



**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

November 08, 2022

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 Analyst /Investor 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 November 02, 2022 intimating schedule of Investor Meet convened on November 08, 2022, please find attached Presentation made thereat. The presentation is now available on the Company's website and can be accessed at [https://www.bosch.in/media/our\\_company/shareholder\\_information/2022/q2\\_fy22-23\\_investor\\_presentation.pdf](https://www.bosch.in/media/our_company/shareholder_information/2022/q2_fy22-23_investor_presentation.pdf)

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

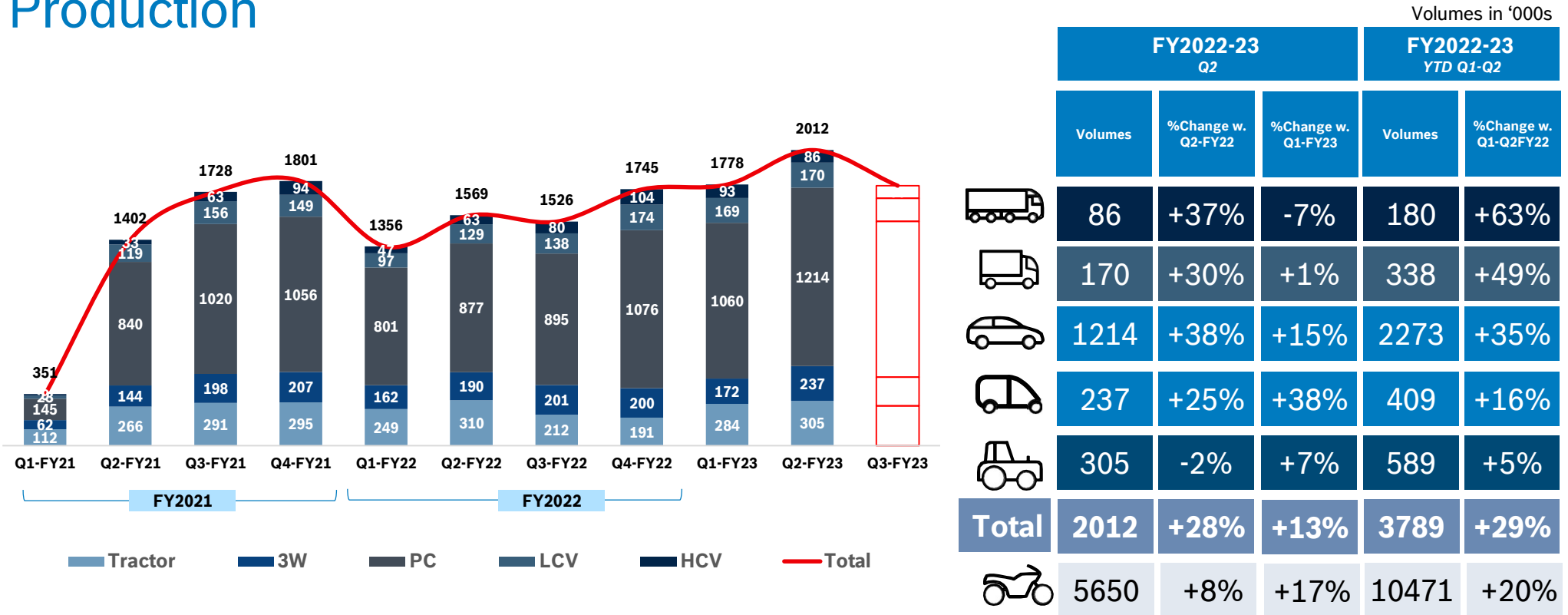
## Quarterly Results September 2022

08<sup>th</sup> Nov, 2022 | Bengaluru



# Bosch Ltd || Investor Con-call Q2 FY22-23

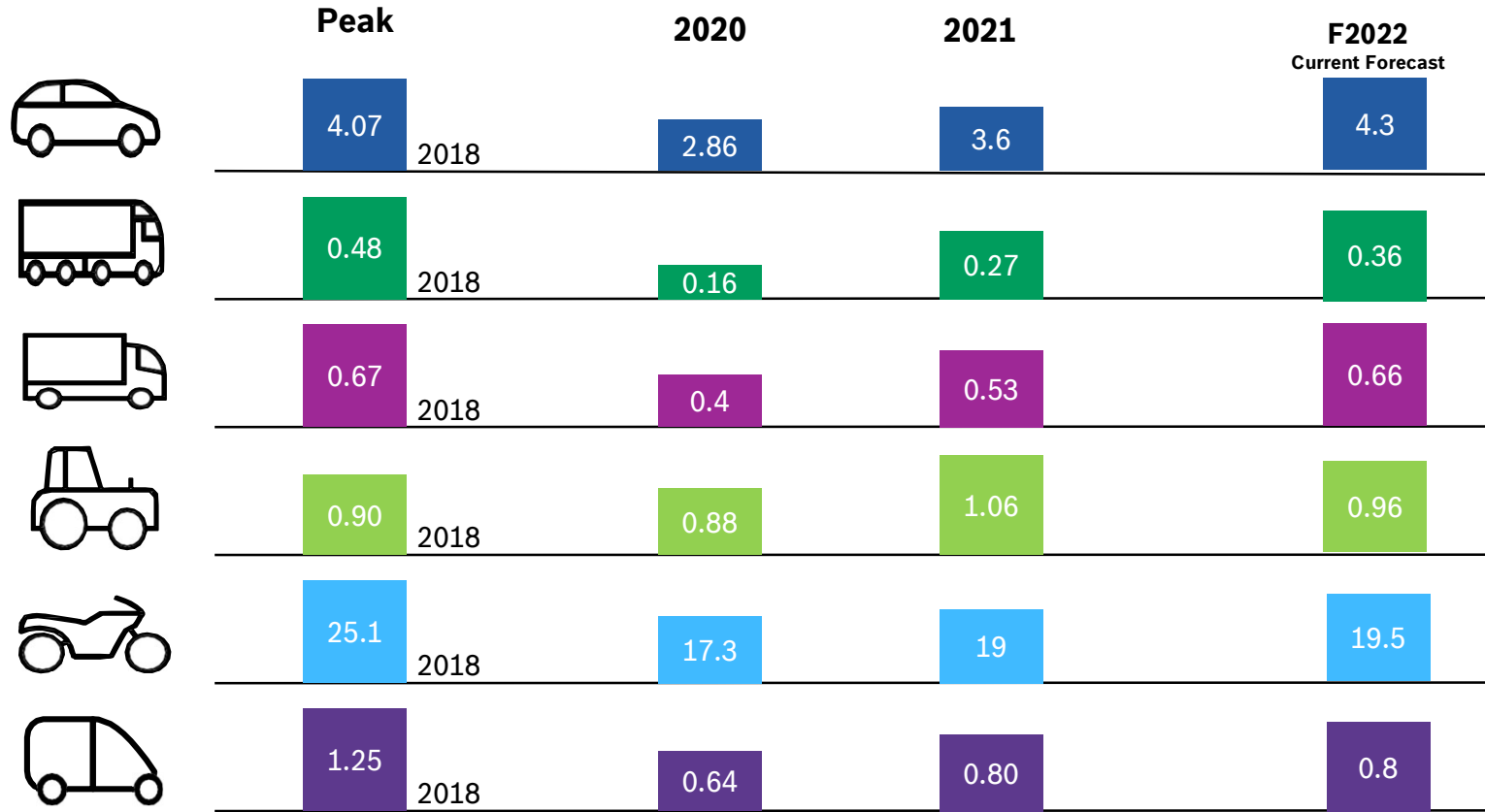
## Production



**Production Volumes In Q2FY23 Recovered Across Segments On A Low Base Of Q2FY22, Aided By Inventory Filling For Festive Season And Improvement In Semiconductor Supplies**

# Bosch Ltd | Board Meeting

## Automotive market prognosis | Production outlook



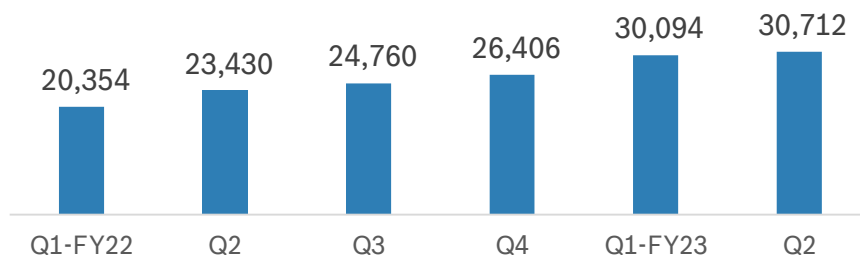
Unit of Measure in Mio vehicles

# Bosch Ltd || Investor Con-call Q2 FY22-23

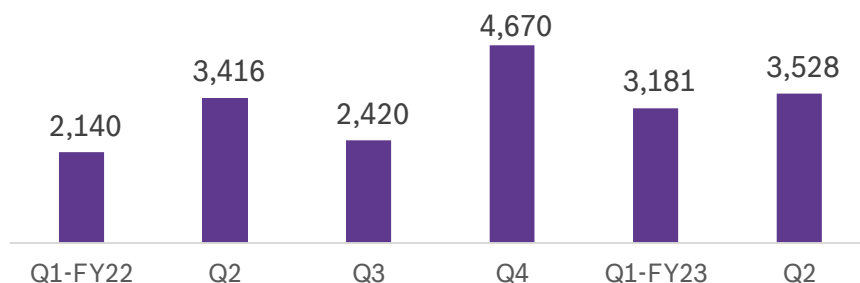
## Sector Wise Sales Sep 2022 Q on Q

Figs. in MINR

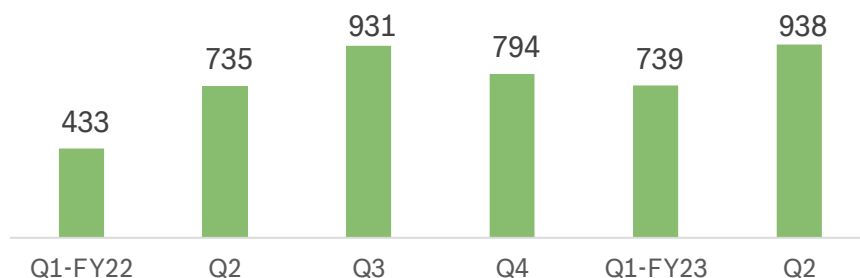
Mobility Solutions (BBM)



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 31.1% in Q2 FY 2022-23 vs Q2 FY 2021-22
- Growth driven by increase in sales of PS products +39.6% mainly due to a low base in Jul-Sept 2021
- AA has grown marginally (+5.0%)
- 2WP sales increased by 20.8% as the impact of semiconductor supply was lower in current quarter as compared to Q2 FY 2021-22

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

- Consumer goods segment increased by 3.3%

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

- Growth of 27.6% 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 Q2 FY22-23

## Profitability Statement - July to Sep 2022 vs July to Sep 2021

FIGURES IN MILLION INR

	Jul-Sept 22		July-Sept 21		Growth over PY %
	Amount	%	Amount	%	
Net Sales	35,318	96.5	27,715	95.0	27.4
Income from Services	648	1.8	766	2.6	(15.5)
<b>Net Sales and Income from Operations</b>	<b>35,966</b>	<b>98.2</b>	<b>28,481</b>	<b>97.6</b>	<b>26.3</b>
Other Operating Income	650	1.8	699	2.4	(7.0)
<b>Total Income from Operations</b>	<b>36,616</b>	<b>100.0</b>	<b>29,180</b>	<b>100.0</b>	<b>25.5</b>
Material Consumed	23,773	64.9	18,320	62.8	29.8
Personnel Cost	2,751	7.5	2,528	8.7	8.8
Other Expenses	5,781	15.8	4,757	16.3	21.5
Depreciation	919	2.5	829	2.8	10.9
<b>Total Operating Expenses</b>	<b>33,224</b>	<b>90.7</b>	<b>26,433</b>	<b>90.6</b>	<b>25.7</b>
<b>Operating Profit</b>	<b>3,392</b>	<b>9.3</b>	<b>2,747</b>	<b>9.4</b>	<b>23.5</b>
Other Income	1,497	4.1	1,243	4.3	20.4
Finance Cost	(19)	(0.1)	(15)	(0.1)	25.6
<b>Profit before Exceptional Items</b>	<b>4,870</b>	<b>13.3</b>	<b>3,975</b>	<b>13.6</b>	<b>22.5</b>
Exceptional Items	0	-	0	-	-
<b>Profit before Tax</b>	<b>4,870</b>	<b>13.3</b>	<b>3,975</b>	<b>13.6</b>	<b>22.5</b>
Total Tax Expense (% of PBT)	1,146	23.5	255	6.4	348.4
<b>Profit after Tax</b>	<b>3,724</b>	<b>10.2</b>	<b>3,720</b>	<b>12.7</b>	<b>0.1</b>

**Growth in Total income from operations by +25.5% over same quarter of previous year**

### Material Cost

- Change is on account of by increase in sales, change in product mix and increase in raw material prices.

### Personnel Cost

- Jul-Sept 2021 was impacted by reversal of employee related medical provisions. Hence, previous quarter expense was on the lower side.

### Other expenses

- Increase in expenses is in line with higher sales.

### Depreciation

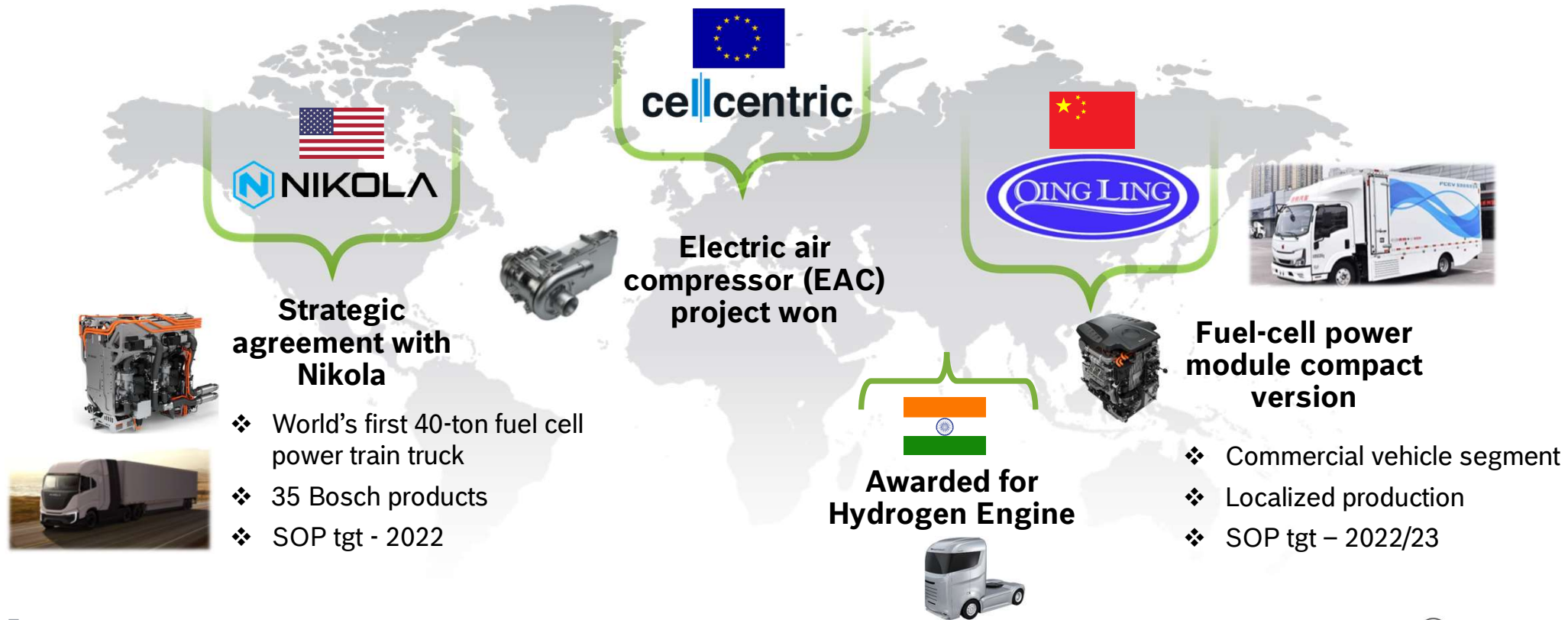
- Increase is on account of capitalization of Aduodi Spark.NXT campus.

### Other Income

- Increase income is mainly on account of higher income from fixed deposits and interest on Income tax refund.

# Bosch Hydrogen Acquisitions

## Successful market entry with Bosch portfolio





# ESG Ratings 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**

ESG Risk Rating **CORE** ?

**12.8** **Low Risk**



**Ranking**

Industry Group (1st = lowest risk)

**Auto Components** **11** out of 208

Universe

**Global Universe** **734** out of 14794

- Sustainalytics (global ESG ratings agency) has again rated Bosch Limited
- Our scores have improved from 13.2 in 2021 to 12.8 in 2022 (Lower the better)
- Bosch Limited ranks:
  - 11 out of 208 within auto components and
  - 734 out of 14794 within the global universe

Bosch On the way to a

# **NEW ERA OF MOBILITY**

Thank you..!