



BOSCH

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Listing Department
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Exchange Plaza, C-1, Block G
Bandra-Kurla Complex
Bandra (E)
Mumbai – 400 051
Scrip code: BOSCHLTD

09.11.2023

Dear Sir/Madam,

Sub: Presentation made at Investor Concall for Q2 FY 2023-24

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 October 17, 2023, intimating schedule of Investor Concall for Q2 FY 2023-24 convened on November 9, 2023, between 1630 hrs to 1730 hrs, please find attached Presentation made thereat.

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 September 2023

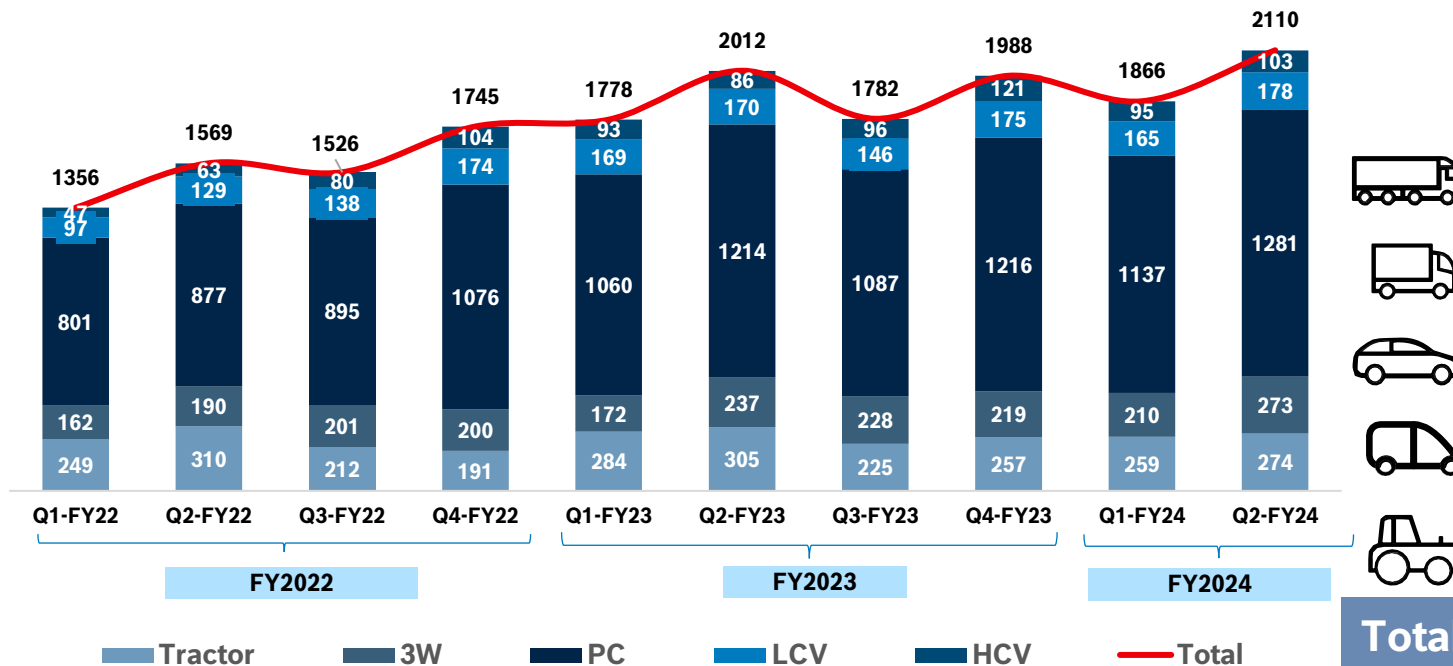
9th November 2023 | Bengaluru



Bosch Ltd || Investor Con-call Q2 FY23-24

Production

Volumes in '000s

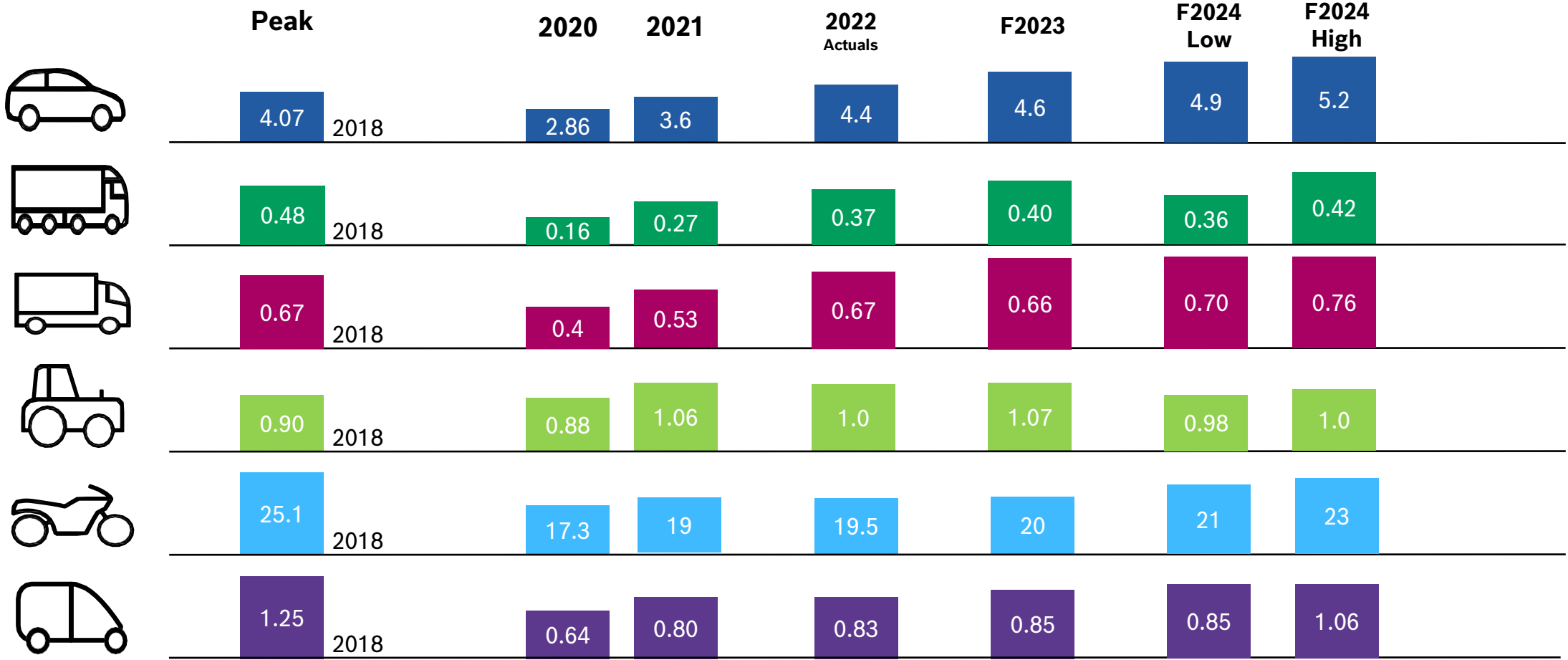


FY2023-24 Q2		FY2023-24 YTD Q1-Q2		
Volumes	%Change w. Q2-FY23	%Change w. Q1-FY24	Volumes	%Change w. Q1-Q2 FY24
103	+19%	+9%	198	+10%
178	+5%	+8%	343	+1%
1281	+6%	+13%	2419	+6%
273	+16%	+30%	483	+19%
274	-10%	+6%	533	-10%
Total	+5%	+13%	3976	+5%
5622	-1%	+13%	10588	+1%

Q2FY24 was a mixed bag as PC and CV continued its growth trajectory YoY while 2W and tractors declined. Going forward festive season to see healthy volume growth; exports recovering

Bosch Ltd || Investor Con-call Q2 FY23-24

Automotive Market Prognosis | Production Outlook



Unit of Measure in Mio vehicles

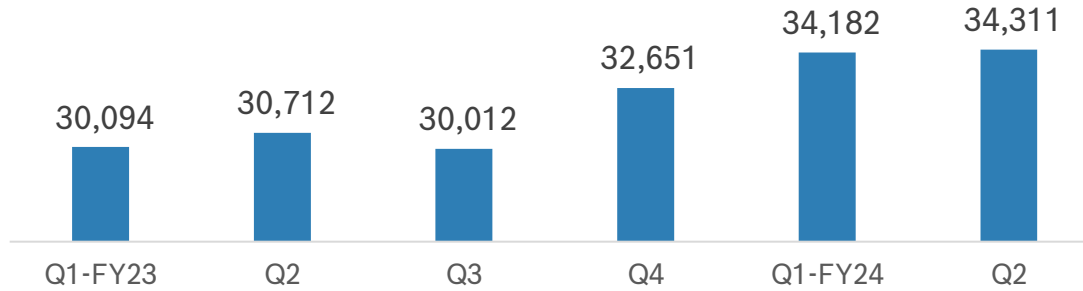
2023 forecast subject to change post actual release

Bosch Ltd || Investor Con-call Q2 FY23-24

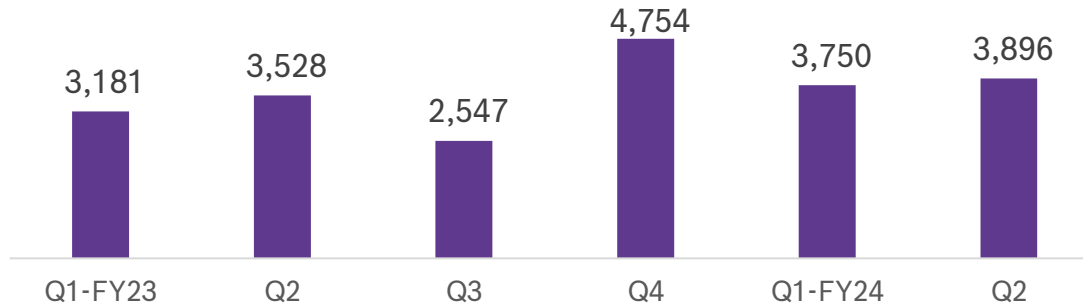
Sector Wise Sales Sep 2023 Q on Q

Figs. in MINR

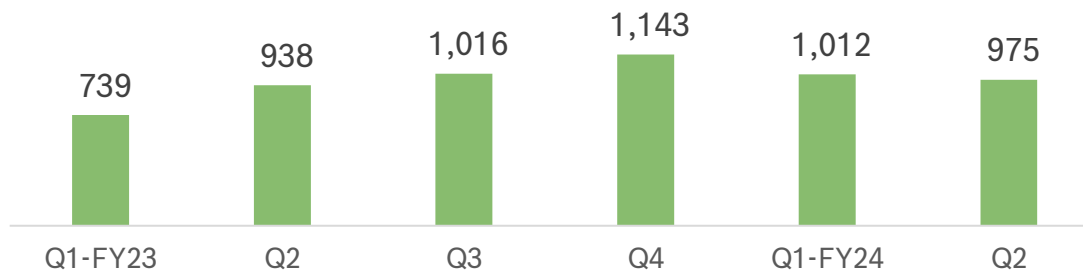
Mobility Solutions (BBM)



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 11.7% in Q2 FY 2023-24 vs Q2 FY 2022-23 majorly on account of increased market demand for HCV & Passenger Cars and increased content per vehicle.

- Growth in Powertrain Solutions by 12.3%
- Automotive Aftermarket has grown by 10.2%
- Sales to 2-Wheeler segment have increased by 18.6%

Beyond Mobility Solutions business

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

Beyond mobility business has grown by 9.9% in Q2 FY 2023-24 vs Q2 FY 2022-23 majorly on account of increased market demand for blue tools and execution of higher number of orders for installation of security systems.

- Consumer goods segment grew by 10.4%
- Building Technologies business has grown by 3.9%

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 Q2 FY23-24

Profitability Statement - Jul-Sep 2023 vs Jul-Sep 2022

FIGURES IN MILLION INR

	Jul-Sept 23		July-Sept 22		Growth over PY %
	Amount	%	Amount	%	
Net Sales	39,373	95.3	35,318	96.5	11.5
Income from Services	898	2.2	648	1.8	38.6
Net Sales and Income from Operations	40,271	97.5	35,966	98.2	12.0
Other Operating Income	1,030	2.5	650	1.8	58.5
Total Income from Operations	41,301	100.0	36,616	100.0	12.8
Material Consumed	27,584	66.8	23,773	64.9	16.0
Personnel Cost	3,355	8.1	2,751	7.5	21.9
Other Expenses	5,449	13.2	5,781	15.8	(5.8)
Depreciation	1,013	2.5	919	2.5	10.3
Total Operating Expenses	37,401	90.6	33,224	90.7	12.6
Operating Profit	3,900	9.4	3,392	9.3	15.0
Other Income	1,542	3.7	1,497	4.1	3.0
Finance Cost	(122)	(0.3)	(19)	(0.1)	537.6
Profit before Exceptional Items	5,320	12.9	4,870	13.3	9.3
Exceptional Items	7,850	19.0	-	-	-
Profit before Tax	13,170	31.9	4,870	13.3	170.4
Total Tax Expense (% of PBT)	3,181	24.2	1,146	23.5	177.7
Profit after Tax	9,989	24.2	3,724	10.2	168.2

Growth in Total income from operations by +12.8% over same quarter of previous year

Material Cost

- Material cost as a percentage of net sales has increased due to adverse mix impact and forex impact

Personnel Cost

- Personnel cost as a percentage of revenue from operations has increased mainly on account of annual salary increases and one-time credits in Jul-Sept 2022

Other expenses

- Increase in mainly on account of lower spending on new businesses and lower one-time technical access fee in current quarter for localisation of ECUs and common rail injectors (CRIN)

Depreciation

- Increase in depreciation in current quarter is majorly on account of higher additions in current quarter mainly in Building and Plant & machinery asset block

Other Income

- Increase is due to additional interest income in the current quarter

Bosch Ltd. | Key Updates on H2

Key Updates on H2



- **Platform Activity:** Engine Calibration activities to meet BS6 Stage 2 initiated.
- **Customer Activity:** RBIN engine dyno facility being utilized for testing and development for customers.
- **Demo Truck:** H2-E Demo truck fitted with new turbocharger with significant increase in low-end performance.
- **Trials** initiated on **Bangalore roads** and at **TAAL airstrip** with all safety protocols followed post permission from MoRTH.

Test Drive at TAAL airstrip

Bosch Ltd. | CSR

Key Highlights



- Project initiated with **Smile Foundation** - 3 Mobile Medical Units start pre-operational work at Jaipur, Nashik and Chennai
- Cataract Surgery project initiated at 10 locations



- **TATA Steel Foundation** – Social Immersion program for Bosch CSR Steering Committee members and Bosch India Foundation Trustees



- **Sheshagirihalli Lake Rejuvenation completed** – 35 Acres of Lake at BidP
- **10,000 trees planted** in collaboration with CRPF(Central Reserve Police Force -Rajasthan Sector)



- **12 Learning Centers in 3 states for 300 out-of-school girls** initiated in association with IIMPACT

Qtr. 2

- 2750+ volunteering hours
- 40 Activities



Smile Foundation



Sheshagirihalli Lake



Tata Steel
Foundation visit



THANK YOU

