



## Consensus Q3 2014

Based on estimates from:

Bank am Bellevue, BZ Bank, Credit Suisse, Helvea,  
MainFirst, Mirabaud, UBS, Vontobel, ZKB

| 24.10.2014                    | HIGH  | LOW  | Consensus  |             |
|-------------------------------|-------|------|------------|-------------|
| <b>Order intake</b>           |       |      |            |             |
| <b>(in CHF m):</b>            |       |      |            |             |
| Manmade Fibers Segment        | 237   | 220  | <b>227</b> |             |
| Drive Systems Segment         | 211   | 186  | <b>195</b> |             |
| Vacuum Segment                | 110   | 90   | <b>97</b>  |             |
| Surface Solutions Segment     | 320   | 305  | <b>312</b> |             |
| Advanced Technologies Segment | 25    | 20   | <b>21</b>  |             |
| Total Oerlikon Group          | 899   | 835  | <b>852</b> |             |
| <b>Sales</b>                  |       |      |            |             |
| <b>(in CHF m):</b>            |       |      |            |             |
| Manmade Fibers Segment        | 255   | 240  | <b>248</b> |             |
| Drive Systems Segment         | 203   | 173  | <b>194</b> |             |
| Vacuum Segment                | 111   | 93   | <b>97</b>  |             |
| Surface Solutions Segment     | 320   | 305  | <b>311</b> |             |
| Advanced Technologies Segment | 35    | 23   | <b>26</b>  |             |
| Total Oerlikon Group          | 919   | 843  | <b>877</b> |             |
| <b>EBIT</b>                   |       |      |            |             |
| <b>(in CHF m):</b>            |       |      |            |             |
| Manmade Fibers Segment        | 47    | 41   | <b>45</b>  | 18.0%       |
| Drive Systems Segment         | 12    | 10   | <b>10</b>  | 5.4%        |
| Vacuum Segment                | 9     | 7    | <b>8</b>   | 7.7%        |
| Surface Solutions Segment     | 24    | 16   | <b>19</b>  | 6.1%        |
| Advanced Technologies Segment | 2     | -1   | <b>0</b>   | 0.8%        |
| Others                        | 7     | 1    | <b>4</b>   |             |
| Total Oerlikon Group          | 90    | 81   | <b>86</b>  | <b>9.8%</b> |
| EBIT Marge                    | 10.3% | 9.4% | 9.8%       |             |