

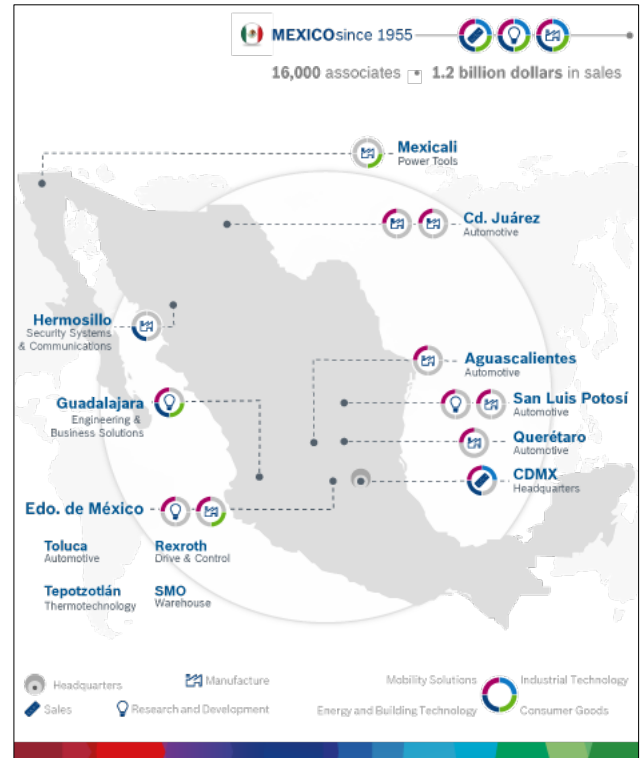
Fact sheet

Bosch in Mexico

August 2018

Important location for the global network of the Bosch Group

- Bosch has been active in Mexico since more than 60 years (1955) in Mexico. Today, it is present with all of its four business sectors.
- At ten locations (Aguascalientes, Guadalajara, Hermosillo, Juarez, Mexicali, Mexico City, Querétaro, San Luis Potosí, Tepotzotlán, Toluca), Bosch employs 16,000 associates in Mexico – more than double than in the beginning of the decade.
- In 2017, business developed well as Bosch generated sales of 1.2 million euros (1.3 billion US-Dollars).
- Mexico is an attractive market already today and remains an important location in the Bosch Group's global manufacturing and research network.
- In Mexico, Bosch is developing and manufacturing both, for the local market as well as the Americas region. The company produces for example hydraulic systems, power tools, security systems as well as mobility solutions such as steering systems and driver assistance systems like ABS and ESP.
- As a leading user of Industry 4.0 Bosch is also using connected solutions at its Mexican manufacturing plants to increase efficiency, e.g. Juarez and Toluca. The company also offers a wide spectrum of solutions in the areas of drive and automation technology as well as sensors and software for the Mexican manufacturing industry.
- Mexico is also becoming an increasingly important development location for the Bosch Group. In 2014, the company opened its first software engineering center for the Americas in the Mexican city of Guadalajara.
- Bosch's focuses on a strong localization strategy in Mexico: this includes local engineering, manufacturing as well as a high share of local supply.



Dual education at Bosch in Mexico

- The dual education system has a long tradition at Bosch: Robert Bosch set up the first occupational training department at his company in 1913. Today, the supplier of technology and services is training some 7,300 apprentices in more than 30 countries – with nearly 2,500 of these apprentices based outside Germany.
- Vocational competence development is part of the localization strategy of the Bosch Group.
- In Mexico, too, the demand for qualified professionals is high. More than 150 apprentices are currently being trained at three Technical Training Centers (Centro de Capacitación Técnica) at Bosch in San Luis Potosí, Toluca and Juárez.
- The training center in San Luis Potosí opened in 2001 and celebrated its 15th anniversary in 2016. This made Bosch the first - and for a long time the only – company to offer dual training in Mexico. Meanwhile, the model is also used by other companies and is now officially recognized by the Mexican government. Based on the dual system, the center, in collaboration with the San Luis Potosí University of Technology (Universidad Tecnológica de SLP), offers a three-year training in mechatronics with a focus on flexible manufacturing. In addition to technology, subjects such as corporate governance, communication, teamwork, the Bosch Production System (BPS) and quality standards are part of the curriculum.
- Connected manufacturing requires new skills among skilled workers and trainees. The current dual training program therefore also includes topics in the fields of automation, robotics, IoT and Industry 4.0 in Mexico.
- Both training and exam requirements comply with the German standard. The training centers are IHK / AHK certified.
- Since autumn 2017, Bosch also offers apprenticeships for industrial business management for the first time.



Market with potential

- With more than 120 million inhabitants, Mexico is an attractive market.
- Mexico is the 15th largest economy in the world and has a similar importance in international trade.
- Mexico is the country with the most free trade agreements worldwide.
- In 2016, Mexico was the world's eighth largest market for machinery and equipment with a volume of more than 27 billion euros.
- Mexico is the seventh largest car manufacturer and the fourth largest exporting nation in the global automotive industry.
- In view of the country's current health profile, this market offers increasing potential. Furthermore, Mexico's food processing industry is the tenth largest worldwide.