

# Second Quarter 2008

16 July 2008



## Financial Highlights – Profit and loss statement

*Figures in NOK million*

	2Q 2008	2Q 2007	YTD 2008	YTD 2007
<b>Revenues</b>	874	887	1665	1681
• Collection Technology, Deposit Solutions	409	430	781	802
• Material Handling	227	275	426	518
• Industrial Processing Technology	204	166	399	329
• Collection Technology, Non-Deposit Solutions	34	16	59	32
<b>Gross contribution</b>	350	325	657	608
<b>Gross margin</b>	40%	37%	40%	36%
<b>Operating expenses</b>	228	214	452	424
<b>Operating profit</b>	122	111	205	184
<b>Operating margin</b>	14%	13%	12%	11%

### Year on year increase – adjusted for currency:

• Revenues	7%	7%
• Operating profit	20%	20%

# Financial highlights - Balance sheet, cash flow and capital structure



Figures in NOK million

	30 June 2008	30 June 2007
<b>ASSETS</b>	2,900	3,009
• Intangible assets	693	756
• Leasing equipment	77	99
• Other fixed assets	536	611
• Inventory	540	492
• Short-term receivables	996	958
• Cash and cash equivalents	58	93
<b>LIABILITIES AND EQUITY</b>	2,900	3,009
• Equity	1,513	1,699
• Interestbearing liabilities	540	452
• Non-interestbearing liabilities	847	858

## • Cash flow from operations

- (8) MNOK in 2Q 2008 versus 99 MNOK in 2Q 2007
- Seasonality & prepayments 2007 and strong June performance

## • Cash flow from finance

- 91 MNOK spent on share buy-backs in 2Q 2008
- Dividend paid out with 70 MNOK
- 162,823 shares sold to employees under the share purchase program

## • Strong financial position

- >50% equity
- Current holding of treasury shares of 2,472,877

*Collection Technology -  
Deposit Solutions*



# Collection Technology - Deposit Solutions Financials

<i>Figures in NOK million</i>	2Q 2008	2Q 2007	YTD 2008	YTD 2007
<b>Revenues</b>	409	430	781	802
• Nordic	151	152	309	263
• Central Europe & UK	194	192	344	374
• US East/Canada	64	86	128	165
<b>Gross contribution <i>in %</i></b>	191 47%	191 44%	364 47%	351 44%
<b>Operating expenses</b>	110	105	223	208
<b>Operating profit <i>in %</i></b>	81 20%	86 20%	141 18%	143 18%

## Highlights Collection Technology - Deposit



### Overall

- Solid performance in most markets
- Gross margin improvement continues
- Install base of >63.000 machines



### Europe

- Service revenues up 10% 1<sup>st</sup> half year 2008
- Compactor replacement new recurrent revenue source
- Indications of progress on two remaining German discounters
- Finnish PET-rally now slowing down



### US

- Volumes in throughput model stable
- Replacement sale down
- Negative currency effect of 15%

# *Materials Handling*



## Materials Handling – Financials

*Figures in NOK million*

	2Q 2008	2Q 2007	YTD 2008	YTD 2007
<b>Revenues</b>	227	275	426	518
• US East/Canada	98	119	189	227
• US West (California)	129	156	237	291
<b>Gross contribution in %</b>	47 21%	57 21%	78 18%	99 19%
<b>Operating expenses</b>	26	31	51	60
<b>Operating profit in %</b>	21 9%	26 9%	27 6%	39 8%

### Currency impact

Minus 15% in second quarter 2008  
compared to second quarter 2007

## Materials Handling – Financials

*Figures in USD million*

	2Q 2008	2Q 2007	YTD 2008	YTD 2007
<b>Revenues</b>	44.7	45.7	82.0	84.6
• US East/Canada	19.3	19.8	36.4	37.1
• US West (California)	25.4	25.9	45.6	47.5
<b>Gross contribution in %</b>	9.2 21%	9.5 21%	15.0 18%	16.2 19%
<b>Operating expenses</b>	5.1	5.2	9.8	9.8
<b>Operating profit in %</b>	4.1 9%	4.3 9%	5.2 6%	6.4 8%

## Highlights Materials Handling



### Overall

- Business area back to normal standards in the quarter
- Favorable development commodity prices



### US East

- Flat volume
- Increased fuel cost to some extent passed over to customers (process ongoing)

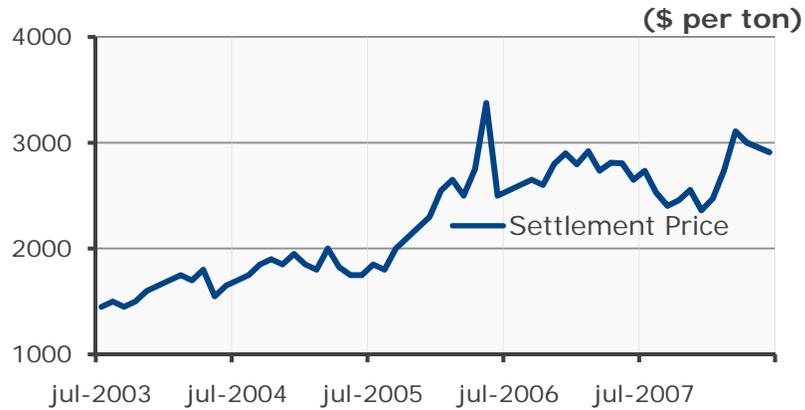


### US West (California)

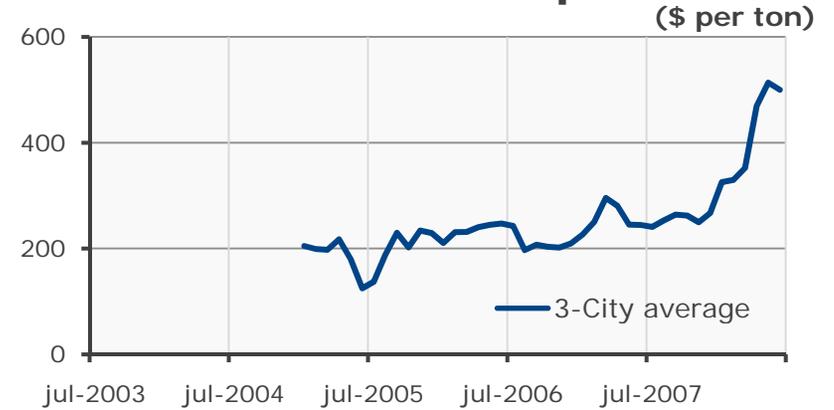
- Collection site volume up 11%
- Commercial volume down
- Operational actions starts to pay off
- California, the world 2<sup>nd</sup> largest single deposit market, is an opportunity to explore and develop

# Key Commodities – Historical Trends

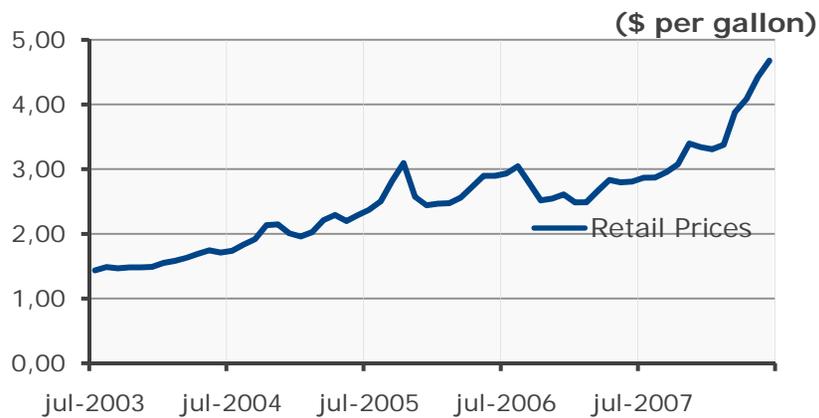
## PRIMARY ALUMINIUM



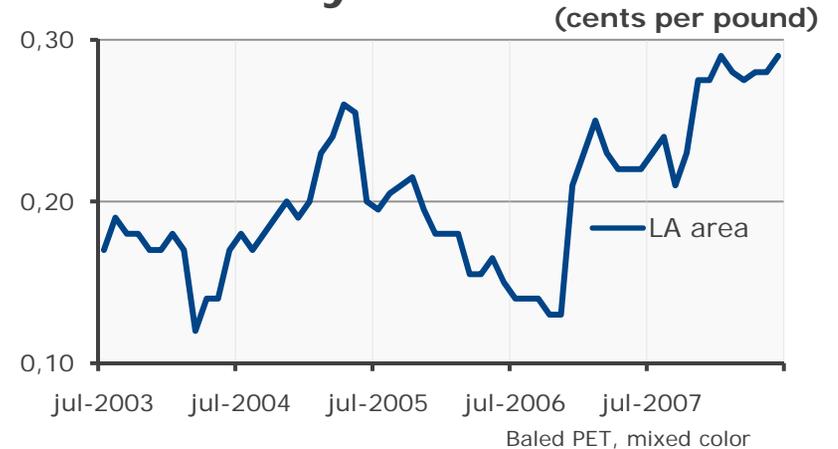
## Ferrous Scrap



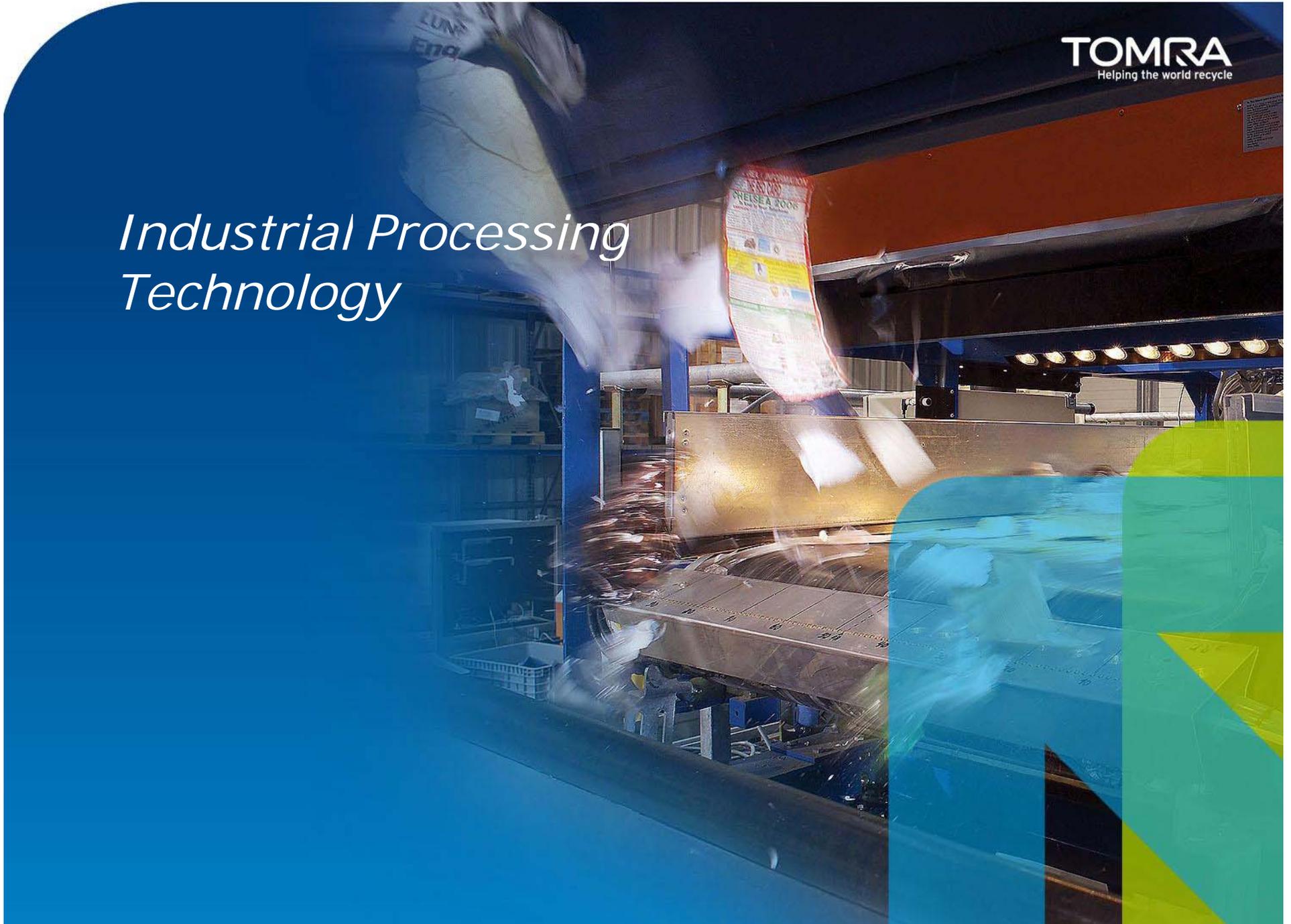
## US DIESEL COST



## Recycled PET



*Industrial Processing  
Technology*

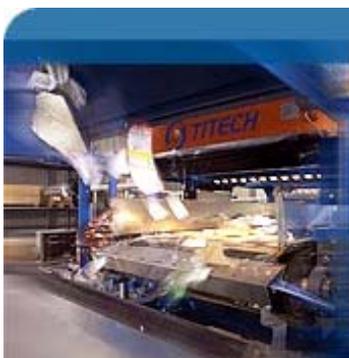


# Industrial Processing Technology

## - Financials

<i>Figures in NOK million</i>	<b>2Q 2008</b>	<b>2Q 2007</b>	<b>YTD 2008</b>	<b>YTD 2007</b>
<b>Revenues</b>	204	166	399	329
• Nordic	30	25	49	46
• Central Europe & UK	76	90	174	158
• Rest of Europe	47	8	74	50
• US/Canada	15	8	24	18
• US West	11	10	16	10
• Rest of World	25	25	62	47
<b>Gross contribution <i>in %</i></b>	103 50%	85 51%	201 50%	169 51%
<b>Operating expenses</b>	65	53	126	106
<b>Operating profit <i>in %</i></b>	38 19%	32 19%	75 19%	63 19%

## Highlights Industrial Processing Technology



### Overall

- Strong performance improvement in all companies
- Solid order book as platform for second half 2008



### Recognition and sorting (Titech group)

- Strong increase in demand for metal recycling solutions
- Plastic and paper continues to grow
- Acquisition of Ultrasort finalized July 1

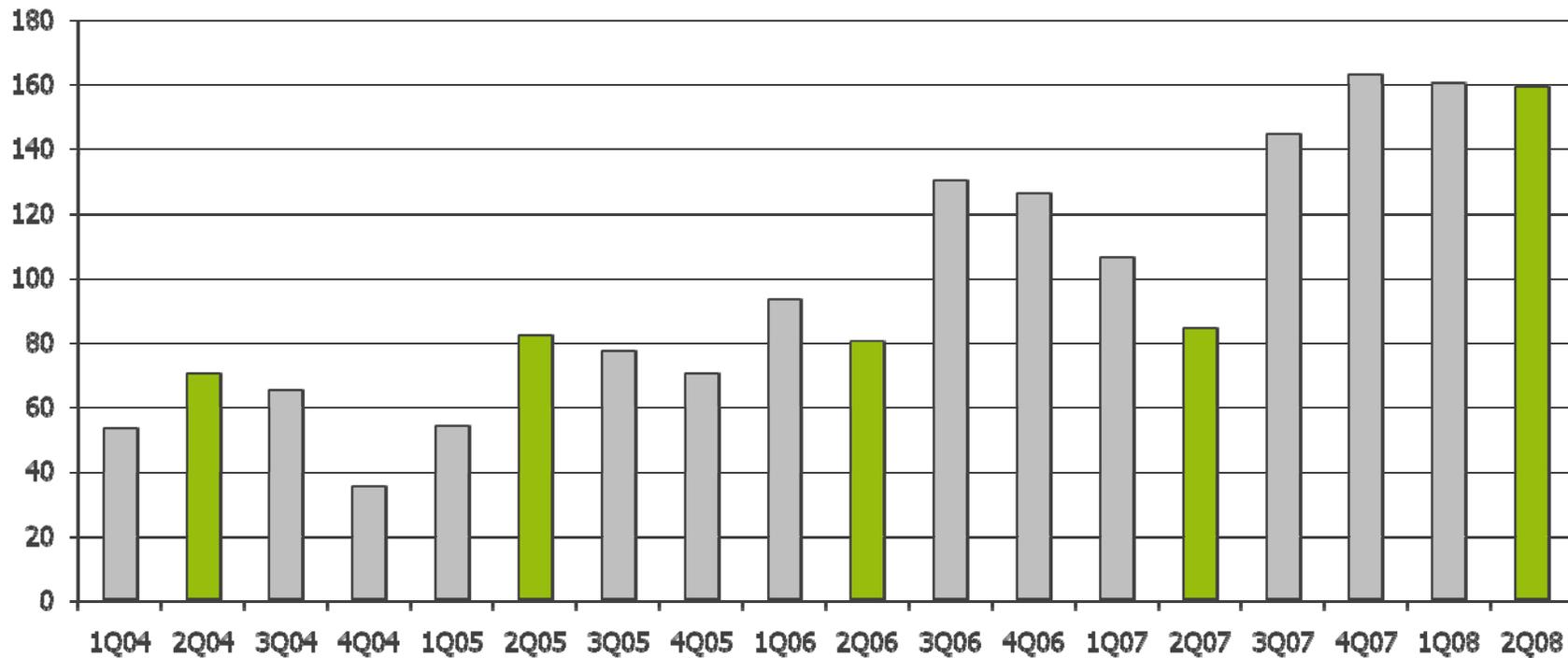


### Volume reduction (Orwak & Presona)

- Orwak with revenue growth of 11%
- Presona with revenue growth of 24%
- Improved gross margin in both companies

# Industrial Processing Technology - Order book

NOK million



# *Collection Technology - Non-deposit Solutions*



## Collection Technology Non-deposit Solutions - Financials

<i>Figures in NOK million</i>	2Q 2008	2Q 2007	YTD 2008	YTD 2007
<b>Revenues</b>	34	16	59	32
• Central Europe & UK	4	14	28	29
• Rest of Europe	4	-	4	-
• US East & Canada	24	-	24	-
• Rest of World	2	2	3	3
<b>Gross contribution in %</b>	9 26%	(8) -	14 24%	(11) -
<b>Operating expenses</b>	23	21	44	42
<b>Operating profit in %</b>	(14) -	(29) -	(30) -	(53) -

## Highlights Collection Technology - Non-deposit Solutions



### Overall

- Gross margin continues to improve
- Increased interest for kiosk and single machine solutions
- Increased activities in deposit markets for non-deposit packaging

### UK

- 45 ARC installations now upgraded
- Plan to run 10 single machines in Express stores

### US

- 16 ARC delivered to Waste Management Inc.
- Final discussions with complementary stakeholders

### Japan

- 50/50 joint venture with Sumitomo formalized

### Rest of Europe

- 10 kiosks delivered in Bulgaria

## Summary

- Stable and solid performance in Collection Technology - Deposit
- Materials Handling back on track after weak start of the year. Commodity markets develops favorably
- Industrial Processing Technology strong growth continues with solid order book going forward
- Performance in non-deposit steadily improving, but still too early to predict future growth rate



A SATISFACTORY QUARTER AND FIRST HALF

*Addendum slides*



## Addendum slide - Major shareholders

1	Orkla ASA	24 000 000	14,6%
2	Tomra Systems ASA	11 977 016	7.3%
3	The Northern Trust C Treaty Account	11 188 883	6.8%
4	Folketrygdfondet	11 037 900	6.7%
5	State Street Bank AN A/C Client Omnibus D	8 360 140	5.1%
6	Clearstream Banking CID Dept, Frankfurt	3 659 140	2.2%
7	FERD AS P610AK	3 400 000	2.1%
8	Bank of New York BR S/A St of New jersey	3 071 132	1.9%
9	Verdipapirfondet KLP	2 442 400	1.5%
10	Skagen Vekst	2 300 000	1.4%
	<b>SUB-TOTAL</b>	<b>81 436 611</b>	<b>49.4%</b>
	<b>Other shareholders</b>	<b>83 253 606</b>	<b>50.6%</b>
	<b>TOTAL (9,394 shareholders)</b>	<b>164 690 217</b>	<b>100%</b>
	<b>Total foreign ownership</b>	<b>74 674 719</b>	<b>45.3%</b>

## Addendum slide - Shareholders by nationality

1	Norway	54.7%	8 523
2	Great Britain	14.8%	75
3	USA	10.2%	155
4	Sweden	4.0%	113
5	Luxembourg	3.8%	31
6	Denmark	2.4%	44
7	France	2.0%	21
8	Italy	1.8%	12
9	Belgium	1.0%	12
10	Ireland	0.9%	9
	<b>TOTAL</b>	<b>95.5%</b>	<b>8 995</b>