

Bosch key figures for business year 2018

Figures in billions of euros	2018	2017	Year-on-year change nominal (exchange rate-adjusted)
Total sales revenue¹	78.5	76.8	2.2% (5.0%)
– percentage generated outside Germany	79	80	
Sales revenue of business sectors¹			
Mobility Solutions	47.6	46.0	3.5% (5.8%)
Industrial Technology	7.4	6.8	8.8% (11.7%)
Consumer Goods	17.8	18.4	-3.1% (0.7%)
Energy and Building Technology	5.6	5.4	2.4% (5.1%)
Sales revenue in major regions¹			
Europe	41.4	40.1	3.3% (4.8%)
– of which Germany	16.1	15.0	7.0%
North America (including Mexico)	12.3	12.0	2.7% (7.4%)
South America	1.4	1.5	-6.2% (11.6%)
Asia Pacific (including other regions)	23.4	23.2	0.7% (3.7%)
EBIT² (earnings before interest and taxes) as a percentage of sales revenue ²	5.5 7.0	4.9 6.3	0.6
EBIT from operations² as a percentage of sales revenue ²	5.5 7.0	5.3 6.8	0.2
Research and development cost² as a percentage of sales revenue ²	7.3 ³ 9.3	7.0 9.0	0.3
Capital expenditure as a percentage of sales revenue	4.9 6.3	4.3 5.6	0.6
Depreciation of property, plant, and equipment	3.1	3.1	
Equity	39.2	37.6	1.6
Equity ratio (%)	47	46	

Figures in millions of euros	2018	2017	Year-on-year change
Unappropriated earnings (dividend of Robert Bosch GmbH)	242	241	1.0

¹ Adjusted for changes in consolidated group in 2017.

² 2017: figures adjusted due to amended accounting policies.

³ Calculated on the same basis as the 2017 figure (ignoring changes in accounting policy).

Headcount (Dec. 31, 2018)	2018	2017	Year-on-year change
Bosch Group	409,881	402,166	7,715
Europe	249,964	245,040	4,924
– of which Germany	139,422	137,701	1,721
Americas	45,092	44,309	783
Asia Pacific (including other regions)	114,825	112,817	2,008
Associates in research and development (Dec. 31, 2018)	2018	2017	Year-on-year change
Bosch Group	68,715	64,409	4,306
Europe	40,080	37,500	2,580
– of which Germany	30,474	28,678	1,796
Americas	3,247	3,204	43
Asia Pacific (including other regions)	25,388	23,705	1,683