



**BOSCH**

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BSE Limited  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda Building  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai – 400 001  
Scrip code:500530

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

September 05, 2024

Dear Sir/Madam,

**Sub: Intimation of outcome of Analyst/ Investors meeting/ conference under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Presentation made at Investor Meeting held today.**

In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation of our earlier letter dated August 30, 2024, intimating schedule of Analyst/ Investor meeting/ conference on September 05, 2024, at 0930 hrs IST please find enclosed presentation made thereat.

Please note that the Company has referred to publicly available documents for discussions at the meeting.

This is for the information of the exchange and the members.

Thanking you,

Yours Sincerely,  
**for Bosch Limited,**

**V Srinivasan**  
**Company Secretary & Compliance Officer**



# 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  
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mobility trends  
in India**

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Stack**

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**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%**



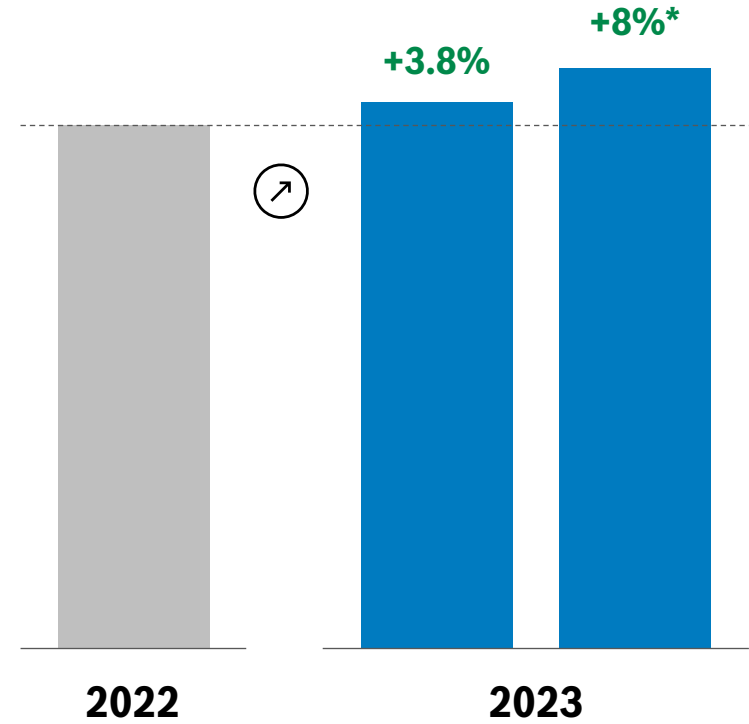
**€5.5bn**

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

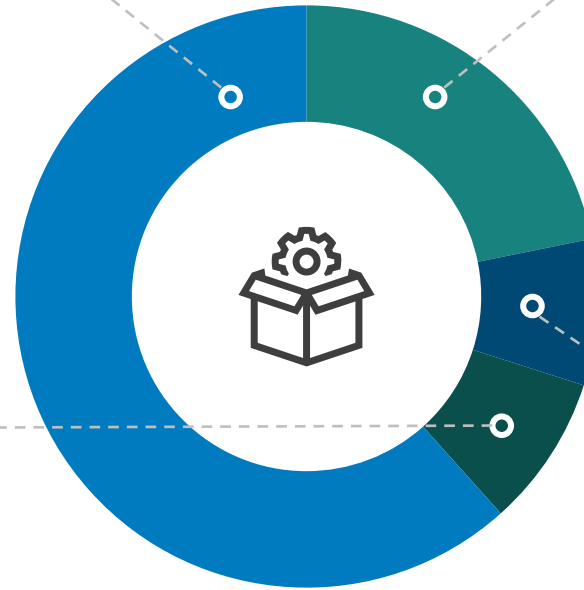
**+10.5%**, +13.2%\*



**€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



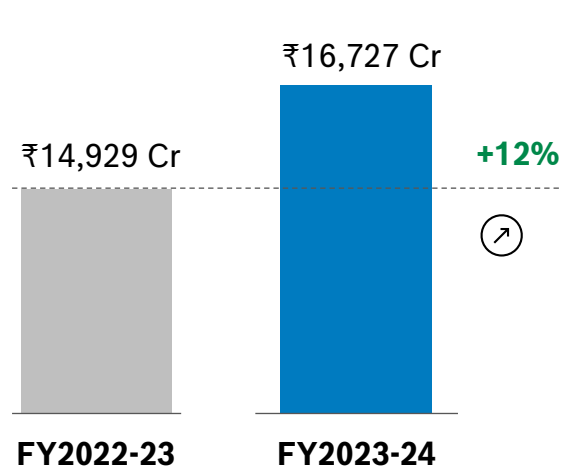
Consumer Goods

Exchange-rate EUR=90INR

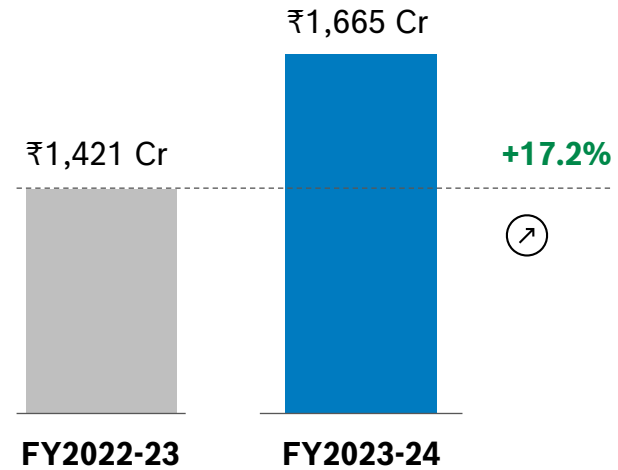


# Bosch Limited Business Update

## 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



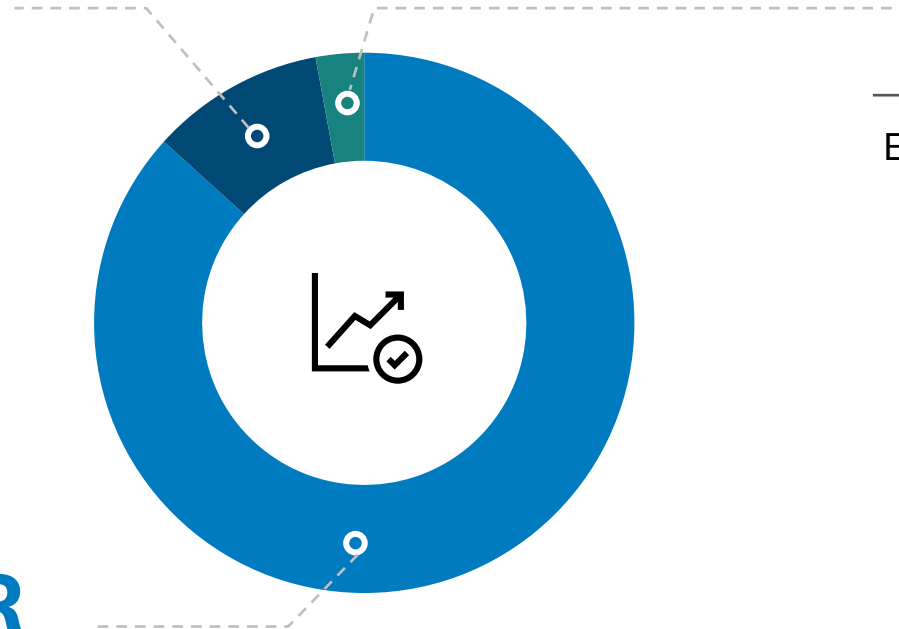
**16.2 bnINR**

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**

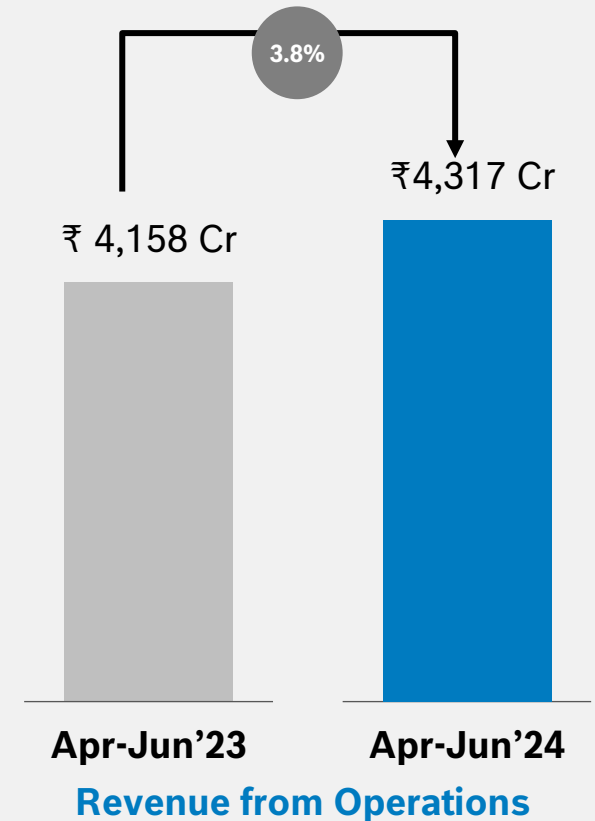
↗ 10.2%

# 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

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

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<sup>(1)</sup>

#### Ride Sharing<sup>(2)</sup>

#### Subscription

Ownership of vehicle through rentals or subscriptions

#### Self Drive<sup>(3)</sup>

#### OEM Subscription<sup>(4)</sup>

### Electrification

### Technology

Goods Mobility

### Change drivers

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

### Logistic and Transportation Services

#### Logistics Aggregators

### Alternate Fuel

#### Electric

Last mile delivery

#### H2-ICE

### Technology

# Market Prognosis

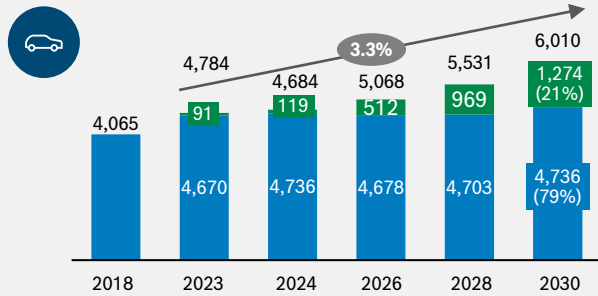
## Indian Automotive

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

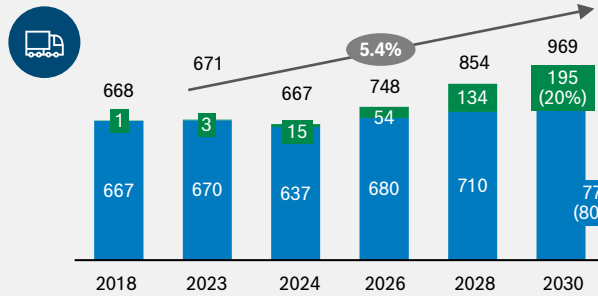
Source: (A)MP24

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

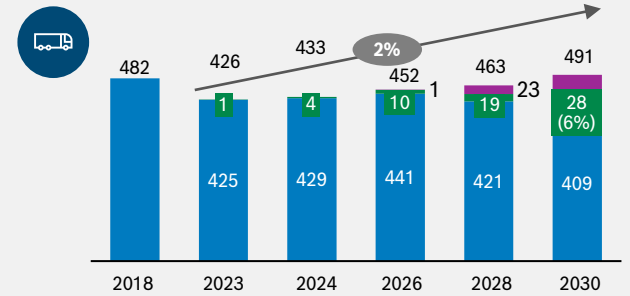
### Overall market expected to grow annually at 3% - 4% in long term



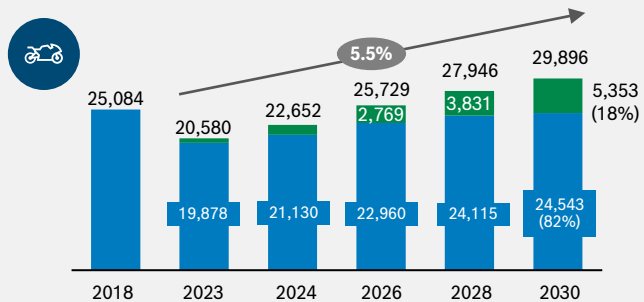
High % of BEV in 2030 driven by TCO & Infra development



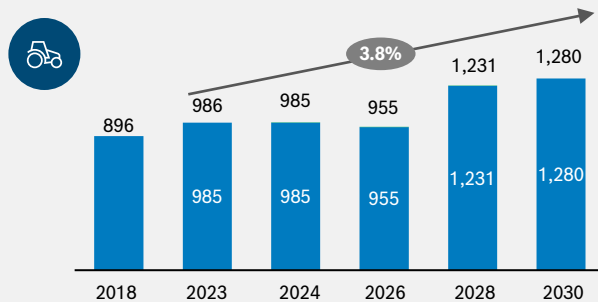
EV penetration mainly in < 2T LCVs | Last mile TCO benefit



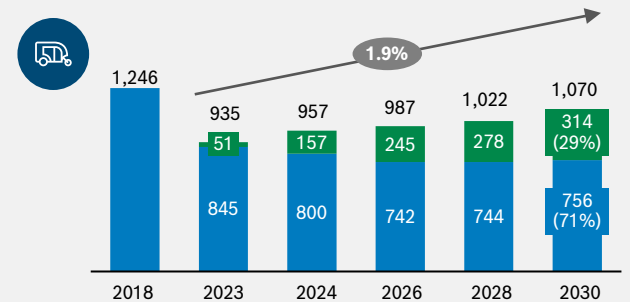
Long haul fleets will be part of the hydrogen ecosystem



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”




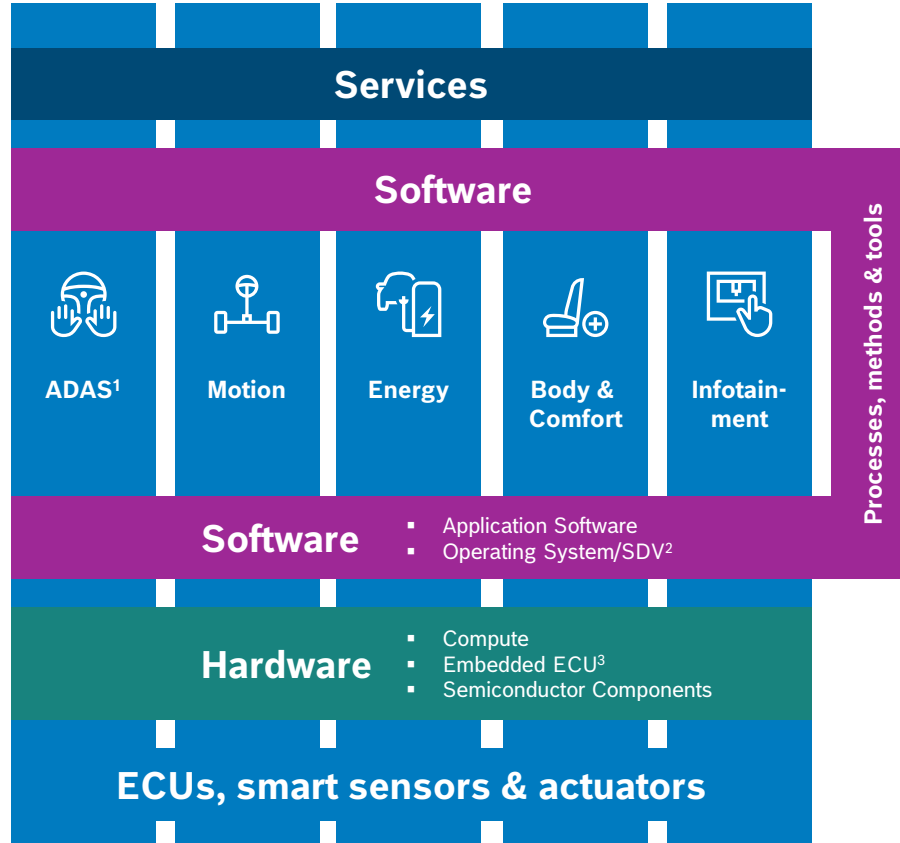
**From many Individual solutions**

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**From hardware embedding software ...**

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**From Pure offerings in the vehicle ...**



**... to five holistic integrated core areas**

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**... to separate hardware and software applications**

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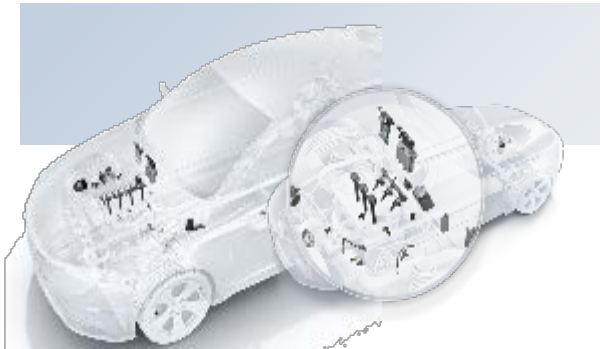
**... to a stronger focus on hardware and software inside and outside the vehicle**

# Key Technology Updates

## Bosch Portfolio

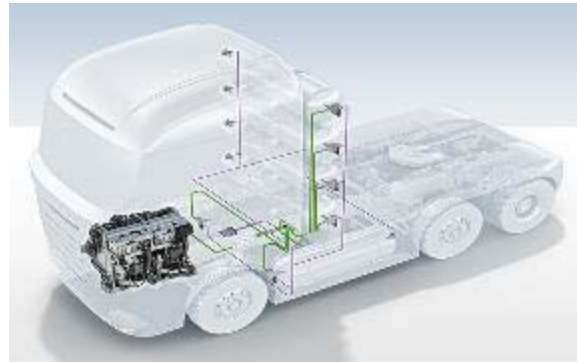
### ICE

- 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**