

# **Strong 2013 performance paves the way for future growth**

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**1** Introduction

2 Business Review 2013

3 Outlook 2014

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## Portfolio balancing

- Focus on high-tech, high performing Manmade Fibers business
- Signing of Sulzer Metco acquisition – creating the global technology leader in Surface Solutions

## Operational performance

Despite challenging environment in major end markets:

- Order intake growth and stable sales
- Strong profitability with an EBIT margin of 12.7 %
- Result from continuing operations up 18.8 %
- R&D expenditures increased by 15 %

## Strong financial position

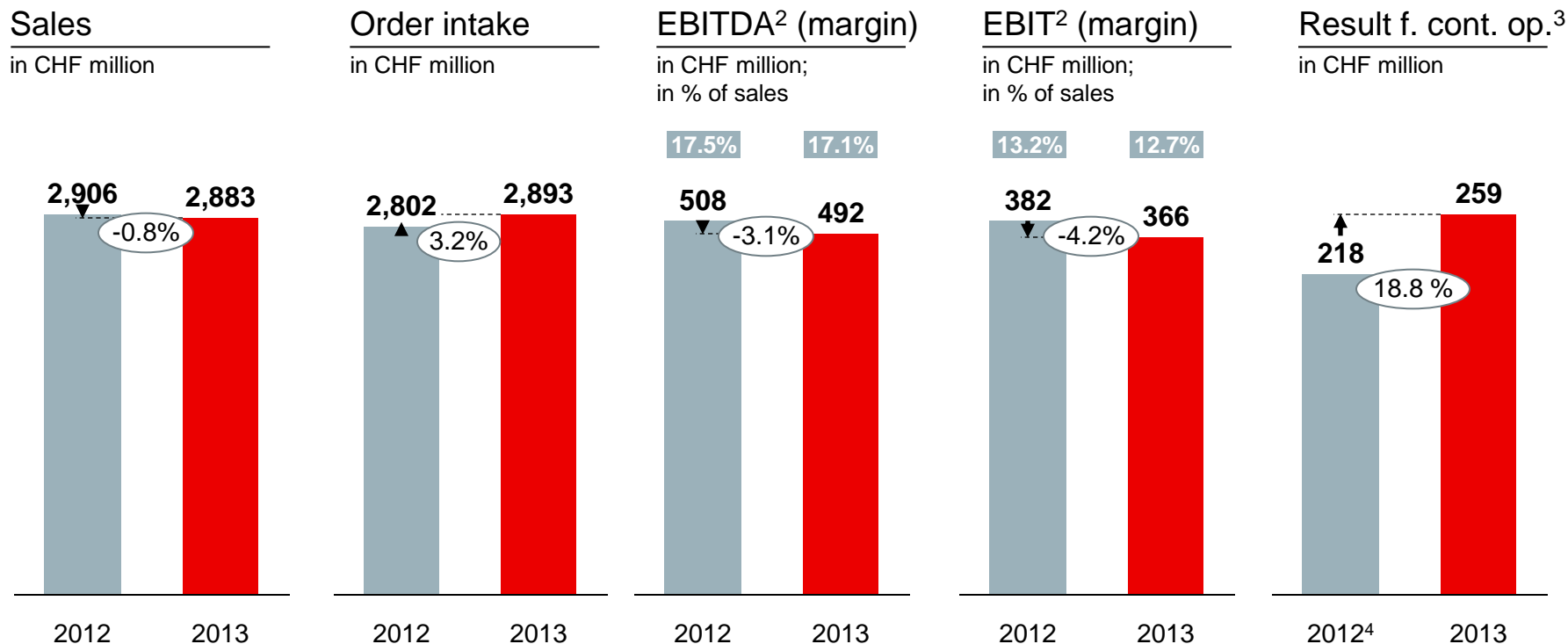
- Net liquidity position of CHF 981 million
- Equity ratio of 51 %

## Increased dividend

- 8 % increase to CHF 0.27 proposed to AGM



# Strong underlying performance in 2013<sup>1</sup>



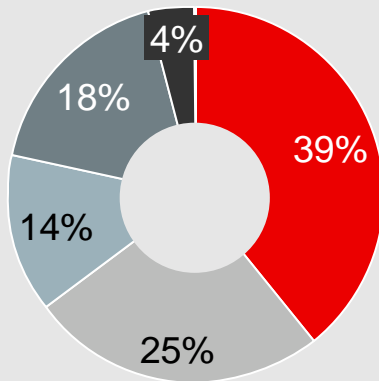
- Oerlikon delivered on guidance – beating on order intake
- Strong underlying profitability positions Oerlikon amongst top industrial peers
- Best-in-Class position of Manmade Fibers and Coating Segments
- Result from continuing operations improved

<sup>1</sup> continuing operations; <sup>2</sup> excl. one-time effect of sale of Arbon property; <sup>3</sup> result from continuing operations; excl. divestments; <sup>4</sup> 2012 restated for IAS 19 (revised)

# Sales split FY 2013<sup>1</sup>

## Segment split

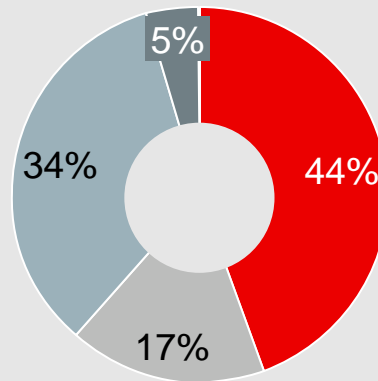
Moving towards a balanced portfolio



- Manmade Fibers
- Drive Systems
- Vacuum
- Coating
- Adv. Technologies

## Regional split

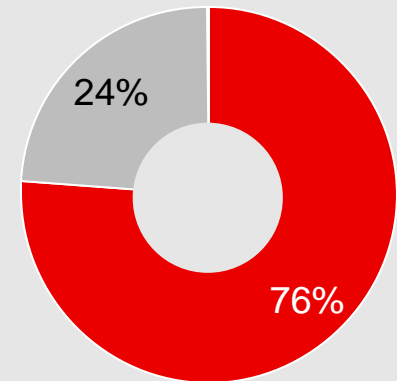
Balanced global position close to our markets



- Asia / Pacific
- North America
- Europe
- Rest of World

## Split service vs. goods business

Strengthening the service business



- Goods, Equipment, Components
- Service & Spare Parts

<sup>1</sup> FY 2013 continuing operations

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**2 Business Review 2013**

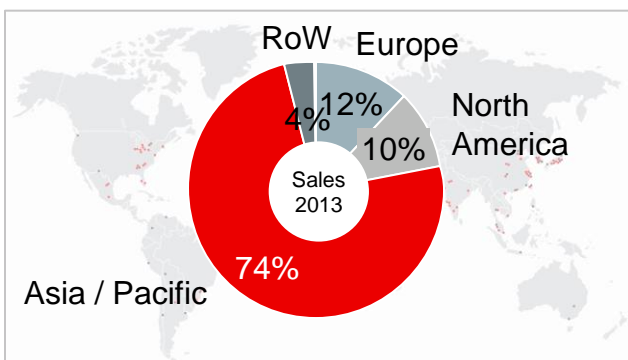
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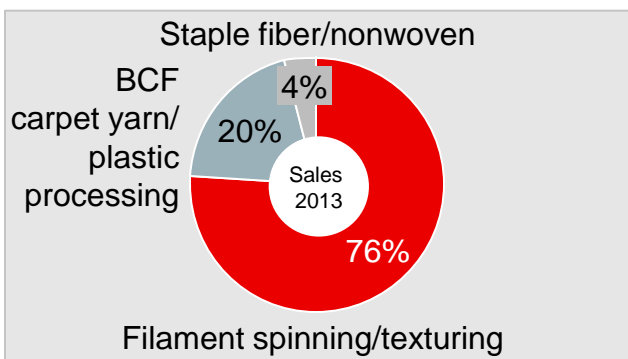
# Manmade Fibers Segment<sup>1</sup> – Full-year 2013 performance



| Key figures              | in CHF million | 2013 <sup>2</sup> | 2012 <sup>2</sup>   | Δ         |
|--------------------------|----------------|-------------------|---------------------|-----------|
|                          | Order intake   |                   | 1 073               | 1 039     |
| Order backlog            |                | 541               | 602                 | -10.1 %   |
| Sales                    |                | 1 130             | 1 103               | +2.4 %    |
| EBIT                     |                | 188               | 147 <sup>4</sup>    | +27.9 %   |
| EBIT margin <sup>3</sup> |                | 16.6 %            | 13.4 % <sup>4</sup> | +3.2 %pts |



- ### Market development
- Ongoing strong demand for manmade fiber equipment and engineering services
  - Strong growth in BCF equipment
  - Asia and China, in particular, remained key market
  - Order pipeline with visibility into 2015



- ### Operational performance
- Continued strong order intake, 10th consecutive quarter with high orders
  - Record profitability driven by operational excellence and product mix; Best-in-Class
  - Successful closing of divestments

<sup>1</sup> Former Textile Segment; <sup>2</sup> Continuing operations; <sup>3</sup> as % of sales; <sup>4</sup> based on underlying EBIT (excl. one-time effect)

# Drive Systems Segment – Full-year 2013 performance



## Key figures

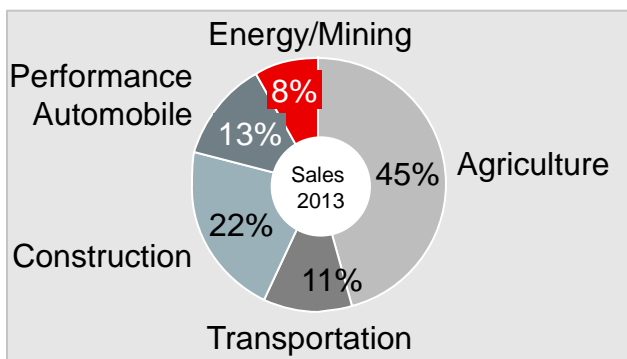
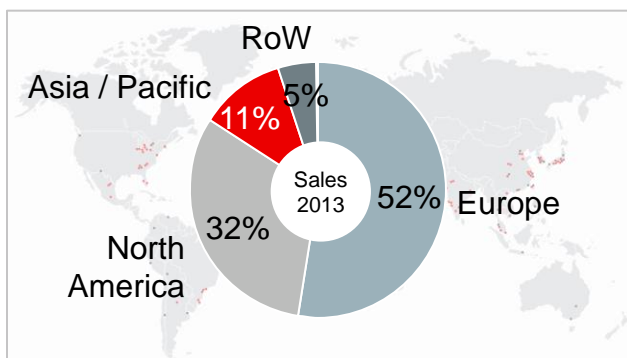
| in CHF million           | 2013  | 2012  | Δ         |
|--------------------------|-------|-------|-----------|
| Order intake             | 792   | 766   | +3.4 %    |
| Order backlog            | 180   | 134   | +34.3 %   |
| Sales                    | 734   | 826   | -11.1 %   |
| EBIT                     | 26    | 70    | -62.9 %   |
| EBIT margin <sup>1</sup> | 3.5 % | 8.5 % | -5.0 %pts |

## Market development

- Slow down in global key markets like heavy-construction, mining, transportation and the US natural gas sector
- Resilience in agriculture market

## Operational performance

- Project orders from the energy market resulted in an increase in order intake
- Sales decline due to challenging markets
- Profitability affected by lower sales and product mix, sequential improvement
- Long-term agreements with key partners



<sup>1</sup> as % of sales

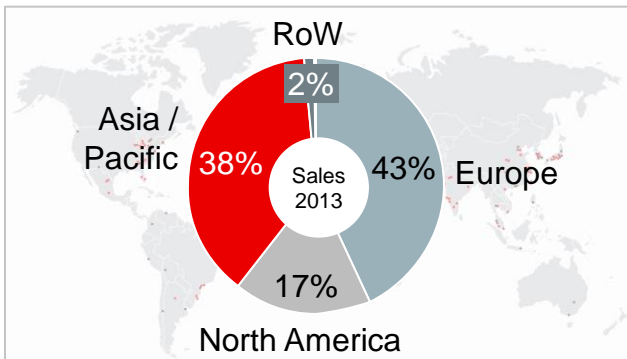


# Vacuum Segment – Full-year 2013 performance



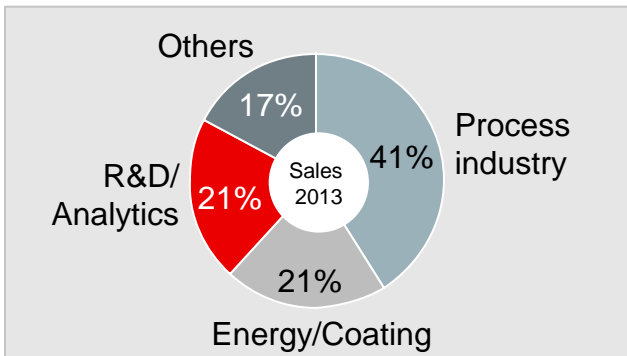
## Key figures

| in CHF million           | 2013   | 2012   | Δ         |
|--------------------------|--------|--------|-----------|
| Order intake             | 404    | 377    | +7.2 %    |
| Order backlog            | 79     | 73     | +8.2 %    |
| Sales <sup>1</sup>       | 400    | 377    | +6.1 %    |
| EBIT                     | 41     | 38     | +7.9 %    |
| EBIT margin <sup>2</sup> | 10.3 % | 10.2 % | +0.1 %pts |



## Market development

- Demanding environment in global process industry
- R&D, analytics and glass-coating markets performed well
- Underperformance of energy and semiconductor market
- Strong demand for vacuum solutions



## Operational performance

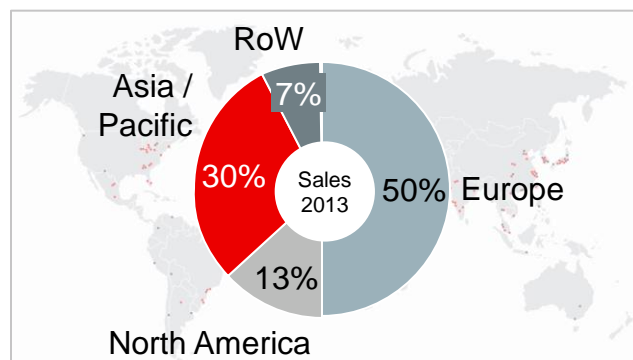
- Substantiating leading position in complex/technological demanding vacuum solutions
- Growth in order intake and sales, gain of market share
- Profitability impacted by difficult markets and anticipatory investments

<sup>1</sup> sales include CHF 4 million intercompany sales in 2012 and 2013; <sup>2</sup> as % of sales

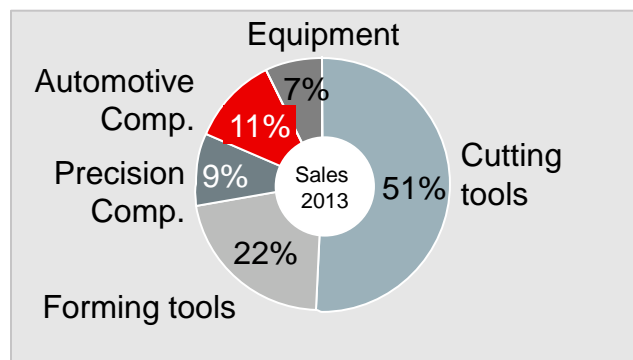
# Coating Segment – Full-year 2013 performance



| Key figures              | in CHF million | 2013   | 2012   | Δ        |
|--------------------------|----------------|--------|--------|----------|
|                          | Order intake   |        | 510    | 501      |
| Order backlog            |                | -      | -      | -        |
| Sales <sup>1</sup>       |                | 511    | 502    | +1.8 %   |
| EBIT                     |                | 105    | 103    | +1.9 %   |
| EBIT margin <sup>2</sup> |                | 20.5 % | 20.5 % | 0.0 %pts |



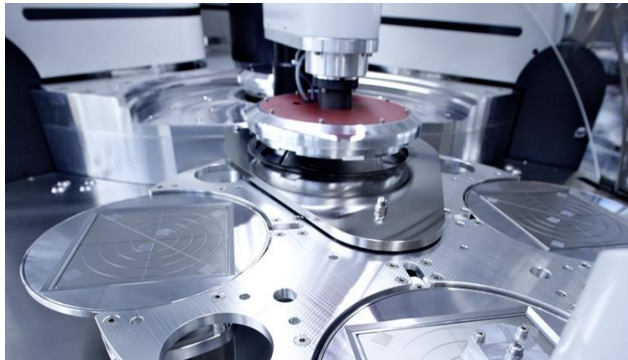
- ### Market development
- Challenging European automotive industry affected tooling business
  - Structural growth in automotive applications and components in general
  - Metco acquisition announced – creating the global technology leader in Surface Solutions



- ### Operational performance
- New sales record
  - Continued high profitability above 20 %
  - Successful expansion of value chain (regrinding) and industries (aerospace)
  - Global coating center network with 93 centers in 34 countries

<sup>1</sup> sales include CHF 1 million intercompany sales in 2012 and 2013; <sup>2</sup> as % of sales

# Advanced Technologies Segment – Full-year 2013 performance



## Key figures

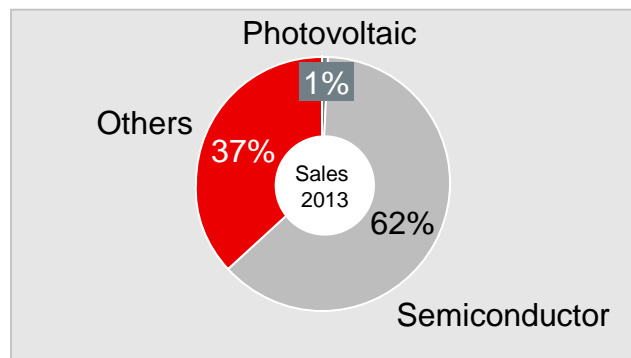
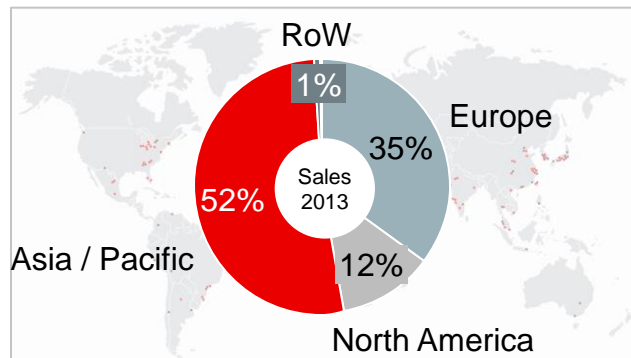
| in CHF million           | 2013  | 2012  | Δ         |
|--------------------------|-------|-------|-----------|
| Order intake             | 114   | 119   | -4.2 %    |
| Order backlog            | 25    | 25    | 0.0 %     |
| Sales <sup>1</sup>       | 113   | 104   | +8.7 %    |
| EBIT                     | 4     | 7     | -42.9 %   |
| EBIT margin <sup>2</sup> | 3.7 % | 6.6 % | -2.9 %pts |

## Market development

- Global market in semiconductor equipment remained soft
- Solutions for mobile devices and energy-efficient LEDs and power devices with rising demand

## Operational performance

- Global customers awarded Oerlikon Systems 14th consecutive time (VSLIresearch)
- Continued high level of order intake and sales
- R&D activities increased by 50 %, which affected profitability

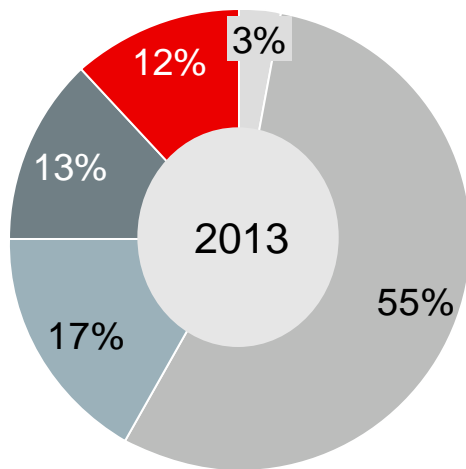


<sup>1</sup> sales include CHF 1 million intercompany sales in 2012; <sup>2</sup> as % of sales

# Currency mix with strong natural hedge – Limited Swiss franc exposure

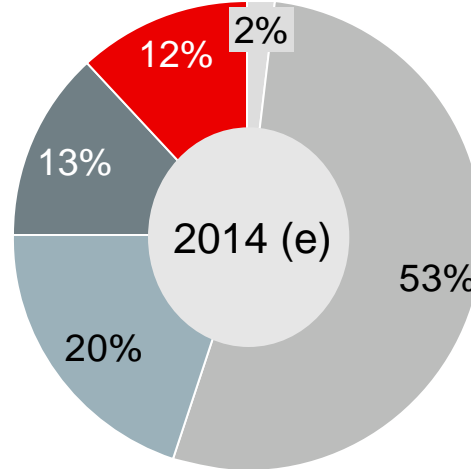
Currency exposure 2013

in %



Currency exposure 2014 (e)

in %

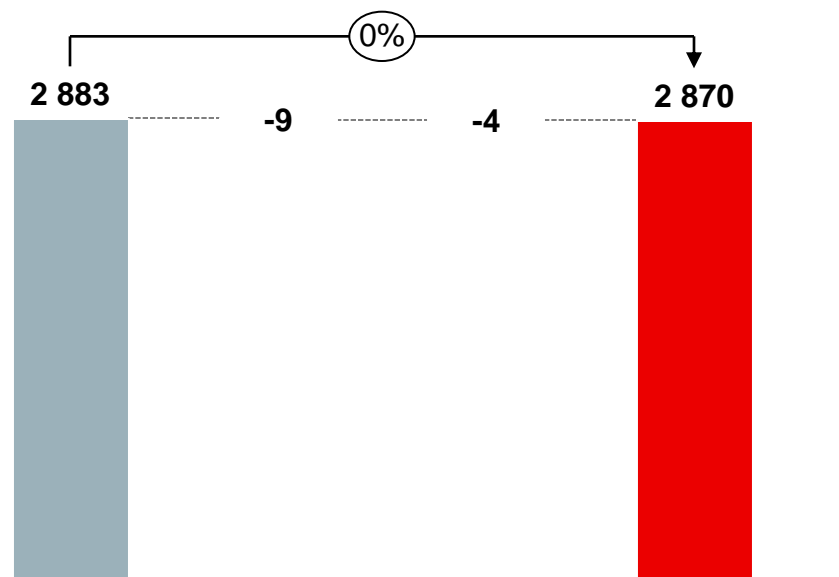


- No major currency mismatch between sales, COGS and overhead costs – natural hedge
- Limited transaction risk
- Translation effects from reporting currency Swiss francs

# FX impact on Sales, EBIT and EBIT margin

## Oerlikon Group Sales 2013

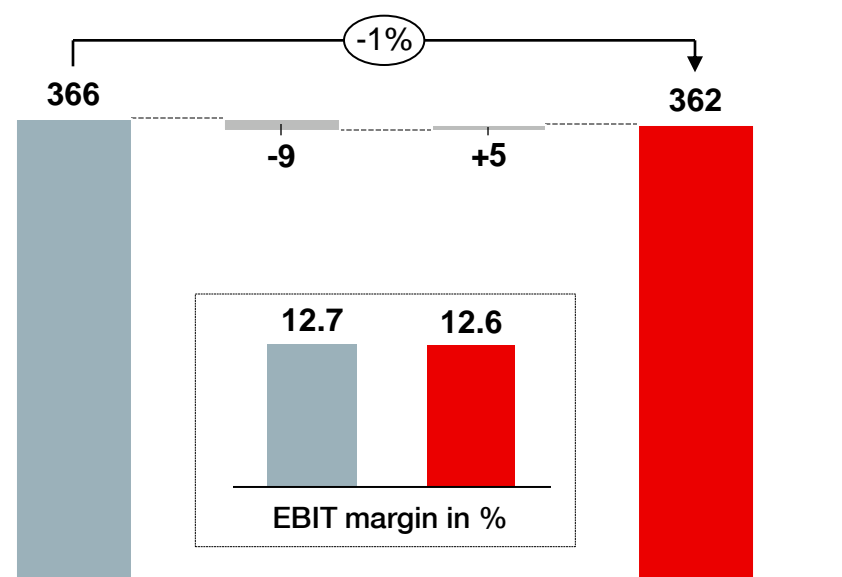
in CHF million



2013<sup>1</sup> reported      Transaction effects      Translation effects      2013 FX impact adj.

## Oerlikon Group EBIT 2013

in CHF million



2013<sup>1</sup> reported      Transaction effects      Translation effects      2013 FX impact adj.

- Devaluation of currencies (INR, BRL, JPY) compensated by slightly stronger EUR and CNY
- Overall negligible currency impact on sales

- Only minor impact on EBIT margin (10 bps)

<sup>1</sup> 2013 continuing operations

# Result from continuing operations increased by 18.8 %

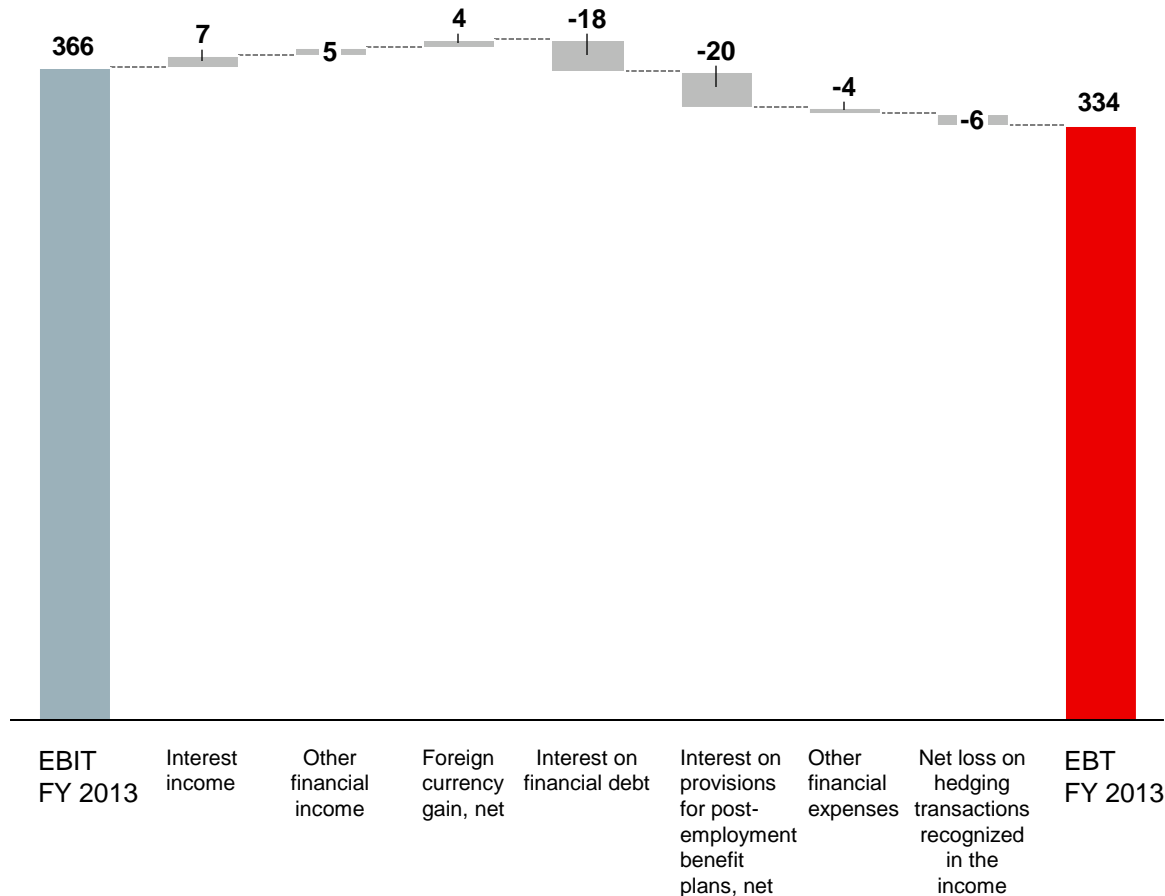
| in CHF million  | 2013          | 2012 <sup>3</sup> | Δ       |
|---|---------------|-------------------|---------|
| Result before interest and taxes (EBIT) <sup>1</sup><br>in % of sales | 366<br>12.7 % | 421<br>14.5 %     | -13.1 % |
| Financial result <sup>1</sup>   | -32           | -94               | +66.0 % |
| Result before taxes (EBT) <sup>1</sup><br>in % of sales               | 334<br>11.6 % | 327<br>11.3 %     | 2.1 %   |
| Income taxes <sup>1</sup><br>in % of EBT                              | -75<br>22.5 % | -109<br>33.3 %    | +31.2 % |
| Result from continuing operations<br>in % of sales                    | 259<br>9.0 %  | 218<br>7.5 %      | +18.8 % |
| Result from discontinued operations <sup>2</sup>                      | -58           | 162               | n/a     |
| Net income (reported)   | 201           | 380               | -47.1 % |

<sup>1</sup> Continuing operations; <sup>2</sup> 2012 including Solar Segment (transaction closed on Nov. 26, 2012); <sup>3</sup> 2012 restated for IAS 19 (revised)

# Financial result – Benefit from repositioning of the balance sheet and divestments

## Financial result bridge 2013

in CHF million

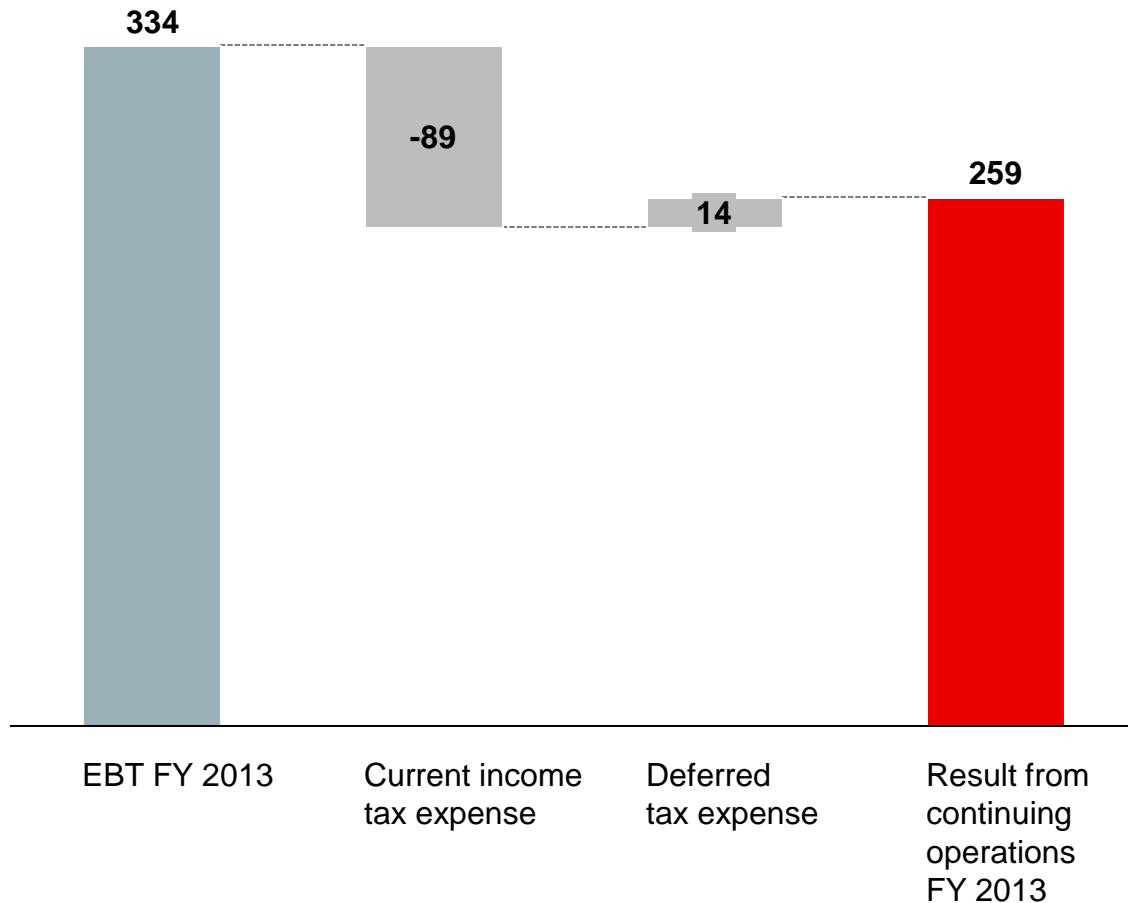


- Financial income mainly driven by cash position
- Financial expenses predominantly related to the bond outstanding and post-employment benefit plans

# FY 2013 tax rate of 22.5 %

## Tax result 2013

in CHF million



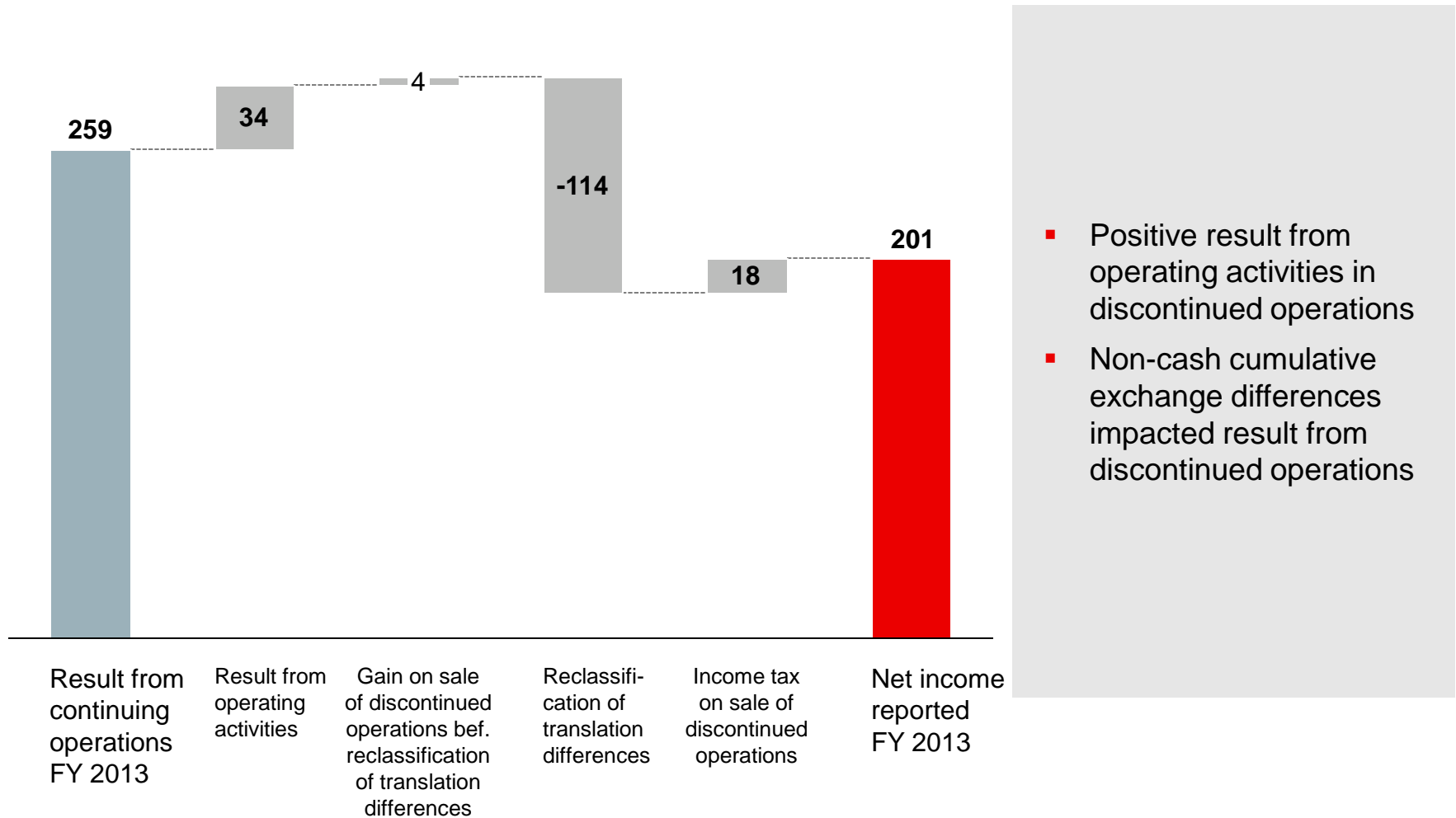
- Main tax-paying entities continue to be in China, Germany and India
- Deferred tax expenses mainly due to utilization of tax loss carry forwards
- Tax rate 2013 positively impacted by divestments
- Tax rate expectation for 2014 of around 25 %



# Impact of discontinued operations

## Net income bridge 2013

in CHF million



# Strong balance sheet

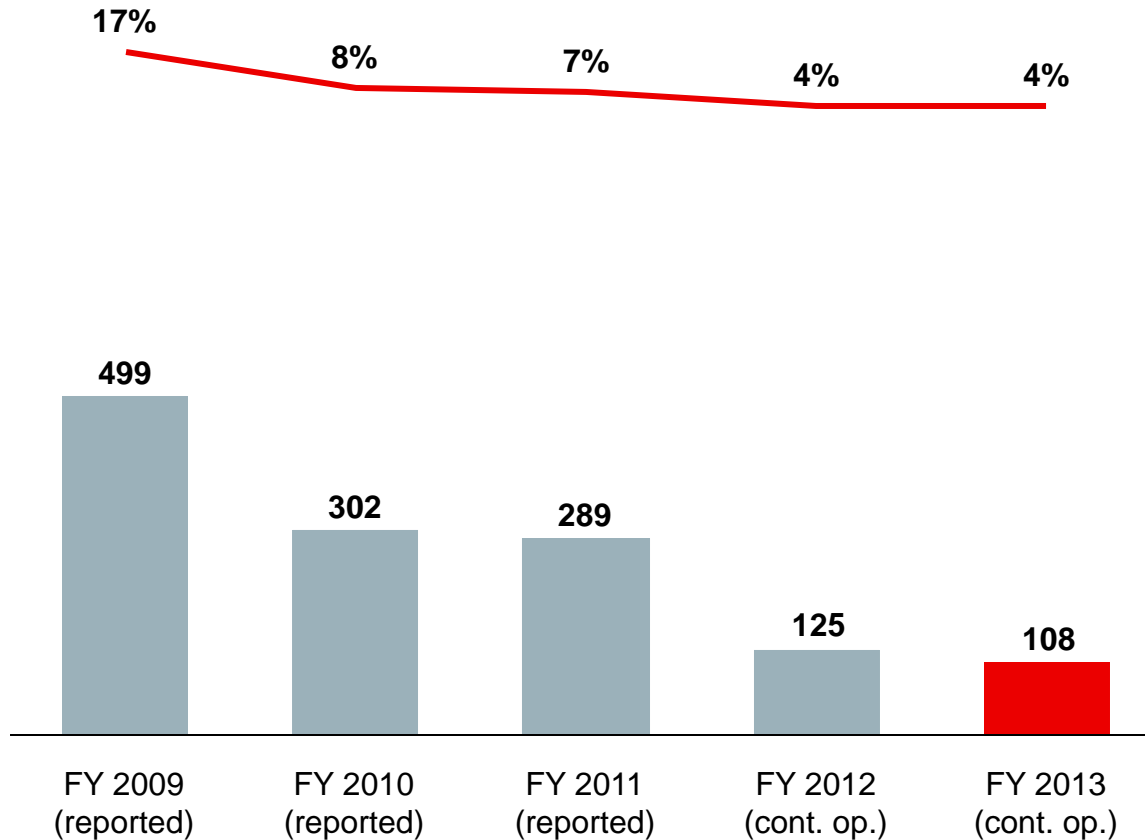
| in CHF million                                 | 2013         | 2012 <sup>1</sup> |
|--|--------------|-------------------|
| Cash and cash equivalents                      | 1 280        | 638               |
| Trade receivables                              | 425          | 474               |
| Inventories                                    | 404          | 388               |
| Assets classified as held for sale             | -            | 737               |
| Property, plant and equipment                  | 742          | 718               |
| Goodwill and intangible assets                 | 943          | 938               |
| Total other assets                             | 300          | 265               |
| <b>Total assets</b>                            | <b>4 094</b> | <b>4 158</b>      |
| Trade payables                                 | 314          | 287               |
| Current customer advances                      | 407          | 450               |
| Liabilities classified as held for sale        | -            | 239               |
| Current and non-current loans and borrowings   | 303          | 304               |
| Non-current post-employment benefit provisions | 546          | 530               |
| Total other liabilities                        | 440          | 464               |
| <b>Total liabilities</b>                       | <b>2 010</b> | <b>2 274</b>      |
| <b>Total equity</b>                            | <b>2 084</b> | <b>1 884</b>      |
| Total equity ratio                             | 51 %         | 45 %              |
| Net liquidity                                  | 981          | 339               |

<sup>1</sup> restated for IAS 19 (revised)

# Low level of net working capital

## Net working capital<sup>1</sup> FY 2009 – 2013

in % of 12 months rolling sales; in CHF million



- Continued low level of net working capital
- Active receivables/ payables management
- Customer advances at CHF 407 million

<sup>1</sup> Net working capital is defined as trade receivables + inventories – trade payables – current customer advances

# CapEx exceeding depreciation level

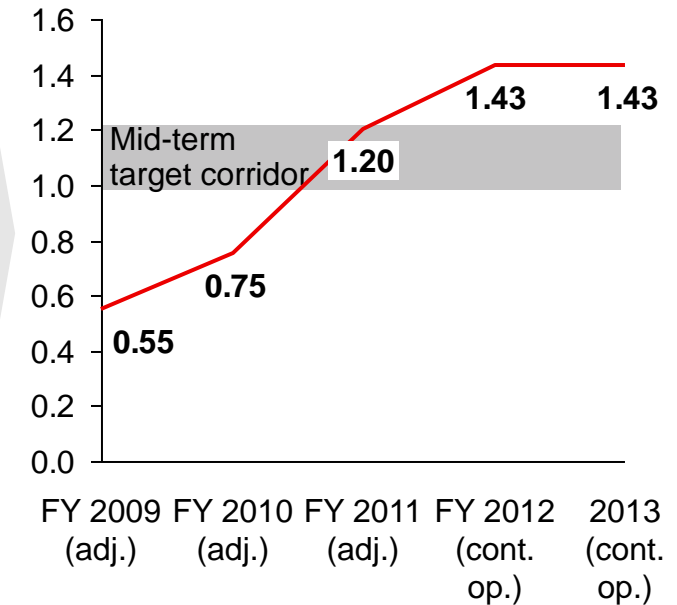
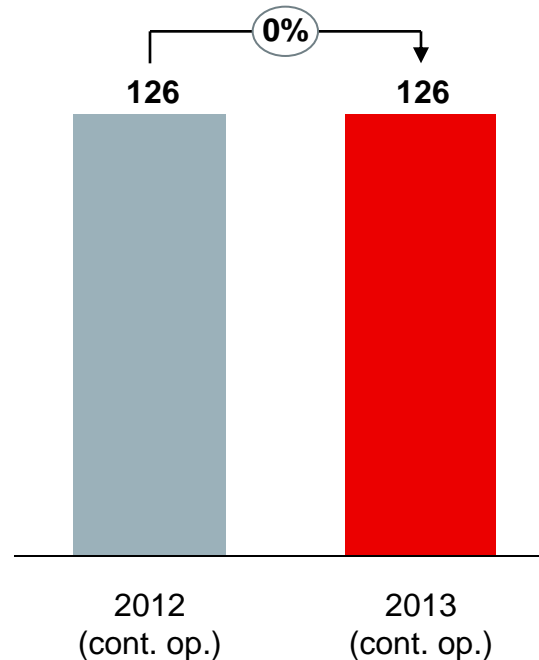
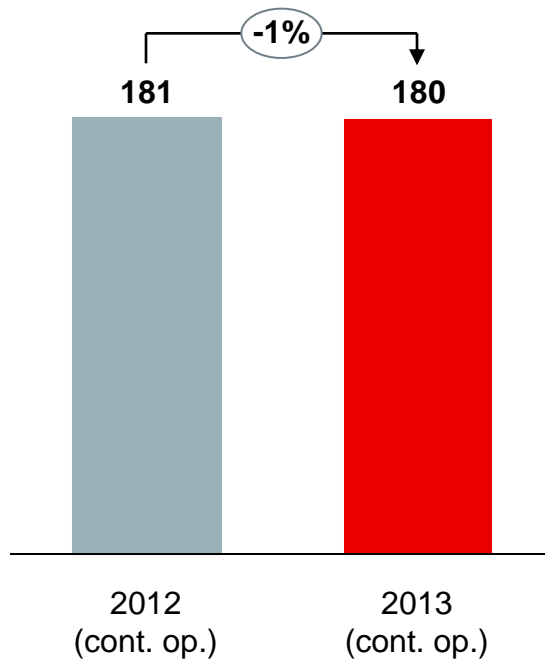
## CapEx

in CHF million

## Depreciation & amortization

in CHF million

## CapEx / depreciation & amortization ratio<sup>1</sup>

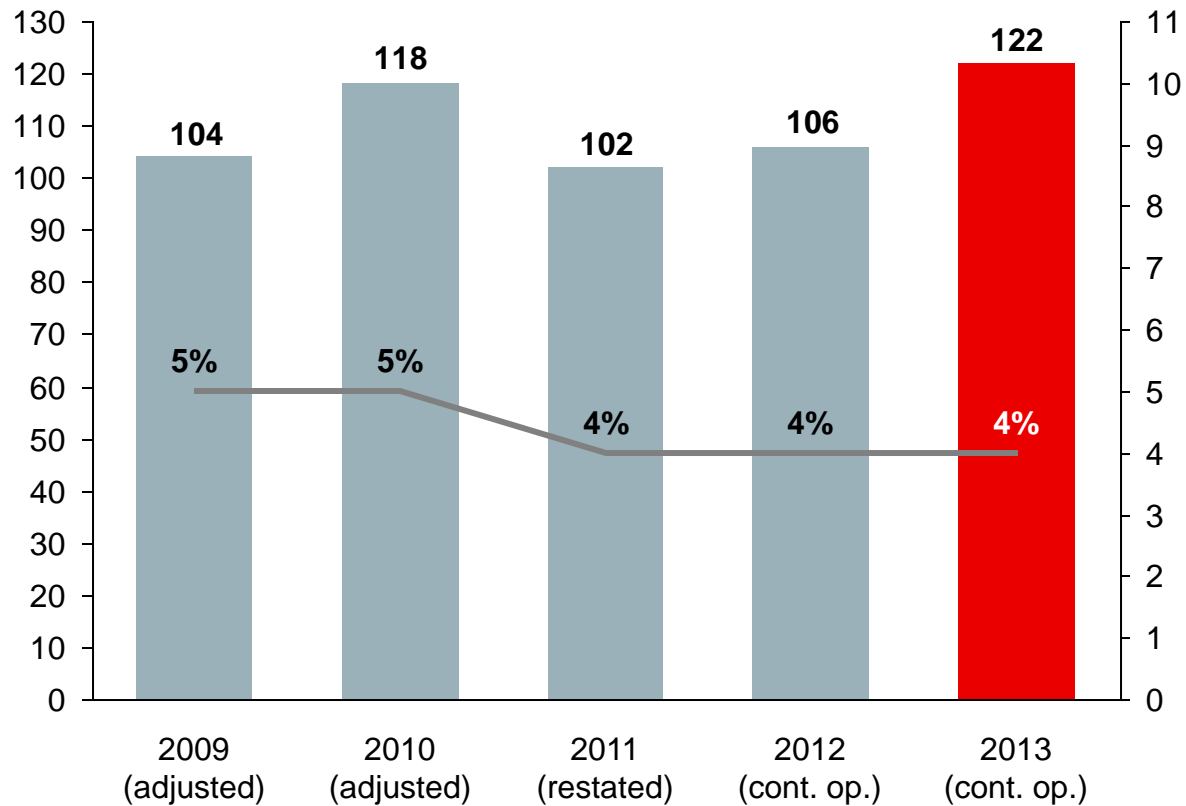


<sup>1</sup> Excluding impairment

# Constant range of investments in R&D

## Investments in R&D (expenditure) in the range of 4-5 % of sales

in CHF million / as % of sales

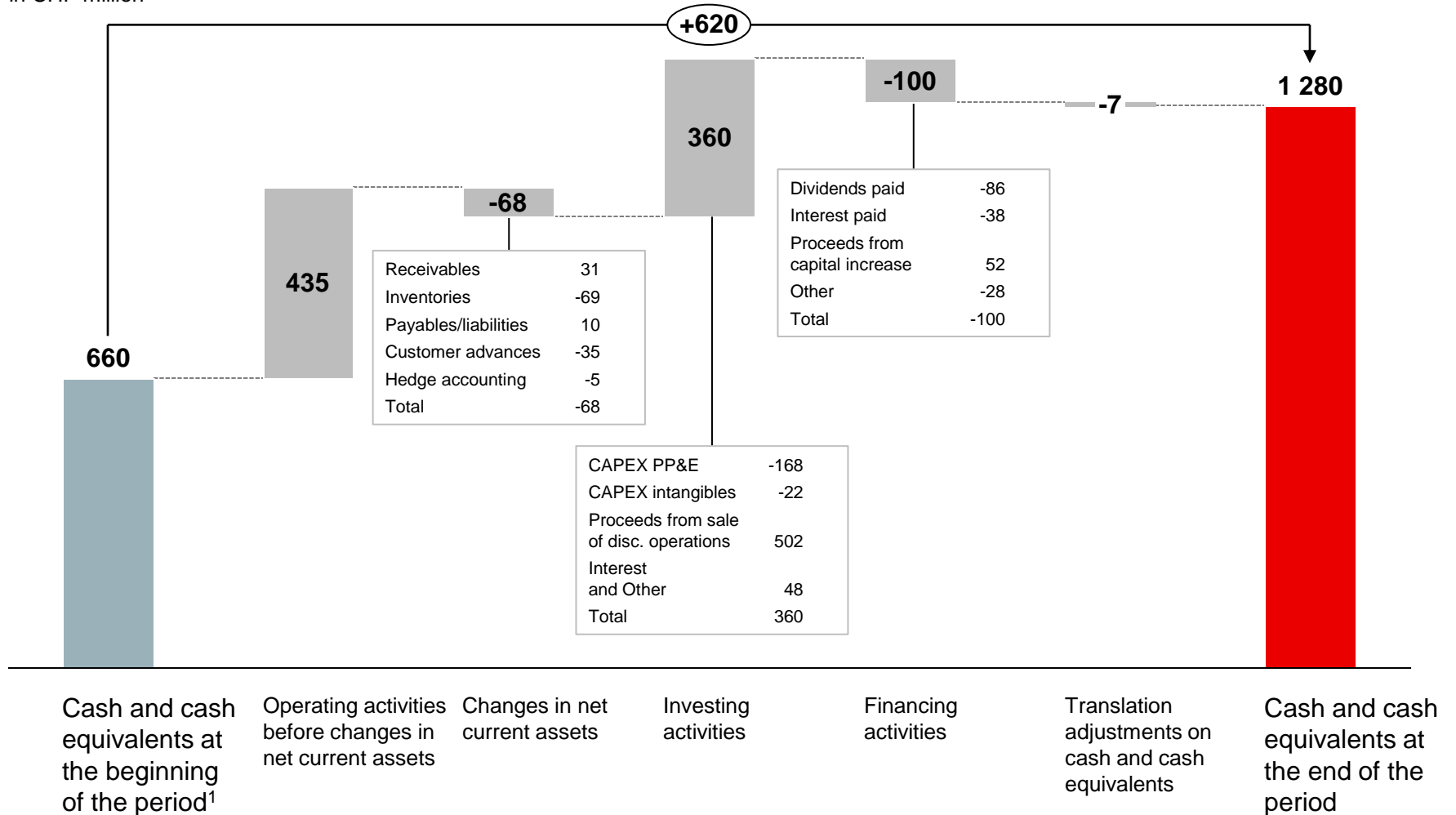


- R&D essential to secure technological leadership
- 15 % increase in R&D expenditure in 2013
- Constant range of 4–5 % of sales
- Coating and Manmade Fibers followed by Vacuum and Advanced Technologies Segments

# Consolidated cash flow statement

## Consolidated cash flow statement 2013

in CHF million



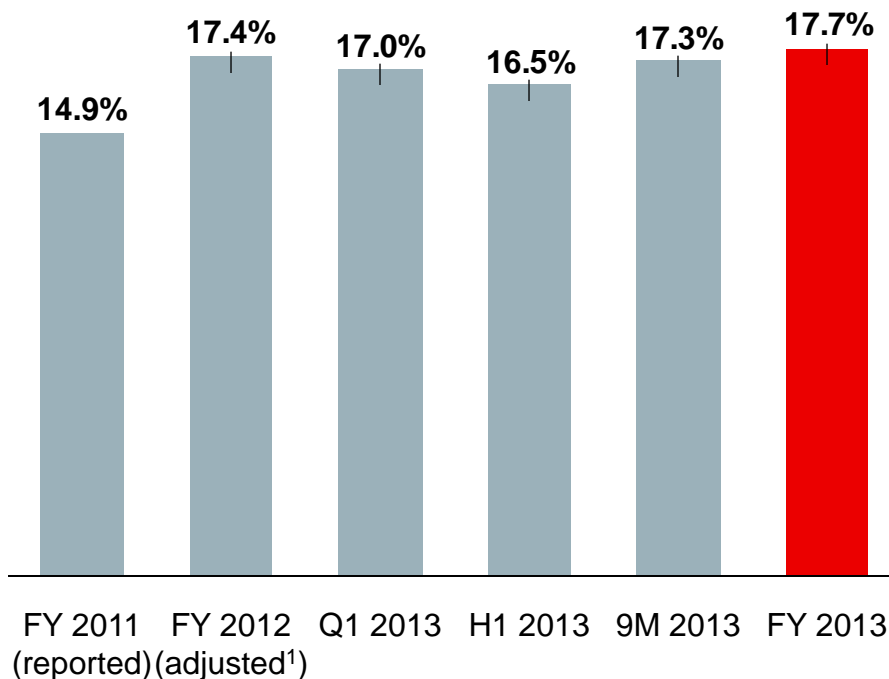
<sup>1</sup> Includes cash and cash equivalents that are included in «Assets classified as held for sale»

# Return On Capital Employed (ROCE)

| Oerlikon Definition of ROCE   | FY 2013      | FY 2012          |
|-------------------------------|--------------|------------------|
| EBIT                          | 366          | 382 <sup>1</sup> |
| - Total current income tax    | 89           | 92               |
| - Total deferred tax expense  | -14          | 17 <sup>2</sup>  |
| <b>NOPAT</b>                  | <b>291</b>   | <b>273</b>       |
| Net Operating Assets          | 1 586        | 1 571            |
| + Current tax receivables     | 26           | 19               |
| + Deferred tax assets         | 124          | 112 <sup>2</sup> |
| - Current income tax payables | 47           | 57               |
| - Deferred tax liabilities    | 48           | 73               |
| <b>Capital Employed</b>       | <b>1 641</b> | <b>1 572</b>     |

## Development of ROCE

in %



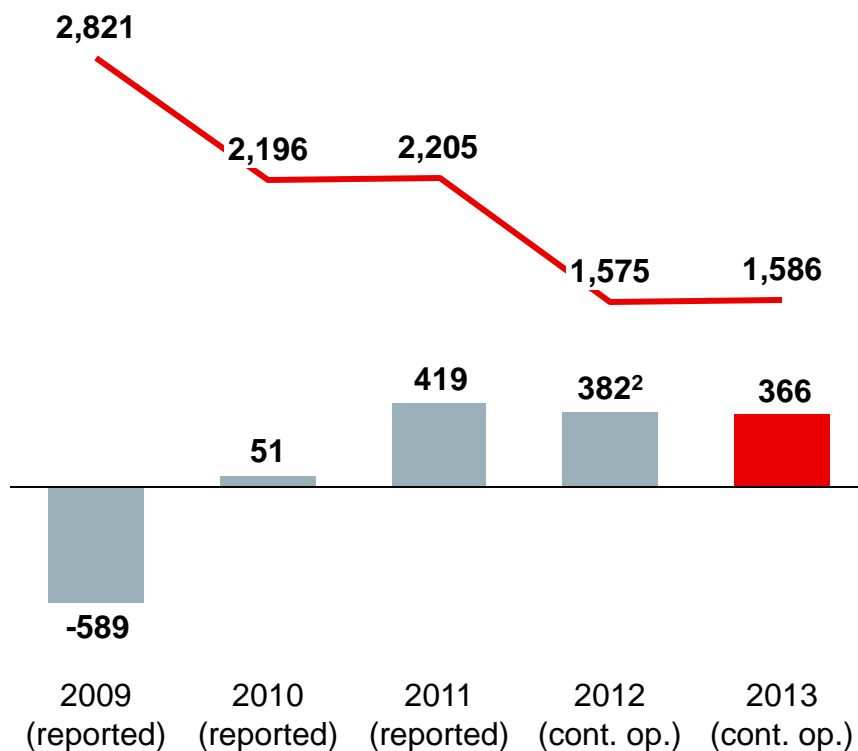
- FY 2013 ROCE: improved underlying NOPAT over only slightly increased Capital Employed
- The Oerlikon Group continues to earn in excess of its cost of capital

<sup>1</sup> EBIT excl. one-time effect of sale of Arbon property of CHF 39 million; <sup>2</sup> restated for IAS 19 (revised)

# Return on Net Assets at continued high level

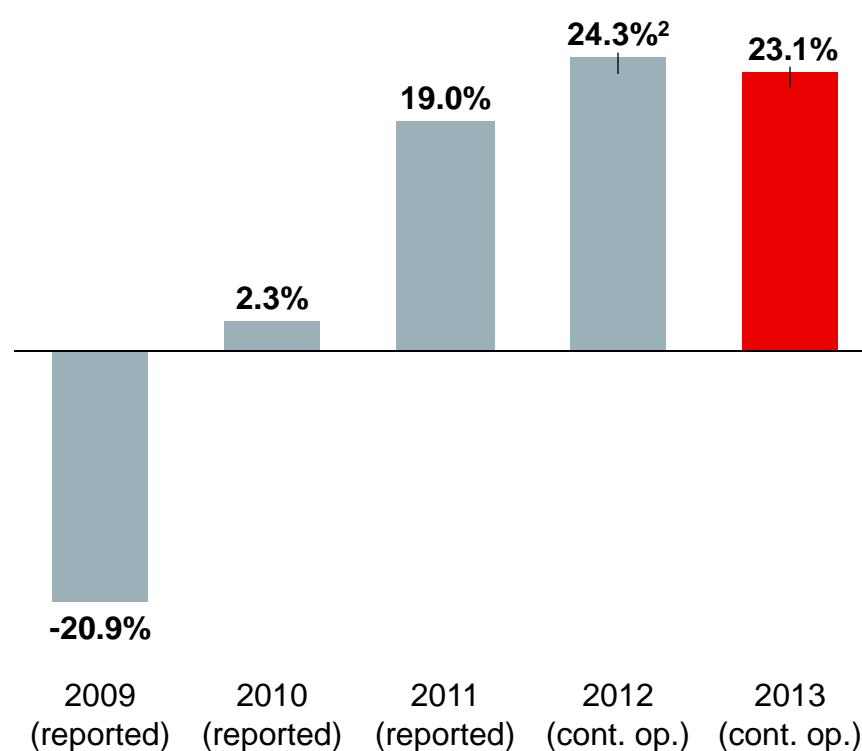
## EBIT and Net Operating Assets<sup>1</sup>

in CHF million



## Return on Net Assets (RONA)<sup>1</sup>

in %



- Sustainable RONA performance above 20 %
- Stable asset base with continued strong operational performance

<sup>1</sup> Net Operating Assets include goodwill and brands; RONA is defined as EBIT (12 months rolling) / Net Operating Assets including goodwill and brands

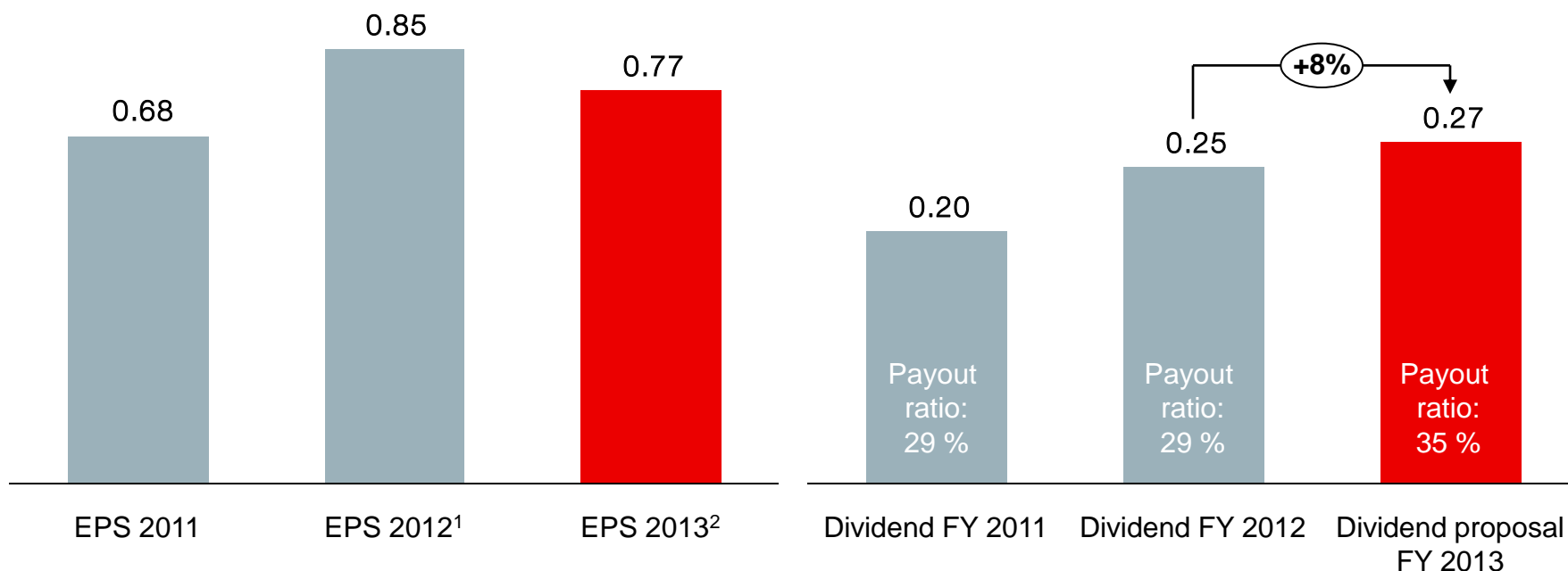
<sup>2</sup> EBIT excl. one-time effect of sale of Arbon property of CHF 39 million



# Dividend – Second consecutive increase to CHF 0.27 per share proposed

Dividend proposal for FY 2013

in CHF per share



- Dividend proposal in line with dividend policy
- Increased pay-out ratio of 35 % based on underlying EPS
- Dividend distributed from the reserve from capital contribution

<sup>1</sup> Underlying EPS (adjusted for divestitures); <sup>2</sup> underlying EPS from continuing operations

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# Positioned in long-term growth markets – Markets growing 1 – 2 times World GDP



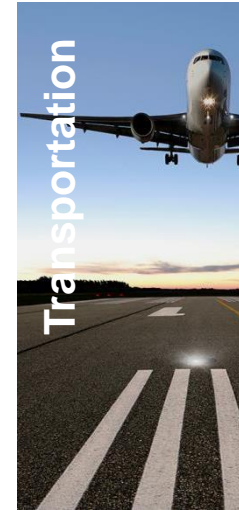
## Food

- Transmissions: Drive Systems
- Geotextiles: Manmade Fibers
- Food processing: Vacuum
- Packaging industry: Coating



## Functional Wear

- Polycondensation: Manmade Fibers
- Filament spinning/texturing: Manmade Fibers



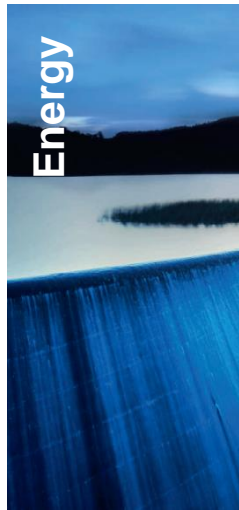
## Transportation

- Transmissions: Drive Systems
- Tools & engine parts: Coating
- Technical textiles: Manmade Fibers
- Microchips, LEDs, touch screen panels: Advanced Technologies



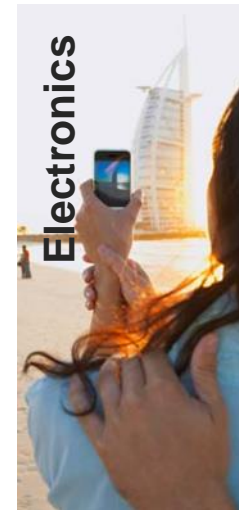
## Infrastructure

- Transmissions: Drive Systems
- Technical textiles: Manmade Fibers
- Glass coating & steel degassing: Vacuum
- Carpets & home textiles: Manmade Fibers



## Energy

- Transmissions: Drive Systems
- Energy storage: Advanced Technologies
- Power semiconductors: Vacuum
- Surface Solutions: Coating



## Electronics

- Ultracompact microchips: Advanced Technologies
- MEMS and LEDs: Advanced Technologies
- Displays & semiconductors: Vacuum

## Productivity

- The Manmade Fibers Segment launched the WINGS POY 1800 which boosts manmade fibers productivity by 20 %, due to the increased number of bobbins
- The Coating Segment introduced its new coating generation BALIQ™ that allows for new applications such as micro drills, increasing tool lifetime by a factor of 30

## Total cost of ownership

- Oerlikon Systems' CLUSTERLINE® 300 II can handle ultrathin 300 mm wafers instead of the common 200 mm wafers and therefore doubles the customer's productivity
- The Vacuum Segment's new pump Turbovac i/iX combines several pump units in one housing and considerably reduces the total cost of ownership compared to individual components

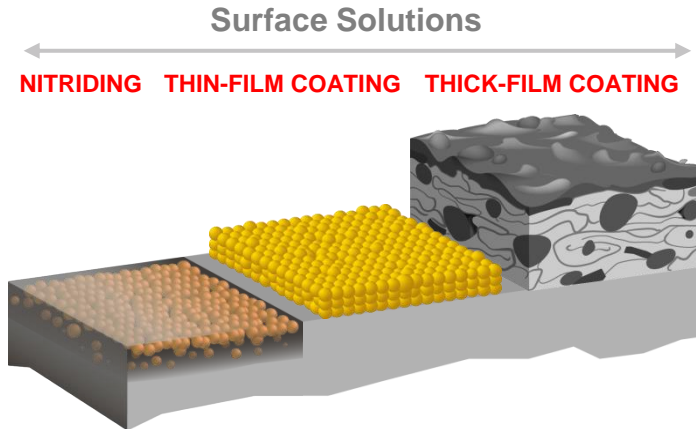
## Energy efficiency

- The yarn winder WINGS by Oerlikon's Manmade Fibers Segment stands out by virtue of its consumption of 30 % less energy
- With vacuum solutions from Oerlikon's Vacuum Segment, energy demand in the steel degassing process is reduced by up to 90 % and less heat is emitted to the environment

## Environmentally friendly

- The Coating Segment is working on an environmentally friendly substitution for the harmful chrome plating process (ePD™)
- The Drive Systems Segment developed the first transmission system (OG ECO) for electric vehicles

# 2014 Outlook – Maintaining a leading position amongst industrial peers



## Sulzer Metco Acquisition

- Creating the global technology leader in Surface Solutions
- Complementary technologies, customers, markets and business models
- Disciplined execution on strategic agenda
- Retain financial flexibility for further growth
- Closing expected in Q3 2014

## 2014 Financials (pre-closing Metco transaction)

- Stable order intake
- Organic sales growth
- Profitability to remain stable





Annual Report **2013**



**Paving the way for future growth.**

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# 2013 Key figures Oerlikon Group



| in CHF million   | 2013          | 2012                                    | Δ                   |
|--|---------------|---|---------------------|
| Order intake <sup>1</sup>  | 2 893         | 2 802                                   | +3.2 %              |
| Order backlog <sup>1</sup>                                       | 825           | 834                                     | -1.1 %              |
| Sales <sup>1</sup>   | 2 883         | 2 906                                   | -0.8 %              |
| EBITDA <sup>1</sup><br>% of sales                                | 492<br>17.1 % | 547<br>18.8 %                           | -10.1 %             |
| EBIT <sup>1</sup><br>% of sales                                  | 366<br>12.7 % | 382 <sup>2</sup><br>13.2 % <sup>2</sup> | -4.2 % <sup>2</sup> |
| Result from continuing operations <sup>3</sup><br>% of sales     | 259<br>9.0 %  | 218<br>7.5 %                            | +18.8 %             |
| Net income <sup>3</sup>  | 201           | 380                                     | -47.1 %             |
| EPS <sup>3</sup>   | 0.60          | 1.16                                    | -48.3 %             |
| Cash flow from operating activities <sup>4</sup>                 | 435           | 414                                     | +5.1 %              |
| Net operating assets <sup>1</sup><br>(incl. goodwill and brands) | 1 586         | 1 575                                   | +0.7 %              |

<sup>1</sup> Continuing operations, <sup>2</sup> excl. one-time effect of sale of Arbon property; <sup>3</sup> 2012 restated for IAS 19 (revised); <sup>4</sup> before changes in net current assets



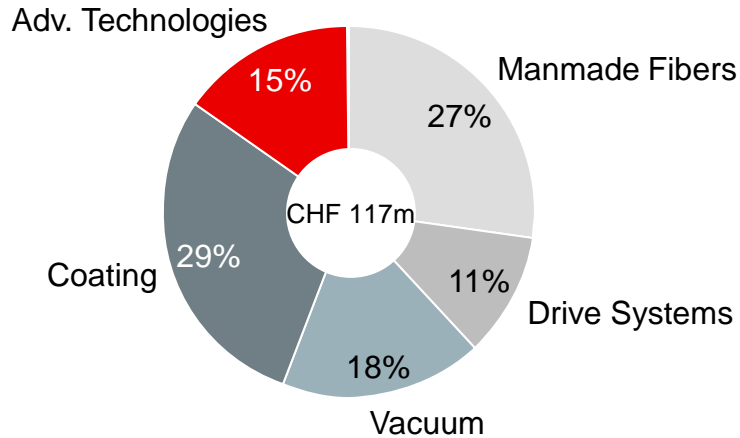
# 2013 Key figures by Segment

| in CHF million                          | Manmade Fibers <sup>1</sup>      | Drive Systems      | Vacuum              | Coating             | Adv. Tech.         |
|---|----------------------------------|--------------------|---------------------|---------------------|--------------------|
| Order intake<br>Δ to 2012               | 1 073<br>+3.3 %                  | 792<br>+3.4 %      | 404<br>+7.2 %       | 510<br>+1.8 %       | 114<br>-4.2 %      |
| Order backlog<br>Δ to 2012              | 541<br>-10.1 %                   | 180<br>+34.3 %     | 79<br>+8.2 %        | -                   | 25<br>+0.0 %       |
| Sales <sup>2</sup><br>Δ to 2012         | 1 130<br>+2.4 %                  | 734<br>-11.1 %     | 400<br>+6.1 %       | 511<br>+1.8 %       | 113<br>+8.7 %      |
| EBITDA<br>Δ to 2012                     | 207<br>+21.8 % <sup>4</sup>      | 67<br>-39.6 %      | 54<br>+3.8 %        | 149<br>+2.8 %       | 8<br>-27.3 %       |
| EBITDA margin <sup>3</sup><br>Δ to 2012 | 18.3 %<br>+2.9 %pts <sup>4</sup> | 9.1 %<br>-4.3 %pts | 13.5 %<br>-0.3 %pts | 29.2 %<br>+0.3 %pts | 7.1 %<br>-3.5 %pts |
| EBIT<br>Δ to 2012                       | 188<br>+27.9 % <sup>4</sup>      | 26<br>-62.9 %      | 41<br>+7.9 %        | 105<br>+1.9 %       | 4<br>-42.9 %       |
| EBIT margin <sup>3</sup><br>Δ to 2012   | 16.6 %<br>+3.2 %pts <sup>4</sup> | 3.5 %<br>-5.0 %pts | 10.3 %<br>+0.1 %pts | 20.5 %<br>+0.0 %pts | 3.7 %<br>-2.9 %pts |
| Operating assets<br>Δ to 2012           | 676<br>-5.5 %                    | 1 115<br>-1.5 %    | 269<br>+8.0 %       | 417<br>+3.7 %       | 124<br>+6.0 %      |
| No. of employees<br>Δ to 2012           | 2 480<br>-1.2 %                  | 5 157<br>-0.4 %    | 1 512<br>+1.4 %     | 3 278<br>+4.9 %     | 200<br>+6.4 %      |

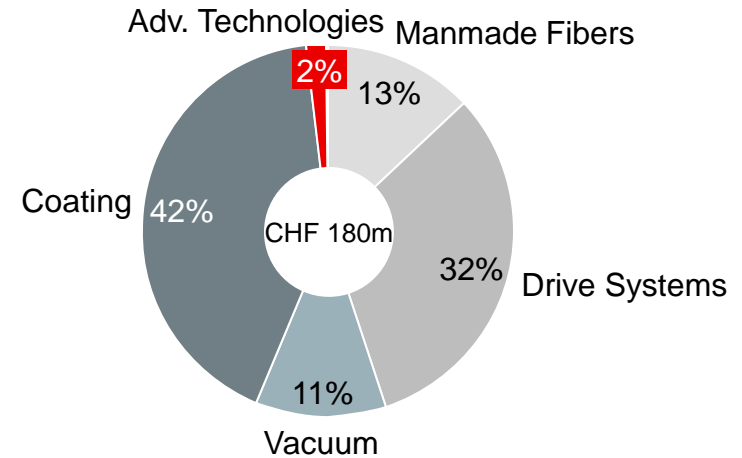
<sup>1</sup> Continuing operations; <sup>2</sup> sales including intercompany sales ; <sup>3</sup> as % of sales <sup>4</sup> on a like-for-like basis excl. one-time effect of sale of Arbon property in Q1 2012

# R&D, CapEx and depreciation & amortization on Segment level

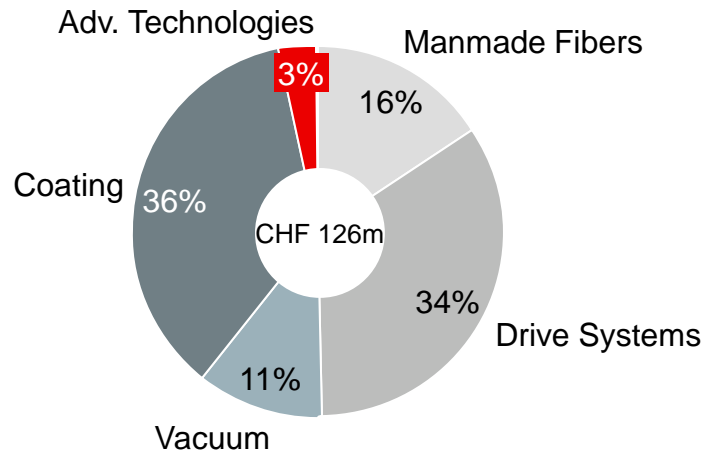
## R&D expenses 2013



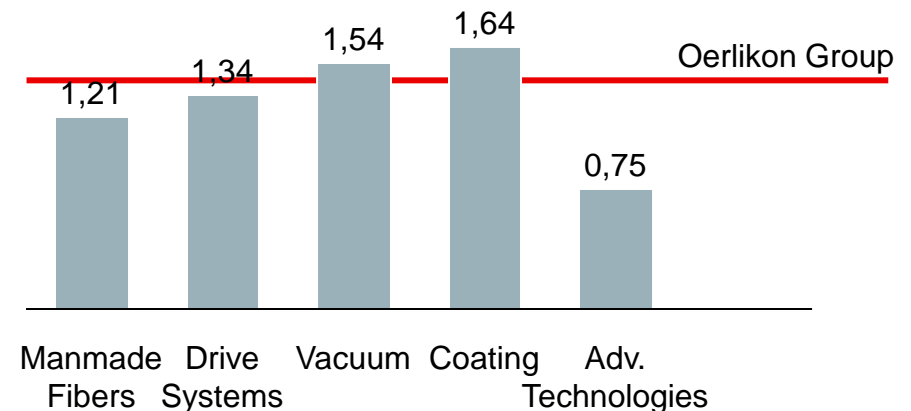
## CapEx 2013



## Depreciation & Amortization 2013

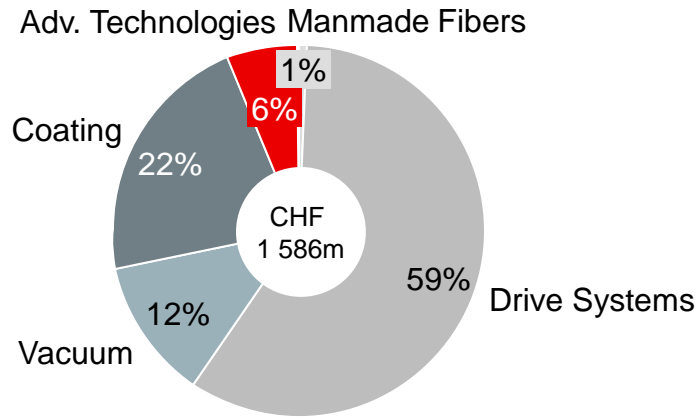


## CapEx / Depreciation & Amortization 2013

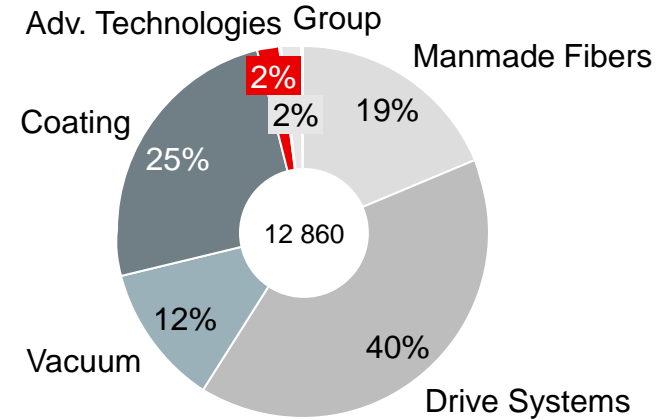


# Asset allocation and employees on Segment level

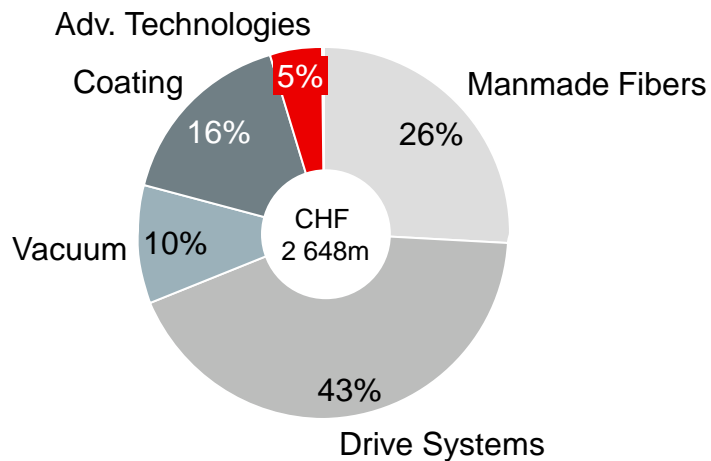
## Net operating assets 2013



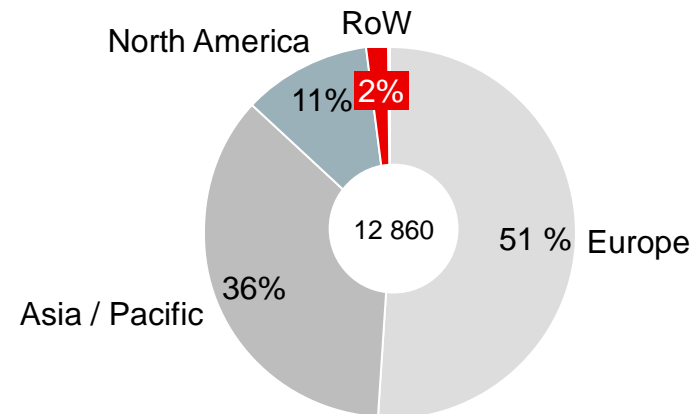
## Employees (FTE) 2013 by Segment



## Operating assets 2013



## Employees (FTE) 2013 by Region



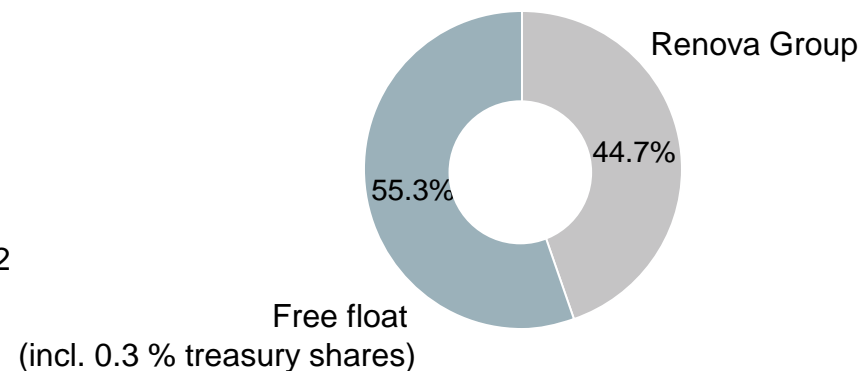
## Oerlikon shares

as of December 31, 2013

- Listed on Swiss Exchange (SIX) since 1973
- Securities symbol: OERL
- Securities number 81 682
- ISIN: CH0000816824
- No. of shares outstanding: 334 633 258 shares
- Re-entry to Swiss SMIM on April 17, 2012
- Addition to STOXX Europe 600 as of June 18, 2012

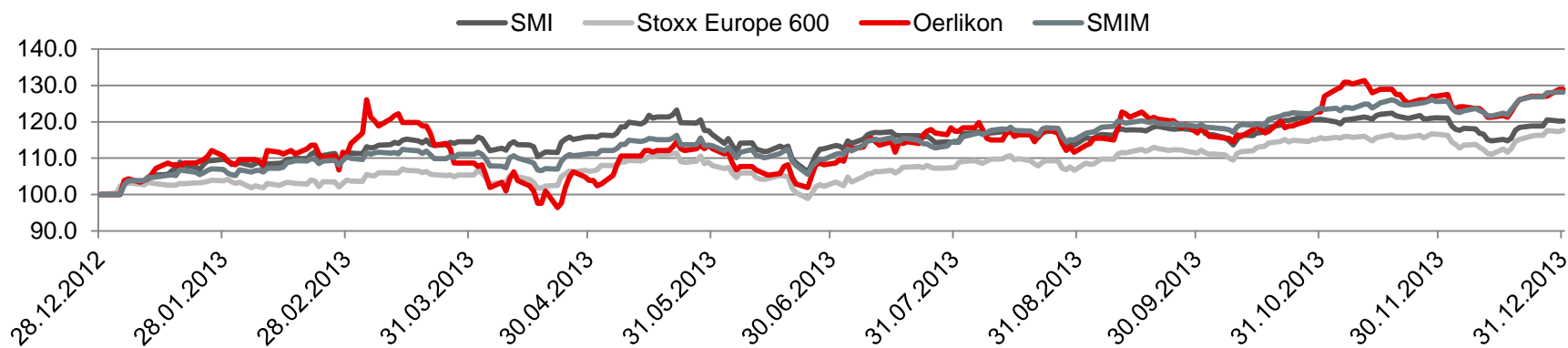
## Oerlikon shareholder structure<sup>1</sup>

as of December 31, 2013



## Oerlikon share price development

as of December 31, 2013, indexed; 100 percent = closing price per December 28, 2012



<sup>1</sup> Based on 334 633 258 shares outstanding and latest investor notification (Renova as of Aug. 2, 2013 of 149 435 408 shares)

# Coverage – 9 Buy/Accumulate & 3 Hold/Neutral

| Broker<br>(as of February 20, 2014) | Analyst                 | Recommendation                  | Date of last update | Target price |
|-------------------------------------|-------------------------|---------------------------------|---------------------|--------------|
| AlphaValue                          | Pierre-Yves Gauthier    | Add                             | 05.02.2014          | 15.70        |
| Bank am Bellevue                    | Alessandro Foletti      | Hold                            | 10.01.2014          | 12.60        |
| Berenberg Bank                      | Benjamin Glaeser        | Buy                             | 14.02.2014          | 16.80        |
| Credit Suisse                       | Patrick Laager          | Outperform                      | 01.11.2013          | 15.00        |
| Helvea SA                           | Reto Amstalden          | Neutral                         | 19.02.2014          | 14.50        |
| Kepler Cheuvreux                    | Christoph Ladner        | Buy                             | 31.01.2014          | 16.00        |
| MainFirst                           | Michael Inauen          | Outperform                      | 03.02.2014          | 16.50        |
| Mirabaud Securities LLP             | Thomas Baumann          | Accumulate                      | 04.02.2014          | 15.50        |
| Société Générale                    | Jean Baptiste Roussille | Hold                            | 03.02.2014          | 15.20        |
| UBS                                 | André Rudolf von Rohr   | Buy                             | 04.02.2014          | 16.00        |
| Vontobel                            | Michael Foeth           | Buy                             | 20.02. 2014         | 16.00        |
| Zürcher Kantonalbank                | Armin Rechberger        | Overweight                      | 14.02.2014          | -            |
| <b>Consensus</b>                    |                         | <b>9 positive<br/>3 neutral</b> |                     | <b>15.44</b> |

# Oerlikon Customer Base (Selection)

- Preferred technology supplier to technology leaders in their respective industries
- Global customer base and world-leading brand names
- Strong long-term customer relationships



|                          |  |
|--------------------------|--|
| <b>February 25, 2014</b> | Q4 / FY 2013 results and publication of Annual Report 2013<br>- Annual Press Conference          |
| <b>April 15, 2014</b>    | Annual General Meeting of Shareholders<br>- KKL Lucerne  |
| <b>April 29, 2014</b>    | Q1 2014 Results<br>- Media & Analyst Conference Call   |
| <b>August 5, 2014</b>    | Q2 / HY 2014 results and publication of Interim Report 2014<br>- Media & Analyst Conference Call |
| <b>October 28, 2014</b>  | Q3 / 9M 2014 results<br>- Media & Analyst Conference Call  |

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