

# Second Quarter 2010 Results

16 July 2010

**TOMRA**  
Helping the world recycle



## Highlights from the quarter include:

- Improved Group-performance:
  - Revenues up 15% (local currencies)
  - Operating margin up from 8% to 15% (local currencies)
- Substantial growth and all time high order back log in Industrial processing technology
- Significantly improved performance in Material handling West Coast operations
- Flat development in Collection technology, currency adjusted. Market position sustained in all key markets

## Financial highlights – profit and loss statement

	2 <sup>nd</sup> Quarter			Year to date		
<i>Amounts in NOK million</i>	2010	2009	09 Adj*	2010	2009	09 Adj*
<b>Revenues</b>	880	818	767	1611	1572	1458
• Collection Technology	446	473	437	841	904	833
• Material Handling	256	227	218	461	443	413
• Industrial Processing Technology	178	118	112	309	225	212
<b>Gross contribution</b>	357	315	290	651	588	538
<b>Gross margin</b>	41%	39%	38%	40%	37%	37%
<b>Operating expenses</b>	222	235	226	431	457	437
<b>Operating profit before other items</b>	135	80	64	220	131	101
<b>Operating margin</b>	15%	10%	8%	14%	8%	7%
<b>Loss on sale of Presona AB</b>	18	-	-	18	-	-
<b>Operating profit</b>	117	80	64	202	131	101

\*2009 actual restated at 2010 exchange rates - Estimated

## Financial highlights – balance sheet, cash flow and capital structure

<i>Amounts in NOK million</i>	<b>30 June 2010</b>	<b>30 June 2009</b>
<b>ASSETS</b>	3,427	3,443
• Intangible assets	922	940
• Leasing equipment	181	108
• Other fixed assets	668	670
• Inventory	533	608
• Short-term receivables	1,099	1,100
• Cash and cash equivalents	24	17
<b>LIABILITIES AND EQUITY</b>	3,427	3,443
• Equity	1,988	1,882
• Interest bearing liabilities	430	635
• Non-interest bearing liabilities	1,009	926

- **Cash flow from operations**

- 11 MNOK in 2Q 2010 versus 24 MNOK in 2Q 2009
- YTD: 120 MNOK in 2010 versus 28 MNOK in 2009
- Seasonality in material handling operations

- **Cash flow form investments**

- Investments of 79 MNOK in 2<sup>nd</sup> quarter 2010, due to placement of operational lease machines in US

- **Cash flow from finance**

- Dividend payment of 81 MNOK in May 2010

- **Strong financial position**

- 58% equity
- 2,000,000 treasury shares cancelled in July 2010

## Collection technology



## Highlights Collection technology



### Overall

- Total revenues measured in local currencies stable
- Higher activity in US offsetting a somewhat lower activity in the Nordic region
- Maintaining market position in all major markets
- Stable gross margin at 45-46%
- Operating expenses slightly up, primarily due to increased R&D and market activities including establishment of operations in China

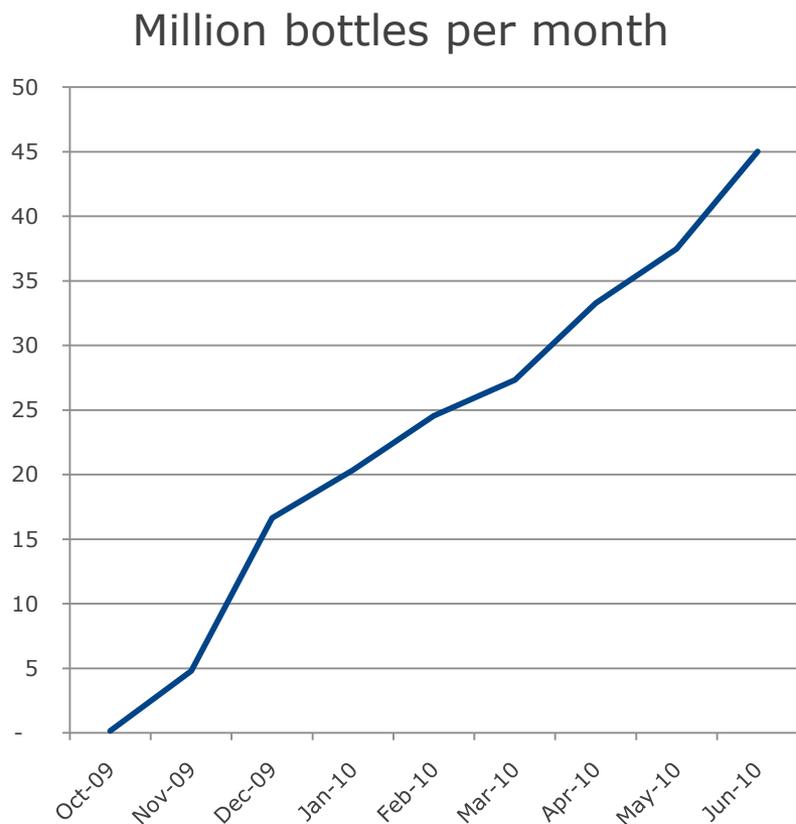
### Europe

- Germany continues to install ~400 machines per quarter
- Solid service performance

### US

- Revenue increase of 31% in local currency (USD), due to higher throughput volumes and additional machine sales in New York and Connecticut
- Several accounts renewed - Old TX-2 machines are consequently being replaced with new TX-3 machines in the operational lease portfolio

## Throughput water bottles in NY and CT



- Deposit on water bottles introduced in Connecticut and New York during 4Q09.
- Volumes of returned bottles picking up month by month
- Several accounts renewed
- Old TX-2 machines replaced with new TX-3 machines
  - Higher capacity and speed
  - Machine accept all container types
  - Better compaction



T-X2



T-X3

## Collection technology financials

	2 <sup>nd</sup> Quarter			Year to date		
<i>Amounts in NOK million</i>	2010	2009	09 Adj*	2010	2009	09 Adj*
<b>Revenues</b>	446	473	437	841	904	833
• Nordic	125	133		239	262	
• Central Europe & UK	200	239		404	457	
• Rest of Europe	1	5		2	6	
• US East/Canada	119	95		194	177	
• Rest of the world	1	1		2	2	
<b>Gross contribution</b>	201	218	199	390	423	386
<i>in %</i>	45%	46%	46%	46%	47%	46%
<b>Operating expenses</b>	128	126	121	251	249	238
<b>Operating profit</b>	73	92	78	139	174	148
<i>in %</i>	16%	19%	18%	17%	19%	18%

\*2009 actual restated at 2010 exchange rates - Estimated

## Industrial processing technology



## Highlights Industrial processing technology



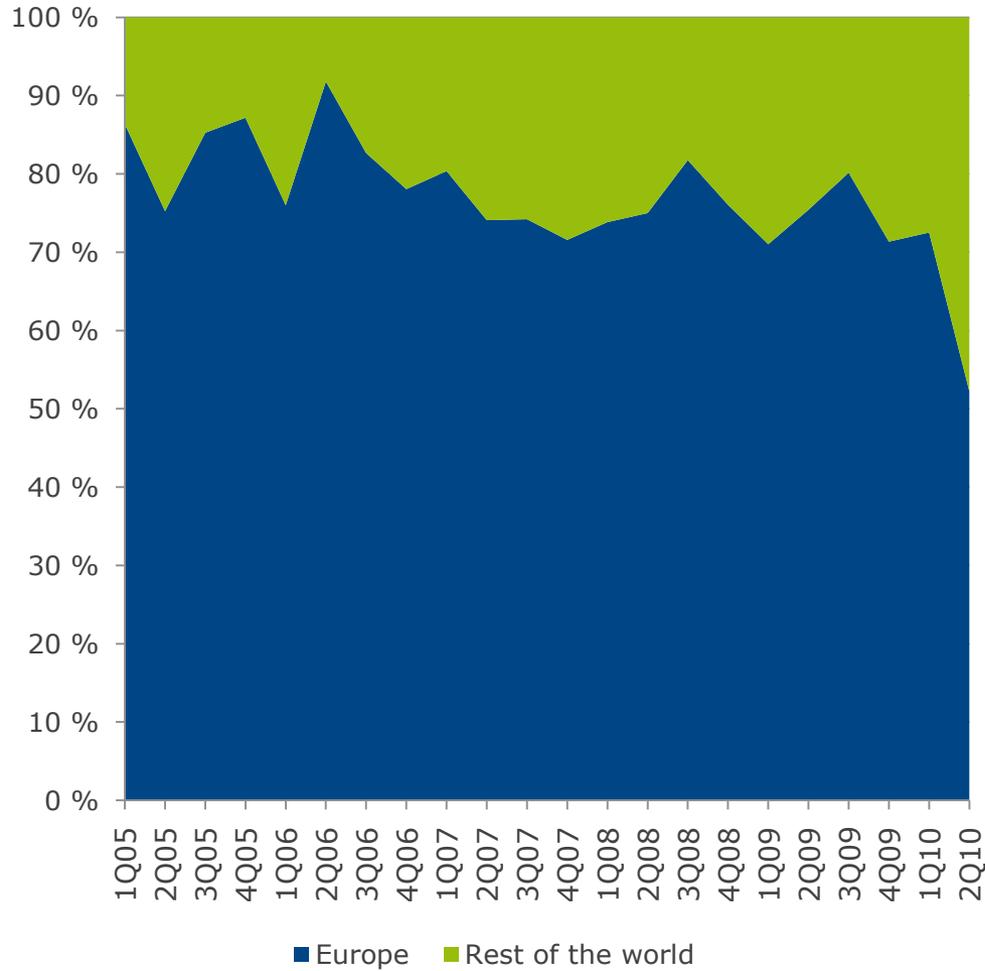
### Recognition & sorting platform (TiTech Group)

- Good order inflow for machines to be installed in 4Q10 and the beginning of 2011. Order back log at all time high
- Revenues up by 59% (currency adjusted)
- Positive momentum in all segments, particularly within mining
- Geographic expansion continues
- First order in China received during 2Q10

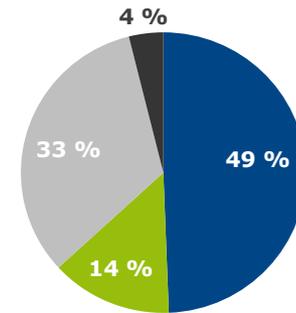
### Volume reduction (Orwak)

- Sales activity gaining momentum in Orwak
- Presona AB divested in April 2010 with a negative EBIT impact of 18 MNOK

# Geographic expansion within IPT

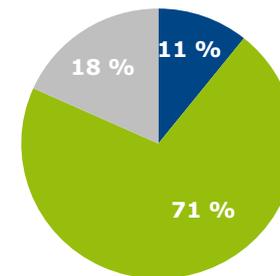


## Rest of the world



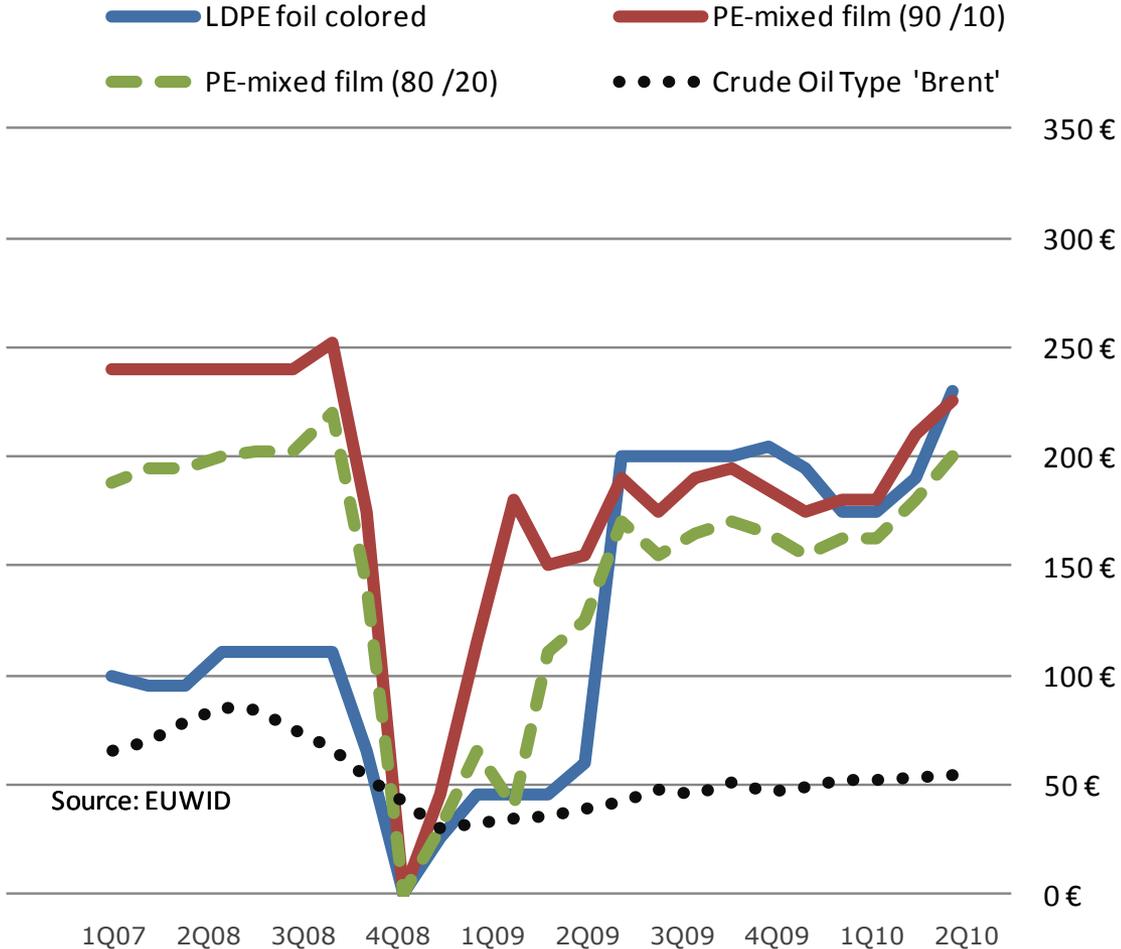
- North America
- Asia
- Australia
- Afrika

## Europe



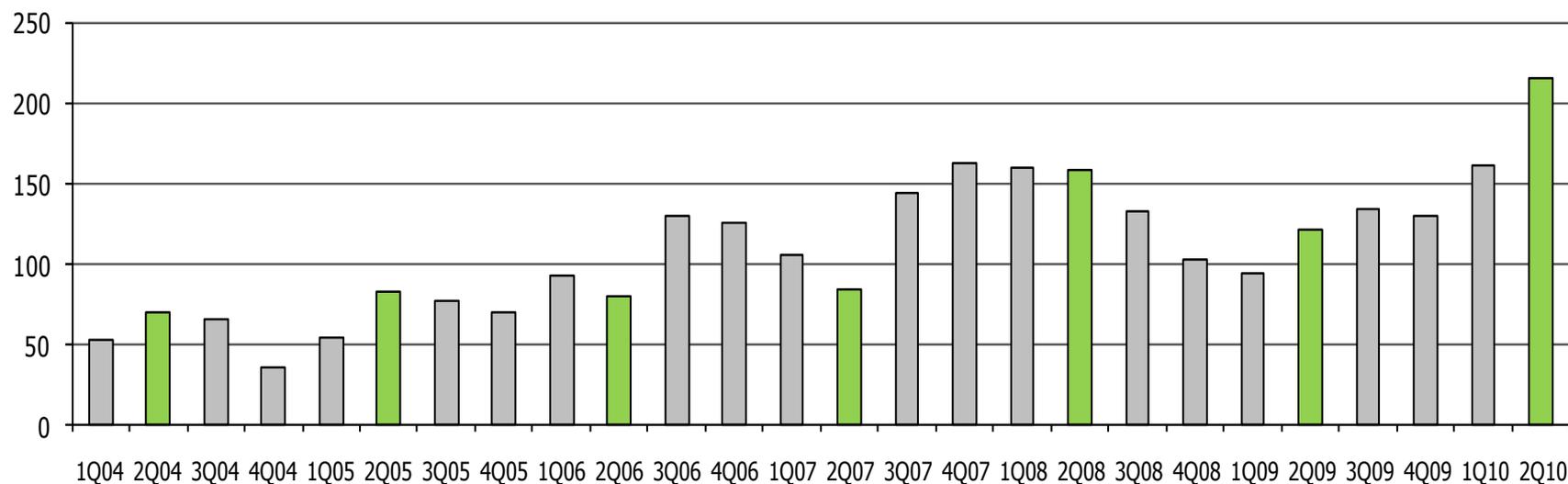
- Nordic
- Central Europe
- Rest of Europe

# Price trend for baled plastic materials



# Industrial processing technology order book

NOK million



# Industrial processing technology financials

	2 <sup>nd</sup> Quarter			Year to date		
<i>Amounts in NOK million</i>	2010	2009	09 Adj*	2010	2009	09 Adj*
<b>Revenues</b>	178	118	112	309	225	212
• Nordic	10	13		30	28	
• Central Europe & UK	66	55		114	95	
• Rest of Europe	17	21		44	42	
• US/Canada	31	5		44	14	
• US West	11	9		22	17	
• Rest of World	43	15		55	29	
<b>Gross contribution</b>	95	63	58	161	117	107
<i>in %</i>	53%	53%	52%	52%	52%	51%
<b>Operating expenses</b>	61	74	72	118	137	133
<b>Operating profit before other items</b>	34	(11)	(13)	43	(20)	(25)
<i>in %</i>	19%	-	-	14%	-	-
<b>Loss sale of Presona</b>	18			18	-	-
<b>Operating profit</b>	16	(11)	(13)	25	(20)	(25)

\*2009 actual restated at 2010 exchange rates - Estimated

## Material handling



## Highlights Material handling

### Overall

- Solid growth in revenues
- Segment now reports double digit margins

### East Coast/Canada

- Water bottles expansion progressing well
- Revenue up from 16.1 MUSD to 19.1 MUSD due to more water bottles being returned
- Improved margins as a consequence of higher volumes

### California

- Successful turnaround in California
- Performance improvements driven by:
  - Higher aluminum prices
    - LME 2Q2009 => \$1485/ton
    - LME 2Q2010 => \$2370/ton
    - Positive EBIT impact of 2 MUSD in the quarter
  - Handling fees reinstated – awaiting confirmation on future financing of bottle fund
  - Streamlined operations with 5 MUSD yearly savings/efficiency gains
- Strategic options under review

## Material handling financials

<i>Amounts in USD million</i>	<b>2Q 2010</b>	<b>2Q 2009</b>	<b>YTD 2010</b>	<b>YTD 2009</b>
<b>Revenues</b>	41.1	34.9	76.3	66.3
• US East/Canada	22.0	18.8	40.9	35.8
• US West (California)	19.1	16.1	35.4	30.5
<b>Gross contribution in %</b>	9.8 24%	5.2 15%	16.6 22%	7.2 11%
<b>Operating expenses</b>	4.7	4.8	8.9	9.4
<b>Operating profit in %</b>	5.1 12%	0.4 1%	7.7 10%	(2.2) -

# Outlook



## Outlook

- Collection Technology: Somewhat slower development in Europe will be partly offset by the positive effect of the deposit expansions in US
- Industrial Processing Technology: Activity expected to increase compared to 2009. Divestment of Presona will improve margins
- Material handling East Coast: Positive impact from more water bottles volumes
- Material handling West Coast: Will gain from higher aluminum prices, reinstated handling fees and efficiency gains. However, a long term fix for financing of the bottle fund is not in place and handling fee revenues are therefore currently exposed
- Increased activity in IPT and establishment of China operations will slightly increase operating expenses
- The strong NOK vs EUR will have a negative impact on performance in Collection Technology and Industrial Processing Technology

## Addendum slides



## Major shareholders

1	Orkla ASA	23 000 000	15.3%
2	Folketrygdfondet	13 880 190	9.3%
3	The Northern Trust C Treaty account	10 546 934	7.0%
4	JP Morgan Chase Bank Nordea Treaty account	6 596 023	4.4%
5	Ferd AS Invest	3 678 000	2.5%
6	Varma Mutual Pension Company	3 138 000	2.1%
7	Bank of New York MEL ADR Department	3 122 876	2.1%
8	Clearstream Banking CID dept, Frankfurt	2 720 384	1.8%
9	Euroclear Bank S.A./ 25% Client	2 542 337	1.7%
10	Holberg Norge v/Holberg Fondsforvaltning	2 395 000	1.6%
<b>SUB-TOTAL</b>		<b>71 619 744</b>	<b>47.7%</b>
<b>Other Shareholders</b>		<b>78 400 334</b>	<b>52.3%</b>
<b>TOTAL (8,032 shareholders)</b>		<b>150 020 078</b>	<b>100%</b>
<b>Total foreign ownership</b>		<b>78 328 819</b>	<b>52.9%</b>

## Shareholders by nationality

1	Norway	47.8%	7 345
2	Great Britain	18.5%	62
3	USA	9.7%	149
4	Luxembourg	6.9%	31
5	Finland	4.2%	21
6	France	2.8%	20
7	Belgium	2.1%	11
8	Denmark	1.5%	39
9	Switzerland	1.4%	13
10	Holland	1.1%	59
<b>TOTAL</b>		<b>95.9%</b>	<b>7 750</b>

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