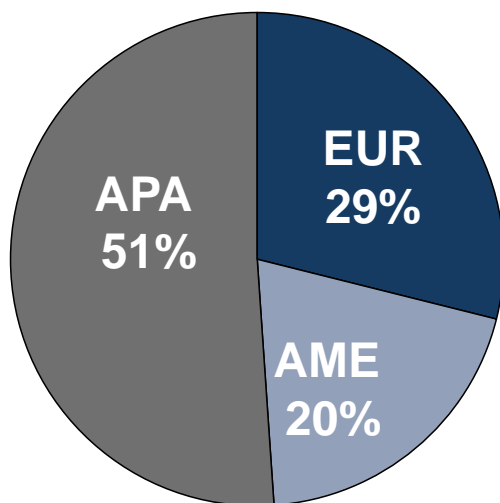


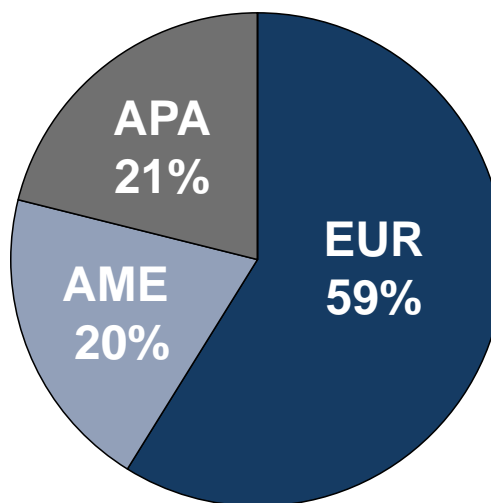
Market segments by region 2008

Hot water



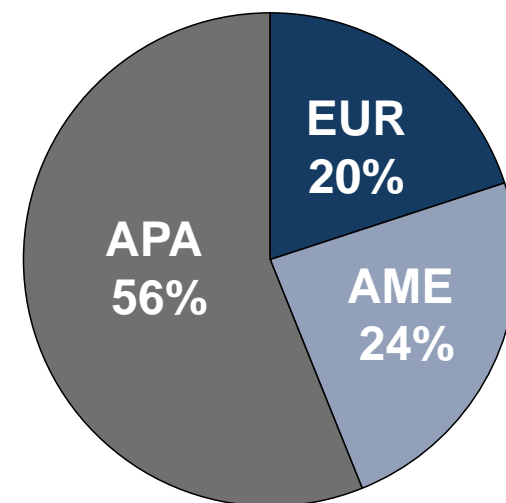
EUR 12.2 bn.
(+5.0% p.y.)

Heating



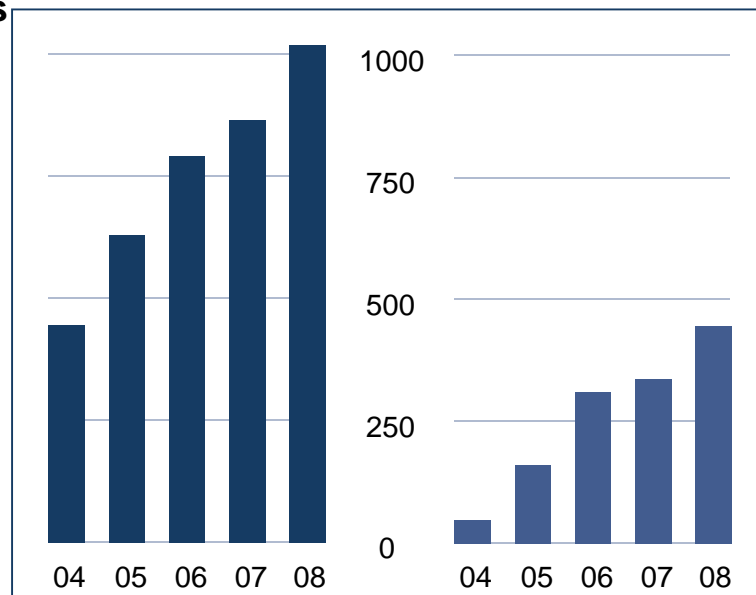
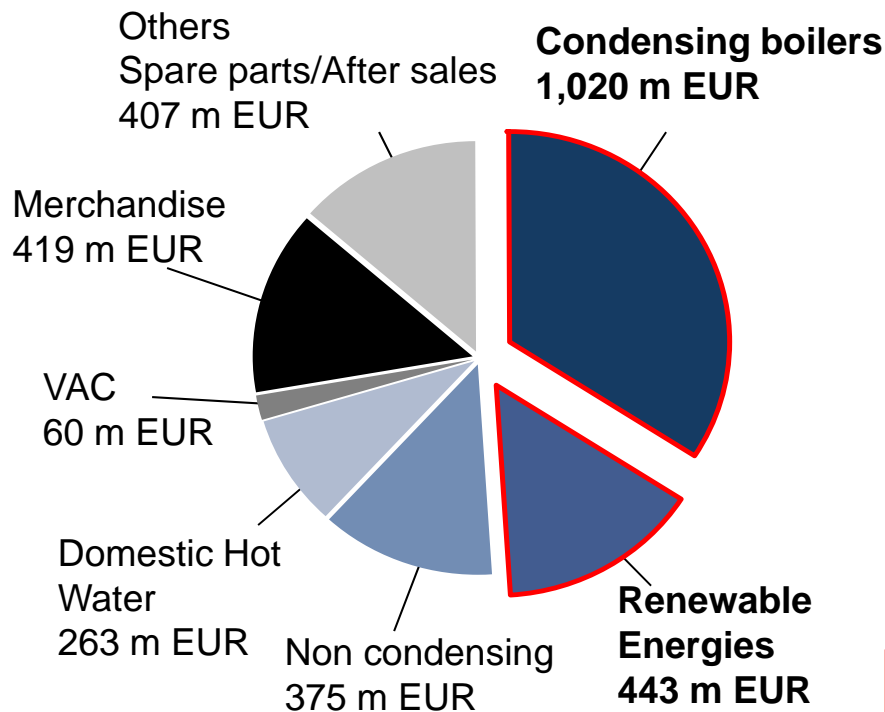
EUR 14.7 bn.
(-0.6% p.y.)

VAC



EUR 43.9 bn.
(+0.6% p.y.)

Environmental technology drives sales



Condensing boilers
1,020 m EUR

Renewable Energies
443 m EUR

Growth trend

- Energy efficient systems
- Renewables energies

Subsidies expanded to many countries

- Markets are characterized by a complex funding and regulation conditions: country specific, different criteria
- Common measures: direct subsidies, tax credits, tax deductibility and subsidization of interest rates
- In the USA a private household can get a tax credit up to 30% of the costs for heatpumps or solar systems
- 25% of Bosch Thermotechnology sales in 2008 were supported by subsidies, thereof 17% for condensing boilers and 8% for systems combined with renewable energies

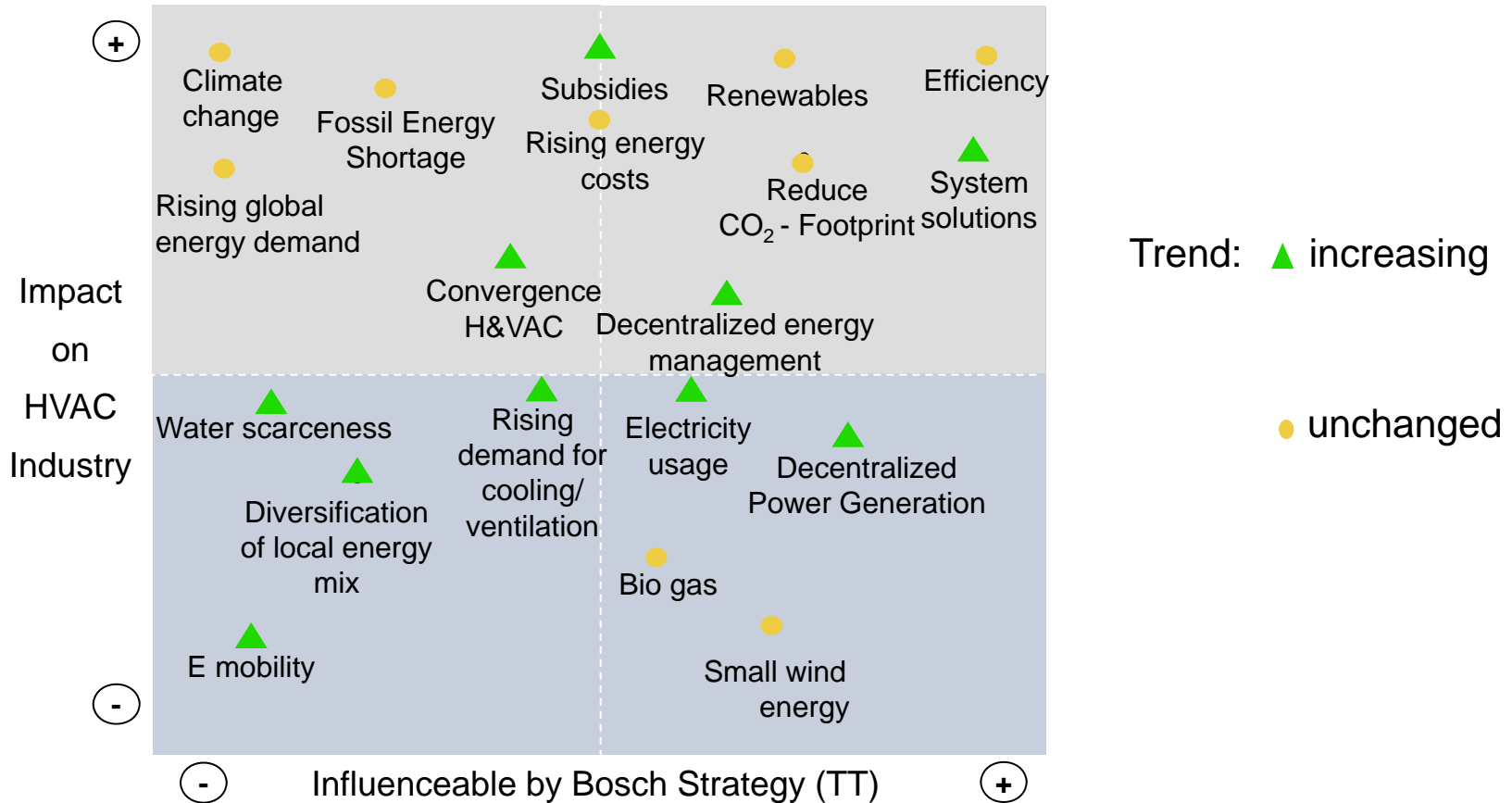


6 global Business Units

Business Units have global responsibility for their products and associated production sites



External trends



Outlook: Heating Ventilation Air Conditioning

- increased comfort demand creates need for systems of cooling and heating
- Rising cooling and ventilation demand
- Optional cooling components supplement the electric heat pumps



→ Heating and VAC markets are beginning to converge

Challenges for Bosch Thermotechnology

Today

- Conventional Technologies
- Heating and Water-heating
- Regional
- Residential
- Product focus

Future

- Energy efficient (Condensing) and Renewables
- HVAC and Water-heating
- Global
- Residential, Commercial and Industrial buildings/processes
- System approach