## 3rd

## Quarter

 201521.10.2015

## HIGHLIGHTS

## 3Q 2015

- All time high revenues of 1,748 MNOK (1,188 MNOK in third quarter 2014). Currency adjusted revenues were:
- Up 30\% for TOMRA Group
- Up 40\% in TOMRA Collection Solutions
- Up 16\% in TOMRA Sorting Solutions
- Gross margin 41\%, down from 42\% in third quarter 2014 (currency adjusted)
- Lower margin in TOMRA Collection Solutions
- Improved margin in TOMRA Sorting Solutions
- Operating expenses of 394 MNOK (302 MNOK in third quarter 2014)
- Up 15\% adjusted for currency
- All time high EBITA of 324 MNOK (206 MNOK in third quarter 2014)
- All time high Cashflow from operations of 384 MNOK (236 MNOK in third quarter 2014)
- Order intake of 572 MNOK in TOMRA Sorting Solutions, compared to 550 MNOK same period last year (down 8\% currency adjusted)
- Order backlog of 785 MNOK in TOMRA Sorting Solutions, down from 851 MNOK at the end of second quarter 2015



## CONSOLIDATED FINANCIALS

## Third quarter

Revenues in the third quarter 2015 amounted to 1,748 MNOK compared to 1,188 MNOK in third quarter last year. Revenues in TOMRA Collection increased by $60 \%$ (up $40 \%$ currency adjusted), while revenues in TOMRA Sorting were up $29 \%$ (up $16 \%$ currency adjusted).

Gross margin was $41 \%$ in the quarter, down from $43 \%$ in the corresponding period last year, explained by reduced margins in TOMRA Collection (currencyand product-mix related), partly offset by slightly improved margins in TOMRA Sorting (volume- and product-mix related).

Operating expenses increased from 302 MNOK in third quarter 2014 to 393 MNOK in third quarter 2015, The increase was mainly driven by currency effects (stronger EUR and USD vs NOK), higher activity and bonus accruals.

EBITA was 324 MNOK in third quarter 2015 versus 206 MNOK in the third quarter 2014.

Cash flow from operations in third quarter 2015 equaled 384 MNOK, up from 236 MNOK in third quarter 2014.

The equity ratio increased from $49 \%$ at year end 2014 to $50 \%$ at the end of September 2015, mainly due to earnings and positive currency effects, offset by a dividend of 214 MNOK paid out in May 2015.

Net interest bearing debt decreased by 169 MNOK during the same period, as the free cash flow more than offset the dividend payment. At the end of third quarter 2015 NIBD/EBITDA on a rolling 12 month basis was equal to 1.0.

Reporting in NOK, but with most of the revenues nominated in EUR and USD, TOMRA will benefit on top line from a weaker NOK. Most of the cost is also nominated in EUR and USD, but more sourcing from China is driving an increasing share in Chinese CNY. Third quarter 2015 vs third quarter 2014, EUR, USD and CNY strengthened $10 \%, 32 \%$ and $29 \%$ respectively, positively influencing revenues by approximately $17 \%$ points and EBITA by around $13 \%$ points.

TOMRA Group

| (MNOK) | 3Q15 | 3Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Revenues | $\mathbf{1 7 4 8}$ | $\mathbf{1 1 8 8}$ | $\mathbf{4 3 2 7}$ | $\mathbf{3 3 4 9}$ |
| Gross contribution | 717 | 508 | 1812 | 1440 |
| - in \% | $41 \%$ | $43 \%$ | $42 \%$ | $43 \%$ |
| Operating expenses | 393 | 302 | 1144 | 969 |
| EBITA | $\mathbf{3 2 4}$ | $\mathbf{2 0 6}$ | $\mathbf{6 6 8}$ | $\mathbf{4 7 1}$ |
| - in \% | $19 \%$ | $17 \%$ | $15 \%$ | $14 \%$ |
| Incl. onetime costs |  |  |  |  |
| $\quad$ - In operating exp. | - | - | - | 25 |

Revenues and Gross Margin \%


EBITA and EBITA Margin \%


## BUSINESS AREA REPORTING

## TOMRA Collection Solutions

Driven by stronger USD and EUR vs NOK and increased sales in Germany, the business area reported a revenue growth of $60 \%$ third quarter 2015, compared to same period last year. After adjustment for currency changes, revenues were up 40\%.

Gross margin was $39 \%$, down from $42 \%$ same period last year, negatively influenced by product mix and more lower-margin USD nominated revenues (Material recovery). Currency adjusted gross margin was down two percentage points.

Operating expenses were up 12\%, currency adjusted, a result of higher activity and bonus accruals.

EBITA was MNOK 247, up from 147 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 in third quarter 2015.

Also Sweden is currently experiencing high replacement activity, as new requirements from 1 January 2017 will make some of the oldest machines technically obsolete.

## Lithuania

TOMRA entered in September into an agreement with USAD (the Lithuanian deposit administrator). The agreement includes placement of up to approximately 1000 reverse vending machines in the Lithuanian market. The machines will be owned by TOMRA and rented out on a volume-based lease.

## North America

Revenues in local currencies were unchanged compared to third quarter 2014, but significantly up measured in NOK. Both throughput volumes and machine sales have been stable.


TOMRA Collection Solutions

| (MNOK) | 3Q15 | 3Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
| Revenues |  |  |  |  |
| - Nordic | 128 | 84 | 374 | 292 |
| - Europe (ex Nordic) | 563 | 316 | 1193 | 894 |
| - North America | 385 | 285 | 1040 | 796 |
| - Rest of World | 34 | 10 | 57 | 24 |
| Total revenues | $\mathbf{1 1 1 0}$ | $\mathbf{6 9 5}$ | $\mathbf{2} 664$ | $\mathbf{2 0 0 6}$ |
| Gross contribution | 431 | 291 | 1069 | 847 |
| - in \% | $39 \%$ | $42 \%$ | $40 \%$ | $42 \%$ |
| Operating expenses | 184 | 144 | 550 | 458 |
| EBITA | $\mathbf{2 4 7}$ | $\mathbf{1 4 7}$ | 519 | $\mathbf{3 8 9}$ |
| - in \% | $22 \%$ | $21 \%$ | $19 \%$ | $19 \%$ |

Revenues and Gross Margin \%


EBITA and EBITA Margin \%


## BUSINESS AREA REPORTING

## TOMRA Sorting Solutions

Revenues in the quarter increased by $29 \%$ compared to same quarter in 2014. Adjusted for currency effects, revenues were up $16 \%$.

Gross margin increased from $44 \%$ in third quarter 2014 to $45 \%$ in third quarter 2015, due to higher volumes and product mix.

Operating expenses increased by $17 \%$, currency adjusted, due to higher activity and bonus accruals.

EBITA increased from 66 MNOK in third quarter 2014 to 87 MNOK in third quarter 2015, driven by higher volumes, improved gross margin and positive currency effects.



TOMRA Sorting Solutions

| (MNOK) | 3Q15 | 3Q14 | YTD15 | YTD14 |
| :--- | ---: | ---: | ---: | ---: |
| Revenues |  |  |  |  |
| - Europe | 296 | 195 | 784 | 570 |
| - North America | 176 | 161 | 506 | 470 |
| - South America | 35 | 49 | 57 | 58 |
| - Asia | 94 | 46 | 234 | 153 |
| - Oceania | 11 | 23 | 39 | 49 |
| - Africa | 26 | 19 | 43 | 43 |
| Total revenues | 638 | 493 | 1663 | $\mathbf{1} 343$ |
| Gross contribution | 286 | 217 | 743 | 593 |
| - in \% | $45 \%$ | $44 \%$ | $45 \%$ | $44 \%$ |
| Operating expenses | 199 | 151 | 568 | 490 |
| EBITA | 87 | $\mathbf{6 6}$ | 175 | $\mathbf{1 0 3}$ |
| - in \% | $14 \%$ | $13 \%$ | $11 \%$ | $8 \%$ |
| Incl. onetime costs |  |  |  |  |
| - In operating exp. | - | - | - | 25 |

Revenues and Gross Margin \%


EBITA and EBITA Margin \%


Order intake TOMRA Sorting


Order backlog TOMRA Sorting


Revenues TOMRA Sorting



The order intake in third quarter 2015 was, as expected, somewhat down compared to the last four quarters, currency adjusted.

However, supported by a strong USD and EUR, the order intake measured in NOK was up from 550 MNOK in third quarter 2014 to 572 MNOK in third quarter 2015.

With all time high revenues in TSS ( 638 MNOK in third quarter 2015), and somewhat lower order intake, the order backlog at the end of the quarter was 785 MNOK, down from 851 MNOK at the end of second quarter 2015.

## Business streams

Food
Revenues in third quarter 2015 were significantly up from third quarter 2014. The order intake was slightly down quarter over quarter, leading to a somewhat lower order backlog at the end of third quarter 2015.

## Recycling

Revenues in third quarter 2015 were significantly up from third quarter 2014. The order intake was good, despite challenging markets. The momentum in the Metal recycling segment remains low.

## Mining

Revenues in third quarter 2015 were slightly up from third quarter 2014. Order intake has been low, due to a challenging market.

## 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 is assumed to continue and the outlook for fourth quarter is consequently good, although revenues and EBITA will both be significantly below the exceptionally strong third quarter 2015.

## TOMRA Sorting Solutions

Due to a high backlog at the end of third quarter 2015, fourth quarter revenue is expected to be good. Orders taken to $\mathrm{P} / \mathrm{L}$ in fourth quarter are assumed to be higher than orders received during the quarter, leading to a reduction in the order backlog by the end of fourth quarter 2015.

## 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.



## THE TOMRA SHARE



The total number of issued shares at the end of third quarter 2015 was 148,020,078 shares, including 141,082 treasury shares. The total number of shareholders decreased from 5,725 at the end of second quarter 2015 to 5,671 at the end of third quarter 2015. Norwegian residents held $29 \%$ of the shares at the end of third quarter 2015.

TOMRA's share price increased from NOK 71.75 to NOK 80.00 during third quarter 2015. The number of shares traded on the Oslo Stock Exchange in the period was 9 million compared to 7 million in the same period in 2014.

Asker, 20 October 2015
The Board of Directors TOMRA SYSTEMS ASA

Jan Svensson
Stefan Ranstrand
President \& CEO

## Condensed Consolidated interim financial statements

| STATEMENT OF PROFIT AND LOSS (MNOK) | Note | 3rd Quarter |  | YTD |  | $\begin{array}{c\|} \hline \text { Full year } \\ \hline 2014 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 |  |
| Operating revenues | (5) | 1748,4 | 1 187,8 | 4327,3 | 3 348,5 | 4 749,0 |
| Cost of goods sold |  | 1 011,0 | 664,6 | 2 454,8 | 1861,2 | 2 636,2 |
| Depreciations/write-down |  | 20,4 | 15,9 | 60,6 | 47,2 | 63,3 |
| Gross contribution |  | 717,0 | 507,3 | 1811,9 | 1 440,1 | 2 049,5 |
| Operating expenses |  | 367,2 | 280,2 | 1067,6 | 905,4 | 1225,2 |
| Depreciations/write-down |  | 25,9 | 21,4 | 76,0 | 63,7 | 87,8 |
| EBITA | (5) | 323,9 | 205,7 | 668,3 | 471,0 | 736,5 |
| Amortizations |  | 34,1 | 28,3 | 92,0 | 83,4 | 109,0 |
| EBIT | (5) | 289,8 | 177,4 | 576,3 | 387,6 | 627,5 |
| Net financial income |  | $(7,0)$ | $(8,2)$ | $(22,2)$ | $(25,2)$ | $(24,1)$ |
| Profit before tax |  | 282,8 | 169,2 | 554,1 | 362,4 | 603,4 |
| Taxes |  | 80,6 | 42,4 | 150,1 | 89,0 | 148,4 |
| Profit from continuing operations |  | 202,2 | 126,8 | 404,0 | 273,4 | 455,0 |
| Discontinued operations | (3) | $(1,1)$ | 4,0 | $(4,1)$ | 1,0 | $(60,7)$ |
| Net profit |  | 201,1 | 130,8 | 399,9 | 274,4 | 394,3 |
| Non-Controlling interest (Minority interest) |  | $(18,7)$ | $(12,9)$ | $(36,3)$ | $(25,0)$ | $(33,4)$ |
| Earnings per share (EPS) |  | 1,23 | 0,80 | 2,45 | 1,69 | 2,44 |
| Earnings per share (EPS) continuing operations |  | 1,24 | 0,77 | 2,49 | 1,68 | 2,85 |


| STATEMENT OF OTHER COMPREHENSIVE INCOME(MNOK) | 3rd Quarter |  | YTD |  | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2015 | 2014 | 2014 |
| Net profit for the period | 201,1 | 130,8 | 399,9 | 274,4 | 394,3 |
| Other comprehensive income that may be reclassified to profit or los: |  |  |  |  |  |
| Translation differences | 260,1 | $(6,0)$ | 264,8 | $(2,6)$ | 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 | 461,2 | 124,8 | 664,7 | 271,8 | 752,5 |
| Attributable to: |  |  |  |  |  |
| Non-controlling interest | 28,8 | 17,0 | 53,1 | 30,0 | 51,7 |
| Shareholders of the parent company | 432,4 | 107,8 | 611,6 | 241,8 | 700,8 |
| Total comprehensive income | 461,2 | 124,8 | 664,7 | 271,8 | 752,5 |


| STATEMENTS OF FINANCIAL POSITION (MNOK) |  | 30 September |  | $\begin{array}{c\|} \hline \text { Full year } \\ \hline 2014 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 |  |
| ASSETS |  |  |  |  |
| Intangible non-current assets |  | 2816,2 | 2 479,0 | 2 622,6 |
| Tangible non-current assets |  | 721,4 | 616,0 | 682,9 |
| Financial non-current assets |  | 309,1 | 284,5 | 307,3 |
| Inventory |  | 1 157,9 | 923,1 | 912,9 |
| Receivables |  | 1918,0 | 1487,7 | 1536,9 |
| Cash and cash equivalents |  | 395,5 | 172,4 | 436,3 |
| Assets held for sale | (3) | - | - | 125,8 |
| TOTAL ASSETS |  | 7 318,1 | 5 962,7 | 6 624,7 |
| EQUITY \& LIABILITIES |  |  |  |  |
| Equity |  | 3 648,3 | 2 790,0 | 3 244,0 |
| Non-controlling interest |  | 135,6 | 90,9 | 115,4 |
| Deferred taxes |  | 150,4 | 113,3 | 140,3 |
| Long-term interest bearing liabilities |  | 1 153,6 | 1565,1 | 1558,2 |
| Short-term interest bearing liabilities |  | 285,7 | - | 90,4 |
| Other liabilities |  | 1944,5 | 1403,4 | 1 452,0 |
| Liabilities held for sale | (3) | - | - | 24,4 |
| TOTAL EQUITY \& LIABILITIES |  | 7318,1 | 5962,7 | 6 624,7 |

Condensed Consolidated interim financial statements (continued)

| STATEMENT OF CASHFLOWS (MNOK) | Note | 3rd Quarter |  | YTD |  | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 | 2014 |
| Profit before income tax* |  | 281,7 | 173,2 | 550,0 | 363,4 | 542,7 |
| Changes in working capital |  | 19,2 | $(53,7)$ | $(115,1)$ | $(109,3)$ | $(0,1)$ |
| Other operating changes |  | 82,7 | 116,4 | 135,3 | 130,4 | 153,6 |
| Total cash flow from operations |  | 383,6 | 235,9 | 570,2 | 384,5 | 696,2 |
| Cashflow from (purchase)/sales of subsidiaries |  | $(29,0)$ | 0,0 | 52,2 | $(7,7)$ | $(19,6)$ |
| Other cashflow from investments |  | $(52,5)$ | $(67,9)$ | $(181,2)$ | $(197,8)$ | $(266,1)$ |
| Total cash flow from investments |  | $(81,5)$ | $(67,9)$ | $(129,0)$ | $(205,5)$ | $(285,7)$ |
| Cashflow from sales/repurchase of treasury shares | (4) | 0,0 | 0,0 | 7,1 | 7,0 | 2,0 |
| Dividend paid out | (2) | 0,0 | 0,0 | $(214,3)$ | $(199,6)$ | $(199,6)$ |
| Other cashflow from financing |  | $(287,0)$ | $(187,2)$ | $(316,8)$ | 28,2 | 33,4 |
| Total cash flow from financing |  | $(287,0)$ | $(187,2)$ | $(524,0)$ | $(164,4)$ | $(164,2)$ |
| Total cash flow for period |  | 15,1 | $(19,2)$ | $(82,8)$ | 14,6 | 246,3 |
| Exchange rate effect on cash |  | 41,3 | $(5,7)$ | 42,0 | $(6,3)$ | 25,9 |
| Opening cash balance |  | 339,1 | 197,3 | 436,3 | 164,1 | 164,1 |
| Closing cash balance |  | 395,5 | 172,4 | 395,5 | 172,4 | 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 | 1066,1 | 325,2 | $(37,1)$ | 1889,8 | 3 244,0 | 115,4 | 3 359,4 |
| Net profit |  |  |  | 363,6 | 363,6 | 36,3 | 399,9 |
| Changes in translation difference |  | 248,0 |  |  | 248,0 | 16,8 | 264,8 |
| Remeasurement defined benefit liability |  |  |  |  | 0,0 |  | 0,0 |
| Dividend non-controlling interest |  |  |  |  | 0,0 | $(32,9)$ | $(32,9)$ |
| Purchase of treasury shares |  |  |  |  | 0,0 |  | 0,0 |
| Treasury shares sold to employees | 0,1 |  |  | 7,0 | 7,1 |  | 7,1 |
| Dividend to shareholders |  |  |  | $(214,4)$ | $(214,4)$ |  | $(214,4)$ |
| Balance per 30 September 2015 | 1066,2 | 573,2 | $(37,1)$ | 2 046,0 | 3 648,3 | 135,6 | 3 783,9 |


| EQUITY | 3rd Quarter |  | YTD |  | Full year |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (MNOK) | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
| Opening balance | $\mathbf{3 2 1 6 , 0}$ | $\mathbf{2} \mathbf{6 8 2 , 2}$ | $\mathbf{3 2 4 4 , 0}$ | $\mathbf{2} \mathbf{7 4 0 , 9}$ | $\mathbf{2 7 4 0 , 9}$ |
| Net profit | 182,4 | 117,9 | 363,6 | 249,4 | 360,9 |
| Translation difference | 249,9 | $(10,1)$ | 247,9 | $(7,6)$ | 350,0 |
| Remeasurement defined benefit liability | 0,0 | 0,0 | 0,0 | 0,0 | $(10,1)$ |
| Dividend paid | 0,0 | 0,0 | $(214,3)$ | $(199,6)$ | $(199,6)$ |
| Net purchase of own shares | 0,0 | 0,0 | 7,1 | 6,9 | 1,9 |
| Closing balance | $\mathbf{3 6 4 8 , 3}$ | $\mathbf{2 7 9 0 , 0}$ | $\mathbf{3 6 4 8 , 3}$ | $\mathbf{2} \mathbf{7 9 0 , 0}$ | $\mathbf{3 2 4 4 , 0}$ |

## 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 $8-12 \%$. An increase in NIBOR and EURIBOR of 1 percentage point, would increase financial expenses by ~NOK 10 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 is considered normal in such transactions. In the balance sheet, the assets and liabilities related to the Compaction business were 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 Compaction | Continued operations |
| 4 953,1 | 204,1 | 4 749,0 |
| 2 765,3 | 129,1 | 2 636,2 |
| 63,3 | - | 63,3 |
| 2 124,5 | 75,0 | 2 049,5 |
| 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 |


| 2662,9 | 40,3 | 2622,6 |
| ---: | ---: | ---: |
| 701,6 | 18,7 | 682,9 |
| 307,4 | 0,1 | 307,3 |
| 947,2 | 34,3 | 912,9 |
| 1569,3 | 32,4 | 1536,9 |
| 436,3 |  | 436,3 |
| - | $(125,8)$ | 125,8 |
| 6624,7 | 0,0 | 6624,7 |
|  |  |  |
| 3244,0 |  | 3244,0 |
| 115,4 |  | 115,4 |
| 142,8 | 2,5 | 140,3 |
| 1558,2 |  | 1558,2 |
| 90,4 | 21,9 | 1452,0 |
| 1473,9 | $(24,4)$ | 24,4 |
| - | 0,0 | 6624,7 |
| 6624,7 |  |  |


| 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 | $\mathbf{6 4 , 0}$ |


| Sales price (MSEK) | 110,0 |
| :--- | ---: |
| Restruct. charge (MSEK) | $(5,0)$ |
| W/C adjustment (MSEK) | 0,6 |
| Salesprice (MSEK) | 105,6 |
| Salesprice (MNOK) | $\mathbf{1 0 1 , 4}$ |
|  |  |
| Assets held for sale | 125,8 |
| Liabilities held for sale | 24,4 |
| Net assets held for sale | $\mathbf{1 0 1 , 4}$ |

## ASSETS

Intangible non-current assets
Tangible non-current assets
Financial non-current assets
Inventory
Receivables
Cash and cash equivalents
Assets held for sale
TOTAL ASSETS
EQUITY \& LIABILITIES
Equity
Non-controlling interest
Deferred taxes
Long-term interest bearing liabilities
Short-term interest bearing liabilities
Other liabilities
Liabilities held for sale
TOTAL EQUITY \& LIABILITIES


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 |  |  |  |
| Sold to employees | $(103603)$ | NOK | 68,0 |
| Net purchased | $(103603)$ | NOK | 6,59 |

## NOTE 5 Operating segments

| SEGMENT <br> (MNOK) | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | 3Q14 | 3Q15 | 3Q14 | 3Q15 | 3Q14 | 3Q15 | 3Q14 |
| Revenues | 1110 | 695 | 638 | 493 |  |  | 1748 | 1188 |
| Gross contribution | 431 | 291 | 286 | 217 |  |  | 717 | 508 |
| - in \% | 39 \% | 42 \% | 45 \% | 44 \% |  |  | 41 \% | 43 \% |
| Operating expenses | 184 | 144 | 199 | 151 | 10 | 7 | 393 | 302 |
| EBITA | 247 | 147 | 87 | 66 | (10) | (7) | 324 | 206 |
| - in \% | 22 \% | 21 \% | 14 \% | 13 \% |  |  | 19 \% | 17 \% |
| Amortization | 12 | 9 | 22 | 19 |  |  | 34 | 28 |
| EBIT | 235 | 138 | 65 | 47 | (10) | (7) | 290 | 178 |
| - in \% | 21 \% | $20 \%$ | 10 \% | $10 \%$ |  |  | 17 \% | 15 \% |


| SEGMENT(MNOK) | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YTD15 | YTD14 | YTD15 | YTD14 | YTD15 | YTD14 | YTD15 | YTD14 |
| Revenues | 2664 | 2006 | 1663 | 1343 |  |  | 4327 | 3349 |
| Gross contribution | 1069 | 847 | 743 | 593 |  |  | 1812 | 1440 |
| - in \% | 40 \% | 42 \% | 45 \% | 44 \% |  |  | 42 \% | 43 \% |
| Operating expenses | 550 | 458 | 568 | 490 | 26 | 21 | 1144 | 969 |
| EBITA | 519 | 389 | 175 | 103 | (26) | (21) | 668 | 471 |
| - in \% | 19 \% | 19 \% | 11 \% | 8 \% |  |  | 15 \% | 14 \% |
| Amortization | 29 | 26 | 63 | 57 |  |  | 92 | 83 |
| EBIT | 490 | 363 | 112 | 46 | (26) | (21) | 576 | 388 |
| - in \% | 18 \% | 18 \% | $7 \%$ | 3 \% |  |  | 13 \% | 12 \% |
| Assets | 2961 | 2498 | 3761 | 3135 | 596 | 330 | 7318 | 5963 |
| Liabilities | 1127 | 802 | 617 | 517 | 1790 | 1763 | 3534 | 3082 |

NOTE 6 Interim results

| (MNOK) | 3Q15 | 2Q15 | 1Q15 | 4Q14 | 3Q14 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating revenues (MNOK) | 1748 | 1472 | 1107 | 1401 | 1188 |
| EBITA (MNOK) | 324 | 240 | 104 | 266 | 206 |
| EBIT (MNOK) | 290 | 211 | 76 | 240 | 177 |
| Sales growth (year-on-year) (\%) | $47 \%$ | $29 \%$ | $8 \%$ | $20 \%$ | $0 \%$ |
| Gross margin (\%) | $41 \%$ | $42 \%$ | $43 \%$ | $44 \%$ | $43 \%$ |
| EBITA margin (\%) | $17 \%$ | $16 \%$ | $9 \%$ | $19 \%$ | $17 \%$ |
| EPS (NOK) | 1,23 | 0,92 | 0,30 | 0,75 | 0,80 |
| EPS (NOK) fully diluted | 1,23 | 0,92 | 0,30 | 0,75 | 0,80 |

## 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


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

The results announcement will be broadcasted on Wednesday 21 October 2015 at 08:00 CET via live webcast. Link to webcast for this and previous releases are available at http://tomra.com/en/investor-relations/financial-information/quarterly-reports

## For further information contact:

Espen Gundersen, Deputy CEO / CFO, Tel: +4797687301
Elisabet V. Sandnes, Investor Relations Officer / M\&A Director, Tel: +47 97557915

