



## Consensus FY 2013 (continued operations)

Based on estimates from: AlphaValue, Bank am Bellevue, Berenberg Bank, BZ Bank, Helvea, KeplerCheuvreux, MainFirst, Mirabaud, Société Générale, UBS, Vontobel, ZKB

21.02.2014	HIGH	LOW	Consensus	
<b>Sales</b> (in CHF m):				
Manmade Fibers Segment	1'130	1'103	<b>1'119</b>	
Drive Systems Segment	790	727	<b>746</b>	
Vacuum Segment	400	384	<b>394</b>	
Coating Segment	526	494	<b>505</b>	
Advanced Technologies Segment	115	99	<b>110</b>	
Total Oerlikon Group	2'910	2'839	<b>2'875</b>	
<b>Order intake</b> (in CHF m):				
Manmade Fibers Segment	1'082	1'044	<b>1'064</b>	
Drive Systems Segment	795	763	<b>784</b>	
Vacuum Segment	409	400	<b>405</b>	
Coating Segment	511	501	<b>504</b>	
Advanced Technologies Segment	135	114	<b>124</b>	
Total Oerlikon Group	2'904	2'846	<b>2'876</b>	
<b>EBIT</b> (in CHF m):				
Manmade Fibers Segment	183	163	<b>176</b>	<b>Consensus Margins</b> 15.7%
Drive Systems Segment	30	23	<b>25</b>	3.4%
Vacuum Segment	46	39	<b>42</b>	10.7%
Coating Segment	106	100	<b>102</b>	20.2%
Advanced Technologies Segment	9	2	<b>5</b>	4.4%
Others	8	0	<b>5</b>	
Total Oerlikon Group	363	348	<b>356</b>	<b>12.4%</b>
EBIT Marge	12.6%	12.0%	12.4%	