

4TH QUARTER 2017 RESULTS ANNOUNCEMENT

HIGHLIGHTS FROM 2017

Revenues

- **Revenues of 7,432 MNOK** (6,610 MNOK in 2016) – up 12% (including Compac)
Adjusted for currency and acquisitions, revenues were :
 - Up 1% for TOMRA Group
 - Down 5% in TOMRA Collection Solutions
 - Up 9% in TOMRA Sorting Solutions

Gross margin

- **Gross margin 42%**, down from 43%
 - Improved margin in TOMRA Collection
 - Slightly lower margin in TOMRA Sorting

Operating expenses

- **Operating expenses 2,073 MNOK** (1,695 MNOK in 2016)
 - Up 2% adjusted for currency, acquisitions and ramp up cost Australia

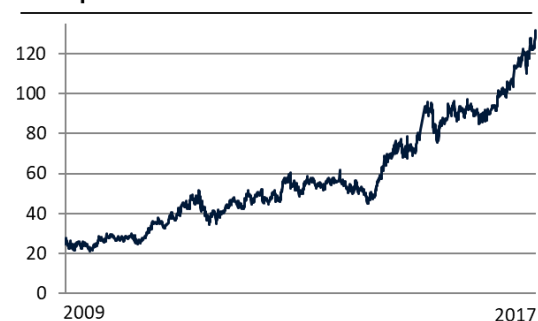
EBITA

- **EBITA of 1,068 MNOK** (1,119 MNOK in 2016)

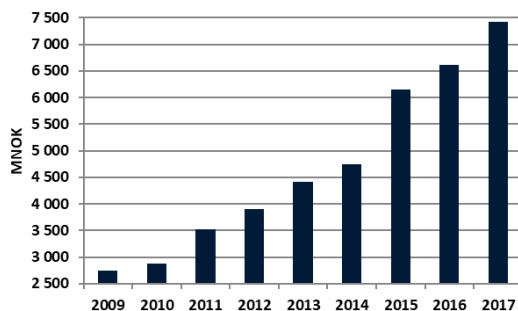
Cashflow

- **Cashflow from operations of 1,023 MNOK** (1,095 MNOK in 2016)

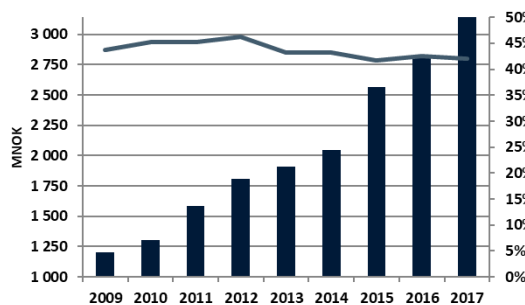
Share price



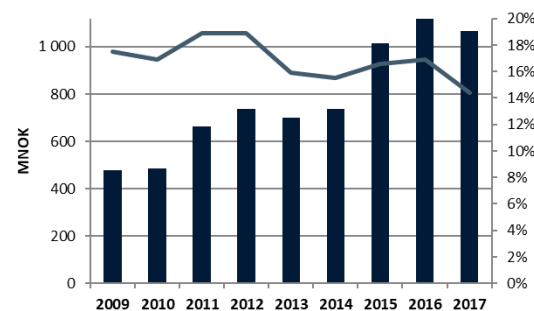
Revenues



Gross Contribution and margin



EBITA and margin



HIGHLIGHTS FROM THE QUARTER

Revenues

- **Revenues of 2,041 MNOK** (1,766 MNOK in fourth quarter 2016) – up 16%
Adjusted for currency and acquisitions, revenues were:
 - Up 2% for TOMRA Group
 - Down 6% in TOMRA Collection Solutions
 - Up 12% in TOMRA Sorting Solutions

Gross margin

- **Gross margin 43%**, up from 42% in fourth quarter 2016
 - Improved margin in TOMRA Collection Solutions
 - Stable margin in TOMRA Sorting Solutions

Operating expenses

- **Operating expenses of 574 MNOK** (427 MNOK in fourth quarter 2016)
 - Up 4% adjusted for currency and acquisitions, and ramp-up in Australia

EBITA

- **EBITA of 301 MNOK** (316 MNOK in fourth quarter 2016)

Cashflow

- **Cash flow from operations of 356 MNOK** (390 MNOK in fourth quarter 2016)

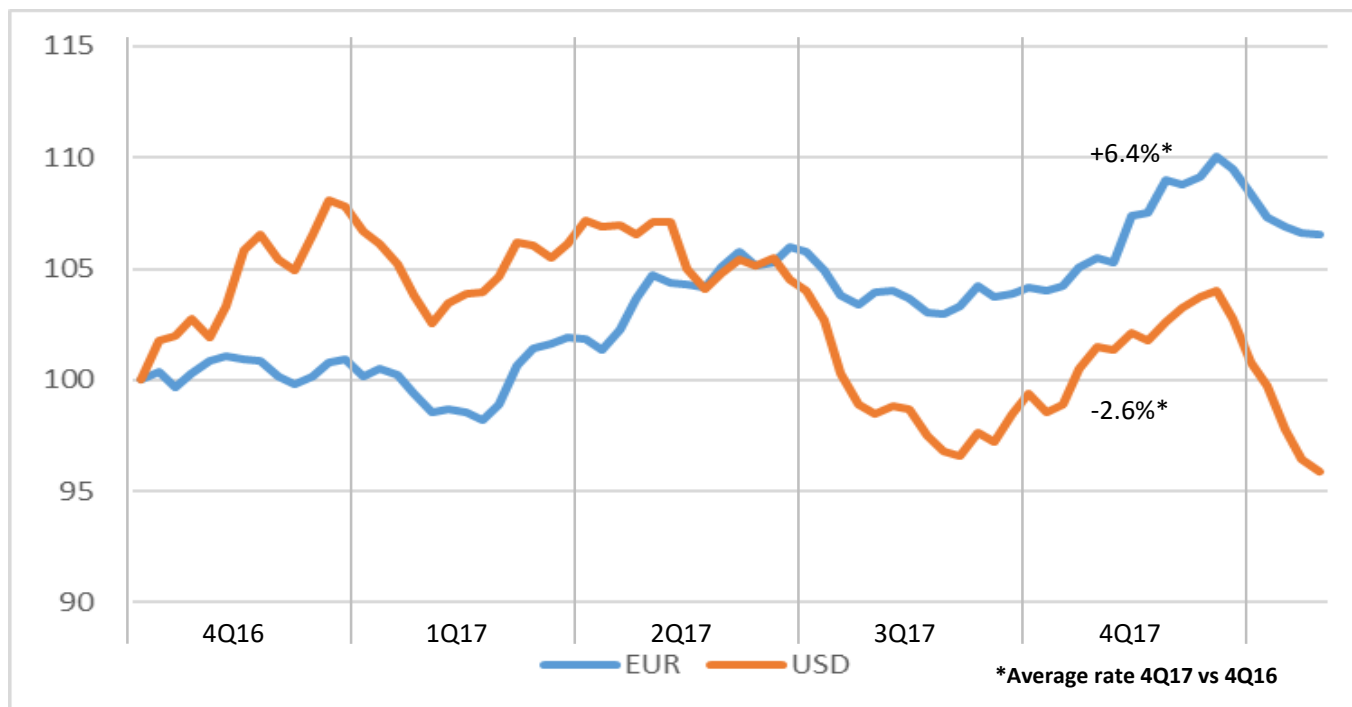
TOMRA Collection

- New South Wales (Australia) launched deposit system 1st December 2017

TOMRA Sorting

- **Order intake (ex Compac) of 793 MNOK**, compared to 649 MNOK same period last year
- **Order backlog of 872 MNOK (ex Compac)**, up from 704 MNOK at the end of fourth quarter 2016

CURRENCY



Positive impact from stronger EUR, partly offset by a weaker USD

Revenues and expenses per currency;

NOTE: Rounded figures

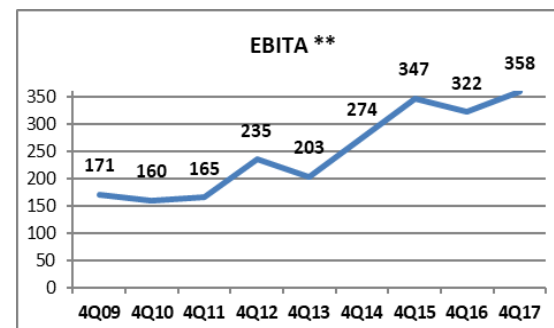
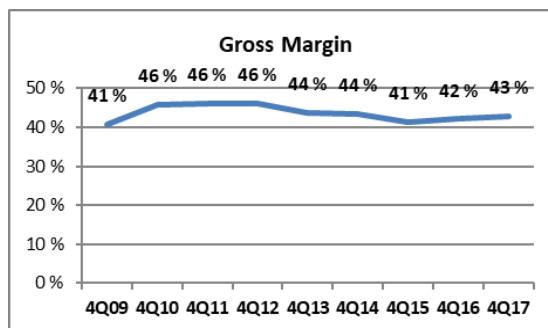
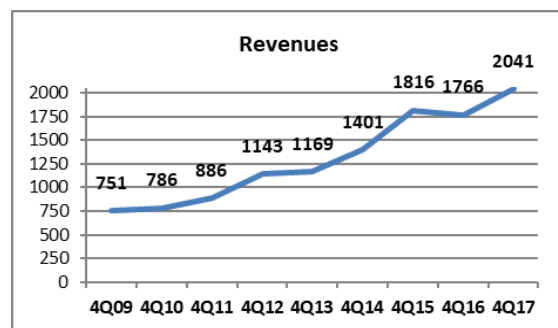
	EUR*	USD	NOK	NZD	OTHER	TOTAL
Revenues	45 %	45 %	0 %	0 %	10 %	100 %
Expenses	40 %	30 %	5 %	5 %	20 %	100 %
EBITA	50 %	100 %	- 20 %	- 20 %	-10 %	100 %

* EUR includes DKK

FINANCIAL HIGHLIGHTS

P&L STATEMENT

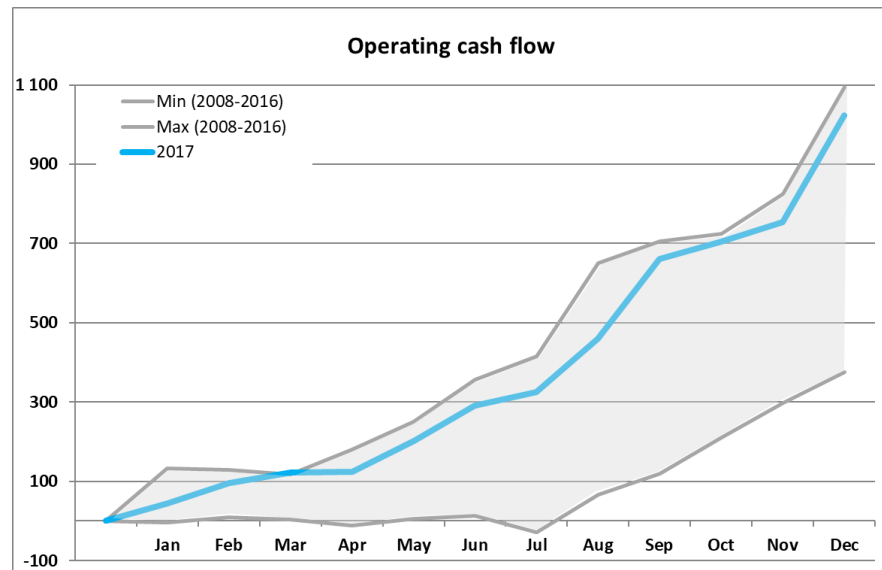
	4 th Quarter			YTD		
<i>Amounts in NOK million</i>	2017	2016	16 Adj*	2017	2016	16 Adj*
Revenues	2,041	1,766	1,812	7,432	6,610	6,616
• Collection Solutions	995	1,028	1,056	3,871	4,065	4,065
• Sorting Solutions	1,046	738	756	3,561	2,545	2,551
Gross contribution	875	743	764	3,141	2,814	2,814
<i>in %</i>	<i>43%</i>	<i>42%</i>	<i>42%</i>	<i>42%</i>	<i>43%</i>	<i>42%</i>
Operating expenses	574	427	437	2,073	1,695	1,707
EBITA	301	316	327	1,068	1,119	1,107
<i>in %</i>	<i>15%</i>	<i>18%</i>	<i>18%</i>	<i>14%</i>	<i>17%</i>	<i>17%</i>
<i>Including:</i>						
<i>Ramp up cost Australia</i>	<i>57</i>	<i>-</i>	<i>-</i>	<i>68</i>	<i>-</i>	<i>-</i>
<i>Other one time cost</i>	<i>-</i>	<i>6</i>	<i>6</i>	<i>8</i>	<i>12</i>	<i>12</i>



FINANCIAL HIGHLIGHTS

BALANCE SHEET, CASH FLOW AND CAPITAL STRUCTURE

<i>Amounts in NOK million</i>	31 Dec 2017	31 Dec 2016
ASSETS	8,437	7,115
• Intangible non-current assets	3,412	2,750
• Tangible non-current assets	998	801
• Financial non-current assets	349	342
• Inventory	1,197	1,127
• Receivables	1,887	1,696
• Cash and cash equivalents	594	399
LIABILITIES AND EQUITY	8,437	7,115
• Equity	4,594	4,192
• Minority interest	143	178
• Interest bearing liabilities	1,280	760
• Non-interest bearing liabilities	2,420	1,985



Cashflow from operations

- 356 MNOK (390 MNOK in 4Q 2016)

Solidity

- 55% equity
- NIBD/EBITDA = 0.5x (Rolling 12 months)

Dividend

- The Board propose a dividend of NOK 2.35 per share, up from NOK 2.10 last year

A young boy with short brown hair is holding two blue aluminum cans up to his eyes, using them as binoculars. He is smiling and looking through the cans. He is wearing a black long-sleeved shirt with a white graphic of a skull on the front. The background is a plain, light-colored wall.

TOMRA COLLECTION SOLUTIONS

HIGHLIGHTS COLLECTION SOLUTIONS

Overall

- **Revenues of 995 MNOK**, down from 1,028 MNOK in fourth quarter 2016
 - Revenues down 6% in local currencies
- **Gross margin was 40%** in the period
 - Up from 39% in fourth quarter 2016
- **Operating expenses of 266 MNOK**
 - Including ramp up cost Australia with 57 MNOK
 - Adjusted for currency and ramp up cost; unchanged from last year
- **EBITA decreased** from 198 MNOK **to 135 MNOK**
 - A result of lower revenues and increased operating expenses

Europe

- Currency adjusted revenues down 15% in Europe
 - Still high replacement activity in Germany, but down compared to a strong fourth quarter 2016

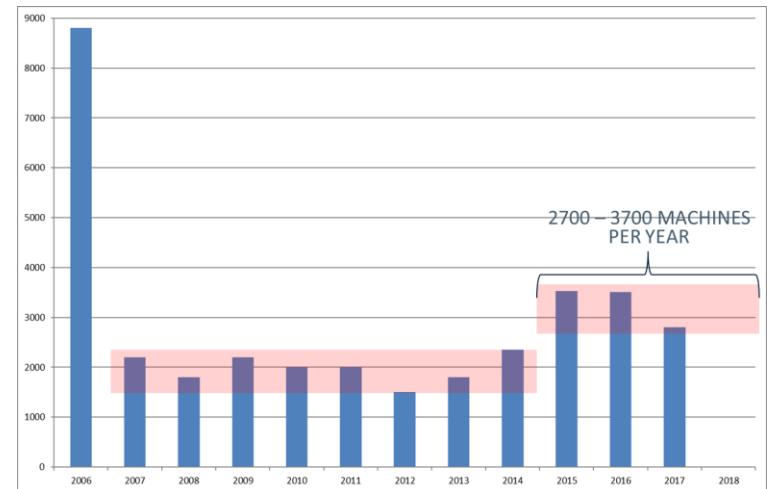
North America

- Currency adjusted revenues up 4%
 - Machine and throughput volumes slightly up

Australia

- Deposit introduced 1st December in New South Wales
 - Ramp up cost of 57 MNOK booked in 4Q17

TOMRA machines installed in the German market



UPDATE ON THE NEW SOUTH WALES RAMP-UP

New South Wales Container Deposit Scheme announced opened the 1st of December 2017

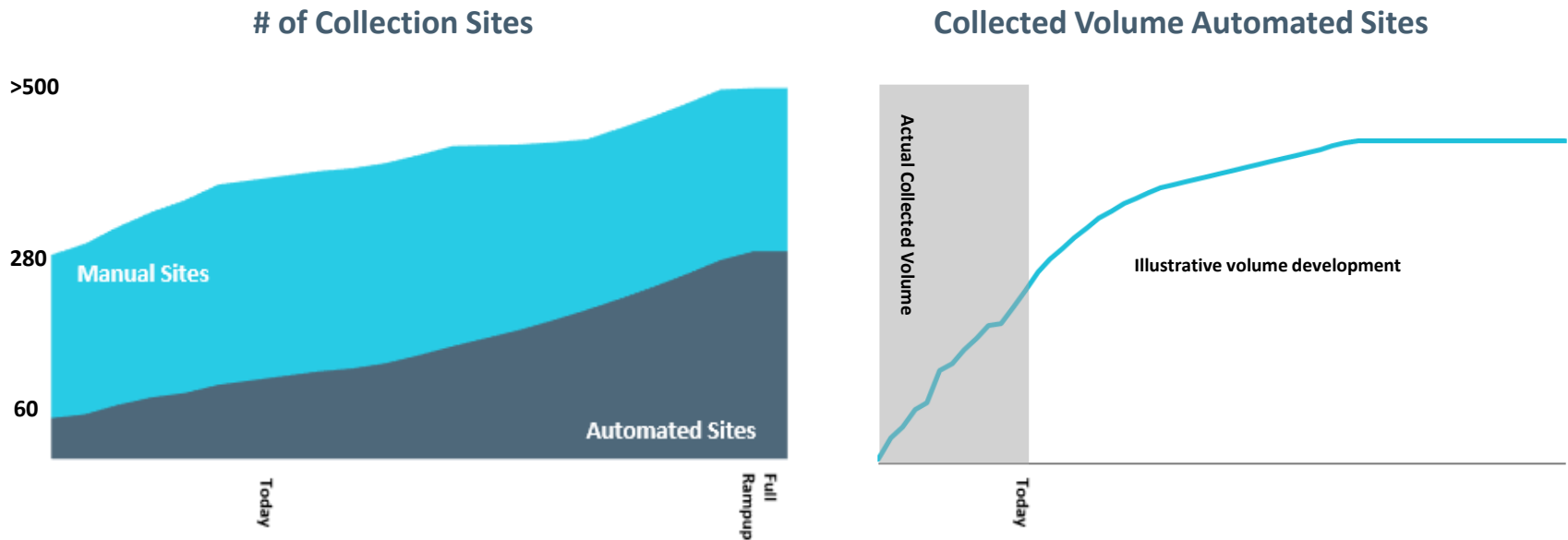


- The network of Collection Points at scheme commencement date numbered 280 collection points across the state
 - 60 Automated Collection Points (with RVMs)
 - 220 manual sites
- There will be a significant increase in Collection Points coming online from Scheme start date and the following months
- TOMRA will continue to add infrastructure based on consumer traffic and adoption of the system
- As of the 20th of February more than 100 million* containers was recycled under the scheme
- The Automated Collection Points are technically performing well

We expect the full infrastructure to count ~1,000 RVMs in NSW

ILLUSTRATIVE: VOLUME AND SITE DEVELOPMENT

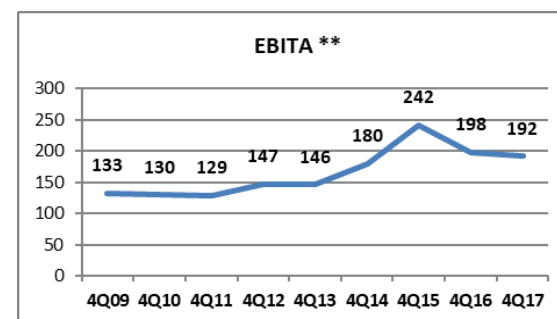
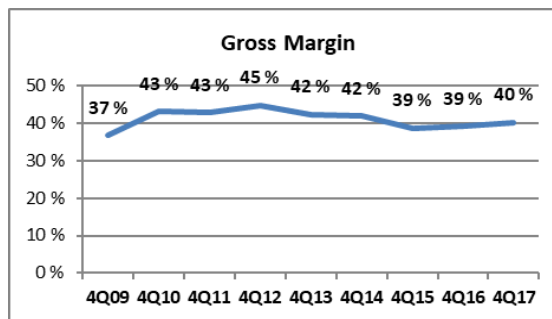
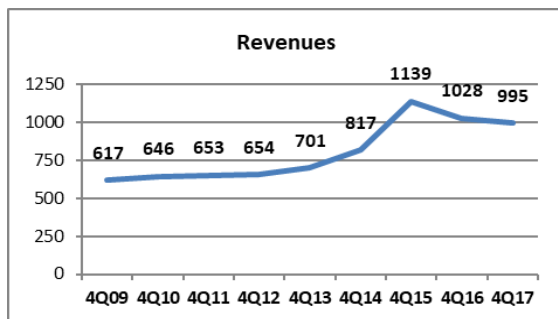
Volume to gradually follow as the number of Automated Sites increase in the total infrastructure



The volume graph does not account for seasonal effects

COLLECTION SOLUTIONS FINANCIALS

	4th Quarter			YTD		
Amounts in NOK million	2017	2016	16 Adj*	2017	2016	16 Adj*
Revenues	995	1,028	1,056	3,871	4,065	4,065
• Northern Europe	180	157		614	665	
• Europe (ex Northern)	407	505		1,671	1,860	
• North America	377	354		1,520	1,474	
• Rest of the world	31	12		66	66	
Gross contribution	401	402	418	1,601	1,664	1,667
<i>in %</i>	<i>40%</i>	<i>39%</i>	<i>39%</i>	<i>41%</i>	<i>41%</i>	<i>41%</i>
Operating expenses	266	204	208	895	821	825
EBITA	135	198	210	706	843	842
<i>in %</i>	<i>14%</i>	<i>19%</i>	<i>20%</i>	<i>18%</i>	<i>21%</i>	<i>21%</i>
<i>Including: Ramp up cost Australia</i>	<i>57</i>	<i>-</i>	<i>-</i>	<i>68</i>	<i>-</i>	<i>-</i>
<i>Other one time cost</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>





TOMRA SORTING SOLUTIONS

HIGHLIGHTS SORTING SOLUTIONS

Revenues

- **Revenues** equaled **1,046 MNOK** in fourth quarter 2017, up from 738 MNOK in fourth quarter 2016
 - up 12% in local currencies (organic)

Gross margin

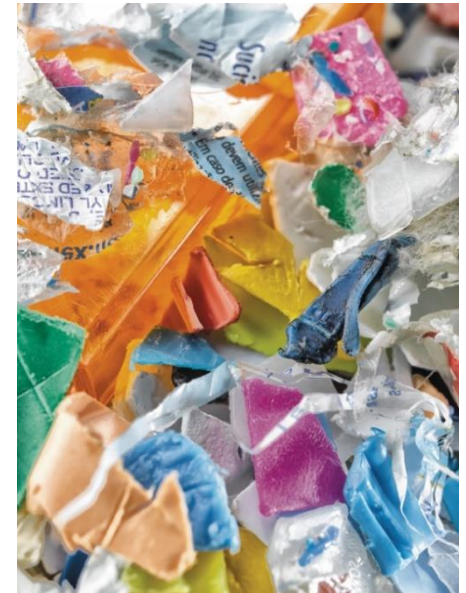
- **Gross margin 45%, down from 46% same period last year**
 - Slightly down due to currency and Compac

EBITA

- **EBITA of 182 MNOK** (134 MNOK in fourth quarter 2016)

Orders

- **Order intake (ex Compac) of 793 MNOK**, compared to 649 MNOK same period last year (up 11% currency adjusted)
- **Order backlog (ex Compac) of 872 MNOK**, up from 704 MNOK at the end of fourth quarter 2016



BUSINESS STREAM UPDATE

FOOD



- Overall good momentum
- Revenues in 4Q17 up from 4Q16
- Order intake stable quarter over quarter, on the back of three consecutive strong quarters in 2017

RECYCLING



- Momentum continue to increasing, after a period of lower activity
- Revenues in 4Q17 up from 4Q16
- Order intake significantly up quarter over quarter

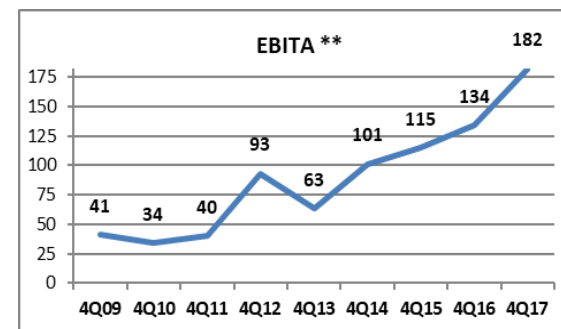
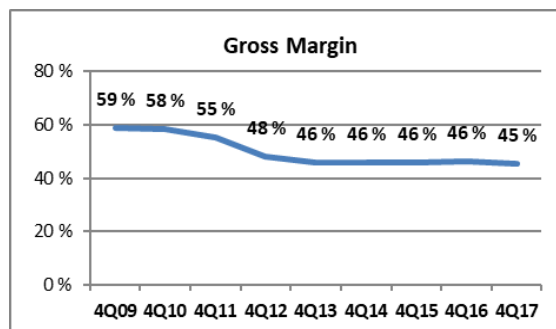
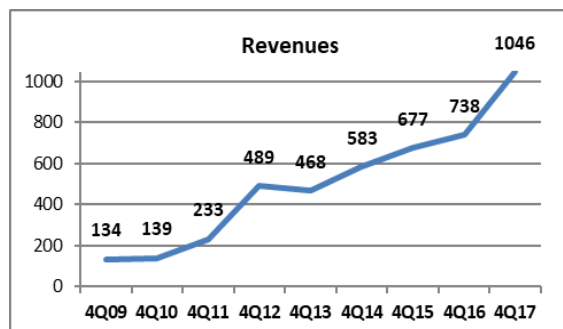
MINING



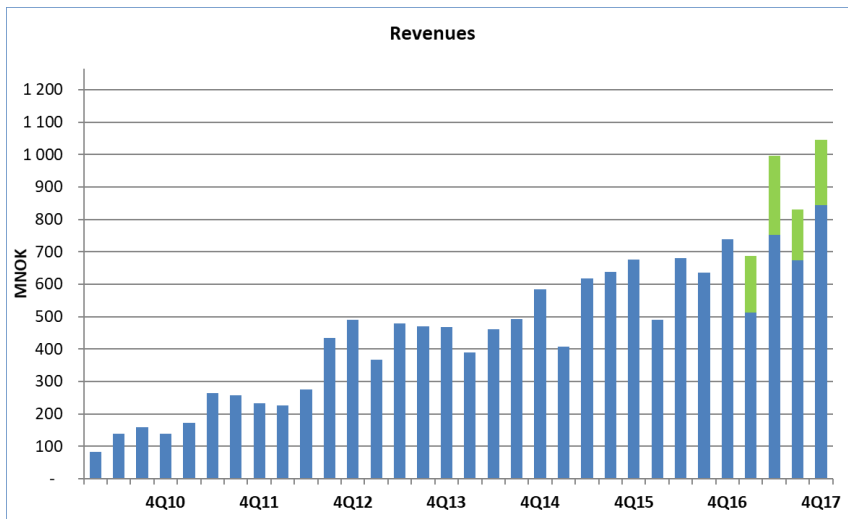
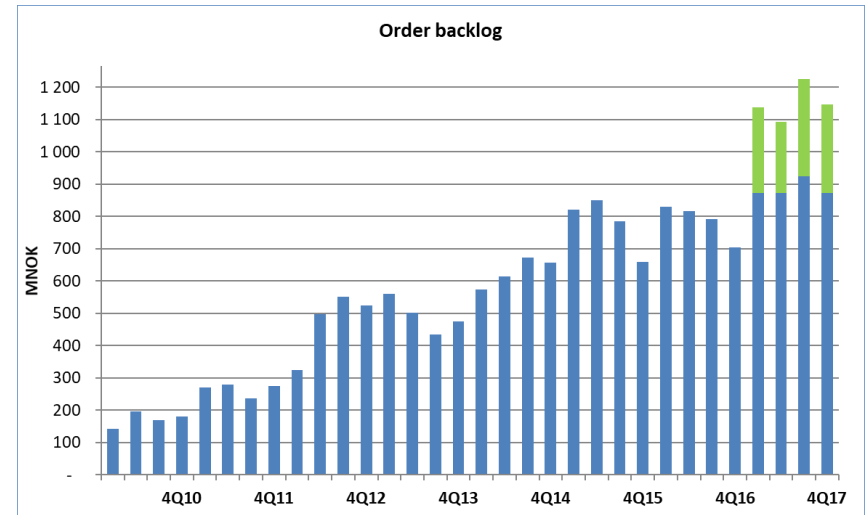
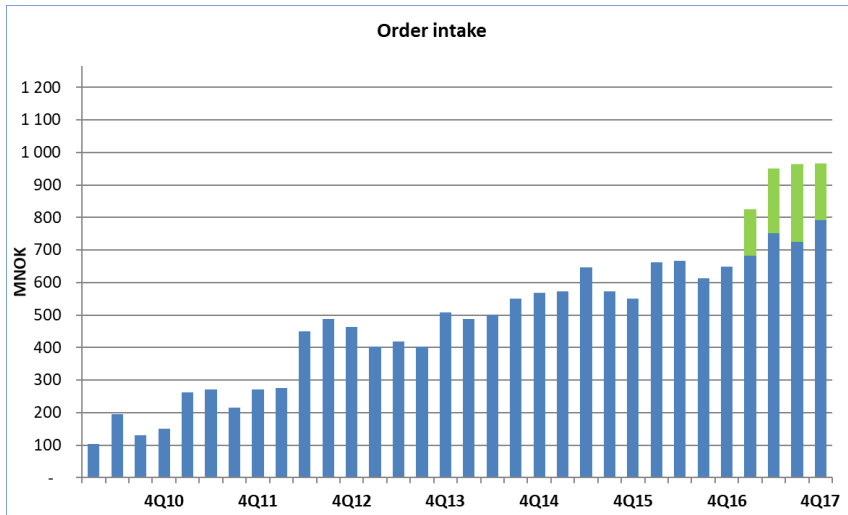
- Order intake and revenues has improved from last year, though still from a low level

SORTING SOLUTIONS FINANCIALS

	4th Quarter			YTD		
Amounts in NOK million	2017	2016	16 Adj*	2017	2016	16 Adj*
Revenues	1,046	738	756	3,561	2,545	2,551
• Europe	302	290		1,182	1,100	
• North America	354	194		1,282	805	
• South America	51	47		140	80	
• Asia	128	122		419	368	
• Oceania	117	48		329	115	
• Africa	94	37		209	77	
Gross contribution	474	341	347	1,540	1,150	1,148
<i>in %</i>	45%	46%	46%	43%	45%	45%
Operating expenses	292	207	213	1,114	822	828
EBITA	182	134	134	426	328	320
<i>in %</i>	17%	18%	18%	12%	13%	13%



BACKLOG DEVELOPMENT AND MOMENTUM



■ TSS ex Compac ■ Compac

TOMRA Sorting Solutions (TSS) without Compac:

- Order intake of 793 MNOK in the quarter, compared to 649 MNOK same quarter last year, up 11% currency adjusted
- Revenues came in at 845 MNOK (up from 738 MNOK in 4Q16)
- Order backlog of 872 MNOK, up from 704 MNOK at the end of December 2016

Compac

- Reported revenues of 201 MNOK in the quarter and finished the year with a backlog of 275 MNOK
- Estimated backlog conversion ratio in 1Q18, including Compac: 70%*

OUTLOOK



OUTLOOK

Collection Solutions

- The replacement demand in Germany is assumed to continue into 2018
- Ramp-up in New South Wales continues throughout first quarter 2018

Sorting Solutions

- Currently good momentum in all business streams

Currency

- Reporting in NOK and with some NOK cost base, TOMRA will in general benefit from a weak NOK, measured particularly against EUR
- With significant revenues in USD and costs in EUR and NZD, is Tomra Sorting exposed to USD/EUR and USD/NZD.

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

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