

TOMRA Systems ASA 21 October 2022 © TOMRA

At TOMRA, our vision is to Lead the Resource Revolution

It is our belief that businesses have the power and responsibility to help manage our planet's precious resources—today and tomorrow.

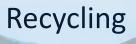






Publicly listed on Oslo Stock Exchange (OSEBX: TOM)

Collection



Food







Our transformation journey

2004 RECYCLING

TOMRA acquires TITECH, the world's leading provider of optical recognition and sorting technology for the waste industry and TOMRA's transformation journey starts.



2005

2006

COLLECTION

TOMRA acquires Orwak Group, a leading provider of compaction for a variety of materials.



TOMRA acquires Commodas - a leading

supplier within the field of sensor-based

products for mining and metal recycling.

2008

RECYCLING

TOMRA acquires Ultrasort - specialists in sensor-based mining technology.



RECYCLING

2011

2011

operation became

commodity prices.

less exposed to

movements in

FOOD

Sale of Californian material handling

business. With the divestment the US

TOMRA acquires Odenberg, rounding out the offering to include food optimization.



......

2012

COLLECTION

2 FOOD

TOMRA acquires BEST, leading food sorting machine producer. With the acquisition of BEST, TOMRA has by far the widest reach within the food sorting universe.



2016

FOOD

TOMRA expands into lane sorting, acquiring New Zealand based Compac, confirming TOMRA's position as the leading provider of sorting technology into the food industry.

COLLECTION

Divestment of Orwak. Further portfolio focus on sensor-based technology.

2014

2018

FOOD

TOMRA compliments its food sorting portfolio with the acquisition of BBC Technologies, a leading provider of precision grading systems for blueberries and other small fruits. TECHNOLOGIES

FROM:



Helping the world recycle

TOMRA

2000



■ Collection

2004



CollectionSorting

2008



■ Collection
■ Sorting

2012



■ Collection
■ Sorting

2019



CollectionSorting

2021



■ Collection

Recycling
Food

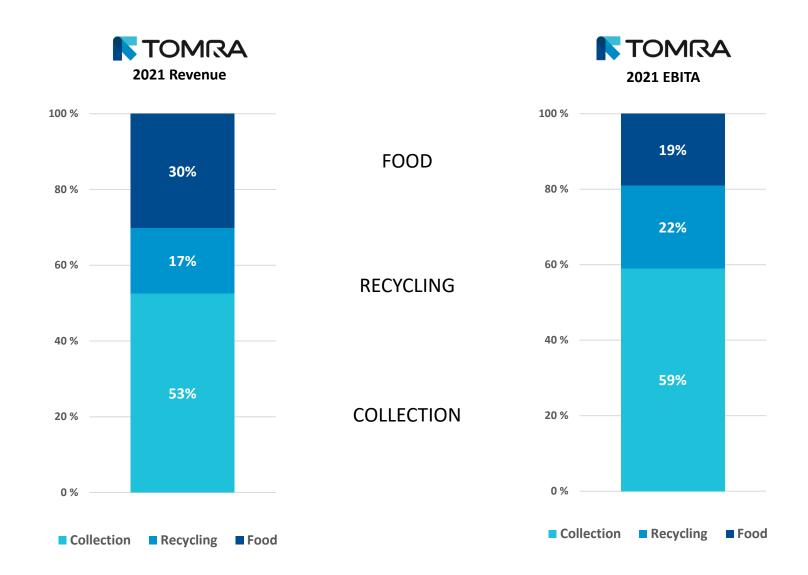
TO:



LEADING THE RESOURCE REVOLUTION



Creating value through three divisions





Divisions and segments

	COLLECTION	RECYCLING	FOOD
	REVERSE VENDING	RECYCLING	PROCESSED FOOD
Share of '21 sales	~43%	~15%	~17%
Employees	1,856	575	826
Customers	Grocery retailers	Material recovery plants, scrap dealers, metal shredder operators	Food growers, packers and processors
Market share	~70%	~55-60%	~30%
	MATERIAL RECOVERY	MINING	FRESH FOOD
Share of '21 sales	~10%	~2%	~13%
Employees	580	84	655
Customers	Grocery retailers and beverage manufacturers	Mining companies	Food growers, packers and cooperatives
Market share	~60% in USA (markets served)	~40-50%	~25%
	TOMRA GROUP FUNCTIONS		
Employees			



Installed base worldwide

COLLECTION

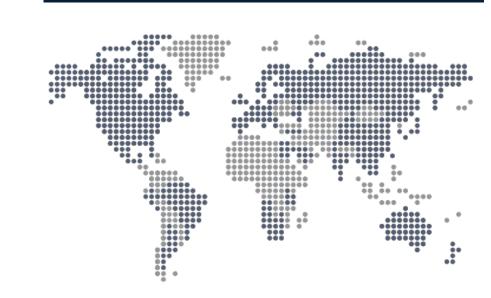


REVERSE VENDING

Nordic	~16,200
Germany	~30,000
Other Europe	~15,100
North America	~13,700
Rest of the world	~6,000

TOTAL*) ~81,000

RECYCLING AND FOOD



RECYCLING		FOOD		
EMEA	~5,885	EMEA	~6,050	
Americas	~1,300	Americas	~4,850	
Rest of world	~1,205	APAC	~2,050	
TOTAL ~8,400		TOTAL ~13,000		

TOMRA Collection



TOMRA Global leader in reverse vending



50 years of experience



81 mac ope

81 000 machines in operation

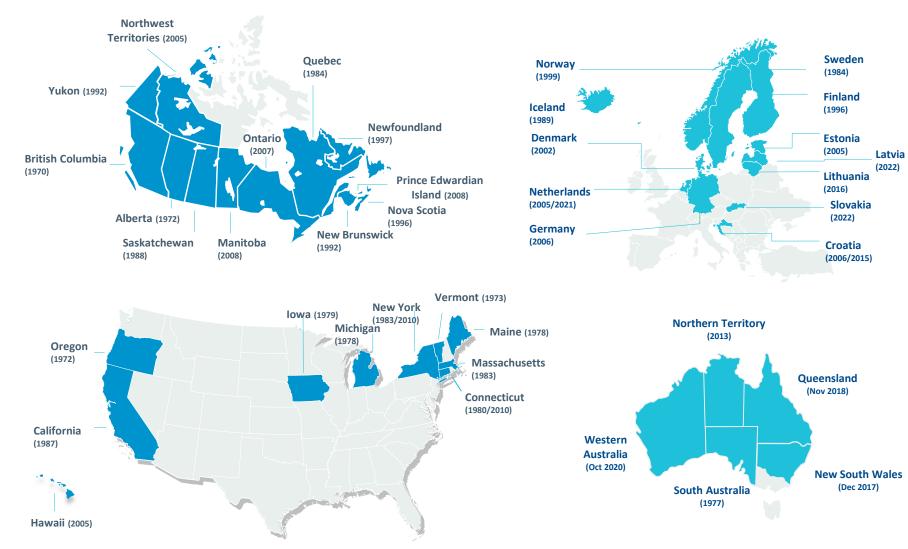
Represented in more than **60 countries**

5.7bn NOK revenues





An overview of current deposit markets





Upcoming deposit markets

Quebec:

Deposit system to be modernized November 2023

Connecticut:

Expansion of existing deposit system in 2023 and 2024

Scotland:

Container deposit scheme planned to start August 2023

<u>Ireland:</u>

Deposit system to be implemented in 2023

Romania:

Deposit system to be implemented November 2023

The Netherlands:

Deposit Return System to be extended January 2023

Collection target for plastic bottles:

- 77% by 2025
- 90% by 2029

Recycled content in product design:

- 25% by 2025 in PET bottles
- 30% by 2030 in all plastic bottles

EU Single-Use Plastic Directive: Targets on recycled content and collection target for plastic bottles. Deposit scheme mentioned as a mean to reach those targets.

<u>Austria:</u>

Deposit Return System to be implemented 2025

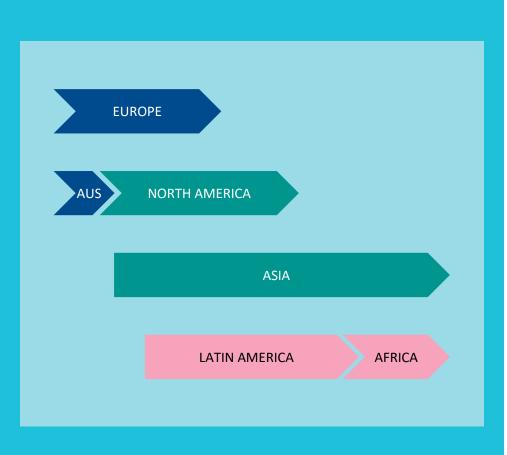
Victoria and Tasmania:

Deposit Return System to be implemented in 2023

New Zealand

Deposit Return System proposed for 2025

We are driving the market momentum through global advocacy work aiming to achieve best practice deposit systems and generate demand through innovations









77% 90% 2025 2029

25% 30% 2025 2030

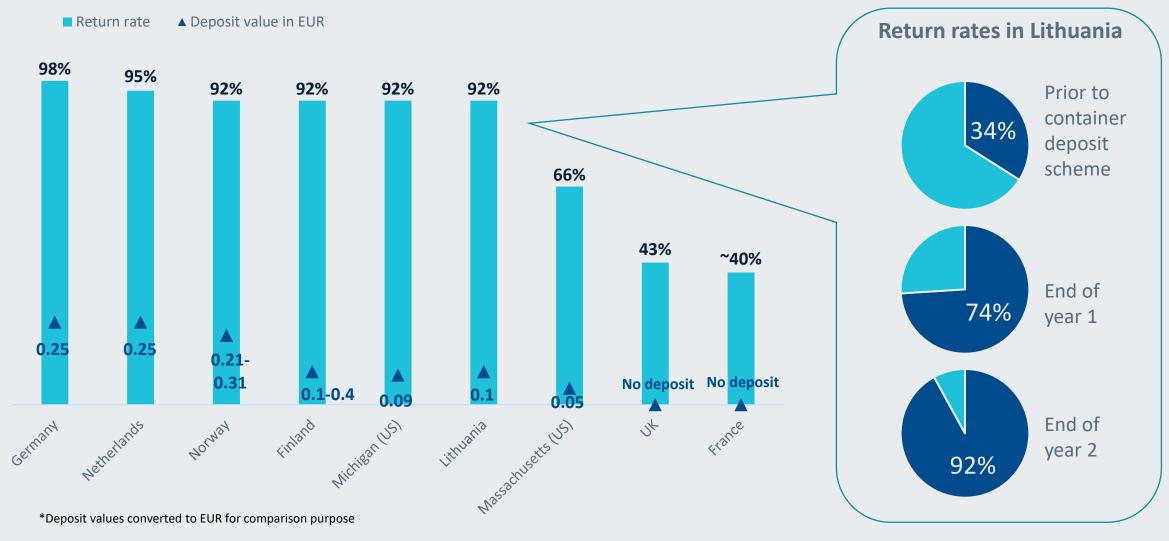


Continued work with governments to implement best practice deposit legislation



Innovate solutions that trigger modernizations and increased demand

High collection rates achieved in two years' time



The four principles of high-performing deposit return systems

PERFORMANCE



A collection target for a broad scope of beverage packaging plus a meaningful deposit delivers strong results.

CONVENIENCE



The redemption system is easy, accessible and fair for everyone.

PRODUCER RESPONSIBILITY



Producers manage, finance and invest in the system with use of unredeemed deposits and commodity revenues.

SYSTEM INTEGRITY

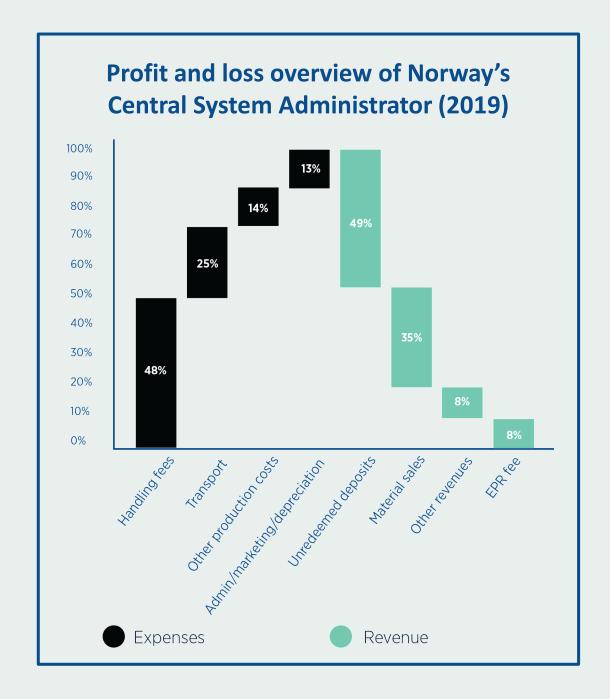


Trust is built into the system's processes through transparent management, a data-driven clearinghouse, and reliable redemption technology.

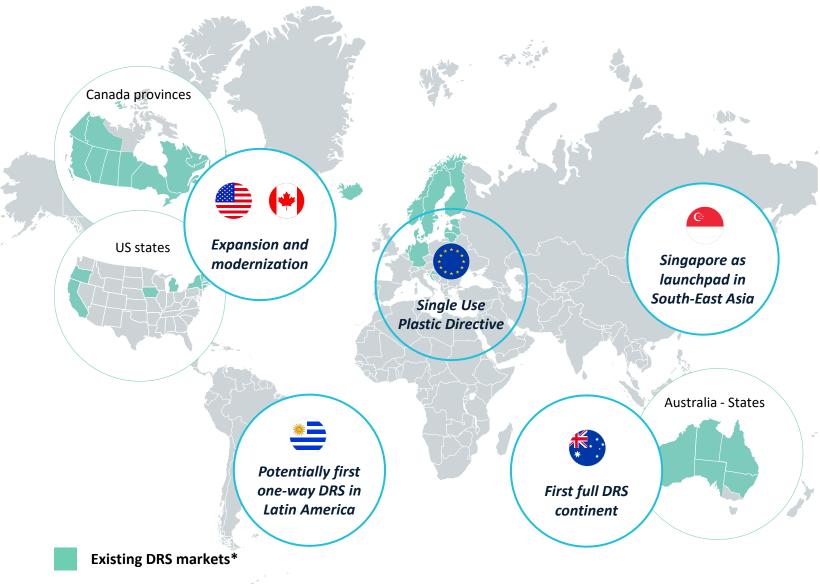
Reinvestment of unredeemed deposits and material revenue within the system

In Norway

over 80% of the
system's costs are
covered by
unredeemed deposits
and material revenue



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



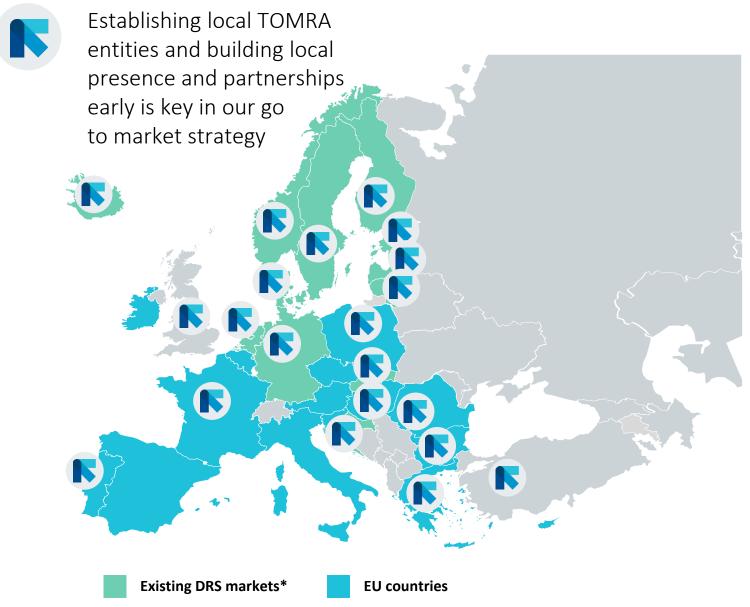
^{*} In addition, some markets have refillable deposit systems such as: Austria, Belgium, Chile, Czech Republic, France, Hungary, Poland and South Korea

Europe and the Single Use Plastic Directive (SUPD) will be the main driver of new deposit markets towards 2030



¹⁹

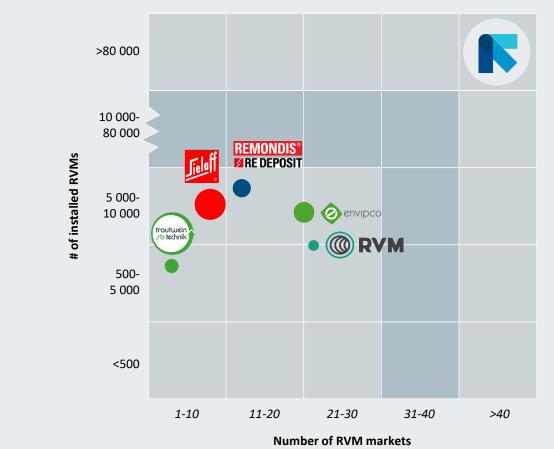
Strong local presence in existing and upcoming European deposit markets



²⁰

Preferred partner in reverse vending solutions





Customer centricity is at the core of our innovation strategy

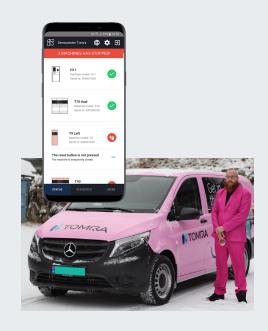
Strategic aspiration:
Innovate the most
attractive solutions
and the best customer
experience

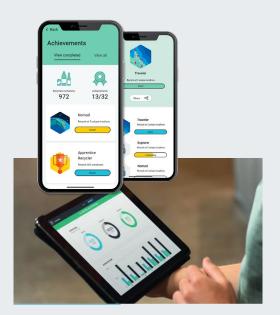


Efficient operations for peace of mind

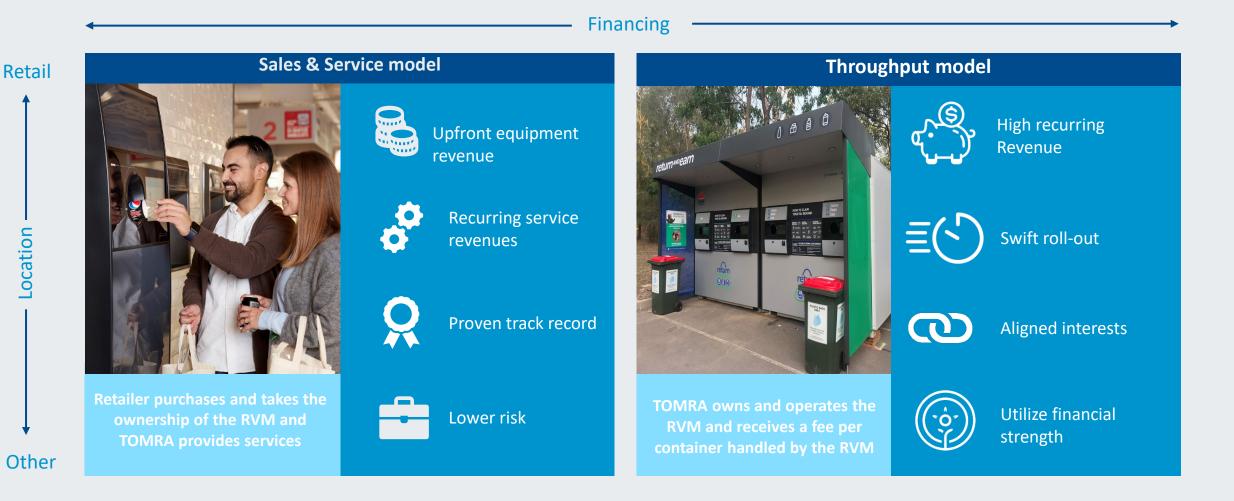
A smart investment for long-term benefits





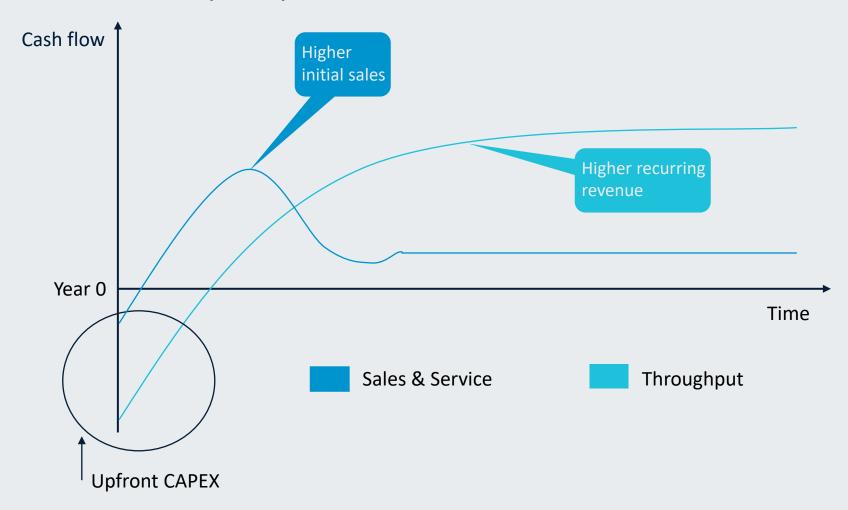


Business model expertise across deposit systems



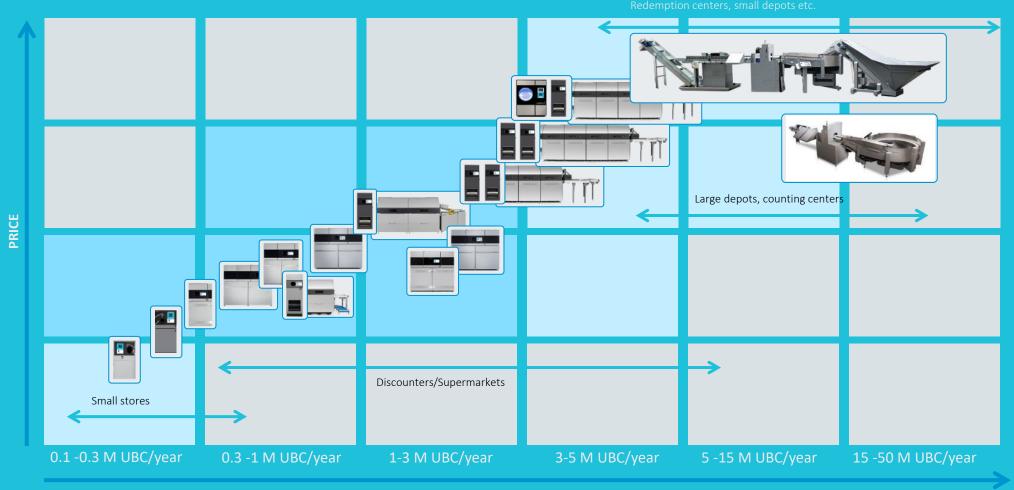
Cash flow profiles of the two business models

Illustrative cash flow profiles per machine

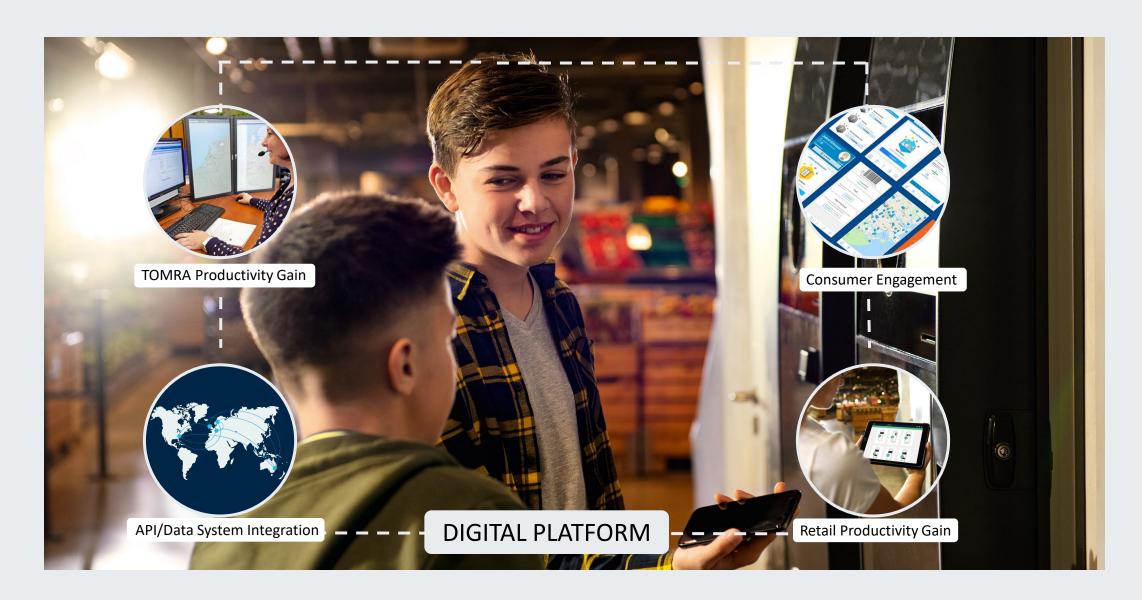




Flexibility and scalability to enable new business models and new market entry



Advanced digital platform leveraged across stakeholder groups









RVM Kiosks



Automated Depots



Reverse Vending Centres



Over the Counter

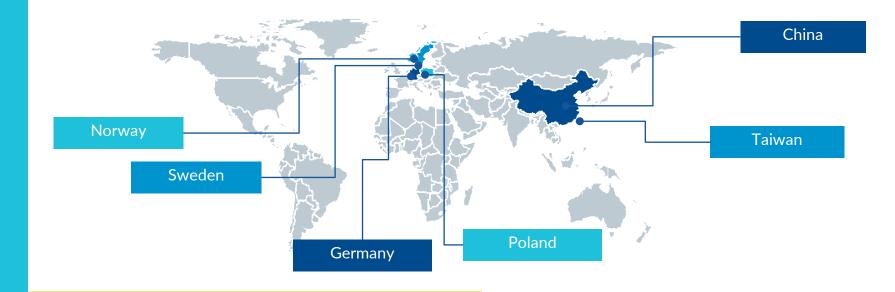


Single RVMs



Scheme App

Current supply chain with country origin on purchased material



Global Supply Chain

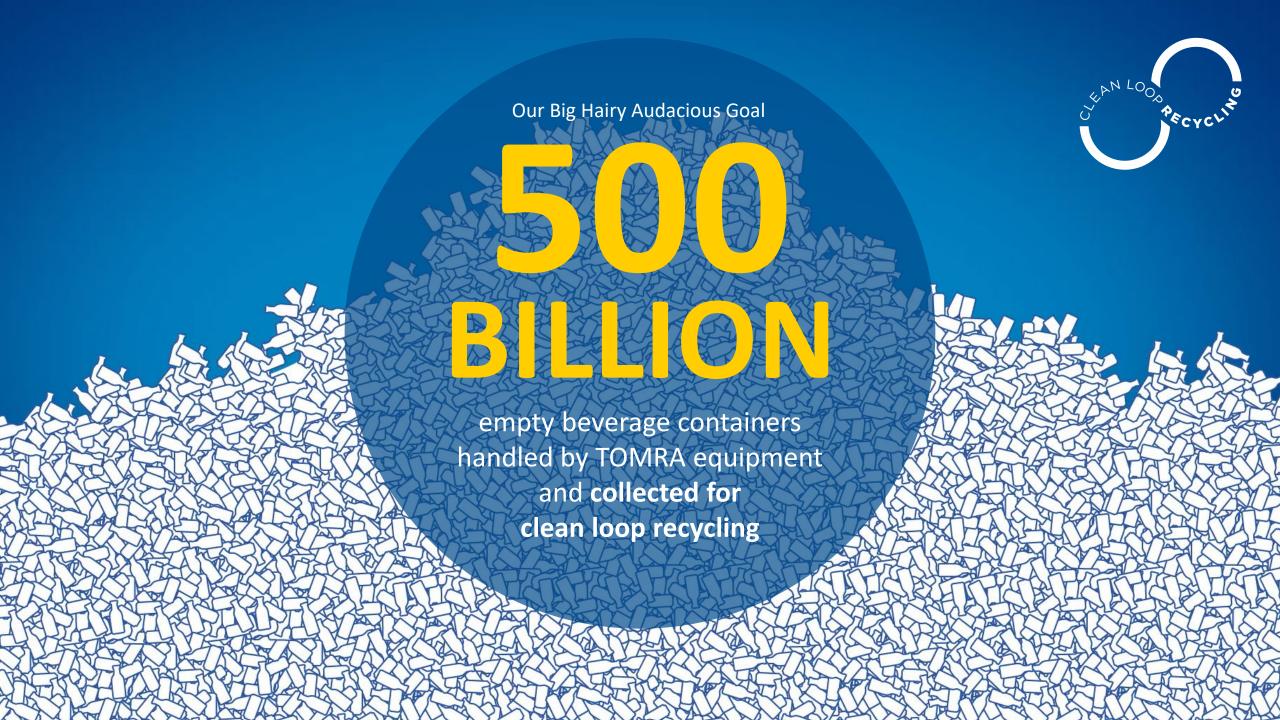
Optimize global sourcing and production set-up

The goal

Support the market demands both on capacity and flexibility

Capable of annual delivery of up to 30.000 RVMs

Dual sourcing strategy in focus to reduce risk and exposure (increase European sourcing)



TOMRA Recycling



There is a legislative push and market pull towards a circular economy





Example: Norway

Target 2025=50% recycling Target 2030=55% recycling

EPS [Ton] 250 000 Packaging waste including 200 000 150 000 100 000 50 000 2019 2020 2028 2029 2033 2018 2021 2022 2023 2024 2025 2026 2030 2031 2032 2027 Material recycled Total waste generated

EU target

300 000

¹ Packaging and Packaging Waste Directive



2034

Material recycled, new measurement point

EU member states need to meet PPWD¹ targets for plastic recycling

Strong commitment from the industry to use recycled polymers

Selected global commitments (non-exhaustive)



"Our ambition is to use 1 million tons of plastic waste a year in our global chemical plants by 2025"

1 million tons



"Produce and market 2 million tons of recycled and renewable based polymers annually by 2030"

2 million tons



"Produce 2 million tons of sustainable (includes recycled and biobased) polyolefins by 2030"

2 million tons

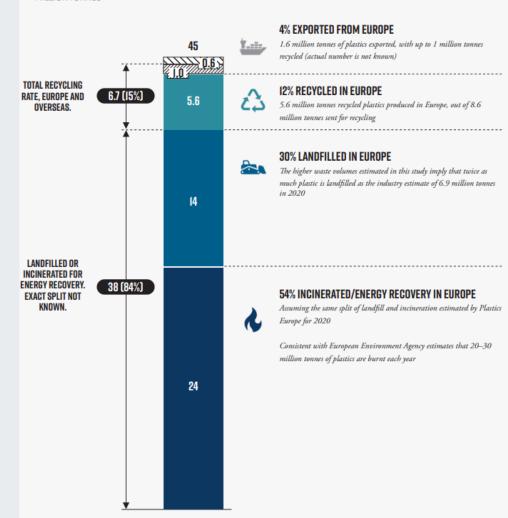


"By 2030, Dow will enable 1 million tons of plastic to be collected, reused or recycled through its direct actions and partnerships" 1 million tons

TREATMENT OF END-OF-LIFE PLASTICS IN EUROPE, 2020

TREATMENT OF EUROPEAN END-OF-LIFE PLASTICS, 2020

MILLION TONNES



https://materialeconomics.com/publications/europes-missing-plastics

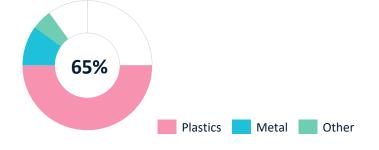
Sorting is essential for a circular economy



Waste sorting segment

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

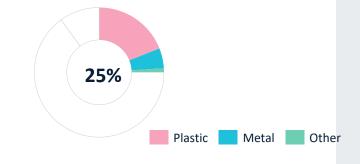
Segment share of installed base



Recycling segment

Upgrade material to pure fractions for high quality recycling

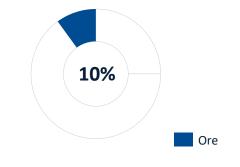
Segment share of installed base



Mining segment

Recovery and ore sorting to reduce environmental impact

Segment share of installed base

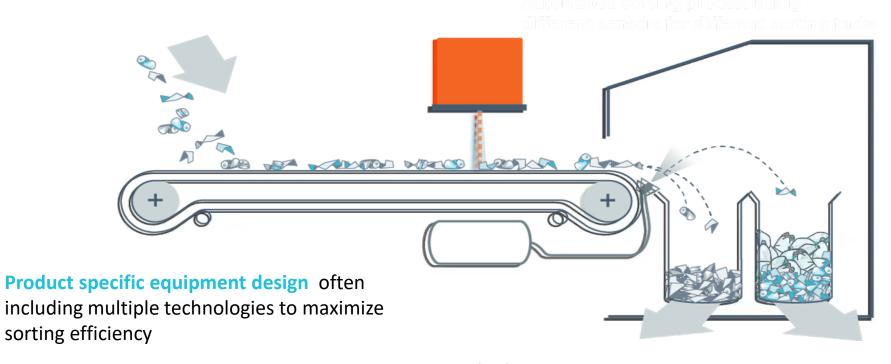




How does sensor-based separation work?

Feeding of unsorted material

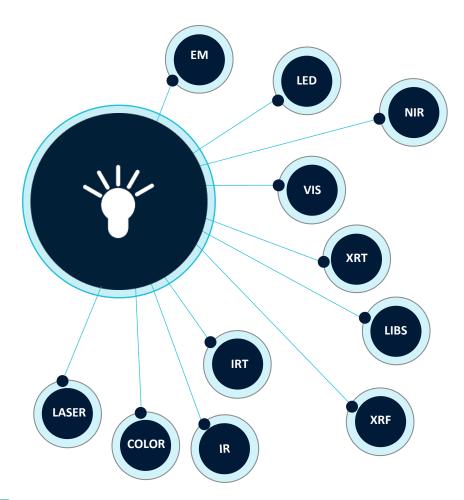
High-tech sensors to identify objects



Precise ejection by ultra fast air jets

High-speed processing of information (material, shape, size, color, defect, damage and location of objects)

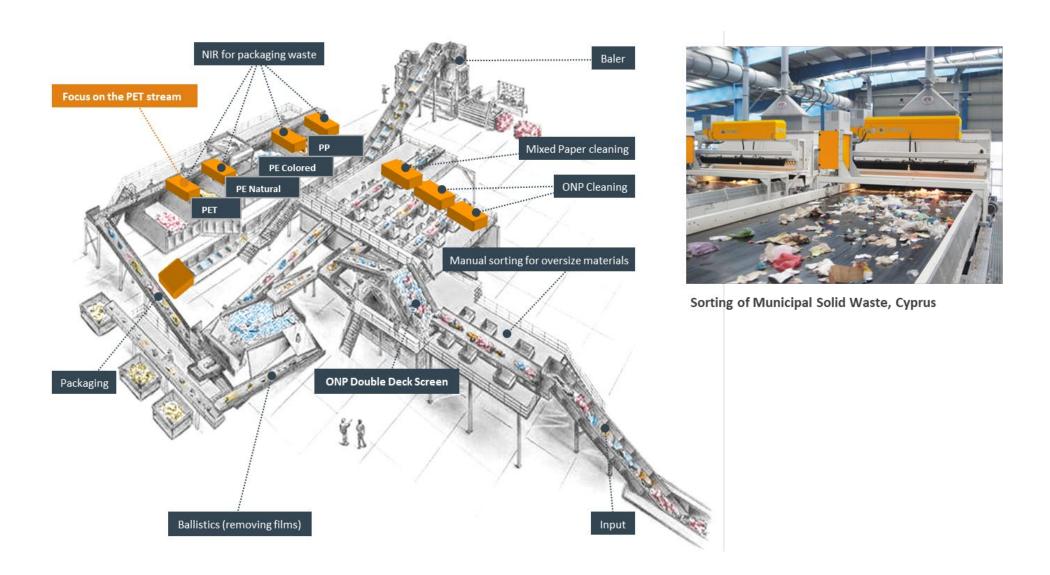
A broad sensor-based technology portfolio



	RECYCLING	FOOD
ELECTROMAGNETIC SENSOR (EM) Electro-magnetic properties like conductivity and permeability	X	X
LED SPECTOMETRY (LED) Color and spectral properties based on multiple LED light sources in very high optical resolution	х	x
NEAR-INFRARED SPECTROSCOPY (NIR) Specific and unique spectral properties of reflected light in the near-infrared spectrum	х	х
VISIBLE LIGHT SPECTROMETRY (VIS) Specific and unique spectral properties of reflected light in the visible spectrum	х	х
X-RAY TRANSMISSION (XRT) Atomic density irrespective of surface properties and thickness	х	x
LASER INDUCED BREAKDOWN SPECTROSCOPY (LIBS) Elemental composition	х	
X-RAY FLUORESCENCE (XRF) Elemental composition	х	
INFRARED TRANSMISSION (IRT) Density and shape properties by light absorption		х
IR CAMERA (IR) Heat conductivity and heat dissipation		x
COLOR CAMERA (COLOR) Color properties measured in very high optical resolution	х	x
LASER REFLECTION/FLUORESCENCE (LASER) Structural, elemental and biological properties by reflection, absorption and fluorescence of laser light	х	х



Automation with TOMRA units



Our solutions enable recovery of recyclables from different waste streams



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

Our solutions can also recover valuables from residual waste streams



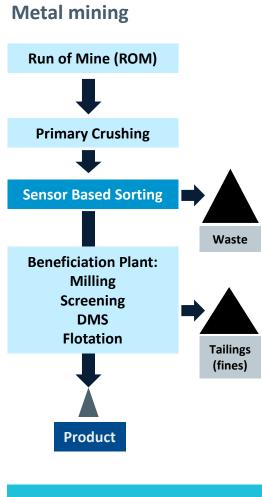
The concept of sensor-based sorting in mining

Industrial minerals Run of Mine (ROM) **Primary Crushing Secondary Crushing Sensor Based Sorting** Waste **Product**

Mining process:



- 15% to 50% of the ROM can be rejected in an early stage of the process (application dependent)
- These low grade waste rocks don't need to be transported, crushed, grinded or further treated

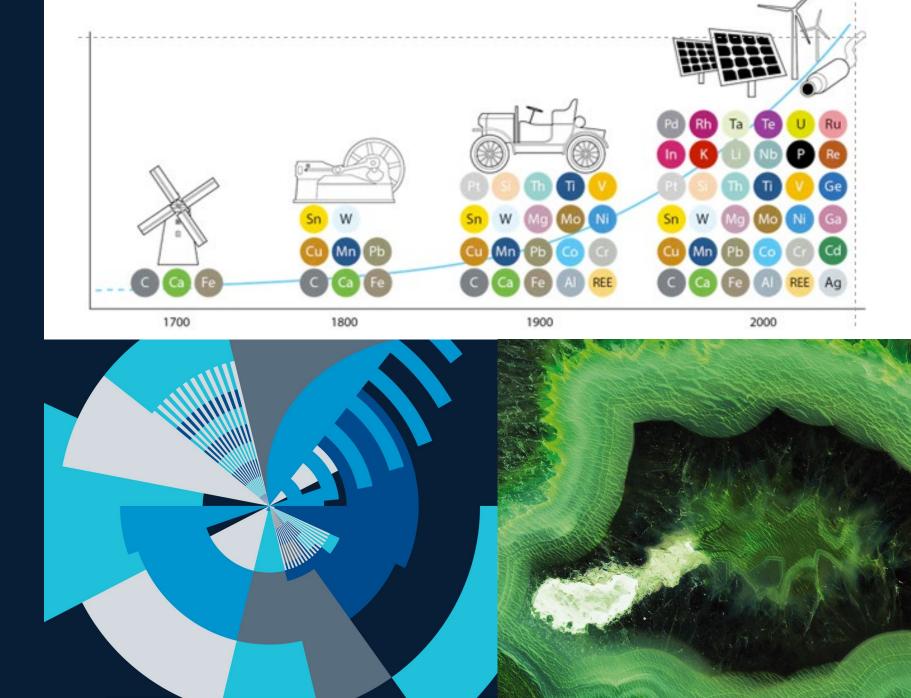


Mining process:

Current segment

Potential new segment

The essential nature of mining means that the industry needs to make a leap towards a more sustainable future



Our ore sorting solutions enable the mining industry to reduce their footprint

Ore sorting is used to:

- Reduce operational impact and footprint by splitting the "good" and the "bad" materials early in the process
- Extend the lifetime of a mine
- Reclaim valuables for stock piles

VALUE-ADD:						
EFFECT OF SENSOR-BASED SORTING (SBS)	ENVIRONMENT	COST & PRODUCTIVITY	SAVINGS			
Decreased energy consumption (Transport, pumping & dewatering, disposals)	✓	✓	15 kWh saved per ton of material 2% to 3% of the world energy consumption is used for crushing, screening and milling			
Decreased water consumption (Cooling, transport in the process)	✓	✓	3 to 4 m³ water saved per ton of material			
Reduced carbon footprint	✓	✓	CO2/Green counter, 7.5 kg per ton of material sorted TOMRA Sorters saved ~124,000 metric tons of CO2 in 2018			
Decreased Transport cost		✓	Costs down €0.30/ton/km			
Chemical usage decrease (Flotation reagents, acid for leaching and cyanide)	✓	✓	A few grams up to a few kilos per ton			
Reduced tailings (fine particles)	✓	✓	• 3 m³ tailings volume per ton (2 m³ material plus 1 m³ water)			
Productivity increase (De-bottleneck conventional process)		✓	Per ton of waste 1 additional ton of ore production			
Lifetime of Mine increased	✓	✓	30-50% longer life of a mine			
Waste into value (Create sellable product)	✓	✓	The coarse waste rejected can be sold (for a low price)			
Legislation		✓	Up to 3 years quicker approvals			
Reduced cut-off grade (Higher dilution in the mine, process marginal dumps)		✓	30-50% more reserves			

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

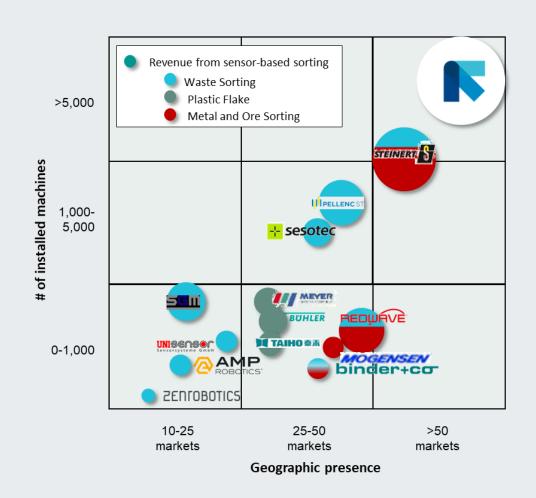
New segments for automated sorting

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



Our solutions close the loop by enabling high quality recycling



Plastics

We are actively pushing the boundaries of plastics recycling by:

- Demonstrating advanced mechanical recycling
- Supporting chemical recyclers







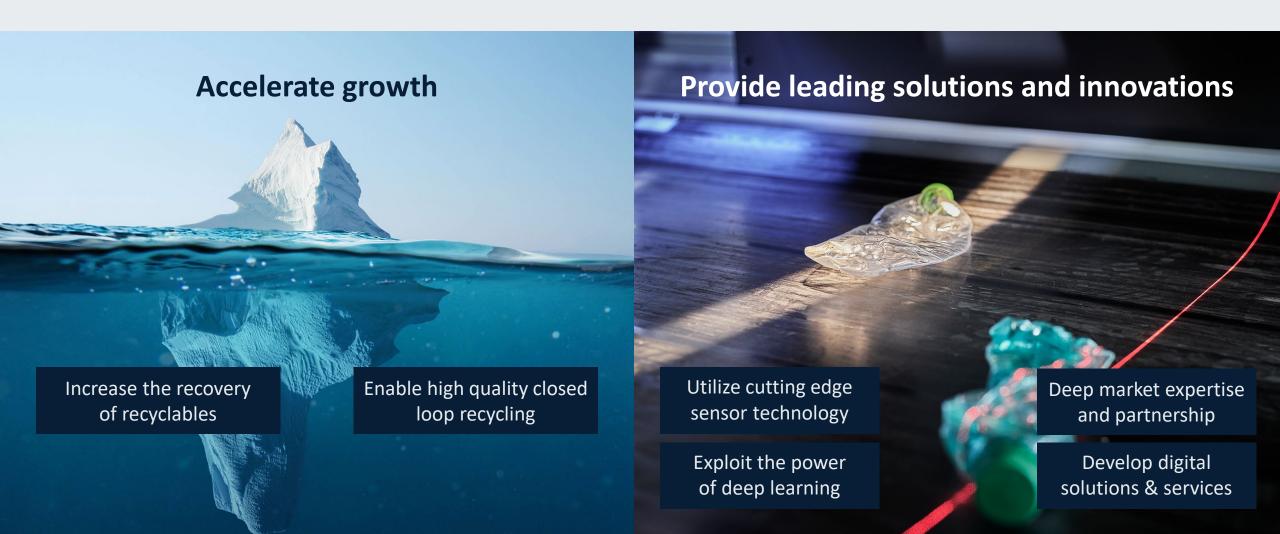
Wood sorting

Textile sorting

Alloy sorting

We are investing into the development of solutions for new segments

We have two strategic priority areas



We are here to enable closed loop recycling solutions - material stream by material stream

Our commitment towards plastic packaging by 2030

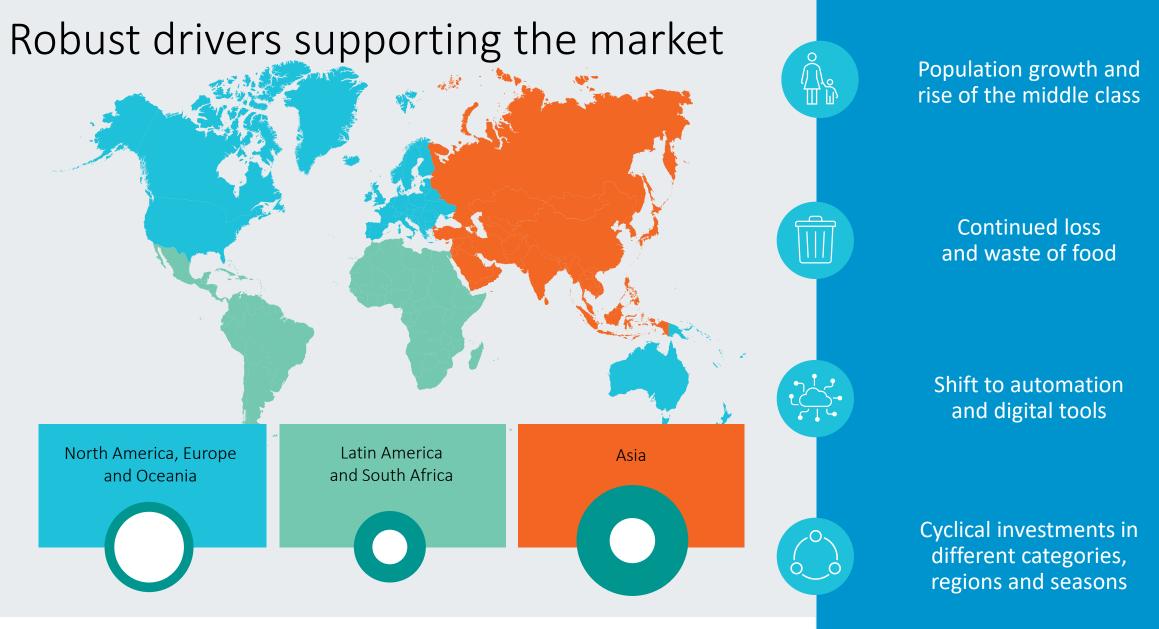
30%

of post-consumer plastic packaging is recycled in a closed-loop



TOMRA Food







TOMRA Food with a strong value proposition



Why TOMRA

Know-how

Expertise to transform the food industry

Technology

Best-in-class sorting and grading solutions, and digital insight **Partnerships**

With local understanding, global know-how and long-term relationships

Food Categories



Three ways of sorting within the Food segment

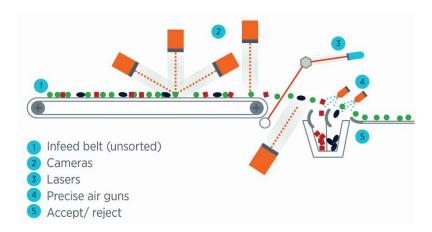
Free fall (Channel / Chute)			
Application	Seeds, rice, grains		
Sensor tech.	Camera (simple)		

Belt	
Application	Prepared /preserved veg. and fruit
Sensor tech.	Several (complex)

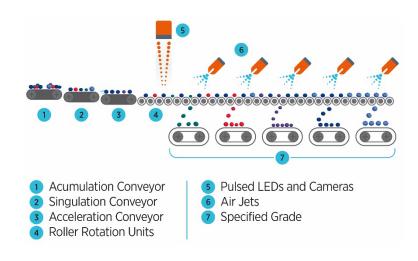
Lane		
Application	Fresh produce	
Sensor tech.	Several (medium)	

1 Infeed shaker or hopper (unsorted) 2 BSI module 3 Lasers 4 Precise air guns 5 Accept/ reject

On belt inspection

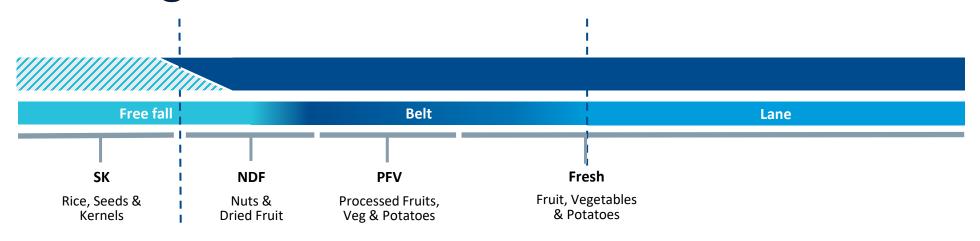


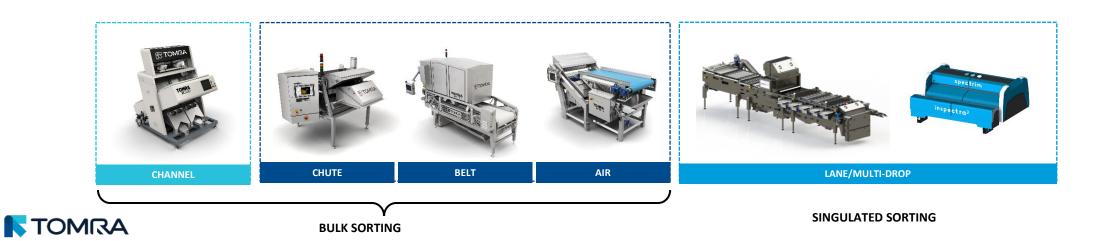
Lane grading





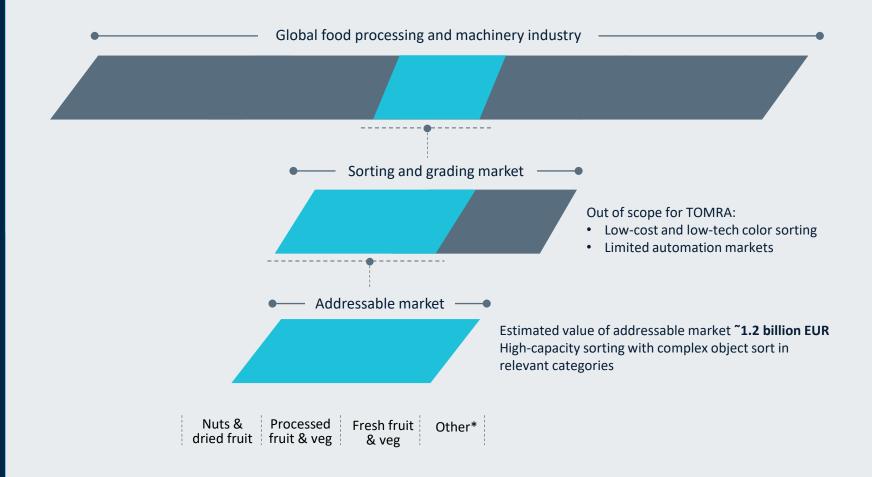
TOMRA has established the broadest footprint within food sorting





We are addressing approximately 60% of the total food sorting and grading market

Market position and addressable market

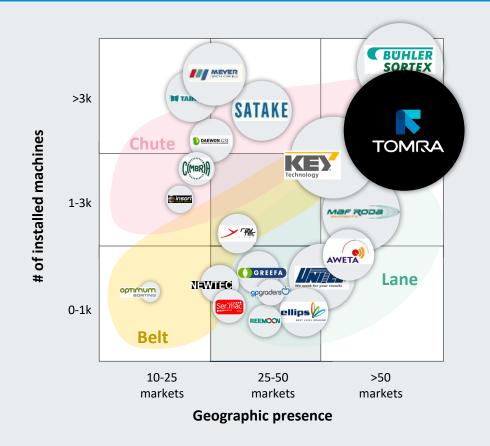


Leading position globally

Total Food Sorting and Grading Market: ~1.5-2.0 EURbn

Addressable Food market: ~1.2 EURbn

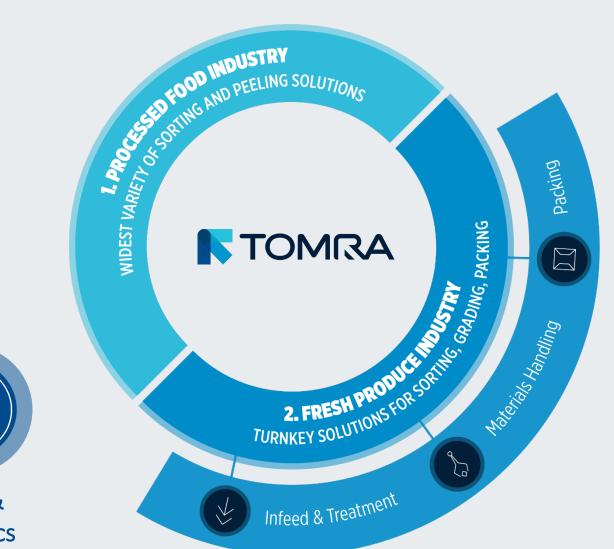
TOMRA 2021: ~0.3 EURbn



Leading technology



Sorting & Grading





Artificial Intelligence



Data & Analytics





Our food sorting customers

PROCESSED FOOD INDUSTRY



FRESH PRODUCE INDUSTRY





Clear strategic direction and priorities



Maximize growth

Core

Anchor North America Accelerate Europe



Expansion

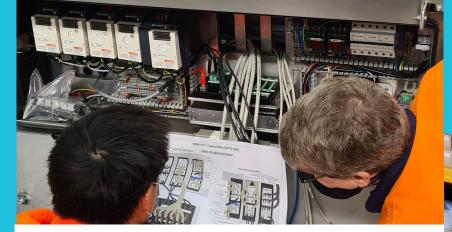
Grow market share

Services and digital

Increase recurring revenues
Deliver advanced digital solutions

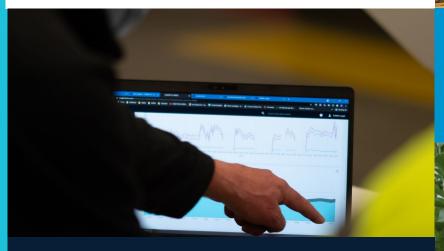


Operational excellence



Productivity

Continuous improvement
Scale and synergies



Technology management

Modularization Digital

Supply chain optimization

Go-to-market
Global sourcing and resilience



Customer focus

Customer engagement Value proposition



Every Resource Counts

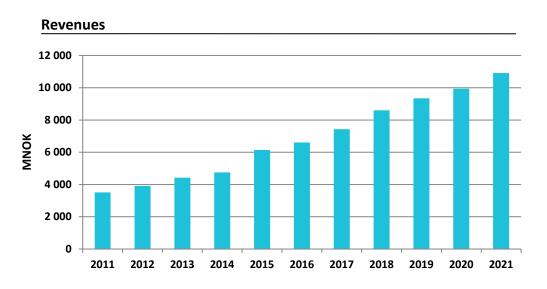


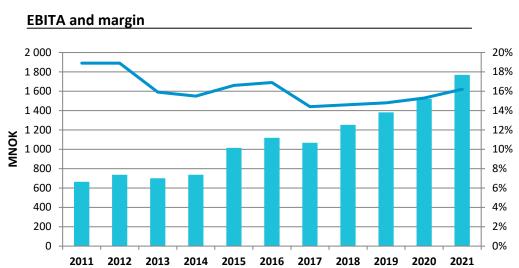
Post-harvest food loss reduction by 2030

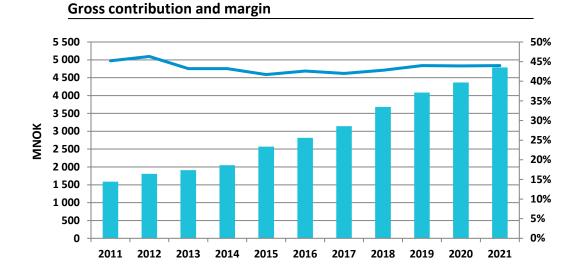


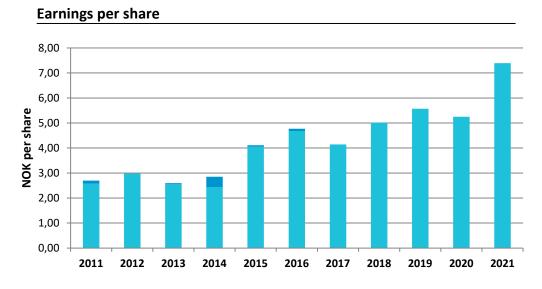


Group financials development – solid track record









Accelerating growth in our core business







Recycling

Food

Growth focus	New deposit markets Product driven innovation in existing markets	Grow with market Push market boundaries with technology	Market share and geographic expansion within key categories
Supply chain resilience			
Innovation	Customer centric	Technology to unlock new segments	Portfolio optimization
Digital solutions			✓
Engage policy makers	✓		
M&A			✓

Our strategy is built on organic growth with the main engine being the core business

We have a solid market and capital position, and we will utilize this platform to develop adjacent business



Ideally positioned to develop adjacent opportunities



What are we looking for

Business models with the potential to become a sizeable business, ripe for scaling over the next few years

Opportunities where TOMRA has a competitive advantage to succeed

Potential for strong capital returns and steady-state profitability in line with TOMRA's targets





The gap in plastics recycling

Majority of plastics are lost today



- In Europe alone, 24 million tons of plastics are lost to incineration and 14 million tons to landfill
- The volume of each waste plant and incinerator is too low for sophisticated sorting to ensure the quality and fractions required for recycling

Demand for recycled plastics



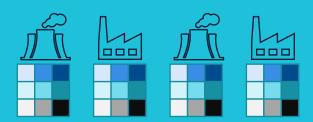
- Already a strong demand for recycled plastics will increase significantly in the next few years (more than 10 million tons from major plastic producers)
- Mechanical and chemical recyclers need an individual polymer fraction at sizeable volumes to justify investments





Closing the circularity gap

Suppliers



Mixed plastics fraction needs to be made available by incinerators, landfills, and other sources





Connecting the value chain

Customers















Sorted polymer fractions (e.g., HDPE, PS, PP, etc.) to be supplied to recyclers with the right quality

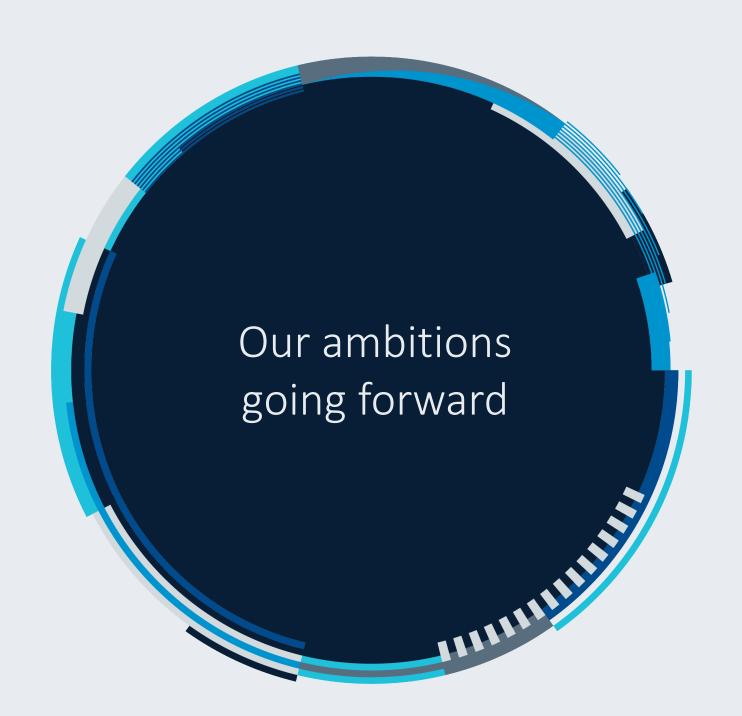




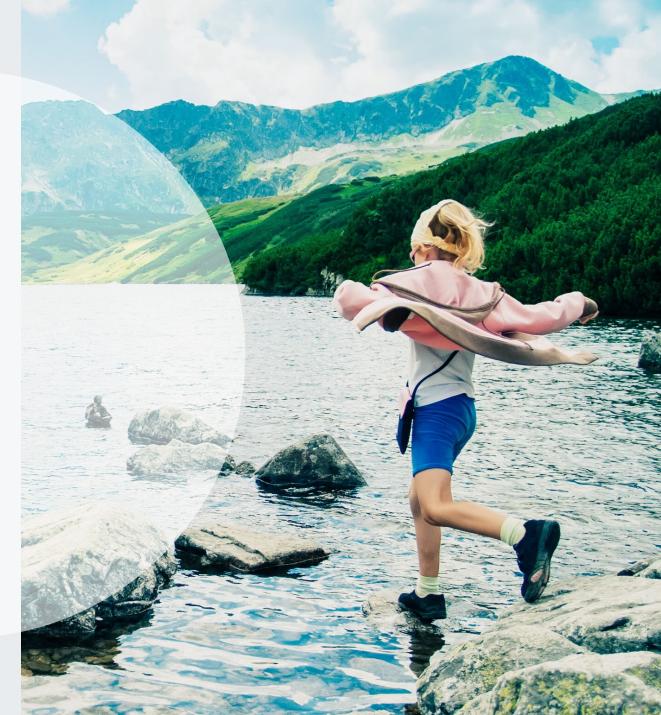


Accelerate growth in core

Develop adjacent business



...in a world that needs change how fast can we at TOMRA go and what would it take?





We aim to accelerate growth to 15% and reach 18% EBITA margin by 2027

Revenue growth

15% CAGR

Accelerate growth in core

Develop adjacent business

EBITA margin

at

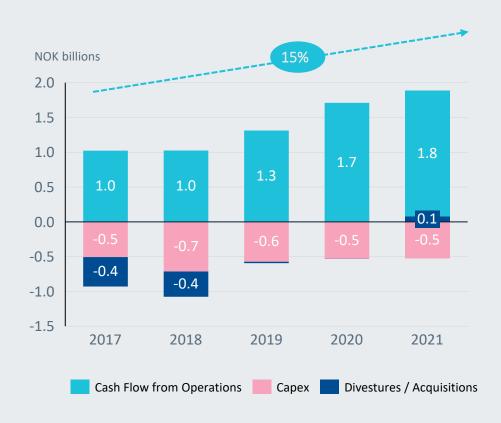
18%

Mitigate inflationary pressure

Efficiency and business mix

Our dividend policy







Our ambition is to keep an investment grade status

Capital structure

Investment grade

Low gearing and financial risk

Target green bonds for financing





LEAD THE RESOURCE REVOLUTION



While

BECOME A FULLY CIRCULAR BUSINESS



And being

BE SAFE, FAIR, AND INCLUSIVE



Double the avoided emissions enabled by TOMRA products in use

Commitment to net zero emissions and setting science-based targets (to be externally verified by 2024)

100% renewable electricity

>80% reduction in operational transport emissions

>90% sustainable materials and components in all new products

>50% of our products are circular at the end of their life

Strive for zero work-related injuries and illness by providing a safe place for people and the environment

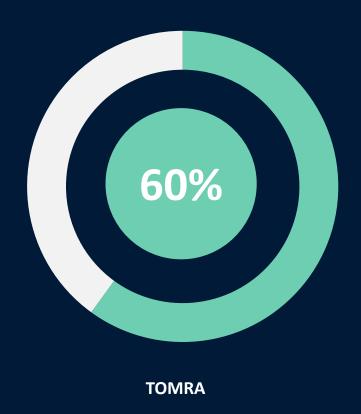
Attract diverse talents from all the colorful facets of humanity, with a goal of 50% women and men joining annually

Grow female representation in senior management to >30%

Improve employee satisfaction and engagement with top quartile NPS Score



EU Taxonomy – preliminary¹⁾ assessment



Collection and transport of non-hazardous waste in source segregated fractions

Material recovery from non-hazardous waste

Manufacture of machinery enabling closedloop systems, and high-quality waste collection and waste management²⁾

ACTIVITIES

OBJECTIVES

Climate

change

mitigation

Transition

to a

circular

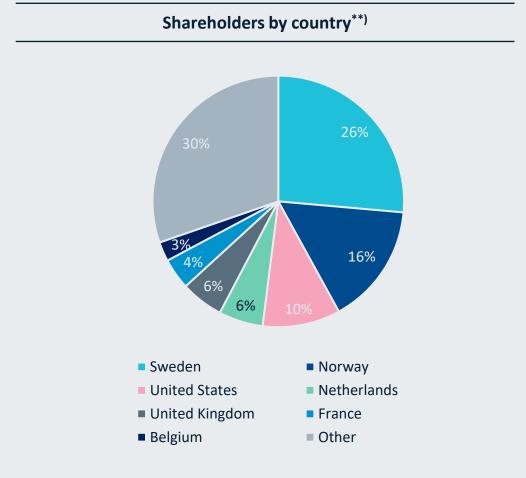
economy

- (a) climate change mitigation
- (b) climate change adaptation
- (c) sustainable use and protection of water and marine resources
- (d) transition to a circular economy
 - (e) pollution prevention and control
- (f) protection and restoration of biodiversity and ecosystems



Shareholder structure

Top 10 shareholders as of 30 September 2022*)			
1	Investment AB Latour	62 400 000	21,1 %
2	Folketrygdfondet	20 600 789	7,0 %
3	APG Asset Management	14 220 630	4,8 %
4	BlackRock	9 841 337	3,3 %
5	Swedbank Robur Fonder	7 762 005	2,6 %
6	Vanguard	6 795 188	2,3 %
7	Handelsbanken	6 719 213	2,3 %
8	Candriam	6 544 633	2,2 %
9	AllianceBernstein	6 080 808	2,1 %
10	Impax Asset Management	5 207 880	1,8 %
	Sum Top 10	146 613 699	49.5%
	Other shareholders	149 426 457	50.5%
	TOTAL (11.812 shareholders)	296 040 156	100.0%



Source: IPREO, VPS

^{*)} ultimate ownership accounts based on available information

TOMRA is uniquely positioned along global megatrends







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