

Bosch key data for the business year
2017 – preliminary, rounded figures



Currency figures in billions of euros (rounded)	2017	2016	Nominal (exchange rate-adjusted) change from previous year
Total sales revenue	78.0	73.1	6.7 % (8.3 %)
Sales revenue of the business sectors			
Mobility Solutions	47.4	43.9	7.8 % (9.2 %)
Industrial Technology	6.7	6.3	7.7 % (8.5 %)
Consumer Goods (including other activities)	18.5	17.6	4.5 % (6.7 %)
Energy and Building Technology	5.4	5.2	3.1 % (4.8 %)
Sales revenue in the major regions			
Europe	40.7	38.6	5.5 % (6.3 %)
- of which Germany	15.2	14.5	4.7 %
North America (including Mexico)	12.1	12.3	-2.3 % (-0.1 %)
South America	1.6	1.4	15.0 % (12.0 %)
Asia Pacific (including other regions)	23.6	20.8	14.0 % (17.0 %)
Research and development cost	7.5	7.0	7.6 %
EBIT from operations (adjusted for one-off effects)	5.3	4.3 ¹	
as a percentage of sales revenue (margin)	6.8 %	5.8 % ¹	
Headcount²	December 31, 2017		Year-on-year change
Bosch Group	400,500		11,200
Europe	244,500		8,150
- of which Germany	137,500		3,800
North America (including Mexico)	34,500		1,700
South America	10,000		-50
Asia Pacific (including other regions)	111,500		1,400
Associates in research and development²	December 31, 2017		Year-on-year change
Bosch Group	62,500		3,600
Europe	36,500		1,600
- of which Germany	28,000		900
North America (including Mexico)	3,000		10
South America	500		-10
Asia Pacific (including other regions)	22,500		2,000

January 29, 2018

¹ Calculated on a like-for-like basis to account for a change in the method used to disclose net interest expense in pension provisions, EBIT from operations in 2016 comes to approx. EUR 4.5 bn, and EBIT margin from operations to approx. 6.2 percent.

² 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.