



BOSCH

Invented for life

www.bosch.co.uk
www.bosch.ie

The Bosch Group in the UK and Ireland

Bosch has been present in the UK since 1898, when Robert Bosch opened the company's first office outside Germany. Today, the UK is Bosch's second largest market in Europe and fourth largest in the world. As one of the UK's biggest European investors, as well as being a significant manufacturer and exporter, Bosch has a significant base in the country and all of its business sectors (Mobility Solutions, Industrial Technology, Consumer Goods, and Energy and Building Technology) have a presence in the UK.

In 2016, Bosch generated UK sales of £3.2 billion, a solid 13 percent growth, exchange rate adjusted, based on the previous year. The number of associates employed at Bosch in the UK in 2016 reached approximately 5,300 across 41 sites.

Many Bosch UK business sectors performed strongly in 2016. The Mobility Solutions sector achieved double-digit growth, outperforming market growth in the UK.

This was mainly driven by the demand for new driver assistance and infotainment systems.

The Consumer Goods sector saw approximately 10 percent increase in sales, with the sector's best-selling products including cordless power tools and household appliances, in particular its range of connected ovens, creating perfect cooking results every time.

The Energy and Building Technology sector also registered a solid increase in sales with 12 percent growth. The sector's strong success can be attributed to gaining further market share and its connected smart heating solutions. One example would be the Wave which is a smart, internet-connected programmable control for central heating and hot water which can be operated using a smart phone or a tablet.

Present in the UK since

1898

Bosch UK and Ireland operates from 41 locations and employs close to 5,300 associates. This map highlights our largest locations.



Denham

- Automotive Aftermarket
- Mobility Solutions
- Power Tools
- Security Systems

Dublin

Distributors for:

- Automotive Aftermarket
- Home Appliances (BSH)
- Power Tools

Glenrothes

- Drive and Control Technology (Rexroth Bosch Group)

Greetland

- sia Abrasives

Liverpool

- Bosch Service Solutions

Nuneaton

- Bosch Engineering Group

St. Neots

- Drive and Control Technology (Rexroth Bosch Group)

Stowmarket

- Power Tools Lawn and Garden

Worcester

- Thermotechnology (Worcester, Bosch Group)

Milton Keynes

- Home Appliances (BSH)

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Steffen Hoffmann, President of Bosch UK and Ireland, on transforming to an IoT company

We live in a most interesting time. Huge changes in our society and markets – digitalisation, globalisation, the Internet of Things (IoT) – are changing our world towards a hyper-connected one. This is a journey that Bosch is actively shaping. At the same time, we have to look internally to transform from a traditional engineering company into an IoT company with a focus on software and services.

This transformation is more significant than any other since the beginning of the electronics age over 50 years ago. It is mainly driven by changes in our business environment, primarily technological advances in IoT and artificial intelligence, and the transformation of mobility.

Smart solutions


Worldwide we sold 27 million web-enabled products in 2016 – and it is our aim to make every new product connected. We estimate that the worldwide IoT market will grow by 35 percent each year until 2020, reaching a value of 250 billion U.S. dollars.

Artificial intelligence makes connectivity a personal, even emotive experience. It enables us to create technologies that support people in their everyday lives, that learn from data and that relieve their users of the burden of daily chores. An example of this is our new business launched in the UK this year, Bosch Smart Home, which provides a portfolio of solutions for an intelligently networked home. Through device communication, a smart home automatically adapts to our changing needs.

Outside of the home, by 2050, more than six billion people will live in megacities, twice as many as now. Smart and resilient cities will be needed to accommodate growing urban populations. In the UK, Bosch is embedding Smart City principles in our future cities as part of the Government’s Garden Towns initiative. Working with partners, these cities will provide enhanced convenience and security through intelligent solutions such as Bosch connected parking applications.

As cities grow, so does traffic. Our vision for traffic of the future is stress-free, accident-free and emissions-free. To achieve this, we are striving to reinvent mobility. Today, Bosch-developed driver assistance systems already help motorists to reach their destinations more safely. This is just one stepping stone to the driverless cars of the future.

The IoT continues to present opportunities and challenges across our sectors. By retaining a strong spirit of innovation, Bosch is transforming its businesses and keeping at the forefront of this rapid technological change. This need to change is not a new concept for Bosch; throughout more than 130 years of our history, it is something our founder Robert Bosch strongly believed in and clearly demonstrated. With our values and entrepreneurial spirit, we have both the foundation from which change can happen and the stability to keep our company successful as we continue on this journey.



Dr. Steffen Hoffmann
President of Bosch UK and Ireland

Bosch in the UK	2016
Sales (billions of pounds) Mobility Solutions, Consumer Goods, Industrial Technology, and Energy and Building Technology	3.2
Associates	
Number of associates	5,300
Number of locations	41

Biography – Dr. Steffen Hoffmann

Dr. Steffen Hoffmann has 25 years’ experience with Bosch and was appointed President of Bosch UK and Ireland in 2015. His position in the UK covers two main areas of responsibility: overseeing the overall Bosch UK business as the President of Bosch UK, and regional co-ordination of finance and administration for all Bosch entities in the UK.

Steffen began his career as a management trainee at Robert Bosch GmbH in 1992. Since then, he held several executive commercial roles in Germany and Japan. Prior to becoming President in the UK, Steffen was the Managing Director of Bosch, Southern Africa, and the Head of the Automotive Original Equipment Business in those countries, from 2009 to 2014.

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