



## Consensus FY 2017

Based on estimates from: AlphaValue, Baader Helvea, BZ Bank, Credit Suisse, Jefferies, Kepler Cheuvreux, MainFirst, Mirabaud, Octavian, UBS, Societe Generale, Bank Vontobel and ZKB

02.03.2018	HIGH	LOW	Consensus	
<b>Order intake</b> (in CHF m):				
Surface Solutions Segment	1'400	1'353	<b>1'380</b>	
Manmade Fibers Segment	801	753	<b>776</b>	
Drive Systems Segment	760	726	<b>743</b>	
<b>Total Oerlikon Group</b>	<b>2'955</b>	<b>2'857</b>	<b>2'900</b>	
<b>Sales</b> (in CHF m):				
Surface Solutions Segment	1'425	1'346	<b>1'361</b>	
Manmade Fibers Segment	712	631	<b>692</b>	
Drive Systems Segment	722	695	<b>709</b>	
<b>Total Oerlikon Group</b>	<b>2'786</b>	<b>2'743</b>	<b>2'762</b>	
<b>EBITDA</b> (in CHF m):				
Surface Solutions Segment	289	271	<b>276</b>	<b>Consensus Margins</b> 20.3%
Manmade Fibers Segment	54	34	<b>51</b>	7.3%
Drive Systems Segment	74	71	<b>73</b>	10.2%
Others	4	-5	<b>0</b>	
<b>Total Oerlikon Group</b>	<b>405</b>	<b>395</b>	<b>399</b>	<b>14.5%</b>
<b>EBITDA Marge</b>	<b>14.6%</b>	<b>14.4%</b>	<b>14.5%</b>	