## 2nd

## Quarter

 2015
## HIGHLIGHTS

## 2Q 2015

- All time high order intake of 646 MNOK in TOMRA Sorting, up from 502 MNOK same period last year
- All time high order backlog of 851 MNOK in TOMRA Sorting, up from 822 MNOK at the end of first quarter 2015
- Revenues of 1,472 MNOK $(1,139$ MNOK in second quarter 2014). Currency adjusted revenues were:
-Up 16\% for TOMRA Group
-Up 13\% in TOMRA Collection
—Up 22\% in TOMRA Sorting
- Gross margin 42\%, down from 43\% in second quarter 2014
-Slightly down in TOMRA Collection
-Slightly up in TOMRA Sorting
- EBITA of 240 MNOK ( 158 MNOK in second quarter 2014)
- Including 13 MNOK one-time cost in 2014
- Cash flow from operations of 137 MNOK (136 MNOK in second quarter 2014)


## 1H 2015

- Revenues of 2,579 MNOK $(2,161$ MNOK in first half 2014). Currency adjusted revenues were:
-Up 8\% for TOMRA Group
-Up 6\% in TOMRA Collection
—Up 10\% in TOMRA Sorting
- Gross margin 42\%, down from $43 \%$ in first half 2014
-Slightly down in TOMRA Collection
-Slightly up in TOMRA Sorting
- EBITA of 344 MNOK ( 265 MNOK in first half 2014)
- Including 25 MNOK one-time cost in 2014
- Cash flow from operations of MNOK 187 ( 149 MNOK in first half 2014)
- Divestment of Compaction completed
- Dividend of NOK 1.45 per share approved by the Annual General Assembly


## CONSOLIDATED FINANCIALS

## Second quarter

Revenues in the second quarter 2015 amounted to 1,472 MNOK compared to 1,139 MNOK in second quarter last year. Revenues in TOMRA Collection increased by $26 \%$ (up $13 \%$ currency adjusted), while revenues in TOMRA Sorting were up 34\% (up 22\% currency adjusted).

Gross margin was $42 \%$ in the quarter, down from $43 \%$ in the corresponding period last year, explained by slightly reduced margins in TOMRA Collection (currency related), partly offset by slightly improved margins in TOMRA Sorting (volume related).

Operating expenses increased from 329 MNOK in second quarter 2014 to 382 MNOK in second quarter 2015, including a one time integration cost of 13 MNOK in TOMRA Sorting in 2014. The increase was mainly driven by currency effects (stronger EUR and USD vs NOK).

EBITA was 240 MNOK in second quarter 2015 versus 158 MNOK in the second quarter 2014.

Cash flow from operations in second quarter 2015 equaled 137 MNOK, up from 136 MNOK in second quarter 2014.

## First half

Revenues in first half 2015 amounted to 2,579 MNOK compared to 2,161 MNOK in first half last year. Revenues in TOMRA Collection increased by $19 \%$ (up 6\% currency adjusted), while revenues in TOMRA Sorting were up $21 \%$ (up $10 \%$ currency adjusted).

Gross margin was $42 \%$ in first half 2015, down from $43 \%$ in the corresponding period last year.

Operating expenses increased from 667 MNOK in first half 2014 to 751 MNOK in first half 2015, including a one time integration cost of 25 MNOK in TOMRA Sorting in 2014. Adjusted for currency effects and one-time costs, operating expenses increased by 7\%.

EBITA was 344 MNOK in first half 2015 versus 265 MNOK in first half 2014.

Cash flow from operations in first half 2015 equaled 187 MNOK, compared to 149 MNOK in same period last year.

TOMRA Group

| (MNOK) | 2Q15 | 2Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Revenues | $\mathbf{1 4 7 2}$ | $\mathbf{1 1 3 9}$ | $\mathbf{2 5 7 9}$ | $\mathbf{2 1 6 1}$ |
| Gross contribution | 622 | 487 | 1095 | 932 |
| - in \% | $42 \%$ | $43 \%$ | $42 \%$ | $43 \%$ |
| Operating expenses | 382 | 329 | 751 | 667 |
| EBITA | $\mathbf{2 4 0}$ | $\mathbf{1 5 8}$ | $\mathbf{3 4 4}$ | $\mathbf{2 6 5}$ |
| - in \% | $16 \%$ | $14 \%$ | $13 \%$ | $12 \%$ |
| Incl. onetime costs |  |  |  |  |
| $\quad$ - In operating exp. | 0 | 13 | 0 | 25 |

The equity ratio decreased from $49 \%$ at year end 2014 to $47 \%$ at the end of June 2015, mainly due to dividend of 214 MNOK paid out in May 2015.

Net interest bearing debt increased by 13 MNOK during the same period, as the free cash flow almost offset the dividend payment. At the end of second quarter 2015 NIBD/EBITDA on a rolling 12 month basis was equal to 1.25 .

Reporting in NOK and with some NOK cost base, TOMRA will in general benefit from a weak NOK, measured particularly against the EUR and somewhat against the USD. First half 2015 vs first half 2014, EUR and USD strengthened $4 \%$ and $28 \%$ respectively, positively influencing revenues by approximately $12 \%$ points and EBITA by approximately $13 \%$ points.



## BUSINESS AREA REPORTING

## TOMRA Collection Solutions

## Second quarter

Revenues in the business area equaled 855 MNOK in the second quarter, up from 678 MNOK in second quarter last year. After adjustment for currency changes, revenues were up $13 \%$.

Gross margin was $41 \%$, down from $42 \%$ same period last year, negatively influenced by more lowermargin USD nominated revenues (Material recovery). Currency adjusted gross margin was stable.

Operating expenses were up 6\%, currency adjusted.
EBITA was MNOK 164, up from 131 MNOK, due to higher revenues and positive currency impact.

## First half

Driven by stronger USD and EUR vs NOK and increased sales in Germany, the business area reported a revenue growth of $19 \%$ in first half 2015, compared to same period last year. After adjustment for currency changes, revenues were up 6\%.

Gross margin was 41, down from 42\%. EBITA was 272 MNOK, up from 242 MNOK last year.

## Europe

The momentum in the German market has been good. Germany implemented deposit on nonrefillable beverage containers in 2006 and TOMRA installed 8,800 machines in that market during that year. These machines are currently in the process of being replaced, positively influencing TOMRA's performance, particularly in the last months of the period.

## North America

Revenues in local currencies were stable, compared to first half 2014, but significantly up measured in NOK. Severe weather in the beginning of the year has negatively influenced volumes, but with limited effect measured against first half 2014, which also experienced bad weather conditions.

## Divestment of TOMRA Compaction (Orwak)

TOMRA signed 12th December 2014 an agreement with San Sac Nordic AB to sell $100 \%$ of the shares in TOMRA Compaction Group $A B$ for a consideration of 110 MSEK (free of cash and interest bearing debt).


TOMRA Collection Solutions

| (MNOK) | 2Q15 | 2Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
| Revenues |  |  |  |  |
| - Nordic | 128 | 107 | 246 | 208 |
| - Europe (ex Nordic) | 358 | 284 | 630 | 578 |
| - North America | 356 | 277 | 655 | 511 |
| - Rest of World | 13 | 10 | 23 | 14 |
| Total revenues | $\mathbf{8 5 5}$ | $\mathbf{6 7 8}$ | $\mathbf{1 5 5 4}$ | $\mathbf{1 3 1 1}$ |
| Gross contribution | 347 | 285 | 638 | 556 |
| - in \% | $41 \%$ | $42 \%$ | $41 \%$ | $42 \%$ |
| Operating expenses | 183 | 154 | 366 | 314 |
| EBITA | $\mathbf{1 6 4}$ | $\mathbf{1 3 1}$ | $\mathbf{2 7 2}$ | $\mathbf{2 4 2}$ |
| - in \% | $19 \%$ | $19 \%$ | $18 \%$ | $18 \%$ |

Closing took place 30th January 2015. Revenues and expenses related to this business stream have been reclassified as discontinued operations in the comparable 2014 figures.

Revenues and Gross Margin \%


EBITA and EBITA Margin \%


## BUSINESS AREA REPORTING

## TOMRA Sorting Solutions

## Second quarter

Revenues in the quarter increased by $34 \%$ compared to same quarter in 2014. Adjusted for currency effects, revenues were up $22 \%$.

Gross margin increased from $44 \%$ in second quarter 2014 to $45 \%$ in second quarter 2015, mainly due to higher volumes.

EBITA increased from 34 MNOK in second quarter 2014 to 84 MNOK in second quarter 2015, driven by higher volumes, better gross margin and positive currency effects.

## First half

Revenues in first half 2015 increased with $21 \%$ compared to same period in 2014. Adjusted for currency effects, revenues were up $10 \%$.

Gross margin increased from 44\% in first half 2014 to $45 \%$ in first half 2015, mainly due to higher volumes.

EBITA increased from 37 MNOK in first half 2014 to 88 MNOK in first half 2015, driven by higher volumes, better gross margin and positive currency effects.


MASI


TOMRA Sorting Solutions

| (MNOK) | 2Q15 | 2Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
| Revenues |  |  |  |  |
| - Europe | 280 | 212 | 488 | 375 |
| - North America | 219 | 163 | 330 | 309 |
| - South America | 9 | 3 | 22 | 9 |
| - Asia | 81 | 48 | 140 | 107 |
| - Oceania | 17 | 21 | 28 | 26 |
| - Africa | 11 | 14 | 17 | 24 |
| Total revenues | $\mathbf{6 1 7}$ | $\mathbf{4 6 1}$ | $\mathbf{1 0 2 5}$ | $\mathbf{8 5 0}$ |
| Gross contribution | 275 | 202 | 457 | 376 |
| - in \% | $45 \%$ | $44 \%$ | $45 \%$ | $44 \%$ |
| Operating expenses | 191 | 168 | 369 | 339 |
| EBITA | $\mathbf{8 4}$ | $\mathbf{3 4}$ | $\mathbf{8 8}$ | $\mathbf{3 7}$ |
| - in \% | $14 \%$ | $7 \%$ | $9 \%$ | $4 \%$ |
| Incl. onetime costs |  |  |  |  |
| $\quad$ - In operating exp. | - | 13 | - | 25 |

EBITA and EBITA Margin \%


Excluding one time cost

Order intake TOMRA Sorting


Order backlog TOMRA Sorting


Revenues TOMRA Sorting



The overall momentum in TOMRA Sorting has been good in second quarter 2015.

Despite a high number of orders taken to $\mathrm{P} / \mathrm{L}$ (all time high revenues of 617 MNOK in second quarter 2015), the order backlog at the end of the quarter is still strong (all time high of 851 MNOK) due to good order intake (all time high of 646 MNOK).

## Business streams

Food
Revenues in the Food business stream were significantly up in second quarter 2015 compared to second quarter 2014. The order intake was slightly down, compared against a high order intake in second quarter 2014.

## Recycling

Revenues in Recycling in second quarter 2015 were down compared to second quarter 2014. Despite continuing low prices on several commodities, the order intake has been high and above last year.

## Mining

Revenues in Mining in second quarter 2015 were up versus same quarter last year. The order intake was significantly up, compared to a low order intake in second quarter 2014.

## MARKET OUTLOOK

The long term demand for better resource productivity is a result of megatrends such as population increase, a growing middle class consumer base and greater urbanization. TOMRA, as a leader in sensor based solutions, is favorably positioned to capitalize on these trends.

## TOMRA Collection Solutions

The replacement demand in Germany in assumed to continue and the outlook for third quarter is consequently good. Both revenues and EBITA are expected to be better than both third quarter 2014 and second quarter 2015.

## TOMRA Sorting Solutions

Due to the all time high backlog at the end of second quarter 2015, third quarter revenue is expected to be good. The order intake in third quarter is however assumed to go somewhat down, on the back of several quarters with strong order intake.

## Currency

Reporting in NOK and with some NOK cost base, TOMRA will in general benefit from a weak NOK, measured particularly against EUR. TOMRA will consequently continue to gain from a weak NOK, provided current exchange rate levels are maintained.

## ANNUAL GENERAL ASSEMBLY

The annual general assembly took place 23 April in Asker. All agenda points were approved, including a dividend of NOK 1.45 per share.

At the meeting Svein Rennemo stepped down as chairman of the Board after six years service. The new chairman is Jan Svensson.


THE TOMRA SHARE


The total number of issued shares at the end of second quarter 2015 was 148,020,078 shares, including 141,082 treasury shares. The total number of shareholders decreased from 5,796 at the end of first quarter 2015 to 5,725 at the end of second quarter 2015. Norwegian residents held $30 \%$ of the shares at the end of second quarter 2015.

TOMRA's share price increased from NOK 67.75 to NOK 71.75 during second quarter 2015. The number of shares traded on the Oslo Stock Exchange in the period was 8 million compared to 11 million in the same period in 2014.

Asker, 16 July 2015
The Board of Directors
TOMRA SYSTEMS ASA

Stefan Ranstrand
President \& CEO

Condensed Consolidated interim financial statements

| STATEMENT OF PROFIT AND LOSS (MNOK) | Note | 2nd Quarter |  | 1st Half |  | Full year$2014$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 |  |
| Operating revenues | (5) | 1472,0 | 1 138,9 | 2 578,9 | 2 160,7 | 4 749,0 |
| Cost of goods sold |  | 829,9 | 635,6 | 1443,8 | 1 196,6 | 2 636,2 |
| Depreciations/write-down |  | 19,9 | 15,5 | 40,2 | 31,3 | 63,3 |
| Gross contribution |  | 622,2 | 487,8 | 1094,9 | 932,8 | 2 049,5 |
| Operating expenses |  | 357,8 | 308,8 | 700,4 | 625,2 | 1225,2 |
| Depreciations/write-down |  | 24,4 | 20,7 | 50,1 | 42,3 | 87,8 |
| EBITA | (5) | 240,0 | 158,3 | 344,4 | 265,3 | 736,5 |
| Amortizations |  | 29,1 | 27,2 | 57,9 | 55,1 | 109,0 |
| EBIT | (5) | 210,9 | 131,1 | 286,5 | 210,2 | 627,5 |
| Net financial income |  | $(7,2)$ | $(8,2)$ | $(15,2)$ | $(17,0)$ | $(24,1)$ |
| Profit before tax |  | 203,7 | 122,9 | 271,3 | 193,2 | 603,4 |
| Taxes |  | 52,2 | 29,6 | 69,5 | 46,6 | 148,4 |
| Profit from continuing operations |  | 151,5 | 93,3 | 201,8 | 146,6 | 455,0 |
| Discontinued operations | (3) | $(1,8)$ | $(2,0)$ | $(3,0)$ | $(3,0)$ | $(60,7)$ |
| Net profit |  | 149,7 | 91,3 | 198,8 | 143,6 | 394,3 |
| Non-Controlling interest (Minority interest) |  | $(13,2)$ | $(8,0)$ | $(17,6)$ | $(12,1)$ | $(33,4)$ |
| Earnings per share (EPS) |  | 0,92 | 0,56 | 1,22 | 0,89 | 2,44 |
| Earnings per share (EPS) continuing operations |  | 0,94 | 0,58 | 1,25 | 0,91 | 2,85 |
| STATEMENT OF OTHER COMPREHENSIVE INCOME (MNOK) |  | 2nd Quarter |  | 1st Half |  | Full year |
|  |  | 2015 | 2014 | 2015 | 2014 | 2014 |
| Net profit for the period |  | 149,7 | 91,3 | 198,8 | 143,6 | 394,3 |
| Other comprehensive income that may be reclassified to profit or loss |  |  |  |  |  |  |
| Translation differences |  | $(26,7)$ | 68,7 | 4,7 | 3,4 | 368,3 |
| Other comprehensive income that will not be reclassified to profit or loss |  |  |  |  |  |  |
| Remeasurements of defined benefit liability (assets) |  | 0,0 | 0,0 | 0,0 | 0,0 | $(10,1)$ |
| Total comprehensive income |  | 123,0 | 160,0 | 203,5 | 147,0 | 752,5 |
| Attributable to: |  |  |  |  |  |  |
| Non-controlling interest |  | 9,6 | 10,2 | 24,3 | 13,0 | 51,7 |
| Shareholders of the parent company |  | 113,4 | 149,8 | 179,2 | 134,0 | 700,8 |
| Total comprehensive income |  | 123,0 | 160,0 | 203,5 | 147,0 | 752,5 |


| STATEMENTS OF FINANCIAL POSITION (MNOK) |  | 30 June |  | $\begin{array}{c\|} \hline \text { Full year } \\ \hline 2014 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 |  |
| ASSETS |  |  |  |  |
| Intangible non-current assets |  | 2 609,8 | 2527,9 | 2 622,6 |
| Tangible non-current assets |  | 687,1 | 613,1 | 682,9 |
| Financial non-current assets |  | 297,2 | 292,7 | 307,3 |
| Inventory |  | 1112,8 | 955,5 | 912,9 |
| Receivables |  | 1736,2 | 1357,8 | 1 536,9 |
| Cash and cash equivalents |  | 339,1 | 197,3 | 436,3 |
| Assets held for sale | (3) | - | - | 125,8 |
| TOTAL ASSETS |  | 6782,2 | 5944,3 | 6 624,7 |
| EQUITY \& LIABILITIES |  |  |  |  |
| Equity |  | 3216,0 | 2682,2 | 3 244,0 |
| Non-controlling interest |  | 138,1 | 95,9 | 115,4 |
| Deferred taxes |  | 139,8 | 114,9 | 140,3 |
| Long-term interest bearing liabilities |  | 1028,6 | 1739,5 | 1558,2 |
| Short-term interest bearing liabilities |  | 536,0 | - | 90,4 |
| Other liabilities |  | 1723,7 | 1311,8 | 1 452,0 |
| Liabilities held for sale | (3) | - | - | 24,4 |
| TOTAL EQUITY \& LIABILITIES |  | 6782,2 | 5944,3 | 6 624,7 |

Condensed Consolidated interim financial statements (continued)

| STATEMENT OF CASHFLOWS (MNOK) | Note | 2nd Quarter |  | 1st Half |  | $\begin{gathered} \hline \text { Full year } \\ \hline 2014 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 |  |
| Profit before income tax* |  | 201,9 | 120,9 | 268,3 | 190,2 | 542,7 |
| Changes in working capital |  | $(108,8)$ | $(13,6)$ | $(134,3)$ | $(55,6)$ | $(0,1)$ |
| Other operating changes |  | 43,9 | 29,1 | 52,6 | 14,0 | 153,6 |
| Total cash flow from operations |  | 137,0 | 136,4 | 186,6 | 148,6 | 696,2 |
| Cashflow from (purchase)/sales of subsidiaries |  | $(11,0)$ | 0,0 | 81,2 | $(7,7)$ | $(19,6)$ |
| Other cashflow from investments |  | $(64,5)$ | $(68,3)$ | $(128,7)$ | $(129,9)$ | $(266,1)$ |
| Total cash flow from investments |  | $(75,5)$ | $(68,3)$ | $(47,5)$ | $(137,6)$ | $(285,7)$ |
| Cashflow from sales/repurchase of treasury shares | (4) | 0,0 | 0,0 | 7,1 | 7,0 | 2,0 |
| Dividend paid out | (2) | $(214,3)$ | $(199,6)$ | $(214,3)$ | $(199,6)$ | $(199,6)$ |
| Other cashflow from financing |  | 200,6 | 243,5 | $(29,8)$ | 215,4 | 33,4 |
| Total cash flow from financing |  | $(13,7)$ | 43,9 | $(237,0)$ | 22,8 | $(164,2)$ |
| Total cash flow for period |  | 47,8 | 112,0 | $(97,9)$ | 33,8 | 246,3 |
| Exchange rate effect on cash |  | $(2,0)$ | 6,3 | 0,7 | $(0,6)$ | 25,9 |
| Opening cash balance |  | 293,3 | 79,0 | 436,3 | 164,1 | 164,1 |
| Closing cash balance |  | 339,1 | 197,3 | 339,1 | 197,3 | 436,3 |

* Including loss from discontinued operations

| EQUITY <br> (MNOK) | Paid in capital | Transl. reserve | Actuarial Gain / | Retained earnings | Total majority | Minority interest | Total Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance per 31 December 2014 | 1 066,1 | 325,2 | $(37,1)$ | 1889,8 | 3 244,0 | 115,4 | 3 359,4 |
| Net profit |  |  |  | 181,2 | 181,2 | 17,6 | 198,8 |
| Changes in translation difference |  | $(2,0)$ |  |  | $(2,0)$ | 6,7 | 4,7 |
| Remeasurement defined benefit liability |  |  |  |  | 0,0 |  | 0,0 |
| Dividend non-controlling interest |  |  |  |  | 0,0 | $(1,6)$ | $(1,6)$ |
| Purchase of treasury shares |  |  |  |  | 0,0 |  | 0,0 |
| Treasury shares sold to employees | 0,1 |  |  | 7,0 | 7,1 |  | 7,1 |
| Dividend to shareholders |  |  |  | $(214,3)$ | $(214,3)$ |  | $(214,3)$ |
| Balance per 30 June 2015 | 1 066,2 | 323,2 | $(37,1)$ | 1863,7 | 3 216,0 | 138,1 | 3 354,1 |


| EQUITY <br> (MNOK) | 2nd Quarter |  | 1st Half |  | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2015 | 2014 | 2014 |
| Opening balance | 3 316,9 | 2 732,0 | 3 244,0 | 2 740,9 | 2 740,9 |
| Net profit | 136,5 | 83,3 | 181,2 | 131,5 | 360,9 |
| Translation difference | $(23,1)$ | 66,5 | $(2,0)$ | 2,5 | 350,0 |
| Remeasurement defined benefit liability | 0,0 | 0,0 | 0,0 | 0,0 | $(10,1)$ |
| Dividend paid | $(214,3)$ | $(199,6)$ | $(214,3)$ | $(199,6)$ | $(199,6)$ |
| Net purchase of own shares | 0,0 | 0,0 | 7,1 | 6,9 | 1,9 |
| Closing balance | 3 216,0 | 2 682,2 | 3 216,0 | 2 682,2 | 3 244,0 |

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

## NOTE 1 Disclosure

This interim report has been prepared in accordance with IAS34, and in accordance with the principles used in the annual accounts for 2014. The quarterly reports do not however include all information required for a full annual financial statement of the Group and should be read in conjunction with the annual financial statement for 2014. The quarterly reports have not been audited. The quarterly reports require management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgments made by management in preparing these condensed consolidated interim financial statements in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ending 31 December 2014.

A number of new standards, amendments to standards and interpretations are not effective for the period ending 30 June 2015 and have not been applied in preparing these consolidated financial statements. Those which may be relevant to the Group are set out below. The Group does not plan to adopt these standards early. These will be adopted in the period that they become mandatory unless otherwise indicated:

IFRS 9 Financial Instruments
IFRS 15 Revenue from Contracts with Customers
Amendments to IFRS 11 - Accounting for Acquisitions of Interests in Joint Operations
Amendments to IFRS 16 and 38 - Clarification of Acceptable Methods of Depreciation and Amortisation
TOMRA is considering the effects of the future adoption of these standards. The current assessment is that TOMRA does not expect any material effects in the financial statements from the new standards.

Revenue recognition: Revenues from sales and sales-type leases of the company's products are generally recognized at the time of installation. Revenues from service contracts and operating leases of the company's products are recognized over the duration of the related agreements. Other service revenues are recognized when services are provided.

Seasonality: The Material Recovery operations, and to some extent the US Reverse Vending operations, are influenced by seasonality. The seasonality mirrors the beverage consumption pattern in the US, which normally is higher during the summer ( $2 Q$ and $3 Q$ ) than during the winter ( $1 Q$ and $4 Q$ ). Also the Food business stream within Sorting Solutions is influenced by seasonality, with somewhat higher activity during the harvest season in the northern hemisphere.

Financial exposures: TOMRA is exposed to currency risk, as only $\sim 3 \%$ of its income is nominated in NOK. A strengthening/ weakening of NOK toward other currencies of $10 \%$ would normally decrease/increase operating profit by 10-12\%. An increase in NIBOR and EURIBOR of 1 percentage point, would increase financial expenses by ~NOK 12 million per year.

Segment reporting: TOMRA has divided its primary reporting format into two business areas: Collection Solutions and Sorting Solutions. In addition, the corporate overhead costs are reported in a separate column. The split is based upon the risk- and return profile of the Group's different activities; also taking into consideration TOMRA's internal reporting structure.

- Collection Solutions consists of the business streams Reverse Vending (development, production, sales and service of Reverse Vending Machines and related data management systems) + Material Recovery (pick-up, transportation and processing of empty beverage containers on behalf of beverage producers/fillers on the US East Coast and in Canada
- Sorting Solutions consists of the business streams Food, Recycling and Mining, all providing advanced optical sorting systems
- Group Functions consists of costs related to corporate functions at TOMRA's headquarters

Assets and liabilities are distributed to the different business streams, except for cash, interest-bearing debt and tax-positions, which are allocated to Group Functions. There are no material revenues from transactions with other business areas. There are no material related party transactions in 2015.

The divested Compaction business is classified as discontinued operations in the profit and loss statement and as assets/liabilities held for sale in the balance sheet, and classifies under Group Functions in the segment reporting.

NOTE 2 DIVIDEND PAID
Paid out May 2014:
1.35 NOK $\times 147.9$ million shares $=$ NOK 199.6 million

Paid out May 2015:
1.45 NOK $\times 147.8$ million shares $=$ NOK 214.3 million

## NOTE 3 Discontinued operations

TOMRA signed 12th December 2014 an agreement with San Sac Nordic AB to sell $100 \%$ of the shares in TOMRA Compaction Group AB for a consideration of SEK 110 million (free of cash and interest bearing debt). Closing took place 30 January 2015. TOMRA will continue to operate as a distributor in some markets in a period of up to two years. The P/L impact from the Compaction business is reported as discontinued operations in both 2014 and 2015. TOMRA has given representations and warranties in line with what's is considered normal in such transactions. In the balance sheet, the assets and liabilities related to the Compaction business was classified as "held for sale" at the end of 2014.

Operating revenues
Cost of goods sold
Depreciations/write-down
Gross contribution
Operating expenses
Depreciations/write-down
EBITA
Amortizations
EBIT
Net financial income
Profit before tax
Taxes
Profit from continuing operations
Discontinued operations
Net profit
Non-Controlling interest
Earnings per share (EPS)

| 2014 |  |  |
| ---: | ---: | ---: |
| TOTAL | TOMRA <br> Compaction | Continued <br> operations |
| $\mathbf{4 9 5 3 , 1}$ | $\mathbf{2 0 4 , 1}$ | $\mathbf{4 7 4 9 , 0}$ |
| 2765,3 | 129,1 | 2636,2 |
| 63,3 | - | 63,3 |
| $\mathbf{2 ~ 1 2 4 , 5}$ | 75,0 | $\mathbf{2 0 4 9 , 5}$ |
| 1290,4 | 65,2 | 1225,2 |
| 91,6 | 3,8 | 87,8 |
| 742,5 | 6,0 | 736,5 |
| 110,4 | 1,4 | 109,0 |
| 632,1 | 4,6 | 627,5 |
| $(24,1)$ | - | $(24,1)$ |
| 608,0 | 4,6 | 603,4 |
| 149,7 | 1,3 | 148,4 |
| 458,3 | 3,3 | 455,0 |
| $(64,0)$ | $(3,3)$ | $(60,7)$ |
| 394,3 | - | 394,3 |
| $(33,4)$ | - | $(33,4)$ |
| 2,44 | - | 2,44 |

Spesification of divestment loss Goodwill written off 39,0 Transaction cost 9,2
Contingent liabilities 3,7
Post closing costs 5,0
Other divestment cost 7,1
Divestment loss 64,0

Sales price (SEK million) 110,0
Restruct. charge (SEK millior $\quad(5,0)$
W/C adjustment (SEK millio 0,6
Salesprice (SEK million) 105,6
Salesprice (NOK million) 101,4

Assets held for sale 125,8
Liabilities held for sale 24,4
Net assets held for sale 101,4


| ASSETS |  |  |  |
| :---: | :---: | :---: | :---: |
| Intangible non-current assets | 2 662,9 | 40,3 | 2 622,6 |
| Tangible non-current assets | 701,6 | 18,7 | 682,9 |
| Financial non-current assets | 307,4 | 0,1 | 307,3 |
| Inventory | 947,2 | 34,3 | 912,9 |
| Receivables | 1569,3 | 32,4 | 1536,9 |
| Cash and cash equivalents | 436,3 |  | 436,3 |
| Assets held for sale | - | $(125,8)$ | 125,8 |
| TOTAL ASSETS | 6 624,7 | 0,0 | 6 624,7 |
| EQUITY \& LIABILITIES |  |  |  |
| Equity | 3 244,0 |  | 3 244,0 |
| Non-controlling interest | 115,4 |  | 115,4 |
| Deferred taxes | 142,8 | 2,5 | 140,3 |
| Long-term interest bearing liabilities | 1558,2 |  | 1558,2 |
| Short-term interest bearing liabilities | 90,4 |  | 90,4 |
| Other liabilities | 1473,9 | 21,9 | 1452,0 |
| Liabilities held for sale | - | $(24,4)$ | 24,4 |
| TOTAL EQUITY \& LIABILITIES | 6 624,7 | 0,0 | 6 624,7 |

NOTE 4 Purchase of treasury shares

| Net purchase of own shares | \# shares | Average price | Total (MNOK) |
| :--- | :---: | :---: | :---: |
| 2014 |  |  |  |
| Gross purchased | 100000 | NOK | 50,10 |
| Sold to employees | $(123104)$ | NOK | 56,25 |
| Net purchased | $(23104)$ | NOK | $(7,0)$ |
| 2015 |  |  | 56,25 |$(\mathbf{7 , 0})$

## NOTE 5 Operating segments

| $\begin{aligned} & \text { SEGMENT } \\ & \text { (MNOK) } \\ & \hline \end{aligned}$ | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q15 | 2Q14 | 2Q15 | 2Q14 | 2Q15 | 2Q14 | 2Q15 | 2Q14 |
| Revenues | 855 | 678 | 617 | 461 |  |  | 1472 | 1139 |
| Gross contribution | 347 | 285 | 275 | 202 |  |  | 622 | 487 |
| - in \% | 41 \% | 42 \% | 45 \% | 44 \% |  |  | 42 \% | 43 \% |
| Operating expenses | 183 | 154 | 191 | 168 | 8 | 7 | 382 | 329 |
| EBITA | 164 | 131 | 84 | 34 | (8) | (7) | 240 | 158 |
| - in \% | 19 \% | 19 \% | 14 \% | 7 \% |  |  | 16 \% | 14 \% |
| Amortization | 9 | 8 | 20 | 19 |  |  | 29 | 27 |
| EBIT | 155 | 123 | 64 | 15 | (8) | (7) | 211 | 131 |
| - in \% | 18 \% | 18 \% | 10 \% | $3 \%$ |  |  | 14 \% | 12 \% |


| SEGMENT <br> (MNOK) | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YTD15 | YTD14 | YTD15 | YTD14 | YTD15 | YTD14 | YTD15 | YTD14 |
| Revenues | 1554 | 1311 | 1025 | 850 |  |  | 2579 | 2161 |
| Gross contribution | 638 | 556 | 457 | 376 |  |  | 1095 | 932 |
| - in \% | 41 \% | 42 \% | 45 \% | 44 \% |  |  | 42 \% | 43 \% |
| Operating expenses | 366 | 314 | 369 | 339 | 16 | 14 | 751 | 667 |
| EBITA | 272 | 242 | 88 | 37 | (16) | (14) | 344 | 265 |
| - in \% | 18 \% | 18 \% | 9 \% | 4 \% |  |  | 13 \% | 12 \% |
| Amortization | 18 | 17 | 40 | 38 |  |  | 58 | 55 |
| EBIT | 254 | 225 | 48 | -1 | (16) | (14) | 286 | 210 |
| - in \% | 16 \% | 17 \% | 5 \% | 0 \% |  |  | 11 \% | 10 \% |
| Assets | 2718 | 2407 | 3547 | 3184 | 517 | 353 | 6782 | 5944 |
| Liabilities | 949 | 752 | 647 | 534 | 1832 | 1880 | 3428 | 3166 |

NOTE 6 Interim results

|  | 2Q15 | 1Q15 | 4Q14 | 3Q14 | 2Q14 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (MNOK) |  |  |  |  |  |
| Operating revenues (MNOK) | 1472 | 1107 | 1401 | 1188 | 1139 |
| EBITA (MNOK) | 240 | 104 | 266 | 206 | 158 |
| EBIT (MNOK) | 211 | 76 | 240 | 177 | 131 |
| Sales growth (year-on-year) (\%) |  |  |  |  |  |
| Gross margin (\%) | $29 \%$ | $8 \%$ | $20 \%$ | $0 \%$ | $1 \%$ |
| EBITA margin (\%) | $42 \%$ | $43 \%$ | $44 \%$ | $43 \%$ | $43 \%$ |
| EPS (NOK) | $16 \%$ | $9 \%$ | $19 \%$ | $17 \%$ | $14 \%$ |
| EPS (NOK) fully diluted | 0,92 | 0,30 | 0,75 | 0,80 | 0,56 |

## STATEMENT BY THE BOARD OF DIRECTORS AND THE CEO

We hereby confirm that the half-yearly financial statements for the Group for the period 1 January through 30 June 2015 to the best of our knowledge have been prepared in accordance with IAS 34 Interim Financial Reporting, and give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group and the company taken as a whole.

To the best of our knowledge, the half-yearly report gives a true and fair:

- Overview of important events that occurred during the accounting period and their impact on the half-yearly financial statements
- Description of the principal risks and uncertainties facing the Group over the next accounting period
- Description of major transactions with related parties.

Asker, 16 July 2015

## Jan Svensson

Chairman

David Williamson
Board member
Employee
Representative

## Aniela Gjøs

Board member

## Bodil Sonesson

Board member

## Pierre Couderc

Board member

Linda Bell
Board member

Ingrid Solberg
Board member Employee representative

## Stefan Ranstrand

President and CEO


## About TOMRA

TOMRA was founded on an innovation in 1972 that began with design, manufacturing and sale of reverse vending machines (RVMs) for automated collection of used beverage containers.

Today, TOMRA has ~85,000 installations in over 80 markets worldwide and had total revenues of ~4.7 billion NOK in 2014.

The Group employs ~2,400 globally, and is publicly listed on the Oslo Stock Exchange. (OSE: TOM)

The TOMRA Group continues to innovate and provide cutting-edge solutions for optimal resource productivity within two main business areas: Collection Solutions (reverse vending and material recovery) and Sorting Solutions (recycling, mining and food sorting).

For further information about TOMRA, please see www.tomra.com


| REVERSE VENDING |  |
| :--- | ---: |
|  |  |
| Nordic | $\sim 15,000$ |
| Germany | $\sim 27,000$ |
| Other Europe | $\sim 12,800$ |
| North America | $\sim 16,600$ |
| Rest of the world | $\sim 2,100$ |
|  |  |
| TOTAL | $\sim \mathbf{7 4 , 5 0 0}$ |



Numbers per year end 2014 - Not including machines sold on OEM agreements

The results announcement will be broadcasted on Friday 17 July 2015 at 08:00 CET via live webcast. This and previous releases are available at http://tomra.com/en/investor-relations/financial-information/quarterly-reports

For further information contact:
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