

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 Segment focuses on the aviation, power generation, oil and gas, automotive, metal and plastic processing, as well as in other specialized industries. In 2016, the Segment generated sales of CHF 1.2 billion and has over 6 500 employees in a dynamic global network of around 150 sites, of which over 140 are service and production centers in 37 countries. www.oerlikon.com/surface-solutions/

Five-year summary of key figures

in CHF million	2016	2015	2014 ¹	2013	2012
Order intake	1 236	1 233	965	510	501
Sales	1 238	1 229	973	510	501
EBITDA	277	264	183	149	145
EBITDA margin in % of sales	22.2%	21.4%	18.8%	29.2%	28.9%
Capital expenditure	96	91	79	74	64
R&D expenses	69	70	56	34	33
Net operating assets	1 372	1 325	1 421	350	332
Number of employees	6 528	6 140	6 063	3 278	3 126

¹ Metco consolidated for 7 months

Over 6 500 employees, operating in 37 countries



Two strong brands under one roof

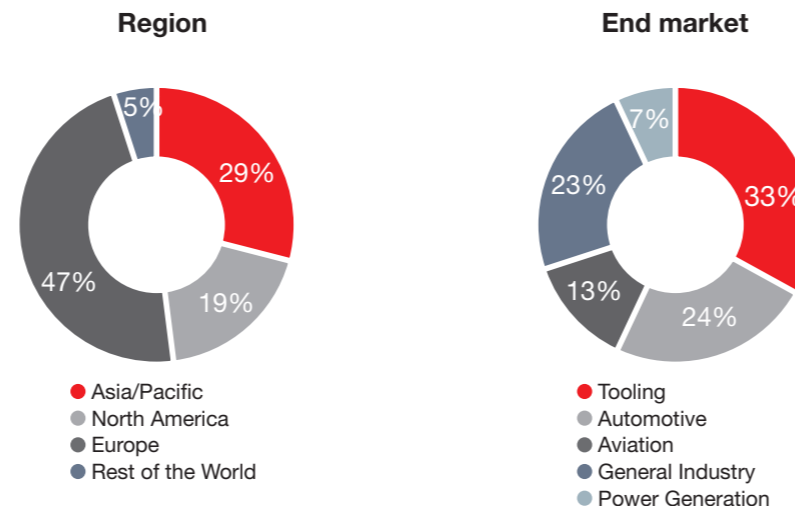
oerlikon balzers

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.

Sales split FY 2016

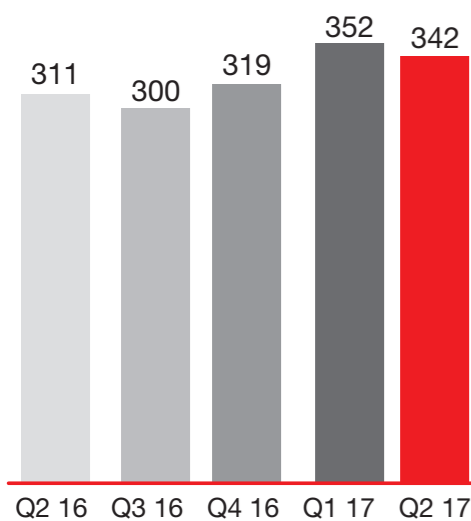


Well-known customer base

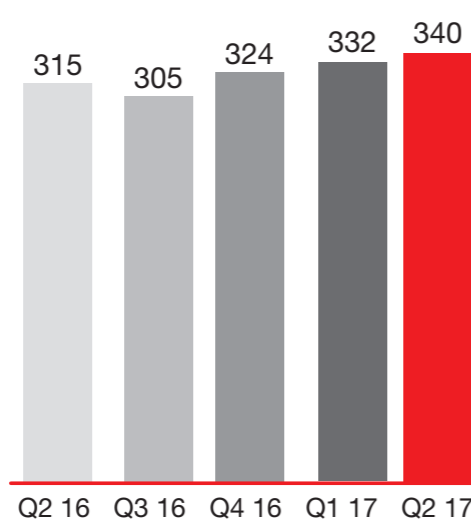
- Automotive:**
 - BMW
 - Bosch
 - Getrag
 - Toyota
 - Volkswagen
 - ZF
- Oil & Gas:**
 - Baker Hughes
 - Cameron
 - FMC
 - GE Oil & Gas
 - NOV
 - Sulzer Pumps
- Power Generation:**
 - Alstom
 - Andritz
 - GE Power & Water
 - Mitsubishi/Hitachi
 - Siemens
 - Solar Turbines
- Aerospace:**
 - GE Aviation
 - IHI
 - MTU
 - Pratt & Whitney
 - Rolls-Royce
 - Snecma

Quarterly figures

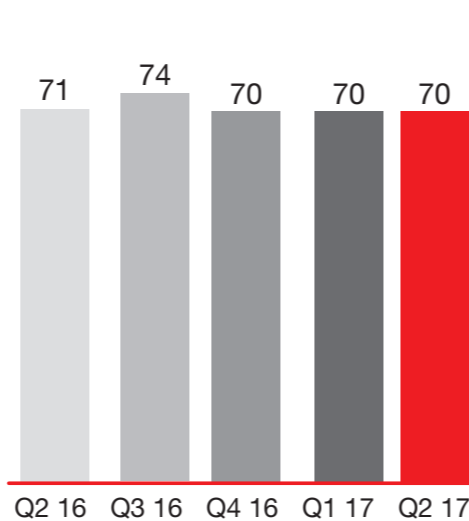
Order intake (in CHF million)



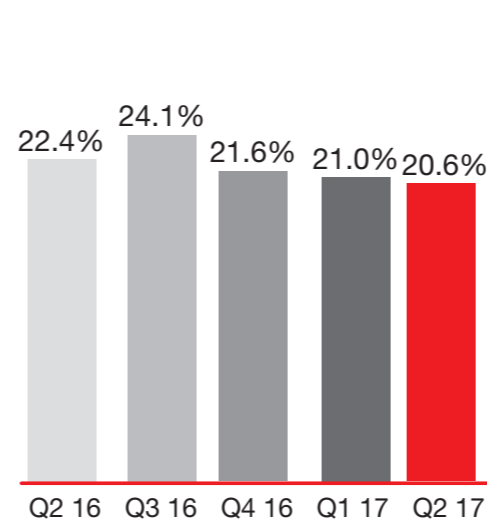
Sales (in CHF million)



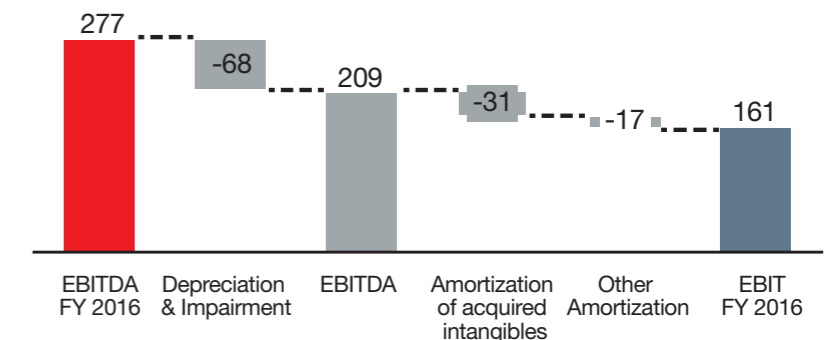
EBITDA (in CHF million)



EBITDA margin (in % of sales)



Profitability Bridge FY 2016



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

