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BOSCH LIMITED INVESTOR PRESENTATION

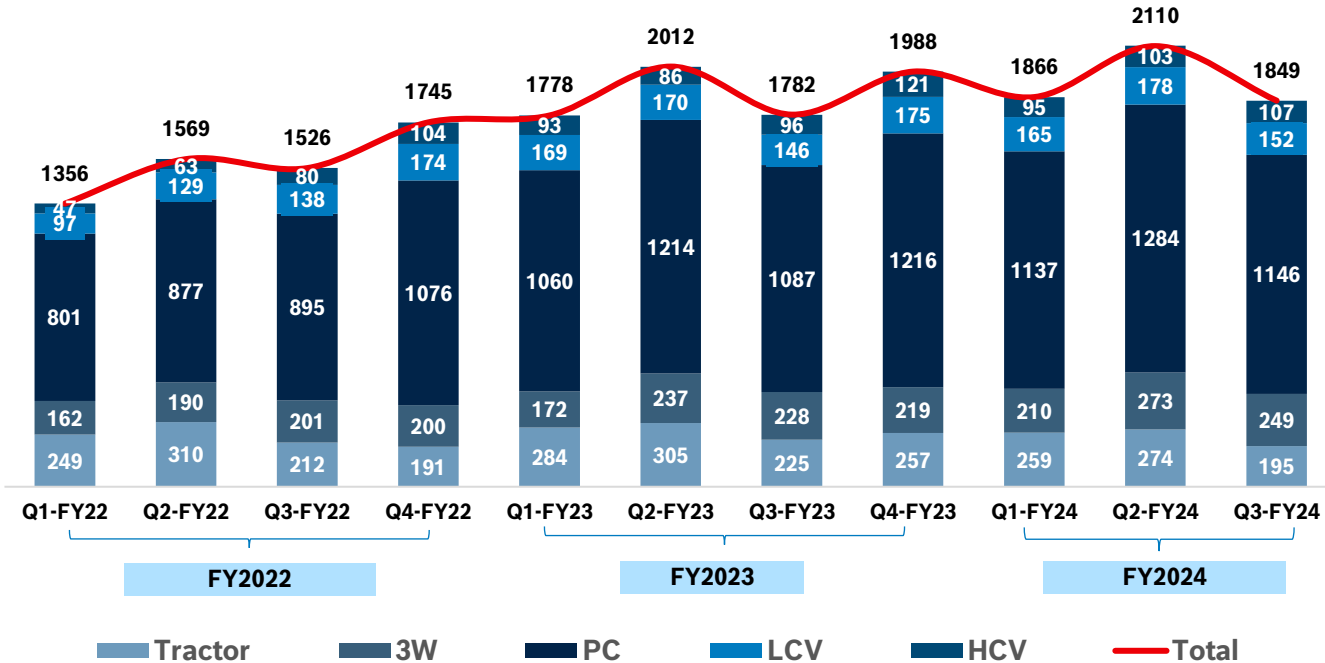
Quarterly Results December 2023

February 13, 2024 | Bengaluru

Bosch Ltd | Investor Con-call Q3 FY23-24

Production

Volumes in '000s

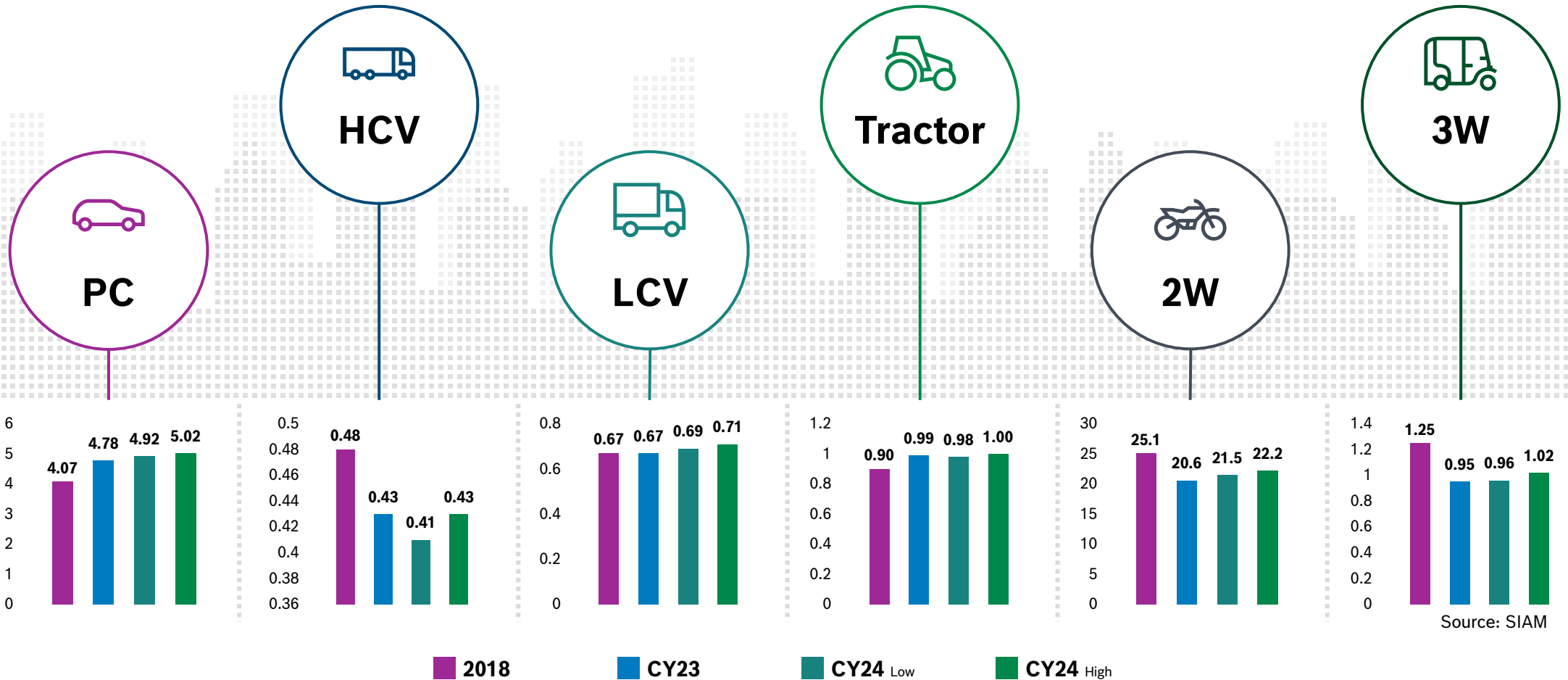


	FY2023-24 Q3		FY2023-24 YTD Q1-Q3		
	Volumes	%Change w. Q3-FY22-23	%Change w. Q2-FY23-24	Volumes	%Change w. Q1-Q3 FY22-23
	107	+11%	+3%	305	+10%
	152	+5%	-14%	496	+2%
	1146	+5%	-11%	3568	+6%
	249	+10%	-9%	732	+16%
	195	-13%	-29%	729	-10%
Total	1849	+4%	-12%	5829	+5%
	5560	+19%	-1%	16148	+6%

Q3FY24 witnessed healthy demand across the segments, as overall volumes (except 2W) grew by +4% YoY. The 2W segment stood out with an impressive +19% YoY growth, while tractors saw a decline of -13% YoY. Sequentially quarterly volumes dipped across segments due to increased production in Q2FY24 for festive season demand, post which demand saw seasonal softness.

Bosch Ltd | Investor Con-call Q3 FY23-24

Automotive Market Prognosis | Production Outlook



Source: SIAM

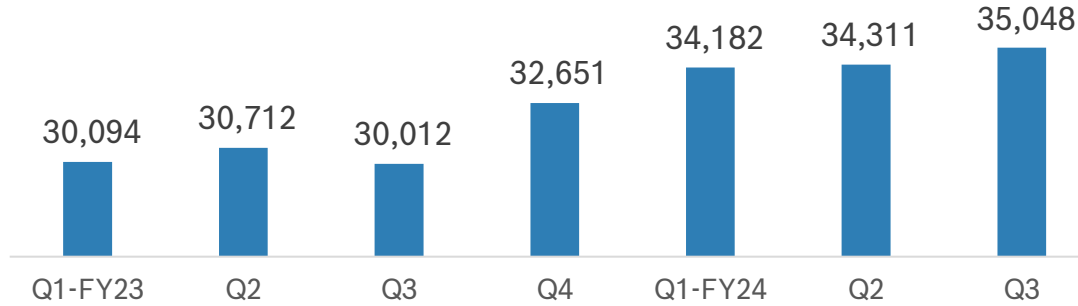
Unit of Measure in Mio vehicles

2024 forecast subject to change post actual release

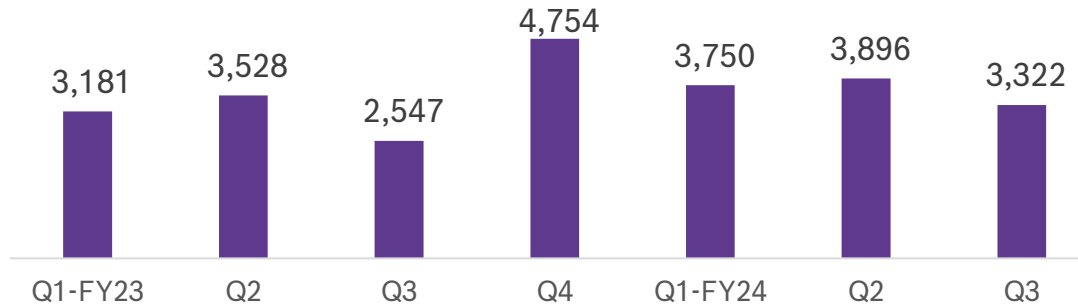
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Sector Wise Sales Dec 2023 Q on Q

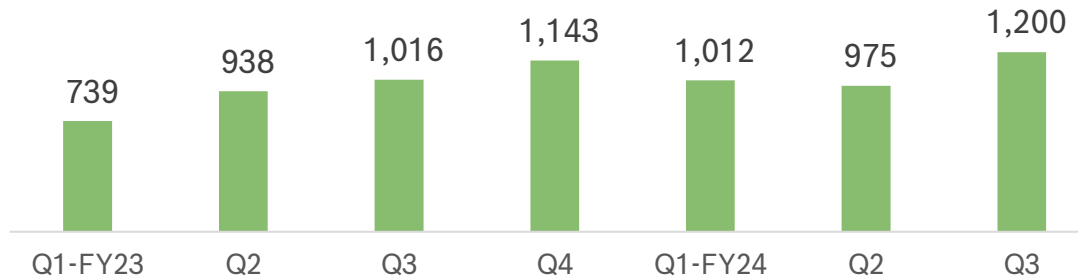
Mobility Solutions (BBM)



Consumer Goods (BBG)



Energy & Building Technology (BBE)



(Figs. in mINR)

Mobility Solutions business

[Powertrain Solutions (PS), Automotive Aftermarket (AA) and 2-Wheeler Business (2WP)]

Mobility business has grown by 16.8% in Q3 FY 2023-24 vs Q3 FY 2022-23 majorly on account of increased market demand for Passenger Cars & HCV, where Bosch's content per vehicle is higher.

- Growth in Powertrain Solutions by 20.4%
- Automotive Aftermarket has grown by 8.6%
- Sales to 2-Wheeler segment have increased by 7.1%

Beyond Mobility Solutions business

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

Beyond mobility business has grown by 32.5% in Q3 FY 2023-24 vs Q3 FY 2022-23 majorly on account of increased market demand for blue tools & accessories and execution of higher number of orders for installation of security systems.

- Consumer goods segment grew by 30.5%
- Building Technologies business has grown by 18.1%

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-Dec 2023 vs Oct-Dec 2022

FIGURES IN MILLION INR

	Oct-Dec 23		Oct-Dec 22		over PY %	
	Amount	%	Amount	%		
Net Sales	40,066	95.3	33,797	92.3	18.5	
Income from Services	1,120	2.7	1,701	4.6	(34.2)	
Net Sales and Income from Operations	41,186	97.9	35,498	97.0	16.0	
Other Operating Income	866	2.1	1,101	3.0	(21.3)	
Total Income from Operations	42,052	100.0	36,599	100.0	14.9	
Material Consumed	26,212	62.3	21,947	60.0	19.4	
Personnel Cost	3,343	7.9	2,725	7.4	22.6	
Other Expenses	6,713	16.0	7,890	21.6	(14.9)	
Depreciation	1,173	2.8	1,083	3.0	8.3	
Total Operating Expenses	37,441	89.0	33,645	91.9	11.3	
Operating Profit	4,611	11.0	2,954	8.1	56.1	
Other Income	1,548	3.7	1,312	3.6	18.0	
Finance Cost	(39)	(0.1)	(20)	(0.1)	94.0	
Profit before Exceptional Items	6,120	14.6	4,246	11.6	44.1	
Exceptional Items	588	1.4	-	-	-	
Profit before Tax	6,708	16.0	4,246	11.6	58.0	
Total Tax Expense	(% of PBT)	1,527	22.8	1,057	24.9	44.4
Profit after Tax	5,181	12.3	3,189	8.7	62.5	

Growth in Total income from operations by +14.9% over same quarter of previous year

Material Cost

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

Personnel Cost

Personnel cost as a percentage of revenue from operations has increased mainly on account of annual salary increases

Other expenses

Decrease is mainly on account of lower spending on new businesses (on account of sale of "Project house Mobility Solutions" Business in Jul-Sept 2023)

Depreciation

Increase in depreciation in current quarter is on account of additions to Plant & machinery during the current financial year

Other Income

Increase is due to higher interest income earned on fixed deposits with banks

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Powertrain Solutions



The Company assembled and set-up its first **Fuel Cell Power Module (FCPM)** for demonstration at its Research and Development facility at Bangalore.

The demonstrator will enable the Company to capture system requirements for India, conduct functional tests and help develop local competency in fuel cells.

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Bosch Mobility India @ Bharat Mobility Global Expo Feb'2024, Delhi



Highlights

Bosch Mobility India showcased its extensive portfolio of mobility technologies, featuring cutting-edge innovations like

- Hydrogen engine (Demo truck)
- Connected vehicles with ADAS
- Two-wheeler technologies
- Solution for PC electrification
- Mobility Aftermarket
- Digital Mobility platforms

IN THE WINNER'S CIRCLE FOR THE FOURTH TIME

Delighted to share that Bosch Limited secured the Great Place to Work certification for the 4th consecutive time, marking our ongoing commitment to excellence.

Trust Index™ has observed a sustained trend over the years



Bosch Limited has been able to **maintain a positive experience for its employees.**

The organization's strengths lie in its enduring **sense of pride and effective management competence** for all, irrespective of gender.

A decorative header consisting of a series of overlapping, semi-transparent geometric shapes in a color gradient from red on the left to green on the right. The shapes are primarily triangles and trapezoids, creating a dynamic, abstract pattern.

THANK YOU