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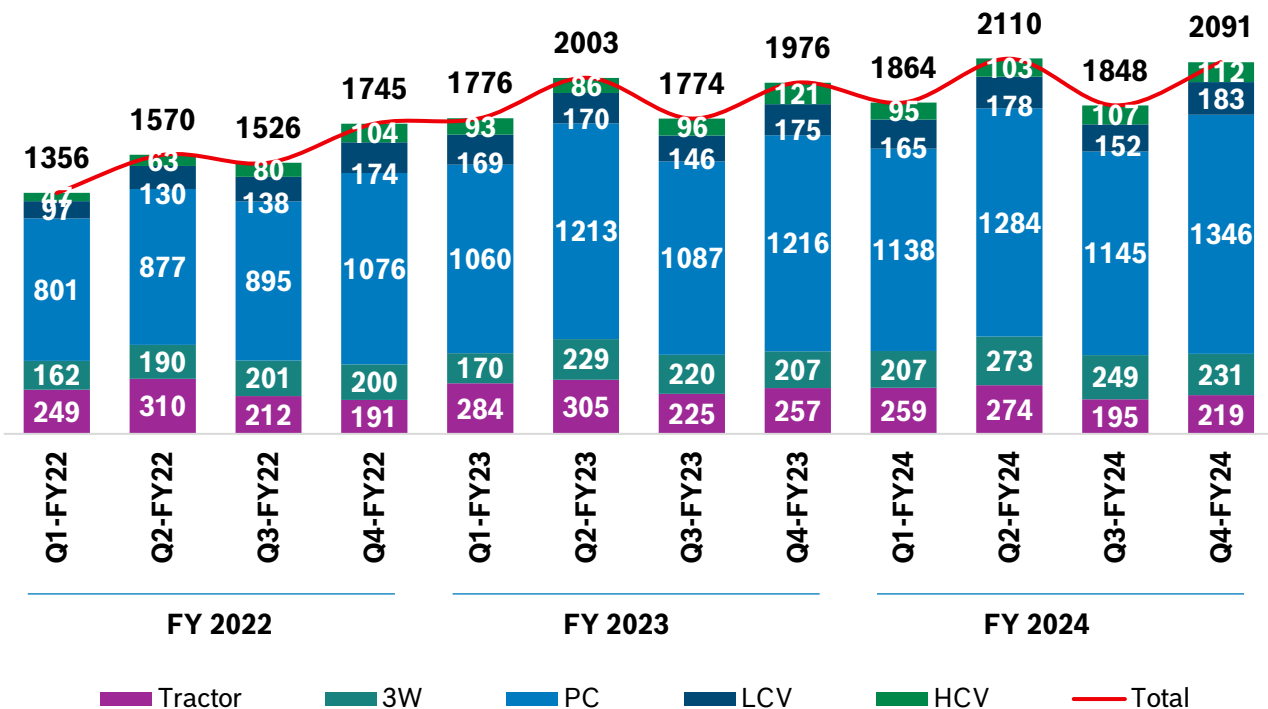
BOSCH LIMITED INVESTOR PRESENTATION

Quarterly Results March 31, 2024

May 27, 2024 | Bengaluru

Production







Volumes in '000s



	FY2023-24 Q4			FY2023-24 YTD Q1-Q4	
	Volumes	%Change w. Q4-FY23	%Change w. Q3-FY24	Volumes	%Change w. Q1-Q4 FY23
	112	-7%	+5%	417	+5%
	183	+5%	+20%	679	+3%
	1,346	+11%	+17%	4,914	+7%
	231	+12%	-7%	959	+16%
	219	-15%	+12%	947	-12%
Total	2,091	+6%	+13%	7,916	+5%
	5,641	+27%	+1%	21,790	+11%

Q4 FY2024 presented a mixed performance. While the CAR, 2WH, and 3WH segments witnessed growth, CV remained flat, and Tractor experienced a correction

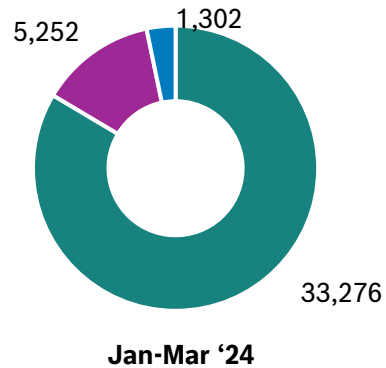
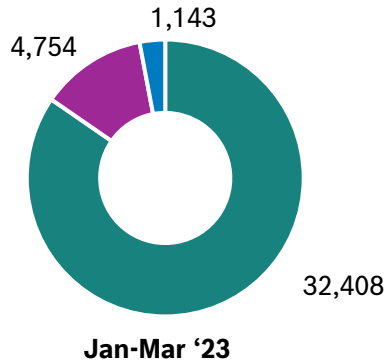
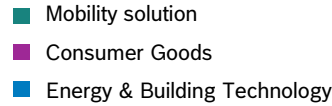
Automotive Market Prognosis | Production Outlook

	Peak		2022 Actual	2023 Actual	F2024 Low	F2024 High
	4.78	2023	4.44	4.78	4.91	5.02
	0.48	2018	0.38	0.43	0.41	0.43
	0.67	2023	0.66	0.67	0.65	0.71
	1.07	2021	1.00	0.99	0.96	0.98
	1.25	2018	0.82	0.93	0.96	1.02
	25.1	2018	19.67	20.58	22.6	23.5

Sector wise sales performance

Amounts in mINR

Q-on-Q



Jan-Mar '23 vs Jan-Mar '24 (Q-on-Q)

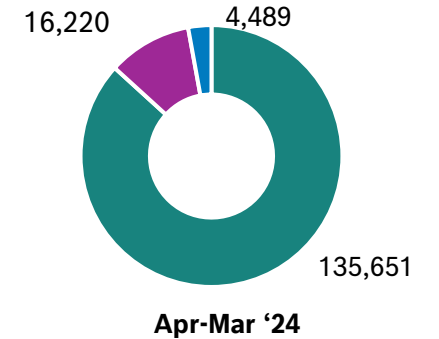
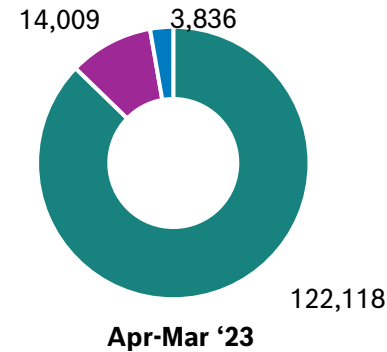
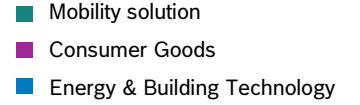
Mobility business has grown by 2.7% driven by growth in:

- Mobility Aftermarket by 9.4%
- 2-Wheeler segment by 17.6%
- Power Solutions remained relatively flat

Consumer goods segment grew by 10.5%

Building Technologies business has grown by 13.9%

Y-on-Y



Apr-Mar '23 vs Apr-Mar '24 (Y-on-Y)

Mobility business has grown by 11.1% driven by growth in:

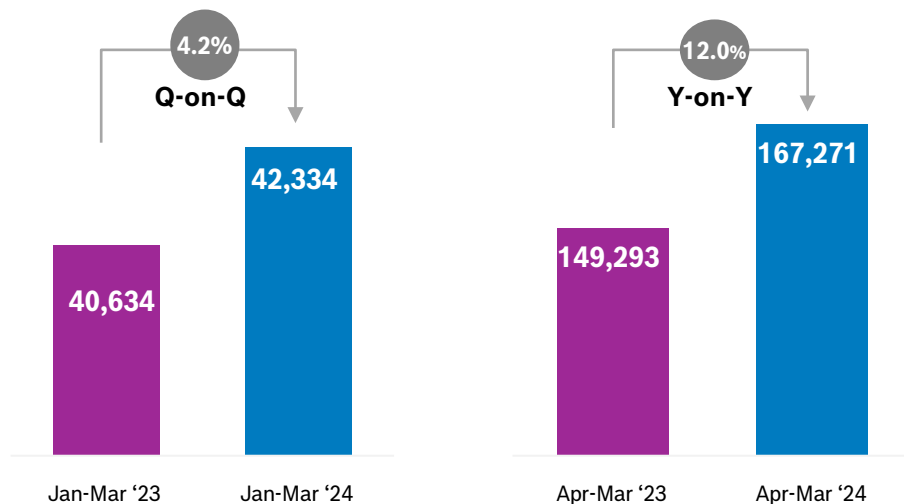
- Power Solutions by 10.9%
- Mobility Aftermarket by 10.2%
- 2-Wheeler segment by 19.2%

Consumer goods segment grew by 15.8%

Building Technologies business has grown by 17.0%

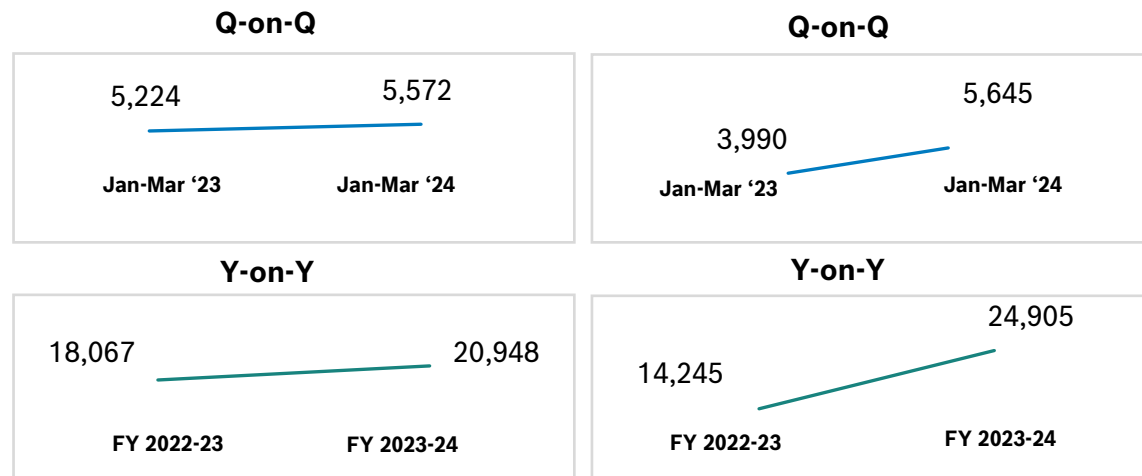
Key Financial Highlights

Amounts in mINR



Revenue from Operations

- **Revenue from operations grew +4.2% Q-o-Q**
Driven by growth in Mobility Aftermarket business by 9.4%, in 2-wheeler business by 17.6% and Consumer Goods by 10.5%.
- **Revenue from operations grew +12.0% Y-o-Y**
Driven by growth in Power Solutions by 10.9%, Mobility Aftermarket business by 10.2% and Consumer Goods by 15.8%.



EBITDA

Profit After Tax*

* Including exceptional items

- **EBITDA grew +6.7% Q-o-Q and grew +16.0% Y-o-Y**
Absolute growth in EBITDA mainly driven by increased revenue and lower spending in other expenses.
- **Profit After Tax (PAT) grew +41.4% Q-o-Q and grew +74.8% Y-o-Y**
Absolute growth in PAT is on account of better EBITDA margin and higher other income. FY 2023-24 includes exceptional item namely Profit on sale of business (Project House Mobility Solutions) 7,850 MINR.

Mobility Solutions (Highlights of FY23-24)



Power Solutions

- **10.9% sales growth** compared to previous year
- Hydrogen IC Engine
 - showcased in a demo truck for testing and demonstration
 - introduced to multiple stakeholders including OEMs
- Continued support for multiple fuel technologies, including
 - CNG; and
 - Flex-fuels



2-Wheeler and Power Sports

- Achieved **record sales growth of 19.2%**
- Prepared for OBD2.2 Regulatory Update:
 - Invested in lambda sensor technology
 - Ready to support customers with advanced sensor solutions
 - Offering great customer value through several system solutions
- Awards:
 - Gold-Consistent" category award from Bajaj Auto Ltd
 - Prestigious Performance Award from Suzuki Motorcycle India Private Limited.



Mobility Aftermarket

- Achieved **highest ever total net sales**
- Mobility Aftermarket expands to:
 - 50,000 retail touch points across 650 districts
 - Catering to over 15,000-part numbers
- Foray into home segment with Bosch I6 Inverter battery for power backup
- Zing+ strategy drives higher sales growth and market penetration
- Two awards from Mahindra for SPD performance:
 - Construction Equipment Division
 - Farm Division.

Beyond Mobility (Highlights of FY23-24)

Power Tools

- Achieved **15.8% double-digit** growth vs. last year
- Completed 30 years in India
- Mega Launches and Campaign:
 - Cordless means Paise Vasool”-won ‘Marketing Campaign of the Year’ recognized by ‘Global Marketing Excellence Awards’
 - Won ‘BEST USE OF OOH (Out of Home Media)’ recognized by ‘E4M INDIAN MARKETING AWARDS 2023’
- Dedicated Engineering Centre set up at Bosch Chennai Power Tools



Building Technologies

- Achieved **17% double-digit growth** vs. last year
- **Secured Key projects across verticals**
 - Transportation (Metros and Airports)
 - Government
 - Energy
 - Commercial Sector
 - Education
 - Healthcare
- **Local for Local Program**
 - Strengthening for Business Unit ‘Communications’
 - Expansion for Business Units of ‘Video Systems’ and ‘Fire Systems’



Our Commitment to Sustainability



True to our “**Invented for life**” mission statement, we want our products to contribute toward sustainable development.



Target Vision: By acting in an economically, environmentally, and socially responsible manner, we want to improve people’s quality of life and safeguard the livelihoods of present and future generations



ESG Risk Rating by ‘Sustainalytics’

ESG Risk Rating

CORE

6.5

Negligible Risk

Ranking

Industry Group (1st = lowest risk)

Auto Components **2** out of 253

Universe

Global Universe **30** out of 16078



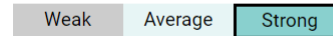
Last Full Update: Nov 25, 2022

Last Update: Apr 27, 2024

Bosch Ltd.'s Exposure is **Low**



Bosch Ltd.'s Management of ESG Material Risk is **Strong**



Bosch Limited score has improved from 8.5 to 6.5 (lower the better)



Bosch Limited ranks 2 (out of 235) among auto component industries



Bosch Limited ranks 30 (out of 16078) global universe

CSR: Impact 2023-24



Skill Development

Trained **20944** youth (including 100 PwD & 100 LGBTQ) with **68-70%** average placement, Trained **1200** Trainers and **40** Teachers

Environment & Water Conservation

17,00,000 Cubic Meter water conserved; **48K+** Tree being maintained in **61** acres of land

Promotion of Education

60 Govt Schools provided infra/need-based support, reached **12,532** students and **165** Teachers, mid-day meal provided to **3,334** children and **1760+** students trained in basic Computer skills

Health & Hygiene

Basic healthcare access to **39408+** beneficiaries across 65 villages, **2335** elderly and school children access to eye care/free cataract surgery

Integrated Village Development

13580+ community members reached across **99** villages with, 8500+ being connected to **50+** Govt Schemes via **15+** Government Depts, **1000** women trained via **30** Self-Help Groups in rural locations

Disaster Relief

920+ families supported through disaster (flood and cyclone) relief interventions

Employee Volunteering

861+ Volunteers & **32+** participants of Future Leadership Program contributed **10,500+** volunteering hours through **110+** activities

A decorative header featuring a series of overlapping, colorful triangles and polygons in shades of red, purple, blue, cyan, and green, creating a vibrant, abstract background.

THANK YOU