



## Consensus Q1 2017

Based on estimates from: Baader Helvea, Berenberg Bank  
 BZ Bank, Credit Suisse, Kepler Cheuvreux, MainFirst,  
 Mirabaud, RBC Capital, UBS, Bank Vontobel

| 28.04.2017                         | HIGH         | LOW          | Consensus    |                          |
|------------------------------------|--------------|--------------|--------------|--------------------------|
| <b>Order intake</b><br>(in CHF m): |              |              |              |                          |
| Surface Solutions Segment          | 337          | 319          | <b>329</b>   |                          |
| Manmade Fibers Segment             | 170          | 150          | <b>160</b>   |                          |
| Drive Systems Segment              | 171          | 159          | <b>166</b>   |                          |
| <b>Total Oerlikon Group</b>        | <b>675</b>   | <b>634</b>   | <b>655</b>   |                          |
| <b>Sales</b><br>(in CHF m):        |              |              |              |                          |
| Surface Solutions Segment          | 334          | 309          | <b>322</b>   |                          |
| Manmade Fibers Segment             | 130          | 100          | <b>111</b>   |                          |
| Drive Systems Segment              | 169          | 159          | <b>163</b>   |                          |
| <b>Total Oerlikon Group</b>        | <b>633</b>   | <b>571</b>   | <b>596</b>   |                          |
| <b>EBITDA</b><br>(in CHF m):       |              |              |              | <b>Consensus Margins</b> |
| Surface Solutions Segment          | 70           | 63           | <b>66</b>    | 20,5%                    |
| Manmade Fibers Segment             | 3            | 0            | <b>2</b>     | 1,6%                     |
| Drive Systems Segment              | 18           | 12           | <b>14</b>    | 8,6%                     |
| Others                             | 2            | -3           | <b>1</b>     |                          |
| <b>Total Oerlikon Group</b>        | <b>86</b>    | <b>77</b>    | <b>81</b>    | <b>13,6%</b>             |
| <b>EBITDA Marge</b>                | <b>14,1%</b> | <b>13,2%</b> | <b>13,6%</b> |                          |