



## Consensus Q1 2014

Based on estimates from:

**Berenberg Bank, BZ Bank, Helvea, KeplerCheuvreux,  
MainFirst, Mirabaud, UBS, Vontobel, ZKB**

25.04.2014	HIGH	LOW	Consensus	
<b>Sales</b> <b>(in CHF m):</b>				
Manmade Fibers Segment	300	240	<b>283</b>	
Drive Systems Segment	205	190	<b>195</b>	
Vacuum Segment	104	95	<b>99</b>	
Coating Segment	128	124	<b>126</b>	
Advanced Technologies Segment	21	10	<b>13</b>	
Total Oerlikon Group	728	695	<b>716</b>	
<b>Order intake</b> <b>(in CHF m):</b>				
Manmade Fibers Segment	291	240	<b>251</b>	
Drive Systems Segment	210	195	<b>205</b>	
Vacuum Segment	107	98	<b>103</b>	
Coating Segment	128	124	<b>126</b>	
Advanced Technologies Segment	26	10	<b>20</b>	
Total Oerlikon Group	724	693	<b>705</b>	
<b>EBIT</b> <b>(in CHF m):</b>				
				<b>Consensus Margins</b>
Manmade Fibers Segment	55	49	<b>53</b>	18.6%
Drive Systems Segment	10	8	<b>8</b>	4.2%
Vacuum Segment	10	5	<b>7</b>	7.1%
Coating Segment	26	25	<b>25</b>	20.2%
Advanced Technologies Segment	-5	-7	<b>-6</b>	-44.7%
Others	5	-7	<b>-1</b>	
Total Oerlikon Group	88	81	<b>85</b>	<b>11.9%</b>
EBIT Marge	12.2%	11.3%	11.9%	