

Bosch key data for the business year  
2018 – preliminary, rounded figures for  
the operating business<sup>1</sup>

Figures in billions of euros	2018	2017 <sup>2</sup>	Year-on-year nominal change (exchange rate-adjusted)
Total sales revenue	77.9	76.7	1.5 % (4.3 %)
<b>Sales revenue of the business sectors<sup>3</sup></b>			
Mobility Solutions	47.0	46.0	2.3 % (4.7 %)
Industrial Technology	7.4	6.8	8.9 % (11 %)
Consumer Goods	17.8	18.4	-3.2 % (0.9 %)
Energy and Building Technology	5.5	5.4	2.3 % (4.7 %)
<b>Sales revenue in the major regions</b>			
Europe	41.0	40.1	2.1 % (3.7 %)
– of which Germany	15.8	15.1	4.7 %
North America (including Mexico)	12.3	11.9	2.8 % (7.9 %)
South America	1.4	1.5	-7.8 % (8.9 %)
Asia Pacific (including other regions)	23.2	23.2	0.4 % (3.1 %)
<b>Result</b>			
EBIT from operations	5.3	5.3	
as a percentage of sales revenue (margin)	6.9	6.9	
<b>Headcount</b>	<b>At Dec. 31, 2018</b>		<b>Year-on-year change</b>
Bosch Group	410,000		7,800
Europe	250,000		5,000
– of which Germany	139,500		1,700
North America (including Mexico)	35,000		1,000
South America	10,000		-200
Asia Pacific (including other regions)	115,000		2,000
<b>Associates in research and development</b>	<b>At Dec. 31, 2018</b>		<b>Year-on-year change</b>
Bosch Group	69,500		5,200
Europe	40,000		2,650
- of which Germany	30,500		1,700
North America (including Mexico)	3,000		100
South America	500		-50
Asia Pacific (including other regions)	26,000		2,500

January 30, 2019

<sup>1</sup> Figures adjusted for (a) extraordinary effects resulting from changes in the consolidated group and methodological changes and (b) depreciation and amortization resulting from purchase price allocation.

<sup>2</sup> 2017 figures adjusted for the sake of comparability; see also footnote 1.

<sup>3</sup> Without other activities.