

## What we do

Oerlikon Surface Solutions Segment, a part of the Swiss-based Oerlikon Group (SIX: OERL), is a world-leading supplier of a unique and broad range of surface technologies, products and services. Under the technology-leading brands of Oerlikon Balzers and Oerlikon Metco, the Segments' surface solutions are proven to significantly improve the performance, reliability and durability of precision components and cutting and forming tools. Oerlikon Balzers' technologies can realize extremely thin and exceptionally hard coatings, while Oerlikon Metco offers equipment, materials and specialized machining services and components that complement its thermal spray, plasma heat treatment and laser cladding solutions. The Additive Manufacturing market is served under the new brand Oerlikon AM. Oerlikon is an integrated service provider of industrial Additive Manufacturing (AM) solutions. The Segment focuses on the aviation, power generation, oil and gas, automotive, metal and plastic processing, as well as in other specialized industries. In 2018, the Segment generated sales of CHF 1.5 billion and has over 7 600 employees in a dynamic global network of over 150 sites, of which over 140 are service and production centers in 37 countries. [www.oerlikon.com/surface-solutions/](http://www.oerlikon.com/surface-solutions/)

## Five-year summary of key figures

in CHF million	2018	2017 <sup>1</sup>	2016	2015	2014 <sup>2</sup>
Order intake	1 574	1 412	1 236	1 233	965
Sales (to 3 <sup>rd</sup> parties)	1 511	1 370	1 238	1 229	973
EBITDA	283	276	277	264	183
EBITDA margin in % of sales	18.6%	20.1%	22.2%	21.4%	18.8%
Capital expenditure	169	148	96	91	79
R&D expenses	89	80	69	70	56
Net operating assets	1 584	1 519	1 372	1 325	1 421
Number of employees	7 654	7 079	6 528	6 140	6 063

<sup>1</sup> restated for IFRS 15; <sup>2</sup> Metco consolidated for 7 months

## Over 7 600 employees, operating in 37 countries



## Three strong brands under one roof

### oerlikon balzers

Under the brand Oerlikon Balzers, surface technologies can realize extremely thin and exceptionally hard coatings, thus significantly improving the performance and durability of precision components as well as cutting and forming tools.

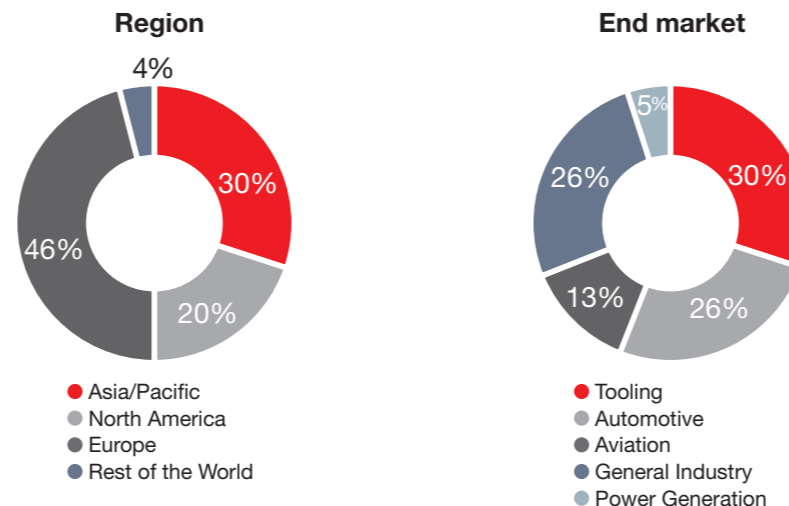
### oerlikon metco

Under the brand Oerlikon Metco, innovative coating solutions, equipment, materials, specialized machining services and components serve to improve the performance, efficiency and reliability of customers' products.

### oerlikon am

Under the brand Oerlikon AM integrated services for industrial Additive Manufacturing (AM) solutions are provided. This includes advanced metal powders for AM processes, application engineering expertise as well as one of the largest AM production and post-processing capacity.

## Sales split FY 2018



## Well-known customer base

### Automotive:

- BMW
- Bosch
- Getrag
- Toyota
- Volkswagen
- ZF

### Oil & Gas:

- Baker Hughes
- Cameron
- FMC
- GE Oil & Gas
- NOV
- Sulzer Pumps

### Power Generation:

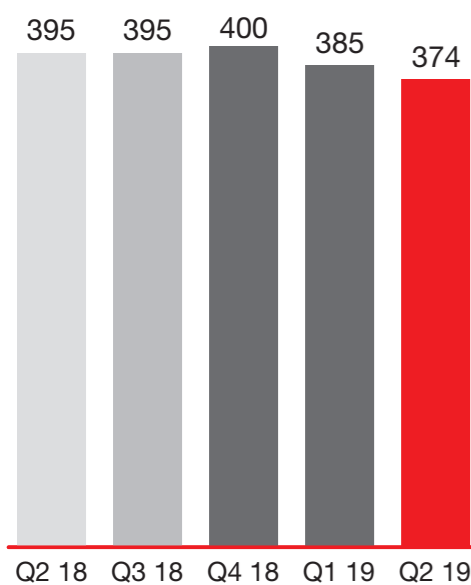
- Alstom
- Andritz
- GE Power & Water
- Mitsubishi/Hitachi
- Siemens
- Solar Turbines

### Aerospace:

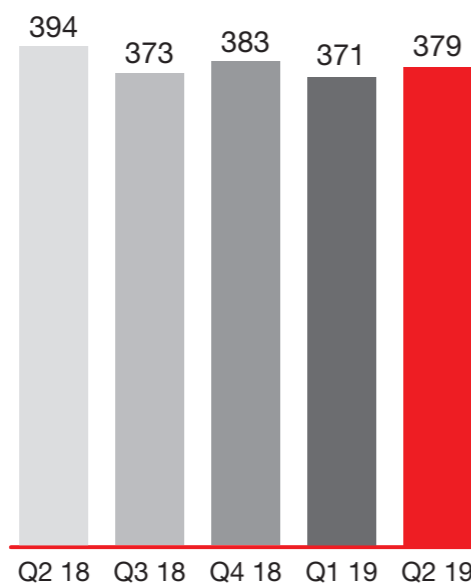
- GE Aviation
- IHI
- MTU
- Pratt & Whitney
- Rolls-Royce
- Snecma

## Quarterly figures

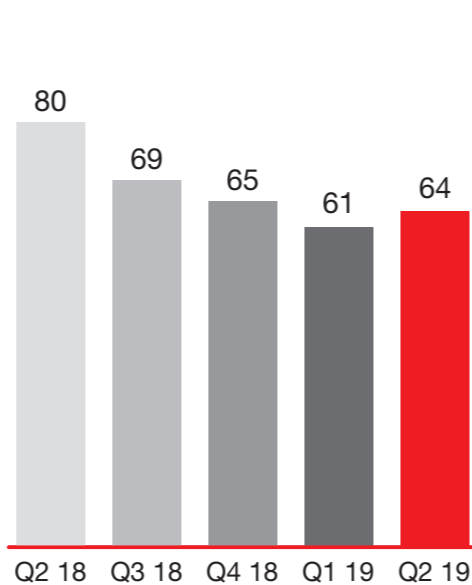
### Order intake (in CHF million)



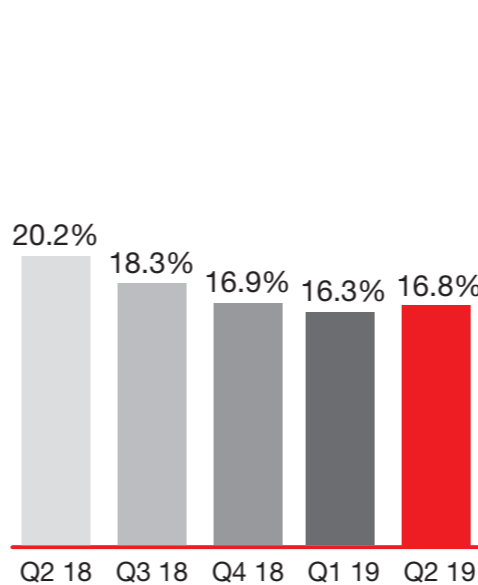
### Sales (in CHF million)



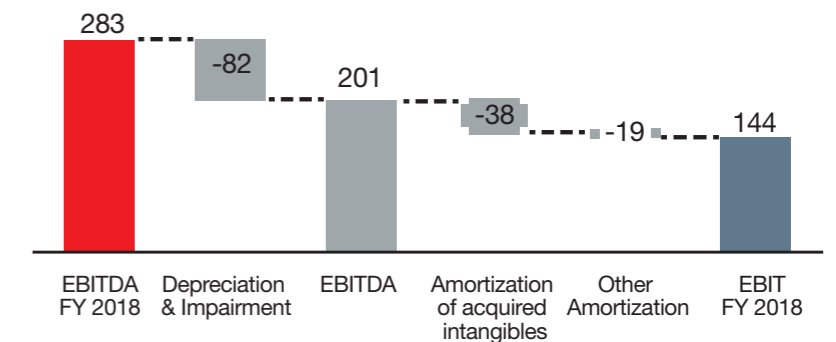
### EBITDA (in CHF million)



### EBITDA margin (in % of sales)



## Profitability Bridge FY 2018



### Group and Segment CEO – Dr. Roland Fischer

- 1962, German citizen
- CEO since 2016
- Previous position: CEO of Power and Gas Division of Siemens AG, Germany