

## Consensus FY 2014

Based on estimates from:

AlphaValue, Bank am Bellevue, Baader Helvea, BZ Bank, Credit Suisse, Jeffries, MainFirst, Mirabaud, RBC, Societe Generale, UBS, Vontobel, ZKB

24.02.2015	HIGH	LOW	Consensus
<b>Order intake (in CHF m):</b>			
Surface Solutions Segment	975	960	<b>966</b>
Manmade Fibers Segment	940	900	<b>912</b>
Drive Systems Segment	809	780	<b>789</b>
Vacuum Segment	400	380	<b>387</b>
Total Oerlikon Group	3 091	3 027	<b>3 054</b>

### Sales

(in CHF m):

Surface Solutions Segment	975	945	<b>965</b>
Manmade Fibers Segment	1 079	1 040	<b>1 065</b>
Drive Systems Segment	793	756	<b>782</b>
Vacuum Segment	400	380	<b>391</b>
Total Oerlikon Group	3 221	3 141	<b>3 202</b>

### EBITDA

(in CHF m):

				Consensus Margins
Surface Solutions Segment	183	161	<b>173</b>	17,9%
Manmade Fibers Segment	227	201	<b>219</b>	20,5%
Drive Systems Segment	86	78	<b>81</b>	10,4%
Vacuum Segment	45	40	<b>42</b>	10,8%
Others	23	-3	<b>9</b>	
Total Oerlikon Group	548	495	<b>527</b>	<b>16,5%</b>
EBITDA Marge	17,1%	15,5%	<b>16,5%</b>	

### EBIT

(in CHF m):

				Consensus Margins
Surface Solutions Segment	92	59	<b>85</b>	8,8%
Manmade Fibers Segment	203	195	<b>200</b>	18,7%
Drive Systems Segment	42	38	<b>40</b>	5,1%
Vacuum Segment	32	25	<b>28</b>	7,2%
Others	18	-4	<b>7</b>	
Total Oerlikon Group	374	323	<b>361</b>	<b>11,3%</b>
EBIT Marge	11,7%	10,1%	<b>11,3%</b>	