INVESTOR PRESENTATION

TOMRA

TOMRA SYSTEMS ASA
19 July 2017

THE DAWN OF THE RESOURCE REVOLUTION

THE CHALLENGE:

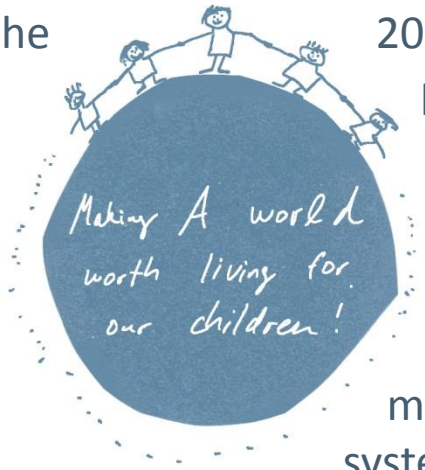
3 billion more middle-class consumers expected to be in the global economy by 2030

Up to **$1.1 trillion** spent annually on resource subsidies

THE OPPORTUNITY:

$2.9 trillion of savings in 2030 from capturing the resource productivity potential

At least $1 trillion more investment in the resource system needed each year to meet future resource demands



SOURCE: McKinsey


THE WORLD POPULATION AND STANDARD OF LIVING IS INCREASING DRAMATICALLY



RESOURCE PRODUCTIVITY MUST INCREASE TO ENSURE SUSTAINABLE DEVELOPMENT



WORLD RESOURCES ARE UNDER UNPRECEDENTED PRESSURE


TOMRA creates sensor-based solutions for optimal resource productivity

TOMRA

LEADING THE RESOURCE REVOLUTION

- Our solutions, in use around the globe, helped keep ~**25 millions of tons of CO_2** from being released into the atmosphere in 2016

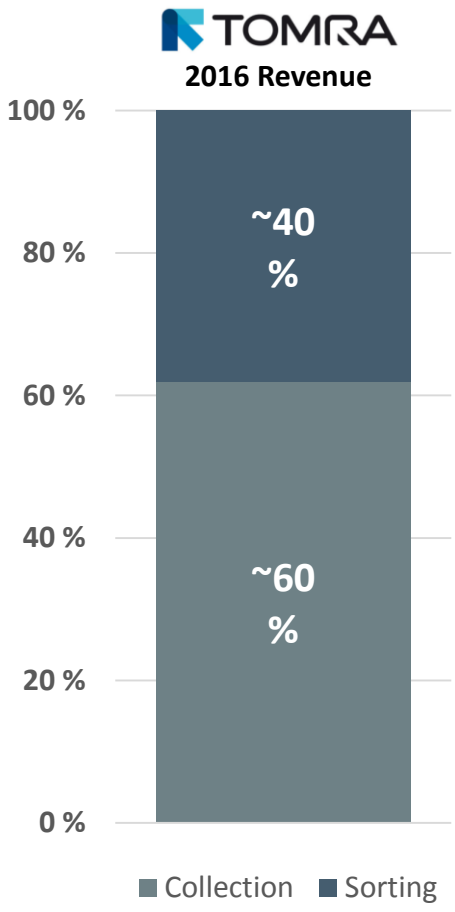
- **~35 bn used beverage containers are captured every year** through our reverse vending machines

- Our steam peelers process ~**15 million tons of potatoes per year with a 1% yield improvement** over other alternatives

- **~715,000 tons of metal are recovered** every year by our metal-recycling machines

TOMRA IN SHORT

CREATING VALUE THROUGH TWO STRONG BUSINESS AREAS*

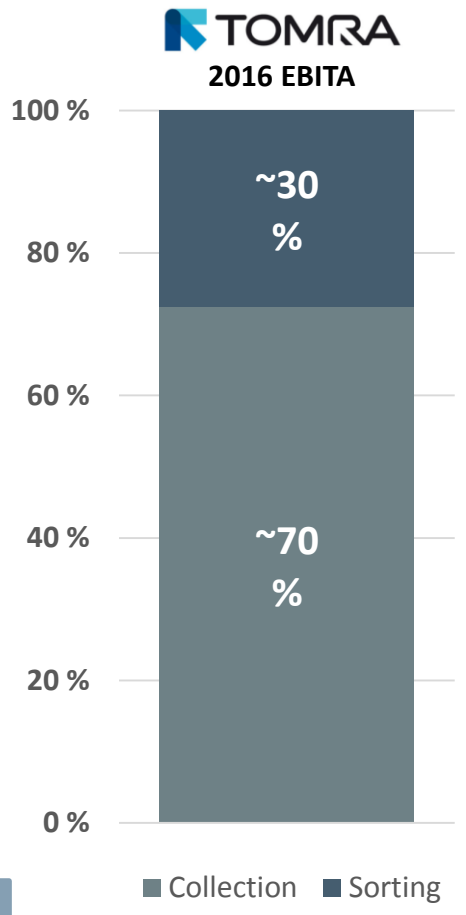


TOMRA SORTING SOLUTIONS

- High growth
- High margins
- Medium cyclicality

TOMRA COLLECTION SOLUTIONS

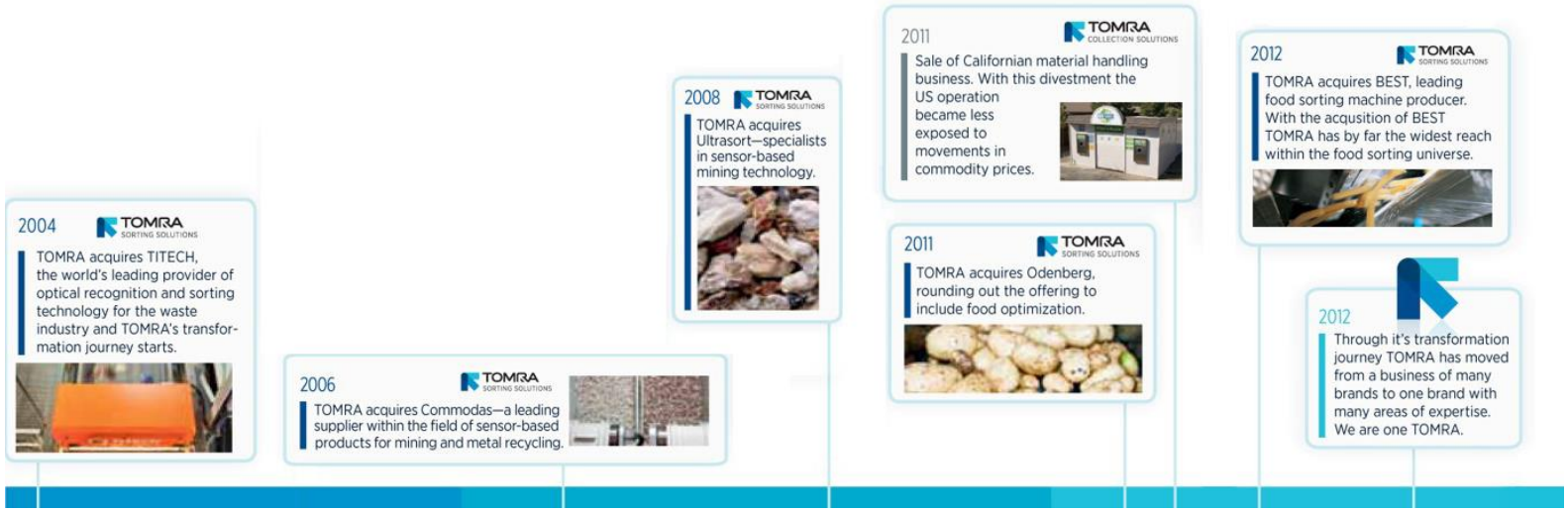
- Stable
- High margins
- Low cyclicality

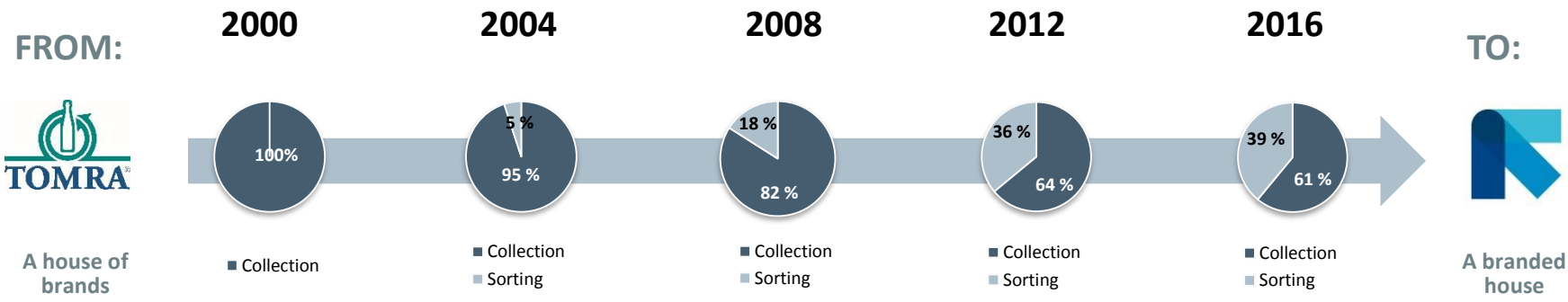


High technology - sustainable business

* Not including Compac. Consolidation starts 1 February 2017

THE TOMRA TRANSFORMATION JOURNEY





TOMRA WORLDWIDE

- Head Office
- TOMRA Collection Solutions offices (19)
- TOMRA Sorting Solutions offices (24)
- Compac offices (9)
- Production entities (6)
- Test centers (13) (TSS)
- Agents/distributors (~60)

Food test center
in Leuven, Belgium

Mining test center
in Hamburg, Germany

Recycling test center
in Koblenz, Germany

TOMRA'S TWO BUSINESS AREAS

TOMRA SORTING SOLUTIONS

	FOOD*	RECYCLING	MINING
Share of '16 sales	~24%	~11%	~3%
Employees	580	175	60
Customers	Food growers, packers and processors	Material recovery facilities, scrap dealers, metal shredder operators	Mining companies
Market share	**~25%**	**~55-65%**	**~40-60%**

TOMRA SORTING GROUP FUNCTIONS & SHARED STAFF

Employees	140

TOMRA COLLECTION SOLUTIONS

	REVERSE VENDING	MATERIAL RECOVERY
Share of '16 sales	~47%	~15%
Employees	1,310	500
Customers	Grocery retailers	Grocery retailers and beverage manufacturers
Market share	**~75%**	**~60% in USA (markets served)**

* Not including Compac

TOMRA INSTALLED BASE

TOMRA COLLECTION SOLUTIONS

REVERSE VENDING	
Nordic	~15,300
Germany	~29,500
Other Europe	~14,200
North America	~15,900
Rest of the world	~3,500
TOTAL	**~78,400**

TOMRA SORTING SOLUTIONS

RECYCLING	
EMEA	~3,500
Americas	~700
Asia	~600
Other	~20
TOTAL	**~4,820**

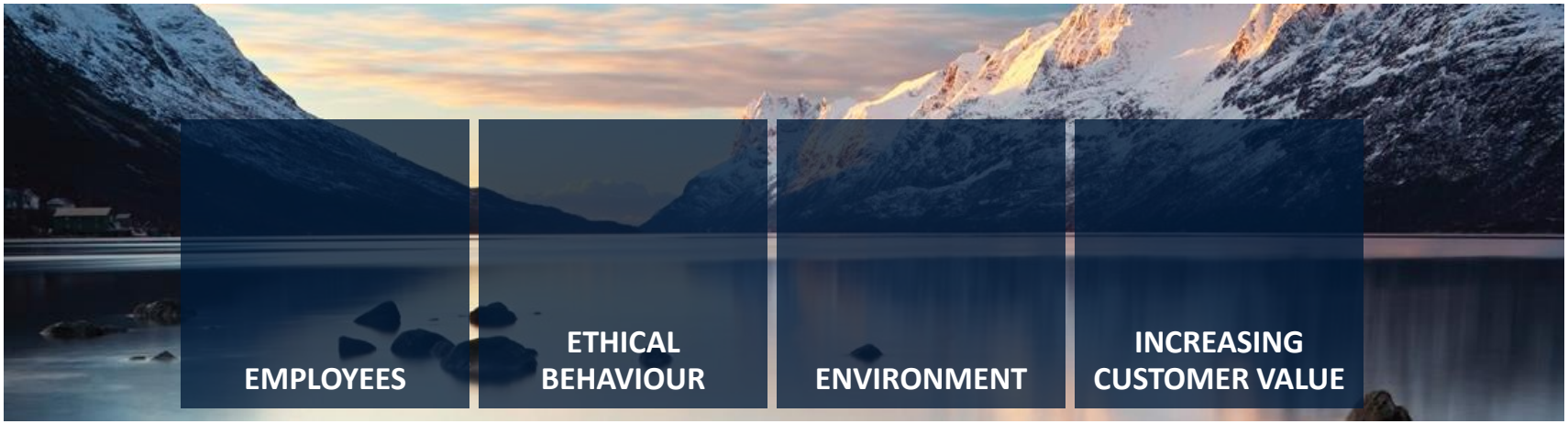
MINING	
Europe	~10
US / Canada	~30
Australia	~5
South Africa	~25
Other	~30
TOTAL	**~100**

FOOD*	
EMEA	~2,900
Americas	~2,700
Asia	~600
TOTAL	**~6,200**

Not including machines sold on OEM agreements.
2016 recount of TSS portfolio

* Not including Compac, with ~5.500 lanes, installed at ~1.000 customers

USING THE POWER OF BUSINESS TO DO GOOD

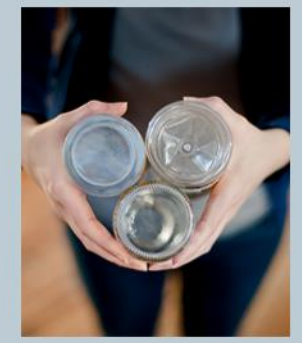


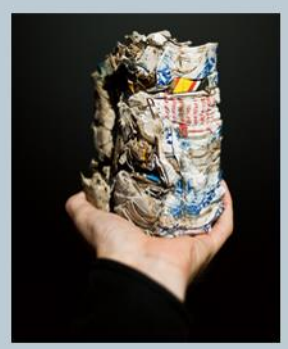
EMPLOYEES	ETHICAL BEHAVIOUR	ENVIRONMENT	INCREASING CUSTOMER VALUE
77% of our employees say TOMRA is a "Great Place to Work" (2015)	Member of UN Global Compact since end 2009 Implementing ethical policies worldwide	We contribute to avoided emissions of about ~25 mill tons CO_2 annually (2016)	Productivity Revenues Quality

TOMRA IN DEPTH

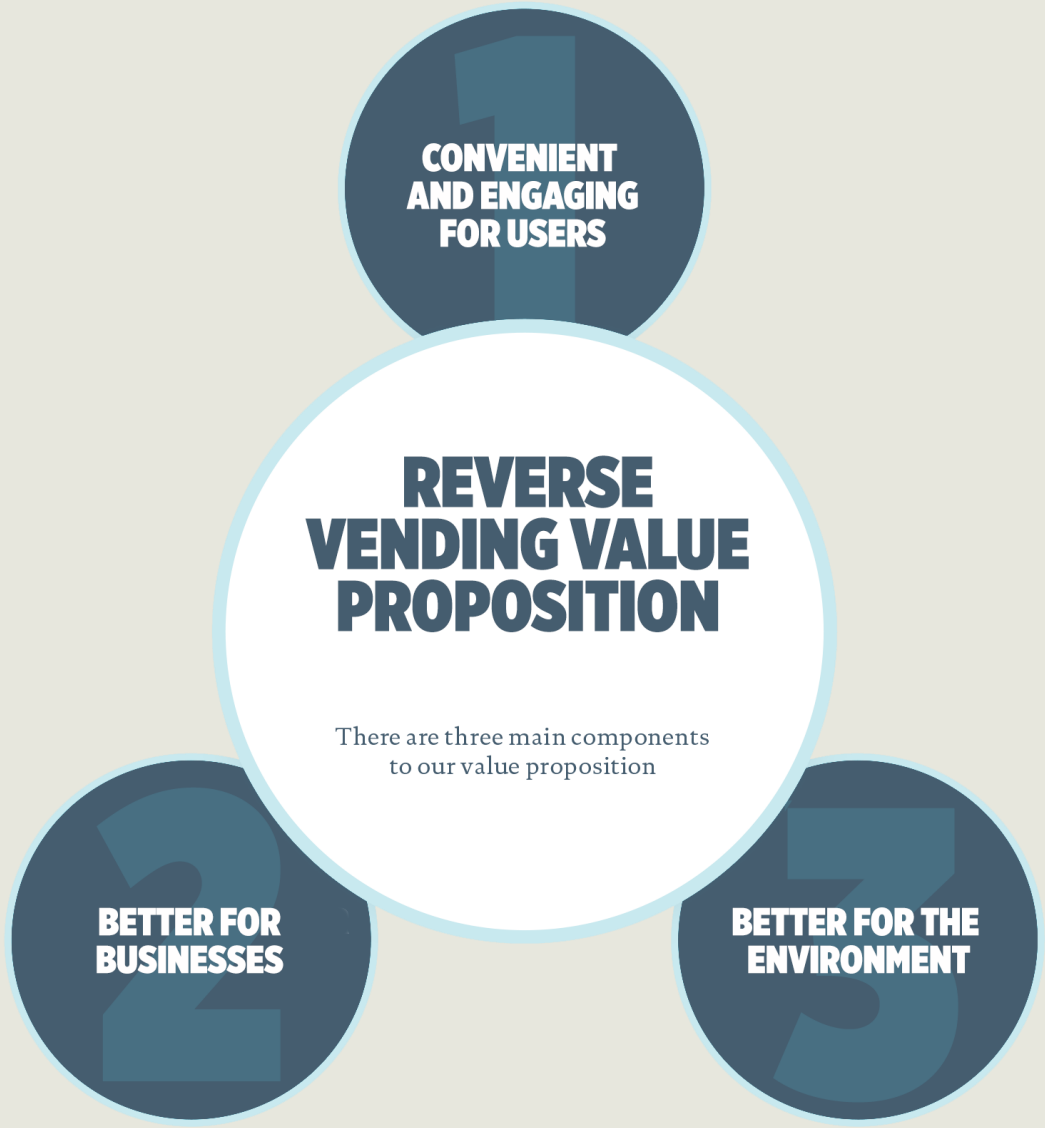
TOMRA Collection Solutions

RETURNS INTO VALUE

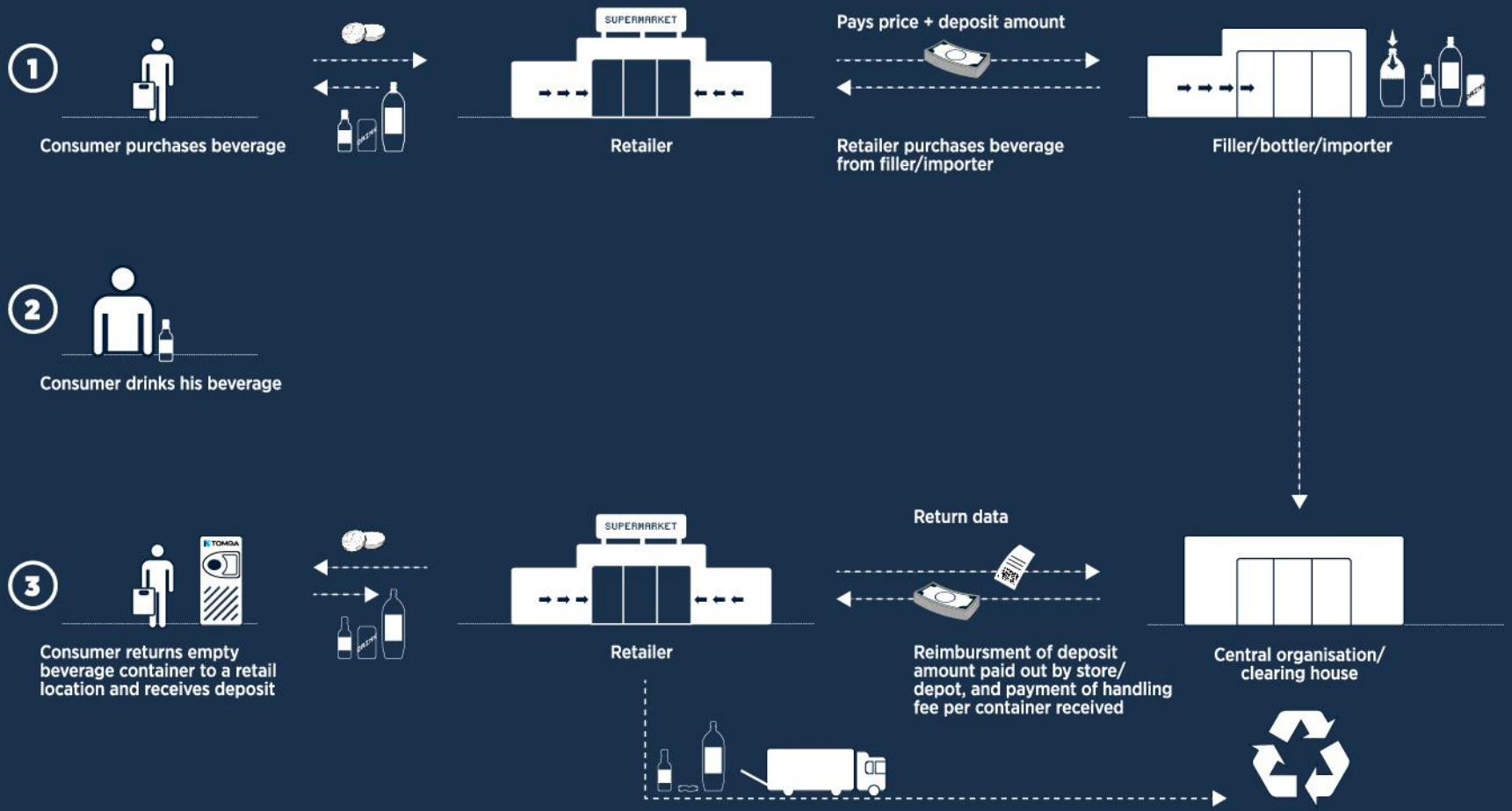




REVERSE VENDING ADVANTAGES

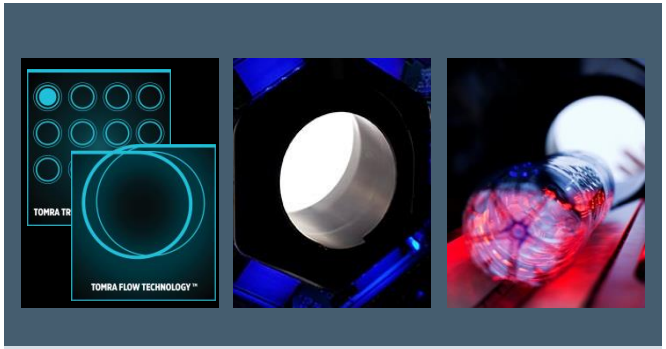


RECYCLING OF BEVERAGE PACKAGING IN A DEPOSIT SYSTEM



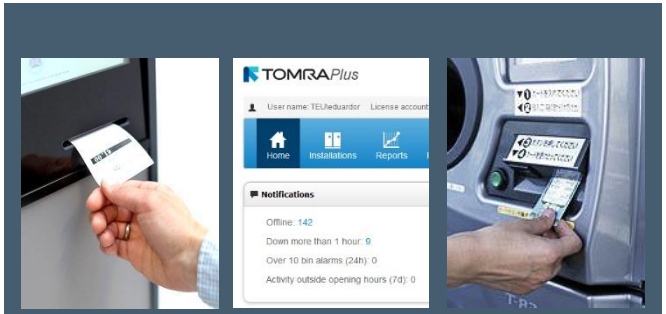
ELEMENTS OF A MODERN REVERSE VENDING SYSTEM

User communication



Recognition system

Sorting & processing

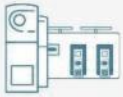


Data administration

THE USED BEVERAGE CONTAINER RECYCLING VALUE CHAIN

Generic used beverage container (UBC) recycling value chain

COLLECTION



The process of obtaining recyclable materials from the public

TRANSPORT

The process of picking up and transporting recyclable materials to sorting and processing facilities

SORTING & PROCESSING

The process of ensuring that materials are separated according to specific fractions and compacted for efficient transport

RECYCLING

The process of transforming materials into a form that can be used to produce new product

RVM-based UBC recycling value chain

RVM TECHNOLOGY

SERVICE/ SUPPORT

DATA ADMIN/ CLEARING

MATERIAL PICK-UP

MATERIAL PROCESSING

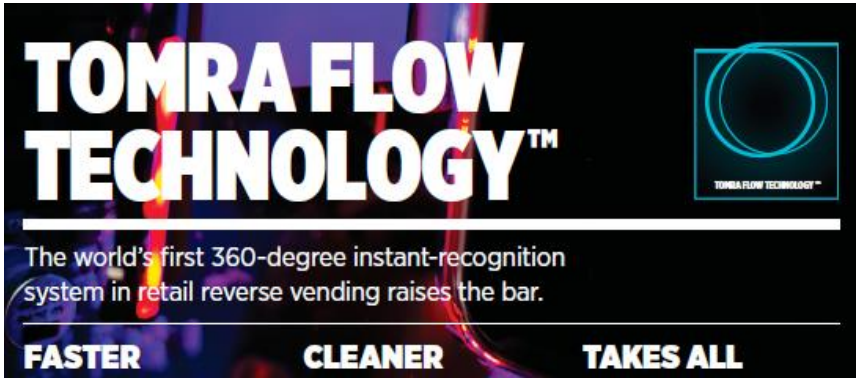
MATERIAL BROKERAGE

MATERIAL RECYCLING

T-9: THE FIRST OF A NEW GENERATION OF MACHINES

- In fourth quarter 2013, TOMRA presented the first machine of the **new generation** of machines to come
- T-9 features the first **360 degree recognition** system applied in an RVM and a completely new industrial design
- The machine is **faster**, **cleaner** and **takes all** types of beverage containers
- **The launch has been successful**
  - Several machines already installed in core markets
  - Key product for replacement sale in e.g. Germany
- **2014** installations: ~1,200 machines
- **2015** installations: ~4,000 machines
- **2016** installations: ~4,600 machines

TOMRA is setting the standard for reverse vending for the next decade

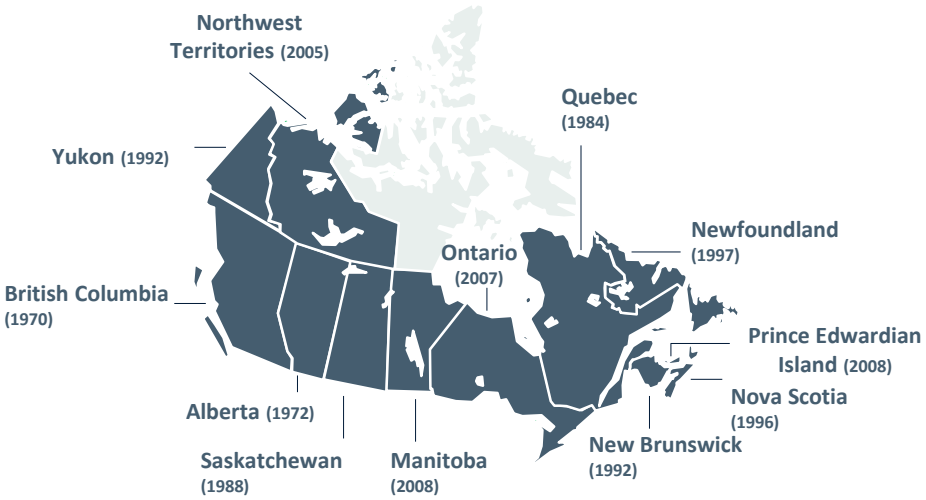


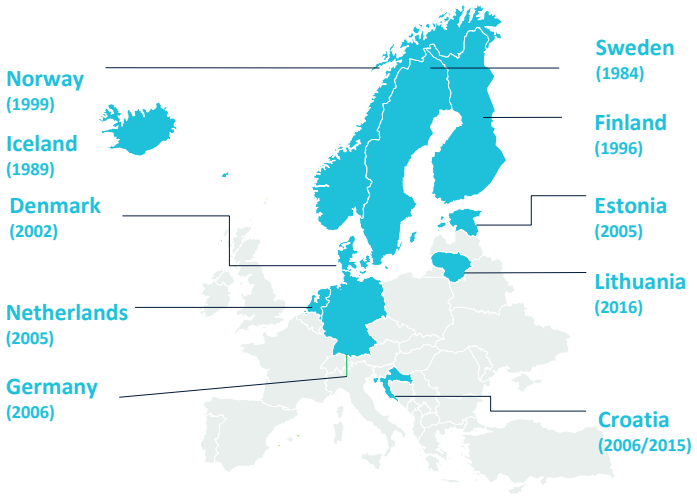
A COMPLETE TRANSFORMATION OF THE PRODUCT PORTFOLIO IN PROGRESS

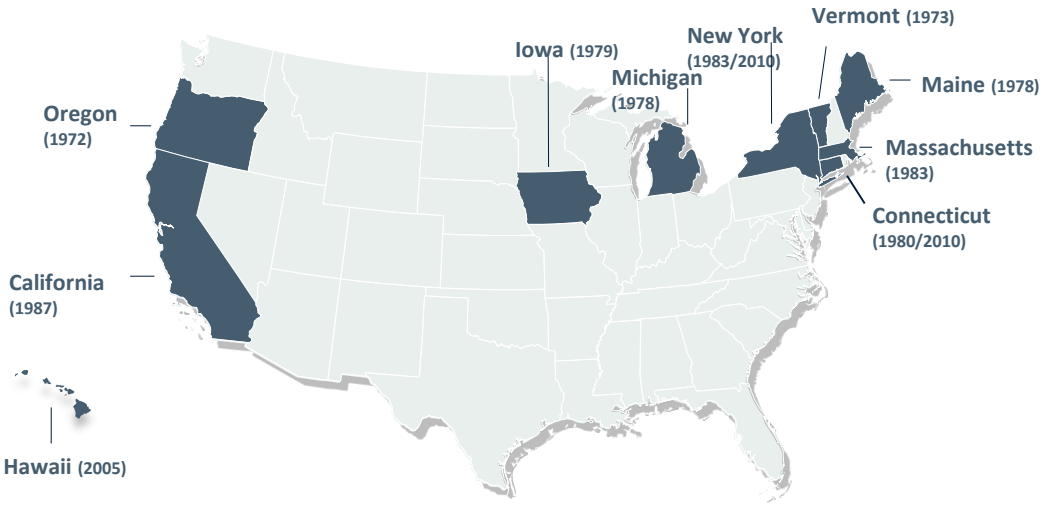
2012 Portfolio

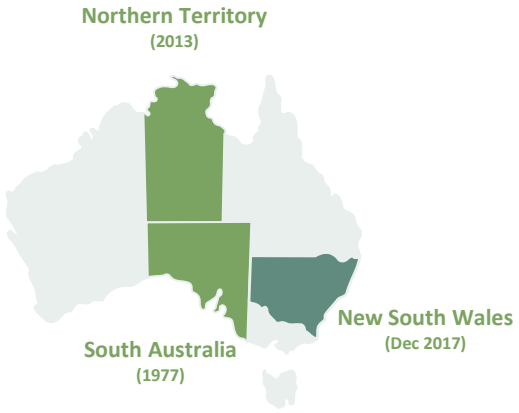
2017 Portfolio

CURRENT DEPOSIT MARKETS*



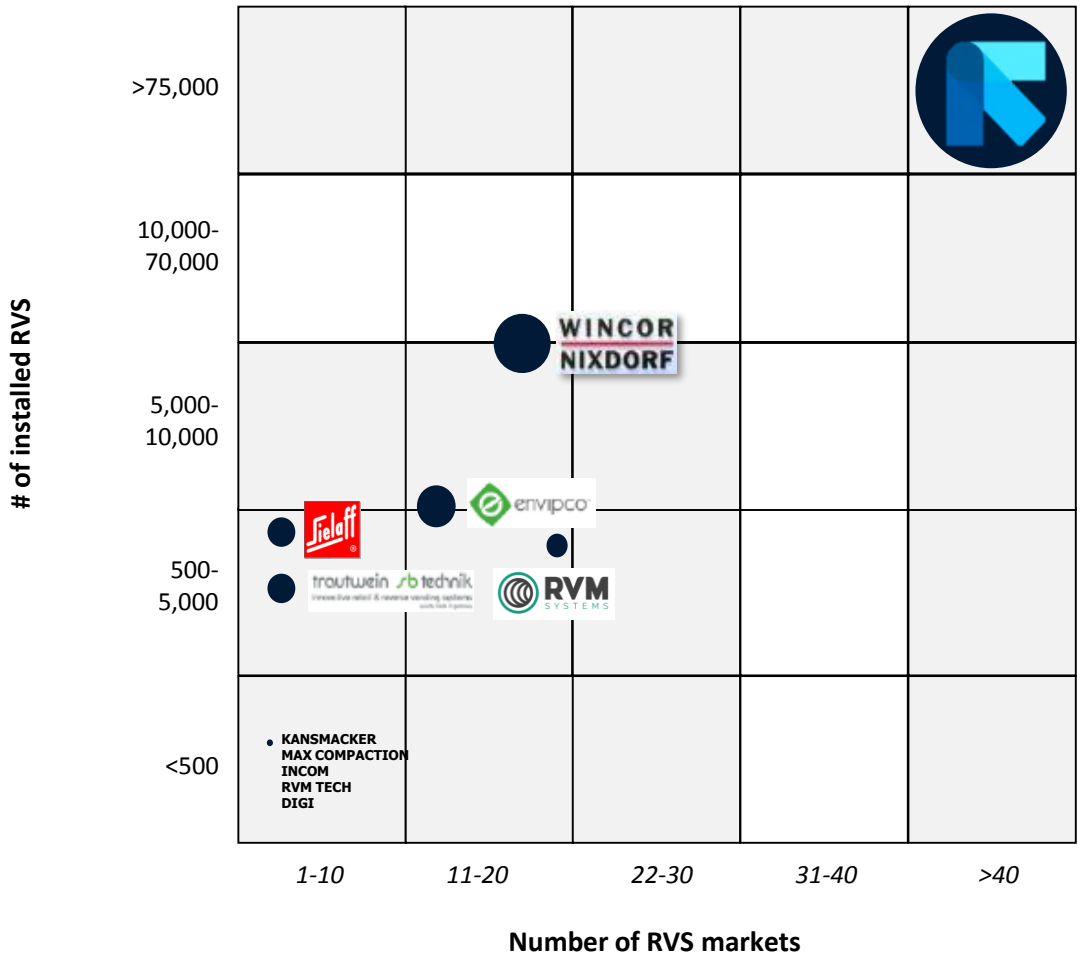






* In addition, TOMRA has some activity in markets with refillable deposit systems like: Austria, Belgium, Chile, Czech Republic, France, Hungary, Poland and South Korea

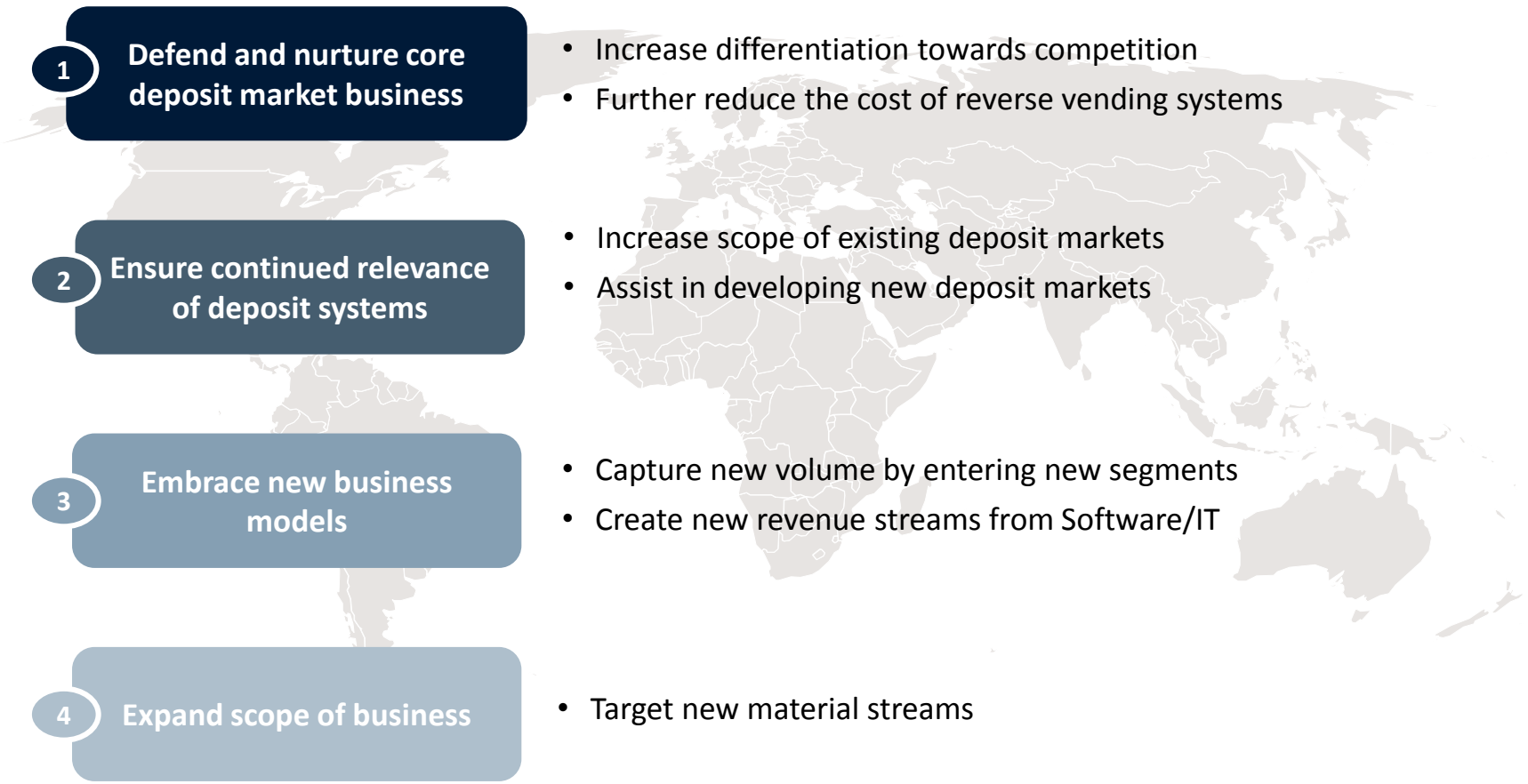
COMPETITIVE LANDSCAPE



Annual revenue from RVS sales

Source: TOMRA estimates and analysis

RVM: OUR STRATEGY 2013 -2018



1 Defend and nurture core deposit market business

- Increase differentiation towards competition
- Further reduce the cost of reverse vending systems

2 Ensure continued relevance of deposit systems

- Increase scope of existing deposit markets
- Assist in developing new deposit markets

3 Embrace new business models

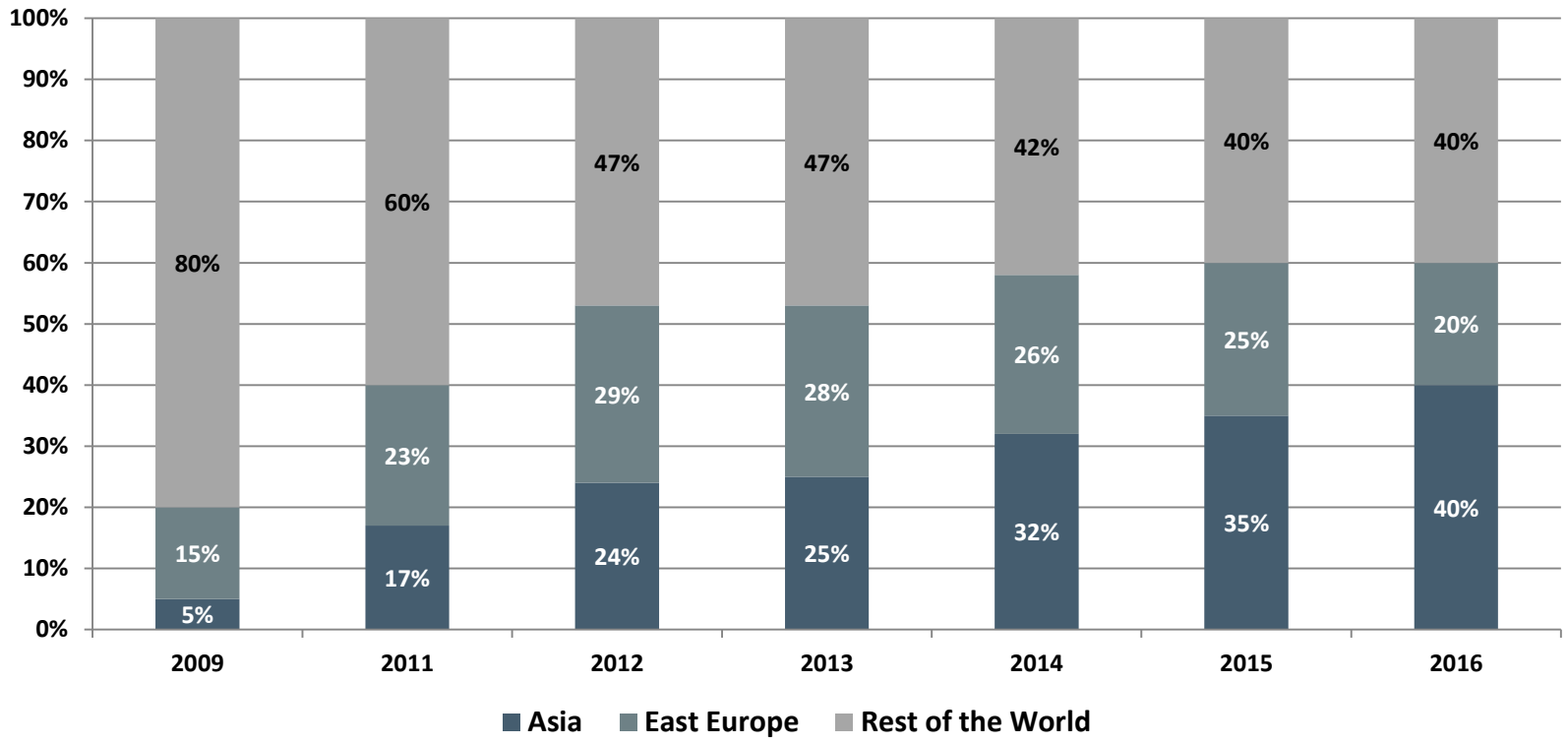
- Capture new volume by entering new segments
- Create new revenue streams from Software/IT

4 Expand scope of business

- Target new material streams

A NEW SOURCING SETUP IS THE MAIN DRIVER FOR ACHIEVED COGS SAVINGS

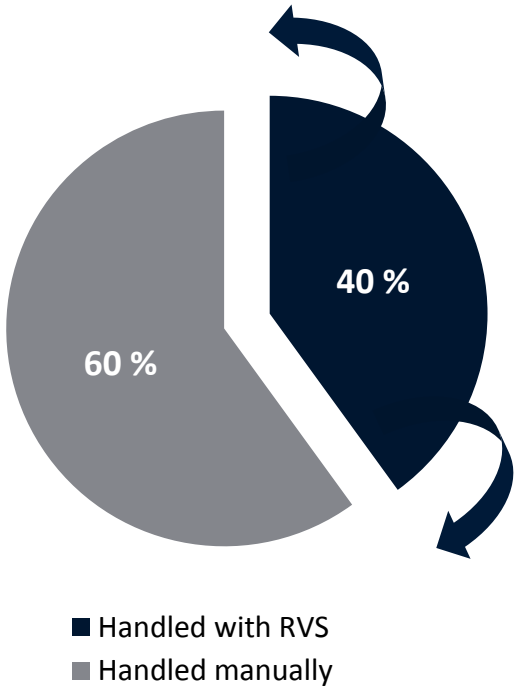
COGS distribution by region (sourcing)
Percent of total



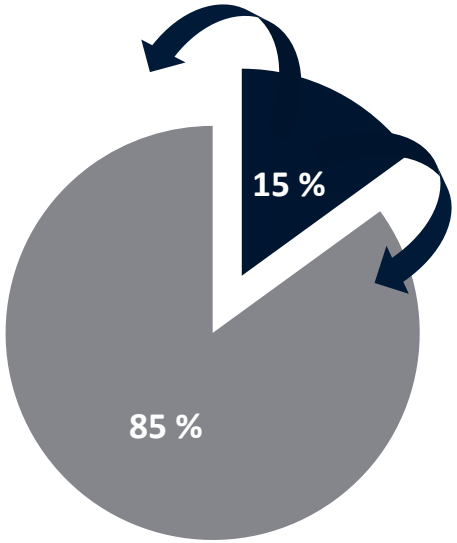
Source: TOMRA analysis

ENSURE CONTINUED RELEVANCE OF AUTOMATED DEPOSIT SYSTEMS

Handling method for deposit containers
Percent of total



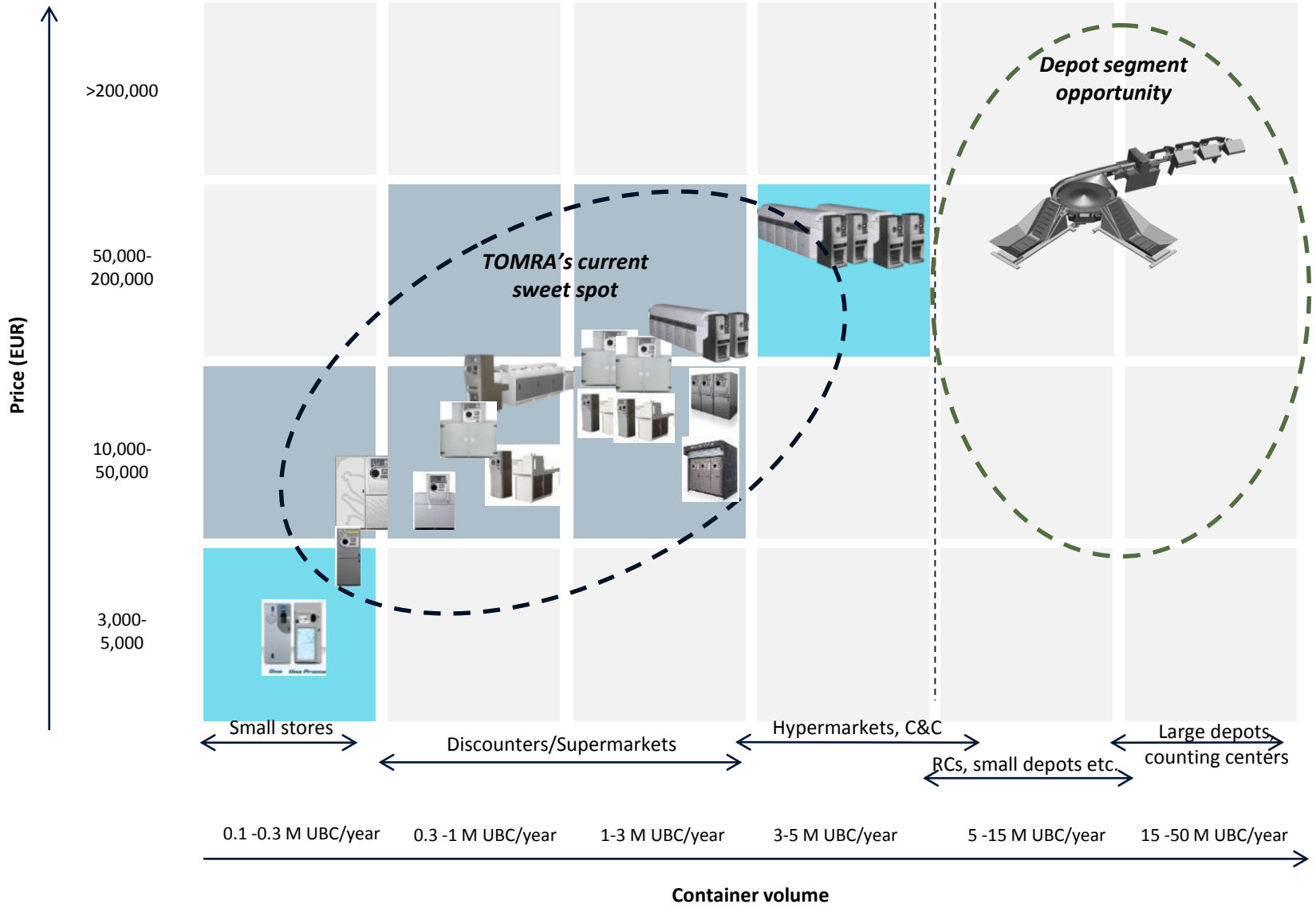
Share of containers sold with deposit
Percent of total



ILLUSTRATIVE

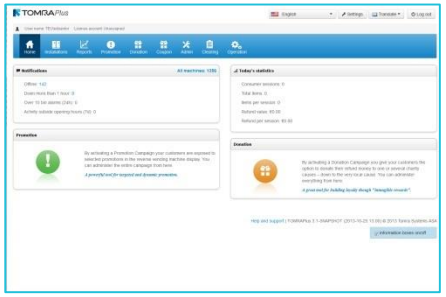
Source: TOMRA analysis

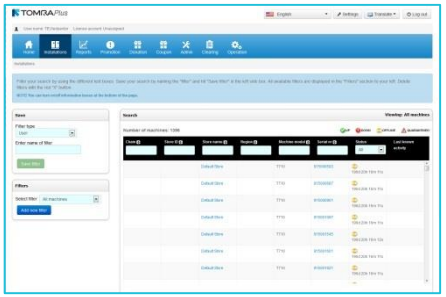
ENTER NEW SEGMENTS



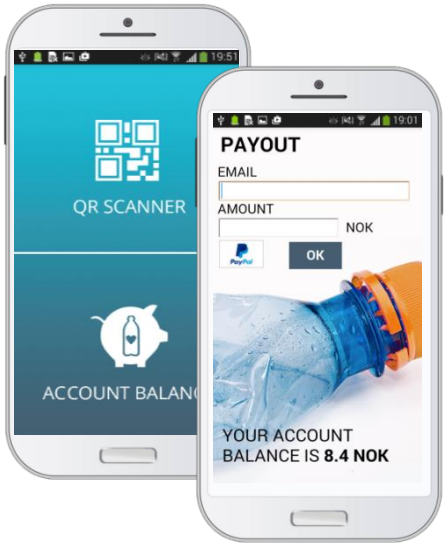
CREATE NEW REVENUE STREAMS FROM SW/IT

TOMRA*Plus*





TOMRA ReAct/PANTO



IN-STORE MARKETING

Transform reverse vending machines into customer dialogue tools.

RECEIPT CONTROL

Validate and devaluate deposit refund receipts in real-time through POS.

RVM INSIGHT & ANALYSIS

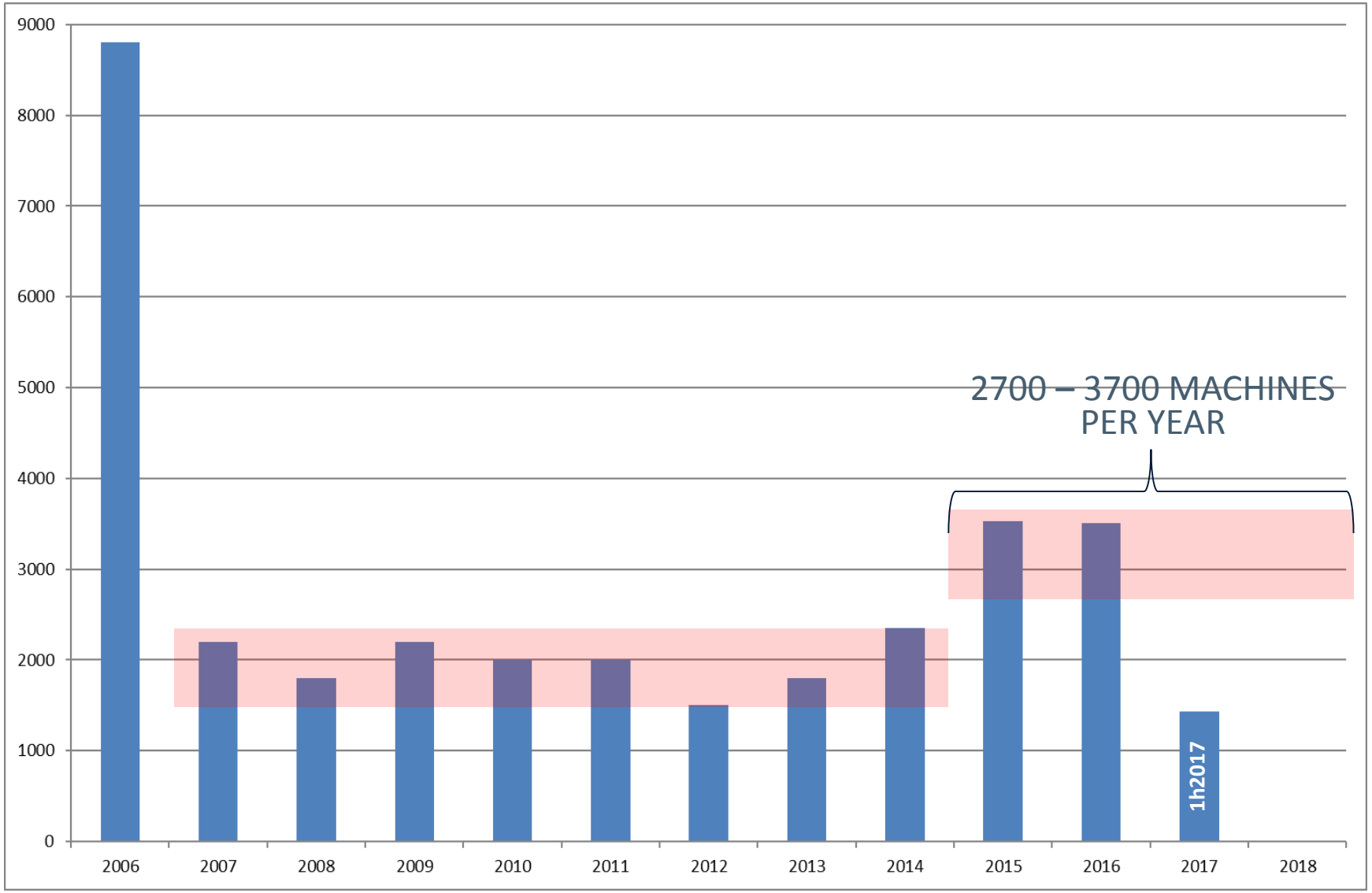
Operational metrics, performance monitoring, fleet management, business intelligence and analysis.

CONSUMER ENGAGEMENT

Innovative solutions for customer loyalty and engagement with customer identification.

Integrating hardware and software into attractive and engaging combos

GERMANY REPLACEMENT UPDATE



POTENTIAL NEW DEPOSIT MARKETS

COLLECTION SOLUTIONS – FINANCIAL DASHBOARD

	RVM	Material Recovery
Industry growth	 0-10%	 0-3%
Recurring revenue	 ~75%	 90-100%
Profitability (ROCE)*	 30-40%	 ~15%

	RVM	Material Recovery
Market share	 75%	 60%
Geographical diversity	 20-30 markets	 10 markets
Cyclicality	 Low	 Low

TARGETS 2013 -2018

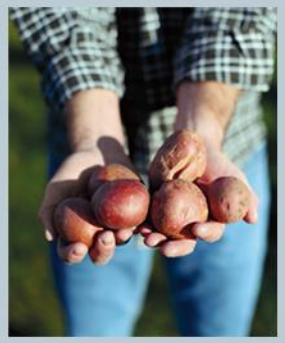
Yearly growth 4 – 8%

EBITA-margin 18% – 23%

* Ex goodwill

TOMRA Sorting Solutions

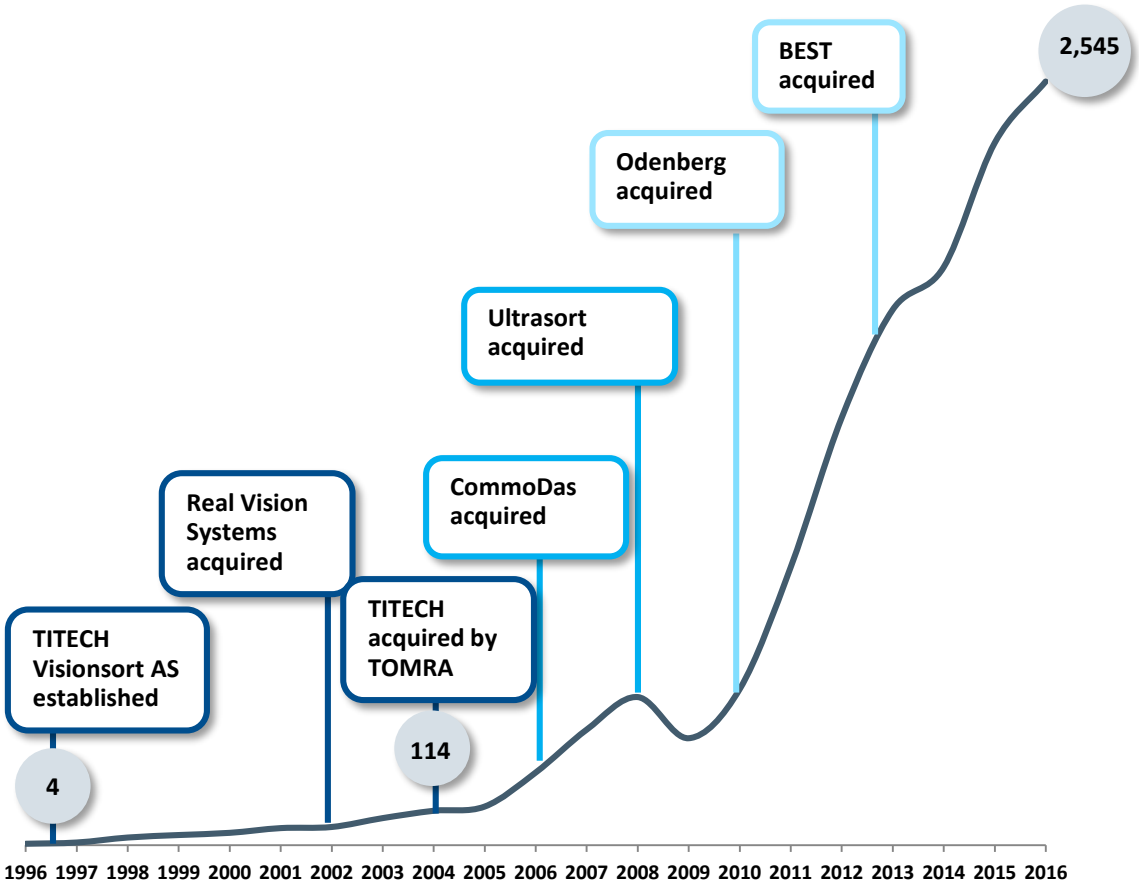
WASTE INTO VALUE



STRONG REVENUE GROWTH SINCE INCEPTION IN 1996

Revenue development and key milestones

MNOK

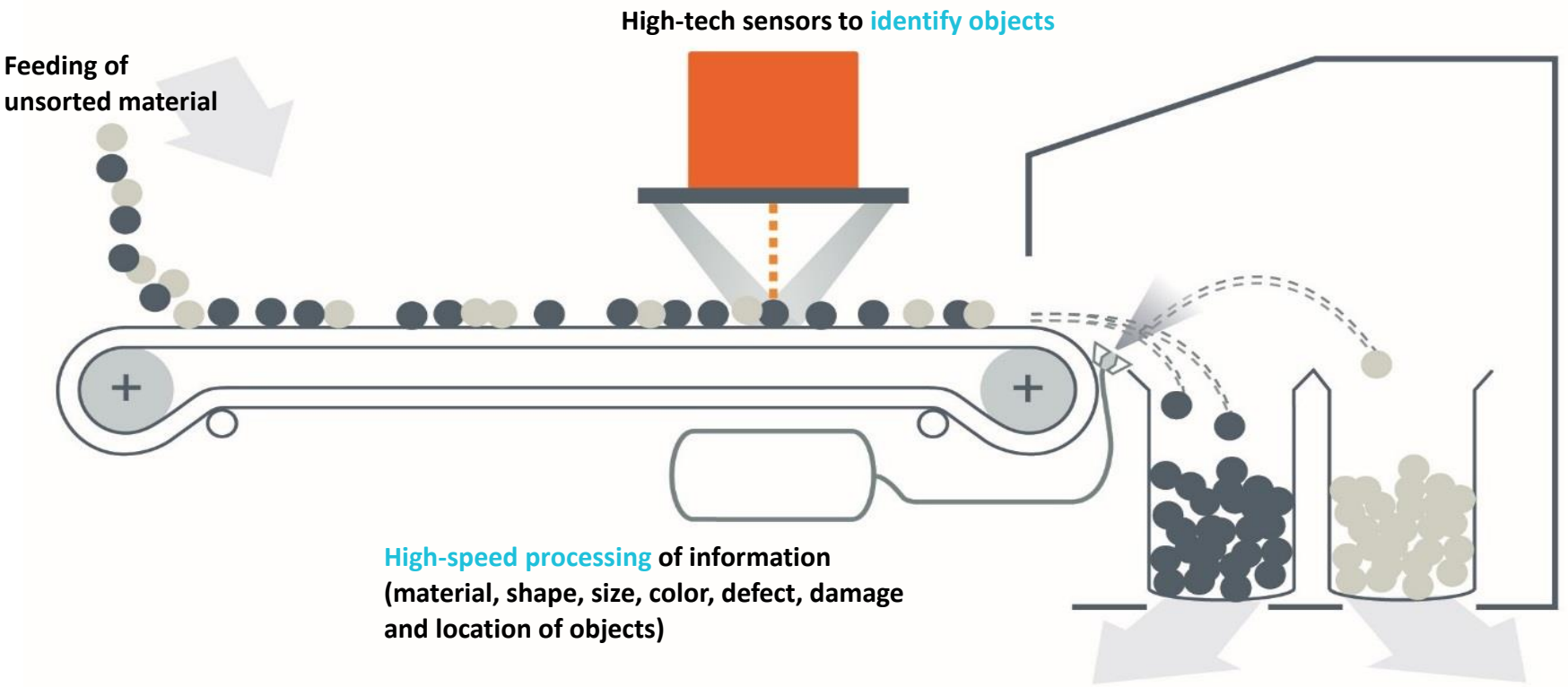


- Total revenue growth (organic plus inorganic) CAGR of ~30% per year from 2004-2016
  - Average annual organic growth for the same period was ~17%
- Technology base and segment/application knowledge expanded both through acquisitions and in-house ventures

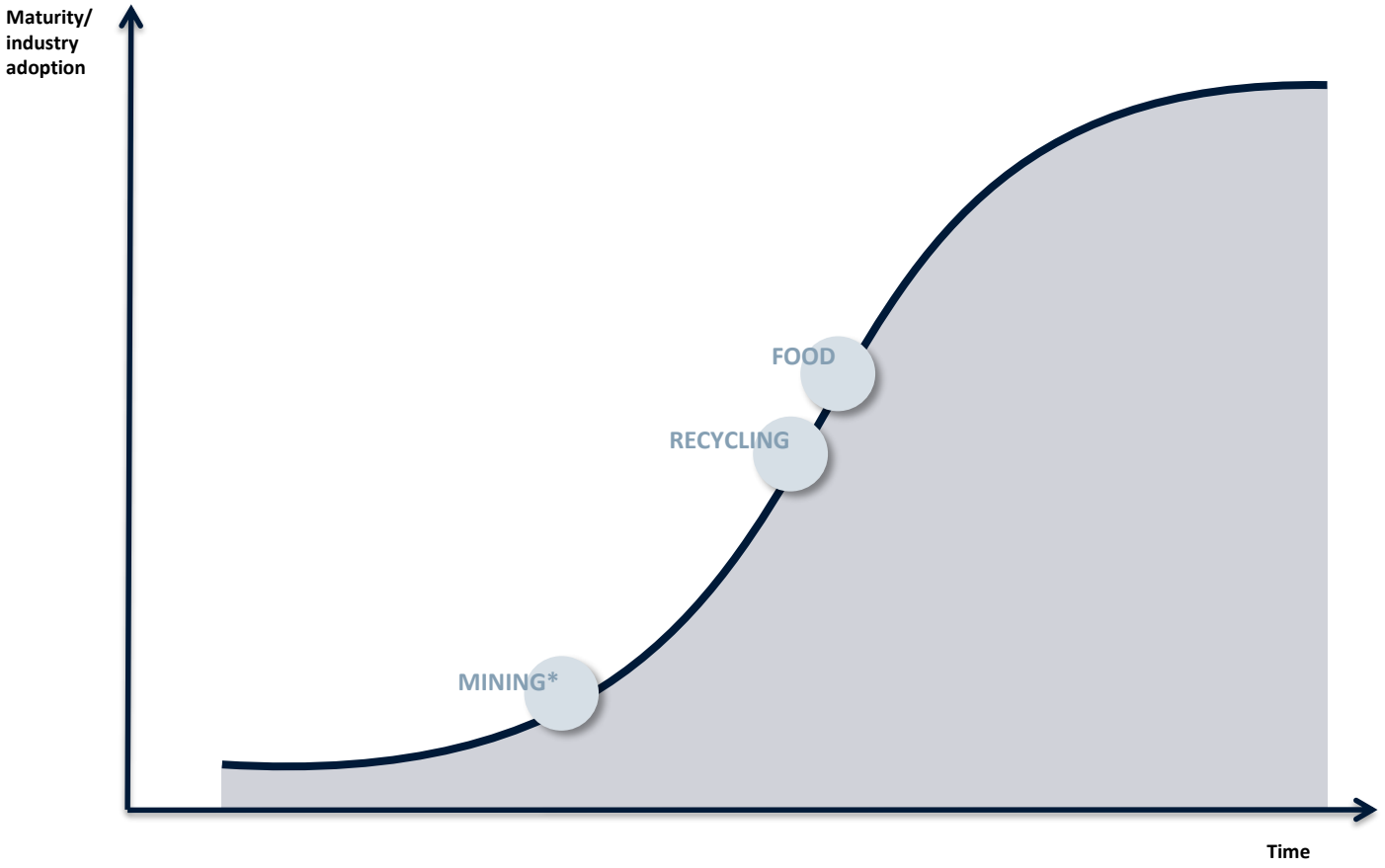
SORTING VALUE PROPOSITION

HOW DOES SENSOR BASED SEPARATION WORK?

- High-tech sensors to **identify objects**
- **High speed processing** of information (material, shape, size, color, defect, damage and location of objects)
- **Precise sorting** by air jets or mechanical fingers
- Product **specific equipment design** often including multiple technologies to maximize sorting efficiency

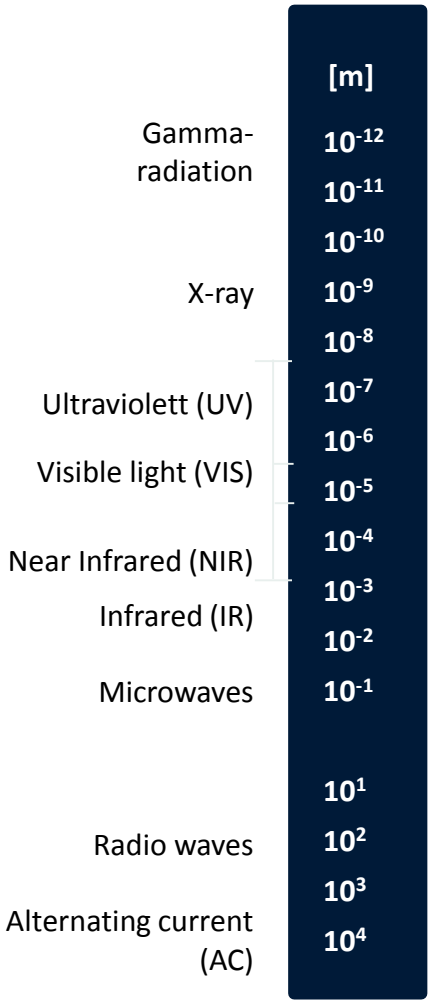


ADOPTION OF SENSOR-BASED SORTING AT DIFFERENT MATURITY LEVELS



* In certain mining sub-segments, such as industrial minerals and diamonds, sensor-based sorting is a more mature technology

A COMMON SENSOR BASED TECHNOLOGY PORTFOLIO



Sensor/ Technology	Material Property	Segment
RM (Radiometric)	Natural Gamma Radiation	Mining
XRT (X-ray transmission) Low Energy X-ray	Atomic Density	Recycling, Mining, Food
XRF	X ray fluorescence (Elemental Spectroscopy)	Recycling, Mining
COLOR (CCD Color Camera)	Reflection, Absorption, Transmission	Recycling, Mining, Food
Laser attenuation and PM (Photometric)	Monochromatic Reflection / Absorption of Laser Light Scattering analysis of Laser Light	Mining, Food
NIR / MIR (Near/Medium Infrared Spectrometry)	Reflection, Absorption (Molecular Spectroscopy)	Recycling, Mining, Food
LIBS	Laser induced breakdown spectroscopy	Recycling, Mining
EM (Electro-Magnetic sensor)	Conductivity, permeability	Recycling, Mining, Food

OUR PRODUCTS IS SERVING A WIDE RANGE OF DETECTION PARAMETERS

Color
Removal of discolorations in mono- and mixed-color material

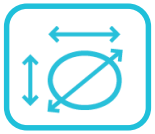
Blemishes
Objects with spots or other (small) blemishes are removed

Defects
Removal of visible and invisible small and substantial defects

Structure
Removal of soft, molded or rotten food

Density
Detection of density differences

Damage
Broken, split and damaged objects are detected and removed



Shape & Size
Sort on length, width, diameter, area, broken-piece recognition, …

Biometric Characteristics
Sort based on water content and removal of micotoxyn contaminations

Foreign Material
Removal of foreign material in a material stream, e.g. insects, worms, snails or plastics in food applications

Fluo
Based on the chlorophyll level present in produce defects are removed

X-RAY
Analysis of objects based on their density and shape

Detox
Removal of produce contaminated with aflatoxin

Visible

Invisible

Both

CROSS UTILIZING OUR PORTFOLIO TECHNOLOGIES

TITECH NIR + ODENBERG platform

Field Potato Sorter

- The NIR technology allows efficient removal of rocks, dirt and rotten potatoes before the potatoes are stored
- The solution opens up sorting of unwashed potatoes in a way that previously was not possible

BEST LASER + TOMRA mining platform

PRO Laser Duo

- The LASER technology allows detection of quartz of all colors. This opens for sorting of quartz itself, and gold bearing quartz mineralization
- The solution is unique in the market and further underlines our technological leadership

TITECH NIR + BEST LASER

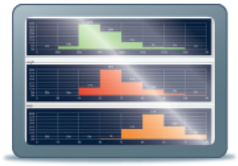
Nimbus BSI

- An NIR sensor has been added to the NIMBUS machine platform
- The new machine increases our competitiveness in the nuts segment

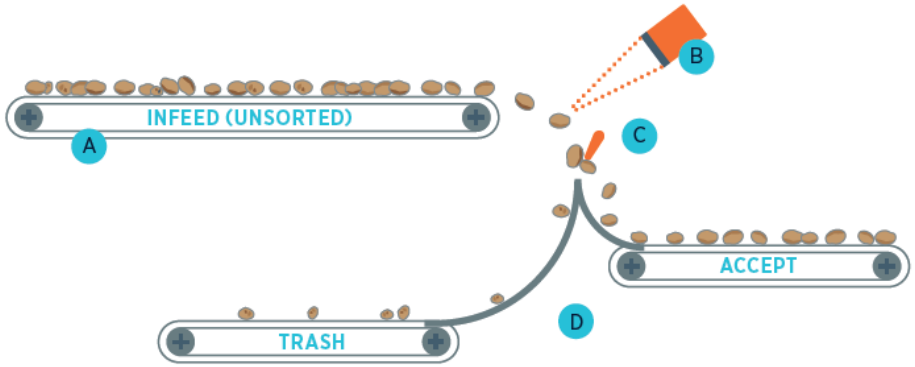
Several more projects on combining technologies into new products in the pipeline

SORTING UNWASHED POTATOES: WORKING PRINCIPLE

The product is spread uniformly onto the infeed belt and will be scanned by cameras in the different inspection zones. A few milliseconds later one type of material will be rejected by intelligent finger ejectors, positioned at the end of the conveyor belt, while the good products continue their way along the sorting line.



- A Infeed (unsorted)
- B Full width NIR and Color Vision sensors
- C Intelligent finger ejectors
- D Gentle handling convey chutes (optional)



DEFECTS & BLEMISHES


Dirt Clod


Rot


Stones


Golf Ball

REPORTING

Reports can be generated with the following data:

Product Data

+ Average Length & Width mm(ins)
+ Length and Width distribution (size bins) mm(ins)
+ Total potato count #
+ Total reject count #
+ Stone, soil clod, rot, other %

Sorter Operation Data

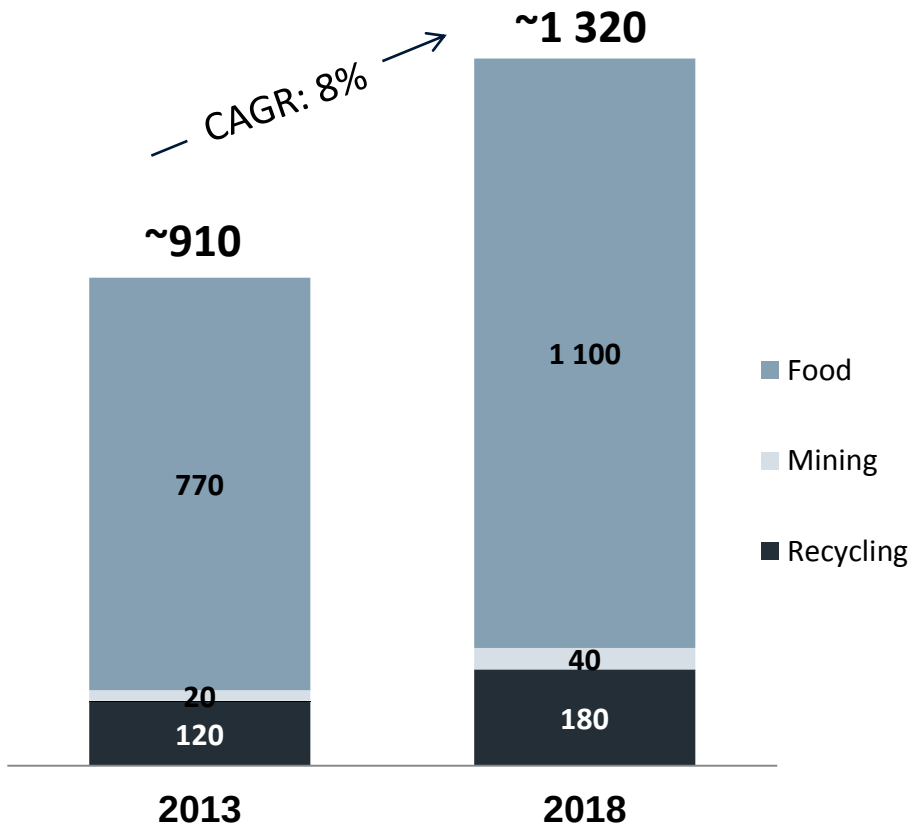
+ Belt speed, average belt fill %
+ Object counts/second
+ Program running

- The Field Potato Sorter is ODENBERG's first venture into the **unwashed potato market**
- The machine uses unique near **infra-red technology** to remove soil clods, stones and rotten potatoes, in addition to the foreign material commonly found in fields such as golf balls, plastics, wood etc
- The FPS sorter should be used after a soil remover and is designed to fit existing grading equipment or be used as a standalone unit and can operate on harvested potato crop before and after storage
- The system also provides online potato size data for logging, plus sorter operating information

MARKET SIZE AND POTENTIAL

Total annual market size

EUR million



Source: TOMRA estimates and analysis

* Market size for food includes peeling, meat/process analytics, virgin materials and tobacco.

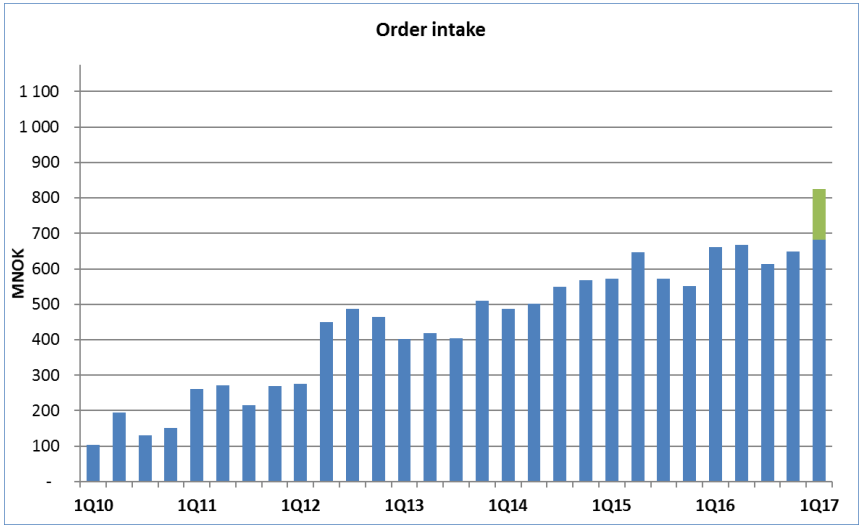
Market growth

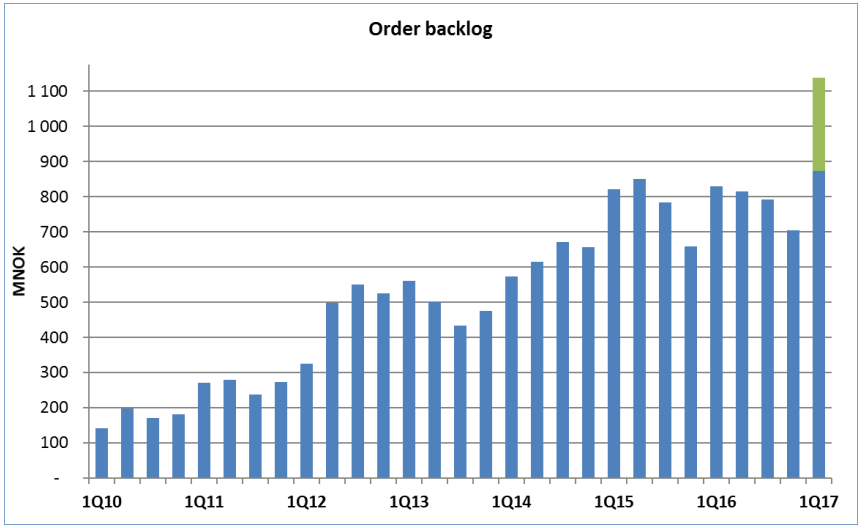
- Market expected to grow at rate of around 7-9% per year
- A large part of growth from unlocking of dormant potential – only possible by developing new applications and technologies
- Some growth in “old world”, but faster growth in “new world”

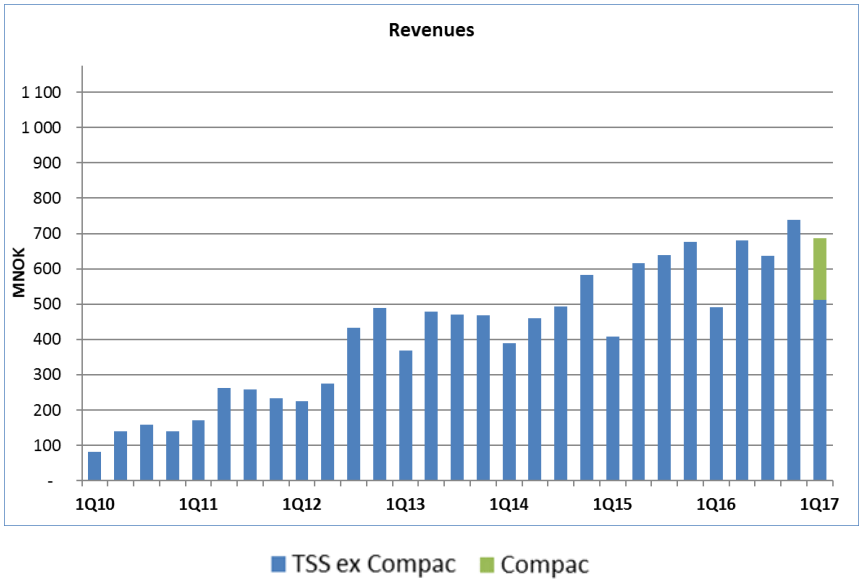
SORTING SOLUTIONS: OUR STRATEGY

	Food	Recycling	Mining
1 Revenue growth of 10-15% over the period	**More than doubling of emerging markets revenue** (but North America and Europe still 60% of business in 2018)		
	New applications representing 25% of revenue in 2018	15 M€ growth in **new segments**	Significant **expansion of sales network**
	New segments representing 10% of revenue in 2018	50% growth in **service revenue**	Succeed in **high volume segments**
	Grow with existing customers and double service revenue		
2 Extend technology leadership	**Common sorting platform** for all new product developments		
	Cross-utilization of sensor portfolio, e.g. NIR/BSI in food and laser in mining		
	Extend current leadership in core NIR and laser technologies, and develop new cutting edge sensors		
3 Improve operational efficiency	Design changes, economies of scale and purchasing power to **lower COGS**		
	Consolidation of manufacturing and sourcing; **increased sourcing from low cost countries**		
	Streamlining of organization and processes to **take out synergies** across business units		
	Target to **grow profits** at several percentage points faster than revenue		

BACKLOG DEVELOPMENT AND MOMENTUM







Tomra Sorting Solutions (TSS) without Compac:

- Delivered all time high order intake of 682 MNOK in the quarter, compared to 661 MNOK same quarter last year
- Revenues came in at 512 MNOK (up from 491 MNOK in 1Q16)
- With an all time high order intake, and somewhat limited number of orders taken to P/L, the quarter ends with a healthy order backlog of NOK 874 MNOK

Compac

- Reported revenues of 175 MNOK in the quarter and ends the quarter with a backlog of 265 MNOK

- Estimated backlog conversion ratio in 2Q17, including Compac: 80%-85%*

TOMRA

* Based upon current production and delivery plans, the revenues in 2Q17 are estimated to be approximately 80-85% of order backlog at the end of 1Q17

FINANCIAL DASHBOARD – SORTING SOLUTIONS

TARGETS 2013 -2018

Yearly organic growth 10-15%

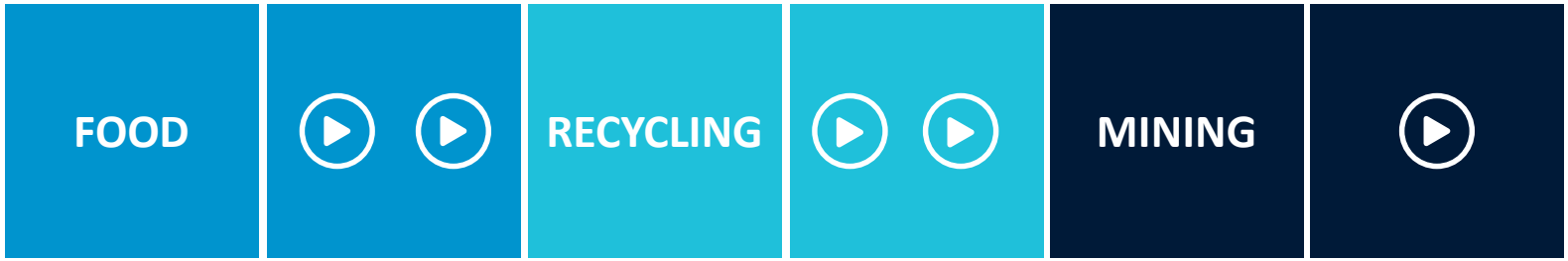
Geographical expansion

EBITA-margin 18-23%

(i) In markets served. Total food sorting (incl. rice and lane sorting*) 12-15%

* Ex goodwill

SENSOR-BASED SORTING IN ACTION




YIELD
INTO
USAGE
TOMRA
SORTING SOLUTIONS
FOOD

GROWTH IN GLOBAL FOOD DEMAND WILL SPUR INVESTMENTS IN AUTOMATION

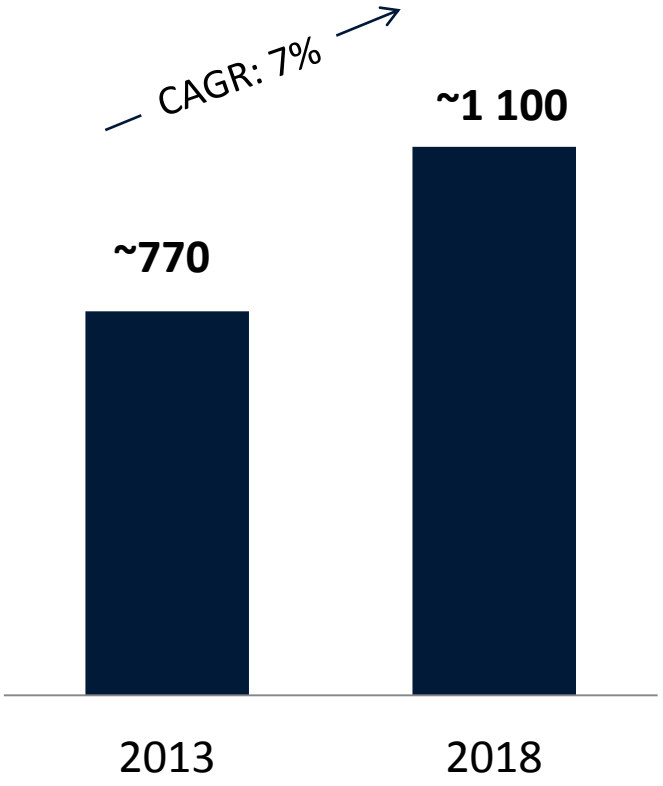
Drivers and trends

- **Increasing food consumption in emerging markets**, more mid-class consumers
- Industry focus on **increased productivity** and **reducing costs** through automation & quality control
- **Higher quality demands** from the consumers
- **Stricter regulations** from governments concerning **food safety , health & traceability**
- Shift towards packaged **convenience food and fast food**
- **Risk of claims & recalls**
  - Social media snowball effect (Twitter, Facebook, etc.)
- Globalization of brands and sourcing set up
- Scarcity & expense of (seasonal) **manual labor**
- Consolidation in the retail and processing sectors
- Adoption of technology in emerging markets

MARKET SIZE FOOD SORTING*

Total annual market size

EUR million

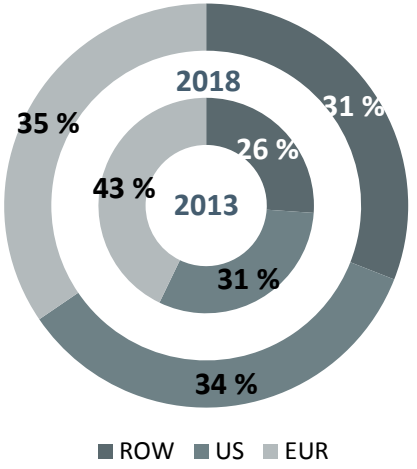


* Market sizes shown include peeling, meat/process analytics, virgin materials and tobacco.

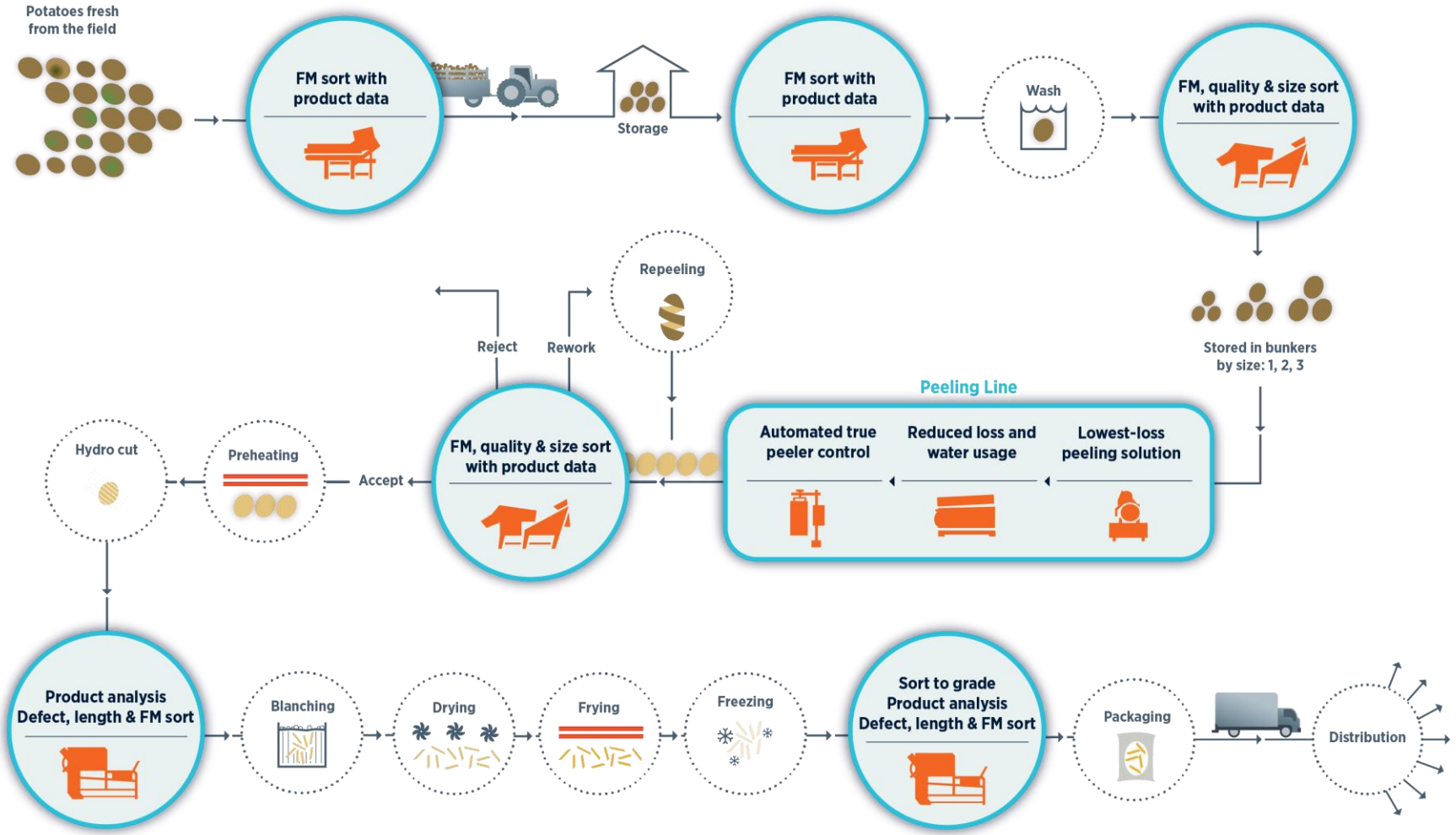
Market growth

- Total market for food sorting growing around 6-8% per year
- Approximately a third of total growth is dormant potential
  - only unlocked by development of new applications and technologies
- New world share grows but the two old world champions (Europe & Americas) remain strong

Expected development in geographical revenue contribution



WE ARE UNIQUELY POSITIONED TO SERVE THE ENTIRE VALUE CHAIN WITH OUR PRODUCT PLATFORM



Sales of potato-related products account for about 25% of the sales in the food division

INTRODUCTION TO COMPAC (ANNOUNCED 12.10.16)

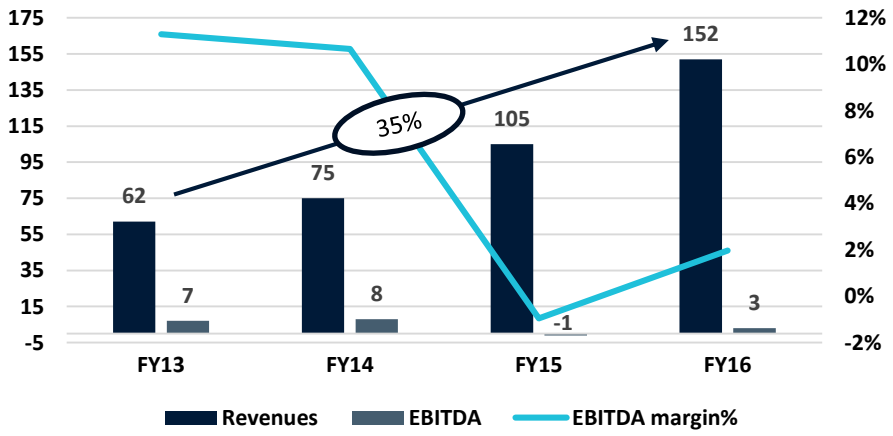
Introduction

- Compac is a New Zealand-based provider of post-harvest solutions and services to the global fresh produce industry
- Founded in 1984 by Hamish Kennedy with HQ in Auckland NZ and has around 700 employees
- Compac has a leading position within sorting of apples, kiwifruit, cherries, citrus, stonefruit, avocados and tomatoes
- The company designs, manufactures, sells and services packhouse automation systems that sort produce based on their weight, size, shape, colour, surface blemishes and internal quality
- Fruit handling equipment singulates fruits into lanes, in-feeds (wash and wax), inspects, sorts/grades and partly packages
- About 6,000 Compac sorting lanes have been sold worldwide in over 40 markets

Spectrim: Compac's latest sorter

- The sorter was launched in 2015
- Represents an unmatched capability of external defect detection and an advanced 3D imaging and modelling
- For sorting of apples, citrus, stone fruit and kiwi fruit
- Uniform lighting that minimizes shadows and reflections
- Sensors and cameras generate up to 500 images of every piece of produce, creating an accurate 3D model of each fruit
- Three different wavelengths that can be configured to target specific defects: color, blemishes, bruising

Key Financials (NZDm)[1]

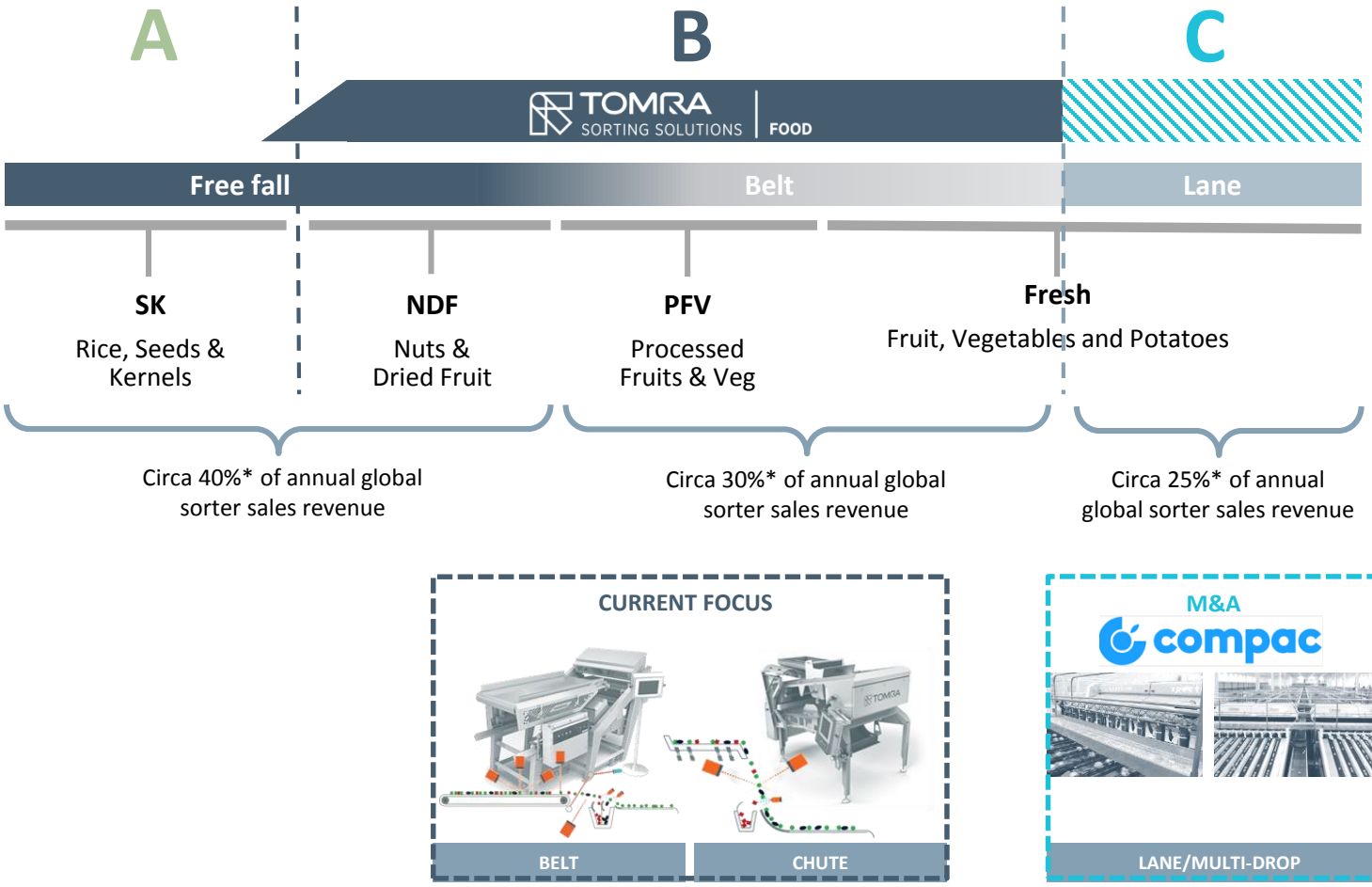


(1) Compac's fiscal year ends 30th of June. FY16 is equal to the period 1 July 15 to 30th of June 16 . FY13 and FY14 extracted from financial statements. FY15 and FY16 is management accounts, adjusted for one-off income and expenses. Not harmonised with TOMRA accounting principles

TRANSACTION RATIONALE ELABORATED

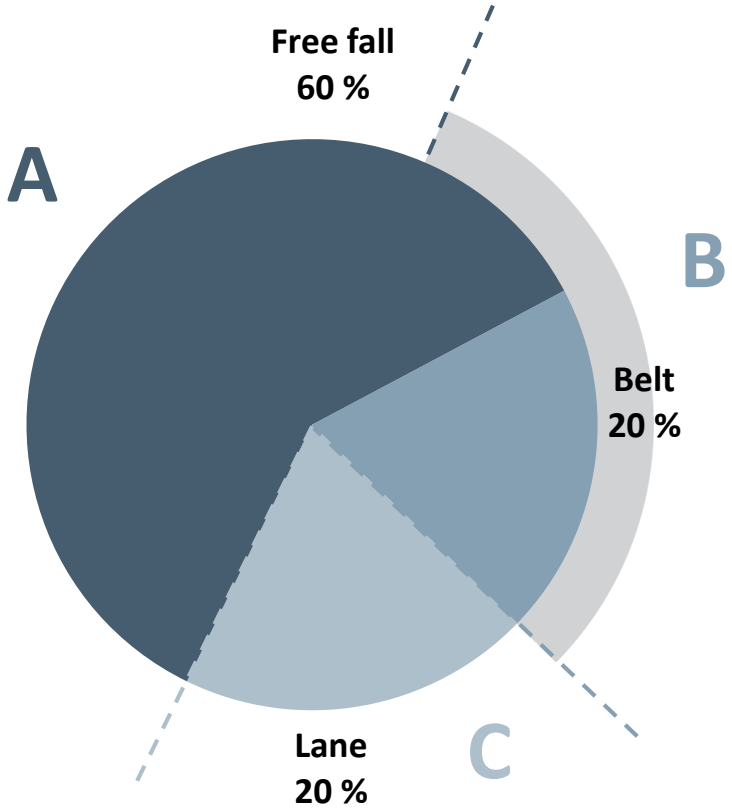
Attractive Market	• Lane sorting is a **fast-growing adjacent segment** with a ~8% historical CAGR and strong future outlook • **Key market trends drive further growth**, especially in the developing markets as a substitute for manual labor as we see wages increase • The industry is **yet to mature** and fully industrialize
Complimentary geographical footprint	• **Geographic expansion:** Utilizing the different footprint and strengths in certain markets • Stronger in **China** together
Application fit expansion	• TOMRA is currently present in processed fruit and vegetables, Compac serves as a "natural" **expansion also into fresh fruit**
Confirming our leading position in food	• Lane and Bulk Sorting **cater to same client needs,** but offers complimentary functionality • Possibility to create a comprehensive **Food Sorting solution provider** • **First mover advantage in combining Lane and Belt sorting**: TOMRA to be the first company, which is active in all technology platforms used for sensor-based sorting of Food
Mutual benefits	• Potential in **data capability, IoT and solution development** • Combine current offering: **Bulk presorter in front of lanes** • Potato business: Utilizing TSS strength in potatoes and the **upcoming demand for sizing** • Complimentary fit within **food traceability and food safety** (emerging demand)
Why Compac	• Strong **potential**. Ongoing and planned business improvement initiatives and funding to get in shape • Strong **brand** name, recognized as the technology leader (Spectrim) • **Established complimentary footprint** in the US, NZ, Australia and Latin America • Good platform for growth

TOMRA HAS THE BROADEST FOOTPRINT WITHIN THE FOOD SORTING UNIVERSE



*Approximately 5% of annual global sorter sales revenue comes from other segments, like confectionary

THREE WAYS OF SORTING WITHIN THE FOOD SEGMENT



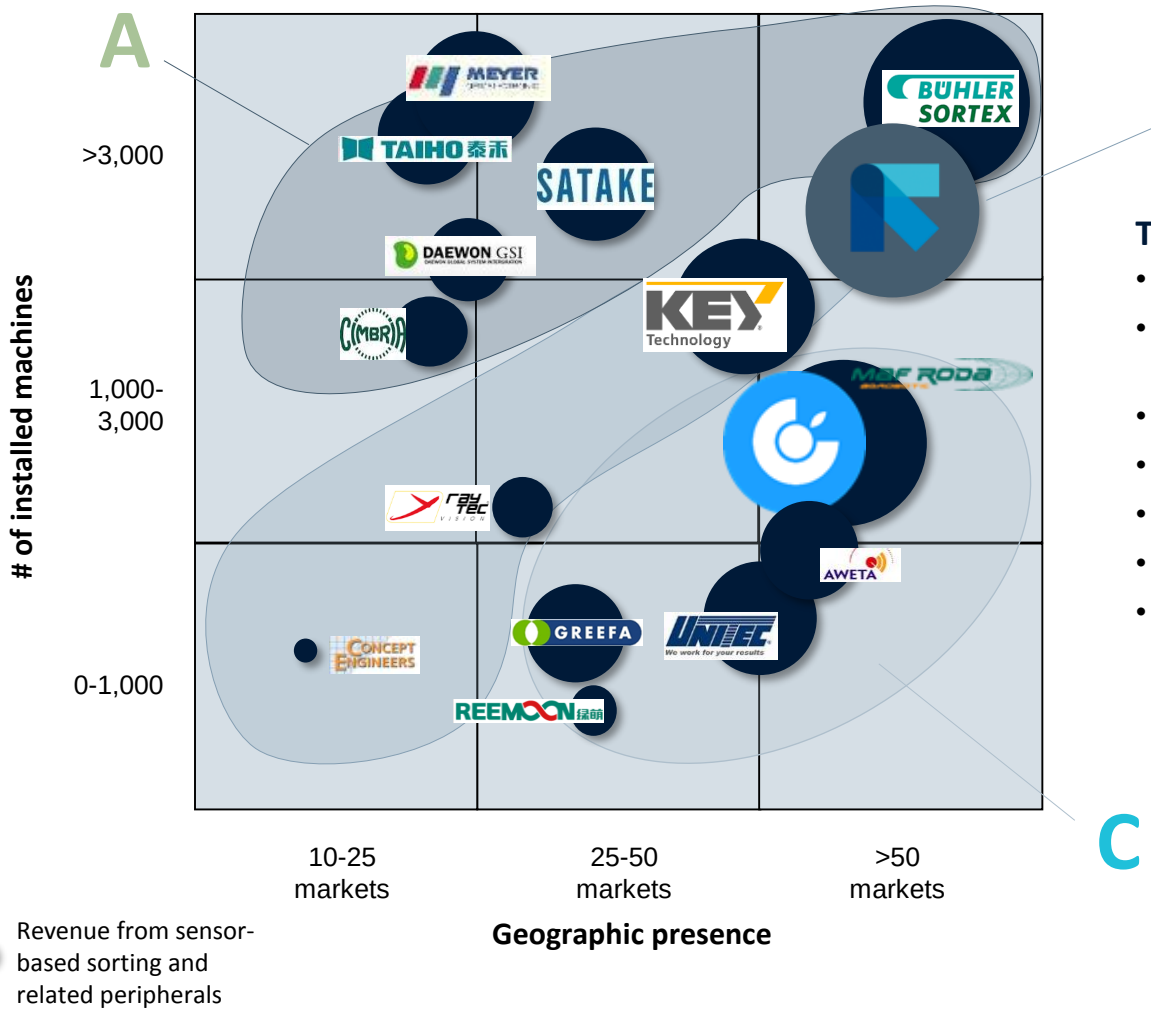
Free fall (Channel / Chute)	
Application	Seeds, rice, grains
Companies	Buhler, Key, **Best**, Satake, Daewon, Hefei, Orange
Sensor tech.	Camera (simple)

Belt	
Application	Prepared /preserved veg. and fruit
Companies	**Best**, Key, **Odenberg**, Raytec
Sensor tech.	Several (complex)

Lane	
Application	Fresh produce
Companies	MAF, Aweta, Greefa, Compac
Sensor tech.	Several (medium)

Note: Piechart showing estimated total revenue within the food sorting segment

FOOD COMPETITIVE LANDSCAPE



TOMRA competitive positioning

- Size (revenues)
- Widest range of applications (150+)
- Broadest technology base
- Geographic reach (~80 countries)
- Market share in targeted segments
- Transformative solutions (Q-Vision)
- **Market share: 40-50%** in markets served*

Source: TOMRA estimates and analysis

* Total Food sorting (also including rice and lane sorting): 12-15%

OUR BROAD COVERAGE AND TECHNOLOGY BASE IS SETTING US APART IN BULK SORTING

	DRIED FRUIT	NUTS	FRESH CUT	FRUIT	VEGETABLES	MEAT	POTATOES	SEAFOOD
FOOD	• Apricots • Craisins • Figs • Prunes • Raisins	• Almonds • Cashews • Hazelnuts • Macadamias • Peanuts • Pecans • Pistachios • Seeds • Walnuts	• Baby leaves • Iceberg lettuce • Spinach • Spring mix	• Apples • Blackberries • Blueberries • Cherries • Citrus • Cranberries • Peaches & pears • Raspberries • Strawberries • Tomatoes	• Beans • Beet • Broccoli • Carrots • Corn • Cucumbers • IQF vegetables • Jalapenos/ Peppers • Onions • Peas • Pickles	• Bacon bits • Beef • IQF meat • Pork • Pork rind	• Washed • French fries • Unpeeled • Peeled • Potato chips • Specialty products • Sweet	• Mussels • Scallops • Shrimps
SENSOR TECHNOLOGY	**LASER** **NIR** **VIS** **X-RAY**	**LASER** **CAMERA** **X-RAY**	**LASER** **CAMERA**	**LASER** **CAMERA** **NIR** **VIS**	**LASER** **CAMERA** **NIR** **VIS**	**LASER** **CAMERA** **NIR**	**LASER** **CAMERA** **NIR** **VIS**	**LASER** **CAMERA** **NIR** **VIS** **X-RAY**

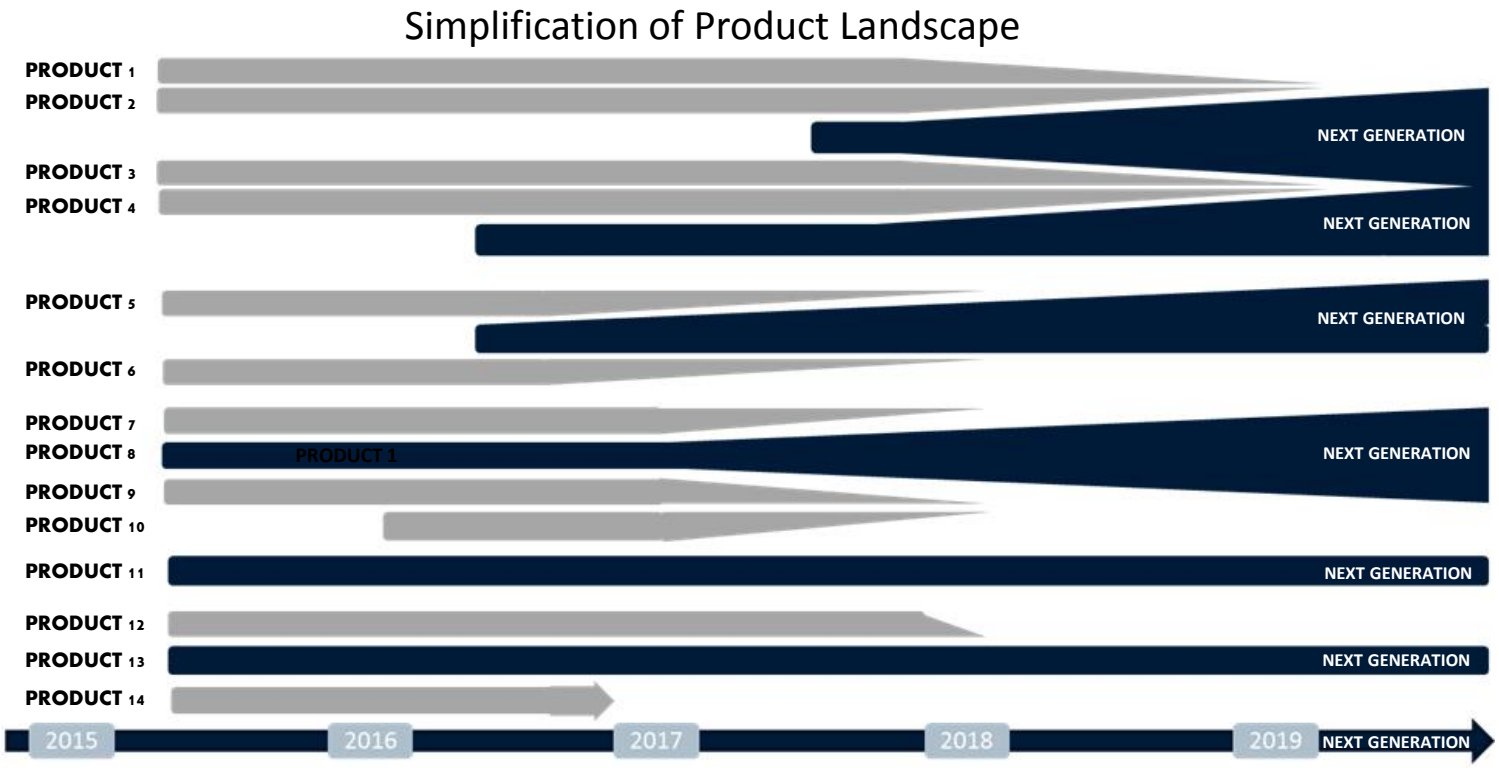
OUR FOOD CUSTOMERS

TOMRA SORTING SOLUTIONS | FOOD

compac

REDUCING COMPLEXITY: MERGING PLATFORMS FOR OUR NEXT GENERATION MACHINES

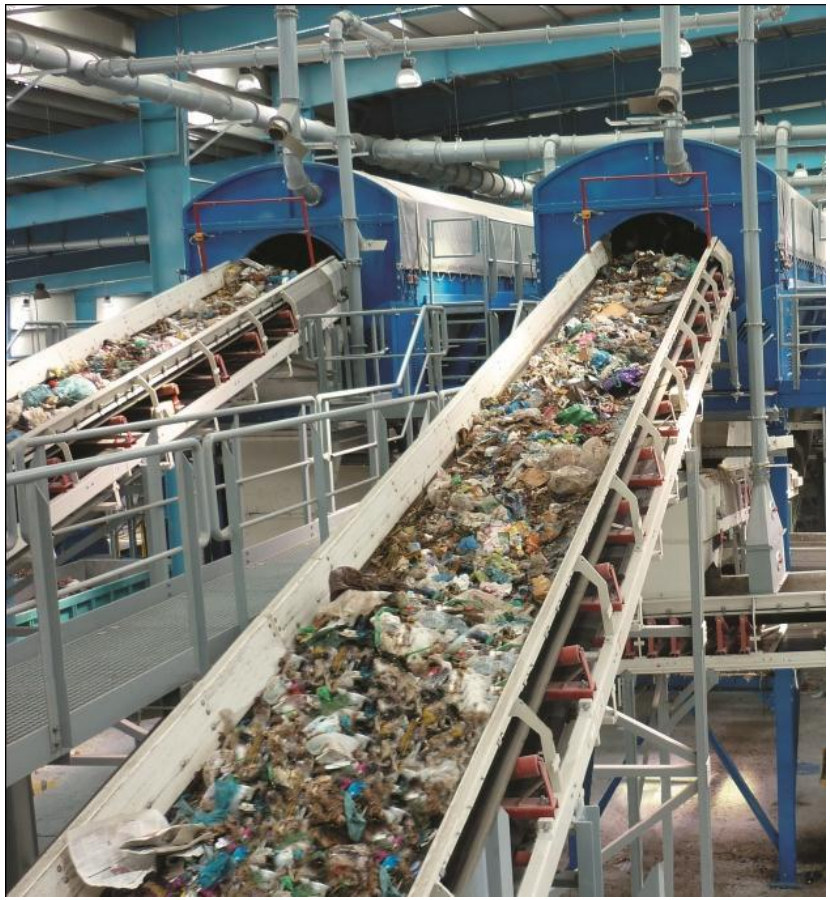
High-Level Product Roadmap FOOD (Illustrative)



14 platforms today will be reduced to 6 platforms over the next five years


ONCE
INTO
AGAIN
AND AGAIN
TOMRA
SORTING SOLUTIONS
RECYCLING

GLOBAL DRIVERS FOR THE RECYCLING SEGMENT



Drivers and trends

- **Consumption and industry production level increase**
- Favorable changes in **regulatory framework** (DSD, WEEE, ELV, etc)
- **Commodity price levels and fluctuation**
- **Access to financing**
- **Demand** for recycled **raw materials**
- Increasing **labor costs** in emerging world drive adoption of automatic sorting technologies
- Some countries in Western Europe partly saturated
- Pre-sorted (plastics) still door opener in new markets
- Municipal Solid Waste (MSW) important in emerging countries
- More aggressive pricing from competitors affect market

ONLY A FRACTION OF THE WASTE VOLUME IS HANDLED BY SENSOR BASED SORTING

Sensor based sorting is competing with different technologies

Landfill

Incineration

Separate Collection

Scavengers

Hand Sorting

LEGISLATIVE FRAMEWORK - PROMOTING RECYCLING

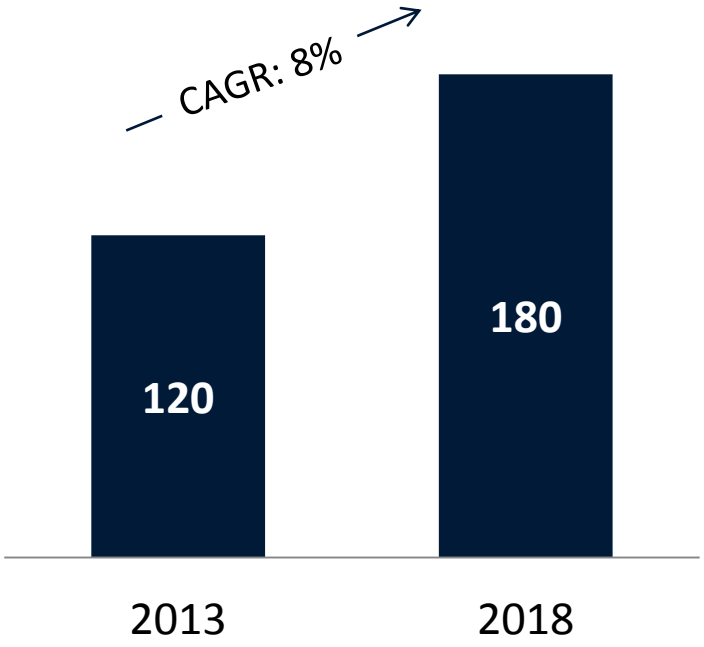
	Description	Target	
Packaging Directive	• Rules on the production, marketing, use, recycling and refilling of containers of liquids for human consumption and on the disposal of used containers • 2014 review included new targets • 2015 revision includes lightweight plastic carrier bags	• Recycling and reuse of municipal waste: 70% by 2030 • Recycling and reuse of packaging waste: 80% by 2030 • Phasing out landfilling by 2025 of recyclable waste in non hazardous landfills	
Waste Electrical and Electronic Equipment (WEEE) Directive	• Collection, recycling and recovery targets for all types of electrical goods • 10 categories: Large household appliances, Small household appliances, IT and telco equipment, Consumer equipment, Lighting equipment, Electrical and electronic tools, Toys, Leisure and sports equipment, Medical devices, Monitoring and control instruments, Automatic dispensers	• The overall aim is for the EU to recycle at least 85% of electrical and electronics waste equipment by 2016	
Landfill Directive	• The objective of the Directive is to prevent or reduce as far as possible negative effects on the environment • In particular: surface water, groundwater, soil, air, and on human health from the landfilling of waste by introducing stringent technical requirements for waste and landfills.	• Amount of biodegradable municipal waste reduced to 50% in 2009 and to 35% in 2016 (compared to 1995 levels)	
End of Life Vehicle (ELV) Directive	• Aims at reduction of waste arising from end-of-life vehicles • The scope of the directive is limited to passenger cars and light commercial vehicles	• Reuse and recycling: 85% • Reuse and recovery: 95%	

Source: www.ec.europa.eu, www.Eurometrec.org, wastemanagementworld.com,

MARKET SIZE RECYCLING

Total annual market size

EUR million



Market growth

- Market expected to grow at around 7-9% per year, lower than previous expectations due to economic slowdown
- Demand in old world flattening, while new markets expected to drive growth
- Existing segments will serve as a base, whilst the majority of growth will come from:
  - New geographies
  - New applications
  - New products

RECYCLING: APPLICATIONS AND SENSOR TECHNOLOGY

TOMRA SORTING SOLUTIONS | RECYCLING

	HOUSEHOLD WASTE	PACKAGING	C & D	AUTOMOBILE SHREDDER	ELECTRONIC SCRAP
MATERIAL	• Hard plastics • Plastic film • Mixed paper • RDF • Metals • Organics/ Biomass	• Plastics • Plastic film • Cardboard • Mixed paper • Deinking paper • Metal	• Inert material • Plastic film • Metals • Wood • Paper & Cardboard • Plastics	• NF metal • Stainless steel • Copper cables • Copper • Brass • Aluminum • Meatball sorting	• Printed circuit boards • Non-ferrous metal concentrates • Cables • Copper • Brass • Stainless steel • Meatball sorting
SENSOR TECHNOLOGY	NIR EM VIS XRT	NIR VIS EM	NIR VIS XRT EM	NIR VIS XRT EM COLOR XRF	XRT EM NIR COLOR XRF

Mixed paper

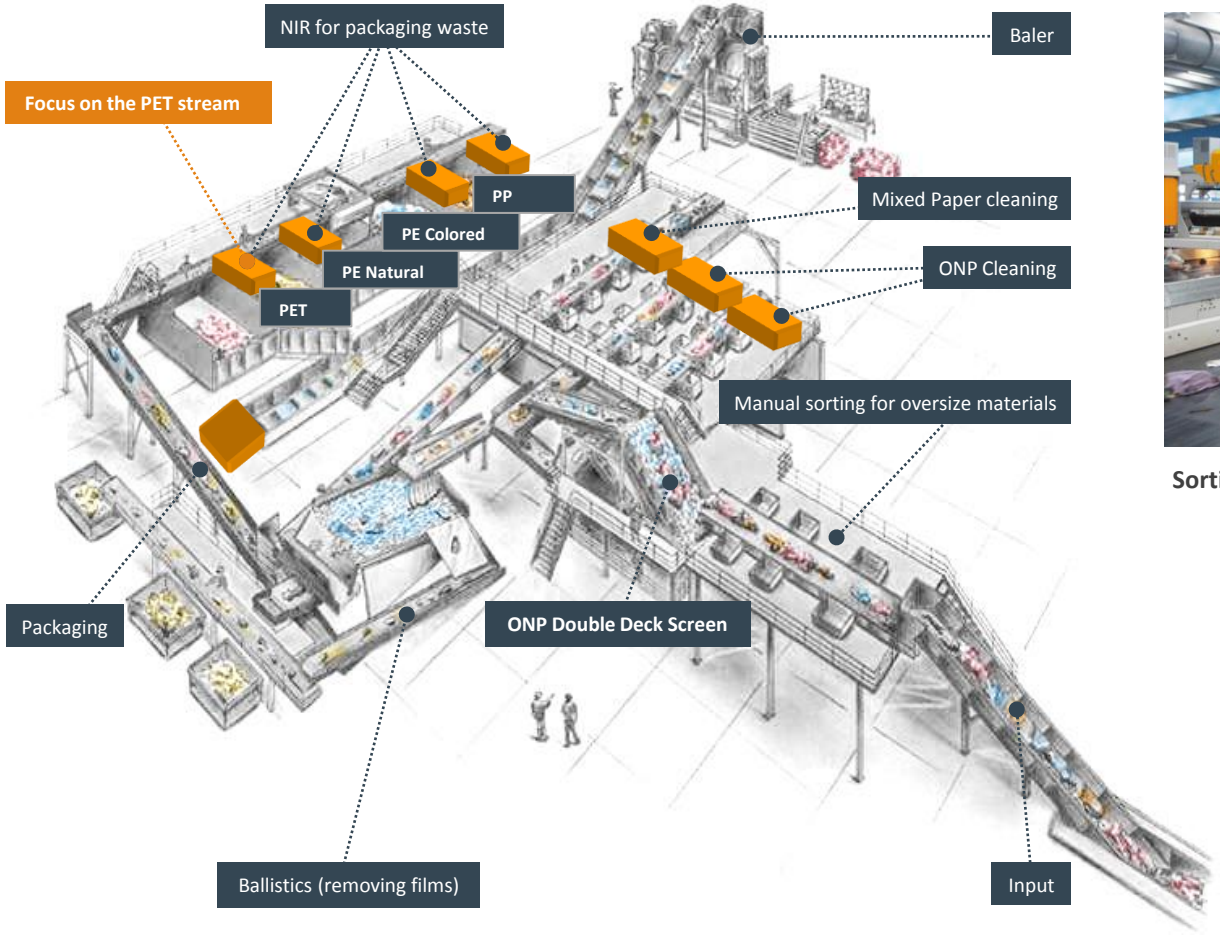
PE/PP flakes

Cleaned wood

Copper Wire

Brass

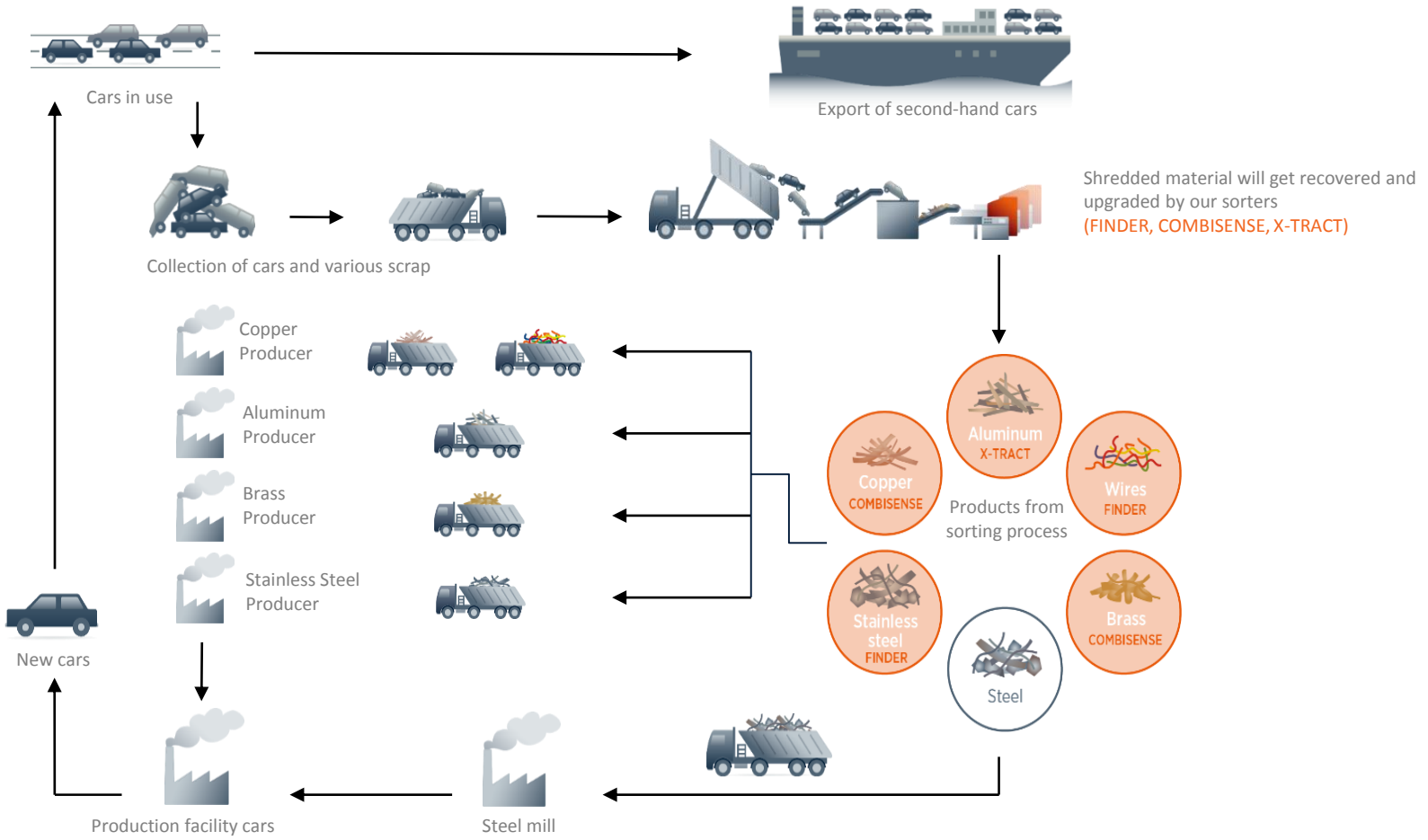
AUTOMATED WITH TOMRA SORTING UNITS



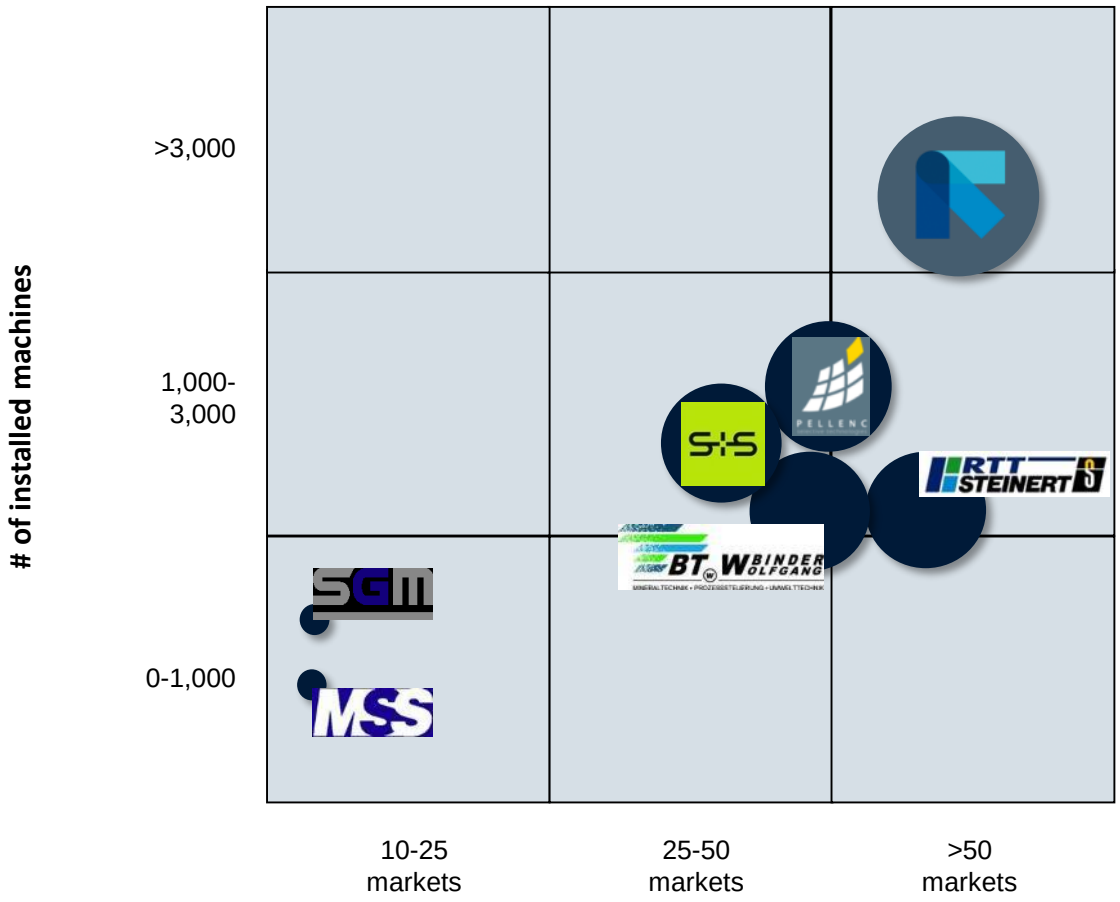
Sorting of Municipal Solid Waste, Cyprus

SENSOR-BASED TECHNOLOGY CREATES VALUE IN VARIOUS PARTS OF A RECYCLING PROCESS

Life cycle of Steel from End-of-life vehicles



RECYCLING COMPETITIVE LANDSCAPE



TOMRA competitive positioning

- Largest installed base
- Highest revenues
- Broadest technology platform
- Highest number of applications and markets served
- Leading brand
- **Market share: 55-65%**

Source: TOMRA estimates and analysis


SOURCE
INTO
RESOURCE
TOMRA
SORTING SOLUTIONS
MINING

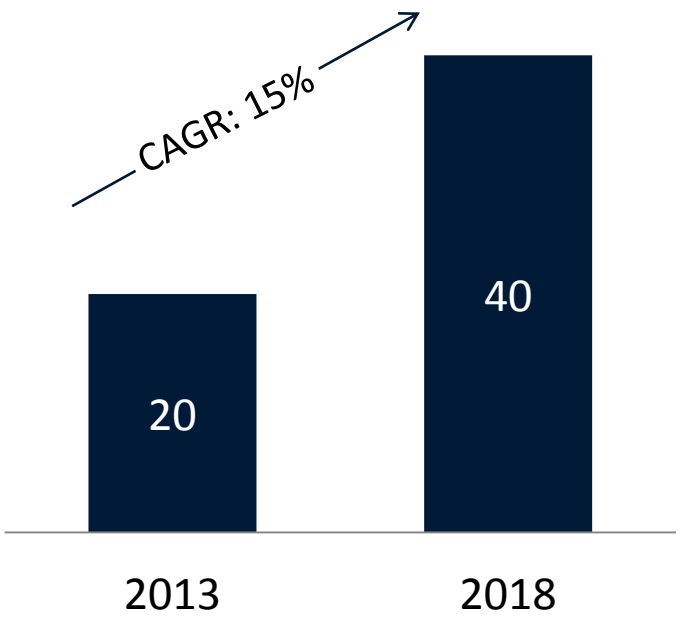
GLOBAL DRIVERS FOR THE MINING SEGMENT

- **Energy costs** and **water stress** are major drivers
- **Demand of all commodities** is expected to grow with increased population and urbanization in the drivers seat
- **Increasing labor costs** in emerging world drive adoption of automatic sorting technologies
- **Mining companies capex** impact the investment sentiment
- Sensor based sorting is considered to be a future solution
    - Hardest competition comes from alternative well proven technologies

MARKET SIZE MINING

Total annual market size

EUR million



Market growth

- Capex has declined recent years
- Sensor based machines sales expected to grow at around 15% per year
  - Growth is however conditional on new applications and technologies being developed
- Sensor based sorting is still a technology to be accepted and growth in this niche has been limited in recent years

MINING: APPLICATIONS AND SENSOR TECHNOLOGY

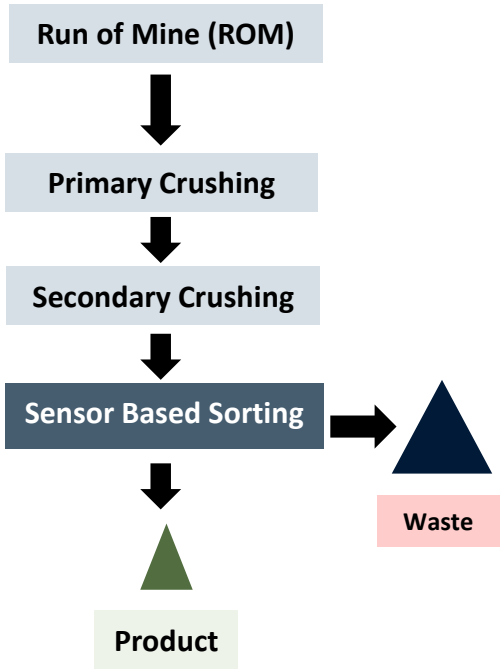
TOMRA SORTING SOLUTIONS | MINING

	INDUSTRIAL MINERALS	BASE & Fe METALS	FUEL/ ENERGY	PRECIOUS METALS	DIAMONDS & GEMS	METAL SLAG
COMMODITY	• Calcite • Quarts • Feldspar • Magnesite • Talcum • Dolomite • Salt	•Copper • Zinc • Nickel • Tungsten • Iron • Manganese • Chromite	• Coal • Uranium	• Gold • Platinum	• Diamonds • Tanzanite • Colored gemstones	• Stainless steel • Copper • Chrome
SENSOR TECHNOLOGY	COLOR XRT NIR XRF	XRT COLOR EM NIR	XRT RM	XRT COLOR XRF NIR	COLOR XRT XRF NIR	XRT XRF EM

Calcite | Copper | Coal | Gold | Diamonds | Ferro Silica Slag

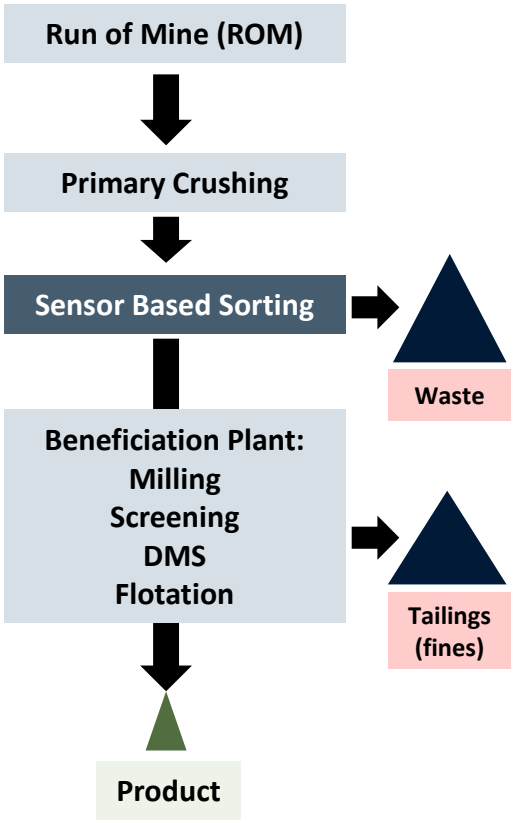
THE CONCEPT OF SENSOR-BASED SORTING IN MINING

Mining process:
Industrial minerals



- 15% to 50% of the ROM can be rejected in an early stage of the process (application dependent)
- These low grade waste rocks don't need to be transported, crushed, grinded or further treated

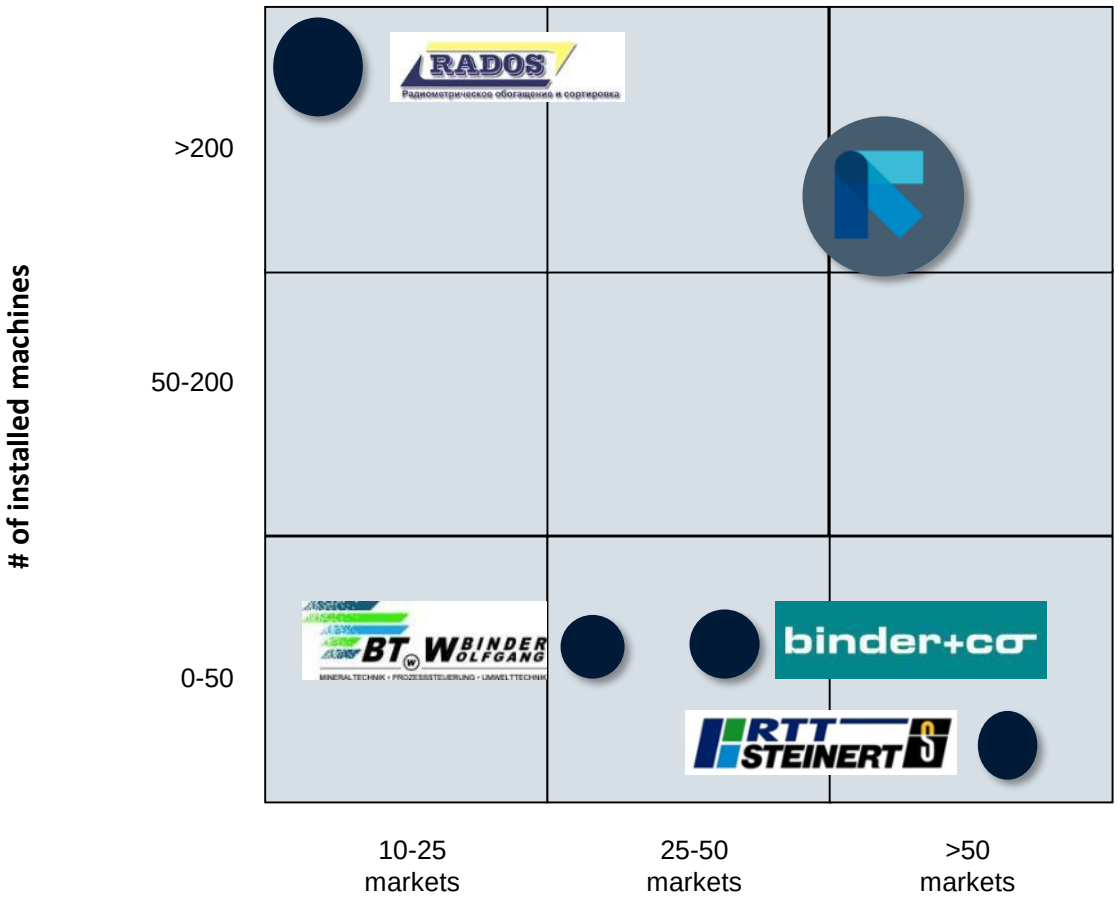
Mining process:
Metal mining



Current segment

Potential new segment

MINING COMPETITIVE LANDSCAPE



TOMRA competitive positioning

- Wide geographical coverage
- Broadest technology platform
- Leading brand
- **Market share: 40-50%**

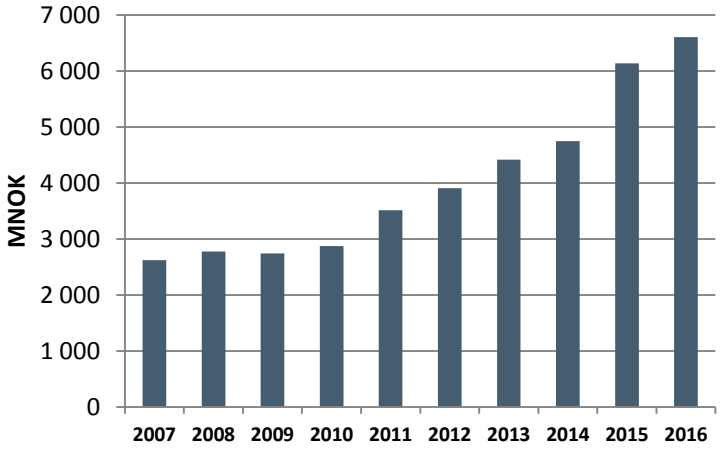
Source: TOMRA estimates and analysis

Historical financial performance

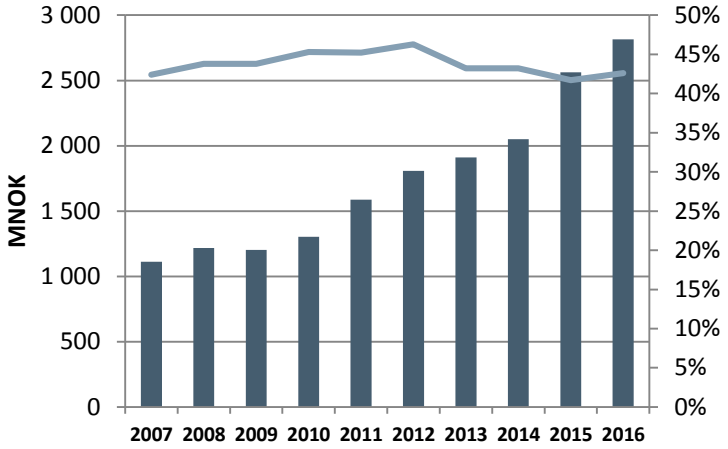


KEY FINANCIALS DEVELOPMENT

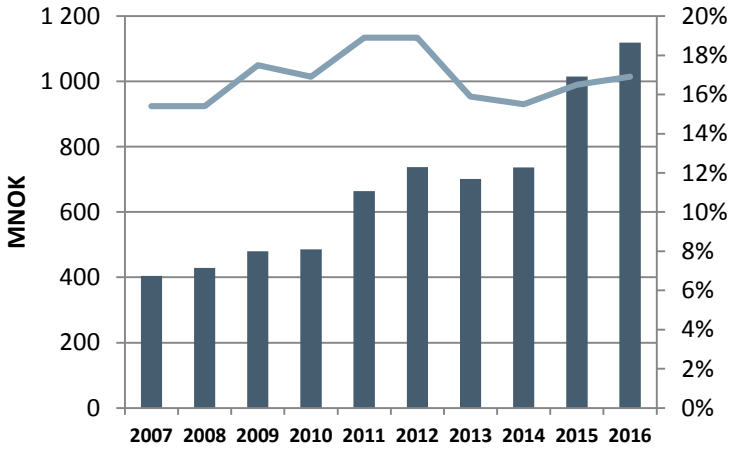
Revenues



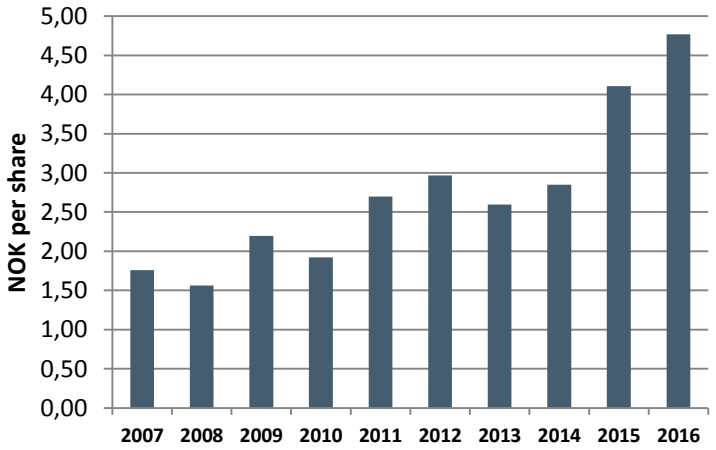
Gross Contribution and margin



EBITA and margin



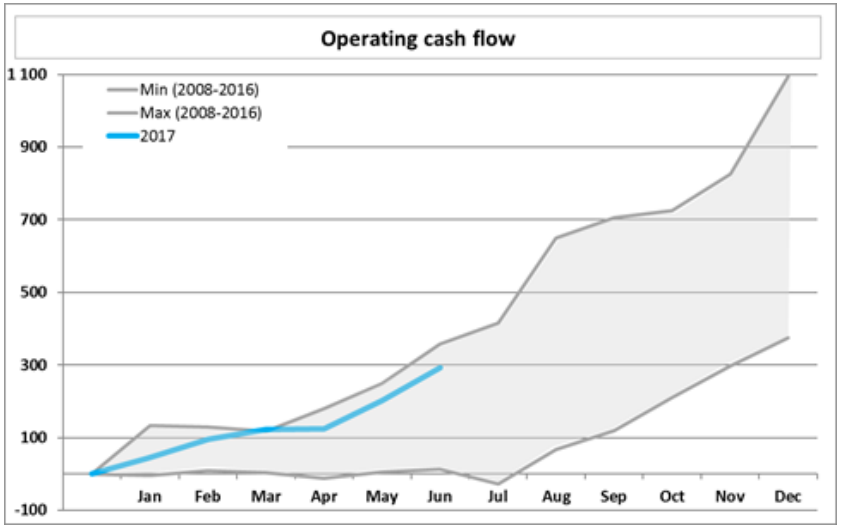
Earnings per share



EPS from continued operations, excluding other items

FINANCIAL HIGHLIGHTS
BALANCE SHEET, CASH FLOW AND CAPITAL STRUCTURE

Amounts in NOK million	30 June 2017	30 June 2016	31 Dec 2016
ASSETS	**8,260**	**7,355**	**7,115**
• Intangible non-current assets	3,364	2,810	2,750
• Tangible non-current assets	839	793	801
• Financial non-current assets	362	318	342
• Inventory	1,220	1,275	1,127
• Receivables	1,976	1,766	1,696
• Cash and cash equivalents	499	393	399
LIABILITIES AND EQUITY	**8,260**	**7,355**	**7,115**
• Equity	4,275	3,846	4,192
• Minority interest	197	186	178
• Interest bearing liabilities	1,480	1,252	760
• Non-interest bearing liabilities	2,308	2,071	1,985



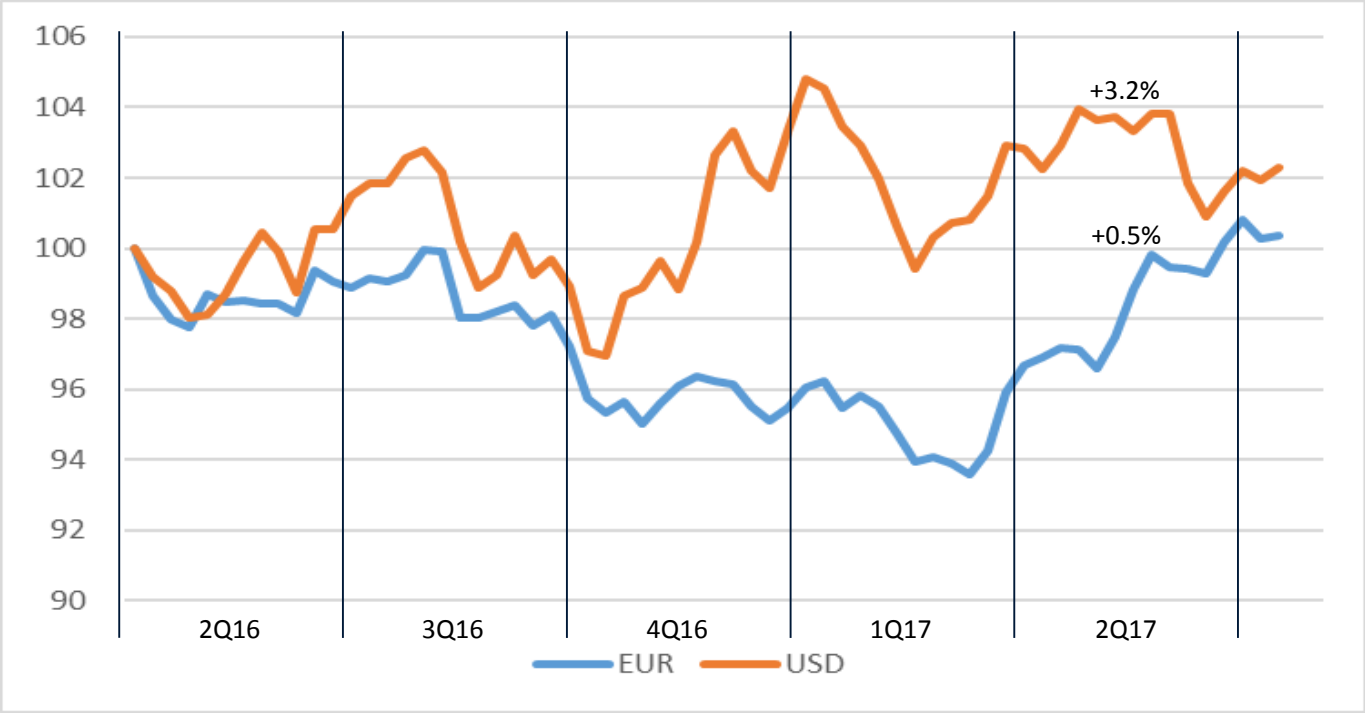
Ordinary cashflow from operations

- 170 MNOK (239 MNOK in 2Q 2016)

Solidity

- 52% equity
- NIBD/EBITDA = 0.7 (Rolling 12 months)
- Dividend of NOK 2.10 (NOK 1.75 last year) payed out 11 May 2017

CURRENCY



Limited impact from currencies in 2Q17 vs 2Q16

Revenues and expenses per currency;

NOTE: Rounded figures

	EUR*	USD	NOK	NZD	OTHER	TOTAL
Revenues	45 %	40 %	0 %	0 %	15 %	100 %
Expenses	45 %	30 %	5 %	5 %	15 %	100 %
EBITA	**45 %**	**90 %**	**- 25 %**	**- 25 %**	**15 %**	**100 %**

*** EUR includes DKK**

CURRENCY EXPOSURE

Revenues and expenses per currency;

NOTE: Rounded figures

	EUR*	USD	NOK	NZD	OTHER	TOTAL
Revenues	45 %	40 %	0 %	0 %	15 %	100 %
Expenses	45 %	30 %	5 %	5 %	15 %	100 %
EBITA	**45 %**	**90 %**	**- 25 %**	**- 25 %**	**15 %**	**100 %**

*** EUR includes DKK**

10% change in NOK towards other currencies will impact;

	Revenues	Expenses	EBITA
EUR*	4.5%	4.5%	4.5%
USD	4.0%	3.0%	9.0%
NZD	0.0%	0.5%	-2.5%
OTHER	1.5%	1.5%	1.5%
ALL	**10.0%**	**9.5%**	**12.5%**

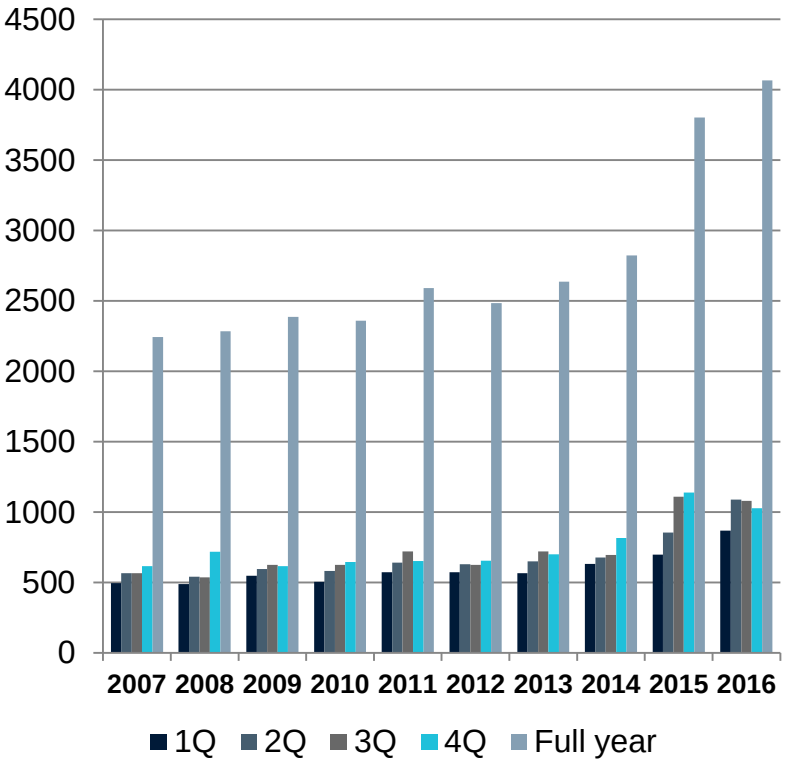
*** EUR includes DKK**

HEDGING POLICY

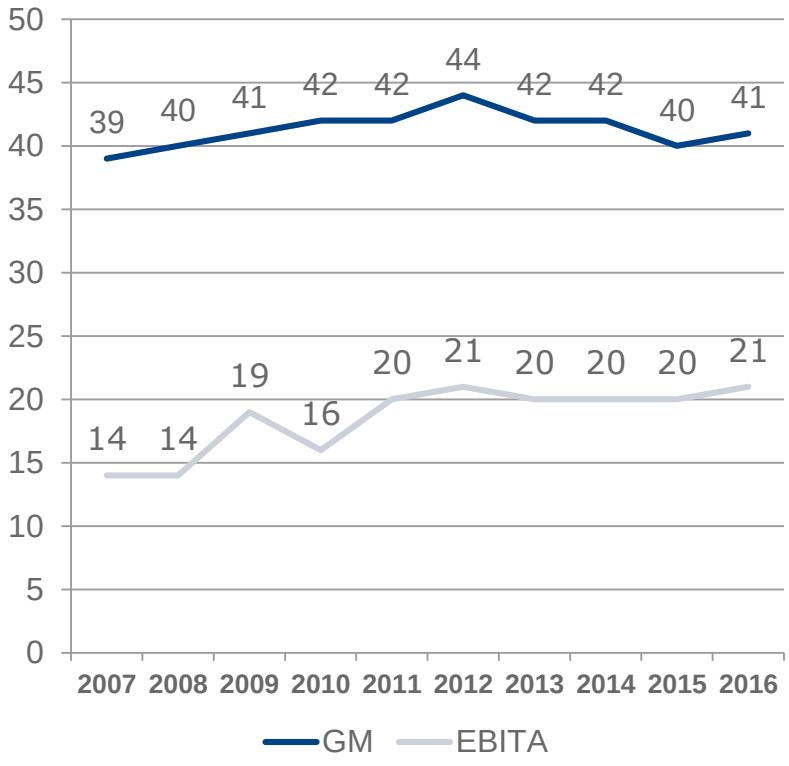
- TOMRA hedges B/S items that will have P/L impact on currency fluctuations
- TOMRA can hedge up to one year of future predicted cash flows. Gains and losses on these hedges are recorded in the finance line, not influencing EBITA

COLLECTION SOLUTIONS – SEGMENT FINANCIALS

Revenue development
NOK million

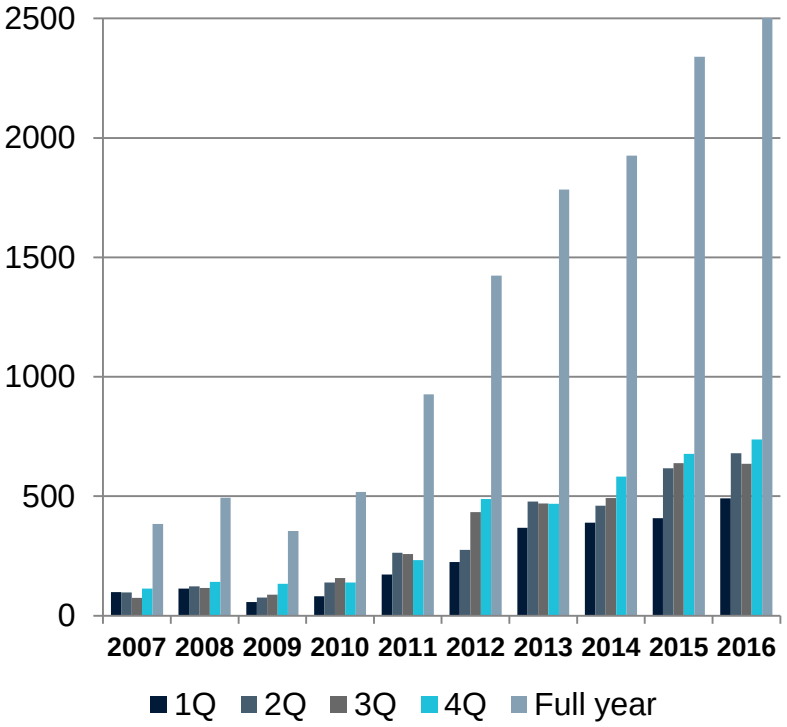


Gross and EBITA margin development
Percent

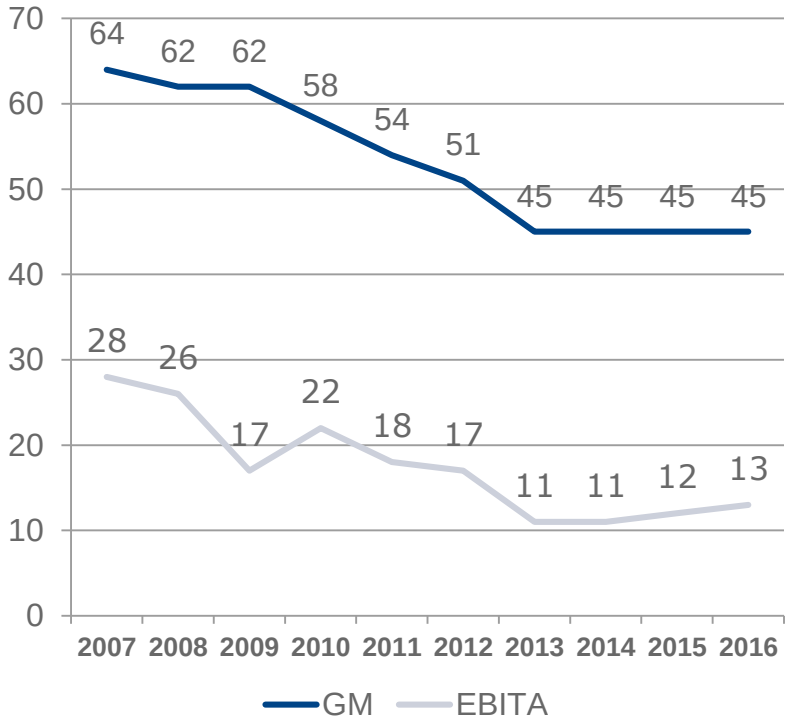


SORTING SOLUTIONS – SEGMENT FINANCIALS

Revenue development
NOK million



Gross and EBITA margin development
Percent



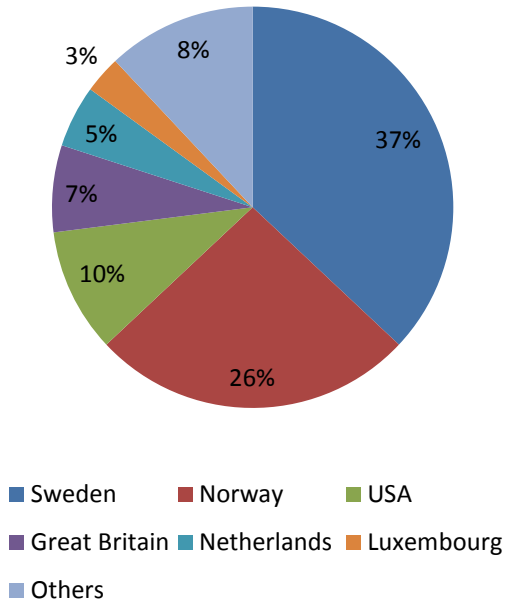
TOMRA SHAREHOLDER STRUCTURE

Top 10 shareholders as of 30th of June 2017

1	Investment AB Latour	39 000 000	26.3%	
2	Folketrygdfondet	10 329 393	7.0%	
3	The Bank of New York BNYM, Stichting Dep	7 845 000	5.3%	(NOM)
4	Skandinaviska Enskilda A/C Clients account	4 330 635	2.9%	(NOM)
5	Goldman Sachs & Co	4 034 979	2.7%	
6	Clearstream Banking	2 736 612	1.8%	
7	ODIN Norge	2 280 188	1.5%	
8	Danske invest Norske C/O Danske Capital A	2 190 530	1.6%	(NOM)
9	Nordea Nordic Small	2 149 276	1.5%	
10	SEB Sverigefond SMAB	2 042 250	1.4%	
	Sum Top 10	**76 983 863**	**52.0%**	
	Other shareholders	**71 036 215**	**48.0%**	
	TOTAL (5,781 shareholders)	**148 020 078**	**100.0%**	

Source: VPS

Shareholders by country



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