

# Investing in a global industry leader with profitable growth and a transforming portfolio

**Investor Presentation** 

January 2021



### **Agenda**



- 1 Investment Proposition
- 2 Surface Solutions Division
  - 2.1 Attractive End Markets
  - 2.2 Leading Technologies
  - 2.3 Diversified Business Models
  - 2.4 Profitable Growth Drivers
- 3 Manmade Fibers Division
- 4 Financials
  - 4.1 Group overview
  - 4.2 Latest quarterly results
- 5 Appendix

### **Oerlikon's investment proposition**



#### A UNIQUE PROPOSITION...

Oerlikon creates innovative surface solutions, advanced materials and polymer processing, addressing customers' challenges and helping them succeed in their industries.

Over 1000 engineers are dedicated to continuously develop new solutions, materials and technologies with and for our customers.

Oerlikon is a leading global technology and engineering group serving its customers in 37 countries, generating CHF 2.59bn sales (FY 2019) and distributing a sustainable dividend to its shareholders.

Oerlikon has a net cash position and an unleveraged balance sheet allowing for organic and inorganic investments

#### ... WITH TWO ATTRACTIVE INVESTMENT PILLARS



PORTFOLIO TRANSFORMATION OPPORTUNITY

# **Enable organic growth at attractive margins** in Surface Solutions





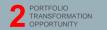
Mid-term aspiration: 4-6% revenue CAGR with sustainable EBITDA margin profile of 21-23%*					
Leader with unique competences	#1 and #2 market positions	<ul> <li>Presence across entire surface solutions value chain</li> <li>Dedicated business models to match customer needs</li> </ul>			
Attractive end markets	Diversified industry exposure – ~2-3% premium to global GDP	<ul> <li>Aviation, automotive, tooling, power generation, general industry</li> </ul>			
Build on trusted customer relations	<b>&gt;30 000</b> customers	<ul> <li>Global OEMs and tier 1 clients in all end markets</li> <li>Top 10 customers: ~18% of sales</li> </ul>			
Technological leadership & innovation	>40 R&D sites & >50 global partnerships	<ul> <li>Widest ranging portfolio of surface technologies, advanced materials, coating equipment and services</li> </ul>			
Proven and diversified business model with global network	>60% service revenue 166 sites in 37 countries	<ul> <li>Client-facing model offering engineering, coating services and solutions in materials &amp; equipment</li> </ul>			

ADDITIONAL GROWTH OPPORTUNITY: ONGOING RECOVERY IN LEADING MANMADE FIBERS DIVISION

<sup>&</sup>lt;sup>1</sup> excl. investments in Additive Manufacturing; incl. impacts from IFRS 16

### Oerlikon's strategic portfolio priorities







CHF 2 593 million sales (2019)

#### Surface Solutions Division CHF 1 488 million

World market leader with widest ranging portfolio of surface technologies, advanced materials, coating equipment and services

#### Manmade Fibers Division CHF 1 106 million

From melt to yarn, fibers and nonwovens - world market leader for systems / plants used in the production of manmade fibers

- Creating a global surface solutions and advanced materials powerhouse
- Organic investments: innovation, markets, applications and technologies
- Additive Manufacturing
- M&A

REDEPLOY CASH AND BALANCE SHEET IN PROFITABLE GROWTH

- Manage market cycle
- Execution of capacity increase on a variable basis to capture opportunities from recovery
- Maintain technology and market leadership
- Factory 4.0 (Automation)

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# Attractive end market exposure



# Diversified industry exposure – Delivering customer value by delivering unique functionality to surfaces



#### CUSTOMER VALUE

Oerlikon's surface solutions are used to enhance material and surface properties to serve a diverse array of functions to address industry challenges. Separating form and function and giving a purpose to the surface

With Oerlikons capabilities in engineering, material processing and surface solutions we enhance performance of industrial components and empower customers do to things they could not do before

Advancing industrial innovation

#### **AEROSPACE**

5%

overall efficiency increase in engine at improved safety



#### **AUTOMOTIVE**

2-4%

up to 40%

Reduced fuel consumption

Friction reduction



#### **TOOLING**

2.5x

~67%

increased drilling speed

tool lifetime extension



#### **POWER GENERATION**

2%

overall efficiency increase at a 530MW gas turbine



#### **GENERAL INDUSTRY**

Coatings can prolong the service life by a factor of

up to 50



## œrlikon

# **Leading Technologies**



# Oerlikon builds on a leading, wide-ranging portfolio of surface technologies





#### **NITRIDING**

 Nitriding involves ionizing a nitrogenhydrogen gas mixture in a vacuum

#### PVD and PACVD/CVD

- PVD is a vacuum deposition method, where a highly pure, solid coating material goes from a condensed state to vapor and then back to a thin-film condensed state
- PACVD and CVD are processes used to deposit thin films from a gas state (vapor) to a solid state on a substrate; Chemical reactions are involved in the process, which occur after the creation of a plasma of the reacting gases

#### THERMAL SPRAYING

 Powder or wire is melted at high temperatures and the materials are then sprayed onto a surface

#### LASER CLADDING

 Laser cladding is a method of depositing material in which a powdered or wire feedstock material is melted and consolidated by use of a laser in order to coat part of a substrate

#### Comprehensive surface functionalities

Oerlikon offers



corrosion protection environment hardness chemical stability canti-sticking color flexibility de antibacterial bio-compatibility

environmental protection strength

ility conduction control permea

bility decorative enhancement

compatibility magnetism control

strength abrasion protection
permeability control
ment thermal stability

n protection thermal protection rol clearance control a stability easy cleaning w

insulation control

anti-reflection wear resistance erosion protection

safety

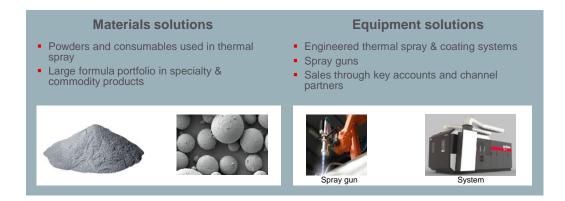


# Diversified business model serving customer needs



### **Business model – Matching customer challenges with** standard and customized solutions







#### USP in application know-how of equipment and material

- Oerlikon's IP sits in the specific process know-how and materials competence
- Client relations have an R&D to R&D character
- Long-lasting client relationships due to design-in and certification processes
- High level of recurring customer demand for materials, equipment and consumables

#### **USP** in proximity to customers

- Logistics competence (fast delivery times)
- Network scaling effects
- Flexible, low investment to further expand existing sites and network
- Supporting customers throughout life-cycle

**Competitors Materials** 

HC Stark, Praxair, Höganäs

**Competitors Equipment** 

Praxair, Progressive Surface, GTV

**Competitors Service** Ionbond (IHI), Eifeler, Praxair, Chromalloy

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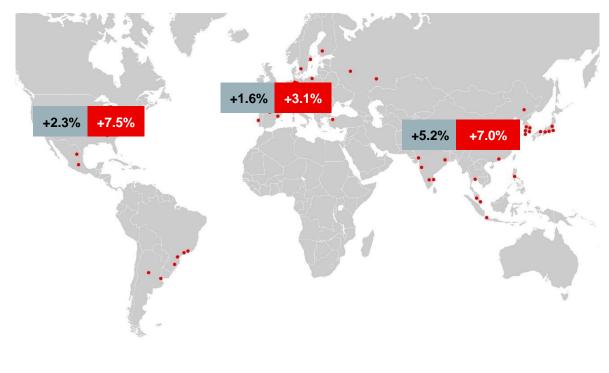
# **Business model – Leading positions and priorities**



FY 19 Revenue & market position	Revenue CAGR 2015-19	Strategic priorities	
CHF 0.63bn revenue  >30% market share in materials (Aero & Defense)  ~20% market share in materials (Power Generation)	+8%	Expand materials portfolio & reduce time to market (Scoperta acquisition)	
>40% market share in equipment (Aero & Defense)  ~35% market share in equipment (Power Generation)	+4%	Increase penetration of new thermal spray coating system after successful launch Increase tailored solutions approach in materials and equipment	
CHF 0.86bn revenue  ~30% PVD market share (#1)  ~40% friction systems market share (#1)  ~15% nitriding market share (#1)	+4%	Strengthen #1 position by expanding network, application and product range  Accelerate service growth / leverage current momentum	

### **Business model – Global coating center network**





#### 157 SERVICE CENTER FOR GROWTH

- Diversified regional exposure allows servicing of global and local customers
- Ongoing network expansion aligned to customer demand and regional dynamics
- Asset light capacity expansion through both additional on-site capacity and new centers
- Outperform growth in all regions

#### GLOBAL NETWORK - DIVERSIFIED SALES





GDP\* OERL Regional GDP growth versus Surface Solutions growth 2015-19

<sup>1</sup> Source: IMF; average 2015-2019

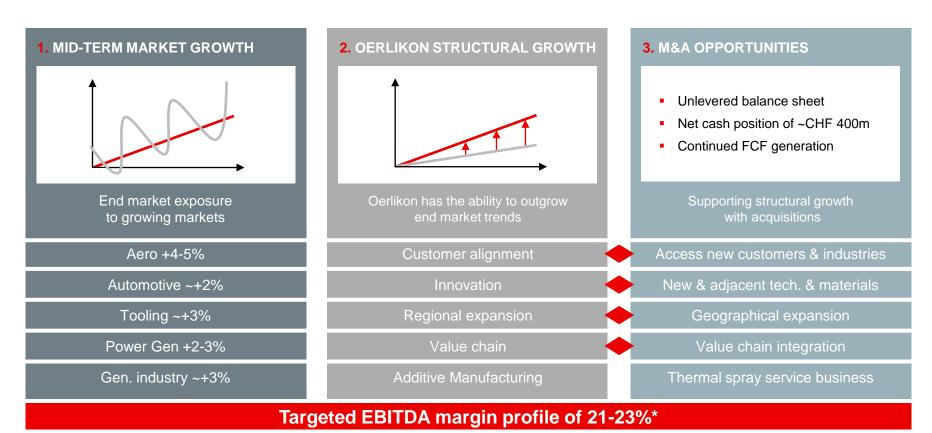


# Driving profitable growth

Levers of growth in customer alignment, innovation, regional expansion and M&A Additive Manufacturing as adjacent structural growth opportunity

### Three drivers of profitable growth





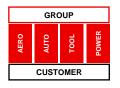
<sup>&</sup>lt;sup>1</sup> excl. investments in Additive Manufacturing; incl. impacts from IFRS 16

## Structural growth drivers in detail



#### **Customer alignment**

Leverage existing customer relationships and industry expertise



#### **Achievements (Examples)**

- Building a client facing structure along industries
- Alignment in sales and management structure
- Moving to more key account management

#### **Potentials**

- Identify and address untapped markets and applications
- Top-Selling

#### Innovation

Leverage leading technological capabilities



- 2010 introduction special carbides for aero applications
- 5 year qualification period with leading OEMs
- 50% increase year-over-year achieved over 2 year period
- Innovation pipeline for coating solutions, materials and equipment

#### Regional expansion

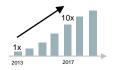
Expand and leverage network



- Follow development of new industrial poles (SEA), i.e. Malaysia, Philippines, South Korea
- Today 47 centers in Asia (24 in 2010 and 12 in 2005)
- 8 focus countries defined
- 3-4 new coating centers p.a.

#### Value chain

Expand value added offering



- 2013 acquisition of Rox regrinding technology an important backward integration step in recoating tools
- Today, Rox systems in >15 centers established
- Grew revenue 10x since acquisition

- Expansion into additional preand post treatment activities
- Increasing service value per tool/component

# From surface to structure – Leveraging Oerlikon's core competencies to scale the entire AM value chain



LEVERAGING LEADING CAPABILITIES OF SURFACE SOLUTIONS IN AM OFFERING:

- AM-specific metal powders including, Ni, Co, Cu, Fe, Ti & Al alloys
- Application engineering and R&D to support customer's AM development
- Prototype production metal and plastic
- Series production
   of advanced metallic components using AM
   and state of the art post-processing technologies

HELPING OUR CUSTOMERS REALIZE THE VALUE OF ADDITIVE MANUFACTURING

DELIVERING ADVANCED MATERIALS & COMPONENTS GLOBALLY

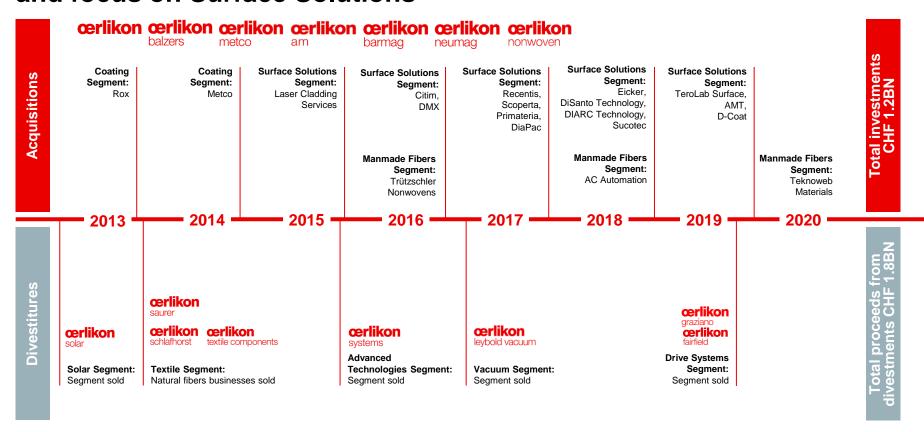




Atomization & Materials

# Oerlikon Transformation – Streamlining the portfolio and focus on Surface Solutions





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### Manmade Fibers – Supplying Industry Solutions from Melt to Yarn, Fibers and Nonwovens



#### #1 IN CONCENTRATED MARKET

- The polyester chain is quite consolidated on both the customer and competitor front - largest competitor is Japanese TMT Machinery
- 25 companies represent over 60% of global manmade fibers capacity - 22 of which are Oerlikon customers

#### FOCUS ON CYCLE MANAGEMENT

- Current market improvement driven by market consolidation, performance and technology upgrades ahead of 13th Chinese five-year plan
- Lean in terms of vertical integration and corporate setup
- Through cycle target of average:
- CHF750m to CHF850m sales (peak up to CHF 1.1bn)
- Mid-teens EBITDA margin

#### UNIQUE CUSTOMER BENEFITS FOR MANMADE FIBER APPLICATIONS

- Long-term engineering competencies ensure highly reliable processes
- Compact machine design an efficient use of space including control elements embracing Industry 4.0
- Continuous improvement in energy efficiency achieving energy savings of up to 50%
- Low production cost (labor, downtime and maintenance cycles)
- High-quality output



43% of FY19 Group revenue



Maintaining high level of topline until 2022 with improving margin



Leading technology from melt to varn. fibers and nonwovens

Textile Applications (~76% of sales) Filament (POY, FDY) and Texturing (DTY)



Special Filament (~11% of sales) BCF, IDY and Extrusion & Recycling



Plant engineering (~13% of sales) Continuous Polymerisation, Staple Fiber and



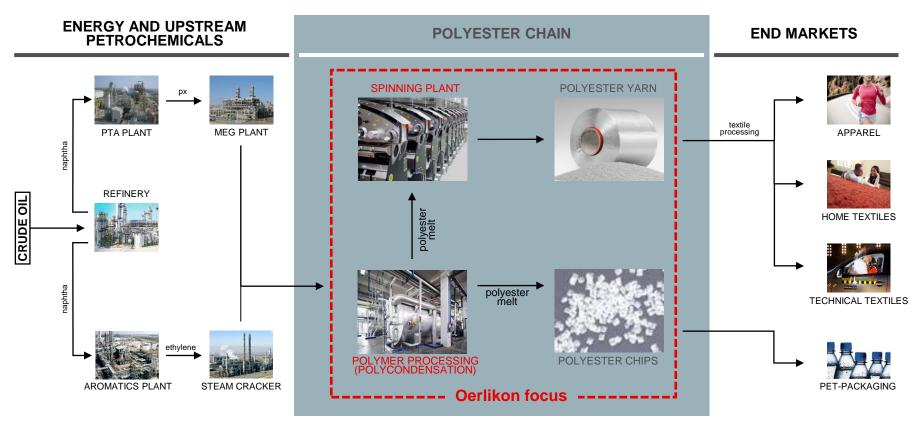
>10%

Share of customer service

including spare parts, installation, training and surface / material testing

# Oerlikon in the middle of the polyester value chain





 $\mathsf{PX} = \mathsf{paraxylene}; \ \mathsf{PTA} = \mathsf{purified} \ \mathsf{terephthalic} \ \mathsf{acid}; \ \mathsf{MEG} = \mathsf{monoethylene} \ \mathsf{glycol}; \ \mathsf{PET} = \mathsf{polyethylene} \ \mathsf{terephthalate}.$ 

## **Customer example – Engineered Plant Solutions as One-Stop Service**

50 m

180 m



FROM MELT ... ... TO FIBERS 250 m 80 m

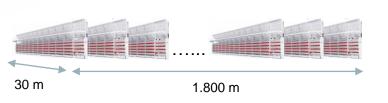
### 3 X 225 TONS PER DAY

2.700 staple fiber bales of 250 kg each

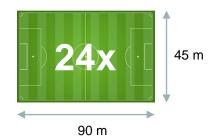
**DAILY OUTPUT: 40 000 BOBBINS** (15 KG EACH)

130 m

**600 TONS PER DAY** 

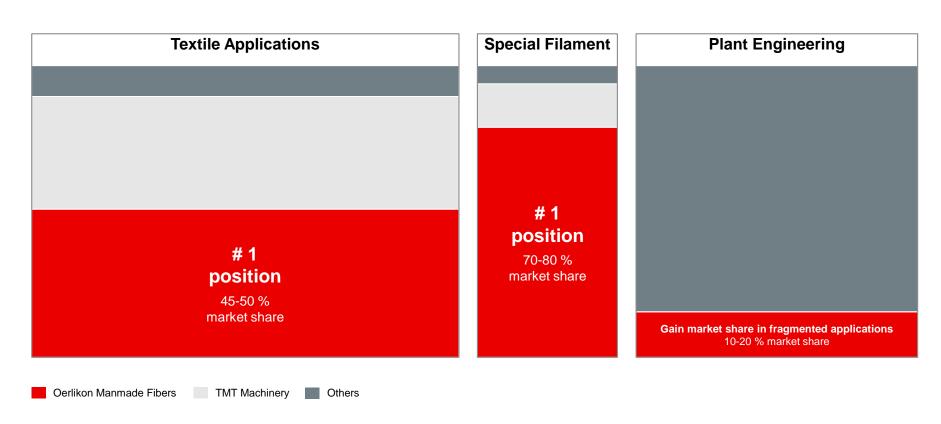


... TO TEXTURED YARN 120 x DTY HQ 576 machines



# Competitive landscape Market share by application





# Extend the core business, develop solutions and improve customers services for growth

### **œrlikon**



**Industrie 4.0 / Digitization** 



Products and Engineering (incl. Recycling)



**Customer Services** 



**Automation** 



Corporate Social Responsibility (e-save)



Yarn / Material

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## **Oerlikon Group – Key financial figures**



in CHF million

Key financial figures	2019	2018	2017	2016	2015
Order intake <sup>1</sup>	2'590	2'731	2'211	2'413	2'537
Sales (3 <sup>rd</sup> parties) <sup>1</sup>	2'593	2'609	2'068	2'331	2'671
EBITDA margin <sup>1, 2</sup>	14.1 % <sup>7</sup>	15.6 %	15.6 %	14.3 %	12.7 %
Cash flow from operations <sup>3</sup>	322	429	404	293	289
Net working capital	70	-79	167	316	391
R&D <sup>1, 6</sup>	122	116	95	94	103
Total equity	1'769	2'021	1'989	1'840	1'572
Net cash <sup>4</sup>	333	398	499	401	79
ROCE	7.0 %	12.1 %	8.2 %	5.7 %	-19.8 %
EPS (reported)	-0.21	0.71	0.44	1.14	-1.24
Dividend	1.00 <sup>5</sup>	1.005	0.35	0.30	0.30

<sup>&</sup>lt;sup>1</sup> 2019 continuing operations, 2018, 2017, 2016, 2015 as reported

<sup>&</sup>lt;sup>2</sup> 2019 includes one-time effects of CHF -25 million (restructuring expenses of CHF -19 million and other expenses of CHF -6 million) and 2015 includes one-time effects of CHF -112 million (restructuring)

<sup>&</sup>lt;sup>3</sup> Before changes in net current assets

<sup>&</sup>lt;sup>4</sup> Net cash includes cash and cash equivalents and marketable securities less current and non-current debt

<sup>&</sup>lt;sup>5</sup> Total dividend of CHF 1.00 consists of stable ordinary dividend of CHF 0.35 and extraordinary dividend of CHF 0.65

<sup>&</sup>lt;sup>6</sup> Research and development expenditure includes expense recognized as intangible assets

<sup>&</sup>lt;sup>7</sup> Underlying adjusted EBITDA margin of 15.1 % includes one-time effects of CHF -25 million (see footnote 2)

# **Oerlikon Divisions – Key financial figures**



in CHF million

Key financial figures	2019	2018	2017	2016	2015
Surface Solutions					
Order intake	1'468	1'574	1'412	1'236	1'233
Sales (3 <sup>rd</sup> parties)	1'488	1'511	1'370	1'238	1'229
EBITDA margin	15.6 %¹	18.6 %	20.1 %	22.2 %	21.4 %
Net operating assets	1'771	1'584	1'519	1'372	1'325
Manmade Fibers					
Order intake	1'122	1'157	799	577	733
Sales (3rd parties)	1'106	1'098	698	481	794
EBITDA margin	13.0 %	11.7 %	8.0 %	3.3 %	10.6 %²
Net operating assets	30	-59	69	163	225

 $<sup>^{\</sup>rm 1}$  Including CHF -13 million exceptional expenses; underlying adjusted EBITDA margin of 16.6 %

<sup>&</sup>lt;sup>2</sup> Incl. one-time restructuring cost (CHF -43 million)

# Net income impacted by non-cash effects<sup>1</sup> from divestment of Drive Systems – tax rate improved



in CHF million	FY 2019	FY 2018	Δ
Order intake	2'590	2'731	-5.2 %
Sales	2'593	2'609	-0.6 %
EBITDA in % of sales	<b>366</b> 14.1 %	<b>406</b> 15.6 %	9.9 %
Result before interest and taxes (EBIT) in % of sales	<b>164</b> 6.2 %	243 9.3 %	-32.5 %
Financial result	-15	-3	>100 %
Result before taxes (EBT) in % of sales	<b>149</b> 5.7 %	<b>240</b> 9.2 %	-37.9 %
Income taxes in % of EBT	-39 26.2 %	<b>-68</b> 28.3 %	-42.6 %
Result from continuing operations in % of sales	110 4.2 %	173 6.6 %	-36.4 %
Result from discontinued operations	-176	73	>100 %
Net income	-66	245	>100 %

<sup>1</sup> Impacted by reclassification of CHF 284 million (non-cash) cumulative translation differences and other items from other comprehensive income related to the divestment of Drives Systems Division

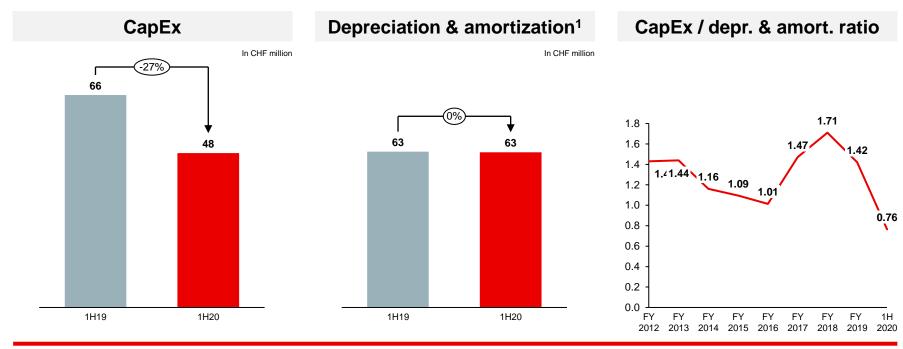
# Strong unleveraged balance sheet with an equity ratio of 49 %



n CHF million	2019	2018
Cash and cash equivalents	658	764
Trade and trade notes receivables	309	305
Inventories	338	343
Property, plant and equipment	634	667
Goodwill and intangible assets	1'117	1'139
Assets classified as held for sale	-	866
Total other assets	591	461
Total assets	3'647	4'545
Trade payables	264	277
Current contract liabilities	313	450
Non-current lease liabilities	178	39
Non-current loans and borrowings	154	155
Non-current post-employment benefit liabilities	347	329
Liabilities classified as held for sale	-	363
Total other liabilities	622	911
Total liabilities	1'878	2'524
Total equity	1'769	2'021
Total equity ratio	49 %	44 %
Net cash	333	398

# CapEx to depreciation ratio exceeding target corridor for future growth – converging towards corridor to continue



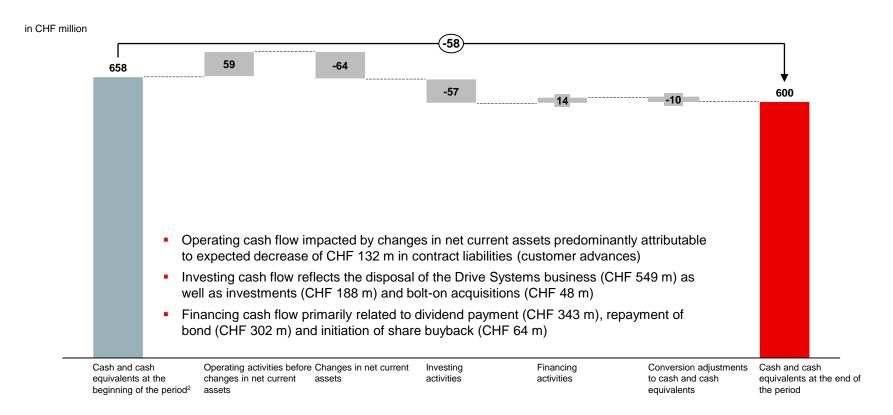


- Surface Solutions Division ratio of 1.34 investments in capacity / footprint expansion while investments in Additive Manufacturing substantially reduced (CHF 10 m CapEx)
- Manmade Fibers Division ratio of 1.65 as a result of relatively higher capex in 2019 in an asset light business with low level of D&A

Depreciation & amortization excluding amortization of acquired intangible assets and depreciation related to right of use assets under IFRS16 (leasing)

### Consolidated cash flow statement 2019<sup>1</sup>



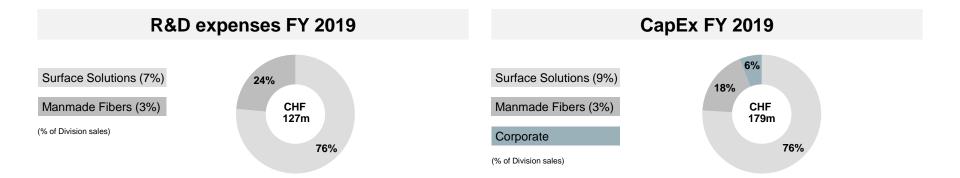


<sup>&</sup>lt;sup>1</sup> Includes cash effects from discontinued operations as well as assets and liabilities held for sale

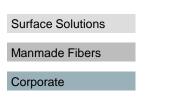
<sup>&</sup>lt;sup>2</sup> Includes CHF 94 million, which are included in "Assets classified as held for sale" in the balance sheet as of January 1, 2019

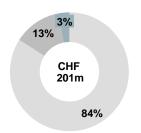
### R&D and CapEx on Division level



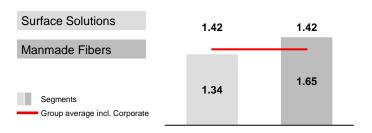


#### **Depreciation & Amortization FY 2019**





#### CapEx / Depr. & Amort. FY 2019<sup>1</sup>



<sup>1</sup> Excluding amortization of acquired intangible assets and depreciation charges related to right of use assets under IFRS16 (leasing)

## Asset allocation and employees on Division level

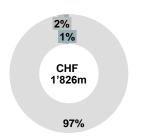


#### **Net operating assets FY 2019**

Surface Solutions

Manmade Fibers

Corporate

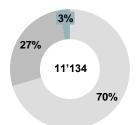


#### **Employees (FTE) by Division FY 2019**

Surface Solutions

Manmade Fibers

Corporate



#### **Operating Assets FY 2019**

Surface Solutions

Manmade Fibers

Corporate



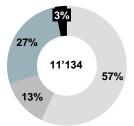
#### **Employees (FTE) by Region FY 2019**

Europe

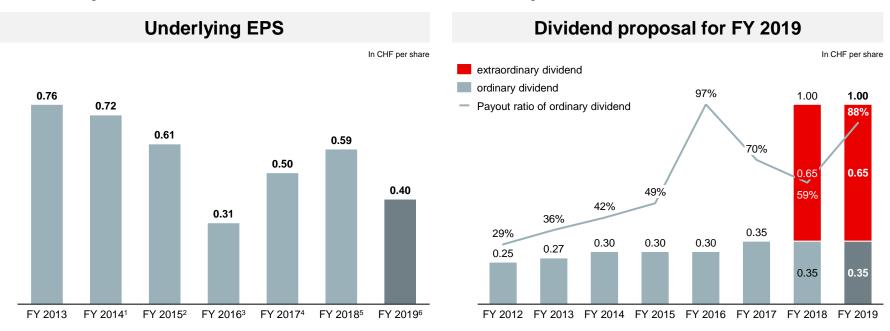
North America

Asia / Pacific

RoW



#### œrlikon Attractive dividend of CHF 1.00 per share proposed – ordinary dividend CHF 0.35 + extraordinary dividend CHF 0.65



Dividend policy unchanged: Payout proposal based on up to 50 % of underlying net result and beyond after considering the Group's financial position and affordability from the balance sheet

<sup>&</sup>lt;sup>1</sup> Underlying EPS from continuing operations (reported EPS CHF 0.59); <sup>2</sup> Underlying EPS from cont. op., normalized for restructuring cost, impairments & amortization of acqu. intangible assets net of tax (reported EPS CHF -1.24);

<sup>&</sup>lt;sup>3</sup> Underlying EPS from cont, op., normalized for amortization of acqu, intangible assets net of tax (reported EPS CHF 1.14): <sup>4</sup> Underlying EPS from cont. op., normalized for amortization of acqu. intangible assets net of tax (reported EPS CHF 0.44); <sup>5</sup> Underlying EPS from cont. op., normalized for amortization of acqu. intangible assets net of tax (reported EPS CHF 0.71); <sup>6</sup> Underlying EPS from cont. op., normalized for amortization of acqu. intangible assets net of tax (reported EPS CHF -0.21)

# Prepare Oerlikon for the future – Become more agile and more cost efficient – Targeting significant mid-term benefits



#### **Market Uncertainties Remain**

- All key end markets remain attractive despite currently facing structural or market related challenges
- Geopolitical and trade uncertainties affecting market and regional dynamics
- Speed of adoption / industrializing of Additive Manufacturing
- Potential impact of corona virus on industrial production too early to assess



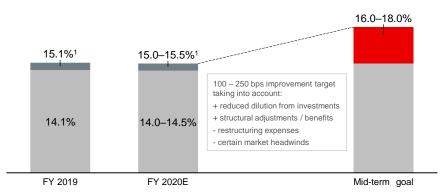
#### **Capital Allocation Strategy Unchanged**

- Continued return of capital to shareholders
  - → exceeding CHF 1.1 bn via dividends from 2015 2019
  - → share buyback (2019: CHF 64 m)
- M&A: Utilize strong balance sheet and net cash position
  - → disciplined and prudent approach towards value creating acquisitions
- Organic growth: Continued high level of R&D (>4 % of sales) and CapEx (2019: CHF 179 m; 2020e: ~ CHF 150 m)
- Continue disciplined allocation approach Maintaining significant optionality for M&A

#### **Position & Invest in the Future**

- Initiated Oerlikon Next Level comprehensive productivity program
  - Consolidate and optimize organizational structure post divestments
  - Maximize business synergies to expand market reach (cross-Business Units and Corporate Center)
  - Simplification and standardization to improve operational efficiency
- Rightsizing of investments to match evolving market dynamics
- Continued and enhanced Operational Excellence initiatives
- Take advantage of technology and application investments going forward

# Significantly improving structural cost position and rightsizing of investments



<sup>&</sup>lt;sup>1</sup> before exceptional items (i.e. restructuring and one-offs)

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# **Strong Group Performance in Challenging Markets**



Strong Execution and Positive Market Outlook in Manmade Fibers

- YTD order intake of CHF 770 million ... well positioned for 2021+
- Strong operational performance ... 3Q20 sales of CHF 313 million; ontrack for full year
- High demand for nonwoven equipment continues; further opportunities developing beyond face masks

Surface Solutions End Markets Recovering at Varying Speeds

- Automotive recovering faster than expected; tooling and general industries showing improvement in September; Aerospace declining
- 3Q20 Surface Solutions sales down -24% year-over-year (-20% ex-FX); sales up 7% sequentially with aerospace weighing on the recovery
- Positive trend into September and early October... visibility remains low

Cost Actions Delivering Results

- Operating expenses reduced by CHF ~165 million for the first 9 months, reflecting operational gearing of 66%
- Structural cost-out program ahead of schedule; Completed >650 of targeted headcount reduction (800+) at the end of 3Q20
- Expected run-rate savings of CHF ~70 million
- Manmade Fibers Outlook Stable;
  Structural Cost-Out in Surface
  Solutions Remains Focus
- Manmade Fibers on track to deliver sales above CHF 1 billion with improved margins
- Surface Solutions has varied and uncertain end-market recovery profiles. No guidance provided. Relentless focus on cost programs
- Commitment to medium-term Group EBITDA margins of 16-18%

# Our Priority: Adjust the Structural Cost Base in Order to Return to 16 – 18% Group EBITDA Margin



### **Program Elements**

- Structural and productivity program kicked off in 2H19 with following focus areas:
  - Group HQ and support function optimization
  - Structural footprint and SG&A rationalization
  - Rightsizing Additive Manufacturing
  - Procurement synergies
- Total estimated annual run-rate savings increased to CHF ~70m
- One-time implementation cost remains CHF ~60 m\*
- Expecting to complete ~90% of headcount reductions (800+ employees) by the end of 4Q20

### **Program Breakdown**

	Headcount Reduction	Expected Annualized EBITDA benefit (CHF m)	Progress
Headquarters and Support Functions	~80	~10	Ahead of schedule
Surface Solutions Structural Program	~600	~45	Ahead of schedule
Additive Manufacturing Rightsizing	~120	~15	Ahead of schedule

<sup>\*</sup>CHF 25m booked in FY19, CHF 30m booked in 9M20, CHF 5m planned for 4Q20

# Varying Strength and Recovery Pattern on Oerlikon's Served Markets



#### Filament and General **Tooling Automotive** Aviation Nonwoven Industrial Sharp deterioration in Global production volumes Large filament producers Sharp deterioration in COVID-19 create perfect confirm expansion plans industrial production globally. industrial production globally. expected to fall YoY storm for Aerospace industry recovering at varying rates recovering at varying rates BCF at low point of cycle Gradual structural change IATA: 66% passenger traffic China, Europe and auto Industrial capex expected to towards EV / hvbrid decline in 2020: not returning Nonwoven market is derivative markets already be down 15% YoY to 2019 levels until 2024 expanding including demand Chinese and European show marked recovery for meltblown line required China already in recovery production recovering in Travel restrictions reduce for facial masks Q3 at varying speeds passengers since August mode 47 % Group Sales 9M20 15% Group Sales 9M20 17% Group Sales 9M20 13% Group Sales 9M20 8% Group Sales 9M20 V-shaped V-shaped **U-shaped** L-shaped **Stable** Market View prolonged recovery recovery recovery Q20 Update **Unchanged Unchanged Unchanged Improving** Weakening

Manmade Fibers Market remains stable; Surface Solutions well placed for recovery in Automotive, Tooling and General Industry markets; Aerospace sees slower recovery

# Robust Group Performance in Challenging Markets; Strong Cost Control to Improve Profitability



- World-class Surface Solutions technology leader that will emerge from the crisis more profitable and with higher returns on capital
- Broader and stronger Manmade Fibers Division that continues to deliver above average returns
- Oerlikon is a reliable and well-capitalized partner for our customers and suppliers; Well-placed to expand market share from a position of strength

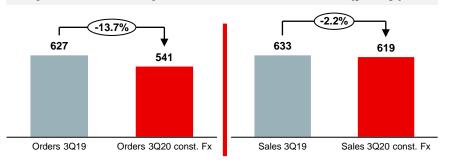
# Strong Group Performance; Manmade Fibers on Track and Surface Solutions End-Markets Recovering at Varying Speeds



in CHF million	3Q20	3Q19	у-о-у	9M20	9M19	у-о-у
Order intake	518	627	-17.3%	1 599	1 979	-19.2%
Sales (3 <sup>rd</sup> parties)	593	633	-6.4%	1 632	1 958	-16.6%
Operational EBITDA	92	85	8.1%	209	306	-31.6%
In % of sales	15.6%	13.5%	-	12.8%	15.6%	-
Operational EBIT	42	38	10.9%	57	159	-64.3%
In % of sales	7.0%	5.9%	-	3.5%	8.1%	-

- 3Q20 Group orders declined by 17.3% vs. 3Q19 primarily driven by global impact of COVID-19 on end-markets
- Group sales declined by 6.4% vs. 3Q19
  - Surface Solutions down 24.0% year-on-year ... sales grew 7% sequentially ... positive trend in September & October
  - Manmade Fibers sales increased 18.1% vs. 3Q19 ... fullyear on track
- Negative FX impact on sales and orders from continuing strengthening of reporting currency CHF
- 3Q20 operational EBITDA of 15.6% increased 210 basis points vs. prior year
  - Surface Solutions cost measures delivering results
  - Manmade Fibers operational EBITDA of 15.4%
- Strong focus on FCF generation: capital investment curtailment and net working capital optimization

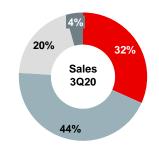
### **Top-line Development at Constant FX (y-o-y)**



# Surface Solutions Division – End-Markets Recovering at Varying Speeds; Cost Actions Delivering Results







#### **Operational Performance**

- Market recovery in September and positive trend into October
- Tight discretionary cost controls and impacts from structural cost-out program leading to operational EBITDA of 14.8%
- Structural cost measures ahead of schedule over 80% of targeted headcount reduction completed at 3Q20
- Program annualized cost savings target increased to ~CHF 70m

### Market Development

- Markets remain below pre-crisis levels and show varying recovery profiles
- Automotive recovery lead by Asia; Europe improving as automotive OEM's ramp up production
- Tooling market shows sequential recovery in Europe and Asia ... US market remains slow
- Aerospace heavily impacted by COVID pandemic and second wave of travel restrictions has halted the recovery

Tooling	7%
Automotive	26%
Aviation	Sales 3Q20
General Industry	100
Power Generation	12%

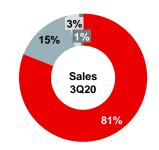
in CHF million	3Q20	3Q19	у-о-у	y-o-y ex FX	9M20	9M19	у-о-у	y-o-y ex FX
Order intake	258	350	-26.4%	-22.5%	829	1 109	-25.3%	-21.2%
Sales (3 <sup>rd</sup> parties)	280	369	-24.0%	-20.0%	867	1 119	-22.5%	-18.3%
Operational EBITDA	42	57	-26.7%	-	101	186	-45.6%	-
In % of sales	14.8%	15.4%	-	-	11.6%	16.5%	-	-
Operational EBIT	0	17	-97.7%	-	- 24	62	<-100%	-
In % of sales	0.1%	4.6%	-	-	-2.8%	5.6%	-	-

<sup>&</sup>lt;sup>1</sup>IP = Industrial Production

# Manmade Fibers Division – Another Quarter of Strong and Stable Results; on Track for 2020 Deliveries





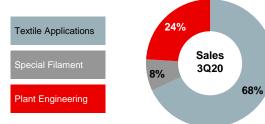


#### **Operational Performance**

- Continued trend of solid order bookings in 3Q20 of CHF 261m ... 9M20 order intake > 750M
- 3Q20 sales of CHF 313m ... on track for full-year target of over CHF 1bn
- Close management of supply chain has avoided disruptions
- 15.4% EBITDA in 3Q20 resulting from cost absorption on higher volumes ... full-year EBITDA margins expected to be 13-14%

### Market Development

- Textile applications (filament / texturing) with continued favorable market conditions
- Strong project pipeline for textile applications resulting in lead times extending into 2023
- Significant enquiries from nonwovens continues, now including the US. Opportunities to cross-sell into other nonwoven applications are increasing
- Special filament, mainly in BCF¹ in Turkey and US at expected low levels



in CHF million	3Q20	3Q19	у-о-у	y-o-y ex FX	9M20	9M19	у-о-у	y-o-y ex FX
Order intake	261	276	-5.7%	-2.5%	770	870	-11.4%	-6.7%
Sales (3 <sup>rd</sup> parties)	313	265	18.1%	22.6%	765	839	-8.8%	-4.0%
Operational EBITDA	48	28	69.0%	-	104	120	-13.0%	-
In % of sales	15.4%	10.7%	-	-	13.6%	14.3%	-	-
Operational EBIT	40	22	82.6%	-	82	100	-18.4%	-
In % of sales	12.9%	8.4%	-	-	10.7%	12.0%	-	-

<sup>&</sup>lt;sup>1</sup> Bulked Continuous Filament (Carpet Yarn)

# **Summary and Q&A**



- Manmade Fibers 9M20 order bookings and revenues of over CHF 750m; On track for full-year deliveries with strong margins
- Surface Solutions impacted by COVID-19; 3Q20 shows sequential recovery in automotive and tooling; visibility remains low
- Accelerating and deepening actions to adjust Surface Solutions cost base... ...emerge as stronger company from crisis
- Cost-out actions are permanent / structural; Remain committed to mid-term 16-18% Group EBITDA margin target

# **Reconciliation of Profitability Measures 9M 2020**



### **EBITDA to EBIT Bridges**

in CUE million	Group			
in CHF million	9M 2020	9M 2019		
EBITDA	180	299		
Depreciation and Impairments	-102	-98		
EBITA	78	201		
Amortization of Acquired Intangibles	-32	-30		
Other Amortization	-26	-20		
Impairments				
EBIT	20	151		

Surface Solutions					
9M 2020	9M 2019				
72	180				
-86	-83				
-14	98				
-28	-28				
-19	-14				
-61	56				

Manmad	Manmade Fibers					
9M 2020	9M 2019					
104	119					
-14	-13					
90	106					
-4	-2					
-5	-4					
82	100					

## **Operational Profitability Reconciliation**

in CHF million	Group			
III CHF IIIIIIIOII	9M 2020	9M 2019		
Operational EBITDA	209	306		
Restructuring expenses	-25	-3		
Discontinued activities	-5	-5		
EBITDA	180	299		

in CHF million	Group			
IN CHE MIIIION	9M 2020	9M 2019		
Operational EBIT	57	159		
Restructuring expenses	-25	-3		
Impairments related to restructuring	-6			
Discontinued activities	-6	-6		
EBIT	20	151		

Surface Solutions				
9M 2020	9M 2019			
101	186			
-24	-1			
-5	-4			
72	180			

Surface Solutions				
9M 2020	9M 2019			
-24	62			
-24	-1			
-6				
-6	-5			
-61	56			

Manmade Fibers			
9M 2020 9M 2019			
104	120		
-0			
	-1		
104	119		

Manmade Fibers			
9M 2020	9M 2019		
82	100		
-0			
	-1		
82	100		

# Reconciliation of Profitability Measures 3Q 2020



### **EBITDA to EBIT Bridges**

in CHE million	Group		
in CHF million	3Q 2020	3Q 2019	
EBITDA	88	84	
Depreciation and Impairments	-34	-32	
EBITA	54	52	
Amortization of Acquired Intangibles	-11	-10	
Other Amortization	-7	-7	
Impairments			
EBIT	36	36	

Surface Solutions			
3Q 2020	3Q 2019		
37	55		
-29	-27		
8	29		
-9	-9 -5		
-4	-5		
-6	15		

Manmade Fibers			
3Q 2019			
28			
-4			
24			
-1			
-1			
22			

## **Operational Profitability Reconciliation**

in CHF million	Group		
III CHF IIIIIIIOII	3Q 2020	3Q 2019	
Operational EBITDA	92	85	
Restructuring expenses	-3	-0	
Discontinued activities	-2	-1	
EBITDA	88	84	

in CHF million	Group		
III GAF IIIIIIIOII	3Q 2020	3Q 2019	
Operational EBIT	42	38	
Restructuring expenses	-3	-0	
Impairments related to restructuring	-1		
Discontinued activities	-2	-2	
EBIT	36	36	

Surface Solutions			
3Q 2020 3Q 2019			
42	57		
-3	-0		
-2	-1		
37	56		

Surface Solutions			
3Q 2020	3Q 2019		
0	17		
-3	-0		
-1			
-2	-2		
-6	15		

Manmade Fibers			
3Q 2020 3Q 2019			
48	28		
0			
	-0		
48	28		

Manmade Fibers			
3Q 2020	3Q 2019		
40	22		
0			
	-0		
41	22		

# **Agenda**



- 1 Investment Proposition
- 2 Surface Solutions Division
  - 2.1 Attractive End Markets
  - 2.2 Leading Technologies
  - 2.3 Diversified Business Models
  - 2.4 Profitable Growth Drivers
- 3 Manmade Fibers Division
- 4 Financials
  - 4.1 Group overview
  - 4.2 Latest quarterly results
- 5 Appendix

# Aerospace – Making aerospace safer, more powerful and more efficient



#### INDUSTRY CHALLENGES

- Focus on turbine efficiency: both cost and 2020 emission reduction goals drive the reduction of the specific fuel consumption
- Engine trends: Lighter weight materials have to withstand erosion, corrosion and extreme temperatures (>1500°C)
- Enhanced gas path sealing to increase safety and efficiency with less emissions
- Stringent process and material certification to ensure safety

#### **SOLUTIONS**

- Customized solution of materials and equipment for better performance, greater efficiency and absolute reliability for our customers
- Thermal spray and thin film coatings extend part lifetime and improve efficiency and safety of jet engines
- Thermal barrier coatings on blades and vanes allow for higher temperature in the turbine
- Abradable coatings are used in engines to seal the gas path and improve performance and efficiency
- PVD coatings for wear protection in structure parts and landing gears
- Decorative coatings for cockpit and interior components



**16%** of FY19 Surface Solutions revenue

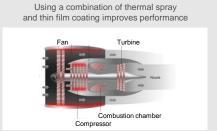


Expected growth rate **4-5%** 



Oerlikon covers <u>all</u> coating needs of the industry - from powder development and application engineering to equipment and process know-how







Achievements

5%

overall efficiency increase in engine at improved safety

# **Automotive – Advancing productivity, sustainability and profitability in the industry**



#### INDUSTRY CHALLENGES

- Focus on increasing manufacturing productivity and operating efficiency of cars & reduce environmental impact
- Reduce fuel consumption, emissions and weight
- Engine downsizing (e.g. using less cylinders under higher pressure) causes higher stress on smaller parts
- More corrosion issues from exhaust gas recycling, start-stop systems, turbo-chargers
- Higher torque transmissions with more gears (therefore more synchronizer rings)
- Reducing friction, wear and mechanical losses
- Demand for ecofriendly cars and environmentally friendly solutions (e.g. replacing hexavalent chromium)

#### **SOLUTIONS**

- Delivering solutions and equipment for thin film and thick layer coatings to the whole automotive value chain
- Coatings lead to better performance and durability due to wear protection and reduced corrosion and friction
- Oerlikon technologies permit the use of new and lighter material that reduce weight or friction losses in the engine
- Coatings support the development of new and suitable design parts – the number of car parts coated by Oerlikon increased by a factor of 10 since 2008
- Coatings increase reliability and quality of material such as brake disc coatings to support manufacturers in their effort to increase car safety further while significantly reducing fine dust and fuel consumption



**25%** of FY19 Surface Solutions revenue



Expected growth rate ~2%

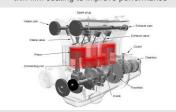


Innovative custom designed solutions and global presence enable reliable operational performance to address our customers needs

Client needed to increase fuel efficiency of engines due to emission regulation



Using a combination of thermal spray and thin film coating to improve performance



Oerlikon delivered PVD solutions for piston pins and TS SUMEBORE coating for cylinder walls



Achievements

2-4%

up to 40%

Reduced fuel consumption

Friction reduction

# Tooling – Enabling sharper, stronger and more durable tools

## **œrlikon**

#### INDUSTRY CHALLENGES

- Focus on quality, cost and overall factory output of any product
- Productivity: increasing tool throughput and solving production bottlenecks
- Durability: reduced service cycles, enhanced corrosion and adhesion protection
- Performance: better production reliability, higher temperatures, higher speed and quality of output
- Environmental challenges i.e. dry machining, REACH compliance

#### SOLUTIONS

- Delivering over 35 different thin film coatings extend service life, lower manufacturing costs and increase production reliability of tools at enhanced corrosion and adhesion protection
- Joint solution development with customers special coatings to withstand extremely high temperatures, erosion, oxidation and other harmful effects or to lower friction and wear
- Productivity gains by achieving extremely fast cutting speeds at high temperatures
- Lower tool costs due to significantly prolonged tool service life



29% of FY19 Surface Solutions revenue



Expected growth rate ~3%



Technological and market leadership with global availability of solutions enable unique full service performance in terms of quality, process stability, delivery time and consistency

Client needed to increase tool efficiency while at the same time extend replacement cycle



Using a thin film coating to improve performance – reduce friction and wear, increase removal rates



Oerlikon provided coating services by a global network for leading tool manufacturers



Achievements

2.5x

~67%

increased drilling speed

tool lifetime extension

# Power Generation – Empowering the way to effectively generate energy



#### INDUSTRY CHALLENGES

- Focus on increased efficiency to improve client's cost curve position
- Maintenance interval reduction in gas turbines, hydropower and oil & gas
- Oil & gas applications in challenging environments require maintenance free solutions
- Corrosion and erosion cause efficiency losses

#### **SOLUTIONS**

- Delivering highly productive and reliable customized solution of coatings, materials and equipment for gas and steam, hydro and wind turbines and oil & gas applications
- With Oerlikon products that reduce distortion and wear, turbines last longer and perform more efficiently and reliably
- Thin film and thick layer solutions protect against abrasive wear, erosion, corrosion, fatigue, high fluid pressure, vibrations, jar impact loads, extreme torque and many more



5% of FY19 Surface Solutions revenue



Expected growth rate ~2-3%



Oerlikon offers all required coating solutions and is the strongest European manufacturer of cooling paths in blades and vanes

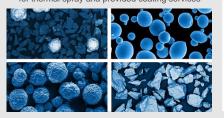
Client needed to increase turbine efficiency while increase time between overhaul & reduce emission



Using thermal barrier coatings (hot section) and thin film coatings (erosion)



Oerlikon delivered materials and equipment for thermal spray and provided coating services



Achievements

2%

overall efficiency increase at a 530MW gas turbine

# General Industry – Enable industries to build more powerful, complex and efficient products



#### INDUSTRY CHALLENGES

- Consumer Goods: Providing design, reliability and scratch-resistance for product differentiation. Coatings of watches to washing machines, of consumer electronics to sanitary fittings improve their performance, quality and service and make their production more efficient
- Medical: Medical coatings include antimicrobial functionality to ensure fast wound healing, biocompatibility to support the integration of an implant into the bone or non-reflection of surgical instruments
- Pulp/Paper & Print: Coatings applied to anilox rolls or corrugating rolls for the paper industry significantly extend the useful life of the rolls
- Steel & Metal processing: Components used in the production and processing of steel/metals need to resist the high temperature and corrosive effects of molten and hot metals.

- Food/packaging: hygiene, productivity and reliability are critical for FMCG clients. Coatings help maintain hygiene, reduce wear, extend the service life or improve manufacturing process for food processing, plastic film and foils, labelling, bottling, paper production and more
- Engineering: Coatings minimize friction, wear corrosion and enhance the reliability of instrument panels, air vents, batteries, semiconductors, agricultural machinery, construction equipment to printing industry
- The growth potential for Oerlikon's technologies is broad and diverse as there is hardly any industry where Oerlikon technologies can not add value



Clients need abrasion- and scratch-resistance to housing and to enhance the look of exterior parts



Using amorphous carbon coatings protect the watch parts from wear and corrosion and adding colors in-fashion



Oerlikon provided coating services throughout a global network for leading watch manufacturers



Achievements

Coatings can prolong the service life by a factor of

up to 50

### Oerlikon shares



### **Oerlikon shares**

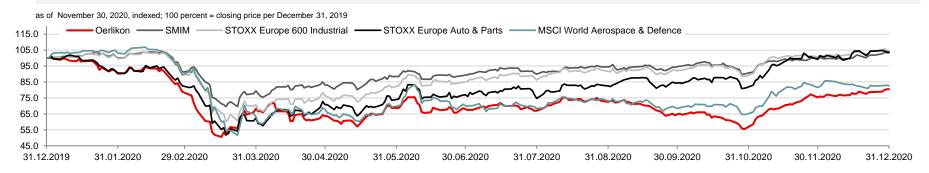
- Listed on Swiss Exchange (SIX) since 1973
- Securities symbol: OERL
- Securities number 81 682
- ISIN: CH0000816824
- Number of shares outstanding: 339 758 576 shares
- Re-entry to Swiss SMIM (April 17, 2012)

### Oerlikon shareholder structure<sup>1</sup>

Liwet Holding AG **Black Creek** Others (incl. 4.0 % treasury shares)

as of December 12, 2020 3.0% 41.3% 55.7%

### **Oerlikon share price development**



<sup>1</sup> Based on latest notifications by Liwet (as of May 25, 2018 of 140 484 860 shares) and BlackRock (as of August 14, 2019 of 9 826 322 voting rights)

# Coverage – 7 Buy / Add – 3 Hold / Neutral – 1 Reduce / Sell



Broker	Analyst	Recommendation	Date of last update	Target price
AlphaValue	Kulwinder Rajpal	Add	03/11/2020	9.17
Baader Helvea	Christian Obst	Reduce	01/07/2020	7.00
Credit Suisse	Patrick Laager	Neutral	01/09/2020	9.20
Deutsche Bank	Uwe Schupp	Buy	05/08/2020	10.00
Kepler Cheuvreux	Torsten Sauter	Buy	25/11/2020	9.50
MainFirst	Christian Arnold	Hold	31/08/2020	8.50
Octavian	Alessandro Foletti	Buy	03/11/2020	10.00
RBC Capital Markets	Sebastian Künne	Outperform	06/08/2020	8.70
UBS	Sebastian Vogel	Buy	06/11/2020	10.60
Vontobel	Michael Foeth	Buy	06/08/2020	9.10
ZKB	Armin Rechberger	Marketweight	07/08/2020	8.57
Consensus				9.12

# Financial Calendar 2020/21



March 2, 2021	Q4 / FY 2020 results - Media & Analyst Conference
April 13, 2021	Annual General Meeting of Shareholders
May 4, 2021	Q1 2021 results - Media & Analyst Conference Call
August 3, 2021	Q2 / HY 2021 results - Media & Analyst Conference Call
November 3, 2021	Q3 / 9M 2021 results - Media & Analyst Conference Call

### **Board of Directors**





Prof. Dr. Michael Süss

Chairman

1963, German citizen

Prof. Dr. Michael Süss
was elected to the Board
of Directors and as Chairman of
the Board at the 2015 Annual
General Meeting. From 2015 to
2016, Prof. Dr. Süss held the
position of CEO at
Georgsmarienhütte Holding, a
traditional German steel
company. Prior to that, he was
a member of the Managing
Board of Siemens AG
and CEO of the Siemens
Energy Sector.



Gerhard Pegam

Vice Chairman

1962, Austrian citizen

**Gerhard Pegam** 

ornard regain was elected to the Board of Directors at the 2010 Annual General Meeting. In 2012, he founded his own consulting firm. From June 2011 until June 2012, he was a Corporate Officer of TDK Corporation, Japan. From 2001 until 2012, he was CEO of EPCOS AG, Germany, and from 2009 until 2012, he additionally served as a board member of TDKEPC Corp., the parent company of EPCOS AG.



Dr. Suzanne Thoma

1962. Swiss citizen

Dr. Suzanne Thoma
was elected to the Board of
Directors at the 2019 Annual
General Meeting. She is
currently Chief Executive
Officer of BKW Ltd., an
international energy and
infrastructure service company.
She brings with her over 20
years of experience in
leadership roles in the energy,
automotive and chemical
industries.



Geoffery Merszei

1951, Canadian citizen

Geoffery Merszei

was elected to the Board of Directors at the 2017 Annual General Meeting. He is Chairman and Chief Executive of Zolenza AG, an investment and advisory firm based in Zug, Switzerland. He brings with him over 40 years of experience in corporate governance and finance.



Irina Matveeva

1973. Russian citizen

Irina Matveeva

was elected to the Board of Directors at the 2020 Annual General Meeting of Shareholders. She is the Chief Financial Officer of AO Complex-Prom in Moscow, Russia. Prior to that, Mrs. Matveeva was General Director at LLC OLCOR M and served from 2010 to 2018 as Financial Director of the Renova Group.



Alexey V. Moskov

1971, Cypriot and Russian citizen

Alexev V. Moskov

was elected to the Board of Directors at the 2016 Annual General Meeting. In 2004, he was appointed Chief Operating Officer of Witel AG (former Renova Management AG), Zurich, Switzerland. Prior to Witel AG, he served on the Board of Directors of OAO NGK Slavneft and worked in diverse managerial positions at Tyumen Oil Company TNK-BP.



Paul Adams

1961, US citizen

Paul Adams

was elected to the Board of Directors at the 2019 Annual General Meeting. He served from 2016 to 2018 as Chief Operating Officer of Precision Castparts Corp. From 2014 to 2016, he was President of Pratt & Whitney, a world leader in the design, manufacture and service of aircraft engines and auxiliary power units. He brings with him over 30 years of leadership experience in the aviation industry.

### **Executive Committee**















Dr. Roland Fischer

Chief Executive Officer

**Dr. Roland Fischer** (German citizen) was appointed Chief Executive Officer of Oerlikon Group, effective March 1, 2016.

Prior to Oerlikon, Dr. Fischer held senior management positions at Siemens AG, the most recent as CEO of the Power and Gas Division from 2013 to 2015 Between 2011 and 2012, he served as CEO of the Fossil Power Generation Division, and from 2008 to 2011, he was CEO of the **Business Unit Fossil Power** Generation - Products, Siemens, Germany, Dr. Roland Fischer graduated from the University of Stuttgart, Germany, with a degree in Aeronautical Engineering, and holds a PhD (Dr.-Ing.) in Aeronautical Engineering from the University of Karlsruhe, Germany.

Philipp Müller
Chief Financial Officer

**Philipp Müller** (German citizen) was appointed Chief Financial Officer effective January 1, 2020.

Mr. Müller has more than 15 years of financial and strategic experience across multiple industries. Most recently, he led the investor relations functions at Baker Hughes in Houston, Texas, U.S. Prior to that, he served as CFO of GE's oil & gas drilling business from 2014 to 2016. Previously, Mr. Müller held various financial leadership positions in GE's industrial businesses. Prior to that, he spent five years on GE's corporate audit staff, where he advanced to executive audit manager at GE Healthcare, Mr. Müller has extensive international experience, having worked in over ten countries during his career. He holds a Master's degree in Business from the University of Mannheim, Germany.

### Dr. Helmut Rudigier

Chief Technology Officer

**Dr. Helmut Rudigier** (Austrian citizen) was appointed CTO of the Oerlikon Group, effective November 1, 2017.

Dr. Rudigier joined Oerlikon Balzers in 1986 as R&D Project Manager. Since then, he has built his career within Oerlikon in diverse research and management roles, including Manager R&D Balzers Thin Films. Manager Production Site Balzers, Manager R&D Division Optics, **Business Development** Telecommunication (fiber optics). CTO Oerlikon Balzers, and most recently as the CTO of the Surface Solutions Division, Dr. Rudigier holds a PhD from the Institute of Solid State Physics at the ETH Zurich. Switzerland, and has completed executive management programs at the University of California, Los Angeles, USA, and at IMD Lausanne. Switzerland

# Anna Ryzhova Chief HR Officer

Anna Ryzhova (Russian citizen) was appointed Chief Human Resources Officer of the Oerlikon Group, effective October 10, 2016.

Ms. Ryzhova has over 15 years of experience in leading HR functions. Most recently, Anna Ryzhova was Chief Human Resources Officer at Renova Management AG, Zurich, Switzerland. From 2010 to 2015, she served as HR and Corporate Relations Director at the Renova Group Corporate Center in Moscow, Russia. Anna Ryzhova holds a Master's degree in Economics from the National Research University Higher School of Economics in Moscow and an Executive MBA from IMD. Lausanne. Switzerland.

### Dr. Markus Tacke

CEO, Surface Solutions Division

**Dr Markus Tacke** (German citizen) was appointed CEO of the Surface Solutions Division, effective October 1, 2020.

Dr. Tacke has over 25 years of leadership experience in the renewable energy and gas turbine industries and is highly recognized for his ability to reposition and develop businesses. Before joining Oerlikon. he was CEO of Siemens Gamesa Renewable Energy S.A. from 2017 to 2020. Prior to that, Dr. Tacke held a number of leadership positions within Siemens' energy businesses, the last of which being CEO of their Wind Power and Renewables Division, Dr. Tacke holds a Mechanical Engineering Degree from the Technical University of Darmstadt, Germany, a Master's Degree in Engineering from Cornell University. USA, and a PhD from the Technical University of Darmstadt, Germany,

### **Georg Stausberg**

CEO, Manmade Fibers Division

**Georg Stausberg** (German citizen) was appointed CEO of the Manmade Fibers Division in 2015.

Georg Stausberg is CEO of the Manmade Fibers Division and has held this role since 2015. Between 2012 and 2014, he served as CTO and COO of the Division. From 2008 to 2012, Mr. Stausberg was CEO of the Business Unit Oerlikon Neumag. Mr. Stausberg graduated from the RWTH Aachen University, Germany, with a degree in Mechanical Engineering (Dipl.-Ing.).

## **Investor Relations Contact**







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