

## What we do

Oerlikon Surface Solutions Segment, a part of the Swiss-based Oerlikon Group (SIX: OERL), is a world-leading supplier of a unique and broad range of surface technologies, products and services. Under the technology-leading brands of Oerlikon Balzers and Oerlikon Metco, the Segments' surface solutions are proven to significantly improve the performance, reliability and durability of precision components and cutting and forming tools. Oerlikon Balzers' technologies can realize extremely thin and exceptionally hard coatings, while Oerlikon Metco offers equipment, materials and specialized machining services and components that complement its thermal spray, plasma heat treatment and laser cladding solutions. The Segment focuses on the aviation, power generation, oil and gas, automotive, metal and plastic processing, as well as in other specialized industries. In 2015, the Segment generated sales of CHF 1.2 billion and has over 6 000 employees in a dynamic global network of around 150 sites, of which over 140 are service and production centers in 37 countries. [www.oerlikon.com/surface-solutions/](http://www.oerlikon.com/surface-solutions/)

## Five-year summary of key figures

in CHF million	2015	2014 <sup>1</sup>	2013	2012	2011
Order intake	1 233	965	510	501	484
Sales	1 229	973	510	501	484
EBITDA	264	183	149	145	141
EBITDA margin in % of sales	21.4%	18.8%	29.2%	28.9%	29.1%
Capital expenditure	91	79	74	64	49
R&D expenses	-70	-56	-34	-33	-30
Net operating assets	1 325	1 421	350	332	303
Number of employees	6 140	6 063	3 278	3 126	2 986

<sup>1</sup> Metco consolidated for 7 months

## Over 6 000 employees, operating in 37 countries



## Two strong brands under one roof

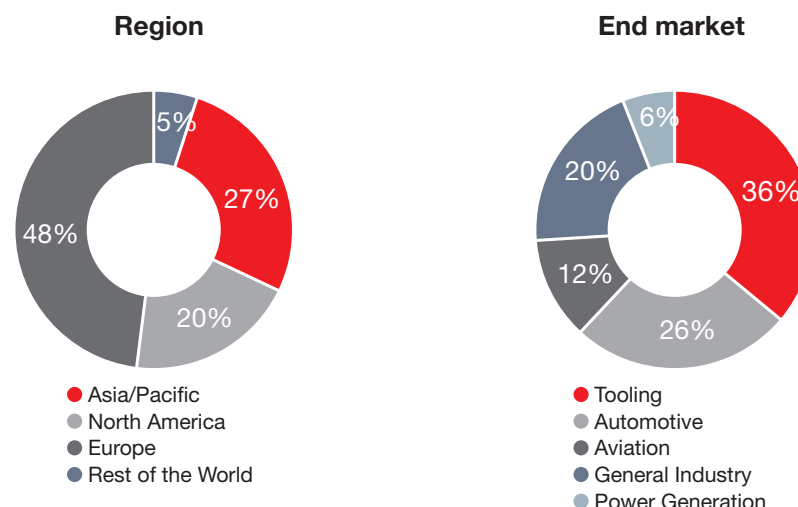
### oerlikon balzers

Under the brand Oerlikon Balzers, surface technologies can realize extremely thin and exceptionally hard coatings, thus significantly improving the performance and durability of precision components as well as cutting and forming tools.

### oerlikon metco

Under the brand Oerlikon Metco, innovative coating solutions, equipment, materials, specialized machining services and components serve to improve the performance, efficiency and reliability of customers' products.

## Sales split FY 2015



## Well-known customer base

### Automotive:

- BMW
- Bosch
- Getrag
- Toyota
- Volkswagen
- ZF

### Oil & Gas:

- Baker Hughes
- Cameron
- FMC
- GE Oil & Gas
- NOV
- Sulzer Pumps

### Power Generation:

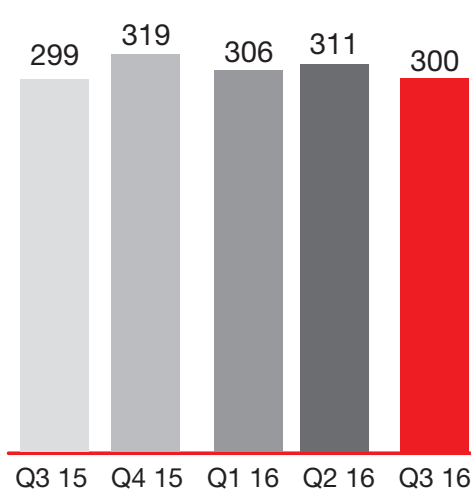
- Alstom
- Andritz
- GE Power & Water
- Mitsubishi/Hitachi
- Siemens
- Solar Turbines

### Aerospace:

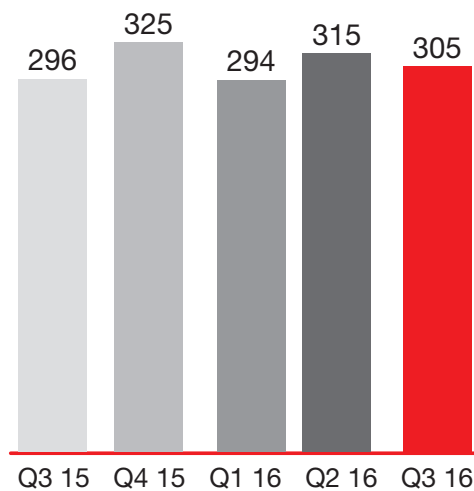
- GE Aviation
- IHI
- MTU
- Pratt & Whitney
- Rolls-Royce
- Snecma

## Quarterly figures

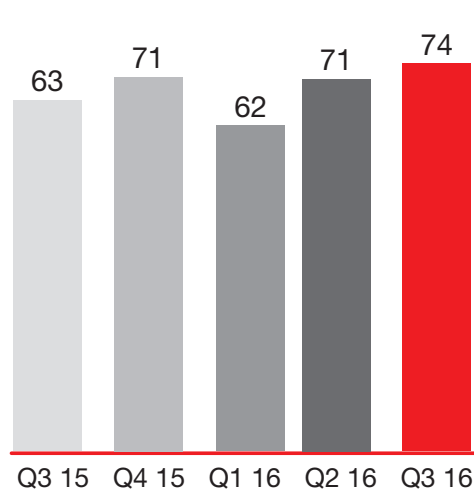
Order intake (in CHF million)



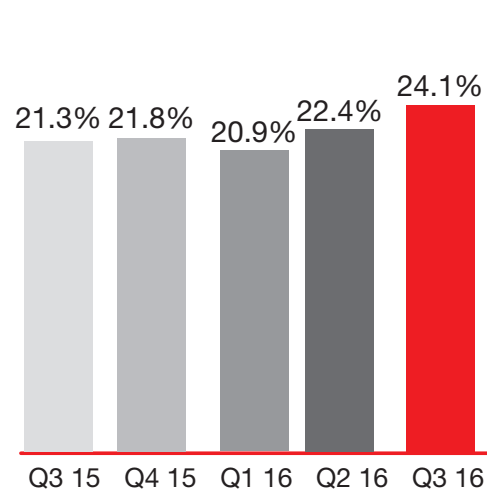
Sales (in CHF million)



EBITDA (in CHF million)



EBITDA margin (in % of sales)



## Segment Peers

Segment Peers (figures in million)	Financial year; Currency	Sales	EBITDA	EBITDA margin
Bodycote	2015; GBP	567	135	23.8%
Kennametal	2016/16; USD	2 098	n/a	n/a
Praxair Surface Technologies	2015; USD	609	n/a	n/a
Sandvik Machining Solutions	2015; SEK	32 652	n/a	n/a

## Group and Segment CEO – Dr. Roland Fischer

- 1962, German citizen
- CEO since 2016
- Previous position: CEO of Power and Gas Division of Siemens AG, Germany

