

Figures in billions of euros	2017	2016	Year-on-year change nominal (exchange rate-adjusted)
<b>Total sales revenue</b>	<b>78.1</b>	<b>73.1</b>	6.8% (8.4%)
– percentage generated outside Germany	80	80	
<b>Sales revenue of the business sectors</b>			
Mobility Solutions	47.4	43.9	7.8% (9.4%)
Industrial Technology	6.8	6.3	7.8% (9.2%)
Consumer Goods	18.4	17.6	4.5% (6.7%)
Energy and Building Technology	5.4	5.2	4.1% (5.8%)
<b>Sales revenue in the major regions</b>			
Europe	40.8	38.6	5.6% (6.6%)
- of which Germany	15.3	14.5	5.5%
North America (including Mexico)	12.1	12.3	-2.0% (0.0%)
South America	1.6	1.4	16.4% (13.2%)
Asia Pacific (including other regions)	23.6	20.8	13.5% (16.5%)
<b>EBIT (earnings before interest and taxes)</b> as a percentage of sales revenue	4.9 6.3	3.6 <sup>1</sup> 4.9 <sup>1</sup>	1.3
<b>EBIT from operations</b> as a percentage of sales revenue	5.3 6.8	4.5 <sup>1</sup> 6.2 <sup>1</sup>	0.8
<b>Research and development cost</b> as a percentage of sales revenue	7.3 9.3	6.9 9.5	0.4
<b>Capital expenditure</b> as a percentage of sales revenue	4.3 5.6	4.3 5.8	0.0
Depreciation of property, plant, and equipment	3.1	3.0	0.1
<b>Equity</b>	<b>37.6</b>	<b>36.1</b>	<b>1.5</b>
Equity ratio	46	44	

Figures in millions of euros	2017	2016	Year-on-year change
<b>Unappropriated earnings (dividend of Robert Bosch GmbH)</b>	<b>241</b>	<b>138</b>	<b>103</b>

<sup>1</sup> Adjusted figures for 2016. Ignoring the change in the method used for disclosing net interest expenses for pension provisions, the figures for 2016 are as follows: EBIT EUR 3.3bn; EBIT margin 4.6 percent; EBIT from operations EUR 4.3bn; EBIT margin from operations 5.8 percent.

<b>Headcount<sup>2</sup> (Dec. 31, 2017)</b>	<b>2017</b>	<b>2016</b>	<b>Year-on-year change</b>
<b>Bosch Group</b>	<b>402,166</b>	<b>389,281</b>	12,885
Europe	245,040	236,654	8,386
- of which Germany	137,701	133,974	3,727
Americas	44,309	42,627	1,682
Asia Pacific (including other regions)	112,817	110,000	2,817
<b>Associates in research and development<sup>2</sup> (Dec. 31, 2017)</b>	<b>2017</b>	<b>2016</b>	<b>Year-on-year change</b>
<b>Bosch Group</b>	<b>64,409</b>	<b>58,719</b>	5,690
Europe	37,500	34,887	2,613
- of which Germany	28,678	26,761	1,917
Americas	3,204	3,163	41
Asia Pacific (including other regions)	23,705	20,669	3,036

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<sup>2</sup> Headcount no longer includes the associates of SEG Automotive Germany GmbH (formerly Robert Bosch Starter Motors Generators Holding GmbH). This company has since been sold.