

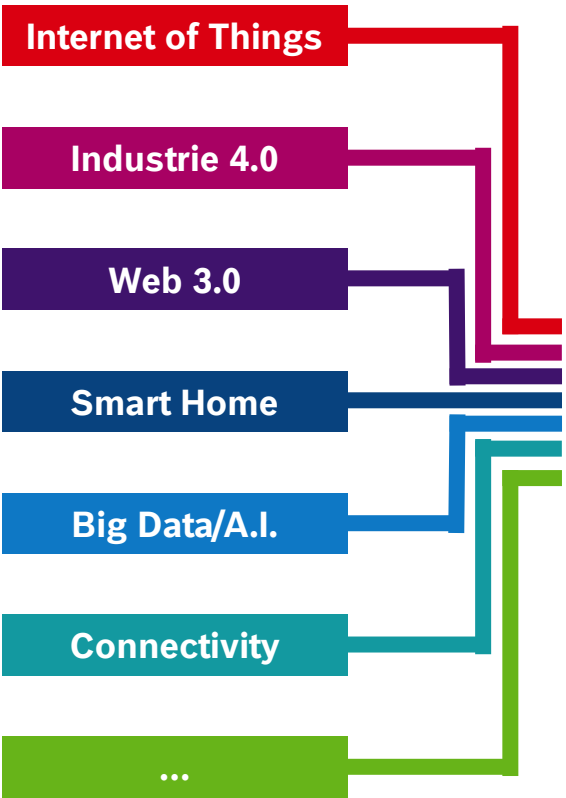
CONNECTED HEATING DEVICES IN SMART HOMES

1. IOT & HVAC INDUSTRY TRANSFORMATION
2. SMART CONTROLS
3. SMART HOME & EMMA
4. OPEN SOLUTIONS

HVAC – The Challenge

Our Business moves to digital and new competitors appear ...

Market drivers



Thermotechnology Market



New Competitors



THE CHALLENGE

HOW TO GROW WITH IOT IN A TRADITIONAL ENVIRONMENT

THE INSTALLER – TRADITIONAL VIEW



THE INSTALLER – THE MANUFACTURER’S DREAM



THE INSTALLER – SOME REALITY ...



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EasyControl of Bosch

Top- Features for Easy Controls

INDIVIDUAL ROOM
CONTROL



ADVANCED GEOFENCING
COMING HOME PREDICTION



ENERGY MONITORING

APPLIANCE
CONSUMPTIONS
AND SAVINGS
REPORT

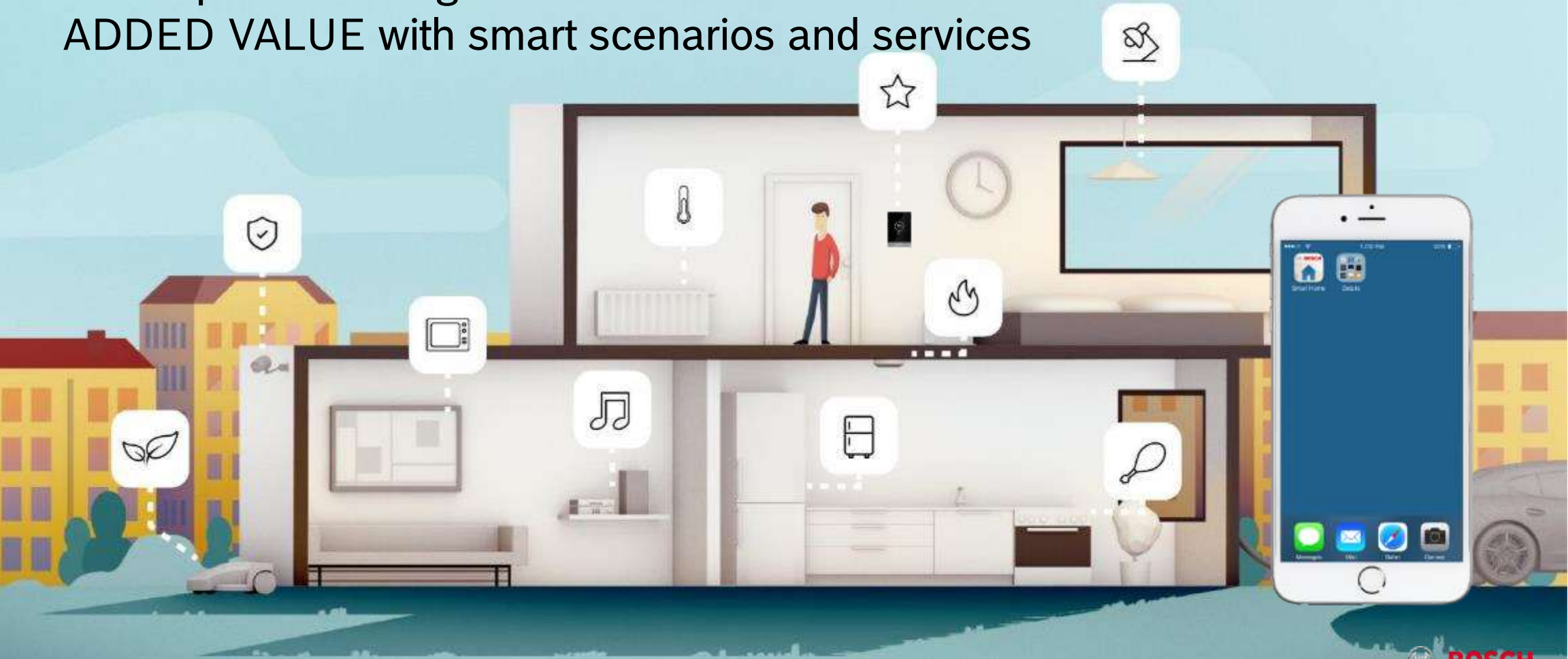


COMPATIBLE WITH SMART HOME
BOSCH AND OTHER 3RD PARTIES



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The Home, reinvented = COMFORT
ONE Application for all connected devices
ALL aspects of living covered
ADDED VALUE with smart scenarios and services



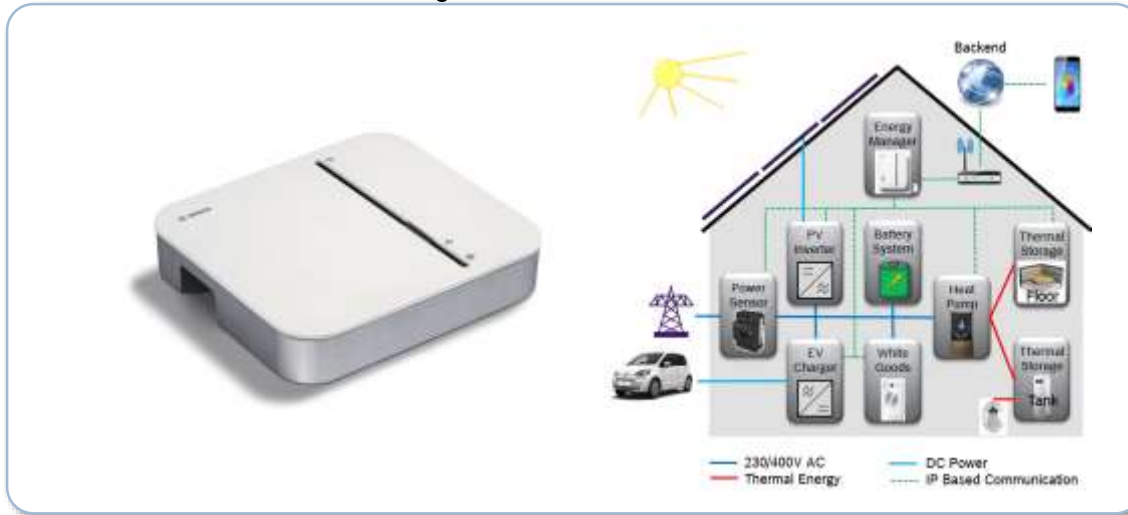


What I like most about my smart home is that it's making my life easier. It's doing the thinking on my behalf.

The Home, reinvented = ENERGY EFFICIENCY

Energy Monitoring and Management

- Increase in PV new installations due to promising ROI
- PV self-consumption: grid parity = motivation to use PV-energy@ home is high
- HP& PV combined can cut electricity bill



EMMA

Simple management
module

- ➔ Management of energy for autonomous systems with heat pumps
 - ➔ Simple energy management in the context of Smart Home Bosch
 - ➔ Integrated systems for PV, heat pumps, and battery storage
 - ➔ Adjusts production and consumption of photovoltaic energy in case of overproduction, storage in battery

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The home of today has to be ready for the future
but

The home of the past also has to be smart in the future
Open (interface) Solutions* are important



Towards Stand-alone solutions



Amazon Echo

AND

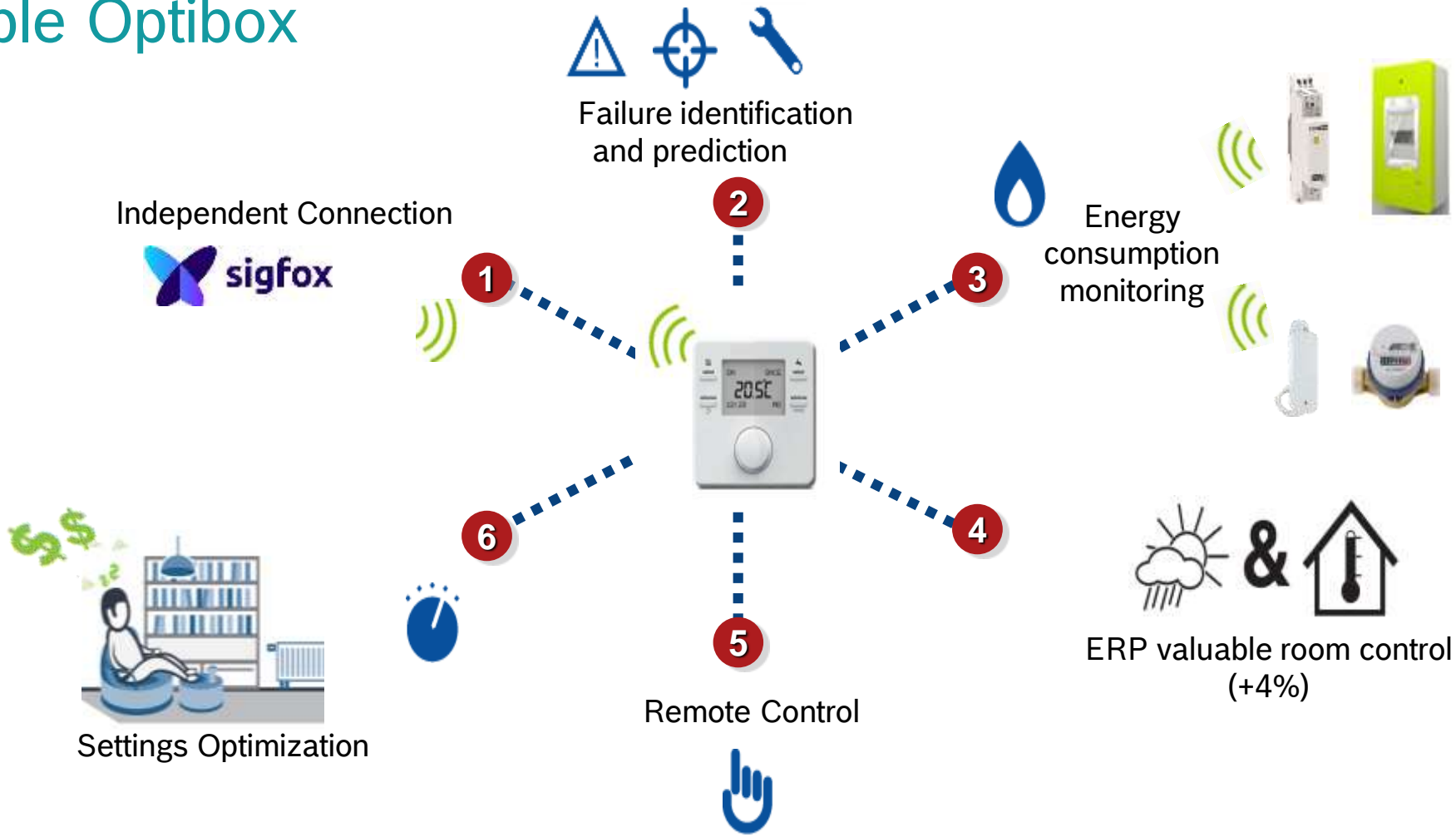
Towards BACS
(building automation
and control systems)



* Examples

Many stakeholders can benefit from connected heating devices

Example Optibox



Bosch HomeCom for end consumers



Bosch HomeCom Pro


for installers



HOME AND MOBILITY WILL BE SMARTLY LINKED



THANK YOU FOR
YOUR ATTENTION



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