



**BOSCH**

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

01.08.2023

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 Investors.**

In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 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 June 2023

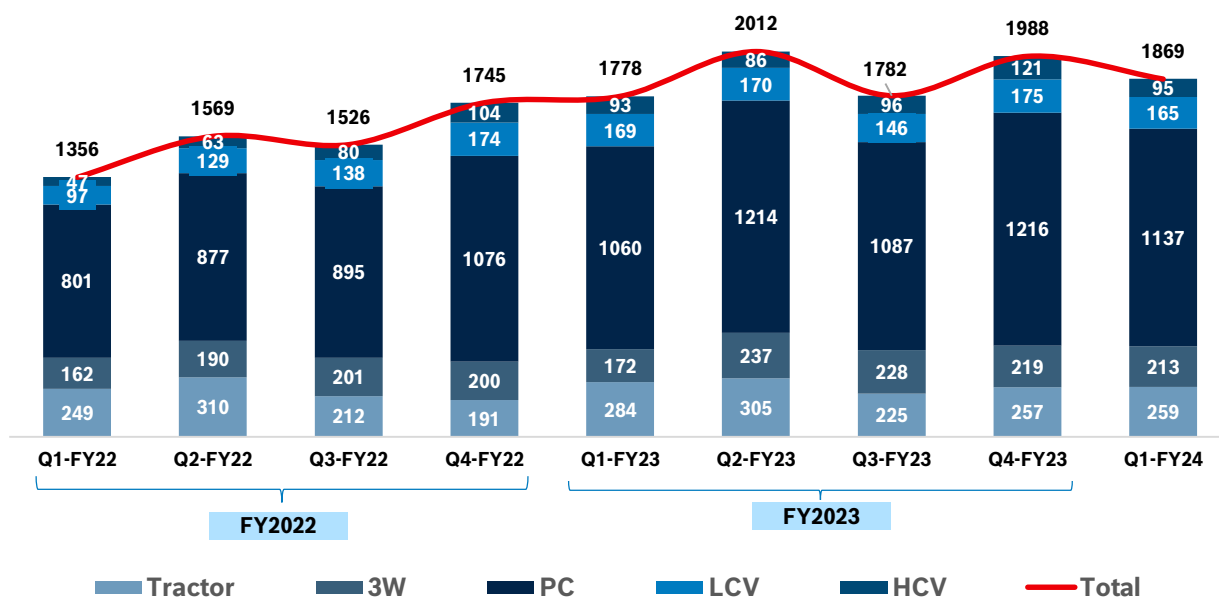
1<sup>st</sup> Aug, 2023 | Bengaluru



# Bosch Ltd || Investor Con-call Q1 FY23-24

## Production

Volumes in '000s

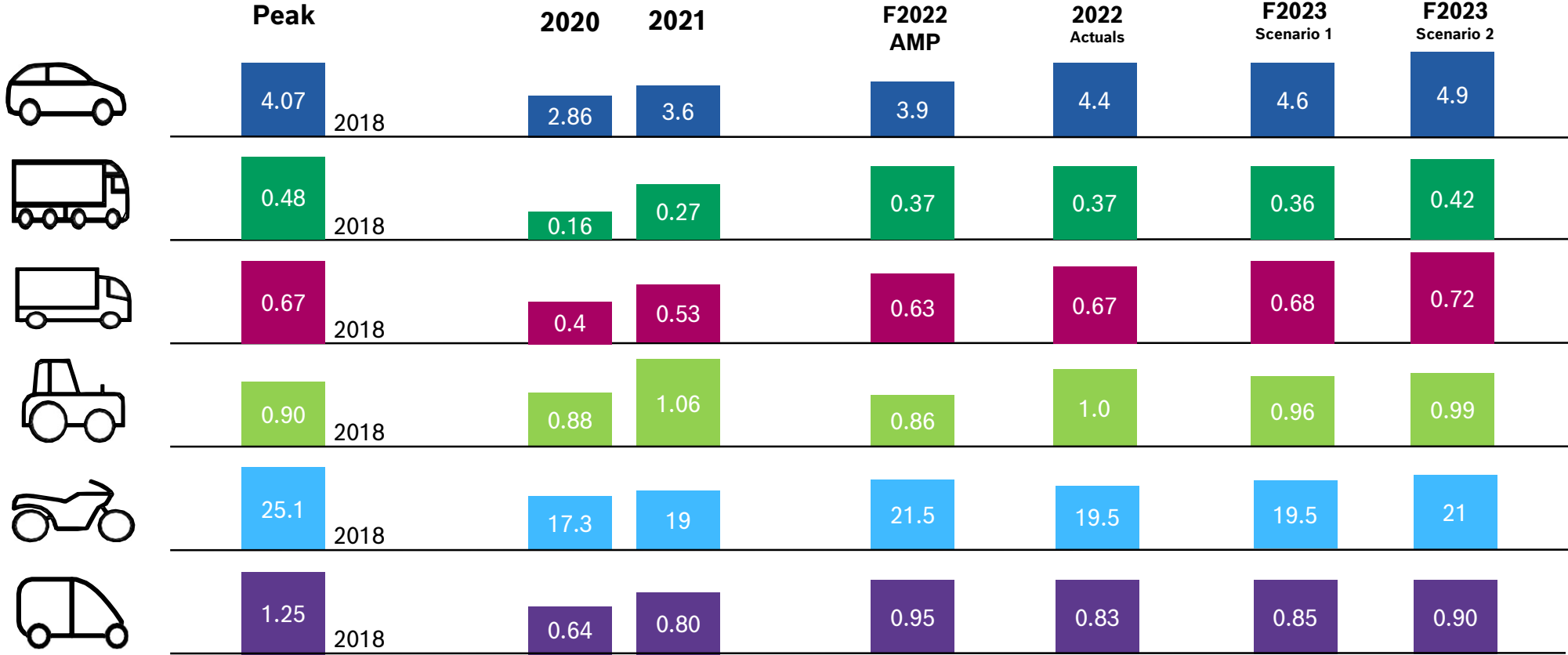


	FY2023-24 Q1			FY2023-24 YTD Q1	
	Volumes	%Change w. Q1-FY23	%Change w. Q4-FY23	Volumes	%Change w. Q1 FY23
	95	+2%	-21%	95	+2%
	165	-2%	-6%	165	-2%
	1137	+7%	-6%	1137	+7%
	213	+24%	-3%	213	+24%
	259	-9%	+1%	259	-9%
<b>Total</b>	<b>1869</b>	<b>+5%</b>	<b>-6%</b>	<b>1869</b>	<b>+5%</b>
	4967	+3%	+9%	4967	+3%

In the first quarter of FY24, the Indian automotive industry witnessed a moderate 5% overall volume growth, with varying performance across segments.

# Bosch Ltd || Investor Con-call Q1 FY23-24

## Automotive Market Prognosis | Production Outlook



Unit of Measure in Mio vehicles

2023 forecast subject to change post actual release

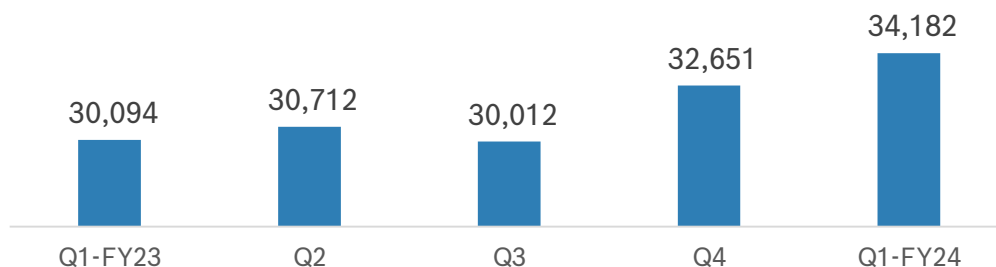


# Bosch Ltd || Investor Con-call Q1 FY23-24

## Sector Wise Sales June 2023 Q on Q

Figs. in MINR

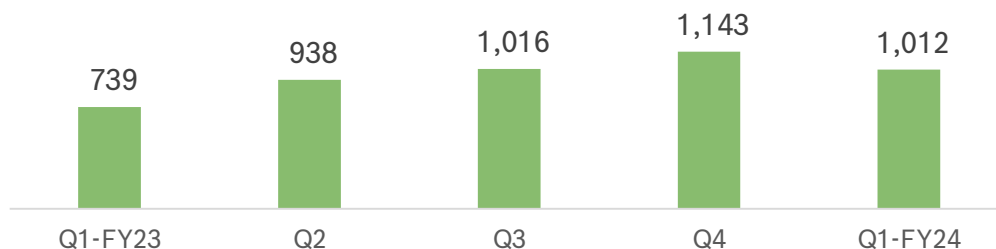
Mobility Solutions (BBM)



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 13.6% in Q1 FY 2023-24 vs Q1 FY 2022-23 majorly on account of increased market demand and increased content per vehicle

- Growth in PS sales by 12.5%
- AA has grown by 12.7%
- 2WP sales have increased by 42.8%

### Beyond Mobility Solutions business

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

Beyond mobility business has grown by 21.5% in Q1 FY 2023-24 vs Q1 FY 2022-23 majorly on account of increased market demand and execution of higher number of orders for installation of security systems

- Consumer goods segment increased by 17.9%
- BT business has grown by 36.9%

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 Q1 FY23-24

## Profitability Statement - Apr-Jun 2023 vs Apr-Jun 2022

FIGURES IN MILLION INR

	Apr-Jun 23		Apr-Jun 22		over PY %
	Amount	%	Amount	%	
Net Sales	39,075	94.0	34,120	96.3	14.5
Income from Services	1,738	4.2	628	1.8	176.8
<b>Net Sales and Income from Operations</b>	<b>40,813</b>	<b>98.1</b>	<b>34,748</b>	<b>98.0</b>	<b>17.5</b>
Other Operating Income	771	1.9	696	2.0	10.7
<b>Total Income from Operations</b>	<b>41,584</b>	<b>100.0</b>	<b>35,444</b>	<b>100.0</b>	<b>17.3</b>
Material Consumed	26,834	64.5	22,913	64.6	17.1
Personnel Cost	3,094	7.4	2,702	7.6	14.5
Other Expenses	6,977	16.8	5,334	15.0	30.8
Depreciation	921	2.2	648	1.8	42.2
<b>Total Operating Expenses</b>	<b>37,826</b>	<b>91.0</b>	<b>31,597</b>	<b>89.1</b>	<b>19.7</b>
<b>Operating Profit</b>	<b>3,758</b>	<b>9.0</b>	<b>3,847</b>	<b>10.9</b>	<b>(2.3)</b>
Other Income	1,875	4.5	566	1.6	231.5
Finance Cost	(308)	(0.7)	(36)	(0.1)	757.3
<b>Profit before Exceptional Items</b>	<b>5,325</b>	<b>12.8</b>	<b>4,377</b>	<b>12.3</b>	<b>21.7</b>
Exceptional Items	-	-	-	-	-
<b>Profit before Tax</b>	<b>5,325</b>	<b>12.8</b>	<b>4,377</b>	<b>12.3</b>	<b>21.7</b>
Total Tax Expense	1,235	23.2	1,035	23.7	19.3
	(% of PBT)				
<b>Profit after Tax</b>	<b>4,090</b>	<b>9.8</b>	<b>3,342</b>	<b>9.4</b>	<b>22.4</b>

**Growth in Total income from operations by +17.3% over same quarter of previous year**

### Material Cost

- Material cost as a percentage of net sales has increased due to higher share of traded goods raw material price increase

### Personnel Cost

- Personnel cost as a percentage of revenue from operations has remained similar as compared to Apr-Jun 2022

### Other expenses

- Increase in mainly on account of higher spending on new businesses and on engineering and application service projects

### Depreciation

- Increased depreciation is on account of major additions in FY 2022-23 in Plant & machinery and Buildings

### Other Income

- Increase is due to higher mark-to-market gain on mutual funds, higher interest income from FD's and dividend income

# THANK YOU