



Investor Presentation

4600+

EMPLOYEES
GLOBALLY



Publicly listed on Oslo Stock Exchange (OSEBX: TOM)

10.9

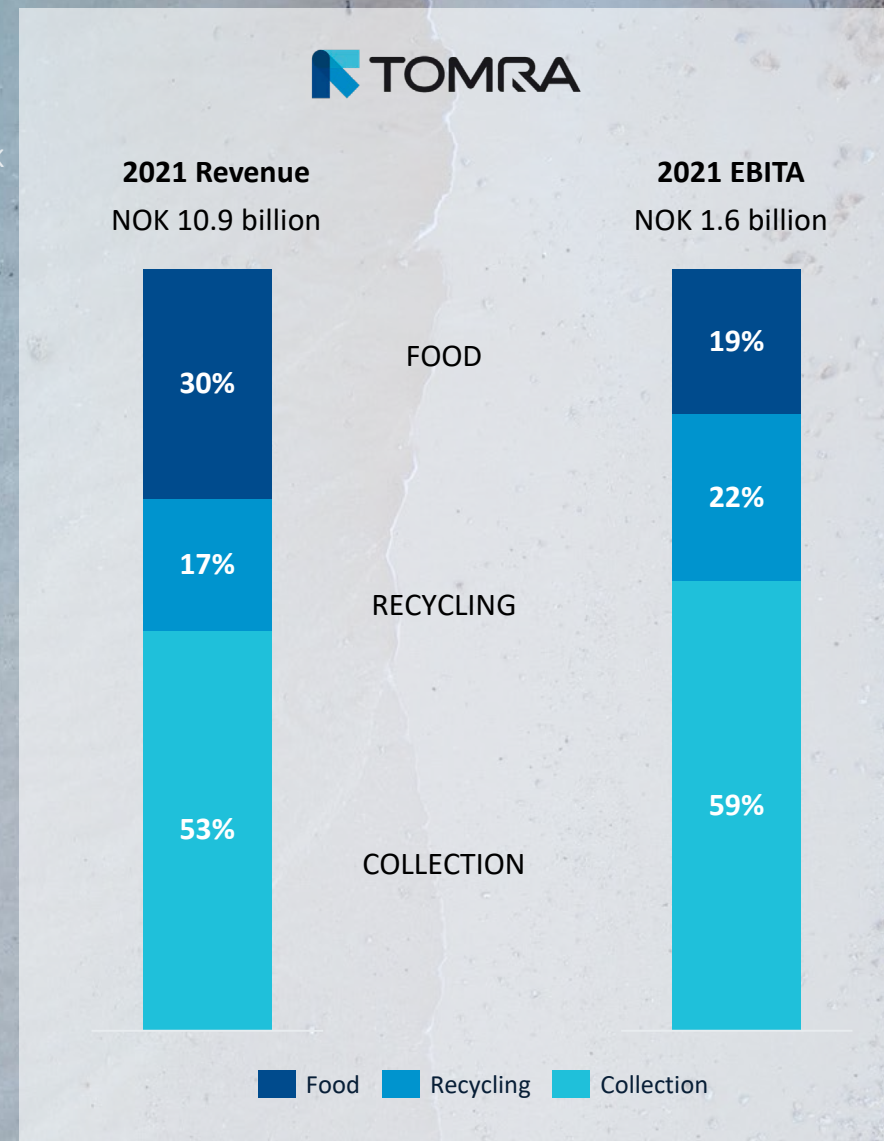
BILLION NOK
REVENUES IN 2021

Collection

Recycling

Food





TOMRA Collection

The preferred partner
in reverse vending



50
years of
experience



81 000
machines in
operation



Represented in
more than
60 countries

5.7bn NOK
revenues

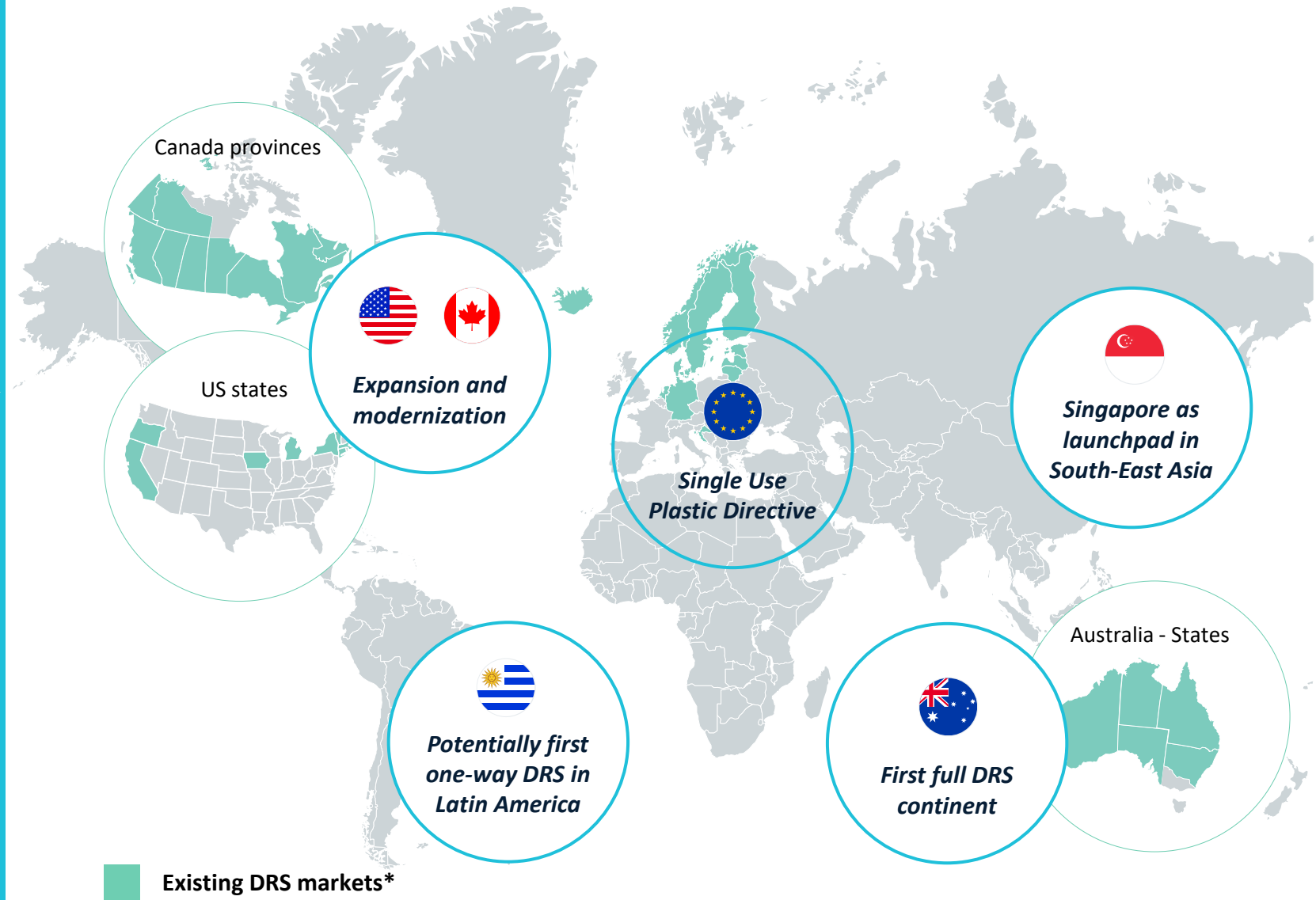
We are **technology**
leader globally



Collecting
44 billion
containers a year
in operation

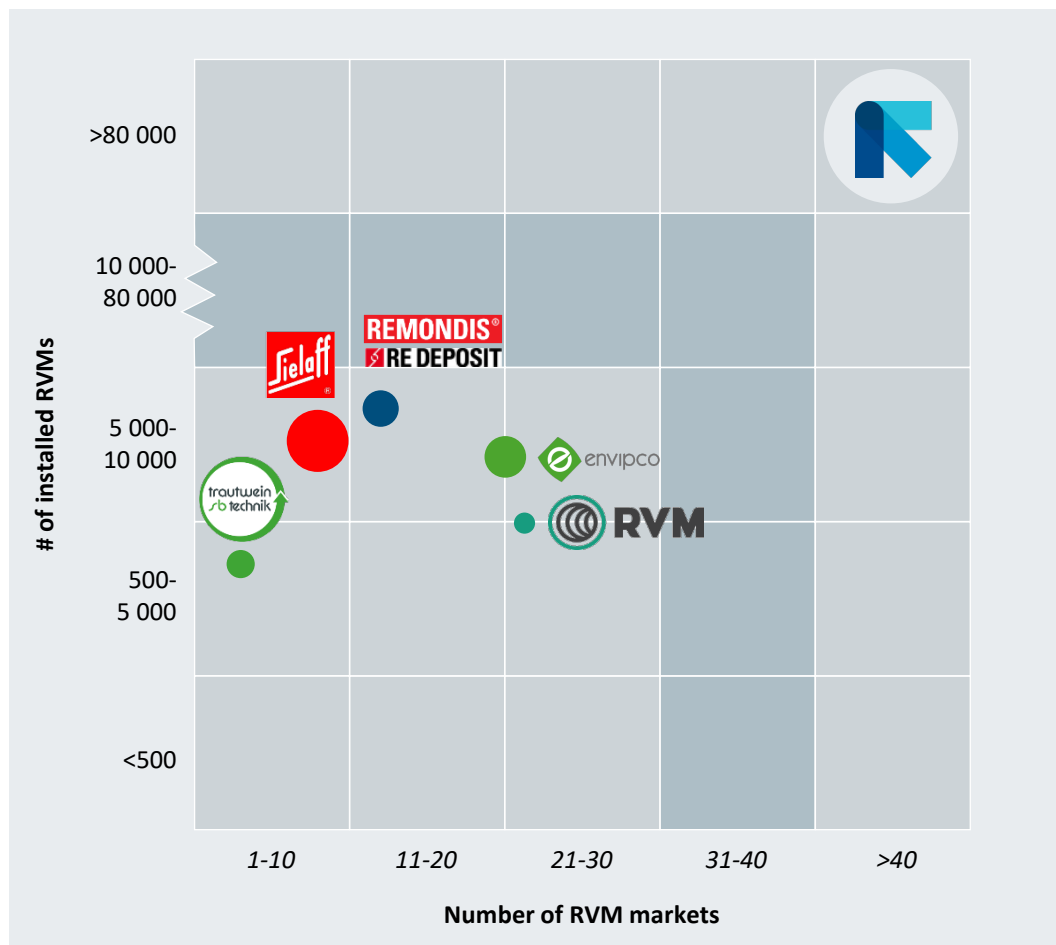


Legislative outlook supports new and expanded Deposit Return Scheme (DRS) markets towards 2030



* In addition, some markets have refillable deposit systems such as: Austria, Belgium, Chile, Czech Republic, France, Hungary, Poland and South Korea

Preferred partner in reverse vending solutions



The Netherlands – 1 January 2023 (expansion)

From January 1, 2023, The Netherlands will extend their deposit system to include cans, which are planned to be collected via retail ([link](#)).



Romania – 30 November 2023

In 2021, Romania passed the government decision to introduce a deposit system ([link](#)). On October 5th, 2022, the implementation date has been set to November 30th, 2023 ([link](#)).



Scotland – 16 August 2023

In May 2020, Scotland approved deposit regulations and in Dec 2021, the implementation date was set to August 16th, 2023 ([link](#)).



Victoria and Tasmania – 2023

In April 2021, Victoria announced DRS introduction. In March 2022, the Tasmanian bottle bill passed the Parliament and became law ([link](#) and [link](#)).



Quebec – 1 November 2023

On June 14th, 2022, the state of Quebec approved the final regulations for the expansion and modernization of the current deposit system ([link](#)).



Ireland – 2023

On November 17th, 2021, Ireland approved DRS regulations ([link](#)). The scheme coordinator has been selected and the timeline indication is for roll-out in 2023 ([link](#)).



Connecticut – 1 January 2023 and 2024 (expansion)

In Jun 2021, Connecticut decided to expand their deposit system to include most carbonated beverages from January 1st, 2023, and raise the deposit value to 10¢ from January 1st, 2024 ([link](#)).



Austria – January 2025

In November 2021, Austria announced the introduction of deposit on single-use beverage containers, with start date January 1st, 2025 ([link](#)).

TOMRA Recycling – solutions for recovery and sorting of recyclables



AVL Leipzig, Germany

A modern packaging sorting plant can contain up to 60 NIR sorters



Mixed Waste Sorting Plant IVAR, Norway

Our solutions can also recover valuables from residual waste streams

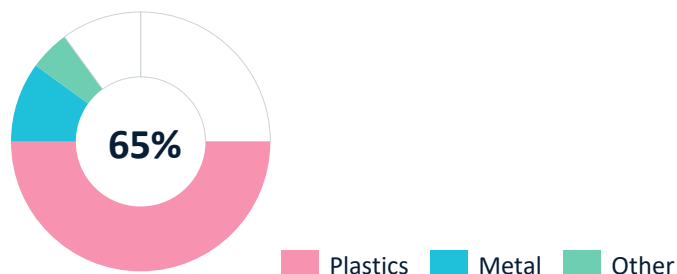
Sorting is essential for a circular economy



Waste sorting segment

Recover materials for recycling from both source separated and mixed household waste

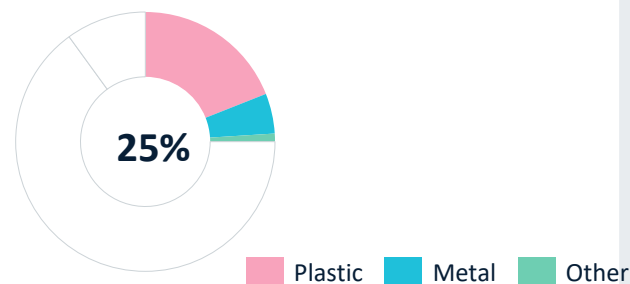
Segment share of installed base



Recycling segment

Upgrade material to pure fractions for high quality recycling

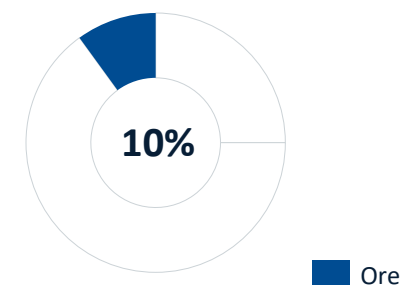
Segment share of installed base



Mining segment

Recovery and ore sorting to reduce environmental impact

Segment share of installed base



Our technology and innovations continue to push the boundaries of the recycling sorting market

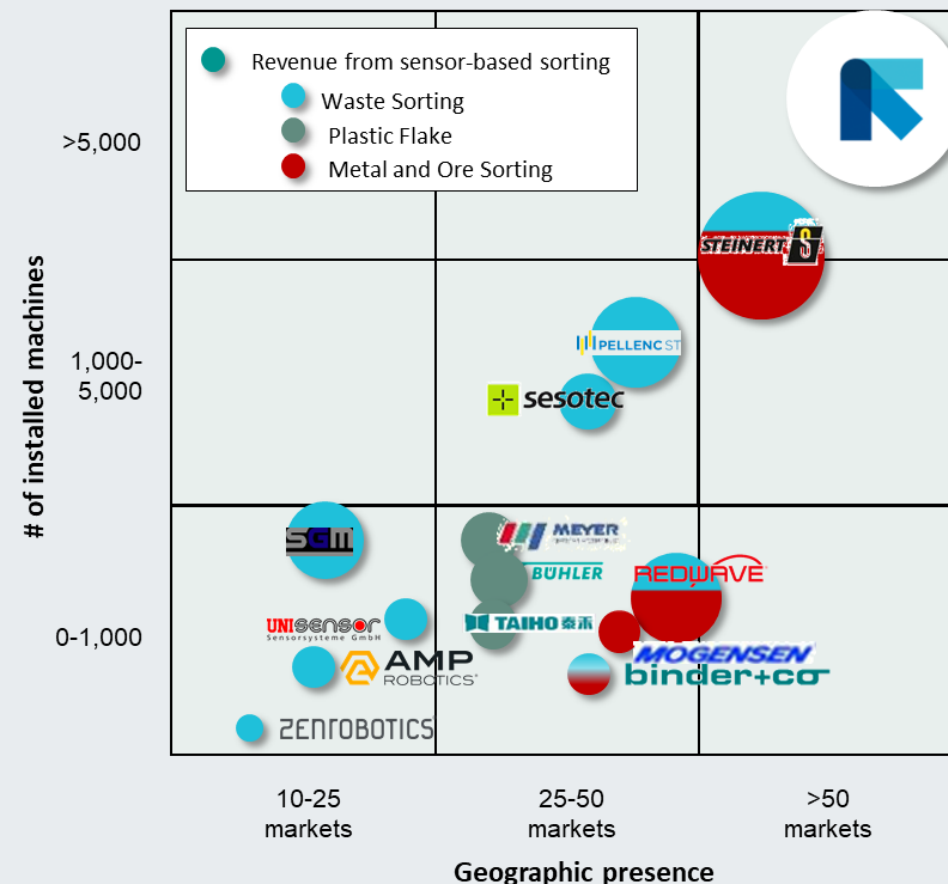
New segments for automated sorting

Increase of automation and performance

Capacity growth

Total recycling sensor-based sorting equipment market:
~400 million EUR

Out of scope for TOMRA addressable market: other non-sensor-based sorting equipment (magnets, ballistics, eddy currents), other waste processing equipment



TOMRA Food with a strong value proposition

Why Automate



Food safety



Quality improvement



Yield increase



Reduce labor



Cost savings

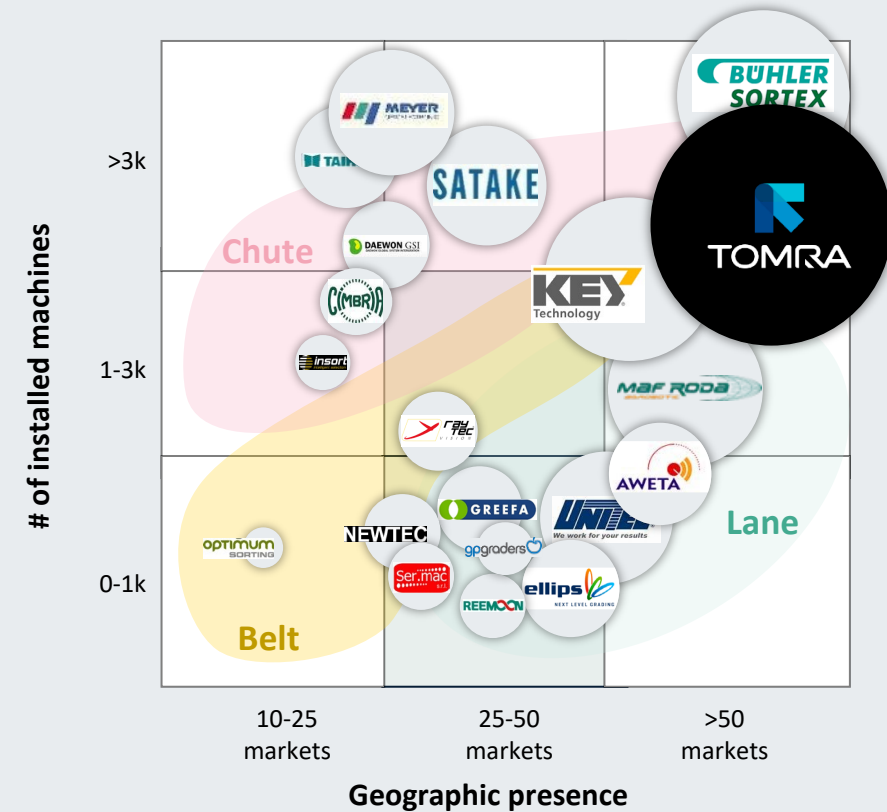
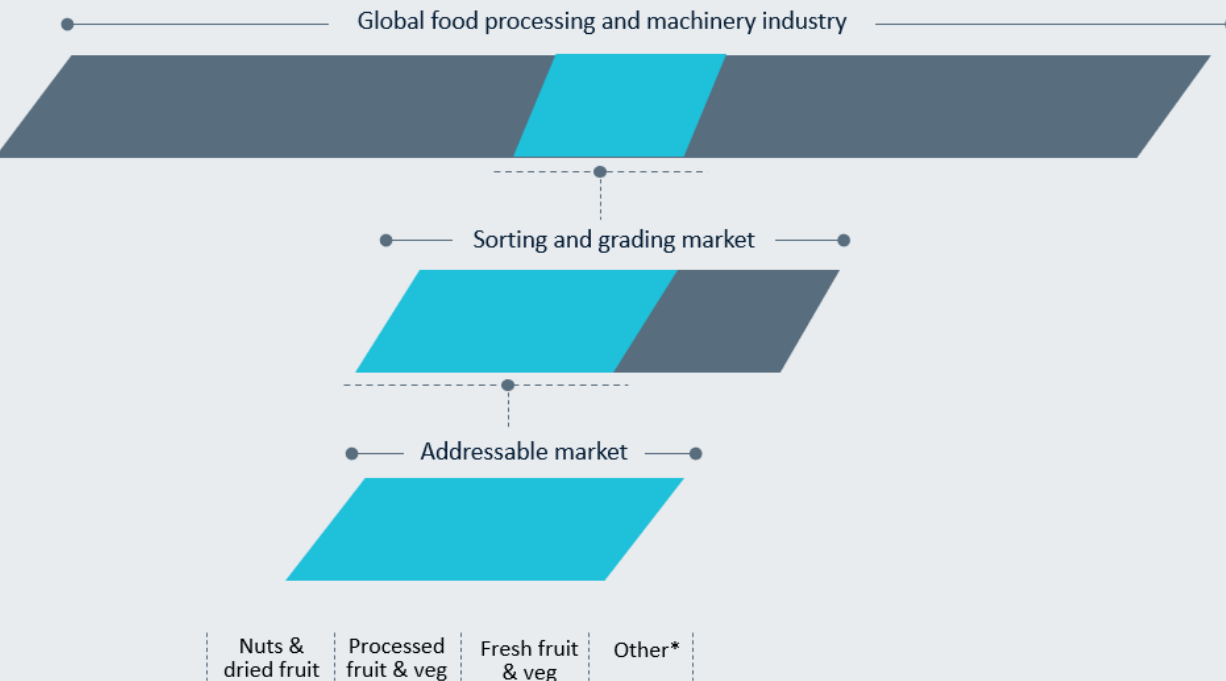


Minimize food loss and waste



TOMRA Food leading position globally

Addressable Food market: ~1.2 EURbn





TOMRA

Our ambitions 2022 – 2027

Revenue
growth

15%
CAGR

EBITA
margin

at
18%

Dividend
payout

40 – 60%
of EPS

Capital
structure

Investment
grade

Net Zero

Holistic
sustainability
strategy

TOMRA Green Bond Framework



°CICERO
Dark Green

Financial Risk Profile

A

Business Risk Profile

BBB+

A-

Scope Ratings
June 2022

Highlights from Cicero Second Party Opinion

“TOMRA’s RVMs and waste sorting machines are **well-aligned with circular economy solutions and a low-carbon future**”

By improving material recovery for recycling and reuse, TOMRA’s RVMs and waste sorting machines are an **important contribution to the climate transition, a more circular economy, and improved waste management**”

“RVM solutions have the potential to **limit climate emissions, local pollution, and harmful biodiversity impacts**”

“TOMRA has **significantly strengthened** its sustainability strategies”

“The overall assessment of TOMRA’s **governance structure** and processes gives it a rating of **Good**.”



°CICERO
Shades of
Green

Dark Green is allocated to projects and solutions that correspond to the long-term vision of a low-carbon and climate resilient future.

Financial highlights 3Q 2022

Revenues	<ul style="list-style-type: none"> • All-time high revenues of 3,156 MNOK (2,883 MNOK in third quarter 2021) Adjusted for currency, revenues were: <ul style="list-style-type: none"> - Up 6% for TOMRA Group - Up 1% in Collection - Up 34% in Recycling - Flat in Food
Gross margin	<ul style="list-style-type: none"> • Gross margin of 41% – down from 44% in third quarter 2021
Operating expenses	<ul style="list-style-type: none"> • Operating expenses of 848 MNOK (748 MNOK in third quarter 2021)
EBITA	<ul style="list-style-type: none"> • EBITA of 454 MNOK – down from 529 MNOK in third quarter 2021
Cash flow	<ul style="list-style-type: none"> • Cash flow from operations of 325 MNOK (596 MNOK in third quarter 2021)
Order intake	<ul style="list-style-type: none"> • Order intake of 1,517 MNOK in Recycling and Food – up 12% compared to third quarter 2021 <ul style="list-style-type: none"> - Strong performance in Recycling • Order backlog of 2,307 MNOK – up 14% compared to the same period last year
Other	<ul style="list-style-type: none"> • Good delivery performance in all divisions • Cost inflation has continued to be a pressure point

Q&A

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