

4TH QUARTER 2016 RESULTS ANNOUNCEMENT

HIGHLIGHTS FROM 2016

Revenues

- **Revenues of 6,610 MNOK** (6,143 MNOK in 2015) Currency adjusted revenues were:
 - Up 4% for TOMRA Group
 - Up 4% in TOMRA Collection Solutions
 - Up 5% in TOMRA Sorting Solutions

Gross margin

- **Gross margin 43%**, up from 42% in 2015
 - Improved margin in TOMRA Collection Solutions
 - Stable margin in TOMRA Sorting Solutions

Operating expenses

- **Operating expenses 1,695 MNOK** (1,548 MNOK in 2015)
 - Up 5% adjusted for currency

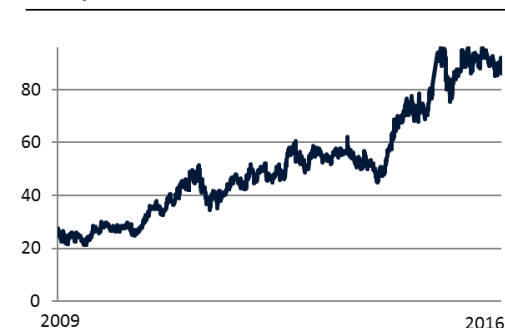
EBITA

- **EBITA of 1,119 MNOK** (1,015 MNOK in 2015)

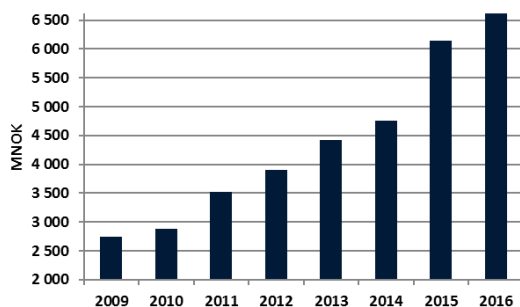
Cashflow

- **Cashflow from operations of 1,095 MNOK** (914 MNOK in 2015)

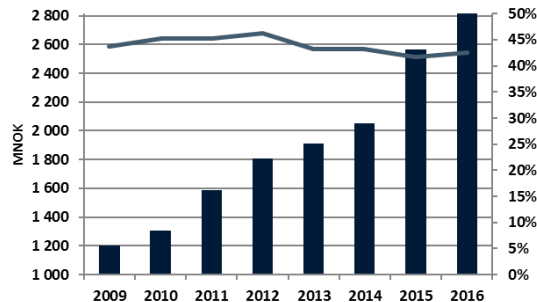
Share price



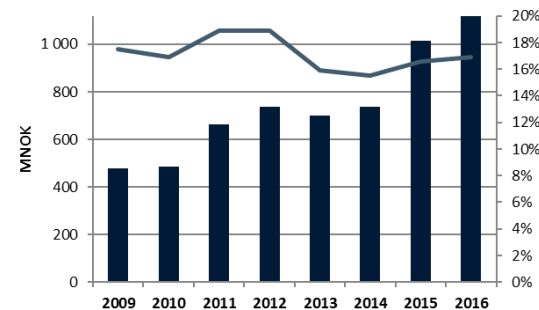
Revenues



Gross Contribution and margin



EBITA and margin



HIGHLIGHTS FROM THE QUARTER

Revenues

- **Revenues of 1,766 MNOK** (1,816 MNOK in fourth quarter 2015)
Currency adjusted revenues were:
 - Stable for TOMRA Group
 - Down 7% in TOMRA Collection Solutions
 - Up 11% in TOMRA Sorting Solutions

Gross margin

- **Gross margin 42%**, up from 41% in fourth quarter 2015
 - Slightly improved margin in TOMRA Collection Solutions
 - Slightly improved margin in TOMRA Sorting Solutions

Operating expenses

- **Operating expenses of 427 MNOK** (404 MNOK in fourth quarter 2015)
 - Including 6 MNOK in transaction costs for Compac

EBITA

- **EBITA of 316 MNOK** (347 MNOK in fourth quarter 2015)

Cashflow

- **Cash flow from operations of 390 MNOK** (343 MNOK in fourth quarter 2015)

TOMRA Collection

- Good momentum in Germany, due to replacement demand
- High activity in the Nordic market, due to replacement in Sweden

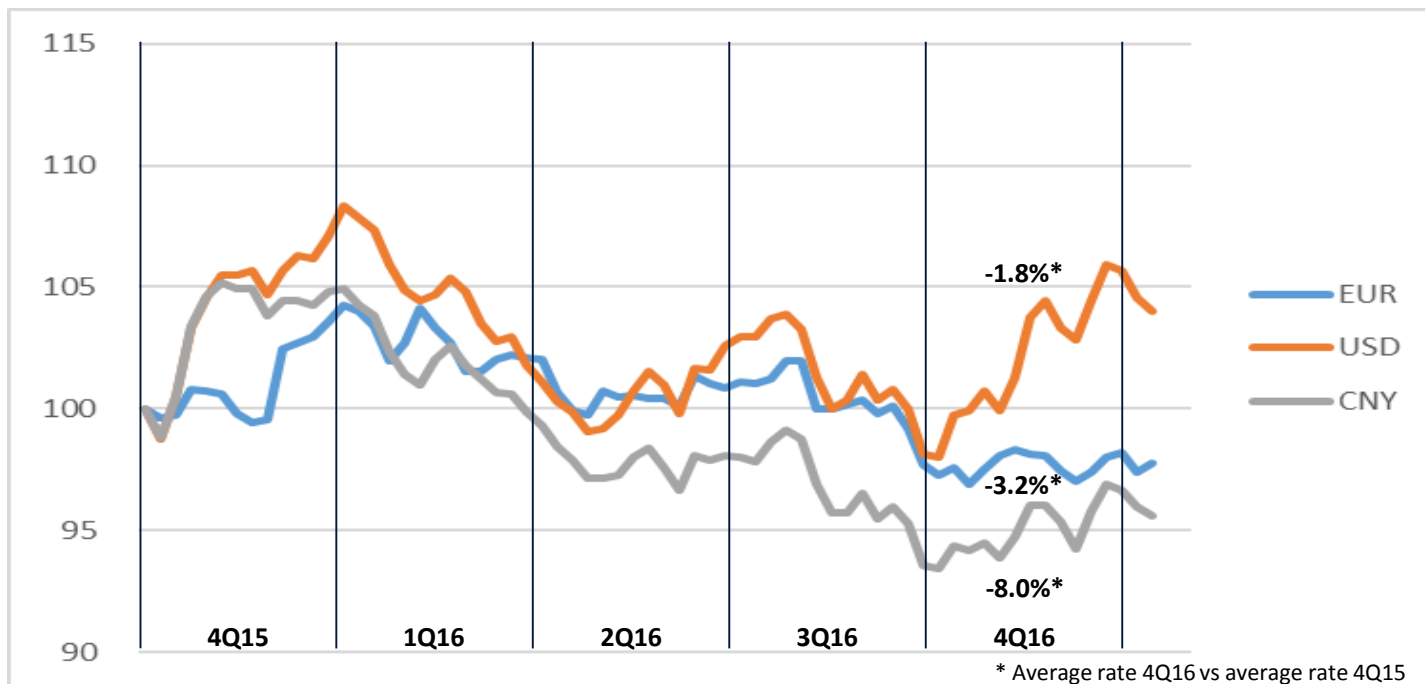
TOMRA Sorting Solutions

- **Order intake of 649 MNOK**, up from 551 MNOK same period last year, currency adjusted up 20%
- **Order backlog of 704 MNOK**, up from 659 MNOK at the end of fourth quarter 2015

Other

- TOMRA to acquire New Zealand sorting machine manufacturer **Compac**

CURRENCY



Some negative impact from currencies in 4Q16 vs 4Q15

Revenues and expenses per currency;

NOTE: Rounded figures

	EUR**	USD	NOK	SEK	OTHER	TOTAL
Revenues	45 %	30 %	5 %	10 %	10 %	100 %
Expenses	45 %	25 %	10 %	10 %	10 %	100 %
EBITA	45%	50 %	- 15 %	10 %	10 %	100 %

** EUR includes DKK

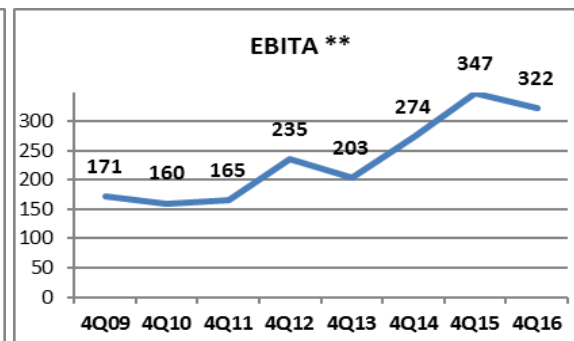
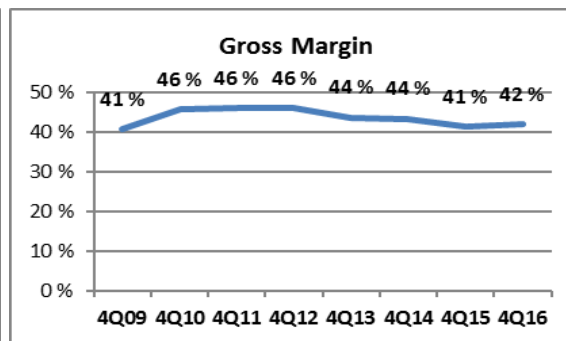
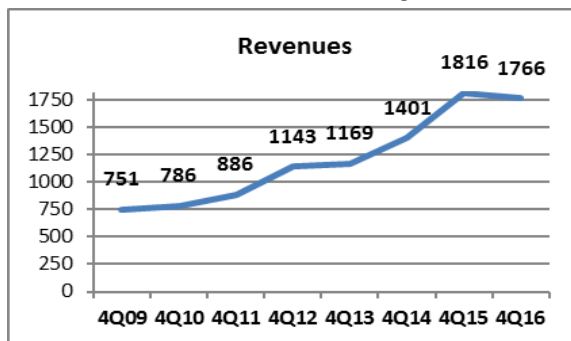
Including CNY

FINANCIAL HIGHLIGHTS

P&L STATEMENT

	4 th Quarter			YTD		
<i>Amounts in NOK million</i>	2016	2015	15 Adj*	2016	2015	15 Adj*
Revenues	1,766	1,816	1,775	6,610	6,143	6,350
• Collection Solutions	1,028	1,139	1,110	4,065	3,803	3,921
• Sorting Solutions	738	677	665	2,545	2,340	2,429
Gross contribution	743	751	740	2,814	2,563	2,660
<i>in %</i>	42%	41%	42%	43%	42%	42%
Operating expenses	427	404	400	1,695	1,548	1,612
EBITA	316	347	340	1,119	1,015	1,048
<i>in %</i>	18%	19%	19%	17%	17%	16%
<i>One time costs included in operating expenses</i>	6	-	-	12	-	-

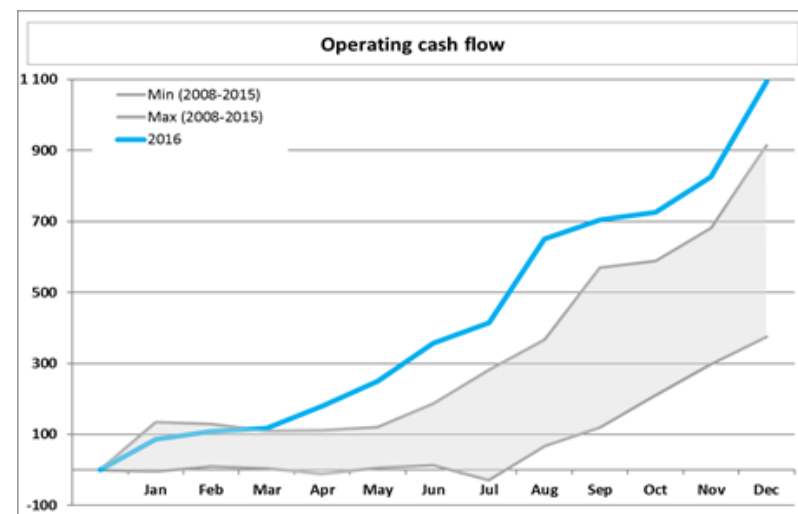
*2015 actual restated at 2016 exchange rates, estimated



FINANCIAL HIGHLIGHTS

BALANCE SHEET, CASH FLOW AND CAPITAL STRUCTURE

<i>Amounts in NOK million</i>	31 Dec 2016	31 Dec 2015
ASSETS	7,115	7,317
• Intangible non-current assets	2,750	2,891
• Tangible non-current assets	801	838
• Financial non-current assets	342	316
• Inventory	1,127	1,209
• Receivables	1,696	1,751
• Cash and cash equivalents	399	313
LIABILITIES AND EQUITY	7,115	7,317
• Equity	4,192	3,945
• Minority interest	178	161
• Interest bearing liabilities	760	1,206
• Non-interest bearing liabilities	1,985	2,005



Ordinary cashflow from operations

- 390 MNOK (343 MNOK in 4Q 2015)

Solidity

- 59% equity
- NIBD/EBITDA = 0.3x (Rolling 12 months)
- The Board proposes a dividend of NOK 2.10 per share, up from NOK 1.75 last year

A young boy with short brown hair is smiling and holding two blue aluminum cans over his eyes, using them as binoculars. He is wearing a black long-sleeved shirt with a white graphic of a skull. The background is a plain, light blue wall. A dark grey horizontal band is overlaid across the middle of the image, containing the text 'TOMRA COLLECTION SOLUTIONS' in white capital letters.

TOMRA COLLECTION SOLUTIONS

HIGHLIGHTS COLLECTION SOLUTIONS

Overall

- **Revenues of 1,028 MNOK**, down from 1,139 MNOK in fourth quarter 2015
 - Revenues down 7% in local currencies
- **Gross margin was 39%** in the period
 - Slightly up from same quarter last year
- **Operating expenses of 204 MNOK**
 - Up 4% currency adjusted
- **EBITA decreased** from 242 MNOK to **198 MNOK**
 - Down 16% currency adjusted, due to lower revenues

Europe

- Currency adjusted revenues down 9% in Europe
 - Still good momentum in **Germany** due to replacement demand, but revenues down compared to a strong fourth quarter 2016
 - High activity in the Nordic region due to replacement in **Sweden** and **Lithuanian** deposit introduction

North America

- US revenues up 2% in local currencies
 - Increased machine sales compensated for somewhat lower throughput volumes

Asia/Pacific

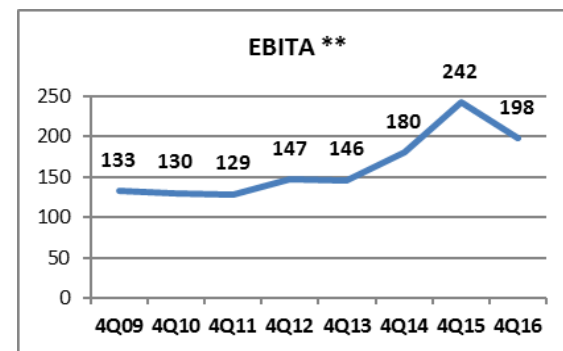
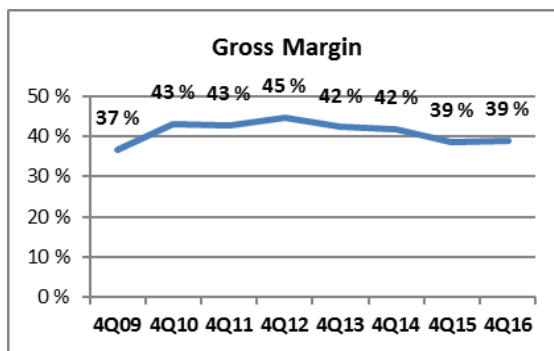
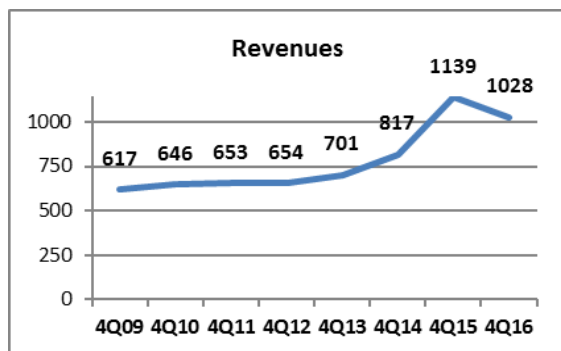
- New South Wales (Australia) to implement deposit from 1 December 2017
 - Tomra's eventual role in the deposit scheme still to be defined



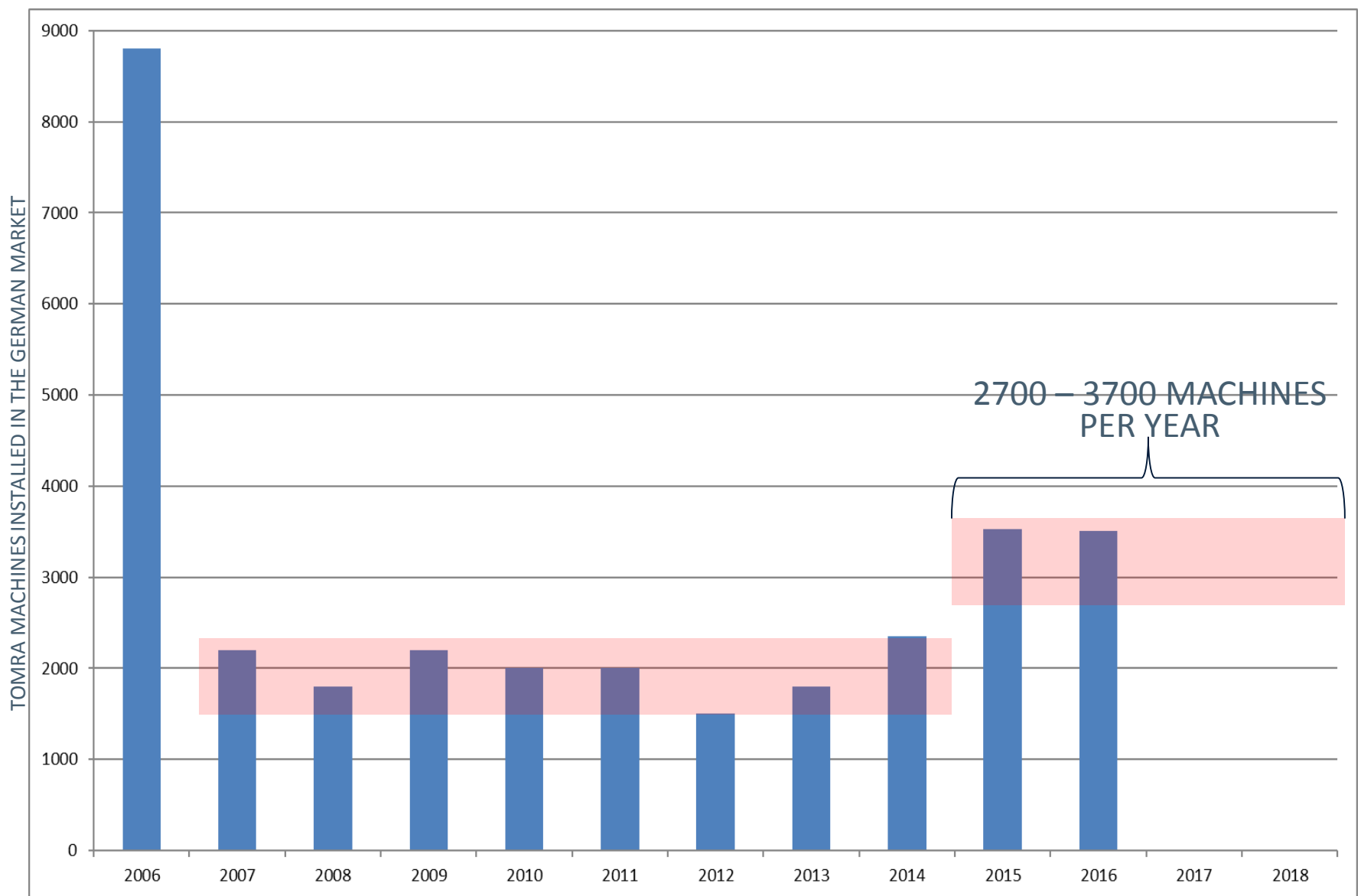
COLLECTION SOLUTIONS FINANCIALS

	4 th Quarter			YTD		
Amounts in NOK million	2016	2015	15 Adj*	2016	2015	15 Adj*
Revenues	1,028	1,139	1,110	4,065	3,803	3,921
• Nordic	157	152		665	526	
• Europe (ex Nordic)	505	616		1,860	1,809	
• North America	354	353		1,474	1,393	
• Rest of the world	12	18		66	75	
Gross contribution	402	441	430	1,664	1,510	1,562
<i>in %</i>	39%	39%	39%	41%	40%	40%
Operating expenses	204	199	195	821	749	777
EBITA	198	242	235	843	761	785
<i>in %</i>	19%	21%	21%	21%	20%	20%

*2015 actual restated at 2016 exchange rates, estimated



GERMANY REPLACEMENT UPDATE



A close-up, high-speed photograph of a mechanical sorting process. Several bright yellow, elongated objects, likely potato chips, are being moved by a conveyor system. A high-pressure water spray is directed at the objects, creating a mist of fine droplets. The background is dark and industrial, with metallic surfaces and structural components visible.

TOMRA SORTING SOLUTIONS

HIGHLIGHTS SORTING SOLUTIONS

Revenues

- **Revenues equaled 738 MNOK** in fourth quarter 2016, up from 677 MNOK in fourth quarter 2015
 - Revenues up 11% in local currencies

Gross margin

- **Gross margin was 46% in the period**
 - Slightly up from same quarter last year

EBITA

- **EBITA of 134 MNOK** (115 MNOK in fourth quarter 2015)

Orders

- **Order intake of 649 MNOK**, up from 551 MNOK same period last year
- **Order backlog of 704 MNOK**, down from 793 MNOK at the end of third quarter 2016



BUSINESS STREAM UPDATE

FOOD



- Overall good momentum
- Revenues in 4Q16 significantly up from 4Q15
- Order intake significantly up quarter over quarter

RECYCLING



- Continuing low commodity prices still have somewhat negative effect on performance
- Revenues in 4Q16 slightly down compared to 4Q15,
- Order intake up quarter over quarter

MINING

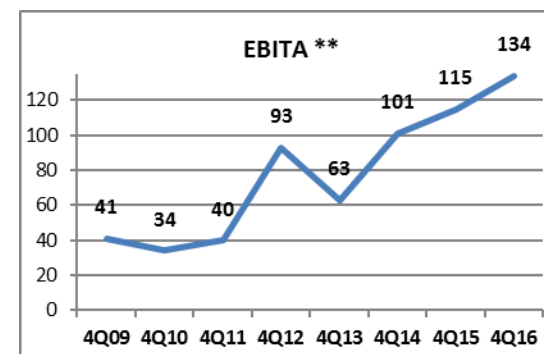
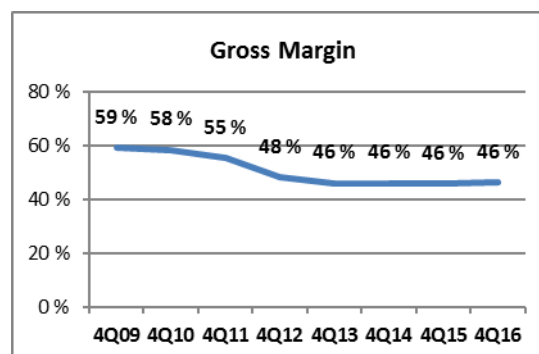
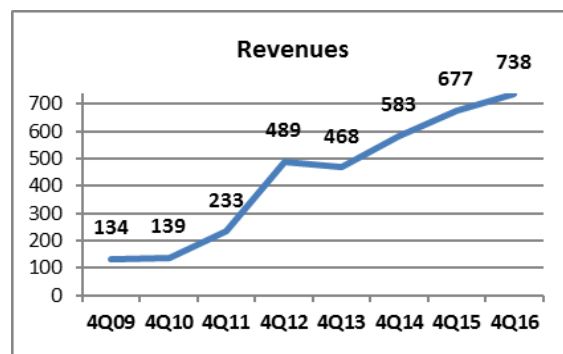


- Market remains depressed in most commodities
- Revenues and order intake both up from same quarter last year
- 227-carat stone found at the Lulo mine (see picture)

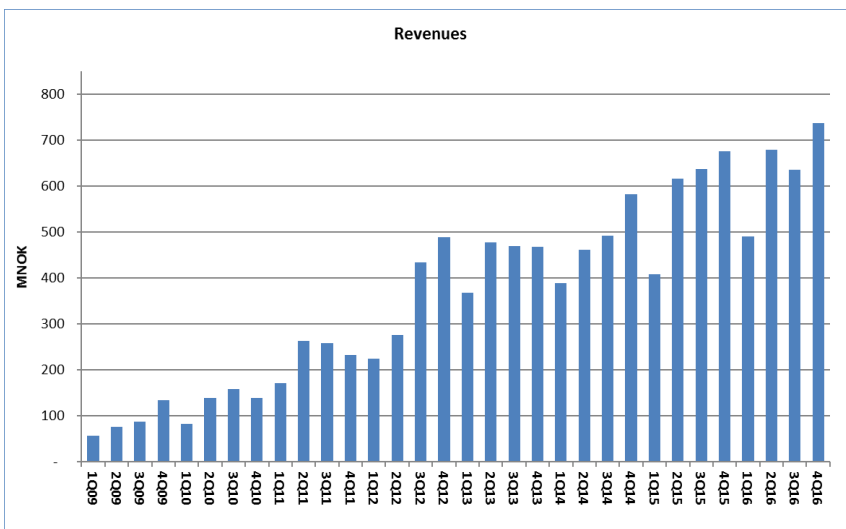
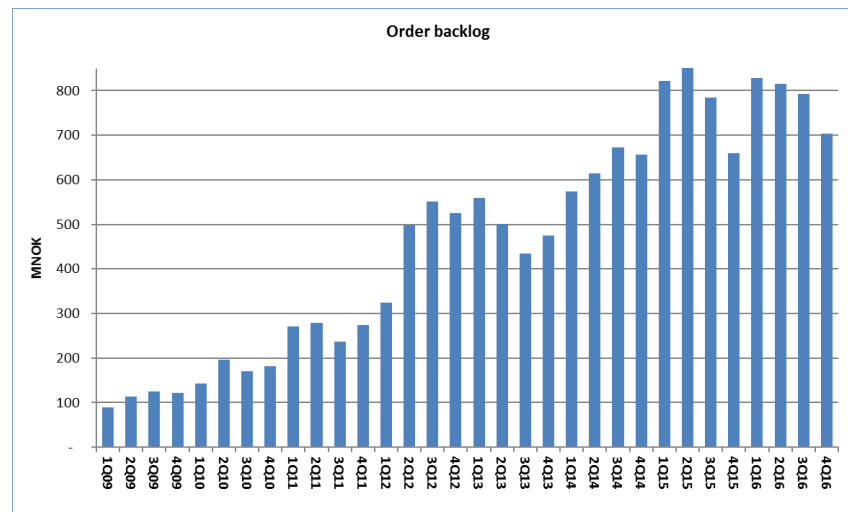
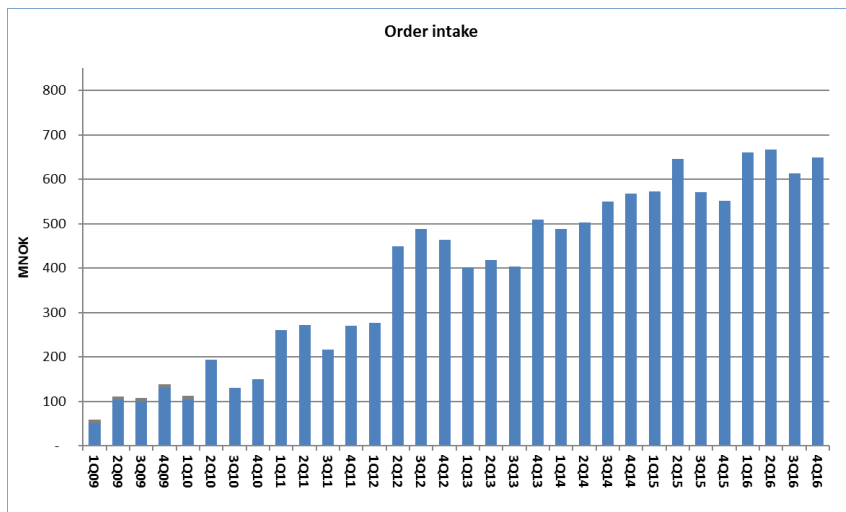


SORTING SOLUTIONS FINANCIALS

	4 th Quarter			YTD		
Amounts in NOK million	2016	2015	15 Adj*	2016	2015	15 Adj*
Revenues	738	677	665	2,545	2,340	2,429
• Europe	290	305		1,100	1,089	
• North America	194	179		805	685	
• South America	47	35		80	92	
• Asia	122	132		368	366	
• Oceania	48	13		115	52	
• Africa	37	13		77	56	
Gross contribution	341	310	310	1,150	1,053	1,098
<i>in %</i>	46%	46%	47%	45%	45%	45%
Operating expenses	207	195	193	822	763	798
EBITA	134	115	117	328	290	300
<i>in %</i>	18%	17%	18%	13%	12%	12%



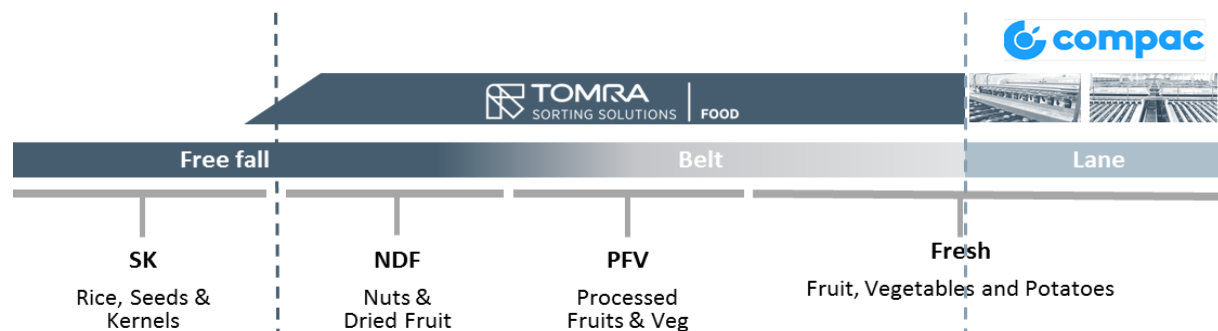
BACKLOG DEVELOPMENT AND MOMENTUM



- Order intake of 649 MNOK in the quarter (up from 551 MNOK same quarter last year)
- Revenues were 738 MNOK (compared to 677 MNOK in 4Q16)
- Order backlog of 704 MNOK, up from 659 MNOK at the end of fourth quarter 2015
- Estimated backlog conversion ratio in 1Q17: 70-75%*
- NOTE: Figures do not include Compac, which will be consolidated from 1 February 2017

* Based upon current production and delivery plans, the revenues in 1Q17 (ex Compac) are estimated to be approximately 70-75% of order backlog at the end of 4Q16

EXPANDING FURTHER IN FOOD SORTING



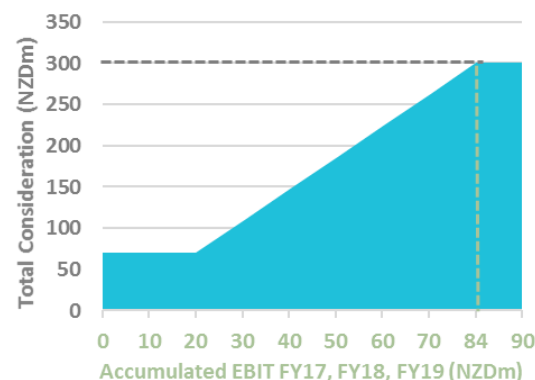
- TOMRA signed 11 October a sales and purchase agreement with the owners of Compac Holding Ltd (Compac), acquiring 100 per cent of the shares in the company.
- Closing of the transaction took place 31 January 2017, after Tomra obtained approval from the New Zealand Overseas Investment Office. Compac will be consolidated into the Tomra Group accounts from 1 February 2017

Compac - Historic performance

Accounting year July-June (Figures in MNZD)	FY14	FY15	FY16	FY17*
Profit and loss				
Revenues	75	105	152	72
EBITDA	8	(1)	3	(3)
EBIT	7	(2)	(1)	(5)
Balance sheet				
	June14	June15	June16	Dec16
Intangible non-current assets	1	8	14	11
Tangible non-current assets	6	10	12	14
Inventory	17	17	24	23
Receivables	8	22	19	17
Cash	4	4	4	9
Total assets	36	61	73	74
Equity	5	5	4	(5)
Interest bearing debt	8	23	29	39
Other liabilities	23	23	38	40
Total debt and equity	36	61	73	74

* 6 months

Earn-out scheme for FY17, FY18 and FY 19



- Total consideration dependent upon financial performance for the period FY17 to FY19
- Progress payments after FY17 (August 2017), FY18 (August 2018) and FY19 (August 2019)
- Total consideration capped at NZD 300m, reached at an accumulated EBIT of NZD 84m for the three year period

NOTE: The Compac Group has as of 1st February 2017 disposed of businesses relating to operations in Spain, and is in the process of re-focusing its operations in Latin America to be sales and services, and not manufacturing. Full year revenue effect of this transactions are assumed to be approximately 25 MNZD .

A large wireframe sphere, resembling a globe or a geodesic dome, is mounted on a tripod-like stand. The scene is set against a bright sunset sky with a large sun on the right. In the foreground, a crowd of people is silhouetted against the horizon. One person in the center of the crowd has their arms raised in a celebratory gesture. The overall mood is one of achievement and shared success.

OUTLOOK AND SHAREHOLDER STRUCTURE

OUTLOOK

Collection Solutions

- The replacement demand in Germany is assumed to continue into 2017, but the replacement in Sweden was to a large extent finished at the end of 2016

Sorting Solutions

- Currently good momentum in Food, but low commodity prices continue to have a somewhat negative influence on the Recycling and Mining performance
- Compac to be consolidated from 1 February 2017

Currency

- Reporting in NOK and with some NOK cost base, TOMRA will be negatively impacted by a strengthening NOK, measured particularly against EUR and USD.

A person is holding two aluminum soda can lids up to their eyes, using them as binoculars. The person is wearing a black t-shirt with a white skull graphic. The background is a plain, light-colored wall. A dark grey horizontal band is overlaid across the middle of the image, containing the text 'Q&A' in white.

Q&A

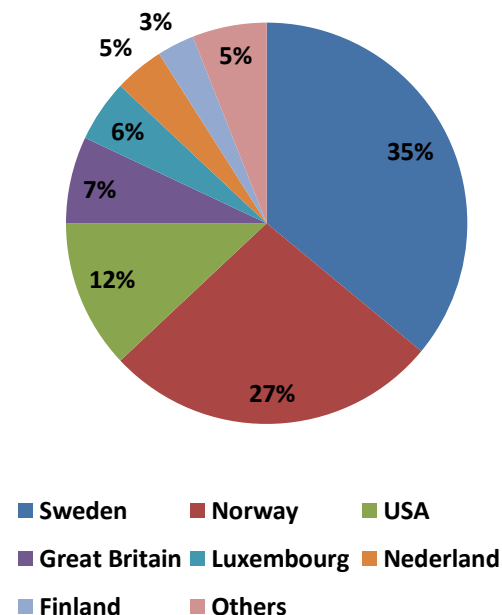
TOMRA SHAREHOLDER STRUCTURE

Top 10 shareholders as of 31st of December 2016

1	Investment AB Latour	38 311 000	25.8%
2	Folketrygdfondet	9 529 819	6.4%
3	The Bank of New York BNYM, Stitching Dep	7 845 000	5.3% (NOM)
4	Skandinaviska Enskilda A/C Clients account	4 055 568	2.7% (NOM)
5	Goldman Sachs & Co	3 395 592	2.3% (NOM)
6	Clearstream Banking	2 751 495	1.9% (NOM)
7	The Bank of New York BNYM	2 612 603	1.8% (NOM)
8	Nordea Nordic Small	2 349 276	1.6%
9	Odin Norge	2 280 188	1.5%
10	Danske invest Norske C/O Danske Capital A	2 219 530	1.5% (NOM)
Sum Top 10		75 350 071	50.9%
Other shareholders		72 670 007	49.1%
TOTAL (5,595 shareholders)		148 020 078	100.0%

Source: VPS

Shareholders by country



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