



Consensus Q1 2014

Based on estimates from:

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

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