



## OC Oerlikon Consensus Q1 2012

Based on estimates from:

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

26.04.2012	HIGH	LOW	Consensus	
<b>Sales</b> (in CHF m):				
Oerlikon Textile	500	463	<b>486</b>	
Oerlikon Coating	128	122	<b>125</b>	
Oerlikon Solar	0	0	<b>0</b>	
Oerlikon Vacuum	101	96	<b>99</b>	
Oerlikon Drive Systems	229	209	<b>218</b>	
Oerlikon Advanced Tech.	25	16	<b>19</b>	
Total Oerlikon Group	970	928	<b>946</b>	
<b>Order intake</b> (in CHF m):				
Oerlikon Textile	480	410	<b>450</b>	
Oerlikon Coating	128	122	<b>124</b>	
Oerlikon Solar	0	0	<b>0</b>	
Oerlikon Vacuum	102	95	<b>99</b>	
Oerlikon Drive Systems	243	210	<b>227</b>	
Oerlikon Advanced Tech.	33	15	<b>23</b>	
Total Oerlikon Group	950	896	<b>924</b>	
<b>EBIT</b> (in CHF m):				
Oerlikon Textile	51	41	<b>47</b>	9.6%
Oerlikon Coating	27	24	<b>25</b>	20.2%
Oerlikon Solar	0	0	<b>0</b>	
Oerlikon Vacuum	15	12	<b>14</b>	13.9%
Oerlikon Drive Systems	20	16	<b>18</b>	8.2%
Oerlikon Advanced Tech.	1	-2	<b>-1</b>	-2.9%
Others	8	3	<b>5</b>	
Total Oerlikon Group	114	102	<b>108</b>	<b>11.4%</b>
EBIT Marge	11.9%	11.0%	11.4%	