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BOSCH LTD. INVESTOR PRESENTATION

Quarterly Results December 2022

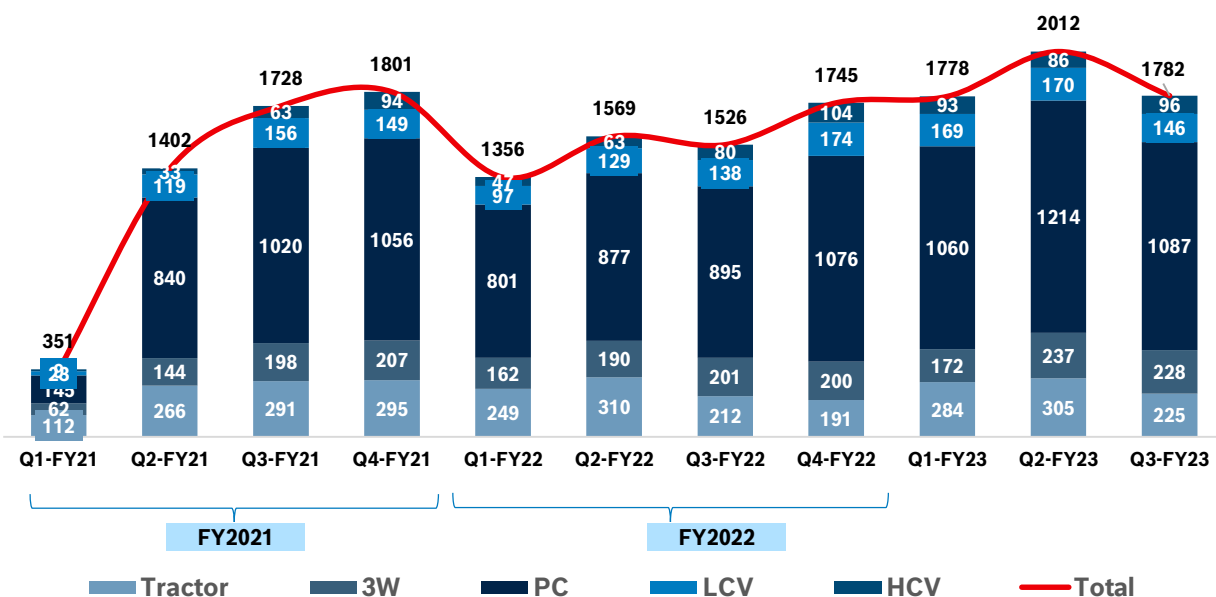
14th Feb, 2023 | Bengaluru



Bosch Ltd || Investor Con-call Q3 FY22-23

Production

Volumes in '000s

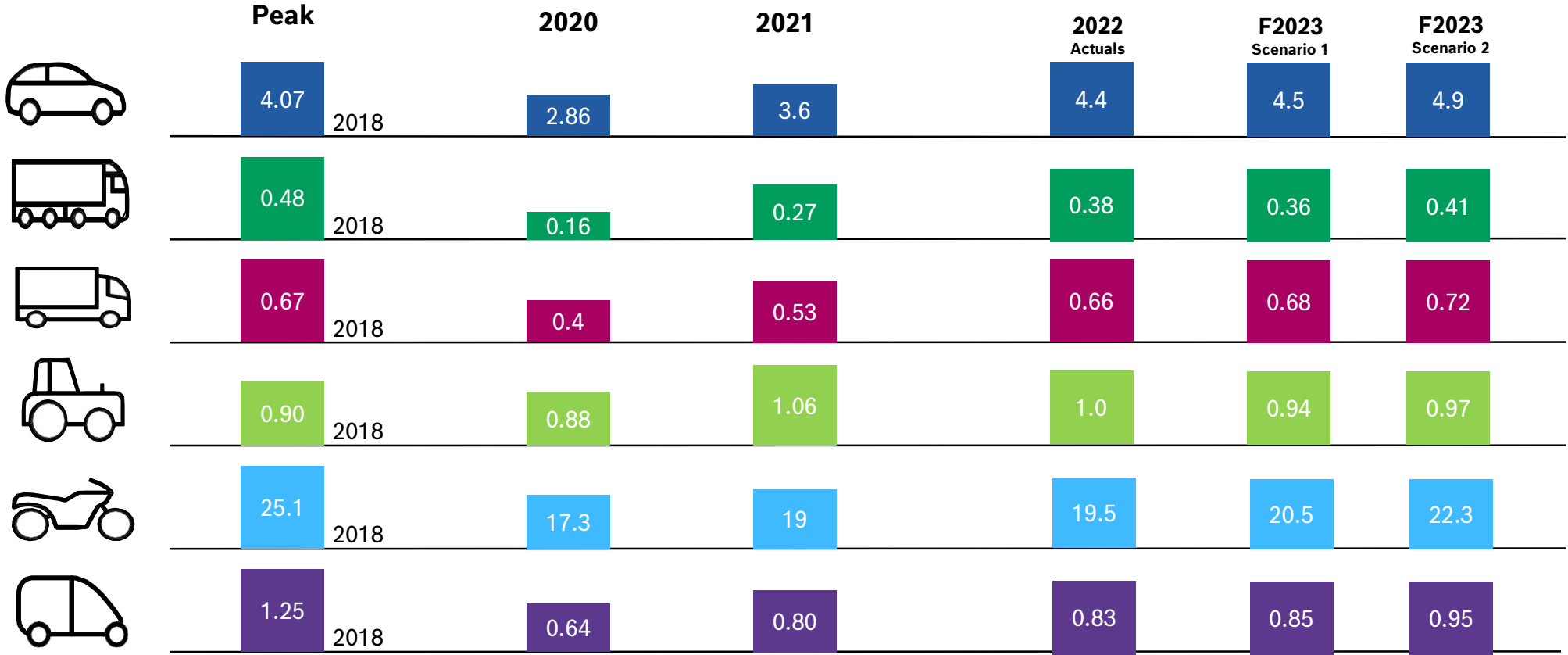


	FY2022-23 Q3		FY2022-23 YTD Q1-Q3		
	Volumes	%Change w. Q3-FY22	%Change w. Q2-FY23	Volumes	%Change w. Q1-Q3FY22
	96	+20%	+11%	276	+45%
	146	+5%	-14%	484	+32%
	1087	+21%	-10%	3360	+31%
	228	+14%	-4%	637	+15%
	225	+6%	-26%	814	+6%
Total	1782	+17%	-11%	5571	+25%
	4605	+1%	-18%	15076	+14%

Production Volumes In Q3FY23 Grew YoY Basis While Declined QoQ Basis Except For HCVs

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Automotive market prognosis | Production outlook



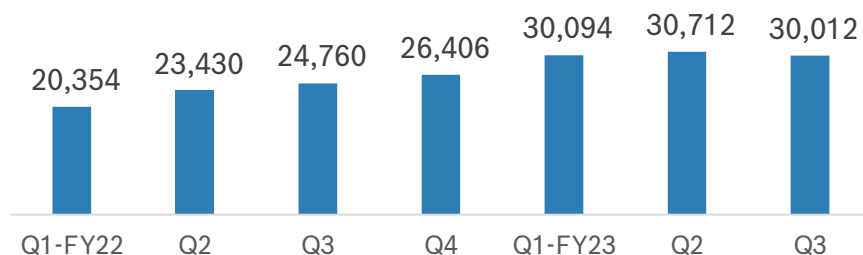
Unit of Measure in Mio vehicles

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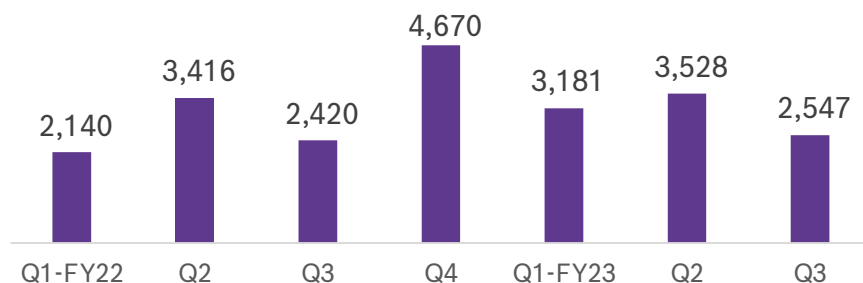
Sector Wise Sales Dec 2022 Q on Q

Figs. in MINR

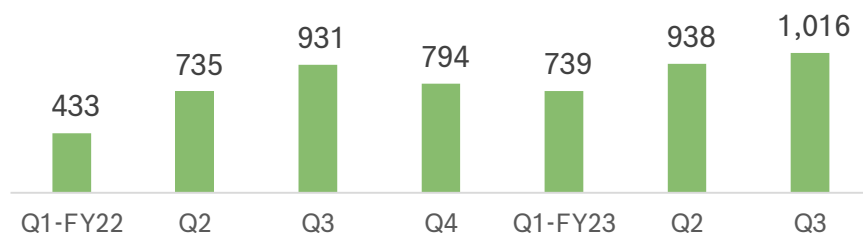
Mobility Solutions (BBM)



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 21.2% in Q3 FY 2022-23 vs Q3 FY 2021-22
- Growth driven by increase in sales of Power train Solutions +31.1% mainly due to improved market demand and positive consumer sentiment
- AA has marginally de-grown by 2.7%
- 2WP sales increased by 31.7% due to significant improvement in semi-conductor supplies in current quarter

Consumer goods comprises of Power Tools (PT)

- Consumer goods segment increased by 5.2% due to higher sales in accessories business

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

- Growth of 9.1% 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.



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Profitability Statement - Oct to Dec 2022 vs Oct to Dec 2021

FIGURES IN MILLION INR

	Oct-Dec 22		Oct-Dec 21		over PY
	Amount	%	Amount	%	%
Net Sales	33,797	92.3	28,438	91.5	18.8
Income from Services	1,701	4.6	2,028	6.5	(16.1)
Net Sales and Income from Operations	35,498	97.0	30,466	98.0	16.5
Other Operating Income	1,101	3.0	625	2.0	76.2
Total Income from Operations	36,599	100.0	31,091	100.0	17.7
Material Consumed	21,947	60.0	18,890	60.8	16.2
Personnel Cost	2,725	7.4	2,927	9.4	(6.9)
Other Expenses	7,890	21.6	5,700	18.3	38.4
Depreciation	1,083	3.0	851	2.7	27.3
Total Operating Expenses	33,645	91.9	28,368	91.2	18.6
Operating Profit	2,954	8.1	2,723	8.8	8.5
Other Income	1,312	3.6	804	2.6	63.3
Finance Cost	(20)	(0.1)	(169)	(0.5)	(88.0)
Profit before Exceptional Items	4,246	11.6	3,358	10.8	26.5
Exceptional Items	0	-	0	-	-
Profit before Tax	4,246	11.6	3,358	10.8	26.5
Total Tax Expense (% of PBT)	1,057	24.9	1,009	30.1	4.8
Profit after Tax	3,189	8.7	2,349	7.6	35.8

Growth in Total income from operations by +17.7% over same quarter of previous year

Material Cost

- Material cost as a percentage of total income from operations was on similar lines as compared to Oct-Dec 2021 due to actualization of 2022 year end closing inventory

Personnel Cost

- Oct-Dec 2021 comprised of certain employee related medical and welfare provisions, which were no longer required

Other expenses

- Increase in expenses is on account of certain one-time impacts (like foreign exchange loss, new business expenditure, etc.) and completion of R&D projects in Oct-Dec 2022

Depreciation

- Increase is on account of capitalization of Adegodi Spark.NXT campus in Jul-Sept 2022

Other Income

- Increased income is mainly on account of higher mark-to-market gain on mutual funds and higher FD int. income as compared to Oct-Dec 2021

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Automotive Aftermarket Update

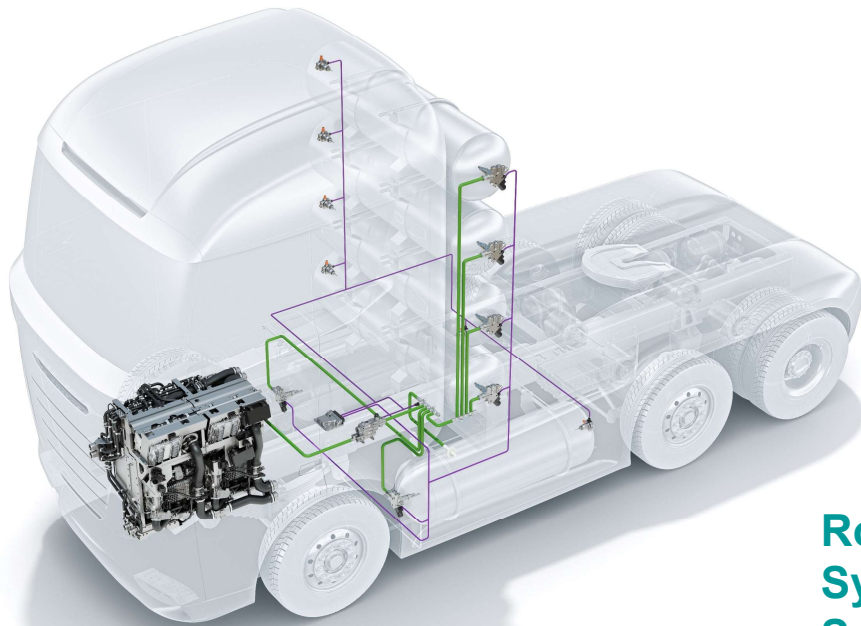
- From last 2Yrs, AA has embarked on a demand generation strategy called Zing+ which plans to increase distribution network through increased focus on Secondary, Tertiary customers
 - Highest ever TNS in 2022 with high EBIT
 - Industry benchmark on net working capital management at 23 days
 - Ramp up of Bosch Car Service network to 500 locations , 4th largest Car Service Network
 - Launch of “Bosch 2W service concept ”: Centre of competence globally for 2W workshops
 - 30% growth in Exports. Achieve growth by expanding untapped market and product range in Sri Lanka, Bangladesh and Nepal
- Aiming for strong double digit market share by 2024



Bosch Ltd || Investor Con-call Q3 FY22-23

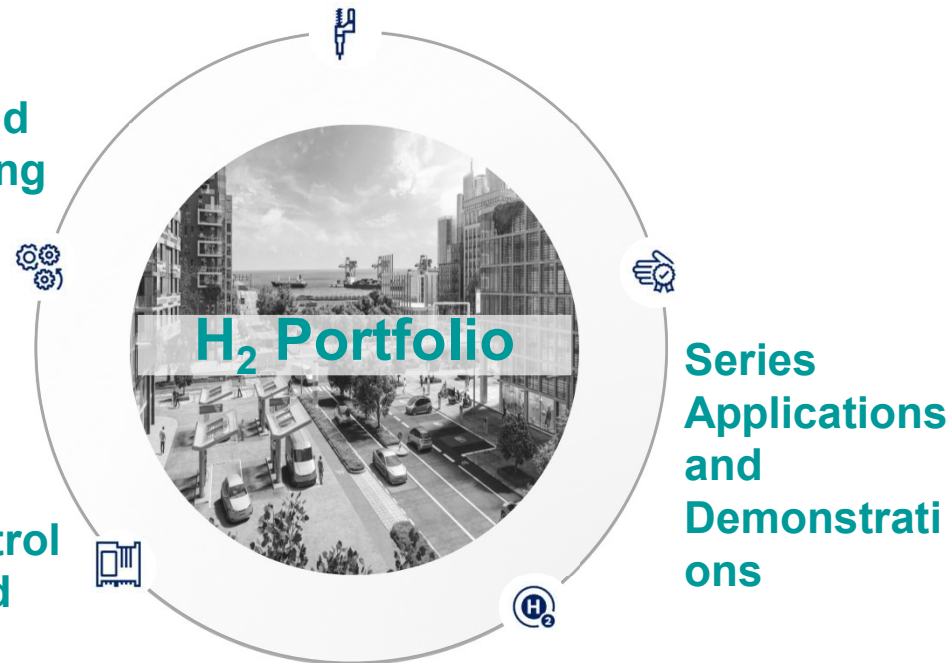
Hydrogen based Powertrain Solutions by Bosch

Complete H₂-Engine System, Fuel Cell Electric System and Tank System



End-to-End Engineering Services

Robust Control Systems and Software



State-of-the art H₂-E and FCEV Testing Infrastructure



BOSCH

Invented for life



IT'S A HAT-TRICK!

**RBIN is now certified as a GREAT
PLACE TO WORK for the 3rd time
in a row!**



THANK YOU