



Consensus Q2 2013 (continued operations)

Based on estimates from:

BZ Bank, Berenberg, Credit Suisse, Helvea

KeplerCheuvreux, Societe General, UBS, Vontobel, ZKB

02.08.2012	HIGH	LOW	Consensus	
Sales				
(in CHF m):				
Manmade Fibers Segment	307	253	265	
Coating Segment	129	122	126	
Vacuum Segment	101	95	98	
Drive Systems Segment	199	190	194	
Advanced Technologies Segment	37	20	29	
Total Oerlikon Group	737	692	712	
Order intake				
(in CHF m):				
Manmade Fibers Segment	270	250	256	
Coating Segment	129	120	125	
Vacuum Segment	101	95	98	
Drive Systems Segment	202	187	196	
Advanced Technologies Segment	32	23	29	
Total Oerlikon Group	717	693	704	
EBIT				
(in CHF m):				
				Consensus Margins
Manmade Fibers Segment	49	37	40	14.9%
Coating Segment	26	24	25	20.0%
Vacuum Segment	13	10	11	11.6%
Drive Systems Segment	8	3	6	3.1%
Advanced Technologies Segment	3	0	1	5.1%
Others	5	0	2	
Total Oerlikon Group	93	79	86	12.0%
EBIT Marge	12.6%	11.4%	12.0%	