### Bosch Business Overview

#### Key Figures

<table>
<thead>
<tr>
<th>Mobility Solutions</th>
<th>Industrial Technology</th>
<th>Energy and Building Technology</th>
<th>Consumer Goods</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Car" /></td>
<td><img src="image" alt="Electricity Tower" /></td>
<td><img src="image" alt="Buildings" /></td>
<td></td>
</tr>
</tbody>
</table>

#### Bosch Global

<table>
<thead>
<tr>
<th>Turnover 2016</th>
<th>More than</th>
<th>Development Engineers</th>
</tr>
</thead>
<tbody>
<tr>
<td>73.1 billion EUR</td>
<td>3,89,281 employees</td>
<td>55,000 employees</td>
</tr>
</tbody>
</table>

#### Bosch in India

<table>
<thead>
<tr>
<th>Turnover 2016*</th>
<th>More than*</th>
<th>Development Engineers*</th>
</tr>
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<tr>
<td>181 billion INR</td>
<td>31,330 employees</td>
<td>18,500 employees</td>
</tr>
</tbody>
</table>

**Note:** SGIN is a new carved-out entity from RBIN w.e.f 01st Aug, 2016. New Entity TNS: 4,527m and PC: 585. is not included in the above chart. Figures don’t include BSH.
Bosch in India

**Key Figures**
- 31,330 associates
- 181* billion INR TNS in 2016
- 18 manufacturing plants

**Milestones since 1922**
- 1922 First sales office opens in Calcutta
- 1951 MICO is founded as a joint venture with Ghaziabad Engg. Co.
- 1961 Bosch Group increases its MICO shares to more than 50 %
- 2008 Motor Industries Company Limited (MICO) is renamed Bosch Limited
- 2009 Bosch Group increases its Bosch Limited shares to more than 70 %
- 2015 Inauguration of Bosch's 18th manufacturing facility in India

**Note:** SGIN is a new carved-out entity from RBIN w.e.f 01st Aug, 2016. New Entity TNS: 4,527m and PC: 585. is not included in the above chart. Figures don't include BSH.
Overview: The Bosch Group in India

- Bosch Ltd.
- Bosch Automotive Electronics India Pvt. Ltd.
- Bosch Electrical Drives India Pvt. Ltd.
- Robert Bosch Engineering and Business Solutions Pvt. Ltd.
- Bosch Chassis Systems India Ltd.
- Automotive Steering India Pvt. Ltd.
- ETAS Automotive India Pvt. Ltd.
- Bosch Rexroth (India) Ltd.
- BSH Home Appliances Pvt. Ltd.
BOSCH – TECHNOLOGY TO ENHANCE THE QUALITY OF LIFE
Bosch – Technology to Enhance the Quality of Life

- Some 59,000\(^1\) researchers and developers work at Bosch, at 120\(^2\) locations worldwide, in a single network.

- Bosch is one of the world’s leading providers of technology and services.

- Over the past six years, Bosch has invested more than EUR 30 billion in research and development.

- Our objective: To develop innovative, useful, and exciting products and solutions to enhance the quality of life – technology that is ‘Invented for life’.

\(^1\) As of 12.16  \(^2\) R&D locations with >50 associates as of 12.16
Bosch Business Overview
Mobility Solutions – Strategic Directions

Connectivity drives new solutions
Commercial vehicles and off-highway
2-Wheelers
Electrification besides system solutions for combustion engines
Automated driving

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Bosch introduces series production for automotive innovations so that everyone can afford them. And in doing so, Bosch sets standards – e.g., with airbag control units, ABS, ESP®, lambda oxygen sensors, and direct injection.

- We make sure that cars are becoming increasingly cleaner, more economical, safer, and more comfortable. Driving pleasure will be part and parcel of the future of automotive mobility.

- That's what we call ‘Invented for life’.
Mobility Solutions Business Sector
Automotive Competence from a Single Source

- Maintaining our edge with:

1. A comprehensive portfolio
2. Innovation and technology leadership
3. Systems expertise and networking
4. Global presence
5. Extensive partnership
6. Quality and reliability
Actively Shaping Global Megatrends
With Innovations for People, Society, and the Environment
Actively Shaping Global Megatrends
With Innovations for People, Society, and the Environment

Connectivity
- By 2020, 50 billion things will be connected.

Urbanization
- 60% of the world’s population lives in cities.

Demographics
- The population aged 65 or over is growing twice as fast as other age groups.

Energy & climate
- The probability that global warming will be limited to just 2 °C is very low.

Urban mobility
- Safety on the roads
- Charging infrastructure
- Hybrid powertrain systems
- Alternative fuels
- Internet of things

Automated mobility
- Electromobility
- Efficient powertrains
- Driver assistance systems

Automated parking
- Infotainment in the car
- Reduction in emissions

Rental vehicles
- Connected services
- Convenient mobility
- HMI systems

Connected services
- Connected mobility
Bosch Mobility Solutions
Integrated System Solutions for Maximum Benefit

Connected mobility

Automated mobility

Powertrain systems and electrified mobility

Fun and fascinating
Safe and comfortable
Efficient and economical
Mobility Markets in Flux
With Solutions by Bosch
Connected Mobility
Bosch is Seamlessly Connecting Mobility

Connected services
Vehicle connected to the Internet
Connected mobility providers
Connected HMI solutions
Connected vehicle systems
Automated Mobility

Bosch is Teaching the Vehicle How to Drive

Driver assistance systems

Partially automated driving

Fully automated driving

Highly automated driving

Automated parking
Bosch is Energizing the Powertrain

Powertrain systems for internal combustion engines

Hybrid systems

Connected charging infrastructure and payment systems

Fully electric powertrain systems

Electrified two-wheeler powertrains
INDUSTRIAL TECHNOLOGY BUSINESS SECTOR
Bosch Rexroth
The Drive & Control Company

- Many technologies. One right solution

Service, Training, and Consulting

- Pumps and Motors
- Compact Hydraulics
- Mobile Electronics and Systems
- Transmission Units
- Industrial Hydraulics
- Hydraulic Power Units
- Electric Drives and Controls
- Linear Motion Technology
- Large Hydraulic Drives
- Assembly Technology
Bosch Rexroth in India
Think Global, Act Local!

Production Location, Sanand (Ahmedabad):
- Conventional Hydraulics (Select range, size 6 to 22)
- Power Units (13 L-50,000 L Oil tank capacity)
- Hydraulic Cylinders (Up to 320 mm bore dia and 5 m stroke)

Production Location, Hejala (Bengaluru):
- External Gear Pumps (from 4 to 22.5 cm/rev)

Over 9 Billion INR Turnover
5 Sales Regions with 8 Sales Offices and more than 40 Dealers across India
800+ Employees
1 Trading Warehouse

Production Locations
3 Service Centres
2 Production Locations

Ahmedabad
Jamshedpur
Kolkata
Pune
Mumbai
Bengaluru
Chennai
Delhi
Bosch Rexroth – The Drive and Control Company
Every industry has specific needs

We have deep industry knowledge

Mobile Applications

- Construction Machinery
- Material Handling
- Agricultural and Farm Machinery
- Commercial Vehicles

Industrial Applications

- Steel
- Civil Engineering and Energy Technology
- Plastics and Press
- Transport Technology
- Bulk Material Handling
- Marine and Offshore
- Machine Tools and Automotive
- Assembly and Handling
- Food, Packaging, and Printing
Bosch Rexroth - What we stand for
From small to large

Every machine

Each project

Many applications, multiple industries

From massive to miniature

Providing lifetime service

With global strength to local markets

With leading-edge technology

Founded on a strong team

We move everything
Bosch Packaging Technology offers process and packaging technology as well as handling, automation, and inspection equipment, complemented by a comprehensive services portfolio including laboratory services, validation and qualification of machinery, and industry-specific trainings.

From stand-alone machines, to modular combined lines and integrated systems – Bosch offers entry-level automation to high-end technology for a huge variety of pack styles, formats, and sizes.
Bosch Packaging Technology division is one of the leading suppliers of process and packaging technology.

- Based in Waiblingen near Stuttgart, Germany, and employing 6,200 associates.
- At over 30 locations in more than 15 countries worldwide, a highly qualified workforce develops and produces complete solutions for the pharmaceutical, food, and confectionary industries.
- These solutions are complemented by a comprehensive aftersales service portfolio. A global sales and service network provides customers with local points of contact.
Bosch Packaging Technology
Market Drivers and Trends

- Higher disposable income; urbanization, health and wellness awareness – changing lifestyles
- Retail revolution – change in buying behaviour and packaging requirements
- Technology and automation
- Global standardization of technology
- Presence of local, regional, and multinational companies
- Growing exports of Indian packaging machinery
Bosch Packaging Technology
Product Portfolio

End-to-end integration of all technology

Flexible Packaging Vertical
- Feeding Solutions
- Dosing Systems
- Vertical Form Fill and Seal Machines
- Product Protection**

Flexible Packaging Horizontal
- Feeding Solutions
- Horizontal Form Fill and Seal Machines
- Product Distribution
- Conveyors

Confectionary
- Wrapping Machine

Secondary Packaging
- Baling Machine
- Sacking Machine**
Bosch Packaging Technology
What do we pack?

- Pasta, Rice
- Chocolate / Sugar Confectionary
- Fresh Food
- Baby Food, Milk Powder
- Flour, Powdery Products
- Pet Food
- Biscuits
- Sugar, Salt
- Cereals, Snacks
- Detergent, Non-food Products
- Cement
- ....
Bosch Packaging Technology
End-to-End Solutions

- Solution provider for complete packaging requirements
- Integration of Bosch and third-party equipment
- Complete project management at Bosch
- Service from one source
- Easy line adaption; flexibility for tomorrow’s packaging
Bosch Packaging Technology
New Product Development

Local development with ‘global mindset’

Continuous investment in new products to provide state-of-the-art technologies

Dedicated team, well-qualified with cross-border experienced development team

Development of products catering to the needs of local as well as emerging market requirements
Bosch Energy and Building Solutions

Turnkey Solar PV Services

We develop and commission solar power plants for enterprise and utility clients

- Total installed capacity close to 100 MW till Jan 2017
- Strong in-house design and engineering expertise
- Types of installations
  - Ground-mounted
  - Sheet-roof
  - RCC roof
  - Raised roof
  - Water lagoon (submerged)
  - Car parking
- End-to-end turnkey services from design to commissioning, operations, and maintenance

Awarded ‘Best Solar Project’ in India twice by Intersolar, Germany for Cochin International Airport and Maruti Suzuki projects
Bosch Energy and Building Solutions

Energy Efficiency Solutions with Demonstrated Savings

Energy Services

Reduction of energy consumption in facilities by combining engineering solutions, modern technology, intelligent systems, and sustainable operation

Primary Solution Offerings

- **Integrated Heating and Cooling**
  - Sectors
  - Automotive, Manufacturing, Hotel, Hospital, and Commercial Building

- **HVAC Efficiency Improvement**
  - Sectors
  - Hospitals, Pharma, and Commercial Building

- **Waste Heat Recovery Solution**
  - Sectors
  - Steel Re-rolling Mill, Dairy

- **Steam Distribution Optimization**
  - Sectors
  - Engineering, Tyres, Pharma, and Plywood
Bosch Thermotechnology
Reliable and Efficient Heating Products

Solar Thermal Systems

- **Products**: Flat Plate & Evacuated Tube Collector Solar Water Heaters
- **Capacity**: 100, 200, 300, and 500 LPD
- **Advantages**: PVD-coated, high efficiency, durable, and patented design

Industrial Boilers

- **Products**: Oil- & Gas-fired Steam Boilers
- **Capacity**: 1 to 55 tons per hour
  **Efficiency**: 93 to 99.3 %
- **Advantages**: High efficiency, plug-and-play design, and advanced control system

Domestic Water Heaters

- **Products**: Gas Water Heaters and Heat Pump Water Heaters
- **Capacity**: Gas Water Heater – 5 to 18 L/min and Heat Pump – 150 & 200 L
- **Advantages**: Safe, efficient, comfortable, and reliable
Bosch Security Systems
Company Structure – Overview

Bosch Security Systems

Product / Business

Fire Alarm Systems
Video Systems
Communi-
cation Systems
Engineered Solutions and Software
Intrusion Alarm Systems
Bosch Security Systems
Worldwide Large Projects over the Past Five Years

Worldwide vertical areas with our engineered solutions and products

- >100 Airports
- >170 Railway / Metro
- >140 Energy & Utilities
- >60 Stadiums
- >60 Retail
Bosch Security Systems
Solutions Portfolio
Bosch Security Systems

Our Value Proposition

- **One-stop shop** for Products / Solutions for all Safety, Security, and Communication requirements
- Dedicated Sales, Vertical, and Marketing organizations
- Local Service Centres for better turnaround time
- Technical Support Capabilities – Site survey, Design, Estimation & Commissioning, and Product Demonstration
- Advanced Training and Certification at Training Academy, Bengaluru, for Customers and Channel Partners
- Local logistics with Integrated Global Logistics Management System
- Warehouses across India for on-time delivery
CONSUMER GOODS BUSINESS SECTOR
Bosch Power Tools Overview

Strengths

- Brand awareness in all the user segments and markets we serve.
- It conveys our strengths of superior quality and innovation leadership added by a portfolio of strong brands.

Basis of our Innovative Strength

- Focusing on the user: ‘User Experience’
- Usefulness
- Ease-of-use
- Joy-of-use
- Aesthetics
Bosch Power Tools
India Presence

[Map showing India with various cities marked, including Head Office, Regional Sales Office, Sales Office, and Manufacturing Plant.]
Bosch Power Tools
Product Portfolio

Construction Range

Metal Working Range

Power Tool Accessories

Woodworking Range

Cordless Range

Total Measuring Solutions

Cleaning Solutions for Maintenance

Service
Bosch Power Tools
Solutions for All User Segments

Professional Tradesmen

Institutional

Cutting Solutions
Demolition Solutions
Measuring Solutions
Drilling Solutions
Cleaning Solutions

Contractors | Construction | Industrial

One-Stop Solution Provider
# Bosch India Social Engagement

## CSR Overview

### Key Beneficiary Groups and Coverage

- **Unemployed School Dropout Youth**: 125 BRIDGE Centres in 16 States across India
- **Government School Children**: 350 Govt. Schools in 3 States
- **Local Communities**: Around Bosch Plants
- **Needy Children**: 10 Trusts in 7 Cities
- **Villages**: 160 Villages in 5 States
- **Young Aspiring Artisans**: 2 Artisan Centres in 2 States

### Programs and Projects

#### Health, Hygiene, and Education

- **BRIDGE**: Bosch’s Response to India’s Development & Growth through Employability Enhancement
- **Health, Hygiene, and Education**
  - Medical Screening, School Infrastructure Improvements, Enabling ‘Learning by Doing’, Education Initiatives including Life Skills

#### Neighbourhood Projects

- **Neighbourhood Projects**
  - RO Plants, Check Dams, Nashik Run, Midday Meals Kitchen, etc.

#### Primavera

- **Primavera**
  - Support for childrens’ charities

#### Bosch India Foundation

- **Bosch India Foundation**
  - Holistic Village Development and Artisan Centres in Bengaluru and Nashik

(Short-term job-oriented training for school dropout youth leading to employment in the services industry)
Bosch India Social Engagement
Our CSR Programs at a Glance

**BRIDGE**
(Bosch’s Response to India’s Development & Growth through Employability Enhancement)

- Flagship Short-term Job-oriented Training with 100% Job Placement Assistance
- Free Training Kit to all BRIDGE students with industry- and job-specific modules
- Capacity Building through a unique Train-the-Trainer (TTT) programme
- Public and Private Partnerships on Skill Development through BRIDGE
- BRIDGE Centres at 10+2 Pre-Univ. Colleges / Higher. Sec. Schools and Model Centre Development

**Health, Hygiene, and Education**

- Medical Camps at 350 government schools reaching out to 50,000 children
- Education initiatives on Science, English, Computers, and Value Education
- 10 projects supported by Primavera India at 7 cities enabling children to break poverty cycle
- Bosch-wide Employee Engagement at the Annual ‘Spark of Joy’ fundraising event for Primavera

**Neighbourhood Projects**

- Nashik (Charity) Run being supported by Bosch every year
- 7 Check Dams in Nashik & 22 RO Plants in Jaipur built by the Bosch Plants
- Holistic Village Development projects in 160 villages
- Artisan Training Centres in Bengaluru and Nashik established and running

**Bosch India Foundation**
Bosch India Social Engagement
Impact and Recognition

<table>
<thead>
<tr>
<th>Short Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unemployed Youth trained and placed through <strong>BRIDGE</strong> in entry-level service sector jobs across India (2013 to 2016)</td>
<td>7,500</td>
</tr>
<tr>
<td>Underprivileged Children in 10 Trusts benefit through Primavera</td>
<td>1,000</td>
</tr>
<tr>
<td>Government Schools benefit from Bosch Healthcare and innovative education initiatives by Bosch covering 50,000 children</td>
<td>350</td>
</tr>
<tr>
<td>Villages developed by Bosch India Foundation</td>
<td>160</td>
</tr>
<tr>
<td>RO Plants in Jaipur benefitting 3,500 families</td>
<td>22</td>
</tr>
<tr>
<td>Check Dams constructed by Bosch in Nashik saving 475 tmcft of water for irrigation</td>
<td>7</td>
</tr>
<tr>
<td>Artisan Training Centres established with focus on Carpentry and Electrician training</td>
<td>2</td>
</tr>
</tbody>
</table>

**Bosch Limited** has won the following recognitions for its social engagement activities:

- **BRIDGE** programme was conferred with the **FICCI CSR award** for excellence in ‘Education, Livelihood, and Skill Development’ in 2016 by the FICCI Aditya Birla CSR Centre for Excellence, New Delhi. Dr. O. P. Goel, General Manager – CSR, and Head – Vocational Training (India), Bosch Limited received this award from the Hon’ble Minister for Rural Development, Mr. Narendra Singh Tomar on 21.12.2016 in New Delhi.

- Bosch Limited ranked **49th among India’s Top 100 CSR companies** published by IIM Udaipur, Economic Times, and Futurescape in 2016.

- **Bosch India** received a CSR Award for ‘Best Overall Sustainable Performance’ from the World CSR Congress in 2016.

The Hon’ble Prime Minister of India Mr. Narendra Modi and Her Excellency Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, lending an attentive ear to the testimonials shared by BRIDGE graduates, during their official visit to the Bosch Vocational Centre on October 6th, 2016.
VALUES
We are Bosch
Our Mission Statement

Our **Objective** – What we want to achieve

Our **Motivation** – What drives us

Our **Strategic Focal Points** – What will help us succeed

**Focusing on customers | Shaping change | Striving for excellence**

Our **Strengths** – What we do well

Bosch culture | Innovation | Outstanding quality | Global presence

Our **Values** – What we build on

**Future and result focus | Responsibility and sustainability | Initiative and determination | Openness and trust | Fairness | Reliability, credibility, legality | Diversity**