

## Bosch key data for the business year 2019

Figures in billions of euros	2019	2018	Year-on-year change nominal (exchange rate- adjusted)	
<b>Total sales revenue</b>	<b>77.7</b>	<b>78.5</b>	-0.9%	-2.1%
– percentage generated outside Germany	80	79		
<b>Sales revenue of the business sectors</b>				
Mobility Solutions	46.8	47.6	-1.6%	(-3.1%)
Industrial Technology	7.5	7.4	0.7%	(-0.4%)
Consumer Goods	17.8	17.8	-0.3%	(-0.8%)
Energy and Building Technology	5.6	5.6	1.5%	(0.8%)
<b>Sales revenue in the major regions</b>				
Europe	40.8	41.4	-1.4%	(-1.2%)
– of which Germany	15.7	16.1	-2.4%	
North America (including Mexico)	13.0	12.3	5.9%	0.6%
South America	1.4	1.4	0.1%	(6.0%)
Asia Pacific (including other regions)	22.5	23.4	-3.7%	(-5.4%)
<b>EBIT (earnings before interest and taxes)</b>	<b>2.9</b>	<b>5.5</b>		-2.6
as a percentage of sales revenue	3.7	7.0		-
<b>EBIT from operations</b>	<b>3.3</b>	<b>5.5</b>		-2.2
as a percentage of sales revenue	4.2	7.0		-
<b>Research and development cost</b>	<b>6.1</b>	<b>6.0</b>		0.1
as a percentage of sales revenue	7.8	7.6		-
<b>Capital expenditure</b>	<b>5.0</b>	<b>4.9</b>		0.1
as a percentage of sales revenue	6.4	6.3		-
Depreciation of property, plant, and equipment	3.4	3.1		0.3
<b>Equity</b>	<b>41.1</b>	<b>39.2</b>		1.9
Equity ratio (%)	46	47		-

Figures in millions of euros	2019	2018	Year-on-year change
<b>Unappropriated earnings (dividend of Robert Bosch GmbH)</b>	119	242	-123

<b>Headcount<sup>1</sup> (Dec. 31, 2019)</b>	<b>2019</b>	<b>2018</b>	<b>Year-on-year change</b>
<b>Bosch Group</b>	<b>398,150</b>	<b>409,881</b>	-11,731
Europe	242,506	249,964	-7,458
– of which Germany	132,661	139,422	-6,761
Americas	43,927	45,092	-1,165
Asia Pacific (including other regions)	111,717	114,825	-3,108
<b>Associates in research and development<sup>1</sup> (Dec. 31, 2019)</b>	<b>2019</b>	<b>2018</b>	<b>Year-on-year change</b>
<b>Bosch Group</b>	<b>72,617</b>	<b>68,715</b>	3,902
Europe	41,639	40,080	1,559
– of which Germany	31,339	30,474	865
Americas	3,242	3,247	-5
Asia Pacific (including other regions)	27,736	25,388	2,348

<sup>1</sup> Headcount no longer includes the associates of the Packaging Technology division (Robert Bosch Packaging Technology GmbH). The division was sold effective December 31, 2019.