



Consensus Q3 2013 (continued operations)

Based on estimates from:

**BZ Bank, Bank am Bellevue, Berenberg, Credit Suisse, Helvea
KeplerCheuvreux, MainFirst, Mirabaud, UBS, Vontobel, ZKB**

25.10.2013	HIGH	LOW	Consensus	
Sales (in CHF m):				
Manmade Fibers Segment	282	270	276	
Coating Segment	127	119	123	
Vacuum Segment	105	95	99	
Drive Systems Segment	191	165	176	
Advanced Technologies Segment	31	20	24	
Total Oerlikon Group	718	680	699	
Order intake (in CHF m):				
Manmade Fibers Segment	280	260	266	
Coating Segment	127	119	123	
Vacuum Segment	104	95	100	
Drive Systems Segment	200	180	188	
Advanced Technologies Segment	31	23	29	
Total Oerlikon Group	726	690	706	
EBIT (in CHF m):				
				Consensus Margins
Manmade Fibers Segment	45	40	43	15.7%
Coating Segment	26	24	25	20.2%
Vacuum Segment	12	9	10	9.8%
Drive Systems Segment	7	5	6	3.3%
Advanced Technologies Segment	2	-1	0	1.5%
Others	3	-1	1	
Total Oerlikon Group	89	82	85	12.2%
EBIT Marge	12.5%	11.8%	12.2%	