

Bosch key data for the business year 2017



Figures in billions of euros	2017	2016	Year-on-year change nominal (exchange rate-adjusted)
Total sales revenue	78.1	73.1	6.8% (8.4%)
– percentage generated outside Germany	80	80	
Sales revenue of the business sectors			
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%)
Sales revenue in the major regions			
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%)
EBIT (earnings before interest and taxes) as a percentage of sales revenue	4.9 6.3	3.6 ¹ 4.9 ¹	1.3
EBIT from operations as a percentage of sales revenue	5.3 6.8	4.5 ¹ 6.2 ¹	0.8
Research and development cost as a percentage of sales revenue	7.3 9.3	6.9 9.5	0.4
Capital expenditure 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
Equity	37.6	36.1	1.5
Equity ratio	46	44	

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

¹ 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.

Headcount² (Dec. 31, 2017)	2017	2016	Year-on-year change
Bosch Group	402,166	389,281	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
Associates in research and development² (Dec. 31, 2017)	2017	2016	Year-on-year change
Bosch Group	64,409	58,719	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

April 25, 2018

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.