



Bosch Limited

Annual Investors Meet

September 05, 2024 | Mumbai

Bosch Limited | Annual Investors Meet 2024



Guruprasad Mudlapur

Managing Director and Chief
Technology Officer, Bosch Limited
and President, Bosch Group India



Karin Gilges

Chief Financial Officer (CFO)
Bosch Limited

Bosch Limited | Annual Investors Meet 2024

At the outset, we would like to reinforce our Safe Harbor statement. In today's interactions and presentation, there may be some predictive statements that reflect our current views about Bosch Limited's future performance, but these are subject to risks and uncertainties

- *Safe Harbor Statement*



Bosch Limited | Annual Investors Meet 2024

Agenda

01

**Macroeconomic
Overview**

02

**Bosch Global
Business Update**

03

**Bosch India
Overview**

04

**Bosch Limited
Business Update**

05

Megatrends

06

**Emerging
mobility trends
in India**

07

**Market
Prognosis**

08

**Mobility Tech
Stack**

09

**Key Technology
Update**

10

Localization

Forecast 2024

Macro Economic Development

Global economy growth
forecast **3.2%** in 2024

Indian economy growth
forecast **7.0%** in FY2024-25

Source : IMF report July'2024

Bosch Global Business Update | Review of 2023

€91.6bn Bosch Group sales

EBIT Margin from operations **5.3%**



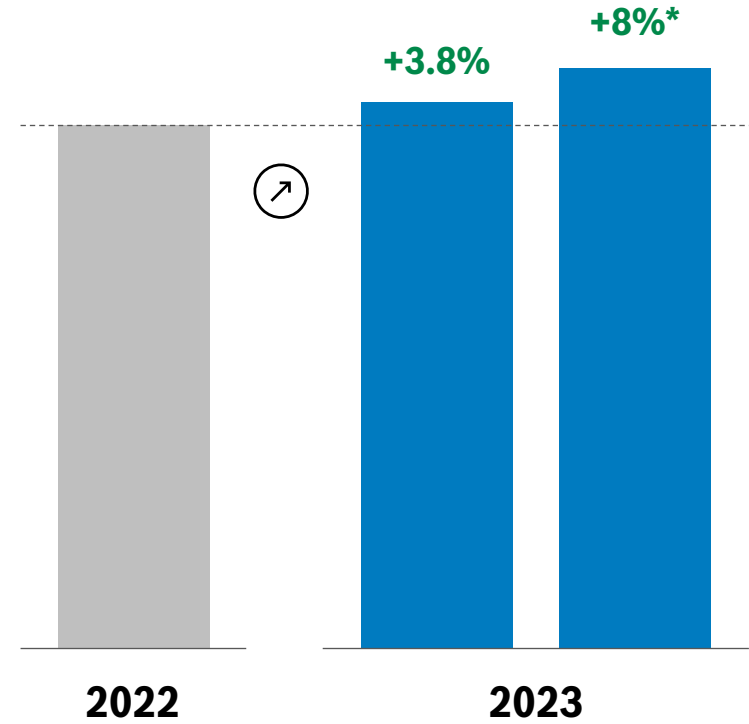
€5.5bn

Capital expenditure



€7.3bn

R&D spending



*Exchange-rate adjusted

All values for calendar year 2023

Bosch Global Business Update | Review of 2023

Sales and development by business sector, without other activities



€56.2bn

Mobility
+6.9%, +10.9%*



€19.9bn

Consumer Goods
-6.6%, -1.2%*



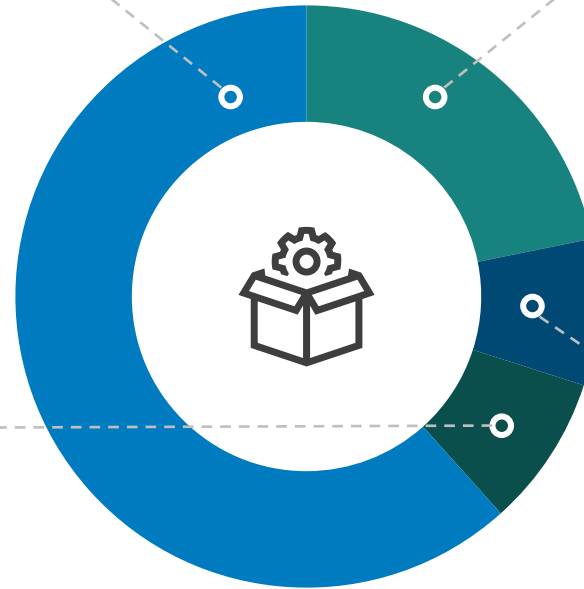
€7.7bn

Energy and Building Technology
+10.5%, +13.2%*



€7.4bn

Industrial Technology
+6.8%, +10.2%*



*Exchange-rate adjusted

Bosch India Overview

 Headquarters
  Research and Development
  Office
  Manufacturing



34,816 crores
(3.8 bn Euros)
 Sales Revenue,
 Business Year 2023

1953
 1st Manufacturing
 Operation in Bangalore

16
 Manufacturing
 Facilities

39,000+
 Associates (26% female)

76
 Locations across India

~3,500
 Sales Outlets

15
 Group Companies

Bosch Ltd.
 Listed on Stock Exchange
16,727 crores
(1.86 bn Euros)
 Financial Year 2023-24



Mobility Solutions



Energy & Building Technology



Industrial Technology



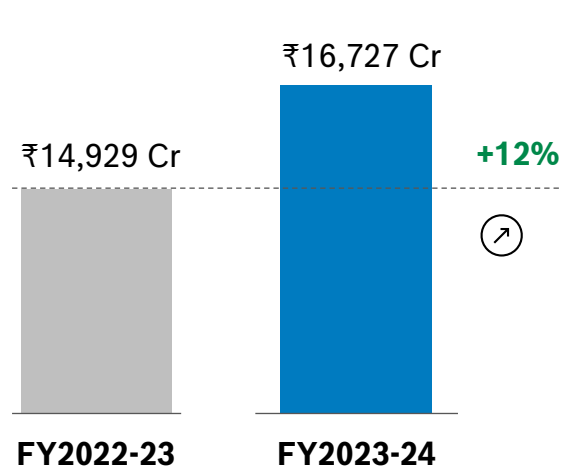
Consumer Goods

Exchange-rate EUR=90INR

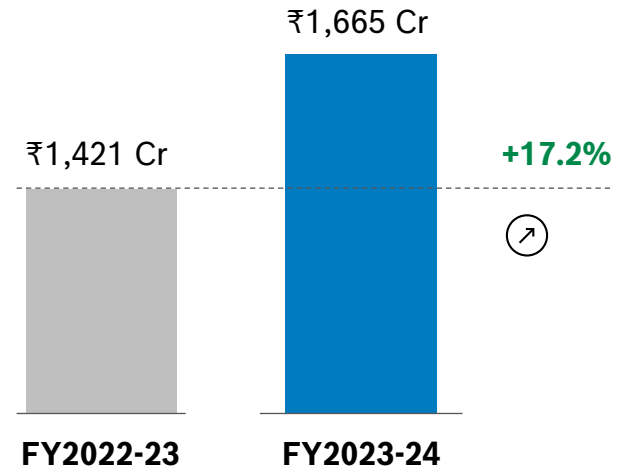


Bosch Limited Business Update

Review of FY 2023-24 | Consistent Double-Digit Growth



Revenue from Operations



Operating Profit (EBIT)



Research and Development cost
₹483 Cr



Capital Expenditure
₹332 Cr

Bosch Limited Business Update

Review of FY 2023-24 | Sales Growth by Business Sector



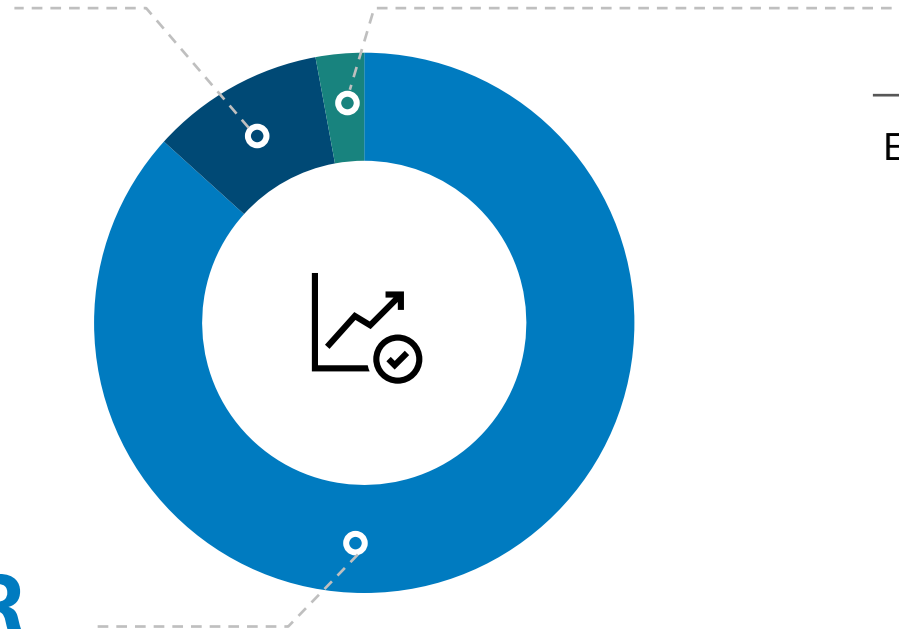
16.2 bnINR

Consumer Goods
+15.8% ↗



135 bnINR

Mobility
+11.1% ↗



4.5bnINR

Energy & Building Technology
+17% ↗



Bosch Limited Business Update

Review of FY 2023-24 | Mobility Business Sales Performance



Power Solutions

↗ 10.9%



2-Wheeler

↗ 19.2%



Automotive Aftermarket

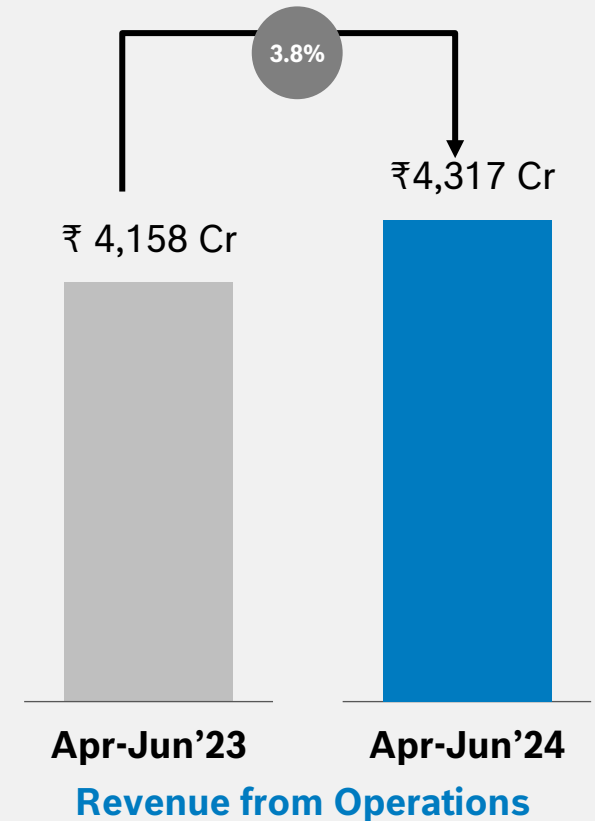
↗ 10.2%

Bosch Limited Business Update

Review of FY2024-25 | Q1 Results

Q1'2024-25 Results

- EBITDA: ₹434 Cr (10.1% on Revenue)
- Profit Before Tax (PBT): ₹611 Cr (14.1% on Revenue)
- Profit After Tax (PAT): ₹466 Cr (10.8% on Revenue)



Future of Mobility

Megatrends

No legal advice - provided for informational purposes strictly on a non-reliance basis.

“Disruptions & boundary conditions that are shaping the Indian Economy”



Renewables

~50% RE by 2030,
Policy support



Middle class

Doubling per capita income
by 2030



Demography

~50% GenZ & Millennial's
by 2030



Urbanization

2x rise in urban population
by 2030



Digitalization

Digital economy will
contribute to 20% by 2030

Future of Mobility

Emerging mobility trends in India

“No more just an owner-based segment”

* 1. Rider hires a vehicle and a driver for personal use | 2. Rider shares the vehicle with other riders travelling | 3. Rider hires a vehicle for personal use for 'self-driving' | 4. Subscription offered by OEMs in partnership with firms

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People Mobility

Changing Paradigm of urban mobility

- OVER CROWDING
- TRAFFIC CONGESTIONS
- HIGHER VEHICLE COST
- RISE IN AIR POLLUTION
- PARKING ISSUES
- INCREASED TRANSIT TIME

Urbanization in India 2030 40%

Mobility as a Service (MaaS)

Shared Mobility

Share use of vehicle on need basis

Ride Hailing⁽¹⁾

Ride Sharing⁽²⁾

Subscription

Ownership of vehicle through rentals or subscriptions

Self Drive⁽³⁾

OEM Subscription⁽⁴⁾

Electrification

Technology

Goods Mobility

Change drivers

- Energy Independence
- Fleet Optimization
- Asset utilization
- Competitive Logistic cost

Logistic and Transportation Services

Logistics Aggregators

Alternate Fuel

Last mile delivery

Electric

H2-ICE

Technology

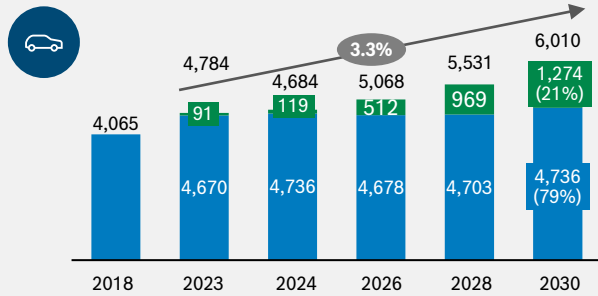
Market Prognosis Indian Automotive

ICE Volumes in '000 ■
EV Volumes in '000 ■
H2 Volumes in '000 ■

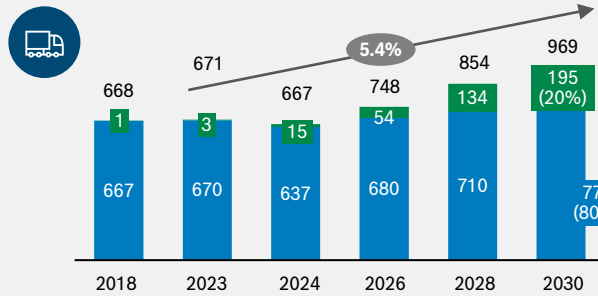
Source: (A)MP24

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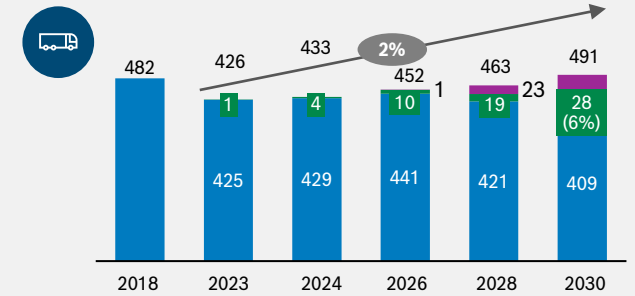
Overall market expected to grow annually at 3% - 4% in long term



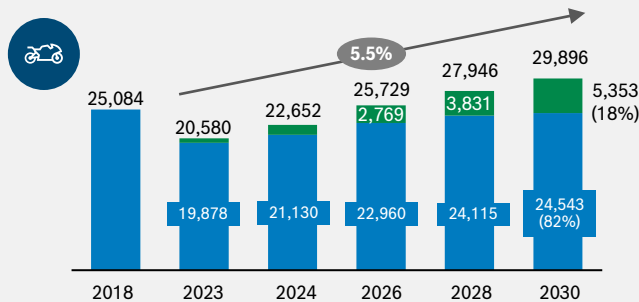
High % of BEV in 2030 driven by TCO & Infra development



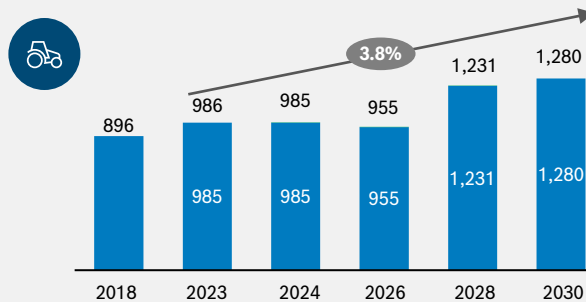
EV penetration mainly in < 2T LCVs | Last mile TCO benefit



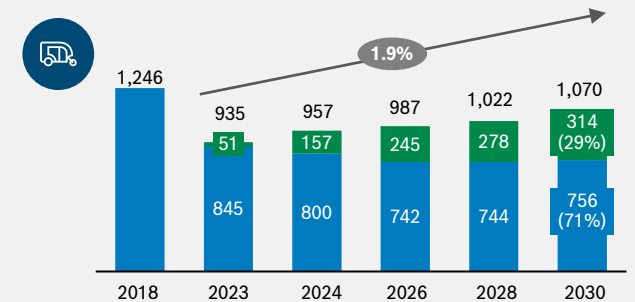
Long haul fleets will be part of the hydrogen ecosystem



EV Adoption driven by PMPs and reducing battery prices



Steady growth over long term | TREM V delay possible



EV adoption led by TCO parity and new business models

Future of Mobility


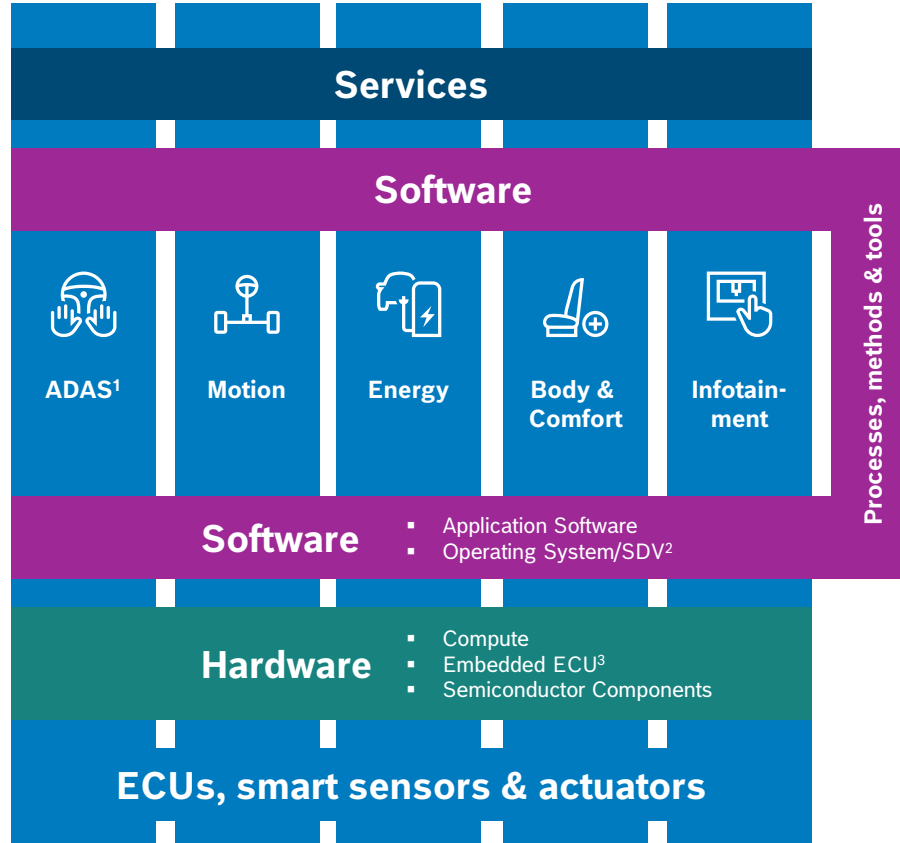
The market of future calls for new approaches to business “Tech-stack”



From many Individual solutions

From hardware embedding software ...

From Pure offerings in the vehicle ...



... to five holistic integrated core areas

... to separate hardware and software applications

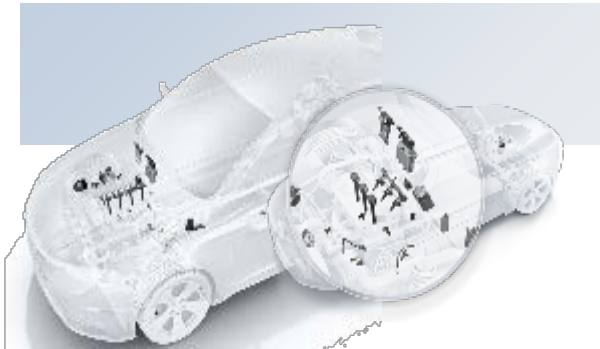
... to a stronger focus on hardware and software inside and outside the vehicle

Key Technology Updates

Bosch Portfolio

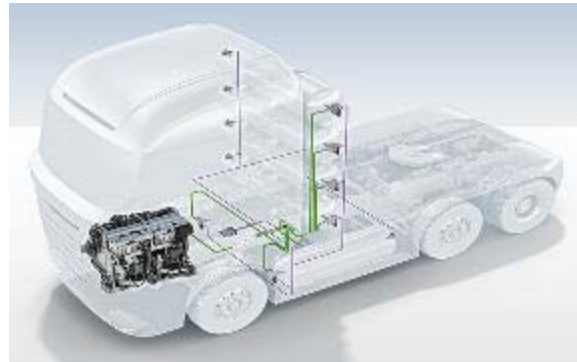
ICE

- Gasoline direct injection (GDI)
- Flex Fuel Tech
- Gaseous Fuel Tech
- TREM V



H2 ICE

- Hydrogen systems
 - PFI system
 - DI system
- Hydrogen storage system
- System calibration
- Tech-Stack for H2 Systems



Electrification

- Electrification Integration
 - eAxle (3-in-1 solution)
 - CHARCON
 - X-in-1 (energy mgmt., eAxle)
- Bi-directional charging (V2X)
- Multi-speed transmissions
- Electric torque vectoring



+ Connected Services

Localization

Bosch India focus on Strategic localization for future to increase the local manufacturing share



Power Solutions

LSFmH



Common Rail injector

NOx Sensor



Flex Fuel



Charging Cable BEV



Power Tools

2-Kg hammer



Cut off Saw



Small angle drill



Impact Drill



Building Technology

Fire Detector



Note : Images for representation purpose only



Thank You