



OC Oerlikon Consensus Q3 2012 (continued operations)

Based on estimates from:

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

26.10.2012	HIGH	LOW	Consensus	
Sales				
(in CHF m):				
Oerlikon Textile	526	477	508	
Oerlikon Coating	128	122	125	
Oerlikon Vacuum	97	89	93	
Oerlikon Drive Systems	201	190	191	
Oerlikon Advanced Tech.	30	20	23	
Total Oerlikon Group	965	919	939	
Order intake				
(in CHF m):				
Oerlikon Textile	490	469	484	
Oerlikon Coating	128	122	125	
Oerlikon Vacuum	96	85	90	
Oerlikon Drive Systems	178	170	174	
Oerlikon Advanced Tech.	30	23	26	
Total Oerlikon Group	910	886	898	
EBIT				
(in CHF m):				
				Consensus Margins
Oerlikon Textile	55	50	53	10.5%
Oerlikon Coating	26	25	25	20.3%
Oerlikon Vacuum	9	8	8	8.8%
Oerlikon Drive Systems	18	15	18	9.2%
Oerlikon Advanced Tech.	2	-1	0	0.0%
Others	5	2	4	
Total Oerlikon Group	111	102	107	11.4%
EBIT Marge	11.9%	11.0%	11.4%	