8.4</b>	<b>31.8</b>
Other Income	1,243	4.3	1,015	4.1	22.5
Finance Cost	(15)	(0.1)	(13)	(0.1)	14.5
<b>Profit before Exceptional Items</b>	<b>3,975</b>	<b>13.6</b>	<b>3,086</b>	<b>12.4</b>	<b>28.8</b>
Exceptional Items	0	-	4,000	16.1	-
<b>Profit before Tax</b>	<b>3,975</b>	<b>13.6</b>	<b>(914)</b>	<b>(3.7)</b>	<b>(534.8)</b>

### Net sales increased by 19.6%

#### Material Cost

- Pricing adjustment on traded goods is accounted on actual basis

#### Personnel Cost

- Transformation/restructuring projects and other HR related measures

#### Depreciation

- Higher additions during this quarter

#### Other expenses

- Additional special warranty provision, COVID support to channel partners and increased manufacturing expenses

#### Other Income

- Primarily driven by MTM gains and profit on sale of securities

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## Highlights Of The Quarter



Automotive PLI is incentivizing cost inefficiencies in manufacturing of high value advanced automotive technology products and solutions



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## Carbon Neutrality

4E approach

### Energy efficiency

- Target 2% energy savings YOY

### Green electricity

Green energy purchased on short term basis & remaining grey energy compensated with I-REC

- 40% of Grey energy compensated with IREC

### New clean Power

Total capacity of solar PV plants across Bosch India - **27 MW**, resulting in reduction of CO2 emissions to the extent of **25,000 tons**, Currently working on "Group Captive" model

### Carbon Credits

Scope1 emissions are offset through carbon credits

**Carbon Neutral from 2020**

156,000\* tons of CO2 emissions

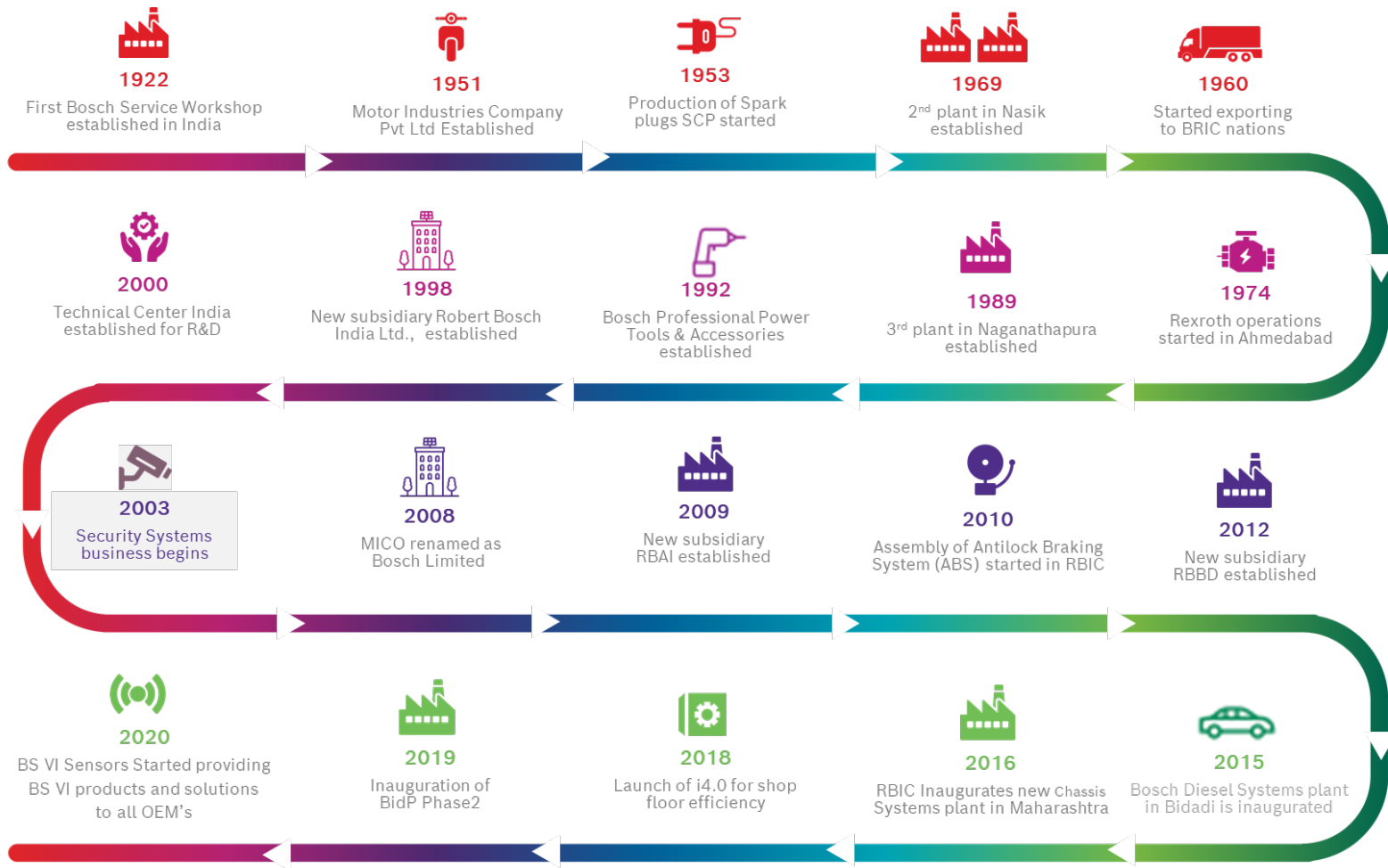
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\*Data for 2019



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## Bosch closer to 100 years in India



**P** Personalized & User Experience  
User-centered mobility for people and goods

**A** Automated  
Assisted & automated vehicle operations

**C** Connected Systems  
steering, braking, powertrain, E/E, V2X, ...

**E** Electrified  
BEV, H2, actuators, thermal systems, energy supply

# THANK YOU