

Safe Harbour

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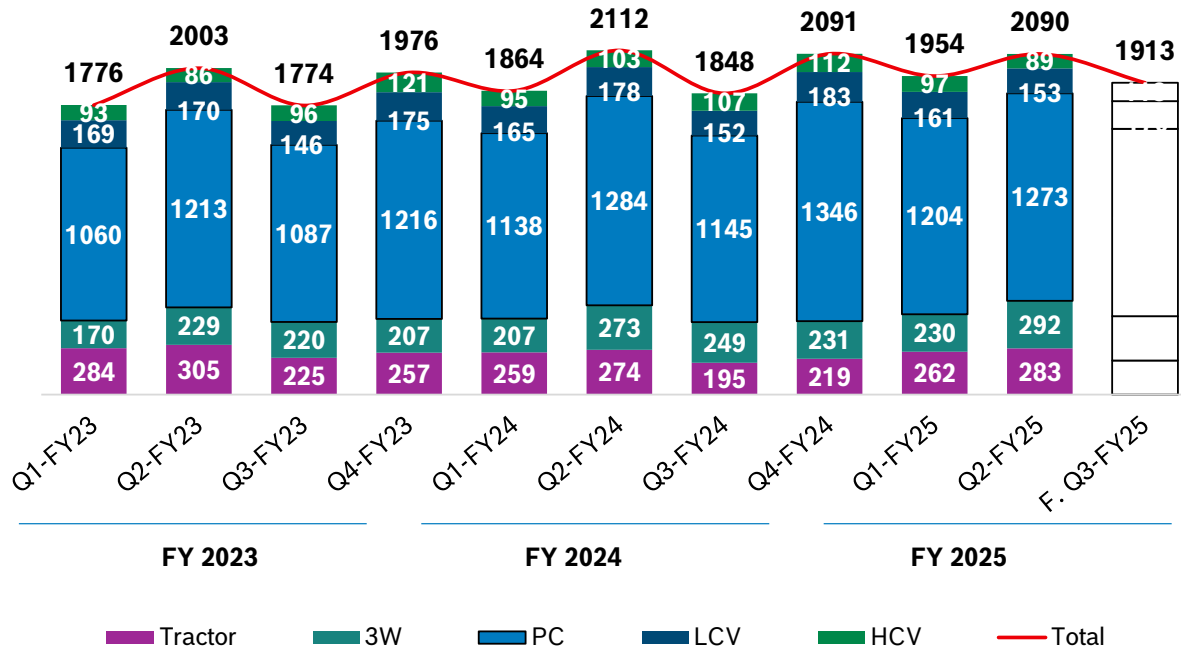
BOSCH LIMITED INVESTOR PRESENTATION

Quarterly Results Sept 30, 2024

November 12, 2024 | Bengaluru

Production

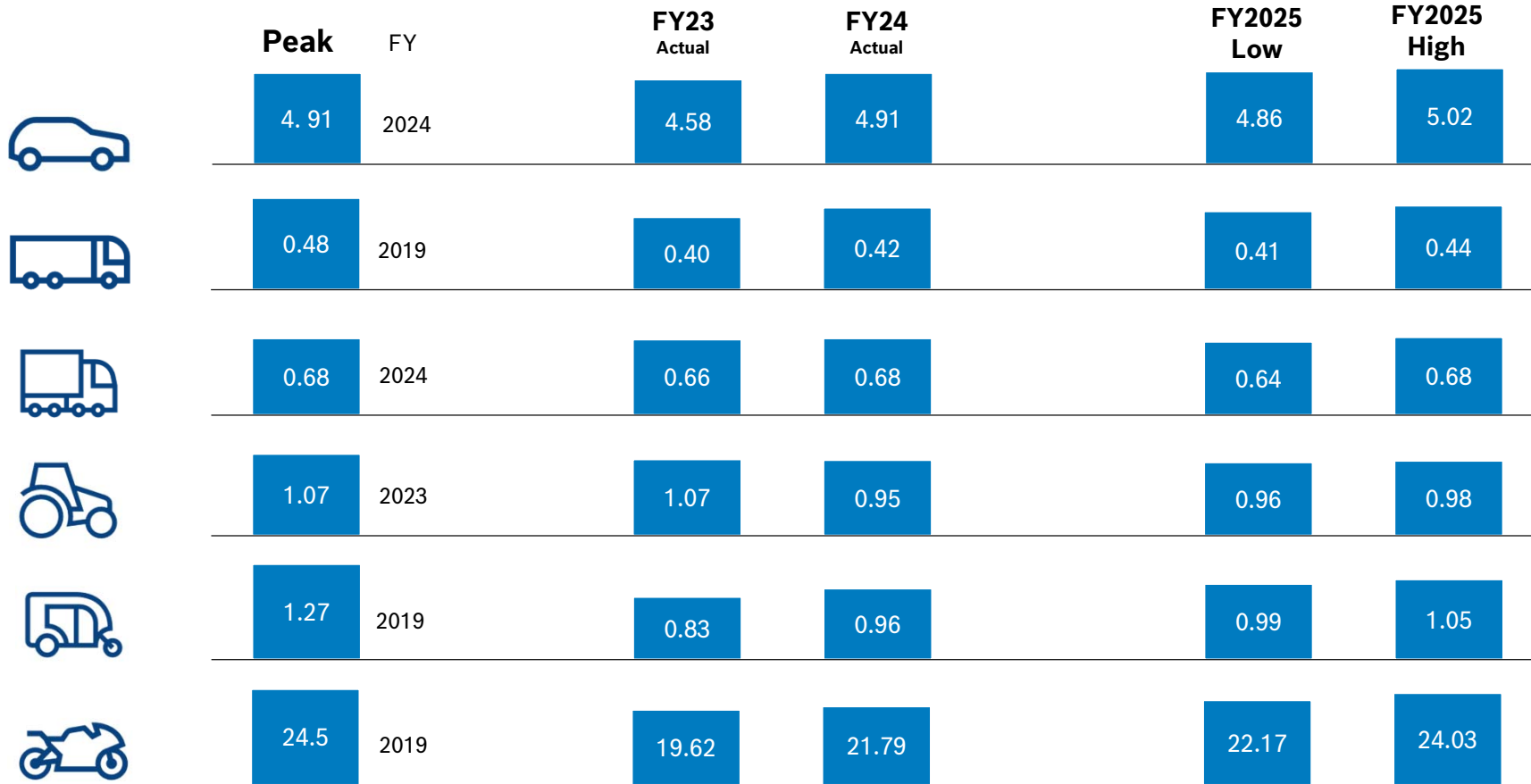
Volumes in '000s



	FY2024-25 Q2			FY2024-25 YTD Q2	
	Volumes	%Change w. Q2-FY24	%Change w. Q1-FY25	Volumes	%Change w. Q1-Q2 FY24
	89	-14%	-8%	186	-6%
	153	-14%	-5%	314	-8%
	1,273	-1%	+6%	2,477	+2%
	292	+7%	+27%	522	+9%
	283	+3%	+8%	545	+2%
Total	2,090	-1%	+7%	4,044	+2%
	6,382	+14%	+7%	12,336	+17%

The automotive industry experienced muted growth (w/o 2WH) in vehicle production during Q2 FY24-25

Automotive Market Prognosis | Production Outlook

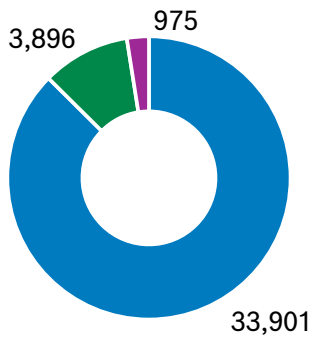


Sector-wise sales performance

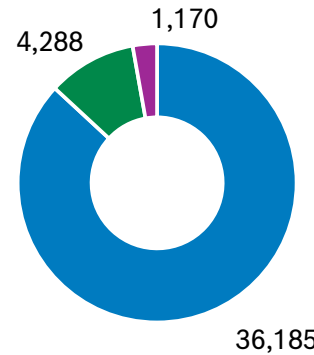
Amounts in mINR

- Mobility solution
- Consumer Goods
- Energy & Building Technology

Q-on-Q



Jul-Sep '23



Jul-Sep '24

Jul-Sep '23 vs Jul-Sep '24 (Q-on-Q)



Mobility business has grown by 6.7% driven by growth in:

- Power Solutions by 5.7%
- Mobility Aftermarket by 8.8%
- 2-Wheeler segment by 13.4%

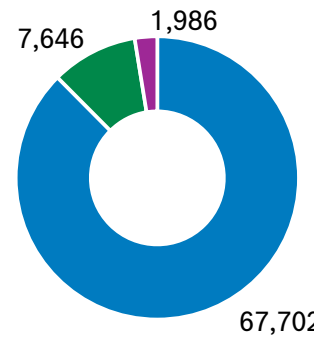


Consumer goods segment grew by 10.1%

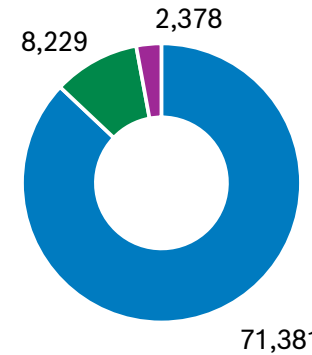


Energy & Building Technologies business has grown by 20.1%

6M FY'24 vs 6M FY'25



Apr-Sep '23



Apr-Sep '24

Apr-Sep '23 vs Apr-Sep '24 (6M FY'24 vs 6M FY'25)



Mobility business has grown by 5.4% driven by growth in:

- Power Solutions by 4.0%
- Mobility Aftermarket by 8.4%
- 2-Wheeler segment by 14.0%



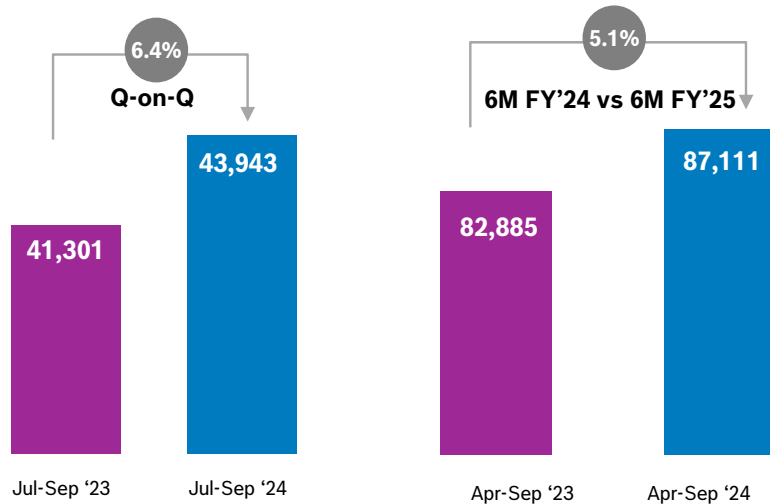
Consumer goods segment grew by 7.6%



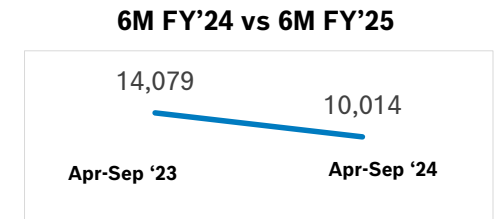
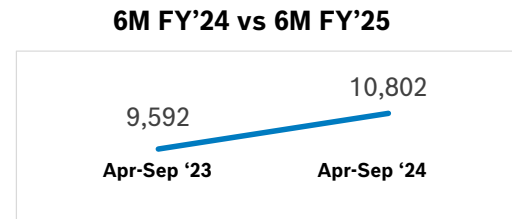
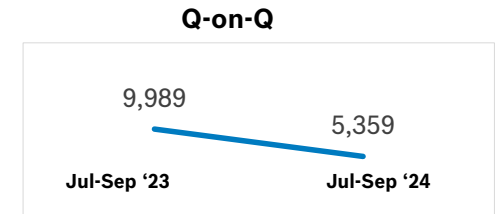
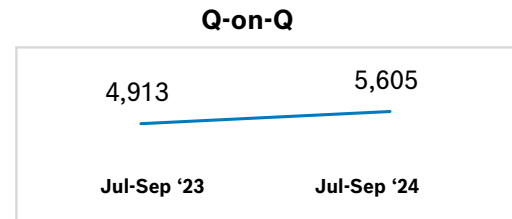
Energy & Building Technologies business has grown by 19.7%

Key Financial Highlights

Amounts in mINR



Revenue from Operations



EBITDA

Profit After Tax*

- Revenue from operations grew **+6.4% Q-o-Q**
Driven by growth in Mobility Aftermarket business by 8.8%, Power Solutions by 5.7% and Consumer Goods by 10.1%.
- Revenue from operations grew **+5.1% 6M FY'24 vs 6M FY'25**
Driven by growth in Mobility Aftermarket business by 8.4%, Power Solutions by 4.0% and Consumer Goods by 7.6%.

- EBITDA grew **+14.1% Q-o-Q** and **+12.6% 6M FY'24 vs 6M FY'25**
Absolute growth in EBITDA is mainly driven by increase in revenue and reduction in material cost.
- Profit After Tax (PAT) stood at **12.2% vs 24.2% (Q-o-Q)** and **11.5% vs 17.0% (6M FY'24 vs 6M FY'25)** of revenue from operations
Reduction in PAT is mainly on account of one-time exceptional items (viz. profit on sale of business in PY)

* Including exceptional items

Mobility Solutions



Power Solutions

- Bosch Limited's Power Solutions division has played a major role with supporting major OEM to applicate the **Engine management system** for their first ever **Gasoline Direct Injection engine**.
- Contributed advanced hardware, software, and calibration solutions for 1.2L gasoline engines.
- Launched '**Vehicle Load Detection**' and '**Driver Analytics**' to help commercial vehicle owners monitor usage and driving parameters.
- Bosch's Jaipur Plant **won Gold and Silver** at the **5th CII National DigiTech Circle Competition 2024** for its digital transformation initiatives.



2-Wheeler and Power Sports

- Milestone in Mobility: Supported the launch of **world's first CNG 2Wheeler with Bosch's Engine Management System (EMS)**, meeting BS6 OBD2 Stage-A & B norms, future-proof for 2025.
- Bosch continues to power 2-wheeler brands with **integrated EMS and Safety Systems**, offering advanced tech and new business models through Value Added Functions (VAFs).
- Bosch's '**Motorcycle Stability Control (MSC) for All**' initiative received special recognition from the Federation of Indian Chambers of Commerce & Industry (**FICCI**).



Mobility Aftermarket

- Key product lines (Diesel, Rotating Machines, Battery, Wipers) saw significant **double-digit growth** in the Indian market.
- Inaugurated the **100th Bosch Service 2-Wheeler workshop**.

Beyond Mobility

Power Tools

- New Launches:
 - **Global Tool- New Industrial Tools Range:** Impact Screwdriver Range and Impact Drill System; increased tool bag coverage.
 - **Measurement Tools:** New line lasers and wall lasers.
- Continued Market Campaigns:
 - **Cordless campaign 2.0** “Cordless Power Tools Mein Hai Dum”
 - **“Hardwork made easier”**



Building Technologies

- Launch of **FLEXIDOME IP Starlight 5000i Camera**
 - First 'Made in India' product from the Business Unit Video Systems.
 - Manufactured locally, enhancing domestic production capabilities.
- Launch of new products in the 'Professional Sound' Segment:
 - **Electro-Voice:** Line Radiator Column Speakers and EVID C-G2 Ceiling Speakers
 - **Dynacord:** U-Series Mixer and Power Amplifiers.
- Bosch Limited won the **FIST Award 2024** in Mumbai for the 'Safe and Secure Office Campus' category, presented by the Fire and Security Association of India.





THANK YOU