



TOMRA[®]

Third Quarter 2001

Tomra Group

3rd Quarter 2001

| NOKm | Cont. | Disc. | Total |
|----------------------------------|--------------|--------------|--------------|
| Operating revenues | 697 | 87 | 784 |
| Cost of goods sold | 408 | 99 | 507 |
| Gross contribution | 289 | (12) | 277 |
| Operating expenses | 176 | 4 | 180 |
| Operating profit | 113 | (16) | 97 |
| Net finance | 31 | (5) | 26 |
| Profit before taxes | 144 | (21) | 123 |
| Losses related to WMG | (27) | - | (27) |
| Losses related to Pacific | - | 54 | 54 |
| Taxes | 60 | (30) | 30 |
| Net profit | 111 | (45) | 66 |

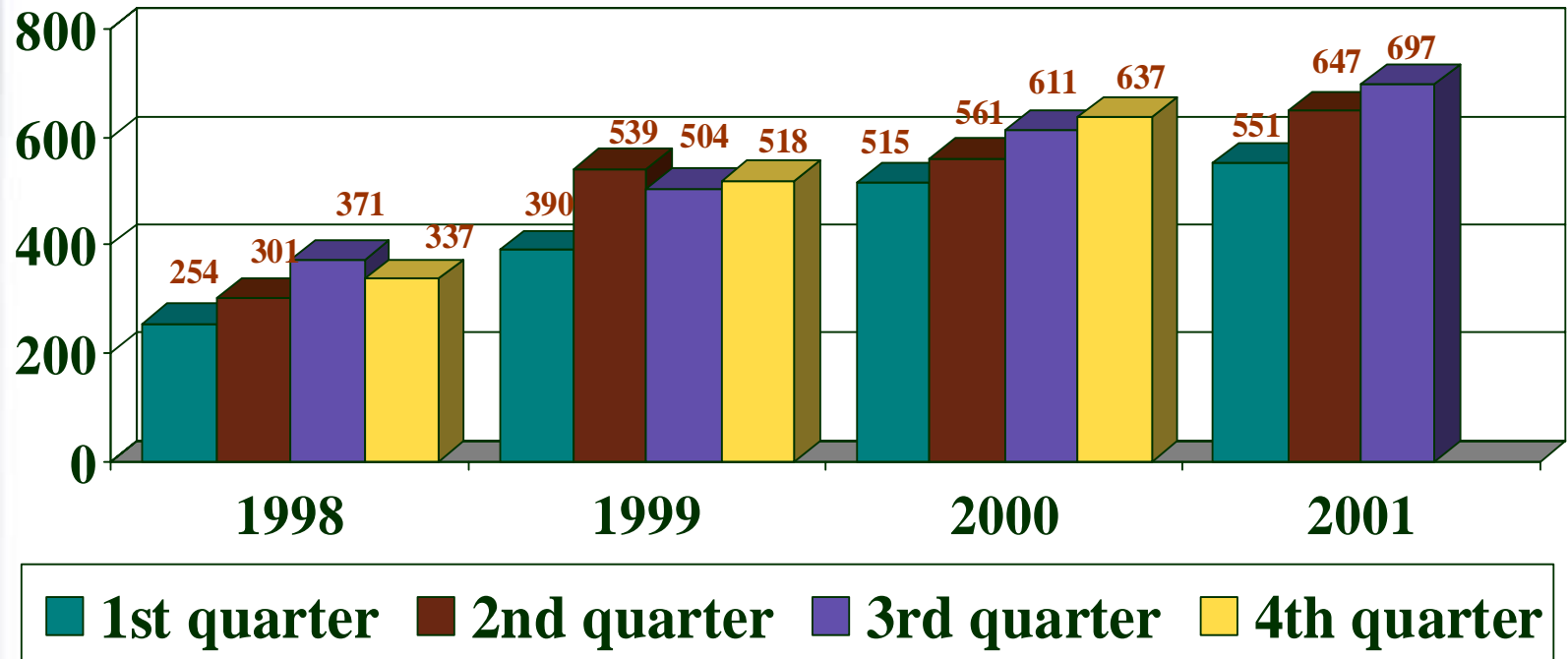
Financial Highlights

3rd Quarter 2001

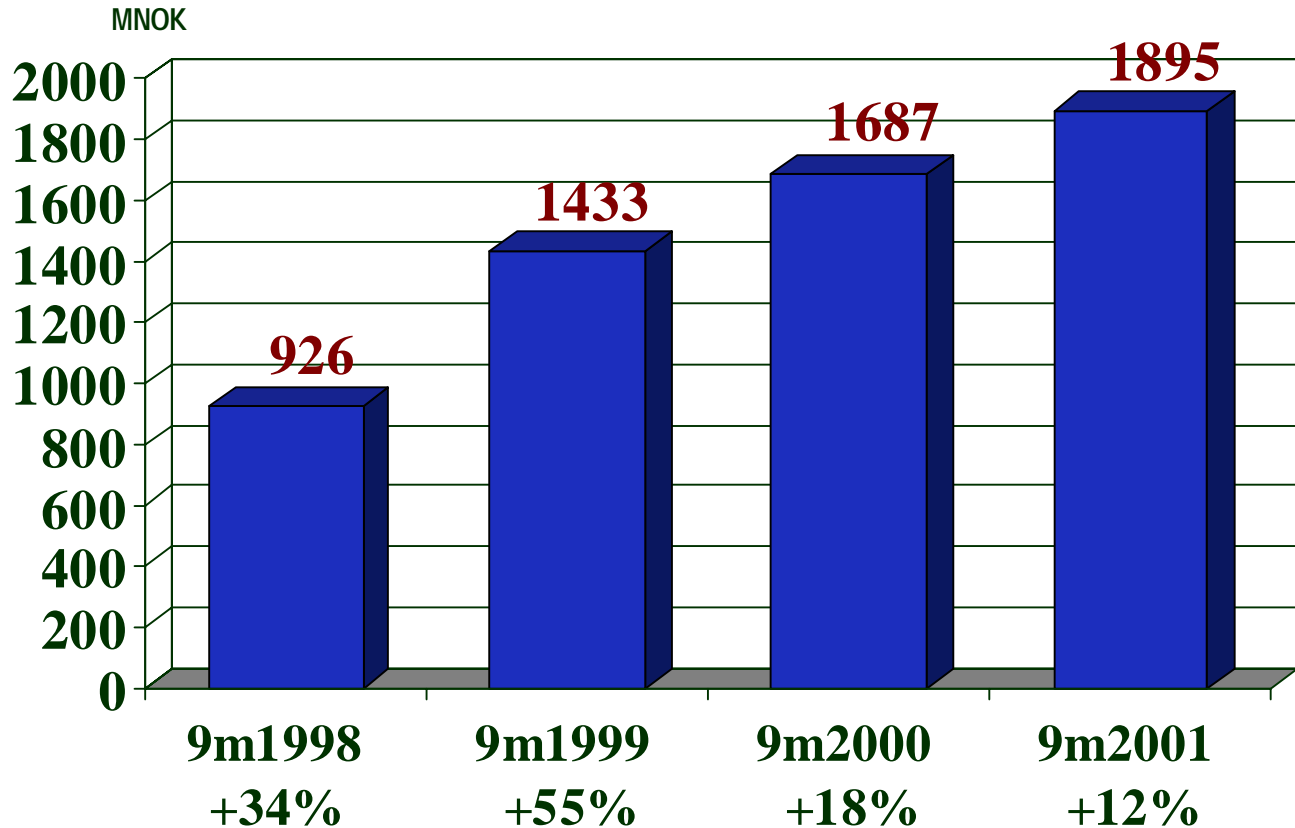
- **Operating revenues 697 MNOK, up 14%**
 - **Europe 206 MNOK, down 3%**
 - **North America 385 MNOK, down 3%**
 - **South America 106 MNOK, new**

- **Profit before taxes 144 MNOK, down 1%**
- **Total assets 3.485 MNOK, down 4% from 3rd quarter 2000**

Revenues by Quarter TOMRA Group

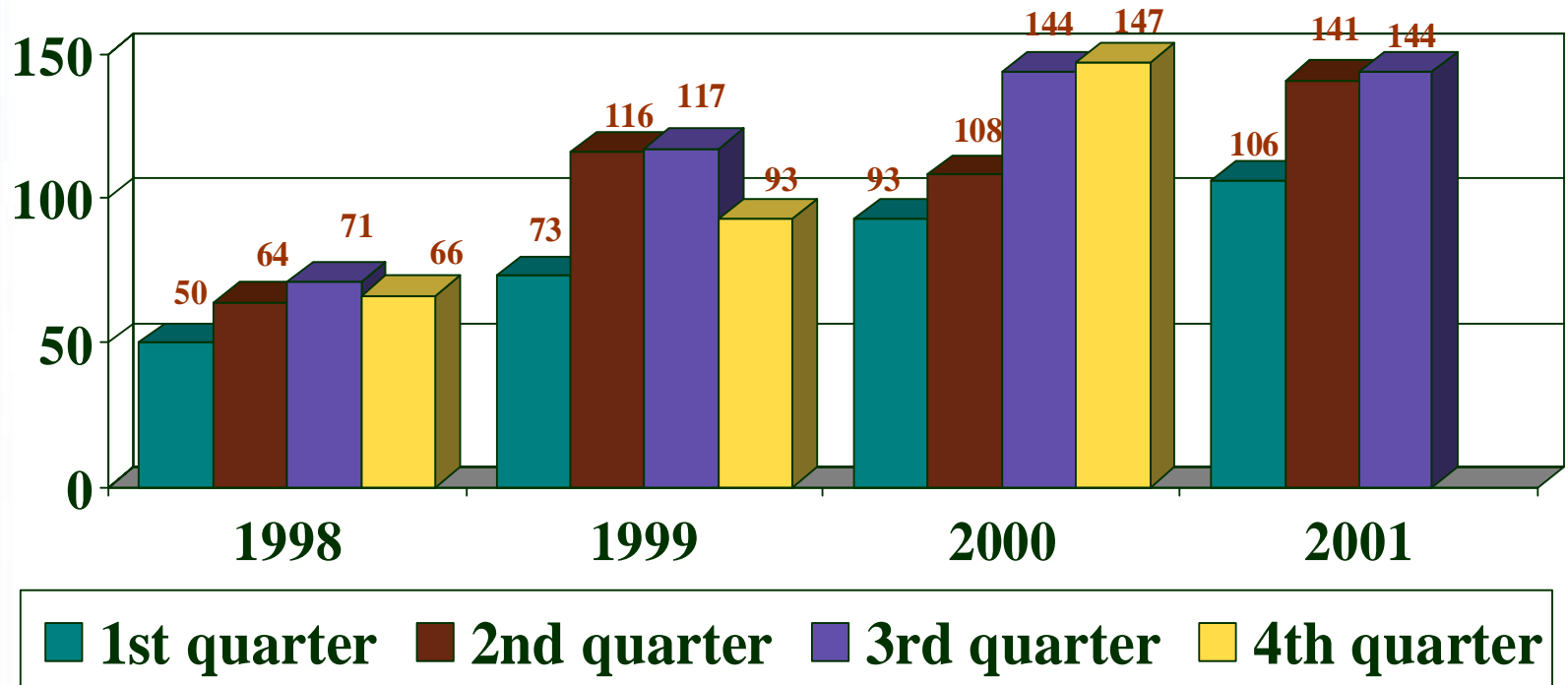


Tomra Group Revenues by 3rd quarter

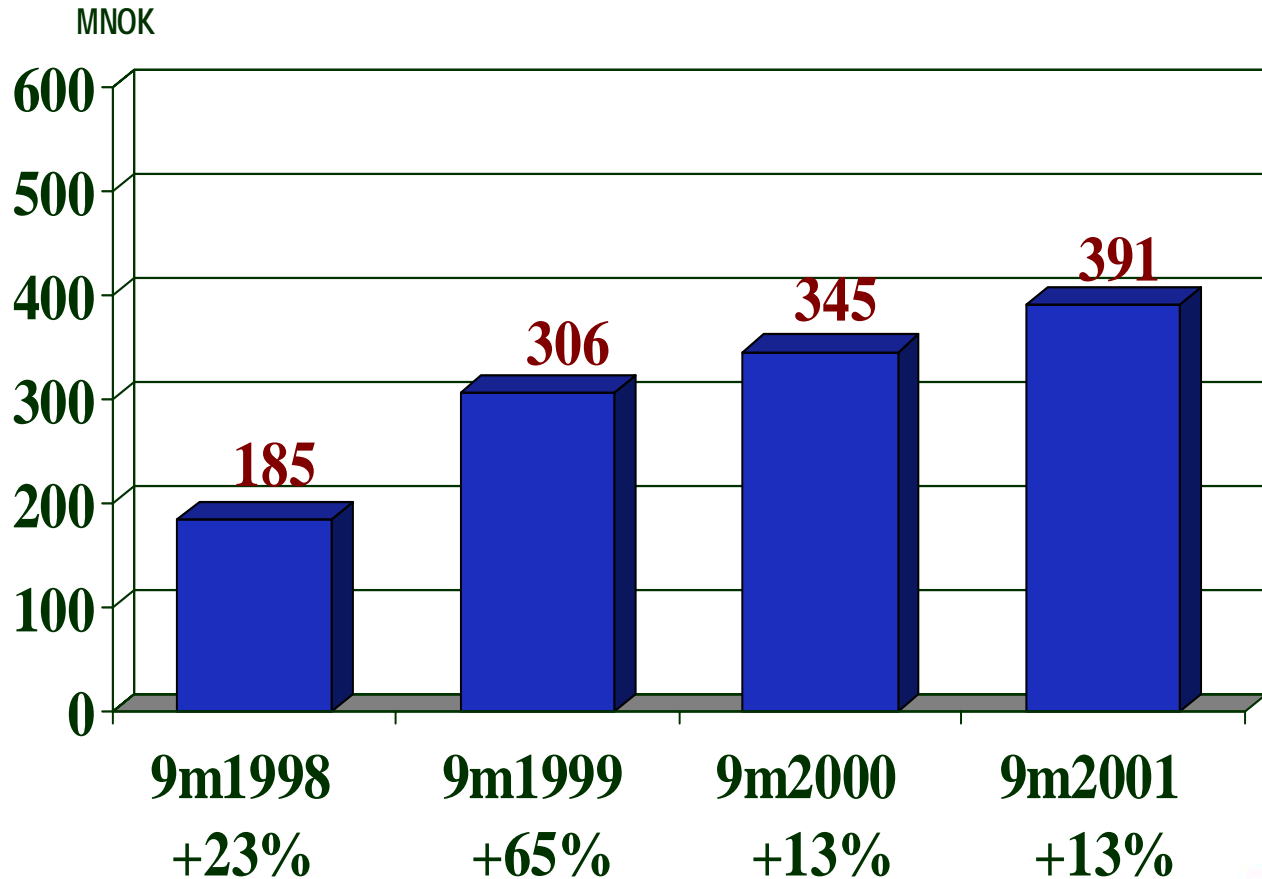


Ordinary profit by Quarter

TOMRA Group



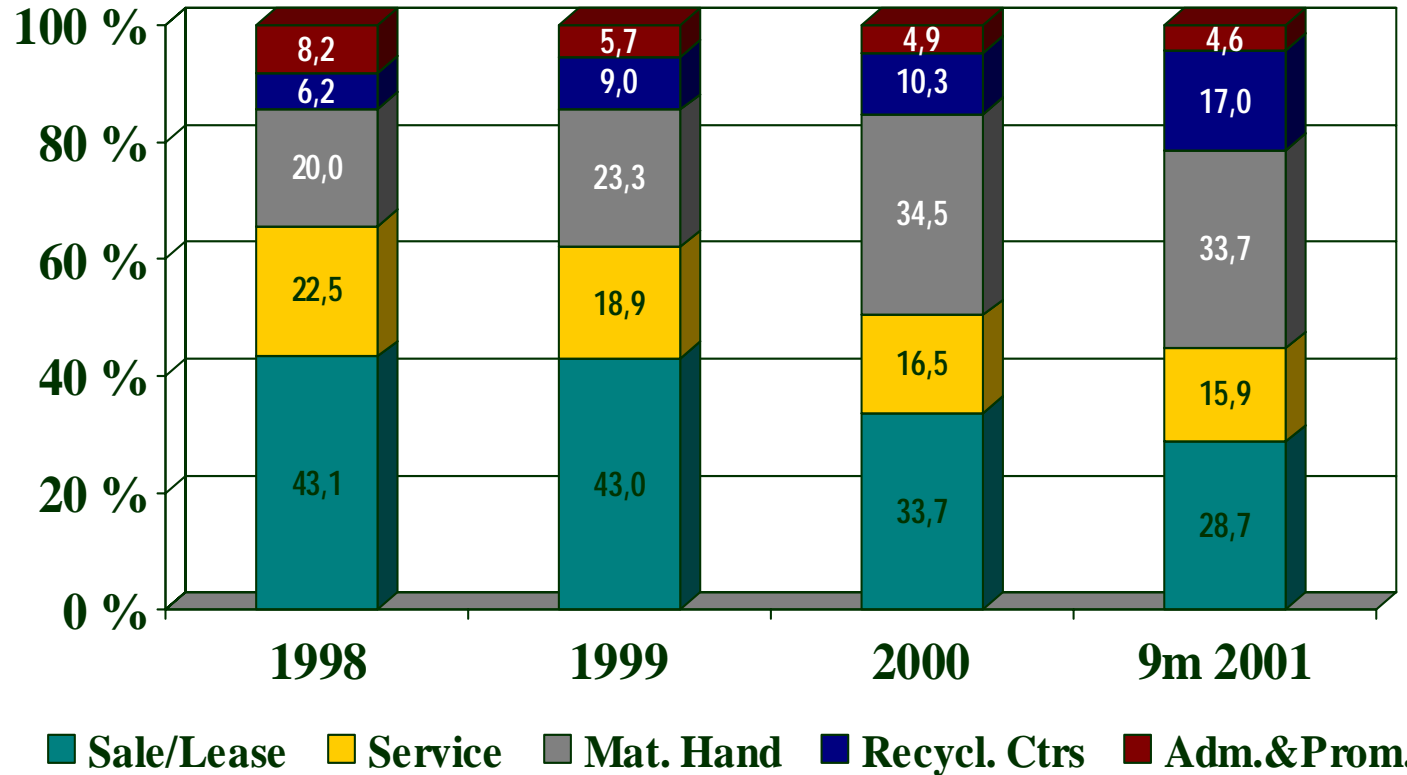
Tomra Group Ordinary Profit Before Taxes



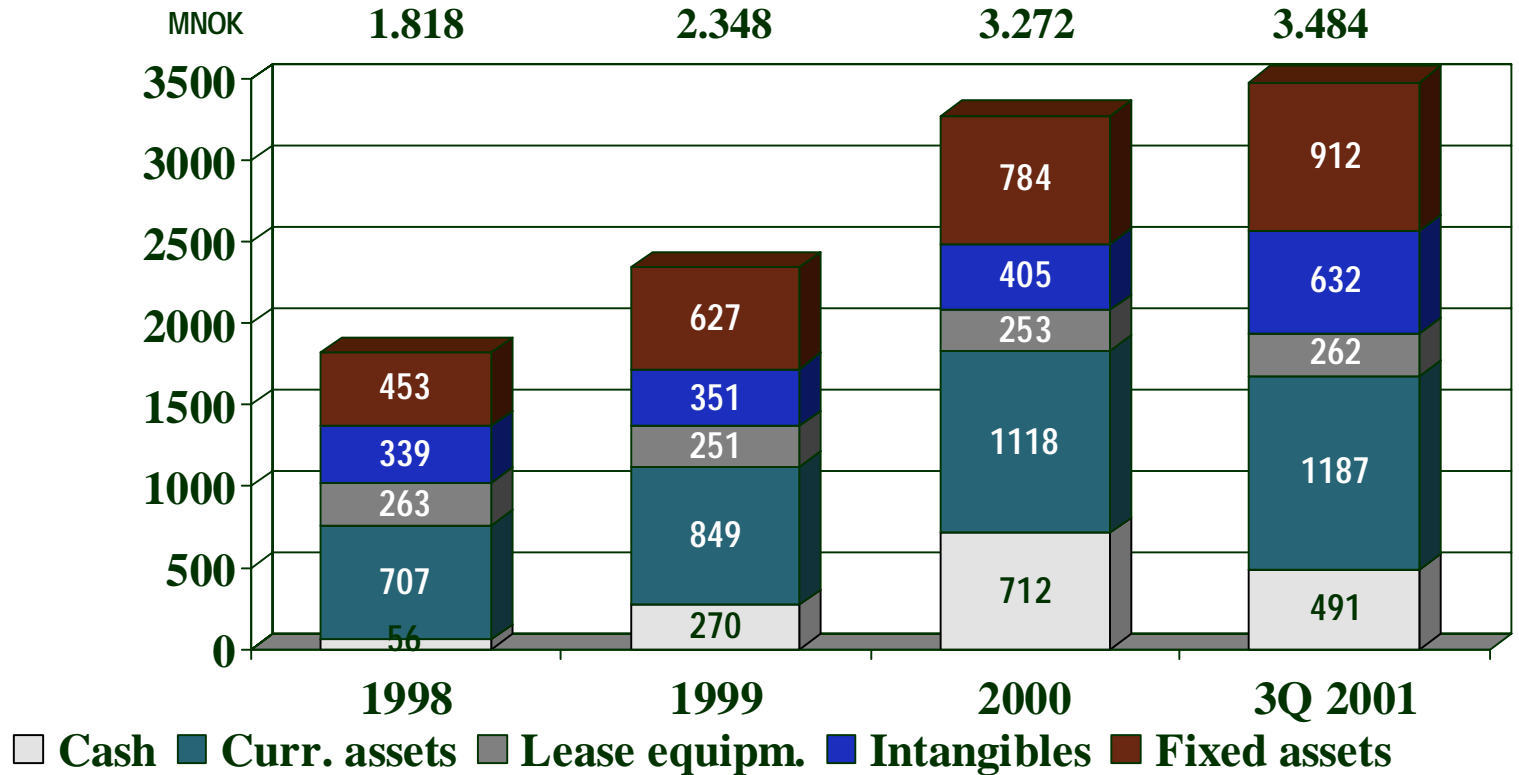
Revenues by Activity

| | Europe | | North America | | South America | |
|-------------------------|------------|------------|---------------|-------------|---------------|----------|
| | 9m01 | 9m00 | 9m01 | 9m00 | 9m01 | 9m00 |
| Sales, Lease | 411 | 464 | 130 | 111 | 3 | 1 |
| Service | 202 | 179 | 99 | 91 | - | - |
| Recycl.Centers | - | - | 196 | 182 | 127 | - |
| Adm. & Prom. | 12 | 12 | 76 | 74 | - | - |
| Mat. Handling | - | - | 546 | 573 | 93 | - |
| Total | 625 | 655 | 1047 | 1031 | 223 | 1 |

Business Activities



Total Assets TOMRA Group



The Company's Major Shareholders*

| | | Shares | Ownership |
|-----|-----------------------------------|-------------------|---------------|
| 1. | Chase Manhattan Bank -UK Clients | 11.441.014 | 6,42% |
| 2. | Chase Manhattan Bank - US Clients | 8.537.360 | 4,79% |
| 3. | State Street Bank & Clients | 8.077.755 | 4,53% |
| 4. | CDC IXIX c/o Sparebanken Nor | 5.440.000 | 3,05% |
| 5. | Folketrygdfondet | 5.050.000 | 2,83% |
| 6. | Clearstream Banking Kundendepot | 4.273.783 | 2,40% |
| 7. | KLP Forsikring Aksje | 3.326.650 | 1,87% |
| 8. | Chase Manhattan Bank - Luxembourg | 3.282.400 | 1,84% |
| 9. | ABN Amro Bank - Danish Clients | 3.185.600 | 1,79% |
| 10. | Euroclear Bank S.A / 25% Clients | 3.170.017 | 1,78% |
| | TOTAL | 55.784.579 | 31,31% |
| | Other shareholders | 122.387.080 | 68,69% |
| | Total (7.619 shareholders) | 178.171.659 | 100,00% |
| | Total foreign ownership | | 68,59% |

* Registered 28.09.2001

The Company's Shares & Shareholders*

| | | Shares | % | Shareholders |
|-----|---------------|--------------------|--------------|--------------|
| 1. | Norway | 55.967.552 | 31.41 | 6781 |
| 2. | USA | 30.053.782 | 16.86 | 205 |
| 3. | Great Britain | 23.056.558 | 12.94 | 71 |
| 4. | Luxembourg | 18.402.743 | 10.32 | 57 |
| 5. | France | 11.879.005 | 6.66 | 19 |
| 6. | Denmark | 9.006.140 | 5.05 | 49 |
| 7. | Belgium | 7.395.104 | 4.15 | 19 |
| 8. | Switzerland | 5.147.353 | 2.88 | 21 |
| 9. | Sweden | 4.342.822 | 2.43 | 95 |
| 10. | Germany | 3.996.227 | 2.24 | 77 |
| | TOTAL | 169.247.286 | 94.94 | 7.394 |

* Registered 28.09.2001

BU Europe Sales by Market

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Figures in NOKm **9m01** **9m00**

| | | |
|------------------------|------------|------------|
| Norway | 60 | 60 |
| Sweden | 88 | 95 |
| Finland | 62 | 63 |
| Denmark | 44 | 55 |
| The Netherlands | 136 | 97 |
| Germany | 142 | 188 |
| Austria | 35 | 51 |
| Switzerland | 28 | 38 |
| Belgium | 27 | 6 |
| Others | 3 | 2 |
| Total BU Europe | 625 | 655 |

Highlights - Europe

- **Additional delay in the introduction of deposit on non-refillable containers in Germany. Court appeal on the 1997 refillable quota expected to be concluded in Nov./Dec. 2001**
- **An opinion from the EU advocate general concludes that the Danish ban on non-refillable containers is in violation of EU law.**
- **Dansk Retursystem (DRS) is preparing system specification and related technology requirements. Market potential estimated to be NOK 400 million.**

Scenario I; 1997 Measurement

Veröffentlichung erster Erhebungszeitraum

Veröffentlichung Nacherhebungszeitraum

Erster Erhebungszeitraum

Nacherhebungszeitraum

Inkrafttreten Einwegpfand

1.2.

31.1.

?

1997

1998

1999

2000

2001

2002

First 12-months period:
Result: Refillable quota missed

Second 12-months period:
Result: Refillable quota missed again

Six months after publishing
Mandatory deposit for one-way-packaging of beer and mineral water will enter into force

71,33%

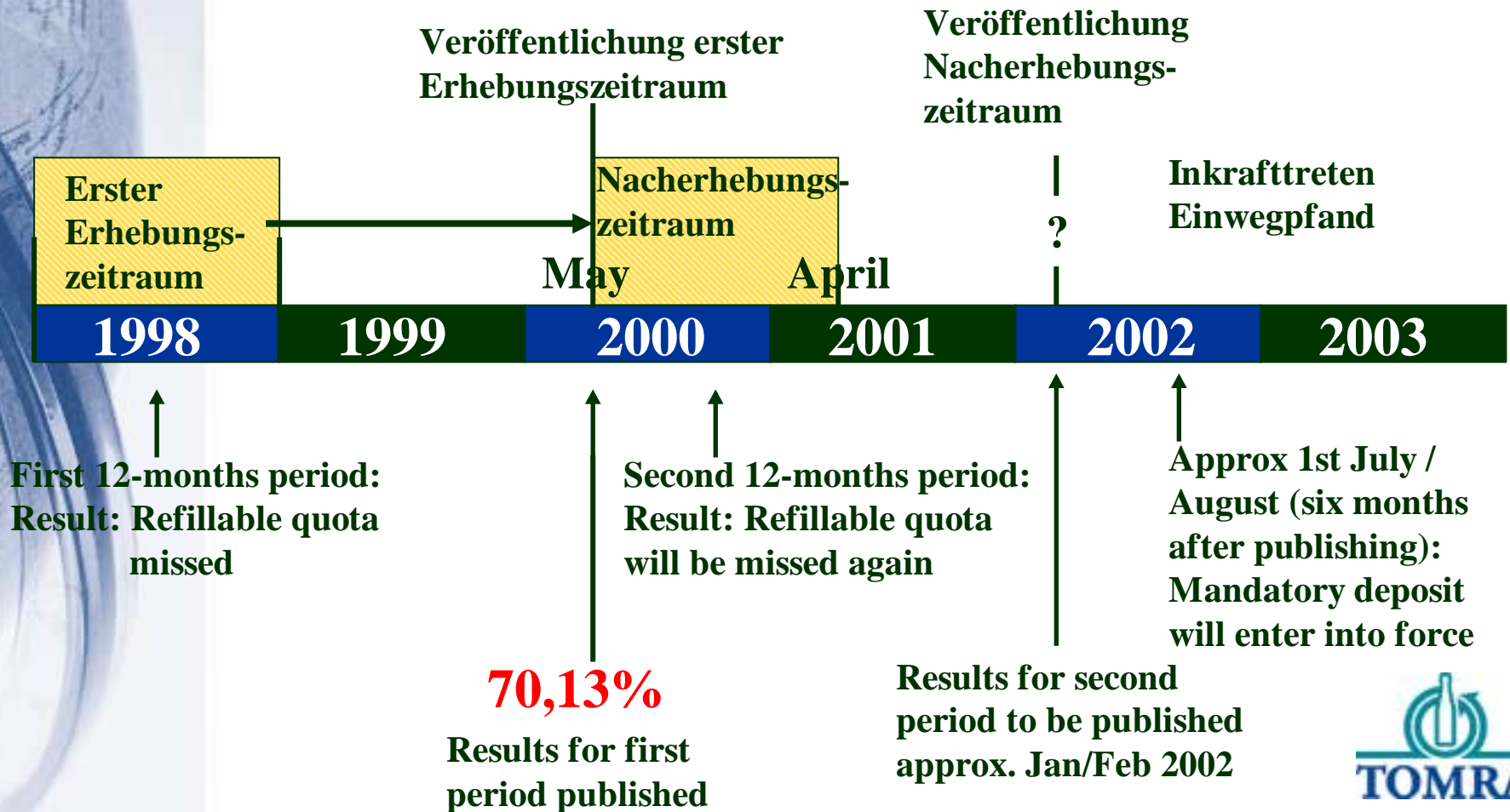
Results for first period published

68,29%

Results for second period to be published in 2001 (following Court decision)



Scenario II; 1998 Measurement



Highlights - Europe

- **A Dutch group of consultants are evaluating alternative collection systems and consumer incentive schemes based on a decision to introduce a recovery system for non-refillable containers as of Jan. 1. 2003.**
 - **Conclusions expected in 4th quarter 2001**
 - **RVM technology potential estimated to be 500-700 MNOK**

Highlights - Europe

- **Israel introduced deposit October 1, 2001 on beverage containers < 1.5 liter**
 - Retail outlets < 28 m² required to take back what they sell
 - Industry currently outlining the system and infrastructure requirements
 - System is currently operated manually
 - Estimated need for 5-600 machines
- **EU investigation of Tomra in Norway, Germany and Holland.**

Market Characteristics



BU North America Sales by Market

| Figures in NOKm | 9m01 | 9m00 |
|-------------------------|-------------|-------------|
| New York | 365 | 345 |
| Connecticut | 68 | 64 |
| Massachusetts | 83 | 73 |
| Michigan | 181 | 164 |
| California | 271 | 333 |
| Canada | 75 | 48 |
| Others | 4 | 4 |
| Total BU America | 1047 | 1031 |

Highlights - North America

- **Revenues of 1 047 MNOK (+2%)**
- **Sale of Wise Recycling activities has generated 3 MUSD; booked in Q3**
- **Restructuring of material processing activities in CA completed.**
- **Restructuring of the operations in non-deposit states progressing and will be concluded in 4th quarter.**
- **Lower recycling rates in California impacting ongoing operations**

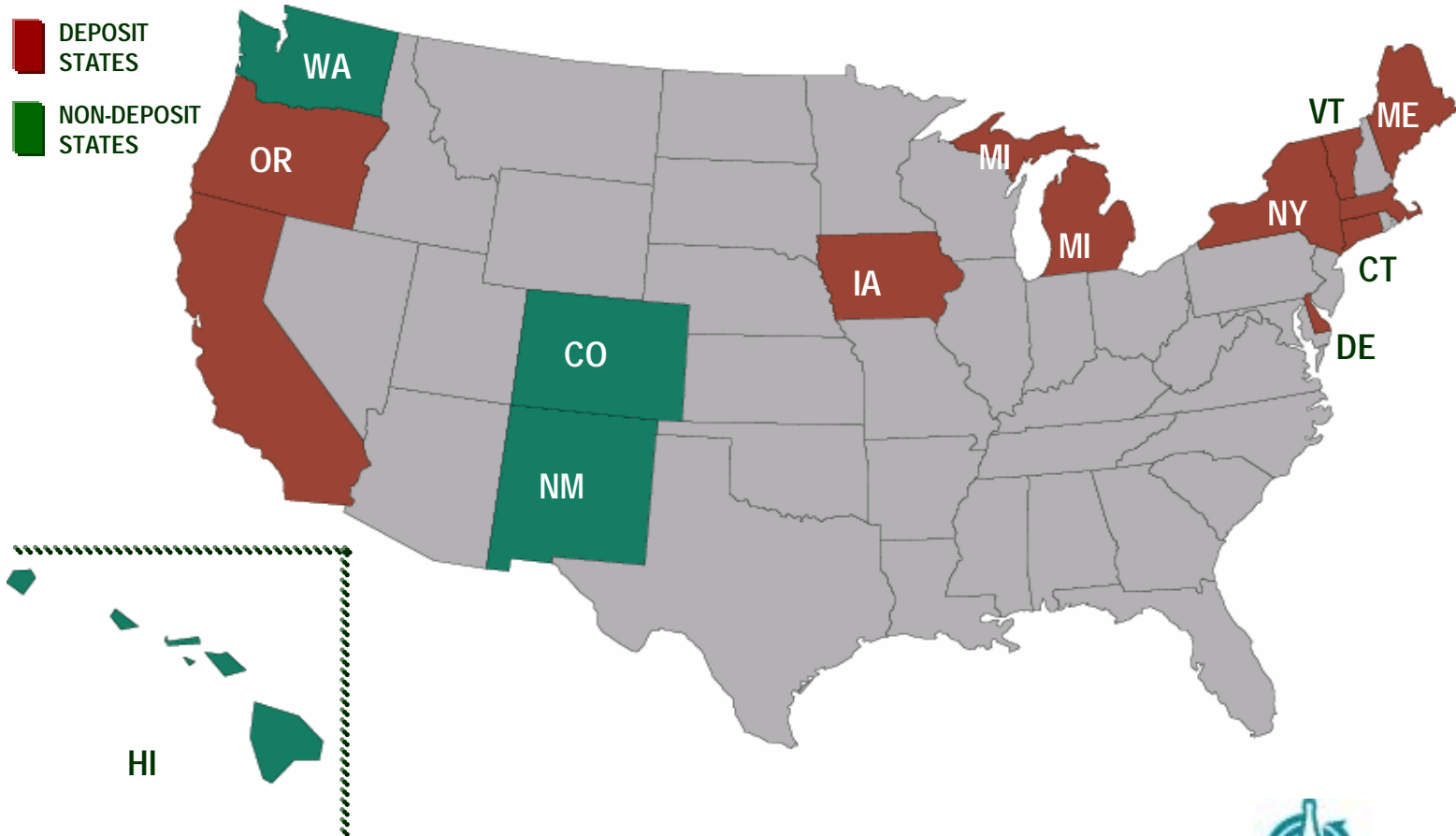
California Processing Operations



Restructuring California

- **California restructuring completed – cost of USD 3.2 million charged in 3rd quarter**
- **Three processing plants left in California**
 - Sacramento (North)– break even operations and improving
 - Fremont (North) – continued losses – profitable Q2 2002
 - Rancho Cucamonga (South) - profitable
- **20/20-contract (Nexcycle) cancelled – transition to be completed 2nd quarter 2002**
- **Collection of non-ferrous metal and newspaper stopped from September 2001**

US Activities



Restructuring

Non-deposit states




- **Restructuring of activities in non-deposit state progressing - 2.8 MUSD cost charged in 3rd quarter**
- **Washington – partly sell and close (October)**
- **Colorado – sell property/operation (November)**
- **New Mexico**
 - Las Cruces; sold October 8th
 - Albuquerque; sell or close (October)
 - El Paso; sell or close (October)
- **Hawaii; sell or close (December)**
 - Introduction of deposit January 2003 under consideration
 - 5 cent deposit and 2 cent handling fee
 - No demand for retail structure yet

California

Continuing operations

- **Declining recycling volumes despite the state initiated marketing campaign**
 - **Manual volumes down 8%**
 - **Materials handling activities down 14%**
- **Conversion from manual centers to rePlanet has temporarily been slowed down and some centers are closed – 215 operating rePlanets**
 - **rePlanet volumes up 11%**
- **Scrap aluminum prices further weakend – stabilized in September 25% below year expectations**

TOMRA North America

-  DEPOSIT MARKET SERVED
-  DEPOSIT MARKET UNSERVED
-  NON-DEPOSIT MARKET UNSERVED



Highlights - South America

- Revenues of 223 MNOK of which 106 MNOK was recorded in Q3. Up 23% from Q2
- Additional 6 RePlanet test-centers opened in Rio de Janeiro in cooperation with AmBev (brewer) and Extra (supermarket)
- BU South America President in place

re PLANETA

AmBev ReciclaBrasil

extra
MATERIA-PRIMA



Centro de Reciclagem

extra
MATERIA-PRIMA

Japan

- **Strategic business relationship established with a recycling company**
 - Provides comprehensive services to retailer
 - Unique business concept tied to 100% recycling of collected material
 - Relationship provides RVM support to retailers combined with future Tomra investment opportunity
- **Business relationship with a major retail group established**
 - Pilot early 2002 to test Can/PET RVM collection program
- **Expanded pilot program opportunity in Yokohama with municipal financial support**
 - Other municipal sponsored pilot programs under discussion

Product Portfolio 2001-2002



Tomra Group 2001

- **Worldwide Installations - ~43.000**
 - Europe 33.000
 - America 10.000
 - Market Share 95%, New Installations > 95%
 - Mainly Refillable Deposit Containers
 - Market Share 85%
 - Mainly One-way Deposit Containers
 - **Represented in 36 Countries**
 - Europe
 - America
 - Sales and Service of Machines, Admin.
 - Lease (50%+), Sales and Service, Administration, Material Handling
- ~ 4% of world wide beverage containers



Helping the World recycle!

