

TOMRA INVESTOR PRESENTATION

A network diagram graphic in the top right corner, consisting of numerous blue and purple nodes connected by thin lines, forming a complex web structure.

2013 CAPITAL MARKETS DAY

REGISTRATION:
CMD@TOMRA.COM



TOMRA
TRANSFORMS

TOMRA was founded on an innovation in 1972 that began with design, manufacturing and sale of reverse vending machines (RVMs) for automated collection of used beverage containers

Today, TOMRA creates sensor-based solutions for optimal resource productivity



THE WORLD POPULATION AND STANDARD OF LIVING IS INCREASING DRAMATICALLY





WORLD RESOURCES ARE UNDER
UNPRECEDENTED PRESSURE





RESOURCE PRODUCTIVITY MUST INCREASE
TO ENSURE SUSTAINABLE DEVELOPMENT



THE DAWN OF THE RESOURCE REVOLUTION

THE CHALLENGE:

3 billion more middle-class consumers expected to be in the global economy by 2030

Up to **\$1.1 trillion** spent annually on resource subsidies

THE OPPORTUNITY:

\$2.9 trillion of savings in 2030 from capturing the resource productivity potential

At least \$1 trillion more investment in the resource system needed each year to meet future resource demands



TOMRA creates sensor-based solutions for optimal resource productivity



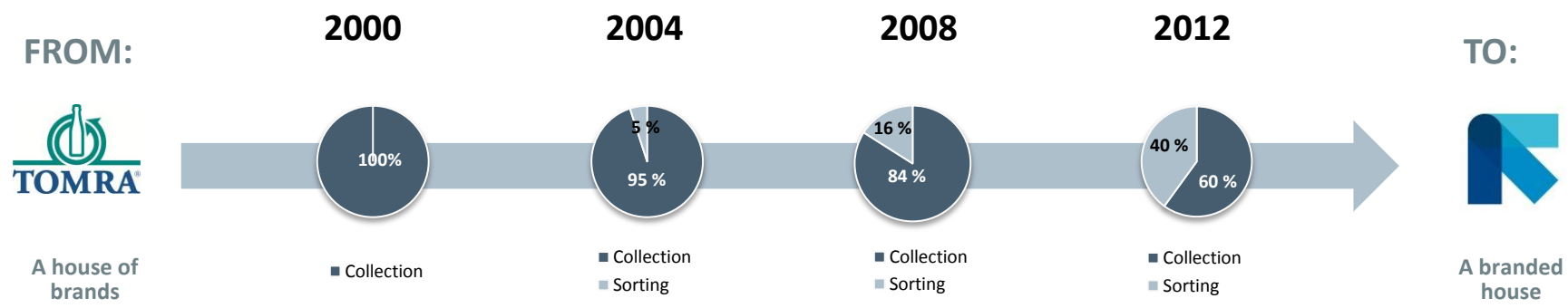
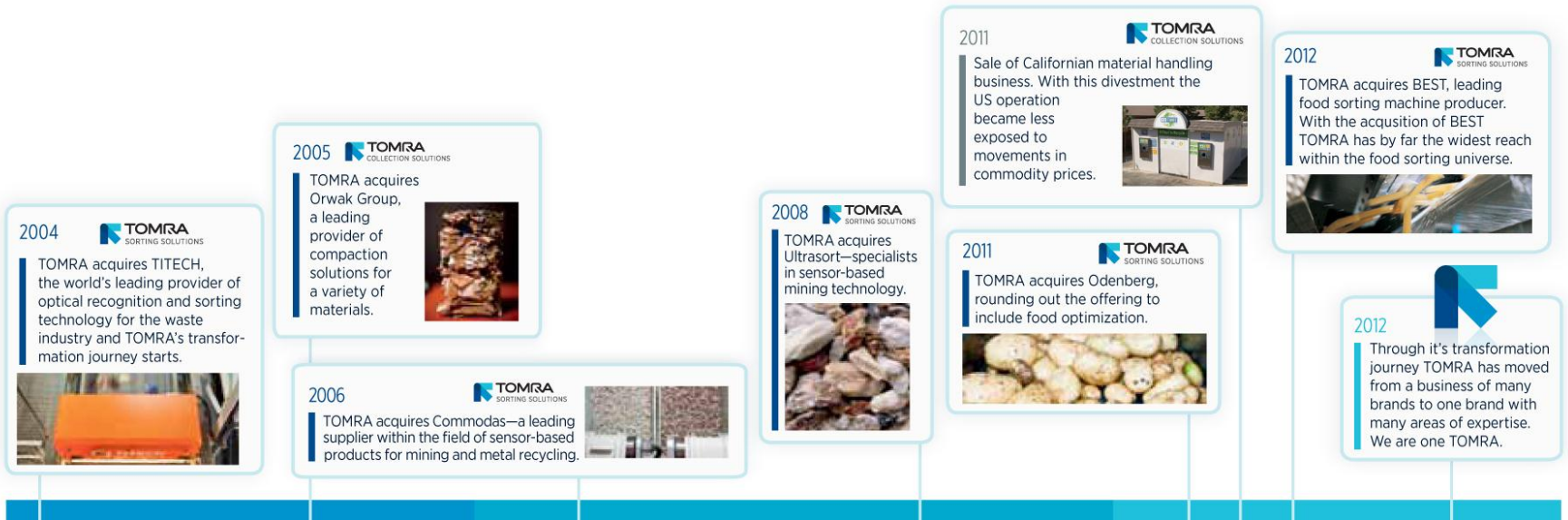


LEADING THE RESOURCE REVOLUTION

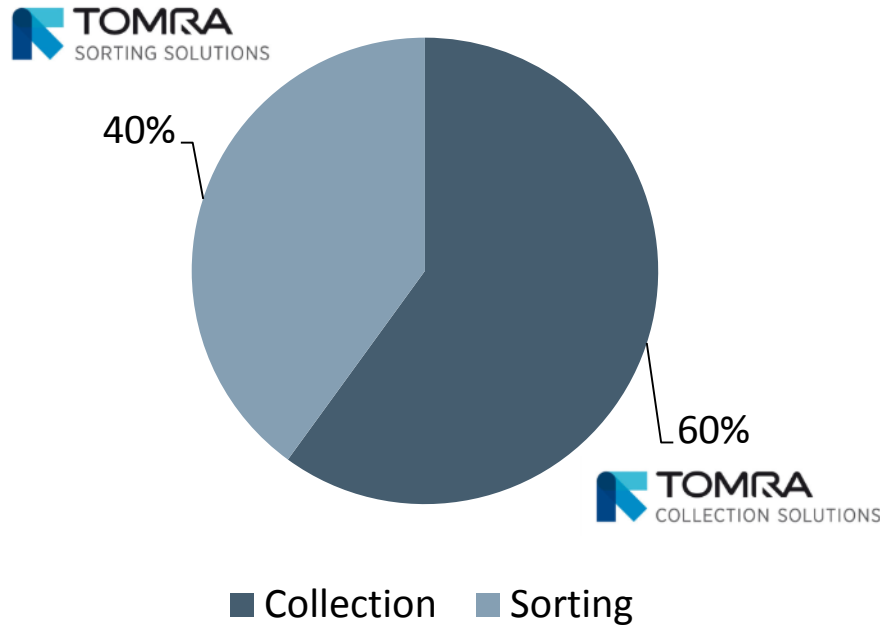


TOMRA IN SHORT

THE TOMRA TRANSFORMATION JOURNEY



CREATING VALUE THROUGH TWO STRONG BUSINESS AREAS



Two strong areas for value creation



- Stable
- High margins
- Low cyclical



- High growth
- High margins
- Medium cyclical

High technology - sustainable business

Source: Rounded proforma revenue figures after BEST acquisition

TOMRA'S TWO BUSINESS AREAS



REVERSE VENDING

Share of '12 sales*	~43%
Employees	960
Customers	Grocery retailers
Market share	~65%

COMPACTION

Share of '12 sales*	~4%
Employees	75
Customers	Retail, manufacturing industry, restaurant, catering & hotel, warehouse & distribution
Market share	~15-20% in active markets

MATERIAL RECOVERY

Share of '12 sales*	~13%
Employees	400
Customers	Grocery retailers and beverage manufacturers
Market share	~60% in USA (markets served)



RECYCLING

Share of '12 sales*	~13%
Employees	190
Customers	Material recovery facilities, scrap dealers, metal shredder operators
Market share	~50-60%

MINING

Share of '12 sales*	~3%
Employees	50
Customers	Mining companies
Market share	~40-60%

FOOD

Share of '12 sales*	~24%
Employees	560
Customers	Food growers, packers and processors
Market share	~25%

* Based on 2012 proforma numbers (including BEST for the full year)

TOMRA INSTALLED BASE



REVERSE VENDING

Nordic	~15,300
Germany	~24,400
Other Europe	~12,500
Japan	~650
North America	~17,000
South America	~1,050

TOTAL ~70,900

COMPACTION

Nordic	~16,500
UK	~17,500
Other Europe	~28,200
Asia/Oceania	~4,100
North America	~4,200
Middle East/Africa	~500

TOTAL ~71,000

RECYCLING

Europe	~2,180
US / Canada	~620
Asia	~270
Other	~400

TOTAL ~3,470

MINING

Europe	~70
US / Canada	~35
Australia	~20
South Africa	~50
Other	~25

TOTAL ~200

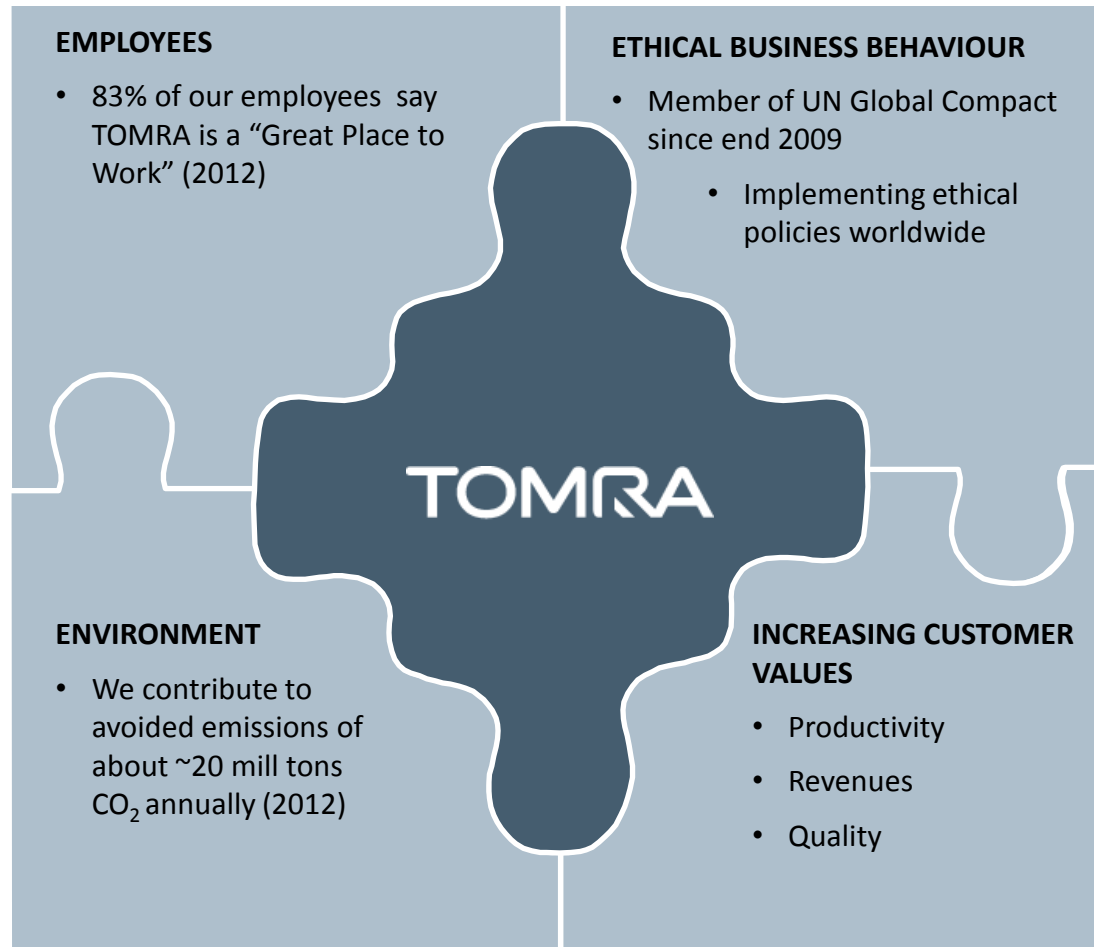
FOOD

Europe	~3,265
US/Canada	~2,580
Asia/Oceania	~450
South America	~190
Middle East/ Africa	~515

TOTAL ~7,000

Numbers per year end 2012

USING THE POWER OF BUSINESS TO DO GOOD



TOMRA IN DEPTH

TOMRA Collection Solutions

**RETURNS
INTO
VALUE**





TOMRA REVERSE VENDING – TRANSFORMING BEHAVIOR



THE USED BEVERAGE CONTAINER RECYCLING VALUE CHAIN

Generic used beverage container (UBC) recycling value chain



RVM-based UBC recycling value chain



RVM PRODUCT PORTFOLIO



TOMRA RECOGNITION TECHNOLOGY

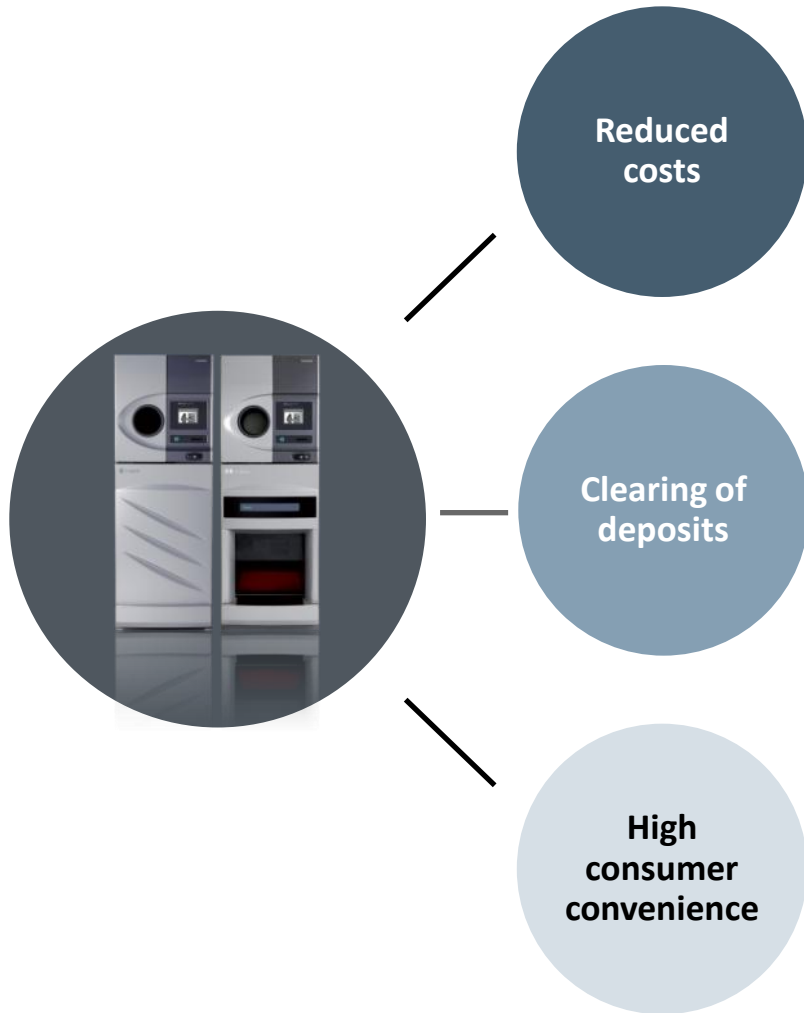
TOMRA's reverse vending machines are equipped with TOMRA's unique patented container recognition technology, **Sure Return™**. This technology provides continuous video surveillance of inserted items, ensuring correct deposit refunds, the best protection against fraud, and the market's fastest return process for your customers.



T-820 is in addition equipped with **True Vision™** crate recognition technology offering premium recognition and classification performance, even in the most complex markets. This patented high quality optical system also offers the best fraud protection and the fastest user interface available.



RVM VALUE PROPOSITION

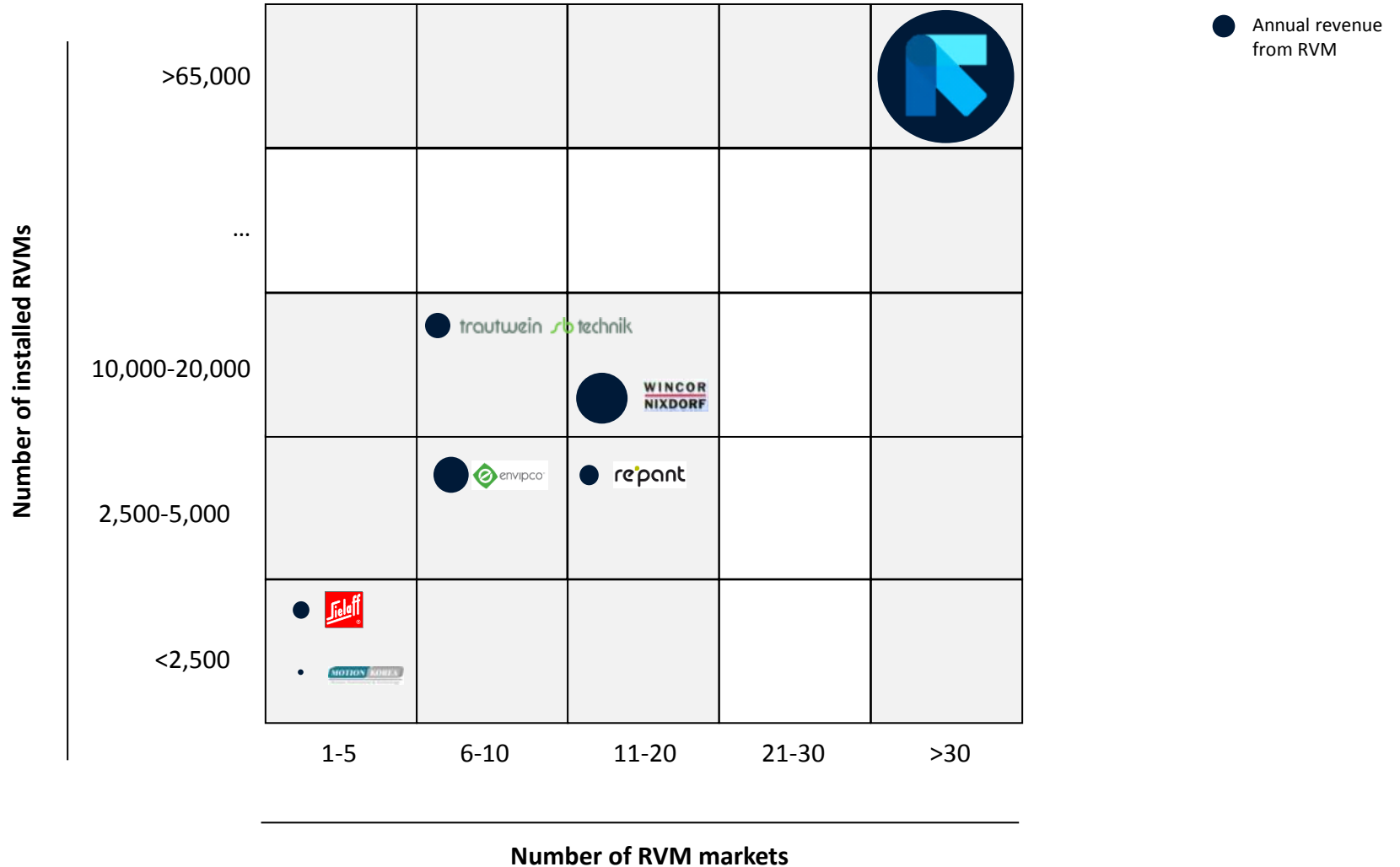


- RVMs reduce need for manual labour and will typically have a payback period of 12-18 months for medium sized stores
- Improved logistics and handling

- RVMs keep track of all deposit transactions – in Germany alone the total transaction volume has an annual value in excess of ~4 bn EUR
- RVMs have several fraud detection features to prevent paying out deposit on non-eligible containers

- RVMs make it convenient and easy for consumers to return their empty containers
- RVMs are clean and efficient and ensure correct redemption of containers

COMPETITIVE LANDSCAPE



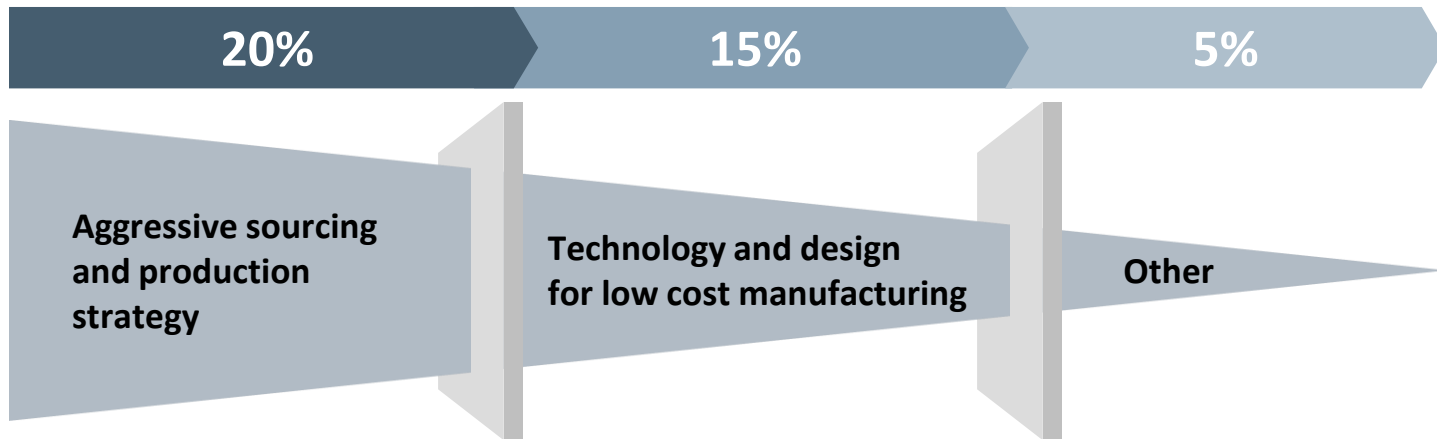
Source: TOMRA estimates and analysis

COST LEADER AMBITION

Ambition: Reduce COGS on new RVMs by 40% from 2010 to 2015

2010

2015



- 2010: 80% sourcing in high cost countries vs. 2015: 70% of sourcing from low-cost countries
- Flexible and quicker assembly close to main markets

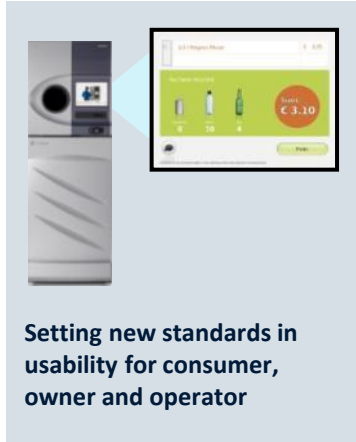
- New production techniques
- Automation
- Volume

- Modularity – building block principle
- Smarter design , e.g. combining processors and sensors

Project on track: Halfway in time & halfway in cost reduction

RECENT TOMRA INNOVATIONS

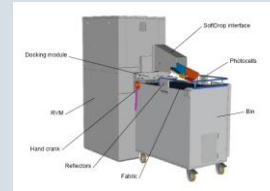
T-820 Touch



MultiPac



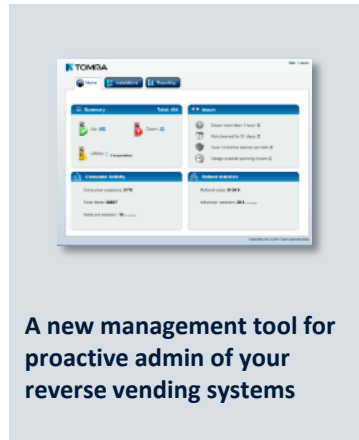
SoftDrop MK3



Flake



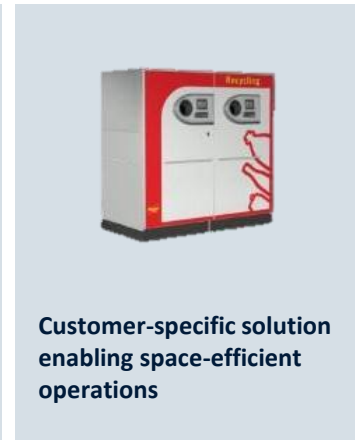
TOMRAPlus



DMR



Doublefeed



PRESENT AND PROSPECTIVE DEPOSIT SCHEMES

Canada

Saskatchewan
 Manitoba
 Alberta
 Ontario
 Northwest Territories
 Nunavut
 Yukon
 Prince Edward Island
 Nova Scotia
 New Brunswick
 Newfoundland
 Quebec

USA

California
 Oregon
 Connecticut
 New York
 Massachusetts
 Vermont
 Maine
 Hawaii
 Iowa
 Michigan

Florida
 Georgia
 North Carolina
 Virginia
 Kentucky
 Missouri

Europe

Norway
 Iceland
 Finland
 Sweden
 Croatia
 Germany
 Denmark
 Netherlands
 Israel
 Estonia

Scotland
 Spain

Czech Republic
 Montenegro
 Serbia
 Lithuania
 Latvia

Australia

Northern Territory
 South Australia

General Australia



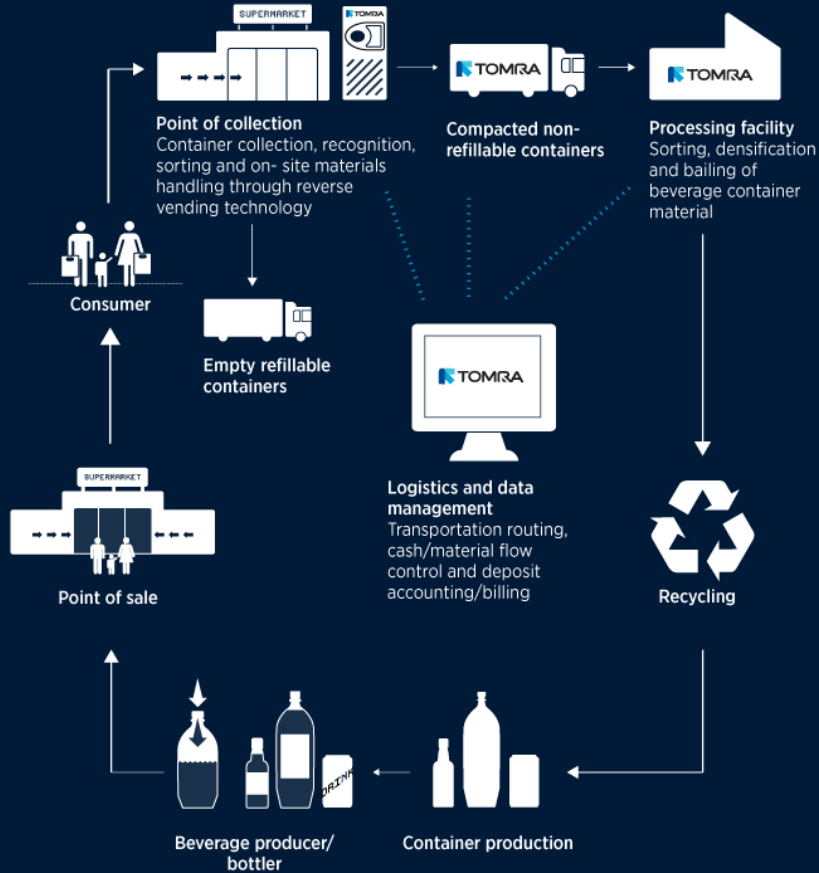
States / provinces with a running deposit system

States / provinces in advanced discussion

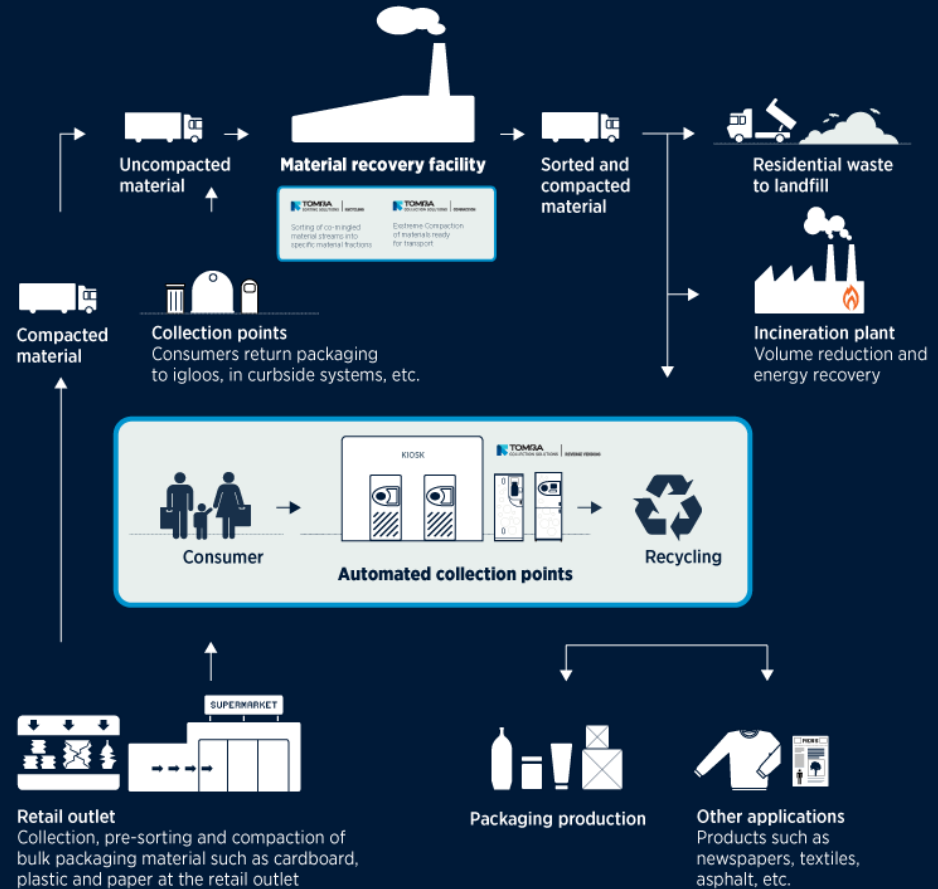
States / provinces in Initial discussions

THE BOTTLE RECYCLE LOOP

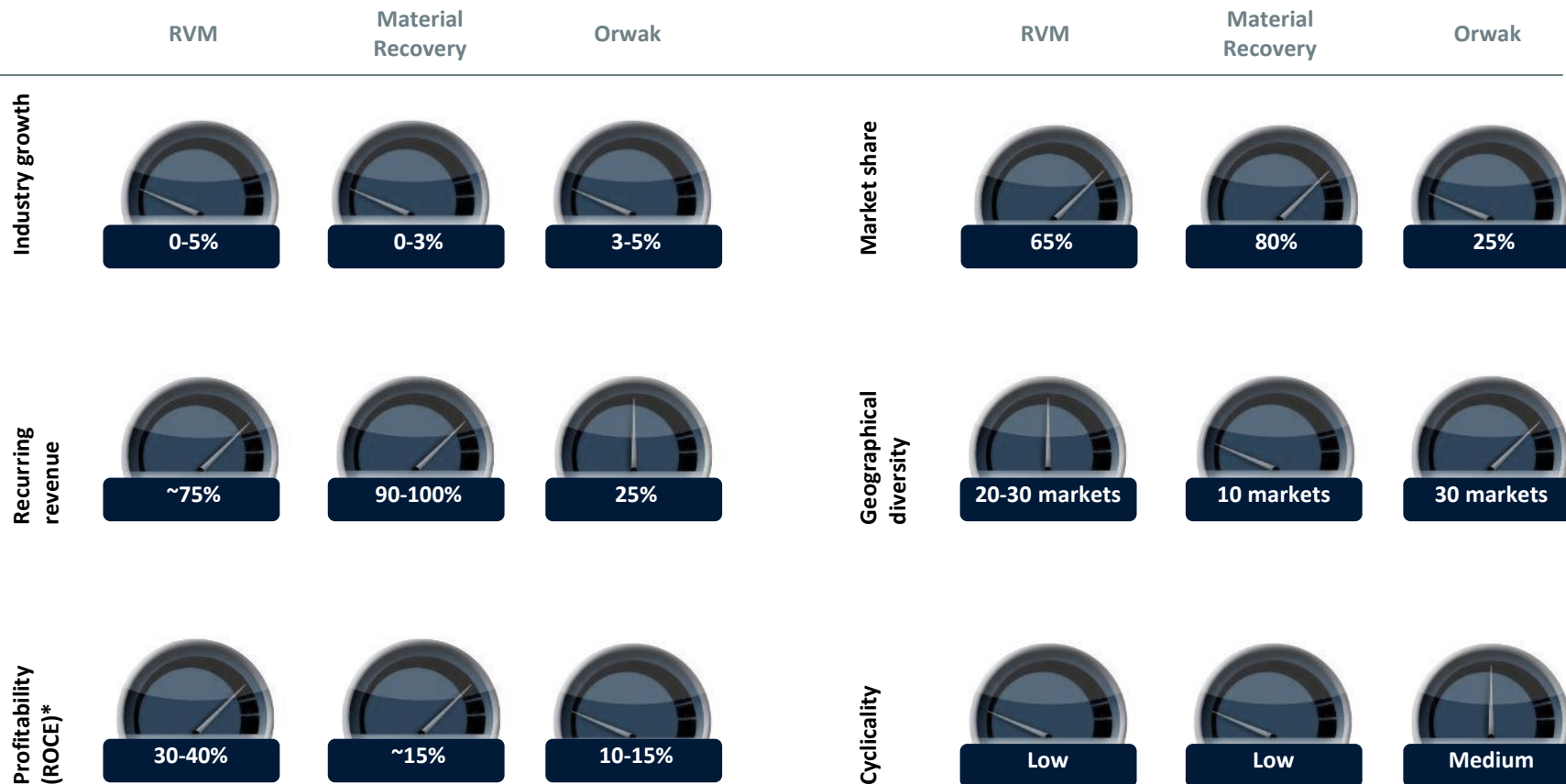
NON-DEPOSIT SYSTEM



DEPOSIT SYSTEM



COLLECTION SOLUTIONS – FINANCIAL DASHBOARD



TARGETS 2010 -2015

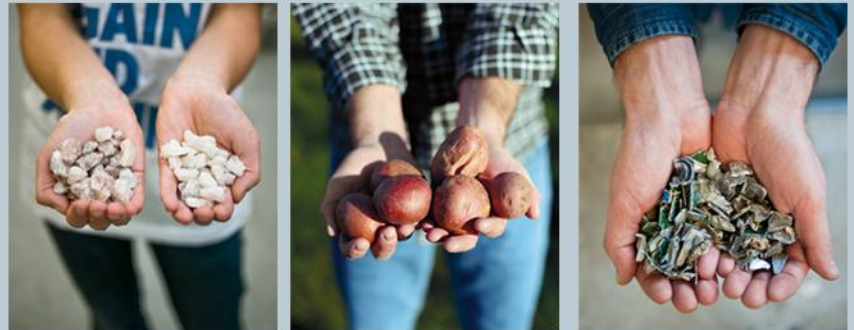
Yearly growth 4 – 8%

40% reduced COGS on new RVM machines from 2010 to 2015

EBITA-margin 17%-22%

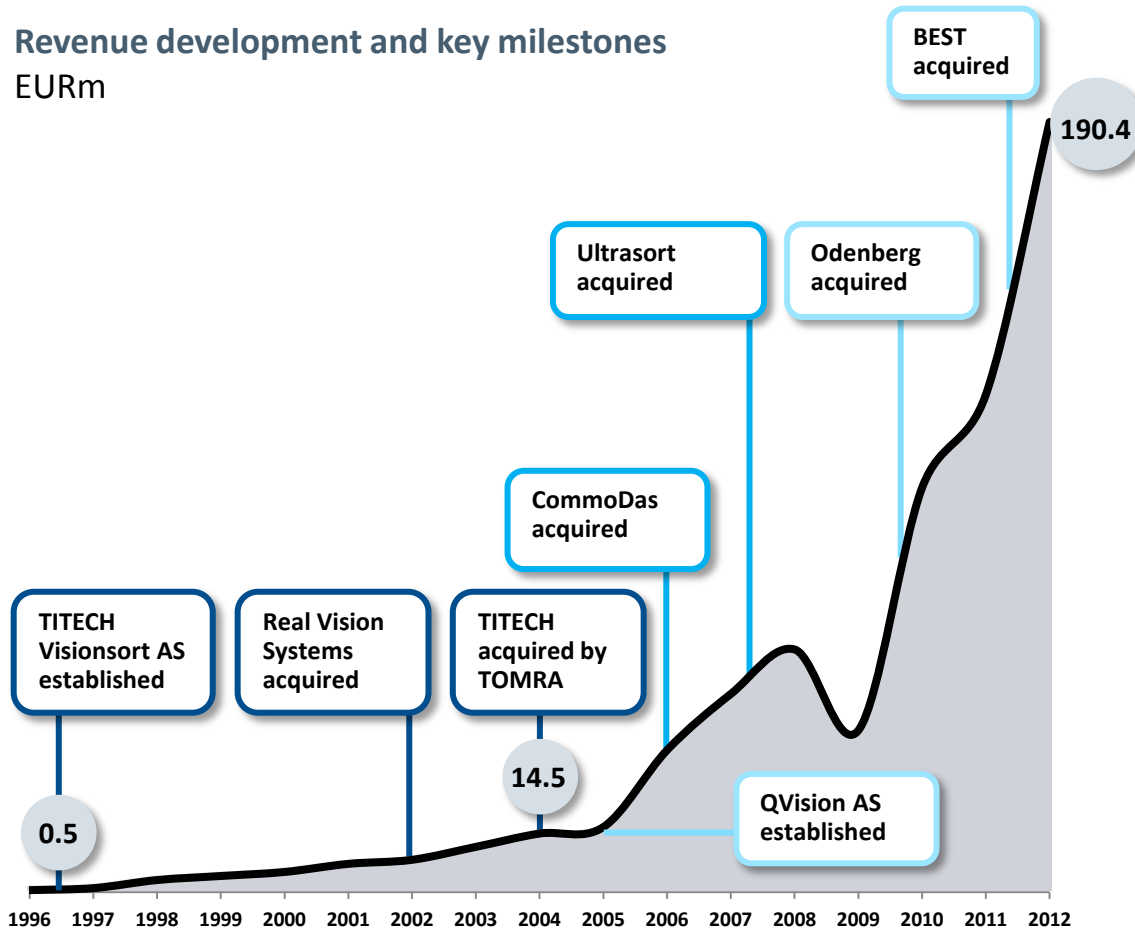
TOMRA Sorting Solutions

**WASTE
INTO
VALUE**



STRONG REVENUE GROWTH SINCE INCEPTION IN 1996

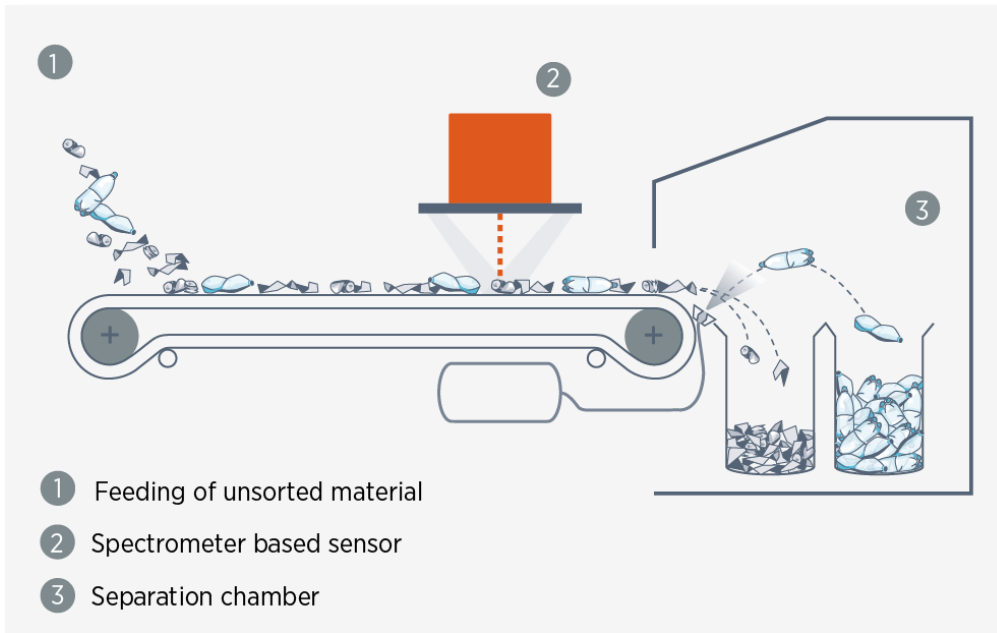
Revenue development and key milestones EURm



- Total revenue growth (organic plus inorganic) of ~37% per year from 2004-12
 - Organic growth for the same period was ~21%
- Technology base and segment/application knowledge expanded both through acquisitions and in-house ventures
- **Growth driven by:**
 - Price increases in food, commodities & landfill costs
 - Favorable changes in regulatory framework (DSD, WEEE, ELV, etc)
 - Strong sales and service network
 - Technology leadership
 - Higher quality and food safety demands

OUR CORE TECHNOLOGY: THE EYES AND BRAIN OF SORTING AND PROCESSING

- High-tech sensors to **identify objects** on a transport system
- **High speed processing** of information (material, shape, size, color, defect, damage and location of objects)
- **Precise sorting** by air jets or mechanical fingers
- Product **specific equipment design** often including multiple technologies to maximize sorting efficiency



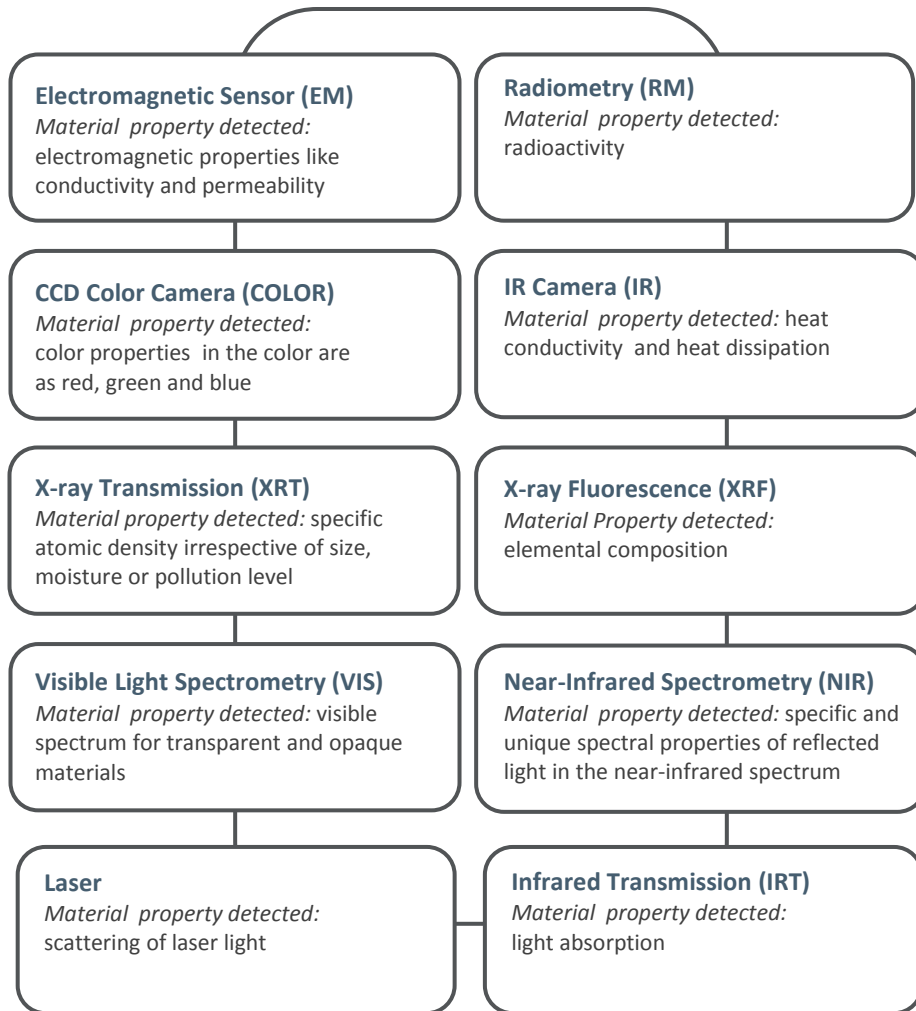
-  Food | larger products
-  Food | smaller products
-  Recycling
-  Mining

A COMMON SENSOR BASED TECHNOLOGY PORTFOLIO

	[m]	Sensor/ Technology	Material Property	Segment
Gamma-radiation	10^{-12}	RM (Radiometric)	Natural Gamma Radiation	Mining
	10^{-11}	XRT (X-ray transmission) Low Energy X-ray	Atomic Density	Recycling, Mining, Food
X-ray	10^{-10}			
	10^{-9}	XRF	X ray fluorescence (Elemental Spectroscopy)	Recycling, Mining
Ultraviolet (UV)	10^{-8}			
Visible light (VIS)	10^{-7}	COLOR (CCD Color Camera)	Reflection, Absorption, Transmission	Recycling, Mining, Food
	10^{-6}			
Near Infrared (NIR)	10^{-5}			
	10^{-4}	Laser attenuation and PM (Photometric)	Monochromatic Reflection /Absorption of Laser Light Scattering analysis of Laser Light	Mining, Food
Infrarot (IR)	10^{-3}			
	10^{-2}			
Microwaves	10^{-1}	NIR / MIR (Near/Medium Infrared Spectrometry)	Reflection, Absorption (Molecular Spectroscopy)	Recycling, Mining, Food
	10^1			
Radio waves	10^2	LIBS	Laser induced breakdown spectroscopy	Recycling, Mining
	10^3			
Alternating current (AC)	10^4	EM (Electro-Magnetic sensor)	Conductivity, permeability	Recycling, Mining, Food

CUTTING-EDGE TECHNOLOGY DRIVEN BY SIGNIFICANT INVESTMENTS IN R&D

SENSOR PORTFOLIO

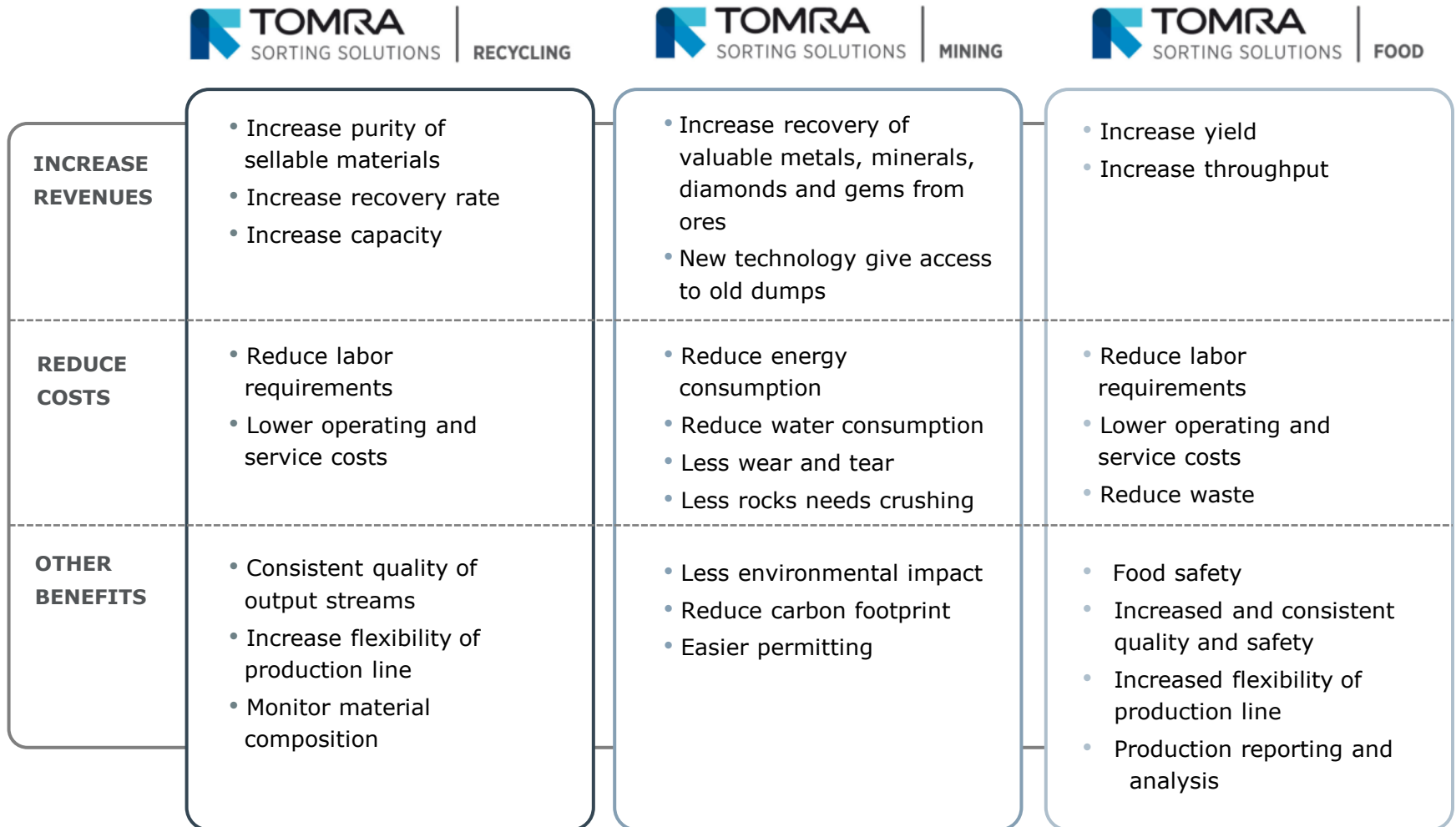


- In-house R & D department with more than 305 people
- Partnership with leading R&D institutions: SINTEF, CTR, Fraunhofer ILT; universities like RWTH and Brussels
- 8% of revenue invested in R&D
- 15 test centers worldwide

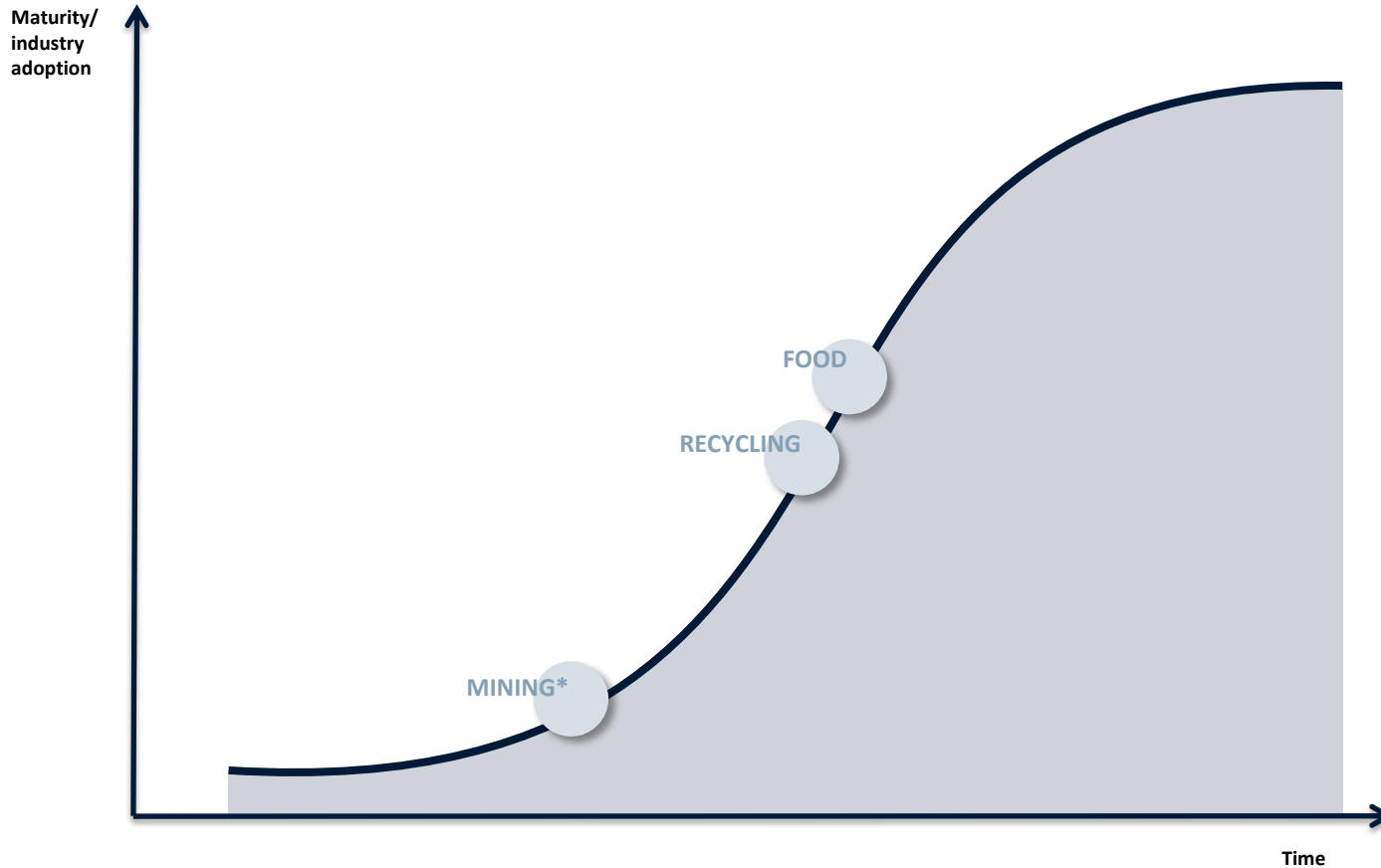


Test center in Koblenz, Germany

WHY SENSOR-BASED SORTING?



ADOPTION OF SENSOR-BASED SORTING AT DIFFERENT MATURITY LEVELS

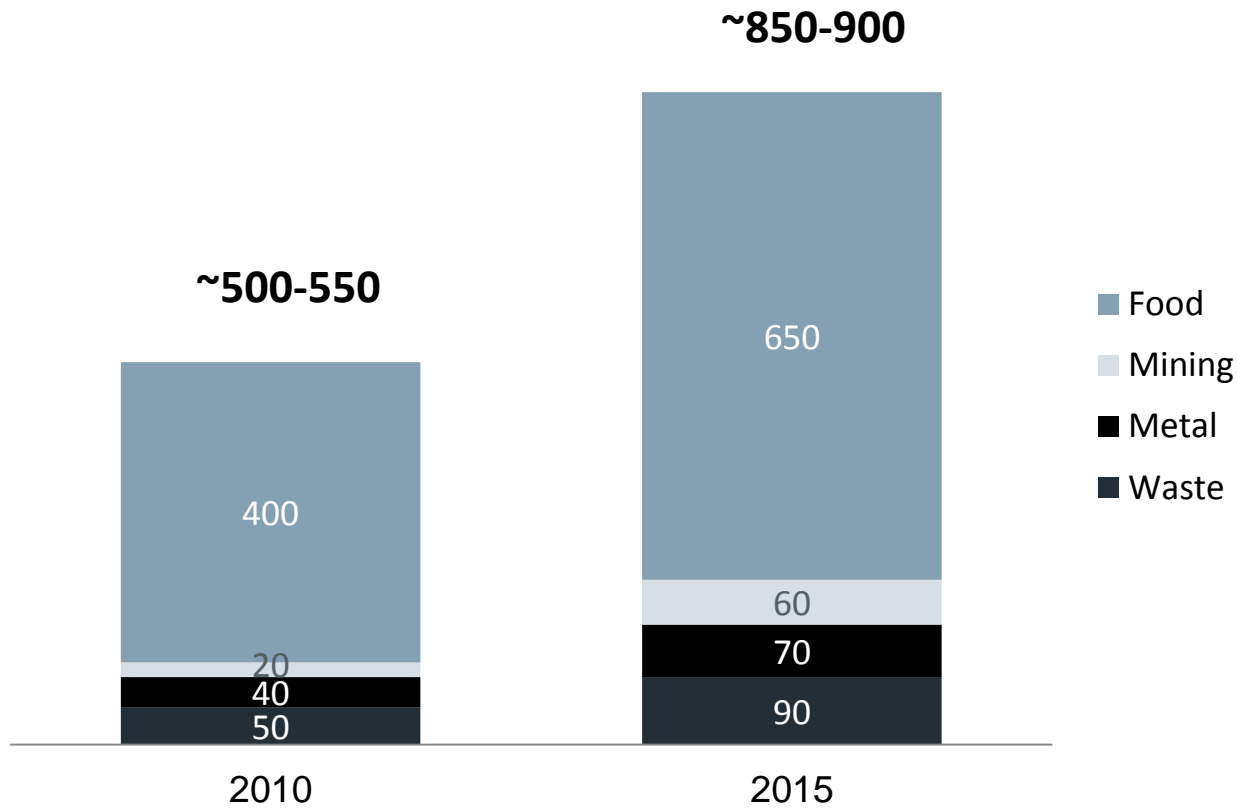


* In certain mining sub-segments, such as industrial minerals and diamonds, sensor-based sorting is a more mature technology.

MARKET SIZE AND POTENTIAL

Total annual market size for different sensor-based sorting segments

EUR million



Source: TOMRA estimates and analysis

TOMRA SORTING: OUR STRATEGY

1

Expand geographically

- Aggressively target promising regions and markets
- Leverage market presence across entire portfolio

2

Maintain technology leadership position

- Continue to invest heavily in R&D
- Bring new and enabling technology to the market
- Further develop web of partners

3

Cost leadership

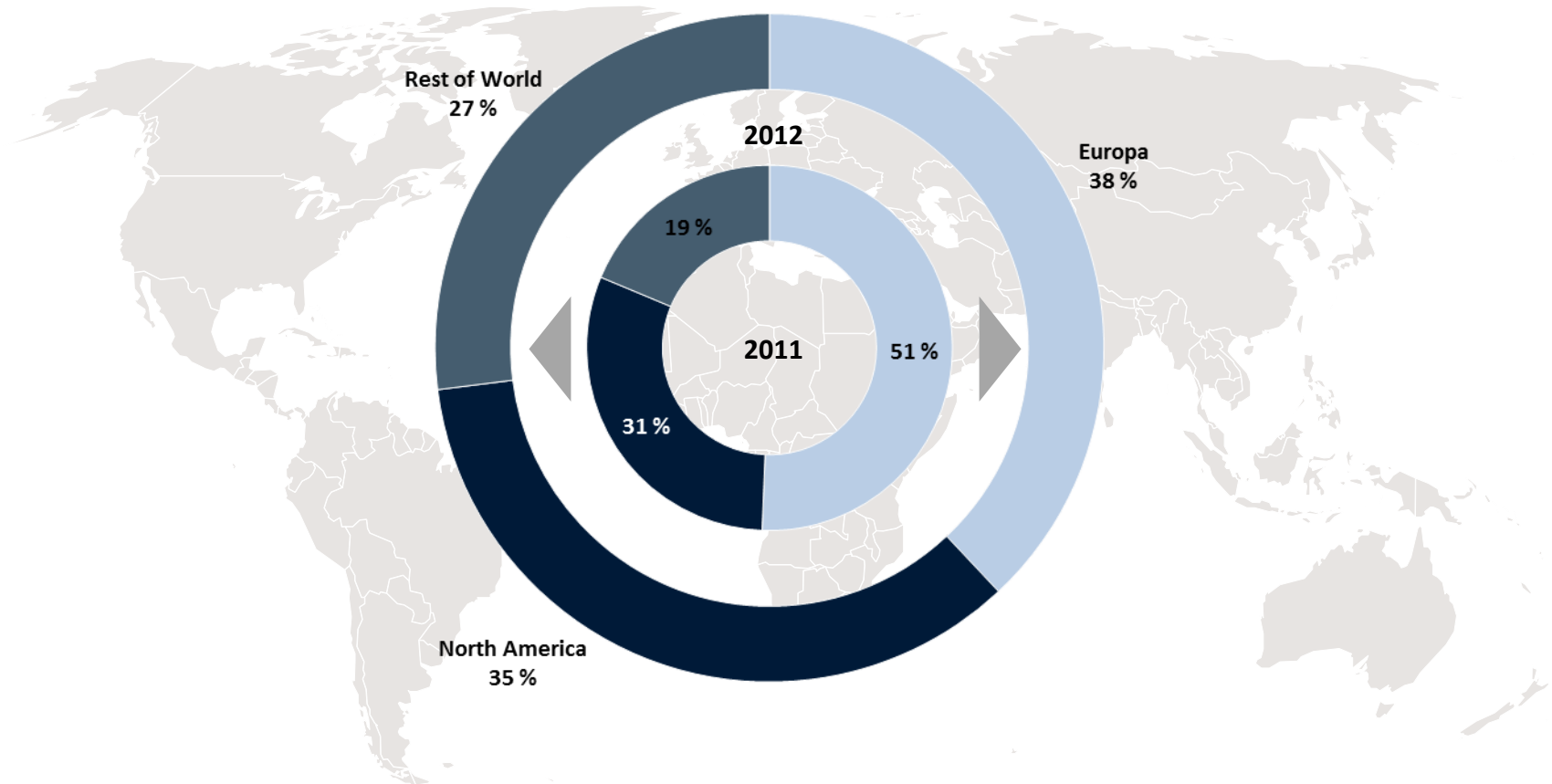
- Utilize our market leader position to maximize economies of scale effect
- Effective sourcing in combination with product friendly R&D

4

M&A to consolidate market and enter new business streams

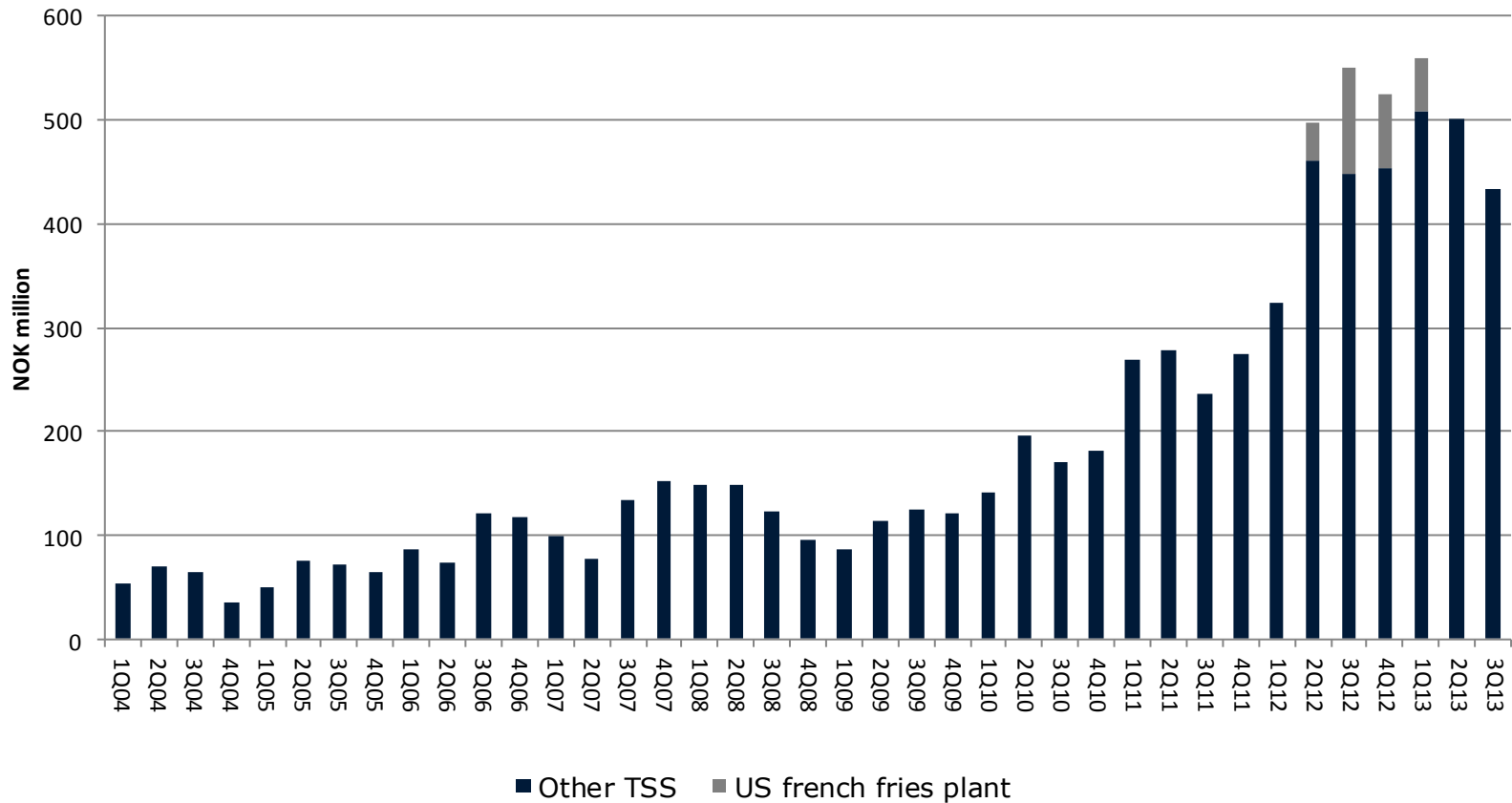
- New verticals/business streams in sensor-based sorting
- Increase footprint and scale through consolidation
- ***Now added through latest acquisition of BEST***

TOMRA SORTING: GEOGRAPHICAL EXPANSION



- Expansion into food through acquisitions brought a strong North American presence
- **ROW is the focus for geographical expansion going forward in order to capture the growth in new markets**

TOMRA SORTING: ORDER BACKLOG DEVELOPMENT



FINANCIAL DASHBOARD – SORTING SOLUTIONS

Industry
Growth



Recurring
revenue



Profitability
(ROCE)*



Recycling

Mining

Food

Market share



Geographical
diversity



Cyclicality



TARGETS 2010 -2015

Yearly organic growth 10-15%

Geographical expansion

EBITA-margin 18-23%

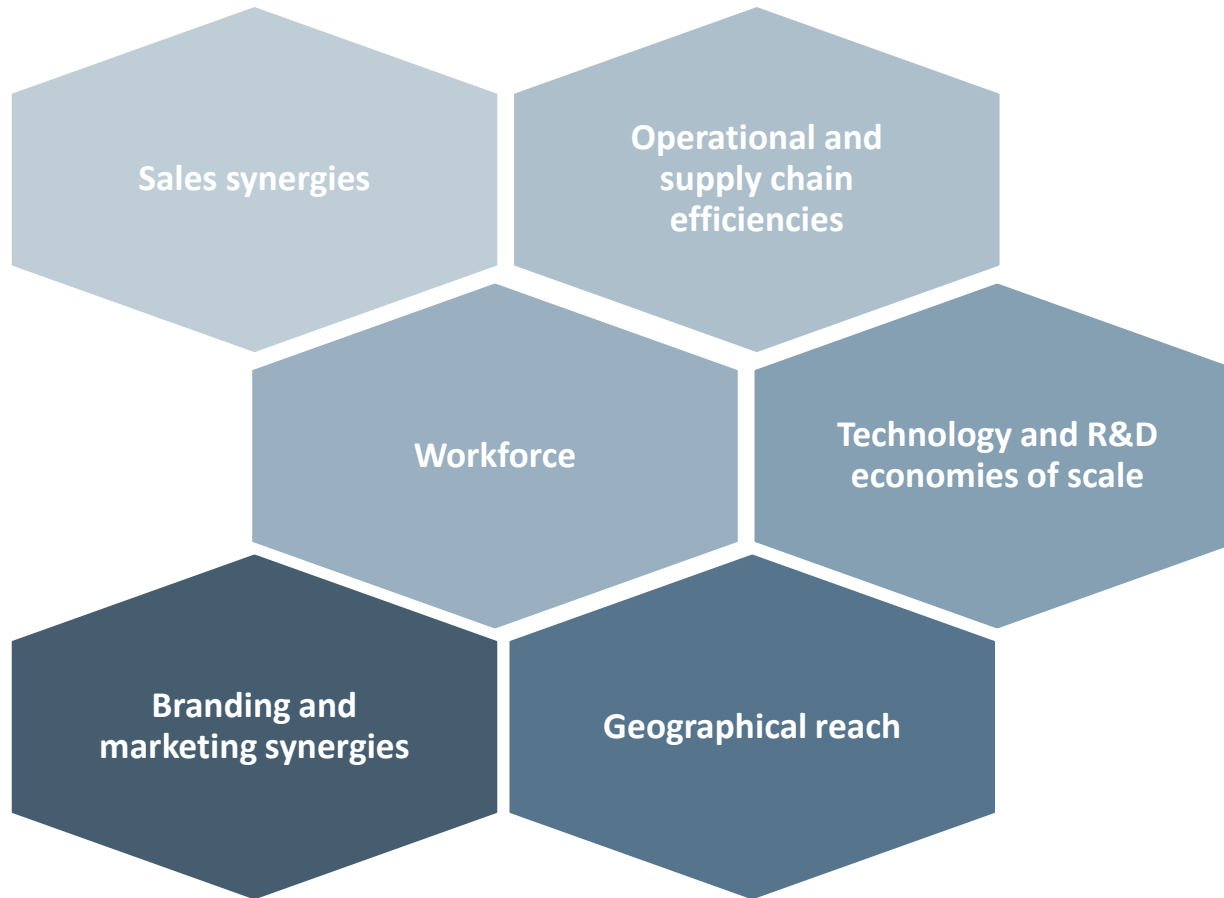


TOMRA SORTING FOOD –
SECURING QUALITY, EFFICIENCY, AND PRODUCTIVITY

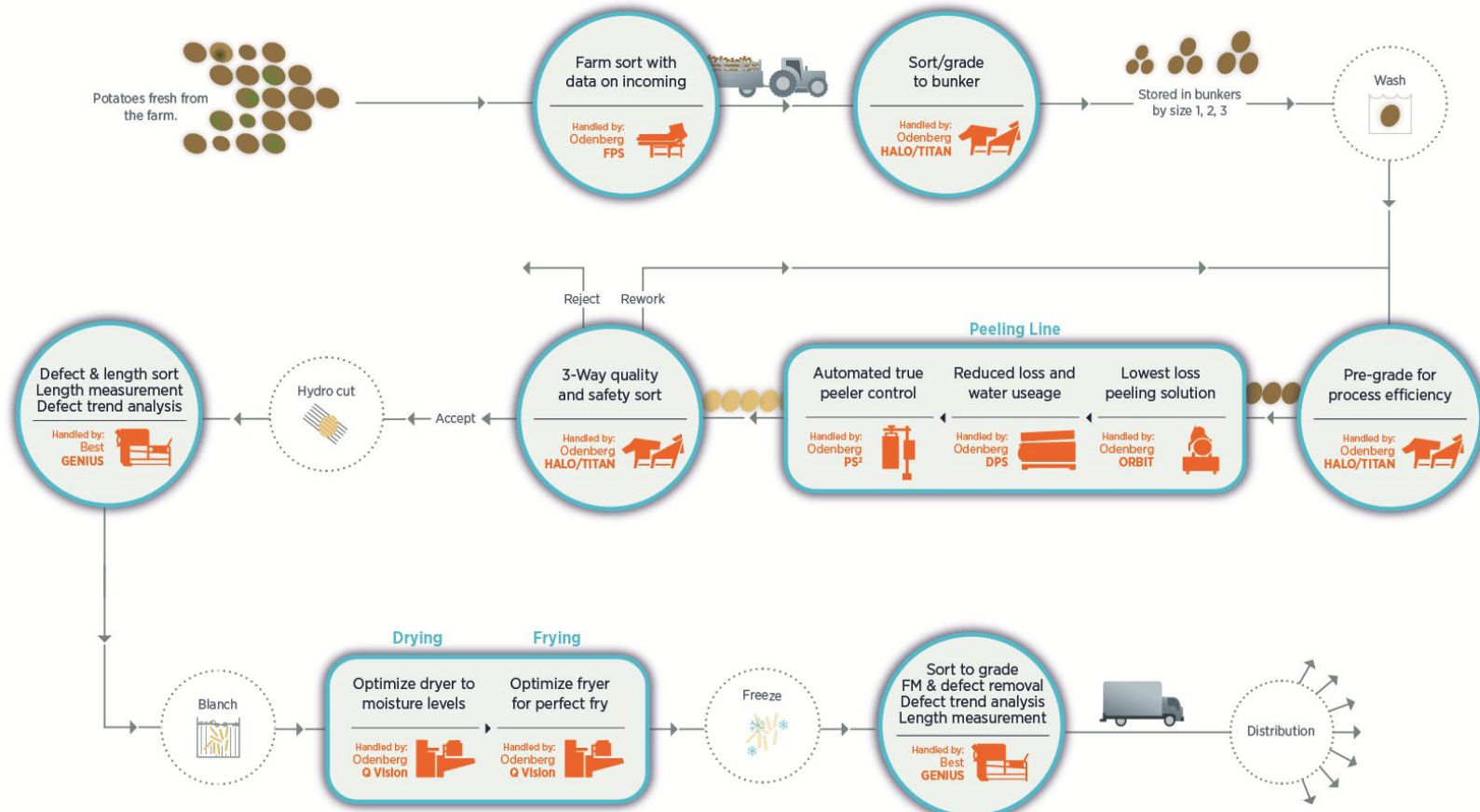


SYNERGIES IN THE FOOD DIVISION

BEST and ODENBERG – True complimentary companies

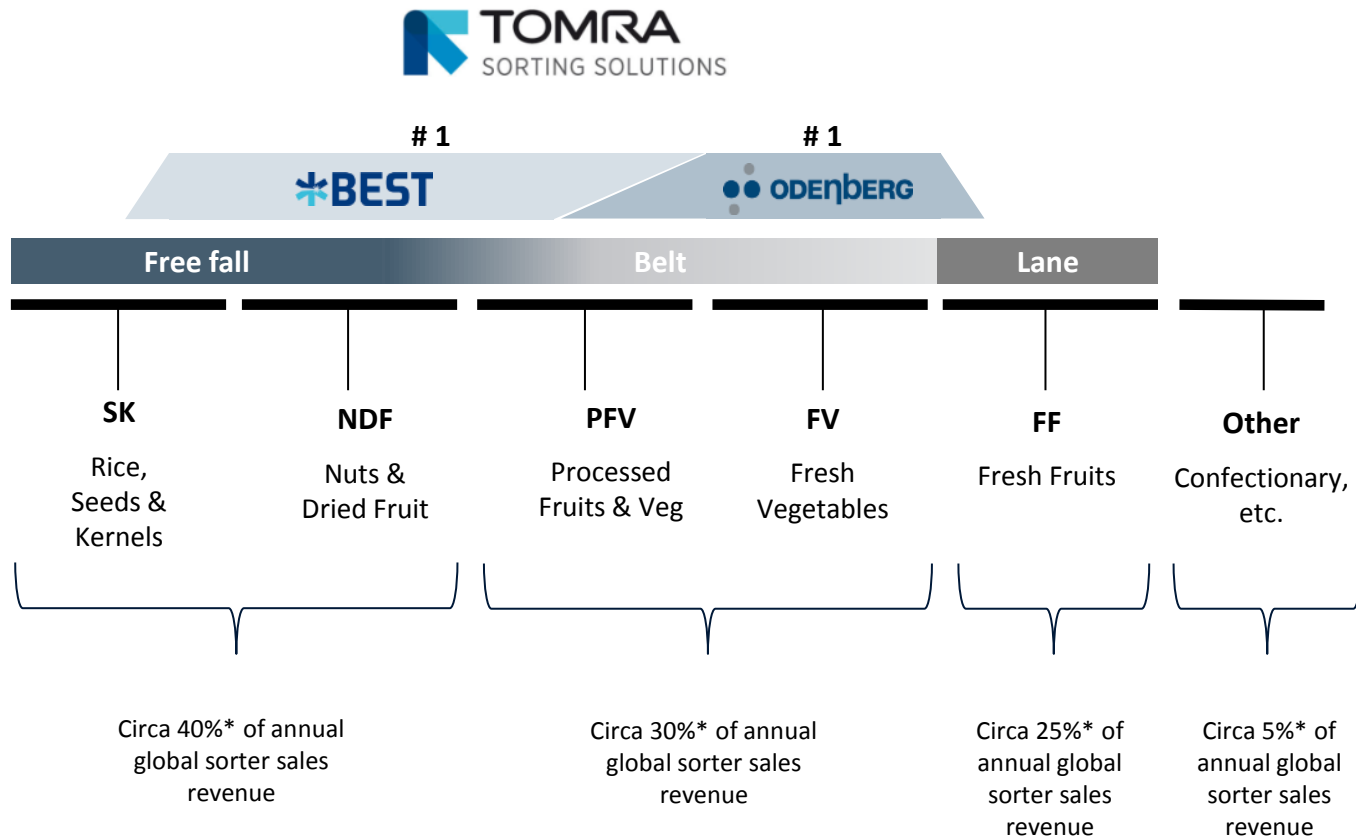


FROM FARM TO FORK: SOLUTIONS THROUGHOUT THE VALUE CHAIN



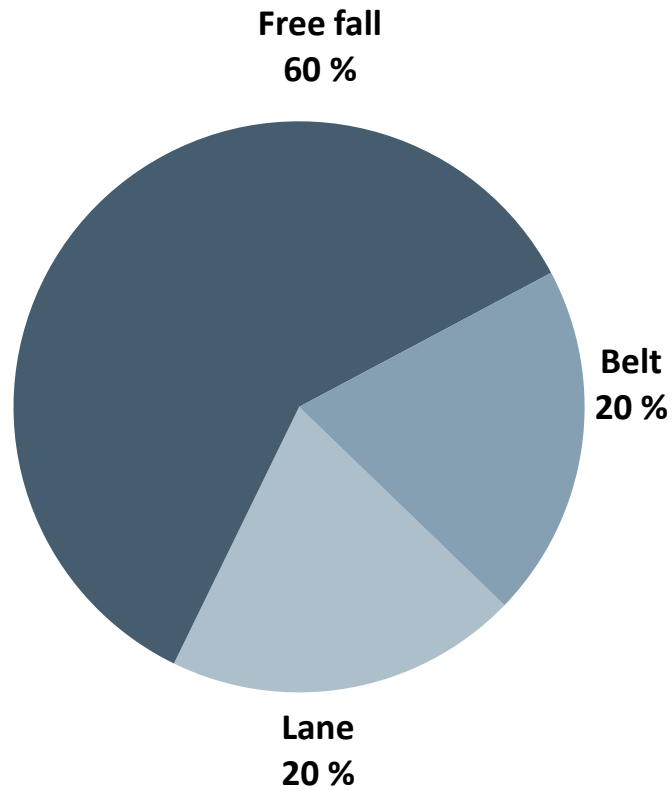
Providing access to odenberg data points throughout the value chain

AFTER ACQUIRING BEST TOMRA HAS A BROAD FOOTPRINT WITHIN THE FOOD SORTING UNIVERSE



* TOMRA estimates

THREE WAYS OF SORTING WITHIN THE FOOD SEGMENT



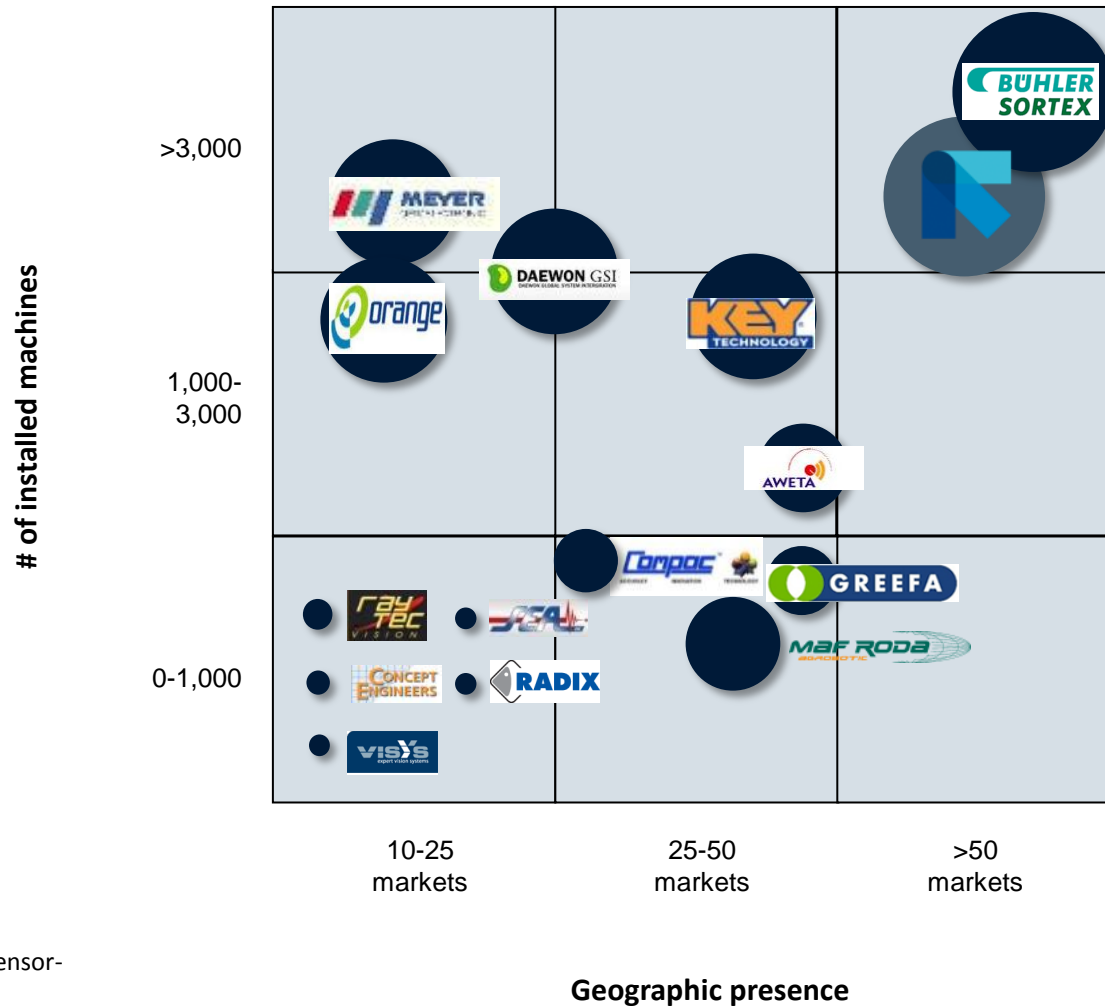
Free fall (Channel / Chute)	
Application	Seeds, rice, grains
Companies	Buhler, Key, Best , Satake, Daewon, Hefei, Orange
Sensor tech.	Camera (simple)

Belt	
Application	Prepared /preserved veg. and fruit
Companies	Best , Key, Odenberg , Raytec
Sensor tech.	Several (complex)

Lane	
Application	Fresh produce
Companies	MAF, Aweta, Greefa, Compac
Sensor tech.	Several (medium)

Note: Piechart showing estimated total revenue within the food sorting segment

FOOD MARKET POSITIONING – SIZE AND PRESENCE



Source: TOMRA estimates and analysis

FOOD: APPLICATIONS AND SENSOR TECHNOLOGY



	POTATO	FRUIT	VEGETABLE	MEAT/SEAFOOD
FOOD	<ul style="list-style-type: none"> • Whole • Field • Seed • Table/ware • Sweet • Processed • Peeled 	<ul style="list-style-type: none"> • Tomato • Citrus • Dried fruits • Nuts • Peach & pear 	<ul style="list-style-type: none"> • Beet • Corn • Carrot • Green bean • Jalapenos/ Pepper • Onion • Pickles • Cucumbers 	<ul style="list-style-type: none"> • Beef • Pork • Seafood
SENSOR TECHNOLOGY	NIR VIS	NIR VIS	NIR VIS	NIR VIS

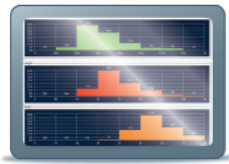


	DRIED FRUIT	NUTS	FRESH CUT	FRUIT	VEGETABLES	POTATO	SEAFOOD
FOOD	<ul style="list-style-type: none"> • Apricots • Raisins • Figs • Prunes • Craisins 	<ul style="list-style-type: none"> • Almonds • Cashews • Hazelnuts • Macademias • Peanuts • Pecans • Pistachios • Seeds • Walnuts 	<ul style="list-style-type: none"> • Iceberg • Mixed salad • Leaves • Spinach • Spring Mix 	<ul style="list-style-type: none"> • Apples • Apricots • Blackberries • Blueberries • Cherries • Cranberries • Pineapple • Raspberries • Strawberries 	<ul style="list-style-type: none"> • Peas • Beans • Broccoli • Carrots • Corn • Garlic • Mixed vegetables 	<ul style="list-style-type: none"> • Chips • Flakes • French fries 	<ul style="list-style-type: none"> • Scallops • Mussels • Shrimp
SENSOR TECHNOLOGY	LASER X-RAY	LASER X-RAY	LASER CAMERA	LASER CAMERA	CAMERA LASER / FLUO	LASER CAMERA	LASER CAMERA X-RAY

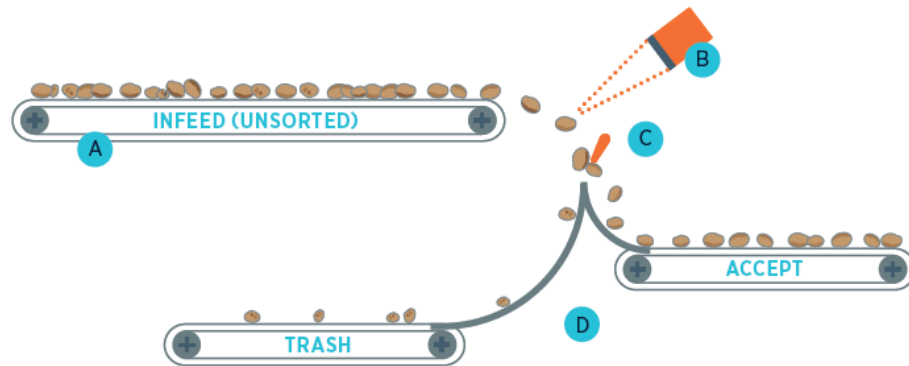


SORTING UNWASHED POTATOES: WORKING PRINCIPLE

The product is spread uniformly onto the infeed belt and will be scanned by cameras in the different inspection zones. A few milliseconds later one type of material will be rejected by intelligent finger ejectors, positioned at the end of the conveyor belt, while the good products continue their way along the sorting line.



- A** Infeed (unsorted)
- B** Full width NIR and Color Vision sensors
- C** Intelligent finger ejectors
- D** Gentle handling conveyer chutes (optional)



DEFECTS & BLEMISHES



Dirt Clod



Rot



Stones



Golf Ball

REPORTING

Reports can be generated with the following data:

Product Data

- + Average Length & Width mm(ins)
- + Length and Width distribution (size bins) mm(ins)
- + Total potato count #
- + Total reject count #
- + Stone, soil clod, rot, other %

Sorter Operation Data

- + Belt speed, average belt fill %
- + Object counts/second
- + Program running

- The Field Potato Sorter is ODENBERG's first venture into the **unwashed potato market**
- The machine uses unique near **infra-red technology** to remove soil clods, stones and rotten potatoes, in addition to the foreign material commonly found in fields such as golf balls, plastics, wood etc
- The FPS sorter should be used after a soil remover and is designed to fit existing grading equipment or be used as a standalone unit and can operate on harvested potato crop before and after storage
- The system also provides online potato size data for logging, plus sorter operating information



TOMRA SORTING RECYCLING - TRANSFORMING EFFICIENCY AND QUALITY



RECYCLING: APPLICATIONS AND SENSOR TECHNOLOGY

	HOUSEHOLD WASTE	PACKAGING	C & D	AUTOMOBILE SHREDDER	ELECTRONIC SCRAP
MATERIAL	<ul style="list-style-type: none"> • Hard plastics • Plastic film • Mixed paper • RDF • Metals • Organics/ Biomass 	<ul style="list-style-type: none"> • Plastics • Plastic film • Cardboard • Mixed paper • Deinking paper • Metal 	<ul style="list-style-type: none"> • Inert material • Plastic film • Metals • Wood • Paper & Cardboard • Plastics 	<ul style="list-style-type: none"> • NF metal • Stainless steel • Copper cables • Copper • Brass • Aluminum • Meatball sorting 	<ul style="list-style-type: none"> • Printed circuit boards • Non-ferrous metal concentrates • Cables • Copper • Brass • Stainless steel • Meatball sorting
SENSOR TECHNOLOGY	NIR VIS XRT	NIR VIS EM	NIR VIS XRT EM	NIR VIS XRT EM COLOR XRF	XRT EM NIR COLOR XRF



Mixed paper

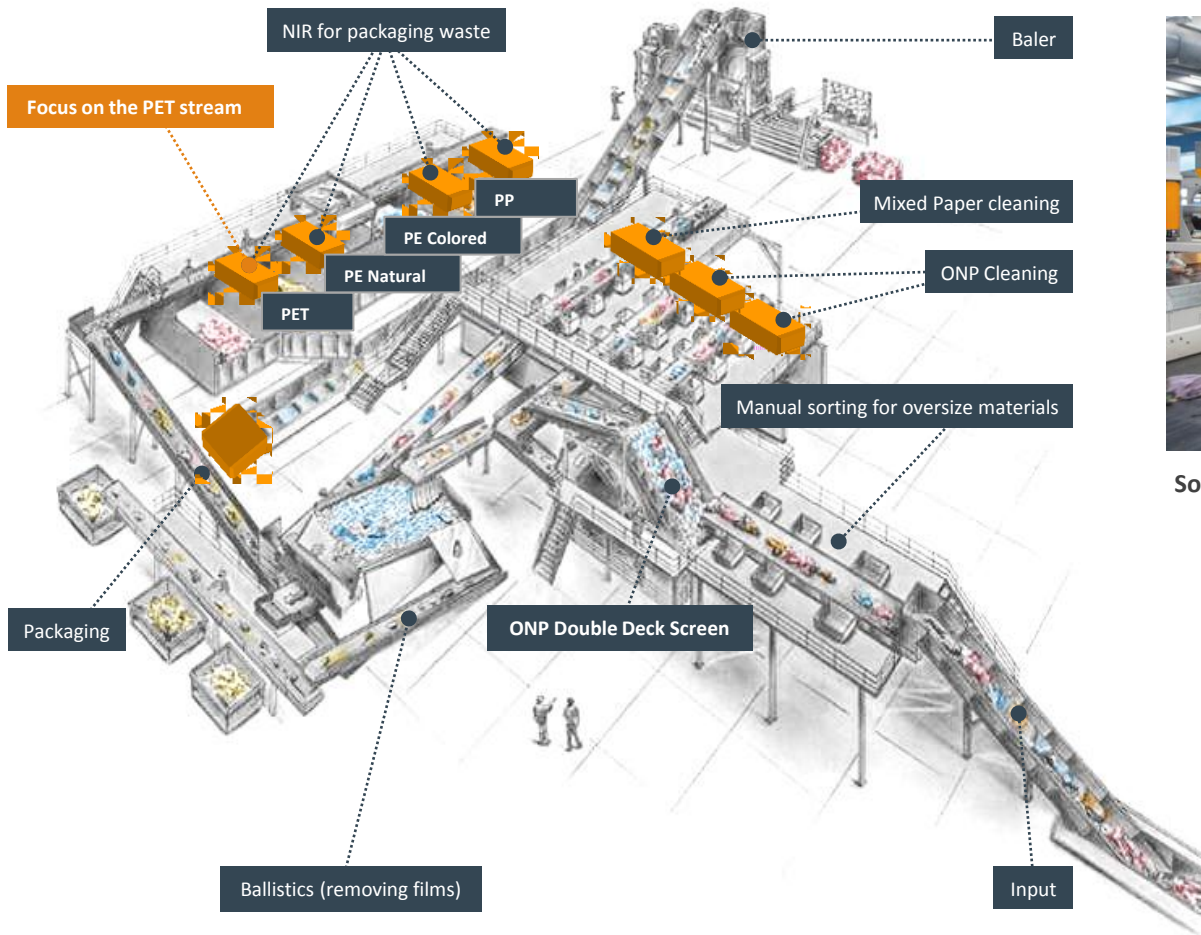
PE/PP flakes

Cleaned wood

Copper Wire

Brass

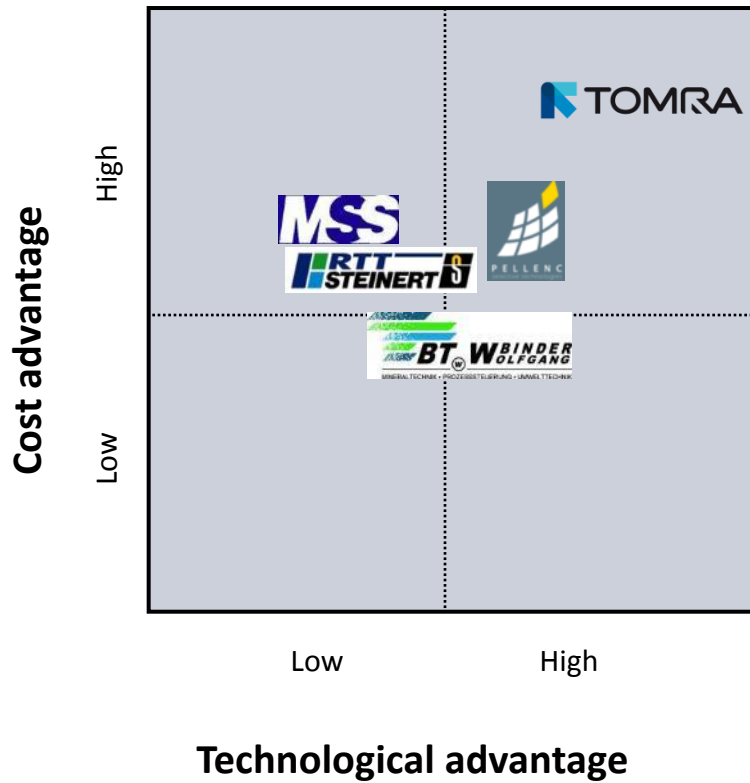
AUTOMATED WITH TOMRA SORTING UNITS



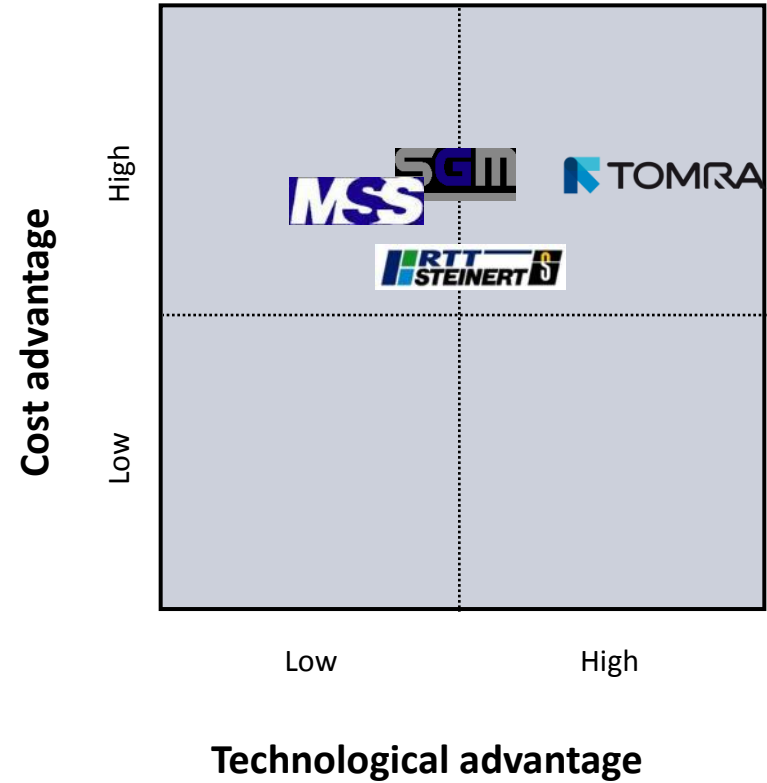
Sorting of Municipal Solid Waste, Cyprus

RECYCLING COMPETITIVE LANDSCAPE

Waste recycling



Metal recycling



Source: TOMRA analysis



TOMRA SORTING MINING
– FINDING MINDFUL SOLUTIONS



MINING: APPLICATIONS AND SENSOR TECHNOLOGY

	INDUSTRIAL MINERALS	BASE & Fe METALS	FUEL/ ENERGY	PRECIOUS METALS	DIAMONDS & GEMS	METAL SLAG
COMMODITY	<ul style="list-style-type: none"> • Calcite • Quarts • Feldspar • Magnesite • Talcum • Dolomite • Salt 	<ul style="list-style-type: none"> • Copper • Zinc • Nickel • Tungsten • Iron • Manganese • Chromite 	<ul style="list-style-type: none"> • Coal • Uranium 	<ul style="list-style-type: none"> • Gold • Platinum 	<ul style="list-style-type: none"> • Diamonds • Tanzanite • Colored gemstones 	<ul style="list-style-type: none"> • Stainless steel • Copper • Chrome
SENSOR TECHNOLOGY	COLOR XRT NIR XRF	XRT COLOR EM NIR	XRT RM	XRT COLOR XRF NIR	COLOR XRT XRF NIR	XRT XRF EM



Calcite

Copper

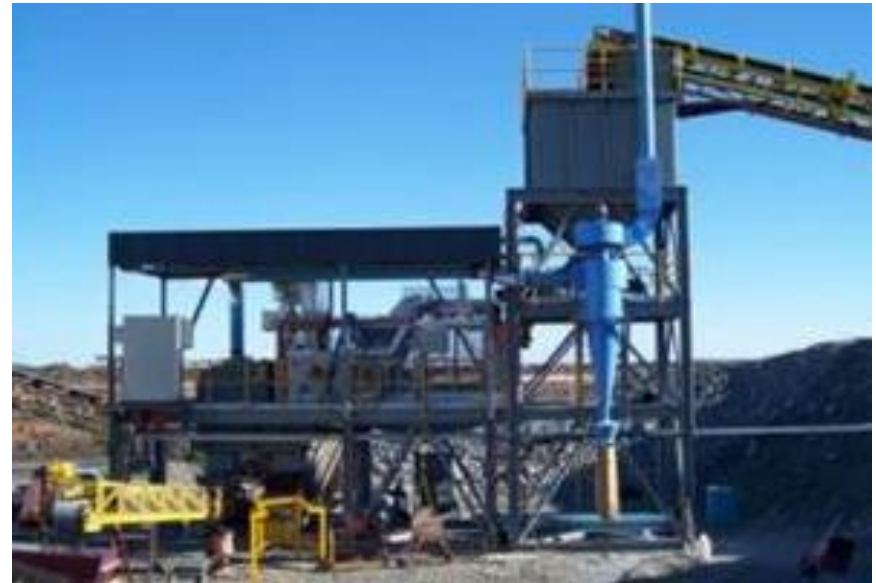
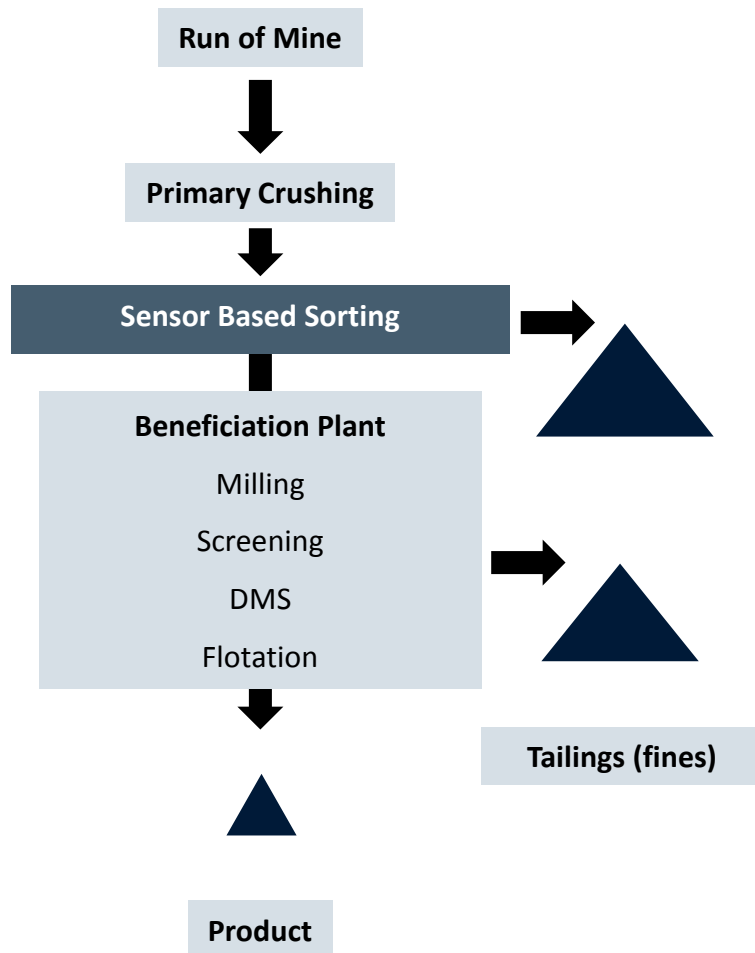
Coal

Gold

Diamonds

Ferro Silica Slag

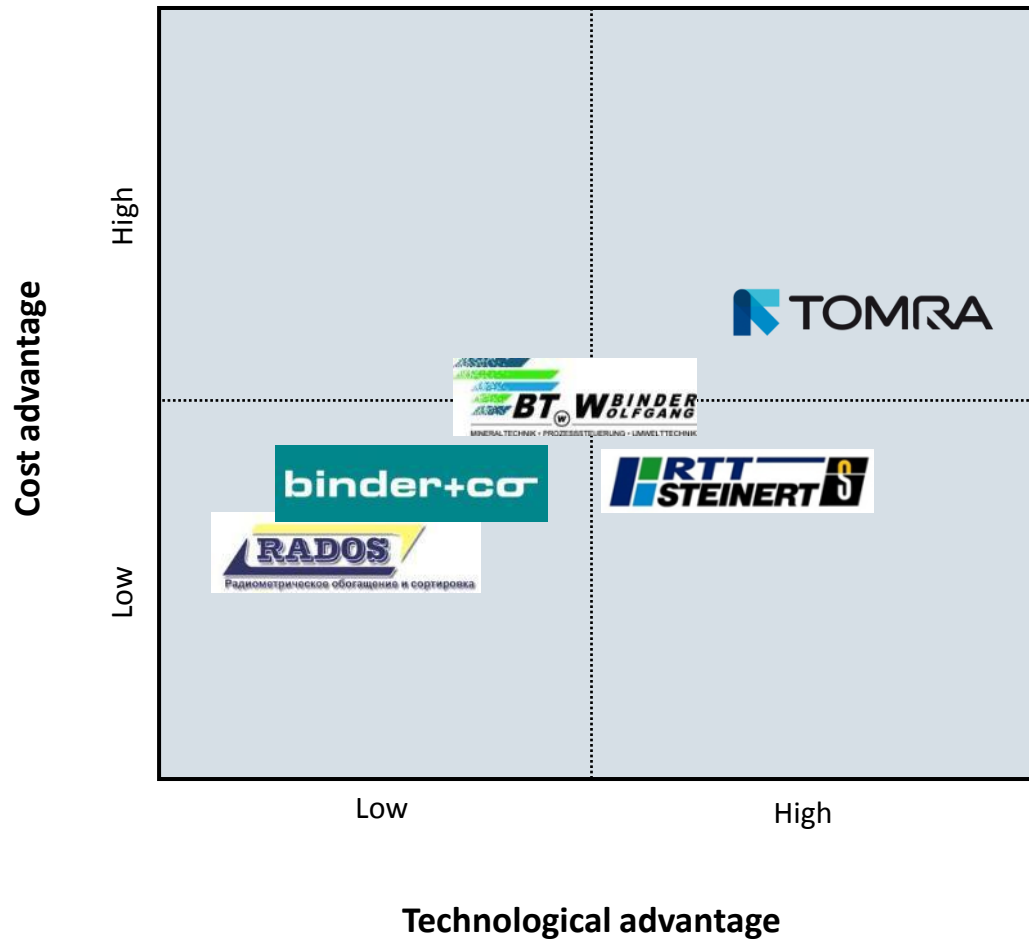
THE CONCEPT OF SENSOR-BASED SORTING IN MINING



Key observations:

- 15% to 50% of the ROM can be rejected in an early stage of the process (application dependent)
- These low grade waste rocks do not need to be crushed, grinded and further treated

MINING COMPETITIVE LANDSCAPE



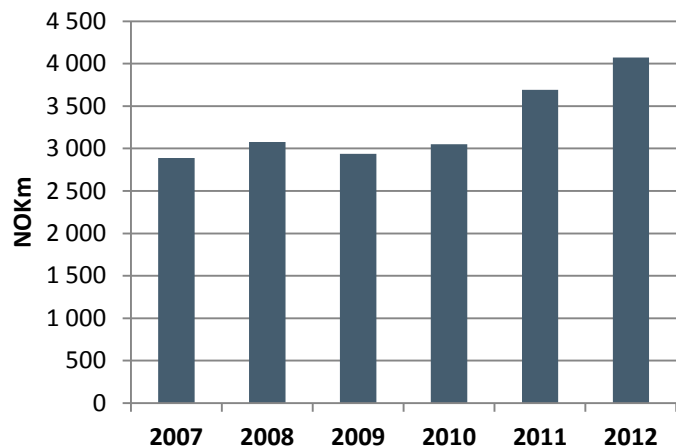
Source: TOMRA analysis

Historical financial performance

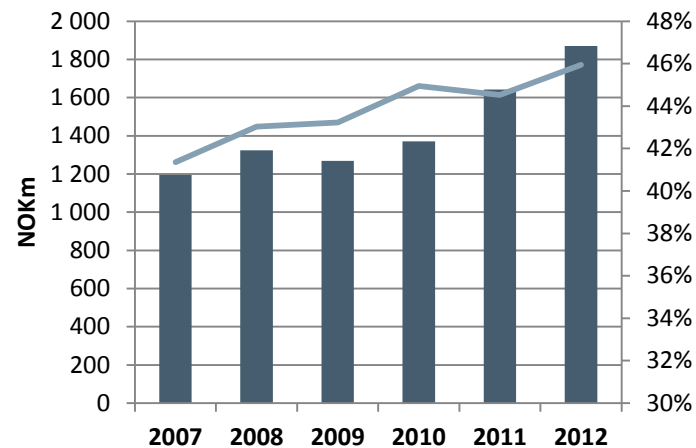


KEY FINANCIALS DEVELOPMENT

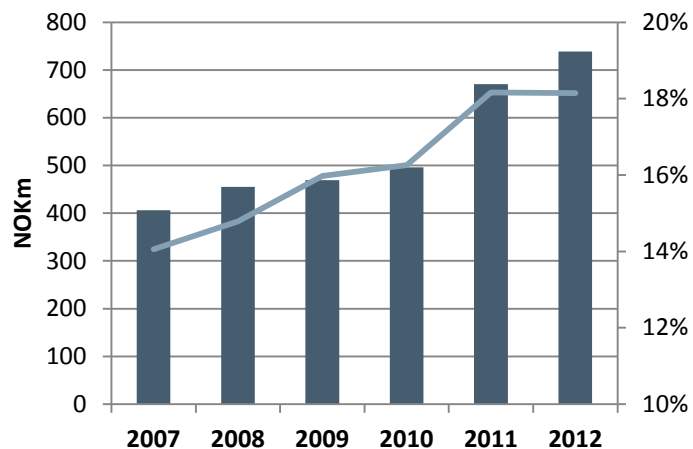
Revenues



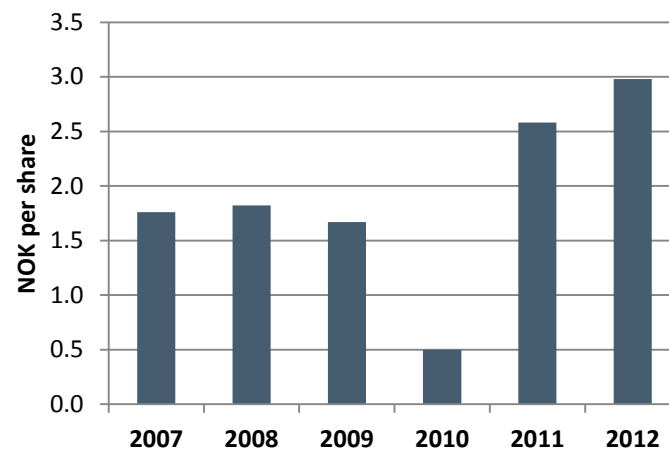
Gross Contribution and margin



EBITA and margin



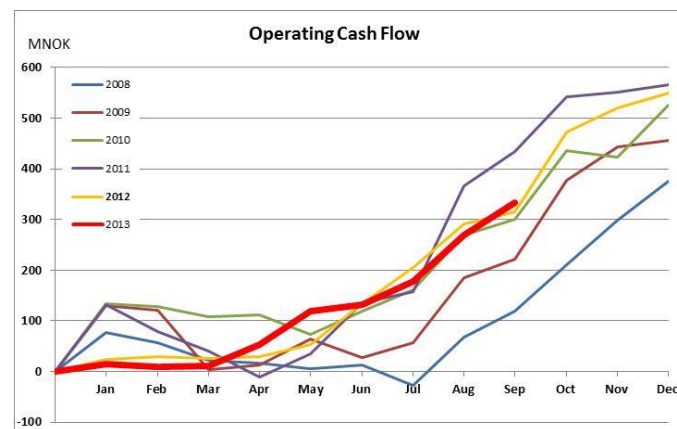
Earnings per share



FINANCIAL HIGHLIGHTS

BALANCE SHEET, CASH FLOW AND CAPITAL STRUCTURE

<i>Amounts in NOK million</i>	31 Sept 2013	31 Sept 2012	31 Dec 2012
ASSETS	5,724	5,346	5,159
• Intangible non-current assets	2,451	2,328	2,295
• Tangible non-current assets	591	551	563
• Financial non-current assets	262	272	257
• Inventory	902	826	789
• Receivables	1,371	1,273	1,078
• Cash and cash equivalents	147	96	177
LIABILITIES AND EQUITY	5,724	5,346	5,159
• Equity	2,573	2,117	2,283
• Minority interest	84	80	74
• Interest bearing liabilities	1,654	1,641	1,551
• Non-interest bearing liabilities	1,413	1,508	1,251



Ordinary cashflow from operations

- 202 MNOK (181 MNOK in 3Q 2012)

Cashflow from investments

- 58 MNOK (46 MNOK 3Q 2012)

Solidity

- 46% equity
- NIBD/EBITDA = 1.7 (Rolling 12 months)
- Dividend of 185 MNOK (1.25 NOK per share) paid out in May 2013

CURRENCY EXPOSURE

Revenues and expenses per currency;

NOTE: Rounded figures

	EUR*	USD	NOK	SEK	OTHER	TOTAL
Revenues	50 %	30 %	5 %	10 %	5 %	100 %
Expenses	45 %	25 %	15 %	10 %	5 %	100 %
EBITA	80%	60 %	- 55 %	10 %	5 %	100 %

* EUR includes DKK

10% change in NOK towards other currencies will impact;

	Revenues	Expenses	EBITA
EUR*	5.0%	4.5%	8.0%
USD	3.0%	2.5%	6.0%
SEK	1.0%	1.0%	1.0%
OTHER	0.5%	0.5%	0.5%
ALL	9.5%	8.5%	15.5%

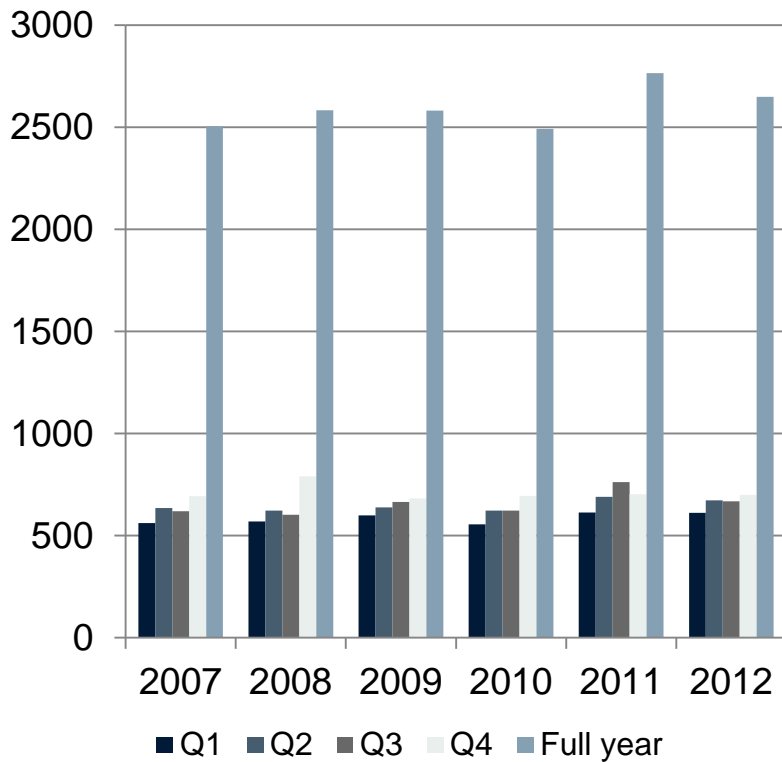
* EUR includes DKK

HEDGING POLICY

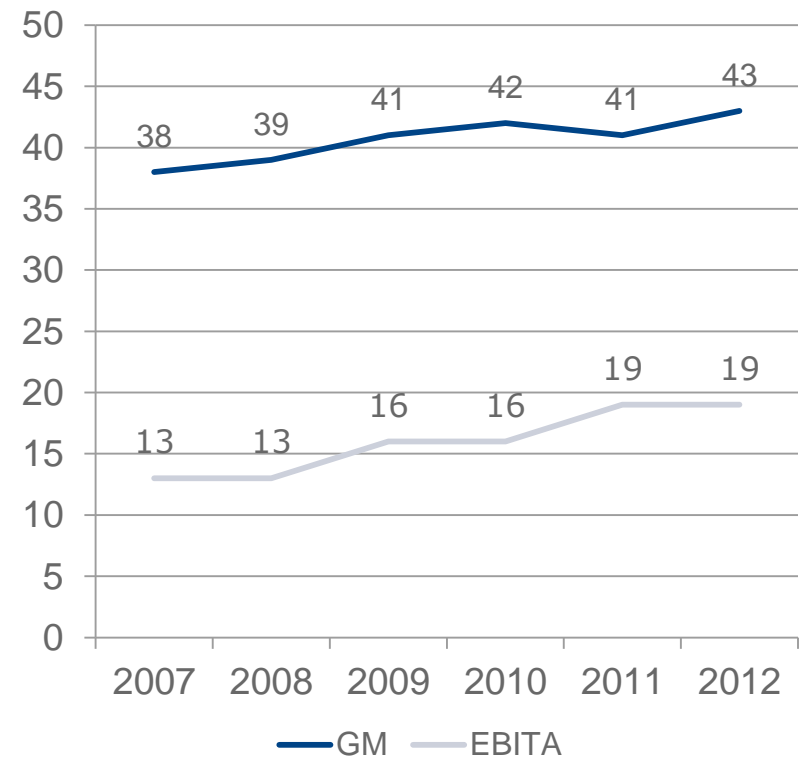
- TOMRA hedges B/S items that will have P/L impact on currency fluctuations
- TOMRA can hedge up to one year of future predicted cash flows. Gains and losses on these hedges are recorded in the finance line, not influencing EBITA

COLLECTION SOLUTIONS – SEGMENT FINANCIALS

Revenue development
NOK million



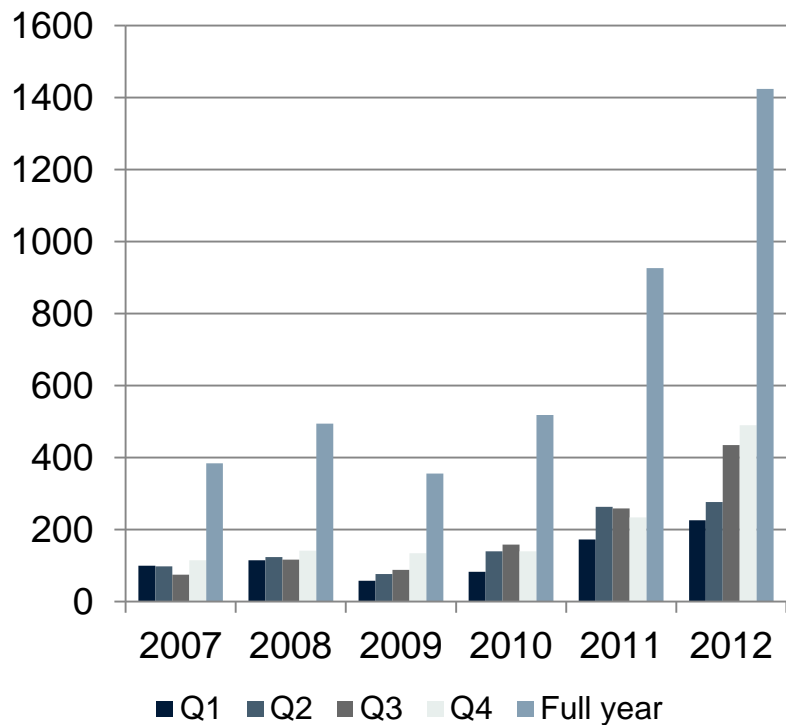
Gross and EBITA margin development
Percent



SORTING SOLUTIONS – SEGMENT FINANCIALS

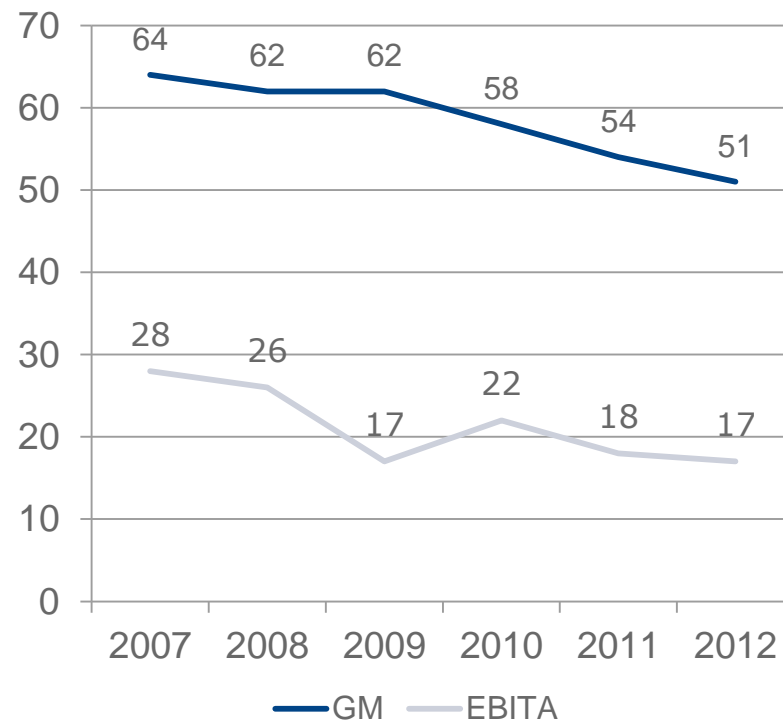
Revenue development

NOK million



Gross and EBITA margin development

Percent



Appendices





TOMRA MATERIAL RECOVERY
– TRANSFORMING EFFICIENCY



TOMRA'S INTEGRATED VALUE CHAIN IN NORTH AMERICA



In the US, offering an integrated solution to the customer is required in order to sell RVM technology

MID-WEST, EAST COAST & QUEBEC OPERATIONS

In addition to RVM sales/service, TOMRA is also involved in:

- **Logistics management:** Pick-up and transportation of collected containers
- **Material processing:** Sorting, cleaning, shredding/flaking/ crushing and baling materials into recyclable fractions
- **Material marketing/trading:** Sale and trading of processed materials on behalf of industry, which owns the collected materials

Bottlers pay a fee to TOMRA linked to volume of containers picked-up, processed and marketed



Key facts:

- Own transportation network in some states, outsourced to 3rd parties in other states
- Processing of UBCs in own facilities plus outsourced facilities
- Annual volumes processed (pounds):
 - Alu 130+ mill.
 - Glass 500+ mill.
 - Plastic 130+ mill

Material Recovery: An enabler and support segment to our North American reverse vending operation



TOMRA COMPACTION
– SMALL SPACES CREATE BIG SOLUTIONS



VALUE CHAIN IN THE BUSINESS STREAM COMPACTION

**SORTING AND
COMPACTION
AT SOURCE**



**PICK-UP:
BALES AND
BRIQUETTES**



**TO RECYCLING
STATION OR
RECYCLING PLANT**



**MATERIAL
RECYCLING**



COMPACTION: THE CONCEPT

The problem



The amount of waste is increasing continuously as well as the demands to take care of it:

- Cardboard
- Shredded paper
- Plastic foil
- PET bottles
- Metal cans
- Steel straps
- Semi-dry waste
- Rejects
- ...and a lot more

The method

Powerful compaction at source!



The solution



The result

Clean fractions of highly compacted recyclable material

- | | |
|----------------|-------------------|
| Less transport | More money |
| Less disposal | More income |
| Less handling | More efficiency |
| Less clutter | More space |
| Less risk | More security |
| Less time | More productivity |
| Less mess | More hygiene |
| Less trouble | More satisfaction |
| Less energy | More savings |
| Less pollution | More cleanliness |

MARKET SEGMENTS

The four main market segments:



FOOD RETAIL



NON-FOOD RETAIL

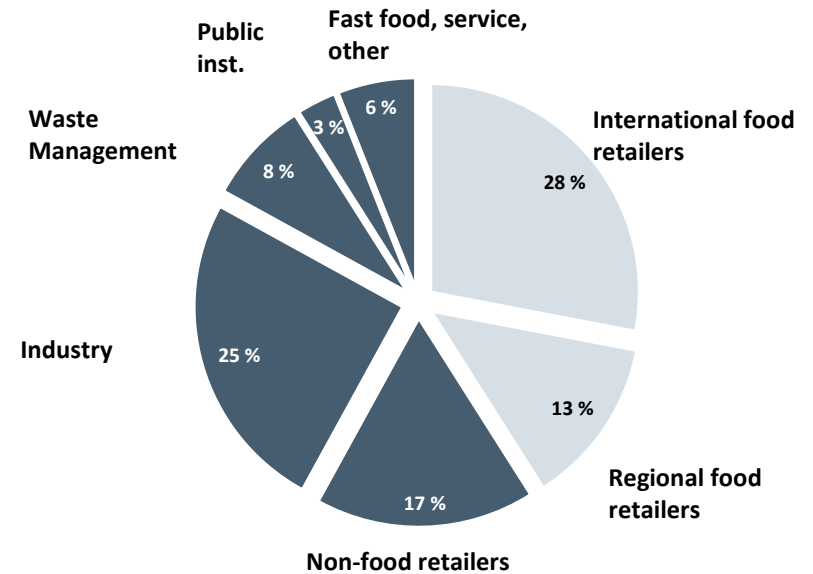


MANUFACTURING
INDUSTRY



HOTELS AND
RESTAURANTS

Revenue breakdown on customer segments:



UNITY INTO GROWTH

TOMRA - taking a bigger role in the
resource revolution

DISCLAIMER

Copyright

The material in this Document (which may be a presentation, video, brochure or other material), hereafter called Document, including copy, photographs, drawings and other images, remains the property of TOMRA Systems ASA or third party contributors where appropriate. No part of this Document may be reproduced or used in any form without express written prior permission from TOMRA Systems ASA and applicable acknowledgements. No trademark, copyright or other notice shall be altered or removed from any reproduction

Disclaimer

This Document (which may be a presentation, video, brochure or other material), hereafter called Document, may include and be based on, inter alia, forward-looking information and statements that are subject to risks and uncertainties that could cause actual results to differ. The content of this Document may be based on current expectations, estimates and projections about global economic conditions, including the economic conditions of the regions and industries that are major markets for TOMRA Systems ASA and its subsidiaries and affiliates. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions, if not part of what could be clearly characterized as a demonstration case. Important factors that could cause actual results to differ materially from those expectations include, among others, changes in economic and market conditions in the geographic areas and industries that are or will be major markets for TOMRA Systems ASA. Although TOMRA Systems ASA believes that its expectations and the Document are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in the Document. TOMRA Systems ASA does not guarantee the accuracy, reliability or completeness of the Document, and TOMRA Systems ASA (including its directors, officers and employees) accepts no liability whatsoever for any direct or consequential loss arising from the use of this Document or its contents. TOMRA Systems ASA consists of many legally independent entities, constituting their own separate identities. TOMRA is used as the common brand or trade mark for most of these entities. In this Document we may sometimes use "TOMRA", "TOMRA Systems", "we" or "us" when we refer to TOMRA Systems ASA companies in general or where no useful purpose is served by identifying any particular TOMRA Company