



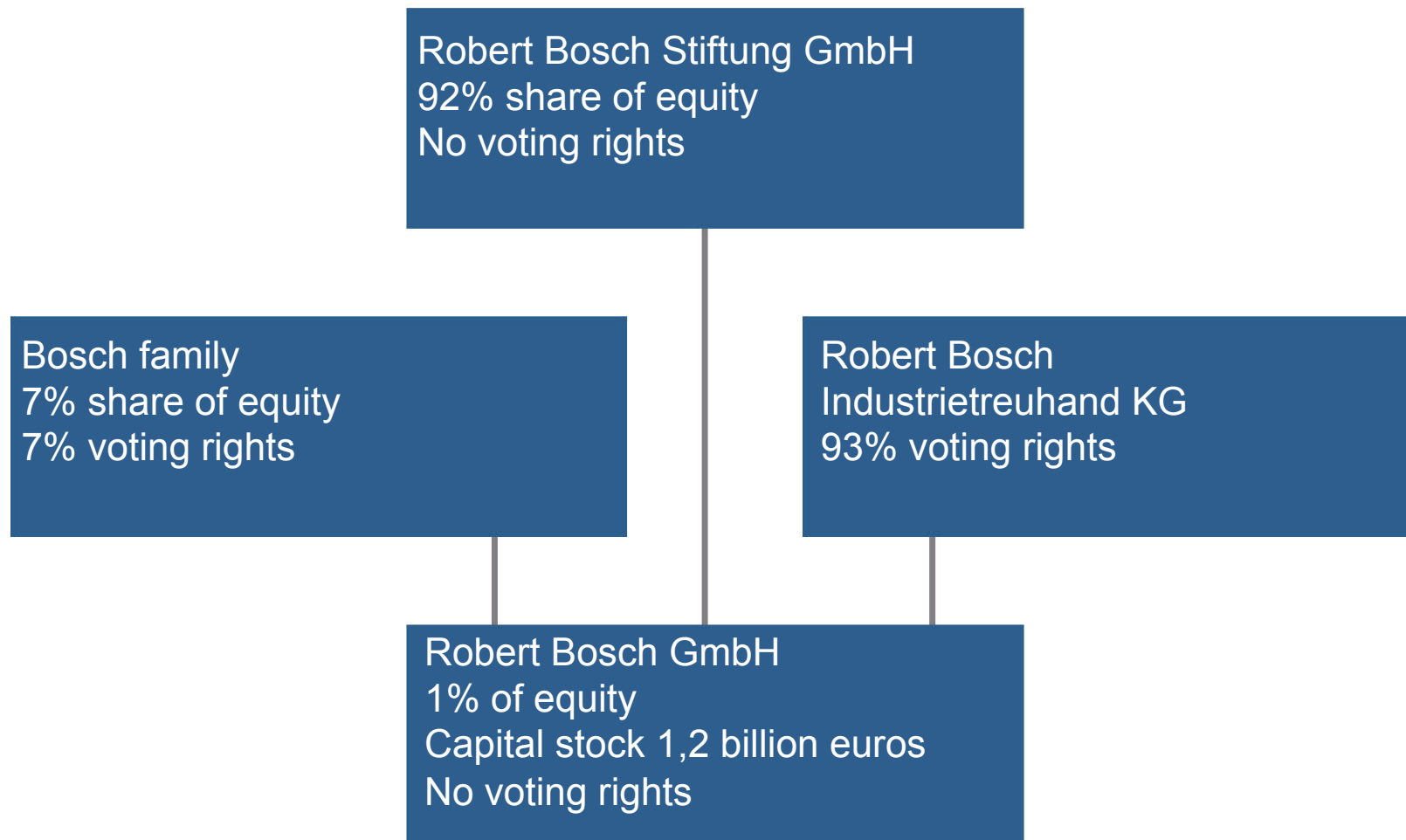
Bosch Group 2011



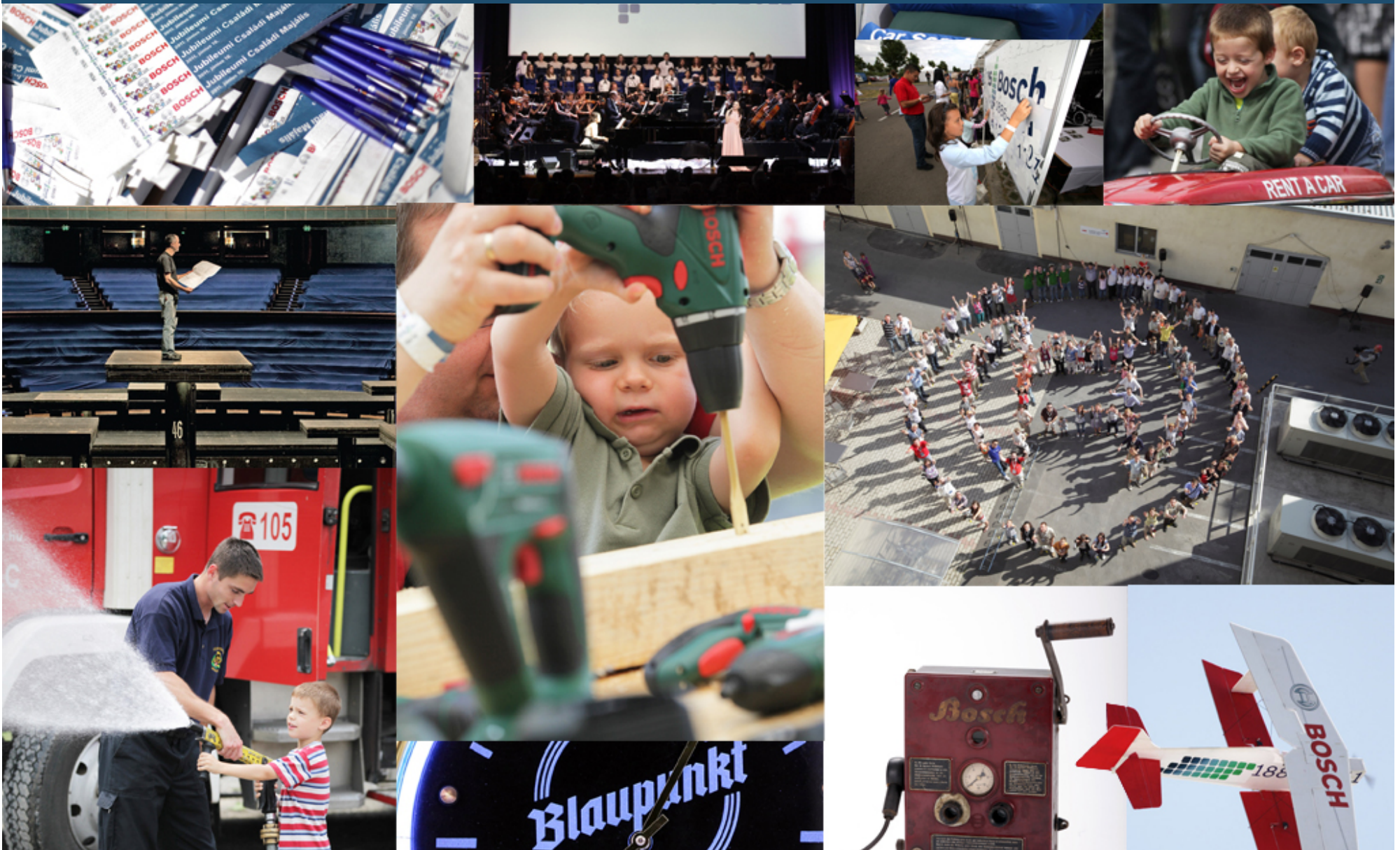
125  **Bosch**
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Bosch Group International facts and figures

Ownership structure



Bosch Group 125 years



Bosch Group International facts and figures

	2010	2011
Sales revenue (billion EUR)	47,3	51,5
Automotive Technology	28,1	30,4
Industrial Technology	6,7	8,0
Consumer Goods and Building Technology	12,5	13,0
Research and development cost (billion EUR)	3,8	4,2
as a percentage of sales revenue	8,1	8,1

	2010	2011
Percentage of sales generated outside Germany	77	77



	2010	2011
Associates ¹⁾	283 507	302 519
located in Germany	113 557	118 776
located outside Germany	169 950	183 743

1) As per January 1, 2011/2012

Bosch Group International key data 2011

Share: 59%



Automotive Technology

+8,2% sales
30,4 billion EUR

Share: 16%



Industrial Technology

+21% sales
8,0 billion EUR

Share: 25%



Consumer Goods
and Building Technology

+4,4% sales
13,1 billion EUR

Bosch Group International key data 2011



Sales Bosch Group Worldwide: +9,0%
(+9,9% without currency effects)



America +7,0% sales
9,2 billion EUR



Europe +9,6% sales
30,4 billion EUR



Asia +8,9% sales
11,9 billion EUR



Bosch Group Successful divisions

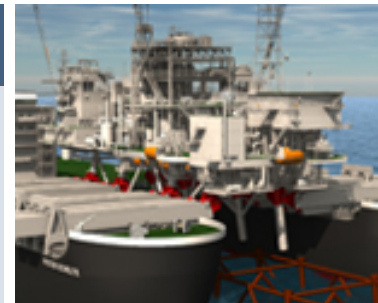
Power Tools

- Exceeded world market growth by two percentage points
- A global first: the world's first surface laser



Bosch Rexroth

- Sales are growing strongly
- World's largest mobile lifting platform for offshore installations

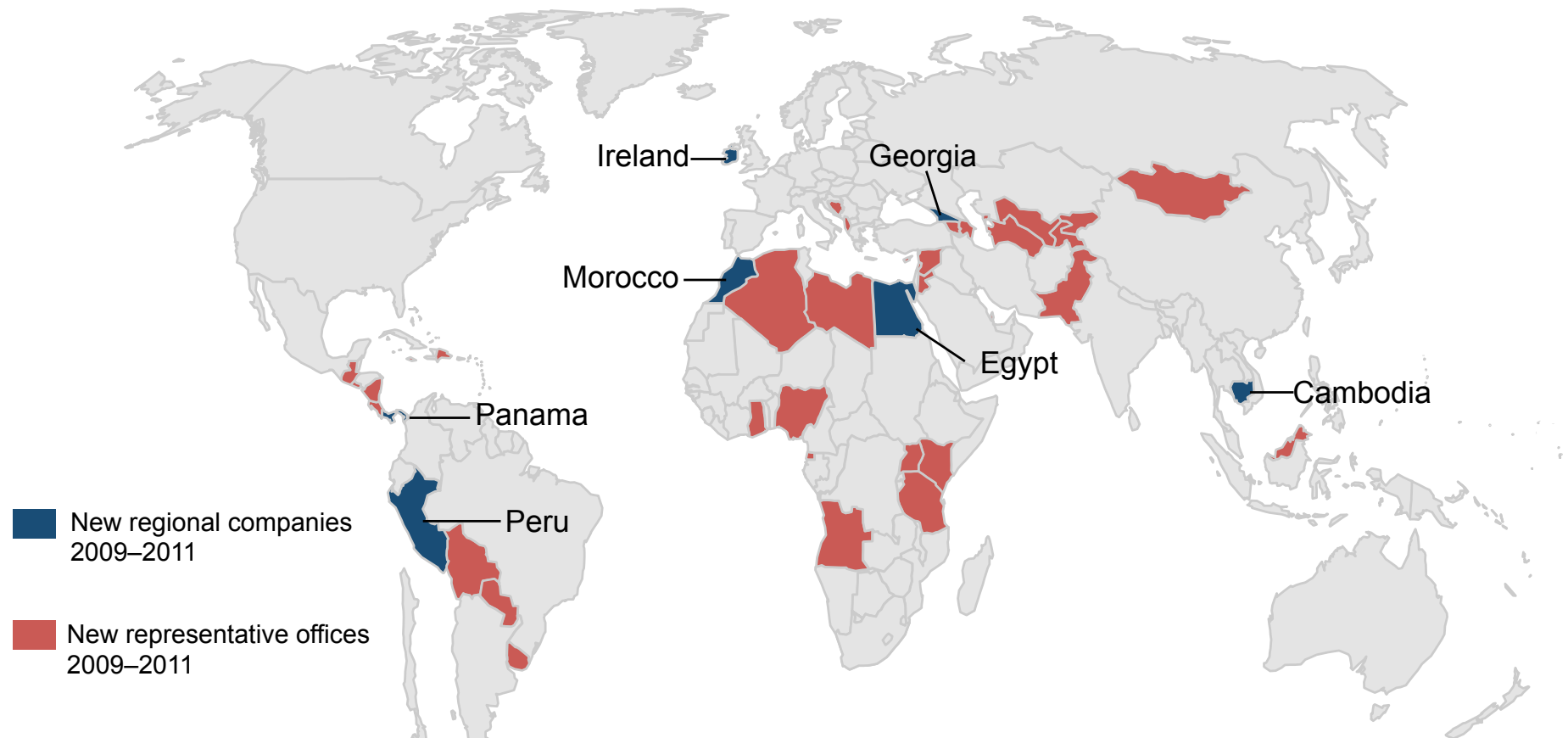


Security Systems

- Global market for video surveillance growing by 8% per year
- Bosch growing one percent faster than the market

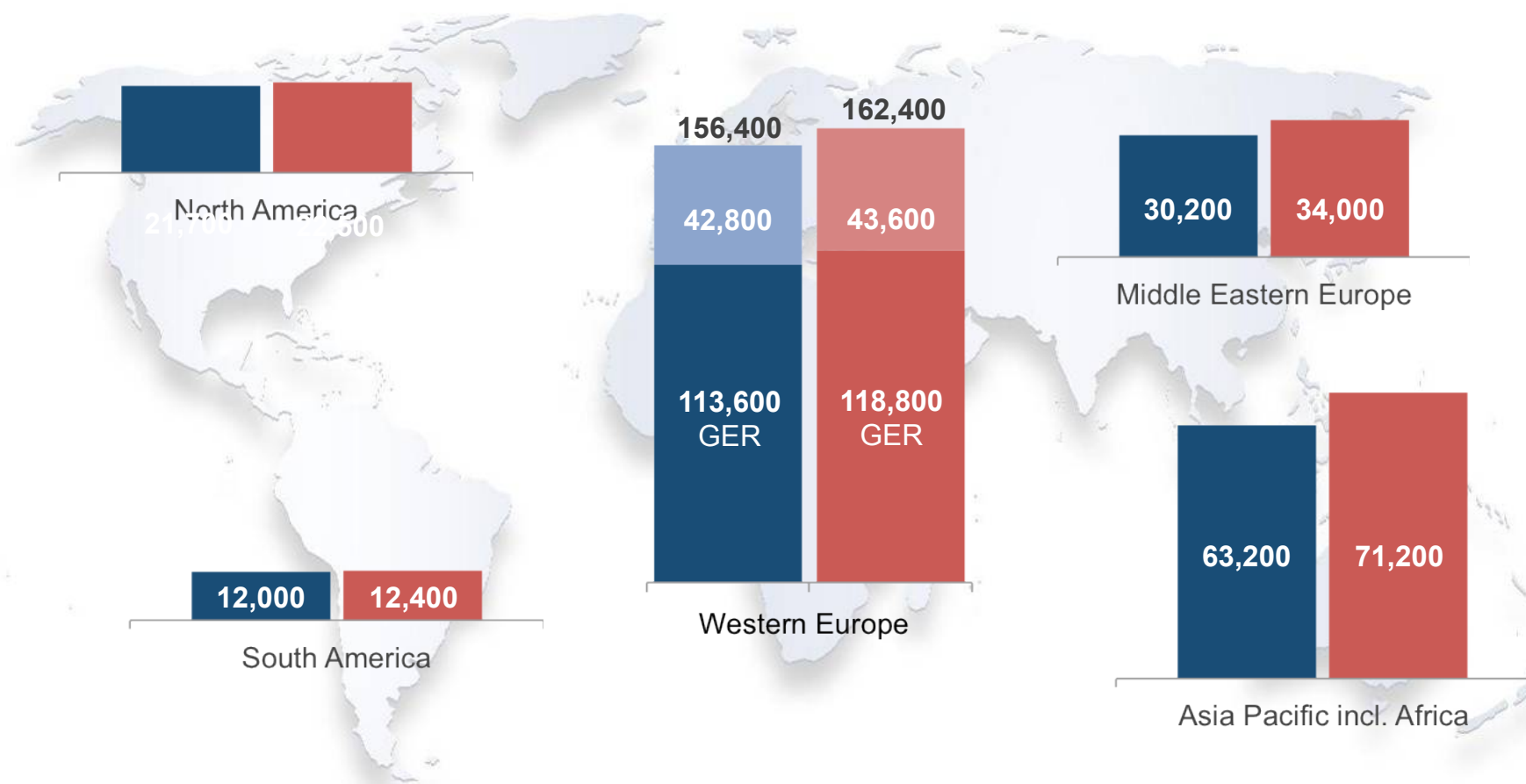


Bosch Group Expanded regional presence



Countries in which Bosch is present account for 97% of global GDP

Bosch Group Worldwide growth



Global Bosch workforce: ■ 01.01.2011 – 283,500 ■ 01.01.2012 – 302,500



Bosch Group Innovations



Patents: 4126
+6,7%



R&D 4,2 billion EUR
8,1% of sales



Number of associates
working in R&D: 38,750

16 patents / working day

Bosch Group “Start-ups”

Bosch Engineering



- 500 projects per year
- 1,500 associates worldwide

Bosch Powertec



- Inverters for photovoltaics
- A full-liner thanks to acquisitions



Bosch Sensortec



- 400 million MEMS in 2011
- Half of these for consumer electronics

Bosch eBike Systems



- Started in 2011, already 40 customers
- Target: market share of some 20% in Europe

Bosch Group Energy plus home



House of the future

- Generates more power than it consumes – thanks to photovoltaics, heat pumps, efficient heating system, good insulation, and energy-efficient household appliances
- In the course of a year, the house consumes 7,550 kilowatt hours and generates 9,100 kilowatt hours of power



Bosch Group in Slovenia 2011



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Key data Bosch Group in Slovenia

Sales revenue

Growth % L.Y.

Associates

Capital expenditure



158

15

850

8

2010

191

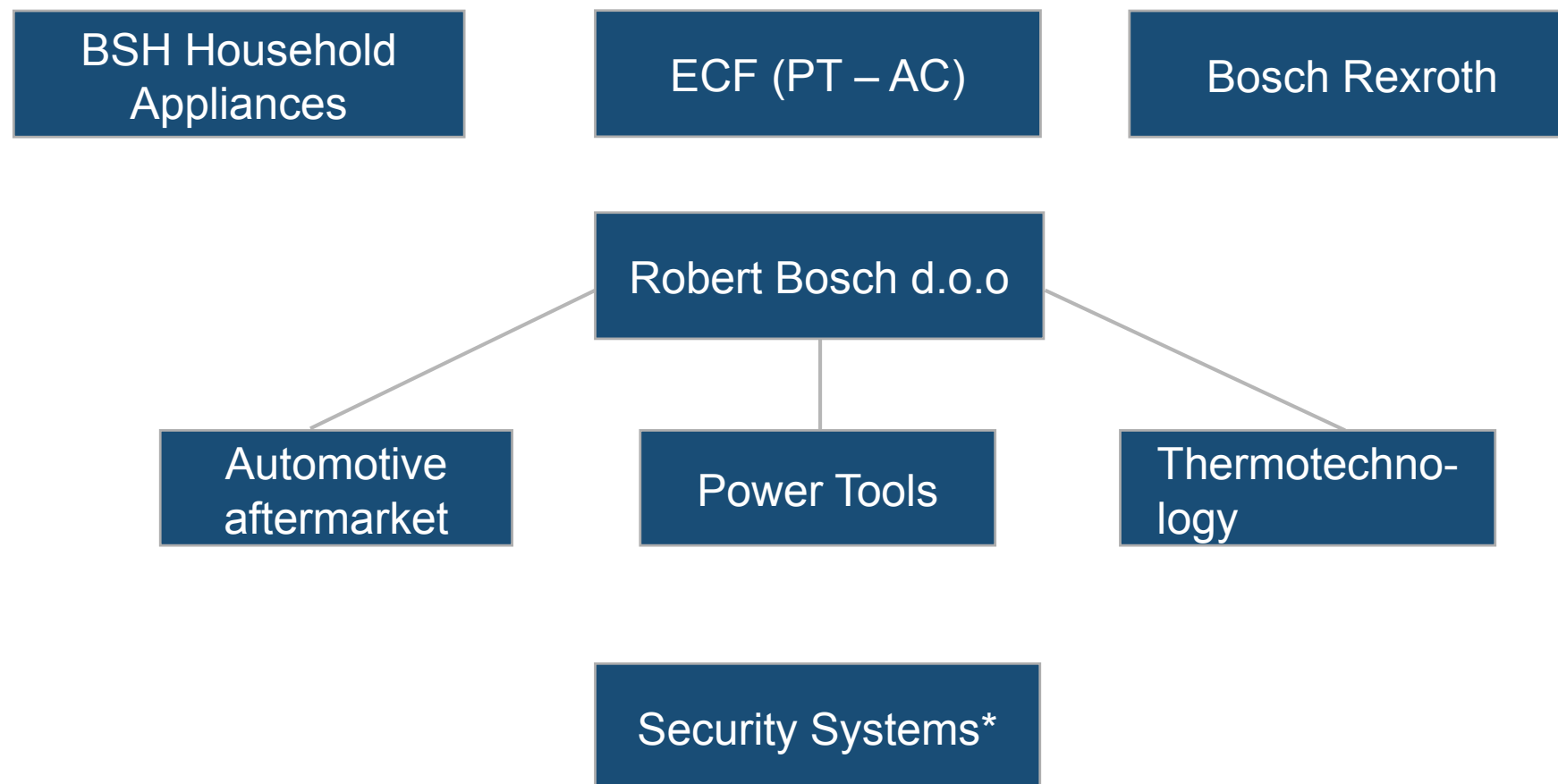
21

8

11

Currency figures in Mio €*

Structure of the Bosch Group in Slovenia



Power Tools

Portable PT



Benchtop



Accessories



Measuring

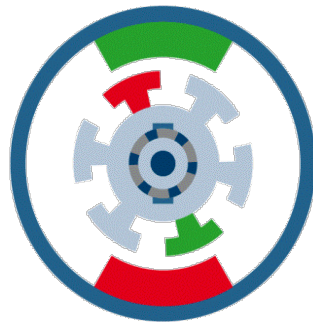


Garden

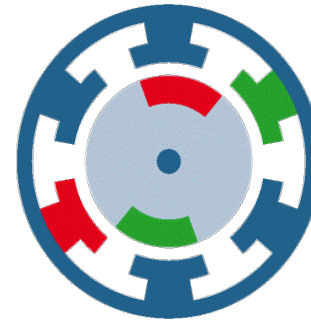


Innovation in technology – new motor generation for cordless tools

Highlights!



DC motor



EC motor

Longer lifetime



due to no brushes



Efficiency



leads to prolonged
battery runtime

Intelligent control



of energy required for
application

Innovation in products

Highlights!



PRO SAG range – up to 6 times longer lifetime than competitors



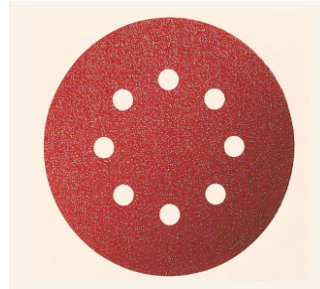
DIY cordless drill/driver with integrated bit holder



Hedgetrimmers - more power + less weight



Surface laser – first instrument to check floor planarity



Sanding paper – 30% higher removal rate



Dremel Saw-Max – revolutionary cutting technology



Skil Weedbuster – reduces effort and eco-friendly

Innovation in concepts - mobility concept with L-Box

Highlights!



Providing solutions: 2 in 1 storage and transportation system

Innovation in communication- mobile communication with users

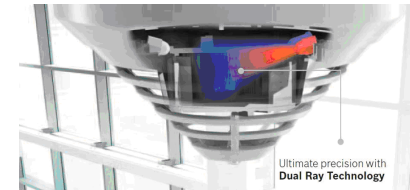
Highlights!



Key messages ST 2011

Product launches (project business)

- Video:
 - Complete HD portfolio
 - Intelligent video analysis (IVA)
- Fire: Automatic fire detectors 420 series
- Intrusion: The Modular Alarm Platform 5000
- Professional audio systems: Powermixer DYNACORD PowerMate3
- Access Control and Management Systems



Product launches (distribution)

- Advantage Line portfolio for easy installation: available via distributor partner network for small- to medium-sized applications



Regional references - Slovenia



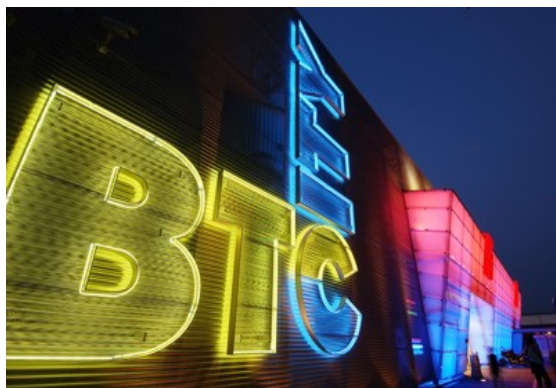
The Archives of the Republic of Slovenia – (Fire Alarm)



GEN Krško Plant – Krško
(Fire alarm, Intrusion)



Iskra MIS - Ljubljana
(Fire Alarm, AC)



BTC warehouse, Novo Mesto
(Fire alarm - FPA 5000)



Airport Maribor - (CCTV, Fire,
Access Control, Intrusion, BIS)



Slovenian Railway -
(CCTV, Fire, Intrusion)

KTS Truck – complete solution for truck repair



- The KTS Truck with the KTS ESItronic software above all covers a large number of European manufacturers of heavy-duty trucks, semi-trailers and buses.
- It is used for control unit diagnostics and it features wiring diagrams, testing and maintenance instructions, as well as system information.

Diagnostic products

Tyre changers and balancers



Annual press conference 2012



The Bosch Power Tools Accessories Business Unit (PT-AC) operates a packaging facility in Krško

In cooperation with an external service provider, Bosch packs various accessories for the European market.

Electric Drives and Controls Slovenia

Since 1998 development and production of motors for industrial applications

Škofja Loka: Management, logistics, development, production (since 2004)

Železniki: Machining of mechanical parts (since 2000)

- Number of employees: 320
- Plant Manager: Hans Bangert
- Production area: 5,160 m²
- Office space: 880 m²
- Total: 7,350 m²



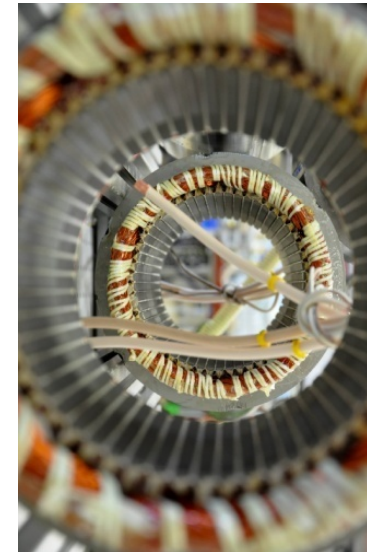
EDC products in Slovenia

1.) Motors:

- Printing & paper
- Machine tools
- Plastic machines
- Food packaging
- Assembly Technology, Solar Technology, Semincon Technology

Type:

- Synchronous motors
- Asynchronous motors



2.) Parts for motor production at the Bosch Rexroth plant in Lohr, Germany

- Stators

3.) Transformers for welding machines in the car industry worldwide (BMW, Audi, GM, ...)



Presenting Indramat Elektromotorji, milestones

- 1982 Cooperation between the companies ISKRA and INDRAMAT
- 1998 Purchase of drive motor production and development by MANNESMANN - REXROTH; founding of the company INDRAMAT ELEKTROMOTORJI
- 2001 Acquisition of MANNESMANN - REXROTH by ROBERT BOSCH
- 2002 Founding of Bosch Rexroth AG. INDRAMAT ELEKTROMOTORJI included in the Electric Drives and Controls business sphere
- 2003 Relocation of INDRAMAT ELEKTROMOTORJI to the new location in Škofja Loka
- 2003 Beginning of welding transformer production
- 2005 Complete overtake of linear motor production from Lohr plant
- 2007 Commissioning of the new transformer platform and start of serial delivery of transformers (car industry clients)
- 2010 Beginning of ironless linear motors and synchronized motors with housing

CSR activity in Slovenia 2012

Donation to Association for Effective Rehabilitation of Children – KROS





Thank you for your attention.



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