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# BOSCH LTD. INVESTOR PRESENTATION

## Quarterly Results September 2023

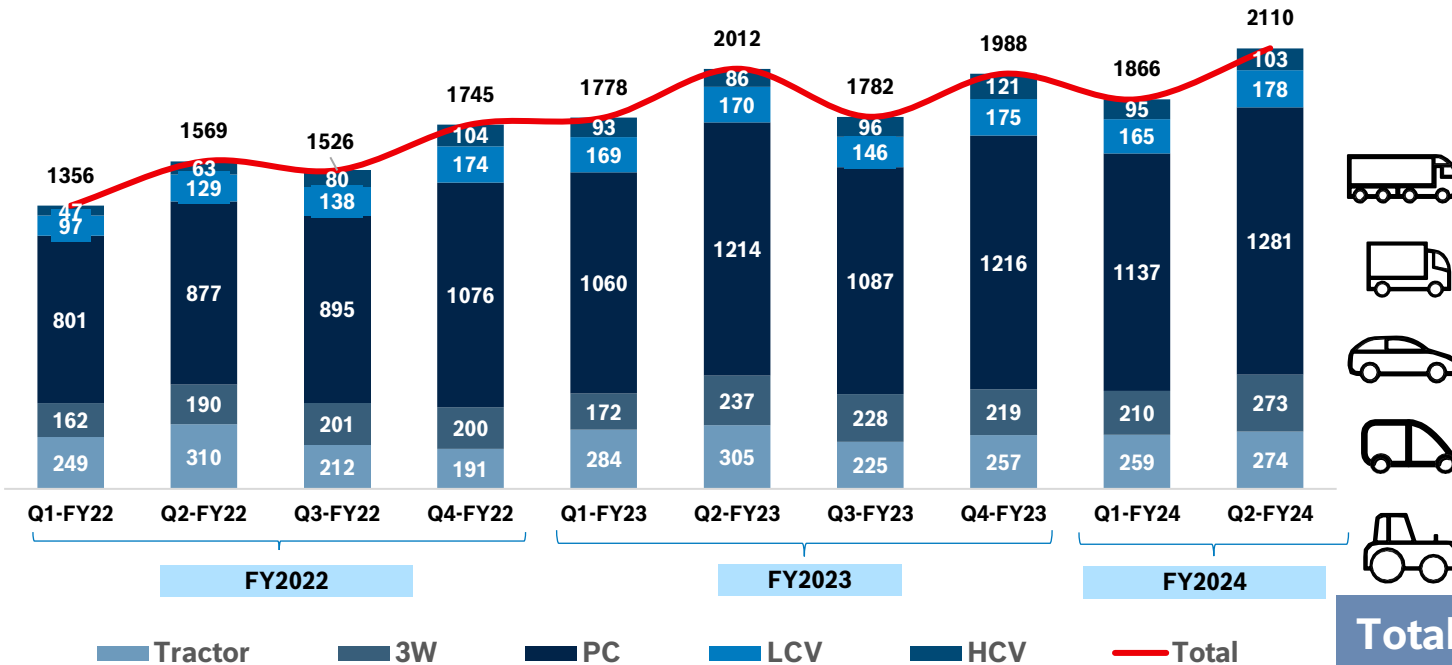
9th November 2023 | Bengaluru



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

## Production

Volumes in '000s

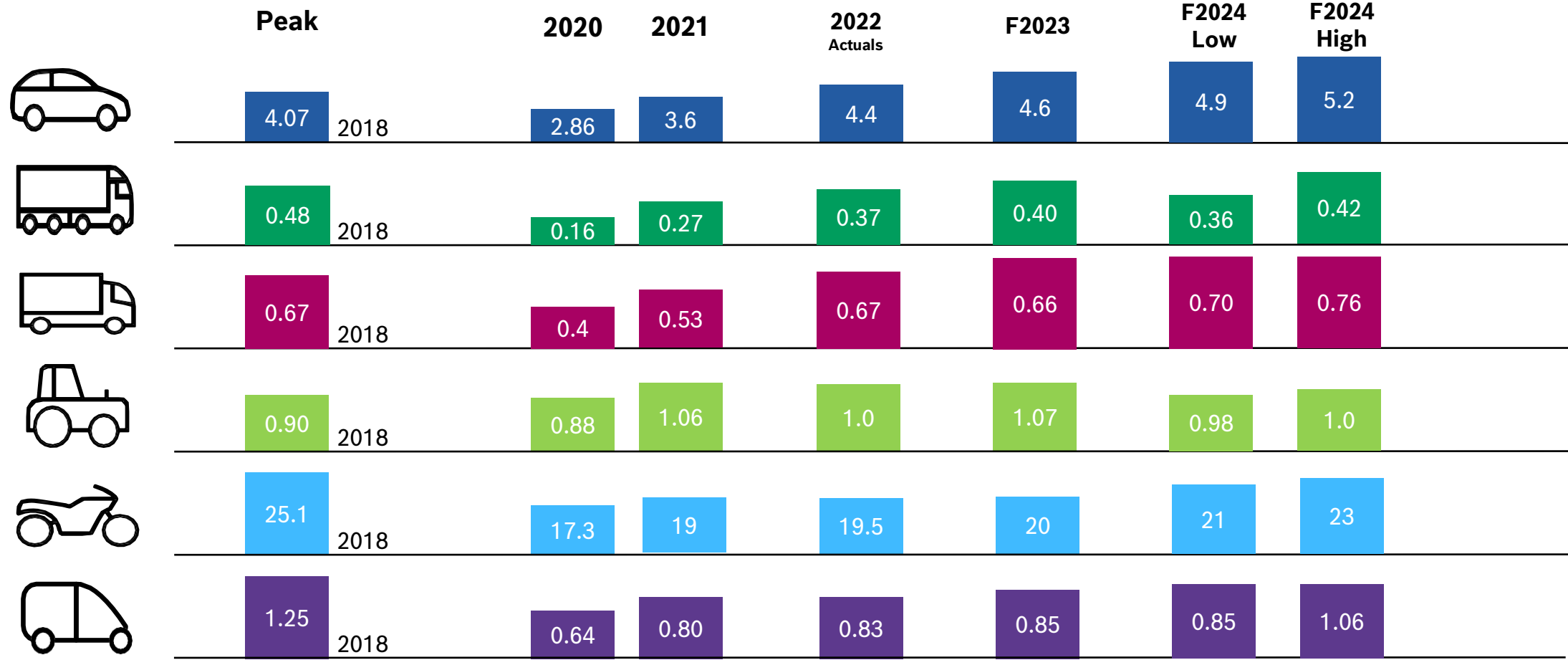


		FY2023-24 Q2		FY2023-24 YTD Q1-Q2		
		Volumes	%Change w. Q2-FY23	%Change w. Q1-FY24	Volumes	%Change w. Q1-Q2 FY24
		103	+19%	+9%	198	+10%
		178	+5%	+8%	343	+1%
		1281	+6%	+13%	2419	+6%
		273	+16%	+30%	483	+19%
		274	-10%	+6%	533	-10%
<b>Total</b>		<b>2110</b>	<b>+5%</b>	<b>+13%</b>	<b>3976</b>	<b>+5%</b>
		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

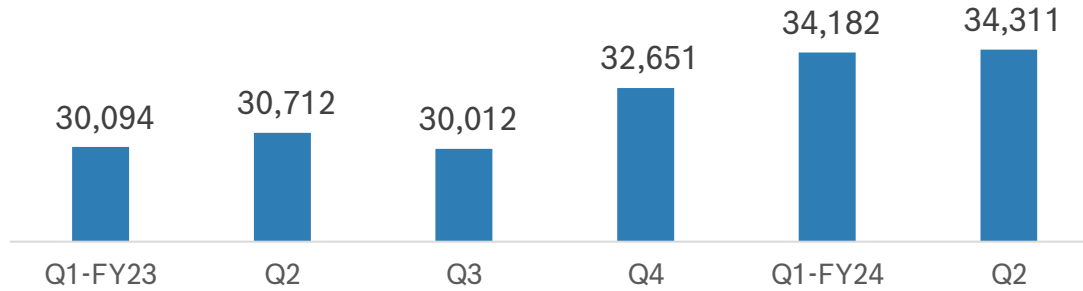
2023 forecast subject to change post actual release

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

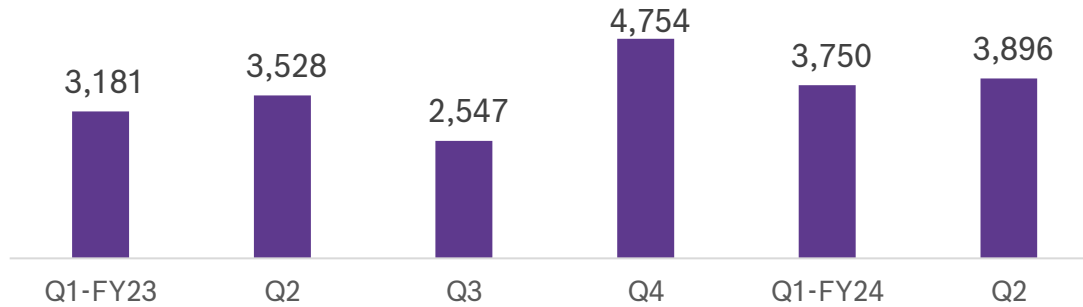
## Sector Wise Sales Sep 2023 Q on Q

Figs. in MINR

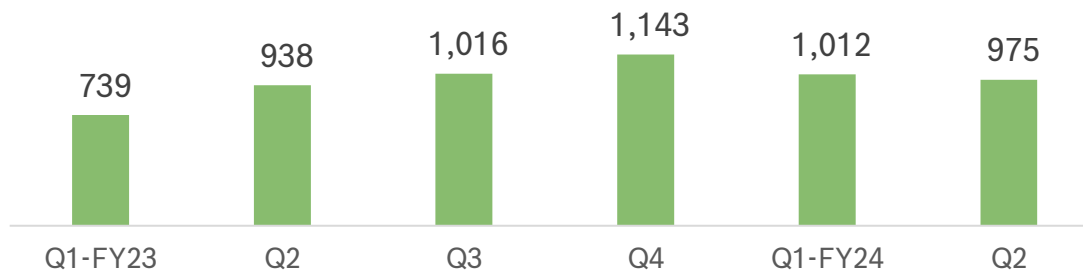
### Mobility Solutions (BBM)



### 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
<b>Net Sales and Income from Operations</b>	<b>40,271</b>	<b>97.5</b>	<b>35,966</b>	<b>98.2</b>	<b>12.0</b>
Other Operating Income	1,030	2.5	650	1.8	58.5
<b>Total Income from Operations</b>	<b>41,301</b>	<b>100.0</b>	<b>36,616</b>	<b>100.0</b>	<b>12.8</b>
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
<b>Total Operating Expenses</b>	<b>37,401</b>	<b>90.6</b>	<b>33,224</b>	<b>90.7</b>	<b>12.6</b>
<b>Operating Profit</b>	<b>3,900</b>	<b>9.4</b>	<b>3,392</b>	<b>9.3</b>	<b>15.0</b>
Other Income	1,542	3.7	1,497	4.1	3.0
Finance Cost	(122)	(0.3)	(19)	(0.1)	537.6
<b>Profit before Exceptional Items</b>	<b>5,320</b>	<b>12.9</b>	<b>4,870</b>	<b>13.3</b>	<b>9.3</b>
Exceptional Items	7,850	19.0	-	-	-
<b>Profit before Tax</b>	<b>13,170</b>	<b>31.9</b>	<b>4,870</b>	<b>13.3</b>	<b>170.4</b>
Total Tax Expense (% of PBT)	3,181	24.2	1,146	23.5	177.7
<b>Profit after Tax</b>	<b>9,989</b>	<b>24.2</b>	<b>3,724</b>	<b>10.2</b>	<b>168.2</b>

**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

