



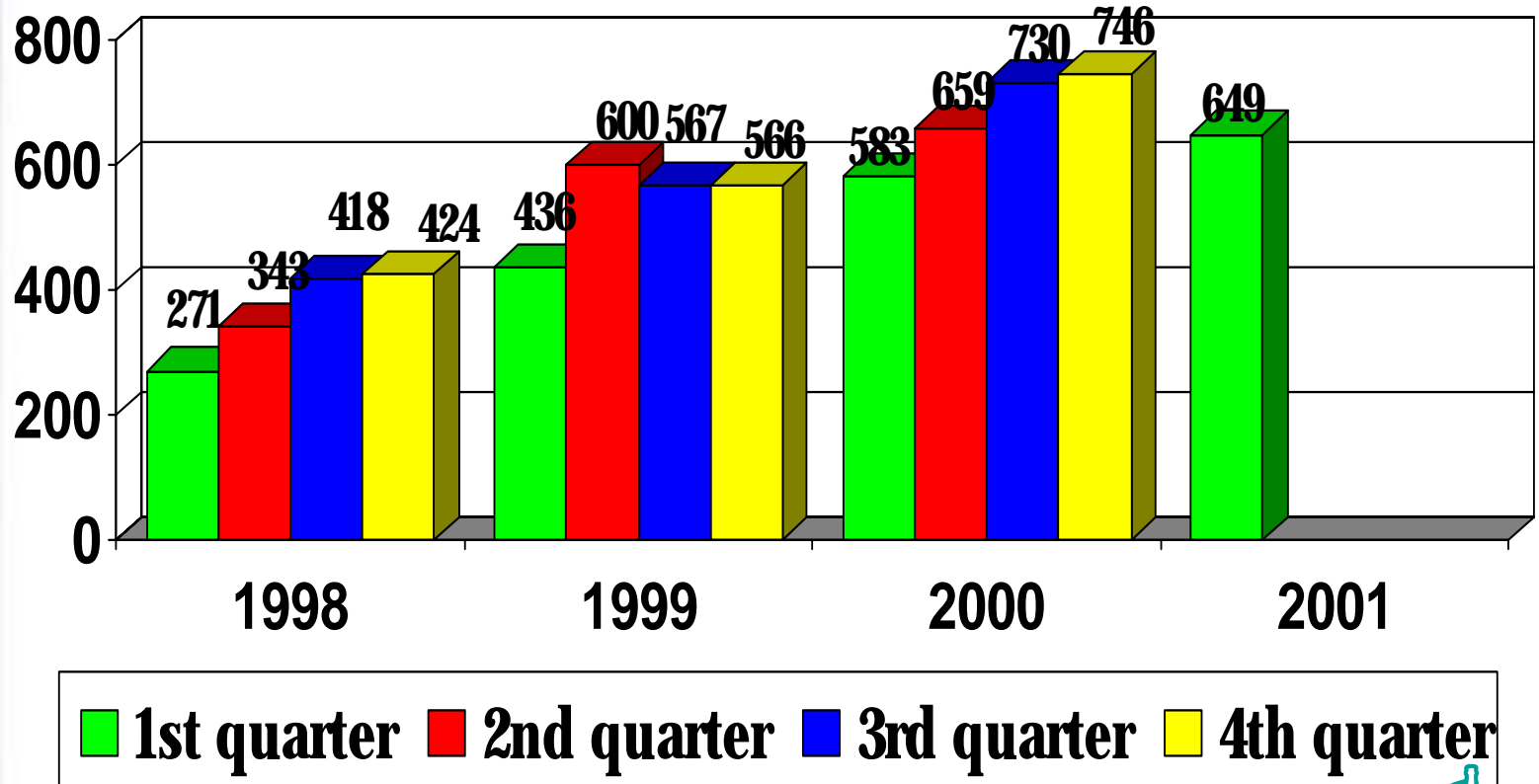
TOMRA[®]

First Quarter 2001

Financial Highlights As Per First Quarter 2001

- ✿ **Operating revenues 649 MNOK, up 11%**
 - **Europe 223 MNOK, up 5 %**
 - **America 426 MNOK, up 15 %**
- ✿ **Profit before taxes 98 MNOK, up 13%**
- ✿ **Earnings per share NOK 0.36 up 6%**
- ✿ **Total assets 3.480 MNOK**

Revenues by Quarter TOMRA Group

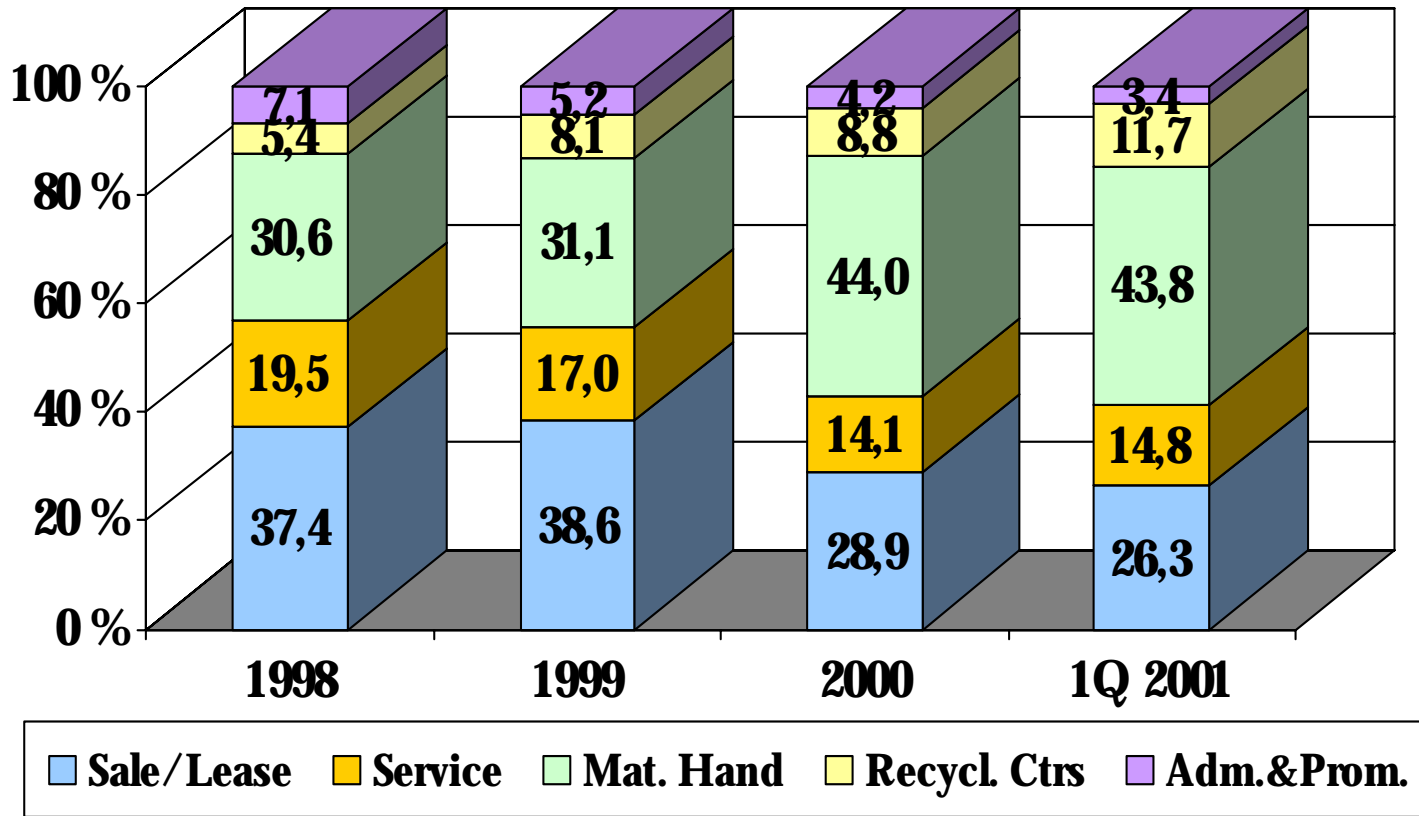


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Revenues by Activity

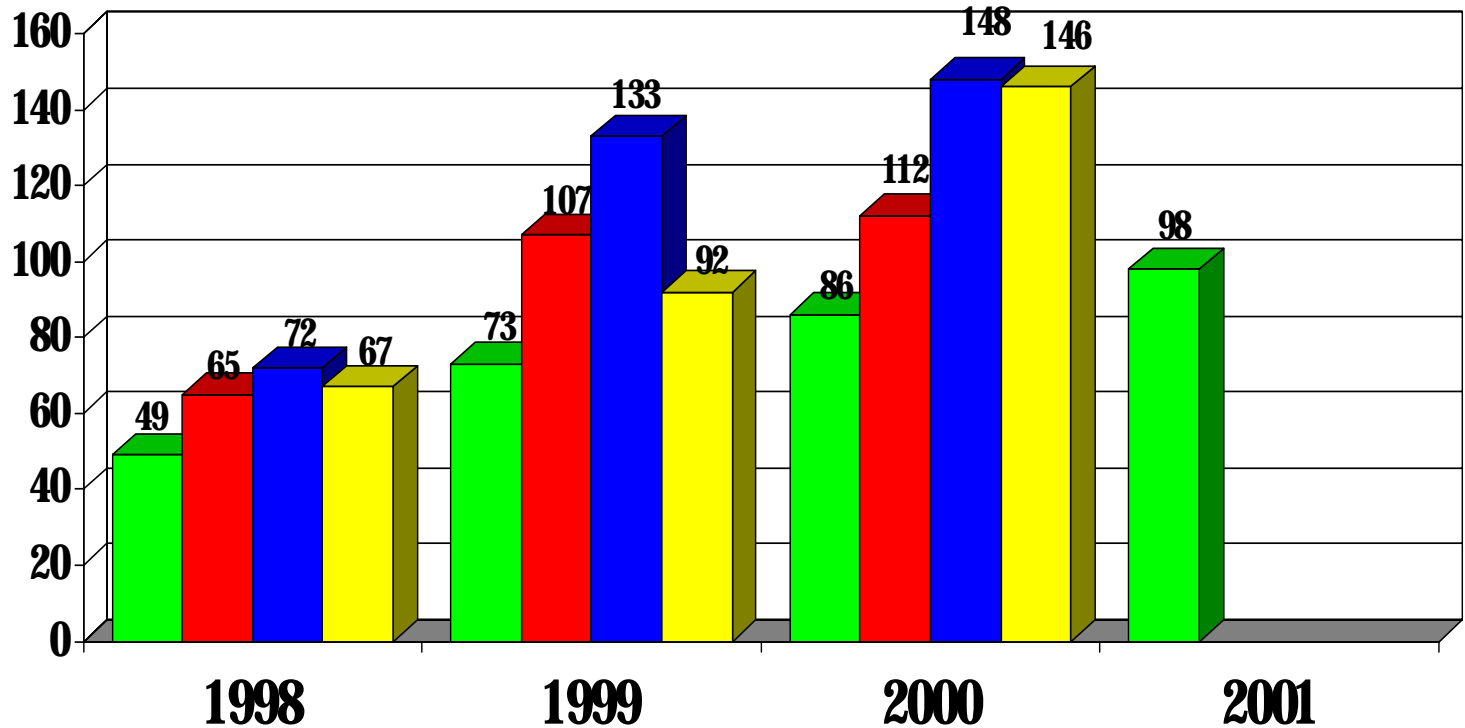
	BU Europe		BU America	
	1q01	1q00	1q01	1q00
Sales, Lease	129	158	42	34
Service	61	52	35	29
Recycl.Centers	13	-	63	52
Adm. & Prom.	3	3	19	17
Mat. Handling	17	-	267	238
Total	223	213	426	370

Business Activities



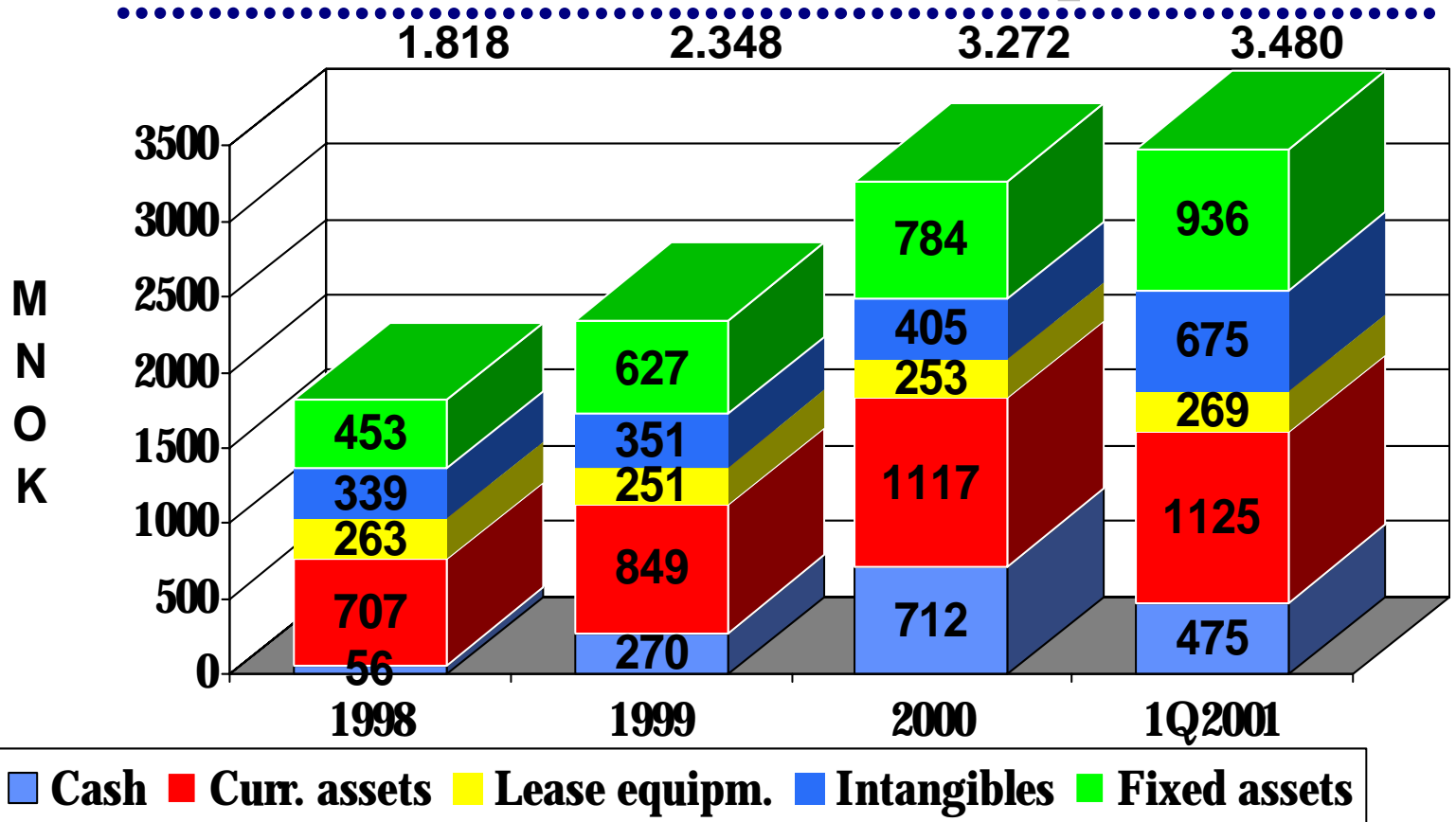
Ordinary Profit Before Taxes TOMRA Group

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■ 1st quarter ■ 2nd quarter ■ 3rd quarter ■ 4th quarter

Total Assets TOMRA Group



The Company's Shares & Shareholders

Registered 28.03.2001

		Shares	%	Shareholders
1.	NORWAY	43.889.364	24.63	3900
2.	USA	36.720.020	20.61	225
3.	GREAT BRITAIN	31.803.702	17.85	65
4.	LUXEMBOURG	19.494.360	10.94	52
5.	FRANCE	12.266.938	6.88	15
6.	BELGIUM	7.957.435	4.46	17
7.	DENMARK	7.638.826	4.28	43
8.	SWITZERLAND	4.054.843	2.27	21
9.	GERMANY	3.846.065	2.15	56
10.	SWEDEN	3.021.334	1.69	86
	TOTAL	170.692.887	95.76	4.480

Highlights - Europe

- **Revenues of 223 MNOK (+5%)**
- **German Government Decided to Propose New Deposit Legislation on Non-Refillable Containers**
- **Netherlands Consider Introducing Deposit on Non-Refillable Containers**
- **120 MDKK Preferred Supplier Contract with FDB Denmark**
- **Acquisition of Belgium Distributor**

BU Europe Revenues by Market

Figures in NOKm	1q01	1q00
Norway	21	20
Sweden	27	34
Finland	22	23
Denmark	14	19
Germany	46	55
The Netherlands	33	29
Austria	10	15
Switzerland	10	12
Belgium	7	3
Other markets	33	3
Total BU Europe	223	213

Rubrik Titelseite

Wirtschaft will mit Ökoverpackungen Zwangspfand verhindern

Verbände bieten Selbstverpflichtung an - Millionen

Berlin - Handel und Industrie wollen der Bundesregierung ein Angebot unterbreiten, um das Zwangspfand auf

Das Geld soll durch eine erhöhte Lizenzgebühr für das Getränktem aufgebracht werden. Dies wollen sich die Verbände verpflichten, zu zahlen.

Süddeutsche Zeitung

Rubrik: Nachrichten Seite

Industrie will Pflichtpfand umge

Von Nico Fried

Berlin - Die Getränke- und Verpackungsindustrie will offenbar versuchen

Rubrik: Zeitgeschehen Seite: 4
Vorschlag der Industrie

Alternative zum Dosenpfand

Berlin (dpa). Im Streit um das von der Bundesregierung geplante Pflichtpfand auf Einzelhandel und Industrie will eine zusätzliche Lösung

Lebensmittel Zeitung

Rubrik: Umwelt und Verpackung; Seite 44

Die Mehrweg-Bastion Deutschland bröckelt

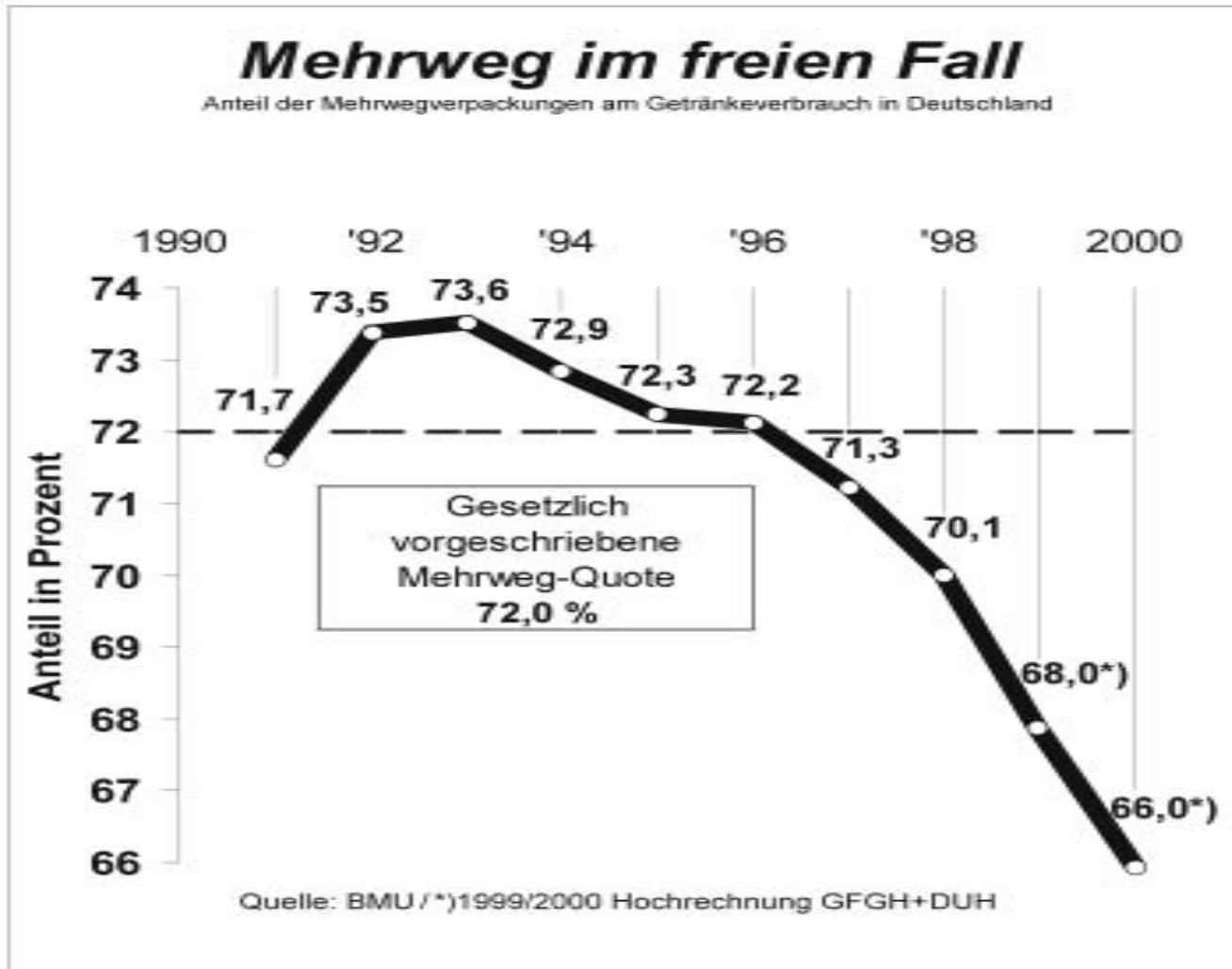
AC Nielsen: Einweggebinde legen im Jahr 2000 kräftig
PET boomt zweistellig - Bier in der Dose wächst

Industrie hofft auf Selbstverpflichtung statt Dosenpfand

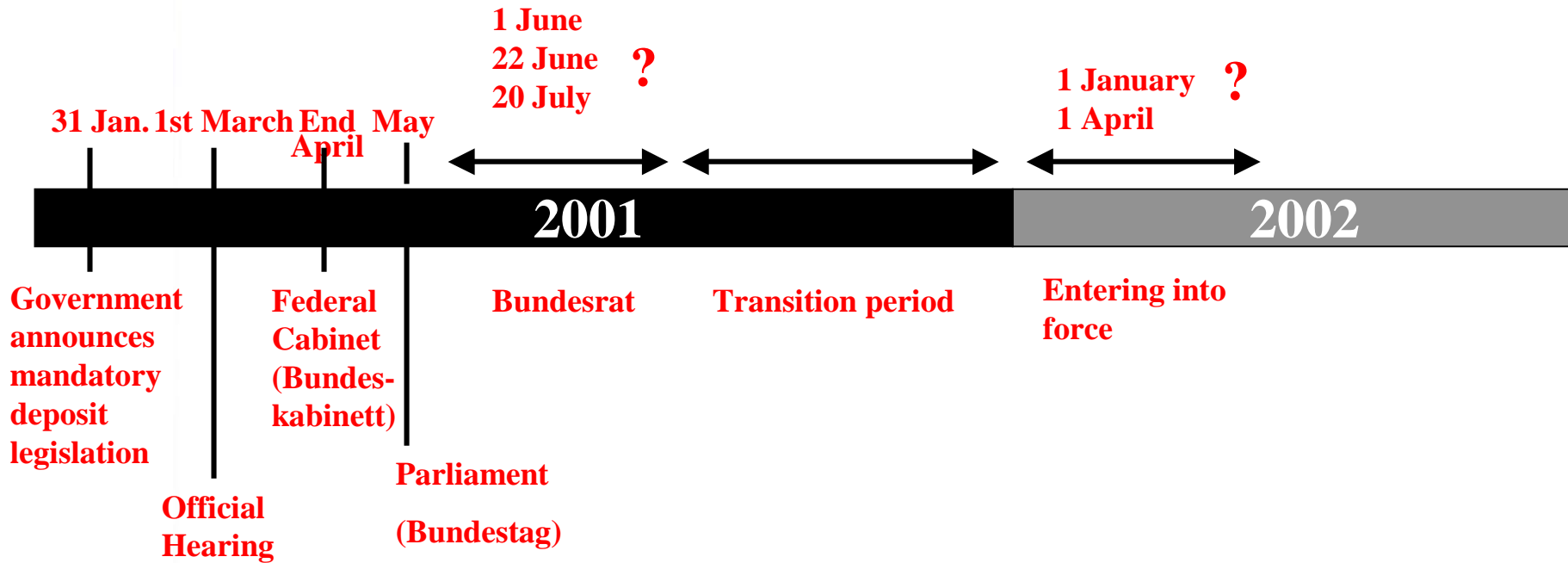
Unternehmen wollen nun Getränke in „ökologisch vorteilhaften“
Verpackungen anbieten / Ministerium weist Vorschlag zurück

Berlin (dpa). Der Streit um das geplante Pflichtpfand auf Getränke- und Einwegverpackungen hat sich verschärft. Die Bundesregierung veranschlagte jährlichen Kosten in Höhe von 250 Millionen Mark bei

Development of Refillables



Political/Legal Process



Stakeholders Position

Stakeholders against

- **Large beverage producers**
- **Large retailers**
- **DSD & Waste Management Companies**

Stakeholders in favour

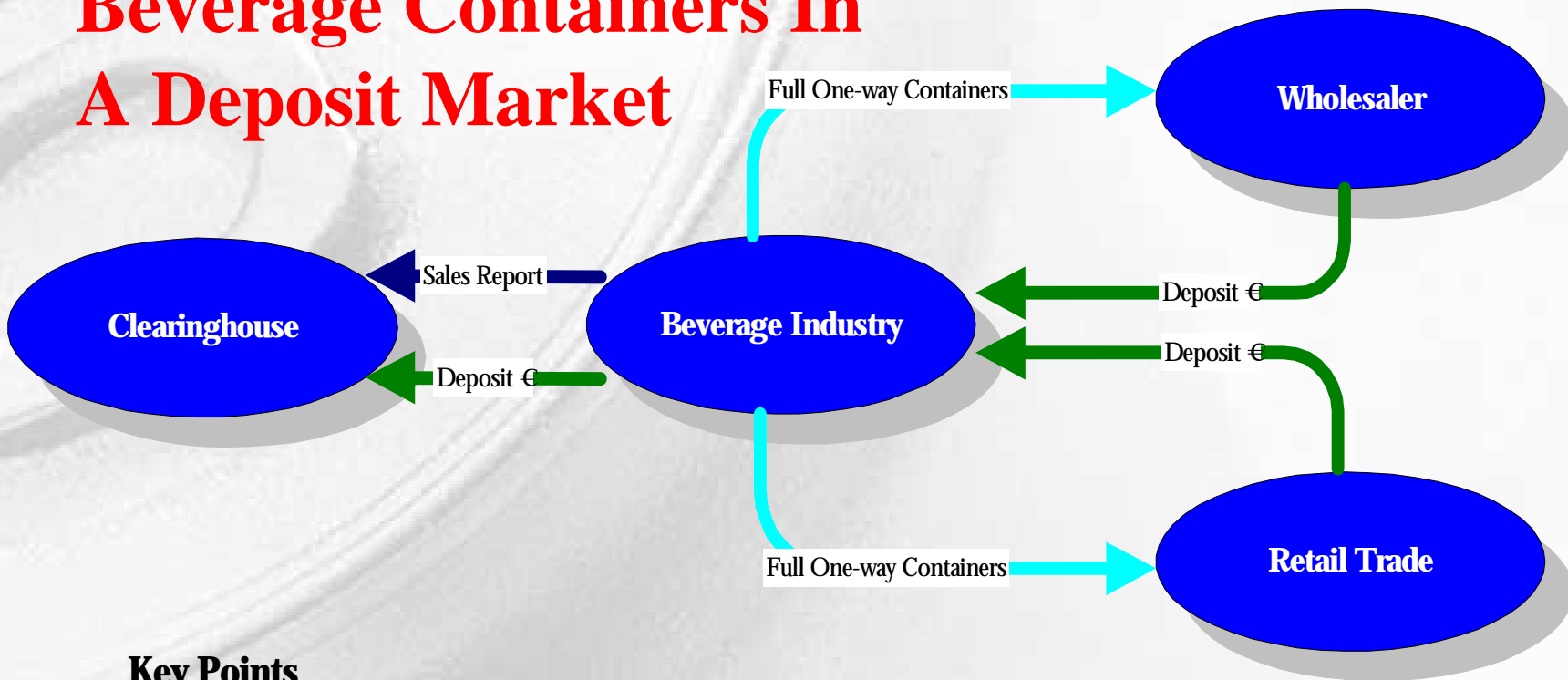
- **900 small beverage producers**
- **Small chains (?)**
- **Consumers**
- **Local authorities (?)**
- **Government**

System Model Approach

The “Scandinavian” Model

- **Open, Standardized and National System**
- **Central organization with all stakeholders to;**
 - **Establish standards & Monitor Compliance**
 - **Perform clearinghouse services**
 - **Negotiate contracts with service providers**
 - **Administrate fees and payments**
- **Minimize system costs**
- **Stakeholders control impact on individual businesses**

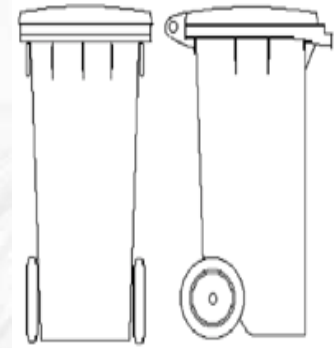
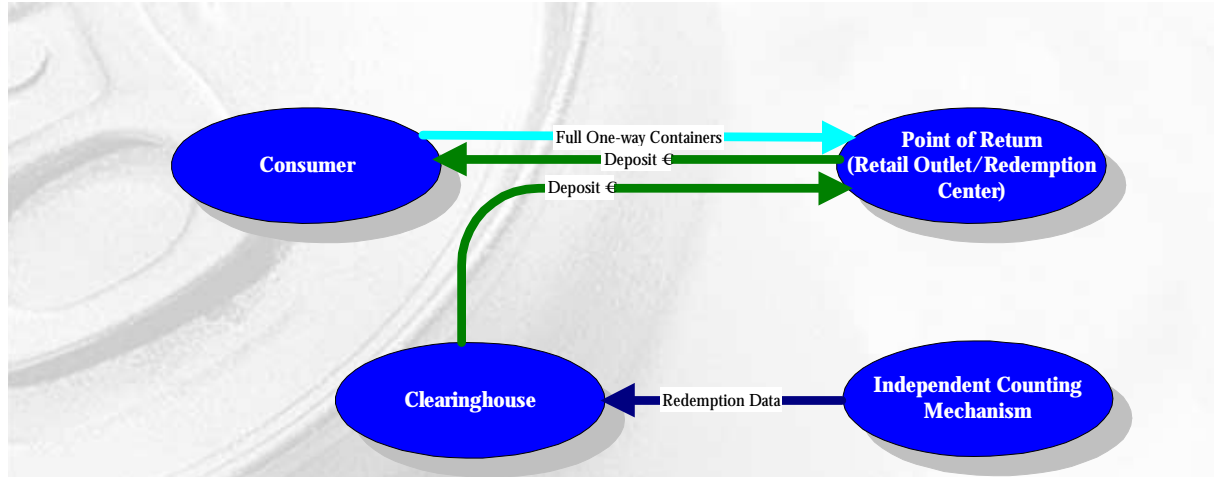
Conceptual Model For One-way Beverage Containers In A Deposit Market



Key Points

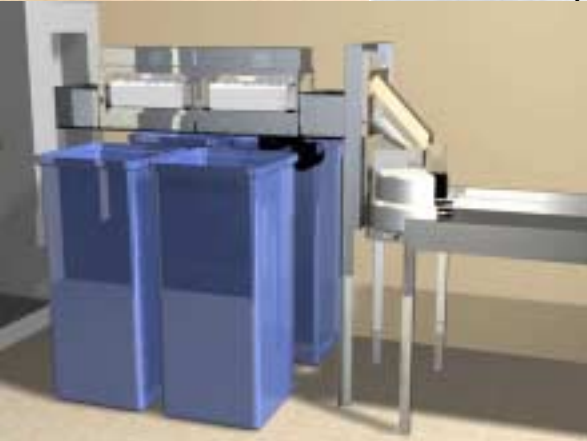
- ✓ Beverage industry partner invoices deposit as separate line item (similar to VAT)
- ✓ Data flow and deposit remittances to clearinghouse may have different timing. This is most likely the case, there is no reason to report every sale of one-way containers to the clearing house. A periodic summary is sufficient, provided there is an independent audit of the sales report data.
- ✓ Timing issues aside, the beverage industry partner's deposit paid is equal to the deposit collected from wholesalers and the retail trade.
- ✓ Wholesalers have a deficit deposit balance until full containers are sold to the retail trade.
- ✓ The retailer has a deficit deposit balance until full containers are sold to the Consumer.

Consumer Collection & Handling

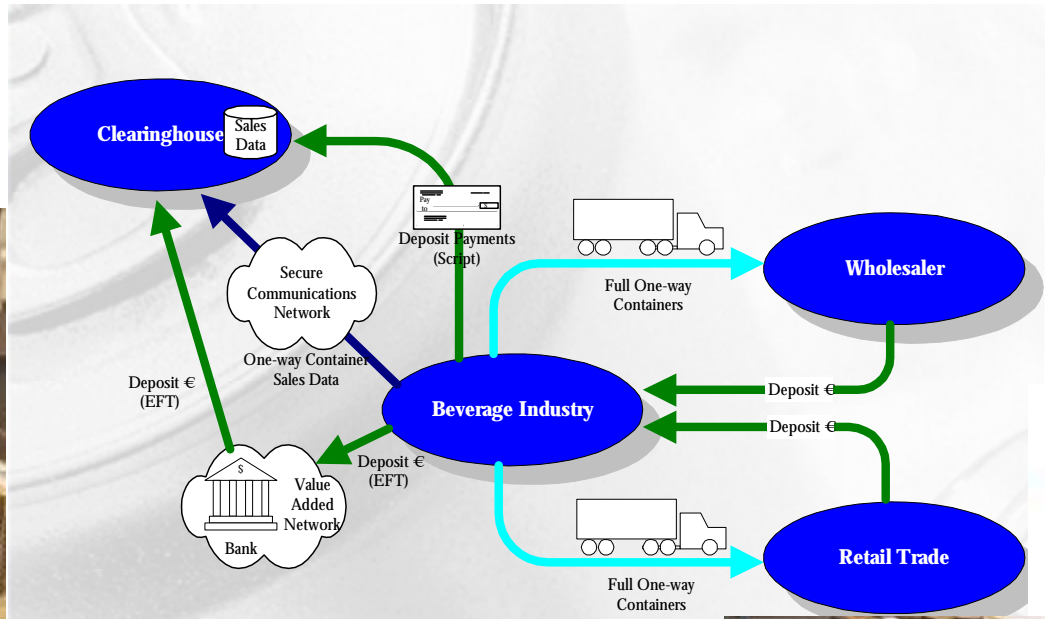


Key Points

- ✓ Consumer receives deposit in exchange for empty one-way containers and no longer has a deficit balance.
 - ✓ The point of return receives the deposit paid to consumers from the clearinghouse.
 - ✓ To protect the integrity of the system, counting must be independent of the point of return. RVM technologies provide independent accounting. Manually handled containers must also be counted independently. Several automated solutions exist today.
- underscores the need for payment to point of return for collection services.



Clearinghouse & Processing Flow



Tomra's "Project Germany": Preparing for execution

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Steering Committee

Product & Sales

- Product portfolio
- Prices & terms
- Volume estimates
- Sales strategy
- Operational planning and execution

Service & Installation

- Installation and service field organization
- Online comm. between RVM and backoffice computer system
- Backoffice support personnel
- Call center expansion

Production & Logistics

- Production capacities
- Expansion of existing capacity
- 3rd party assembly partner
- Sub-suppliers

Deposit Model Design

- Preparation of "Blue book": Proposal for system specification and design

PR/ Communication

- Communication strategy
 - External
 - Internal
- Strategic alliances

Holland

.....
Significantly increased volumes of non-refillable containers behind renewed focus on potential deposit

	<u>1997</u>	<u>2000</u>
Non-refillable %	20%	30%

- **Jan 31 '01; Industry given time until end of March to propose a solution for handling non-refillable containers**
- **Deposit on non-refillables if the industry don't agree on an acceptable solution/system.**

Holland Potential?

- **Current RVM base ~ 3.400 machins**
- **Deposit on non-refillables could initiate ...**
 - **1.500 - 2.000 upgrades**
 - **Replacement of 1.000 - 1.200 RVM's**
 - **1.500 - 2.500 small machines for petrol station, convenience stores, schools, etc.**

Decision Expected Late Q2 '01

DRS - Denmark

- **DRS established June 2000**
- **Approval by Parliament expected May '01**
- **Feb. 7 '01; Tomra signed a preferred supplier agreement with FDB to upgrade stores during Q3/Q4 '01/2002. Estimated investment of DKK 120 million.**

Belgium

- **Non-refillable containers have been growing significantly (~75%)**
- **Government drafting a new eco-tax system to promote refillable containers**
- **Additional tax of 5-7 BEF on non-refillable containers expected to be implemented in 2002**

Belgium

- **In March Tomra acquired Belgium Distributor, Effective Jan. 1. 2001**
- **Revenues 2000 of 23 MNOK**
- **800 machine installations**
- **Purchase price 36 MNOK, including goodwill of 26 MNOK**

Well Positioned For Future Growth

Highlights - America

- **Revenues of 426 MNOK (+15%)**
- **Aluminum prices affecting California earnings**
- **Re-establishment of Wise relationship in progress**
- **Increased Activity Addressing Declining Recycling Rates**
 - **BEAR (Businesses & Environmentalists Allied for Recycling) Alliance Formed**
 - **New or Expansion of Bottle Deposit Legislation Initiatives in Several States**

BU America Sales by Market

Figures in NOKm	1q01	1q00
New York	116	93
Connecticut	20	18
Massachusetts	26	19
Michigan	57	43
California	159	162
Non deposit states	25	30
Canada	21	3
Others	2	5
Total BU America	426	370

Tomra – Wise Status

- **Agreement with Wise to sell Wise Recycling. Negotiations with potential buyers in progress**
- **Understanding with Wise to convert receivables to convertible preferred stock**
 - **Can convert into 30% ownership in Wise Metals Group**
 - **Buy-back option for Wise at face value**
- **Understanding with Wise to supply metals at original terms and guaranteed payments**

Agreements expected to be signed in April!

US Recycling Trends

Overall Recycling Rates Declining (40% nationally)

- **Curbside and municipal programs static to contracting**
- **Industry remaining opposed to new deposits**
- **PET greatest challenge with rates dropping from 35% to low 20's**

Increased Awareness and Re-invigorated Activity

- **Significant legislative activity for new and expanded mandatory deposits**
- **Shareholder resolutions proposed to drop opposition to deposits and commit to increased recycling (Coke and Pepsi)**
- **Formation of BEAR (Businesses and Environmentalist Allied for Recycling)**

BEAR

- **Sponsored by Global Green**
- **Formed with support of environmentalist, public interest groups and carpet manufacturers**
- **Membership interest building with support from PET manufacturers, waste management and Industry Trade Organizations**

BEAR

- **BEAR has a stated mission of 80% recycling rate of beverage containers within 5 years**
- **Challenge is to increase and fund collection in a sustainable manner**
- **TOMRA is a member and serves on Executive Committee**

BEAR Initiative

- **First major initiative is a Multi-Stakeholder Recovery Project (MSRP):**
 - **Includes beverage industry participation**
 - **Understand the effectiveness and cost of current programs**
 - **Consider alternative scenarios to significantly increase recycling rates**
 - **Develop a sustainable model to achieve recycling goals**

BEAR uniquely represents a coalition that is organized, focused and funded to have an impact on recycling trends in the US

Tomra South America

- **Investment in Joint Venture (TOMRA LATASA Reciclagem S.A.) completed with effect March 1, 2001**
- **Investment USD 28 million for 70 percent (USD 22 million goodwill)**
- **2001 revenues approximate USD 33 million**
- **Operations in Brazil, Chile & Argentina**

Tomra South America

TOMRA LATASA Reciclagem S.A.

- **Brazil's largest aluminium UBC collection system which includes:**
 - **Schools**
 - **Charities**
 - **Retailers**
 - **Municipalities**
 - **Dealers**

Tomra South America

- **Business Plan includes:**
 - **Introduction of PET collection in conjunction with industry support**
 - **Expansion of retail collection programs**
 - **Introduction of “RePlanet” concept with retailer and industry sponsorship**
- **From second quarter, BU South America established and reported separately**
- **Significant future growth opportunities**



Helping the World recycle!

