



# 3<sup>rd</sup> quarter 2024 results announcement

# Quarterly highlights





# Financial highlights

Revenues	<ul style="list-style-type: none"><li>• <b>Total revenue of 326 MEUR</b> (308 MEUR in 3Q 2023). Compared to 3Q 2023 revenues were:<ul style="list-style-type: none"><li>- Up 6% for TOMRA Group</li><li>- Up 14% in Collection</li><li>- Down 18% in Recycling</li><li>- Up 12% in Food</li></ul></li></ul>
Gross margin	<ul style="list-style-type: none"><li>• <b>Gross margin at 43%</b> (43% in 3Q 2023)<ul style="list-style-type: none"><li>- Improvement in Collection and Food, lower in Recycling on lower volumes</li></ul></li></ul>
Operating expenses	<ul style="list-style-type: none"><li>• <b>Operating expenses of 97 MEUR adjusted for special items</b> (96 MEUR in 3Q 2023)<ul style="list-style-type: none"><li>- Lower OPEX level compared to the last three quarters</li></ul></li></ul>
EBITA, adj.	<ul style="list-style-type: none"><li>• <b>EBITA, adjusted for special items of 44 MEUR</b> (38 MEUR in 3Q 2023)</li></ul>
Special items	<ul style="list-style-type: none"><li>• <b>One-off costs of 0.5 MEUR</b> relating to Food restructuring (11 MEUR in 3Q 2023)</li></ul>
Cash flow	<ul style="list-style-type: none"><li>• <b>Cash flow from operations of 99 MEUR</b> (-25 MEUR in 3Q 2023)</li></ul>
Order intake and backlog	<ul style="list-style-type: none"><li>• <b>Recycling order intake of 61 MEUR</b> (58 MEUR in 3Q 2023) and <b>order backlog of 134 MEUR</b> (108 MEUR in 3Q 2023)</li><li>• <b>Food order intake of 73 MEUR</b> (61 MEUR in 3Q 2023) and <b>order backlog of 114 MEUR</b> (87 MEUR in 3Q 2023)</li></ul>
Other	<ul style="list-style-type: none"><li>• TOMRA's <b>science-based targets</b> have been validated by SBTi</li></ul>



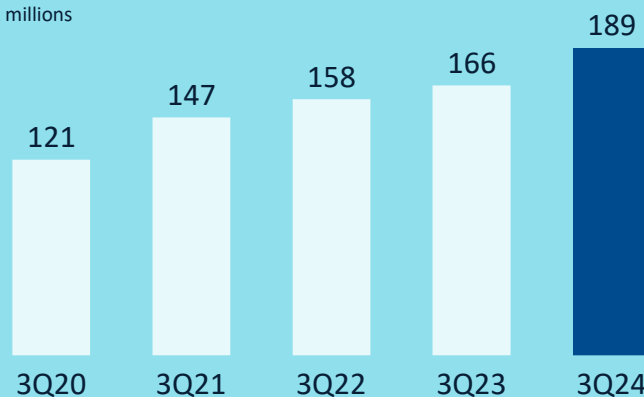
## Collection Business update

- Strong quarter with continued growth and good margins.
- Existing markets: Good throughput volumes in North America, launch of R2 in September and good sales of Rollpac.
- New markets: High activity continued in Austria, continued installations in Romania, Hungary nearing completion of initial rollout.
- TOMRA appointed sole provider for upcoming DRS in Tasmania, making Australia the world's first complete DRS continent. Launch of TOMRA's RVM solutions in Victoria successfully completed.



### Continued revenue growth up 14% compared with 3Q 2023

EUR millions



#### Austria – 1 January 2025

Introduction of deposit on single-use beverage containers ([link](#)).



#### Poland – 1 January 2025

A DRS law was published by the Government of Poland on 12 September 2023 ([link](#)). Preparations are under way with licensing of system operators.



#### Tasmania – mid 2025

TOMRA appointed sole reverse vending solutions provider for upcoming deposit return scheme ([link](#)).



#### Singapore – 1 April 2026

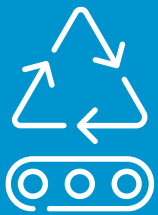
In March 2023, the parliament passed legislation for a deposit return scheme. The scheme operator has been licensed with launch date 1 April 2026. ([link](#)).



#### Uruguay – December 2024

A deposit return scheme is in process of implementation. Originally planned to commence by the end of 2024 ([link](#)), an updated start date is expected ([link](#)).



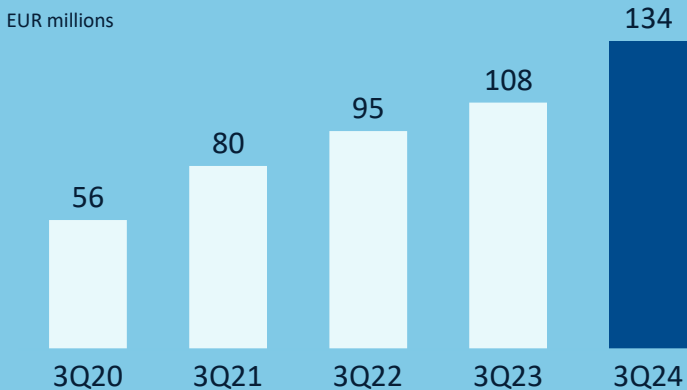


# Recycling Business update

- Revenues in line with expected lower backlog conversion ratio, driven by a higher share of large projects with longer lead times.
- All-time high order backlog, with significant deliveries planned for 4Q 2024.
- Softer market sentiment continues in European plastics recycling. Good activity in waste sorting and new applications including alloy sorting with TOMRA's Autosort PULSE and wood sorting.

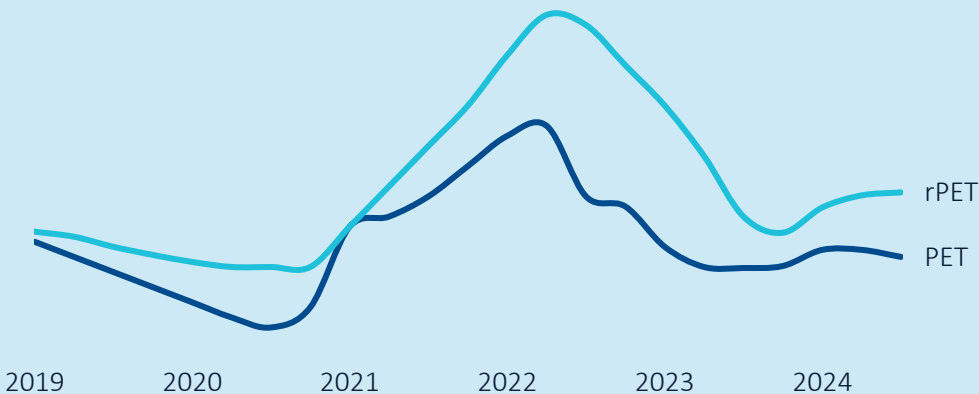


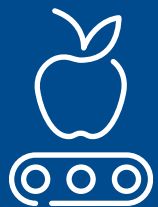
Strong order backlog  
up 25% compared with 3Q 2023



## Price development (illustrative) of virgin PET and recycled PET (rPET)

PET = virgin-derived polyethylene terephthalate  
rPET= recycled polyethylene terephthalate (comparable to virgin PET)



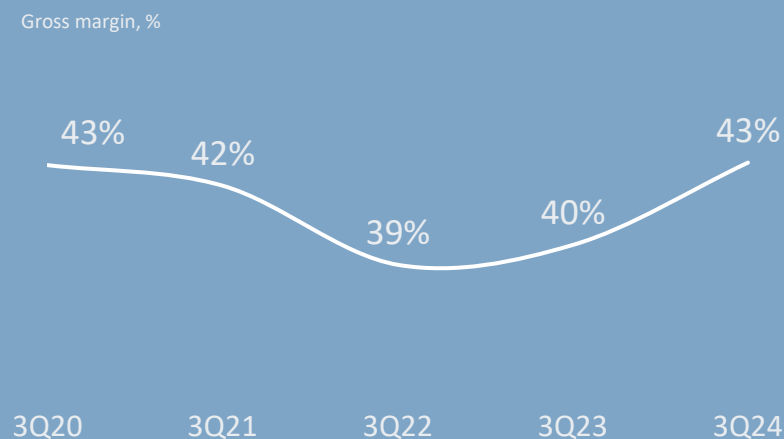


## Food Business update

- 12% revenue growth compared to 3Q 2023 with higher sales in both Europe and South America.
- Market sentiment varies by region and category. The strong cycle in potatoes continues.
- Cost reduction and restructuring program is progressing well. Focus on closer proximity to customers in local markets is showing early signs of success.



Good progress on cost savings  
gross margin recovery



# Financials and outlook



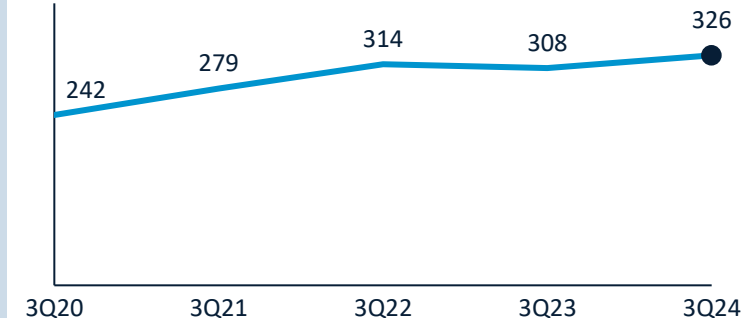
# Group P&L Highlights

	3rd Quarter		Year-to-Date 9 Months	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
<b>Revenues</b>	<b>326</b>	<b>308</b>	<b>950</b>	<b>934</b>
Collection	189	166	571	500
Recycling	59	72	163	195
Food	78	70	220	239
<b>Gross contribution</b>	<b>141</b>	<b>134</b>	<b>403</b>	<b>393</b>
<i>in %</i>	<i>43%</i>	<i>43%</i>	<i>42%</i>	<i>42%</i>
Operating expenses	97	96	300	285
<b>EBITA, adj.</b>	<b>44</b>	<b>38</b>	<b>103</b>	<b>108</b>
<i>in %</i>	<i>13%</i>	<i>12%</i>	<i>11%</i>	<i>12%</i>
Special items*	-1	-11	-3	-11
<b>EBITA</b>	<b>43</b>	<b>27</b>	<b>100</b>	<b>98</b>
<i>in %</i>	<i>13%</i>	<i>9%</i>	<i>11%</i>	<i>10%</i>

\* Includes Food restructuring and cyberattack costs

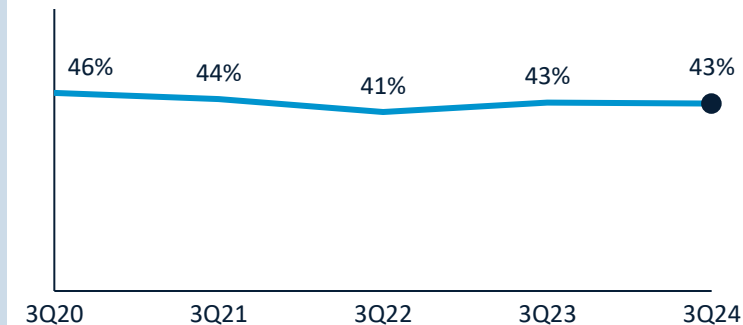
## Revenues

[EUR millions]



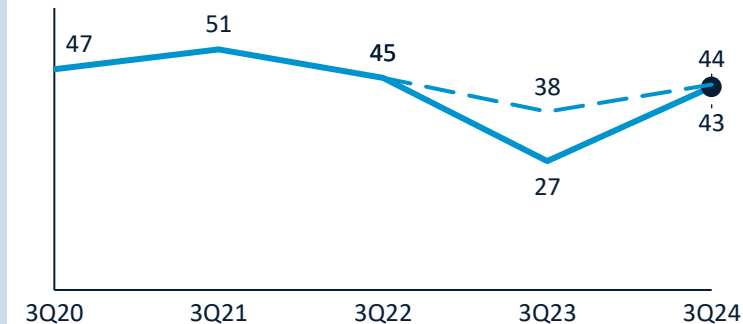
## Gross margin

[% of Revenues]



## EBITA (and EBITA adj.)

[EUR millions]



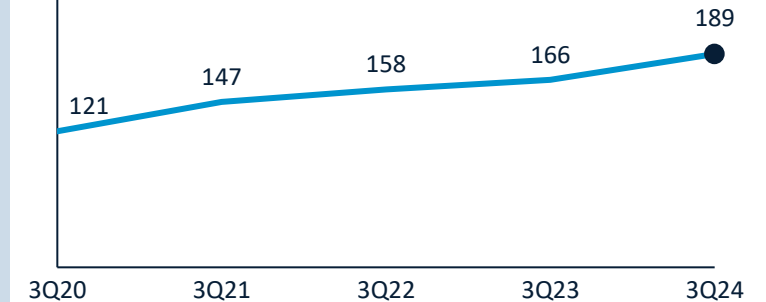


# Collection P&L Highlights

	3rd Quarter		Year-to-Date 9 Months	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
<b>Revenues</b>	<b>189</b>	<b>166</b>	<b>571</b>	<b>500</b>
Northern Europe	22	23	73	73
Europe (ex Northern)	85	76	276	232
North America	57	51	150	141
Rest of the world	24	17	72	54
<b>Gross contribution</b>	<b>78</b>	<b>67</b>	<b>231</b>	<b>196</b>
<i>in %</i>	<i>41%</i>	<i>40%</i>	<i>41%</i>	<i>39%</i>
Operating expenses	44	39	135	117
<b>EBITA</b>	<b>34</b>	<b>28</b>	<b>96</b>	<b>80</b>
<i>in %</i>	<i>18%</i>	<i>17%</i>	<i>17%</i>	<i>16%</i>

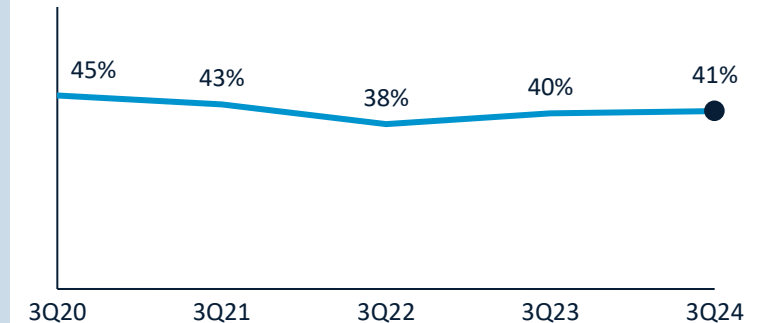
## Revenues

[EUR millions]



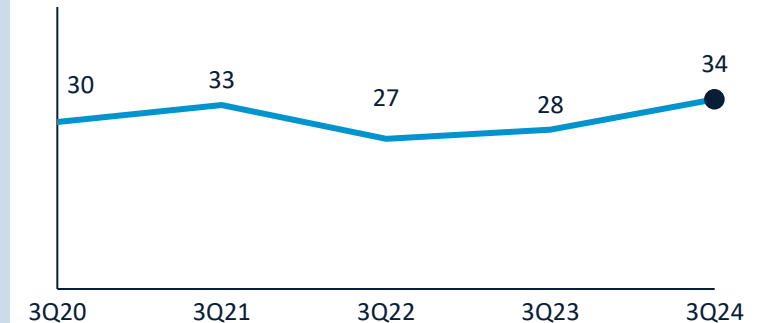
## Gross margin

[% of Revenues]



## EBITA

[EUR millions]

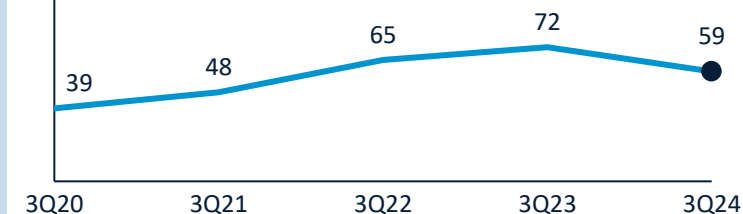


# Recycling P&L Highlights

	3rd Quarter		Year-to-Date 9 Months	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
<b>Revenues</b>	<b>59</b>	<b>72</b>	<b>163</b>	<b>195</b>
Europe	35	33	96	97
Americas	6	15	26	43
Asia	15	12	28	34
Rest of the world	4	11	12	21
<b>Gross contribution</b>	<b>30</b>	<b>39</b>	<b>82</b>	<b>101</b>
<i>in %</i>	<i>51%</i>	<i>54%</i>	<i>50%</i>	<i>52%</i>
Operating expenses	20	20	62	58
<b>EBITA</b>	<b>10</b>	<b>19</b>	<b>20</b>	<b>43</b>
<i>in %</i>	<i>17%</i>	<i>26%</i>	<i>13%</i>	<i>22%</i>

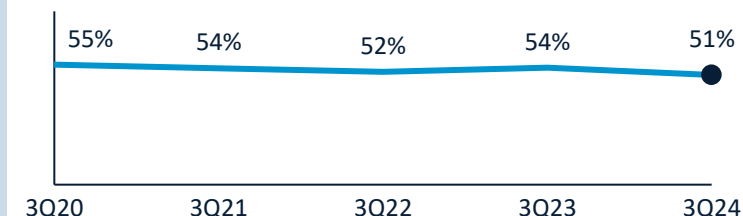
## Revenues

[EUR millions]



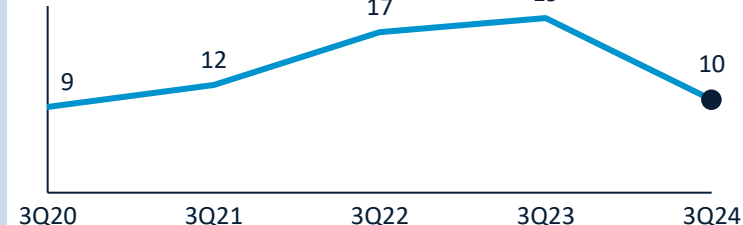
## Gross margin

[EUR millions]



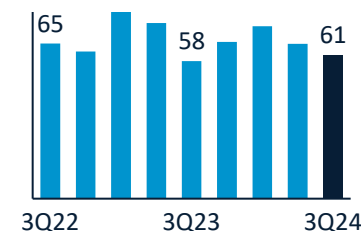
## EBITA

[EUR millions]



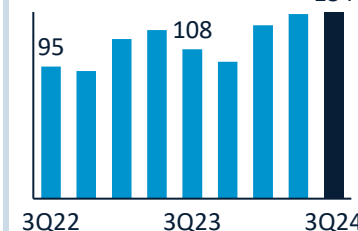
## Order intake

[EUR millions]



## Order backlog

[EUR millions]



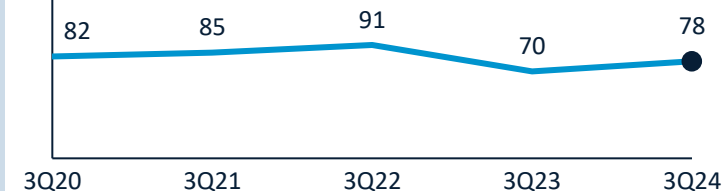
# Food P&L Highlights

	3rd Quarter		Year-to-Date 9 Months	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
<b>Revenues</b>	<b>78</b>	<b>70</b>	<b>220</b>	<b>239</b>
Europe	29	20	72	73
Americas	31	32	98	112
Asia	9	7	26	21
Rest of the world	9	12	24	33
<b>Gross contribution</b>	<b>33</b>	<b>28</b>	<b>93</b>	<b>96</b>
<i>in %</i>	43%	40%	42%	40%
Operating expenses	27	31	84	94
<b>EBITA, adj.</b>	<b>6</b>	<b>-3</b>	<b>9</b>	<b>2</b>
<i>in %</i>	8%	-4%	3.9%	1%
Special items*	-1	0	-3	0
<b>EBITA</b>	<b>6</b>	<b>-3</b>	<b>6</b>	<b>2</b>
<i>in %</i>	7%	-4%	3%	1%

\*Food restructuring costs

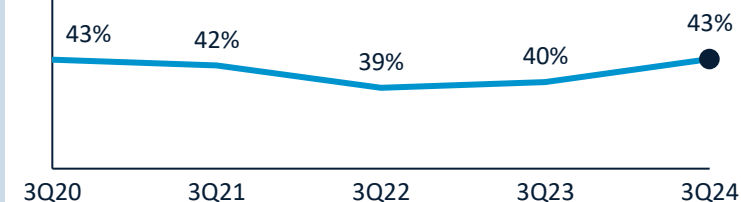
## Revenues

[EUR millions]



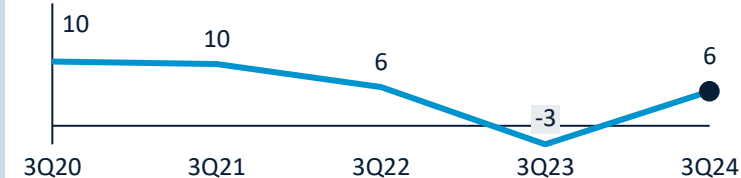
## Gross margin

[EUR millions]



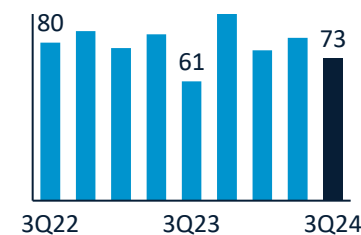
## EBITA

[EUR millions]



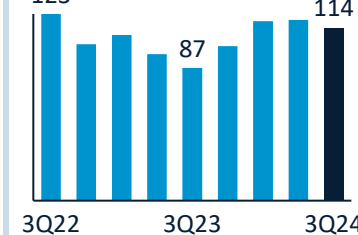
## Order intake

[EUR millions]



## Order backlog

[EUR millions]



# Balance sheet and cash flow

	30 Sept		31 December
<i>Amounts in EUR million</i>	2024	2023	2023
<b>ASSETS</b>	<b>1,489</b>	<b>1,418</b>	<b>1,469</b>
Intangible non-current assets	407	393	407
Tangible non-current assets	319	248	286
Financial non-current assets	61	61	62
Inventory	253	258	237
Receivables	355	413	374
Cash and cash equivalents	93	45	104
<b>LIABILITIES AND EQUITY</b>	<b>1,489</b>	<b>1,418</b>	<b>1,469</b>
Equity	600	622	614
Lease liabilities	140	127	139
Interest-bearing liabilities	337	300	299
Non-interest-bearing liabilities	411	369	417

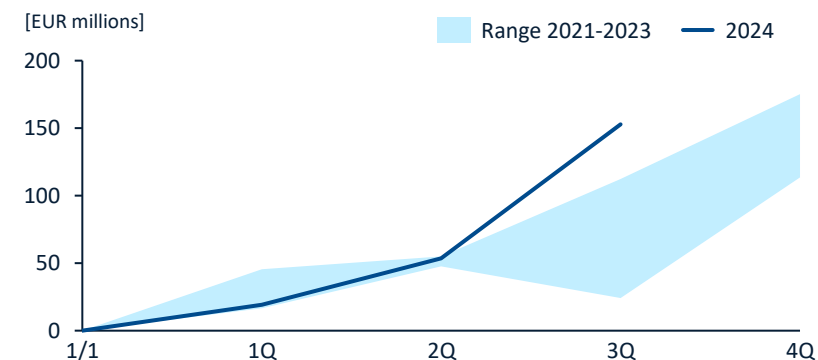
## Cashflow from operations

- Cash flow from operations of 99 MEUR in 3Q 2024 (-25 MEUR in 3Q 2023)

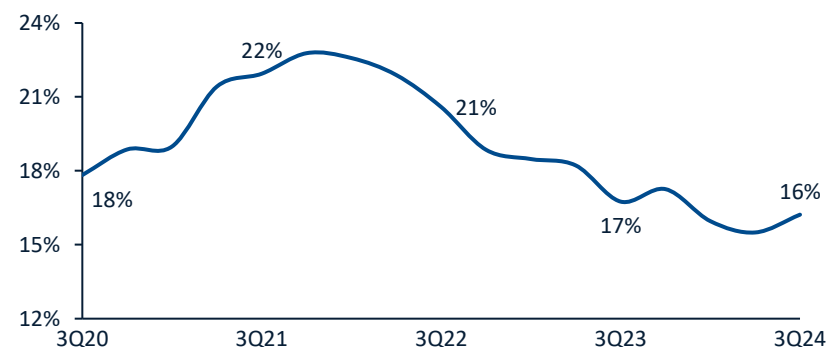
## Solidity and gearing

- 40% equity ratio
- NIBD/EBITDA (rolling 12 months) of 1.9x

Cash flow from operations, YTD



Return on Capital Employed

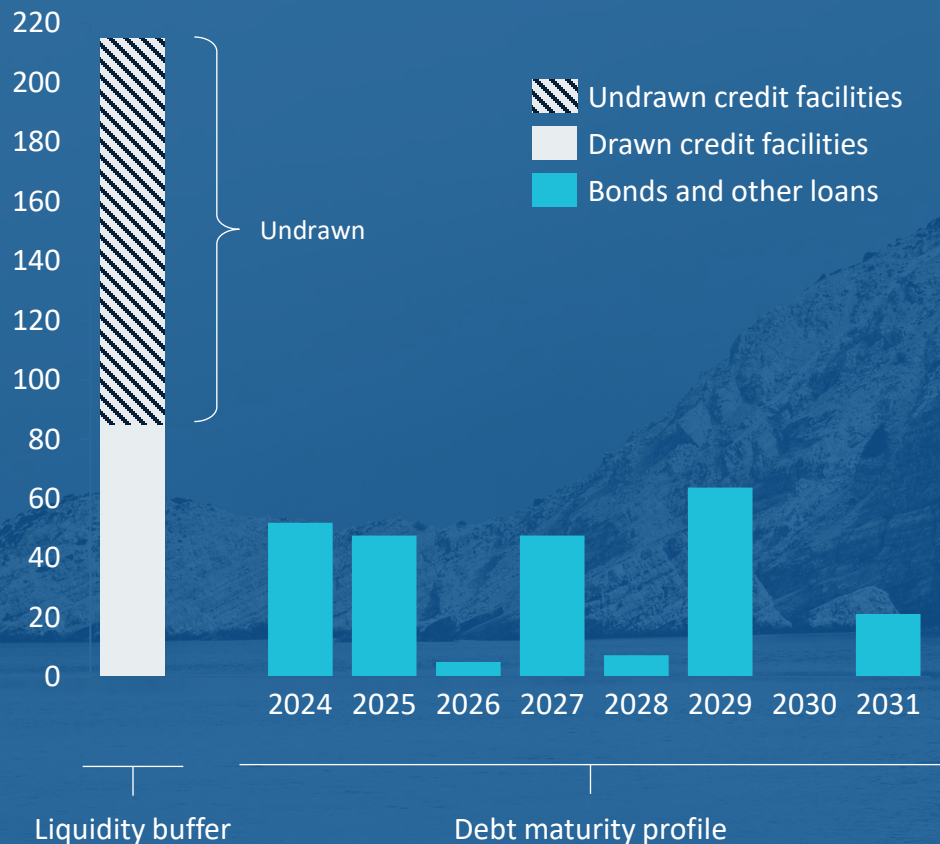




# Financial position

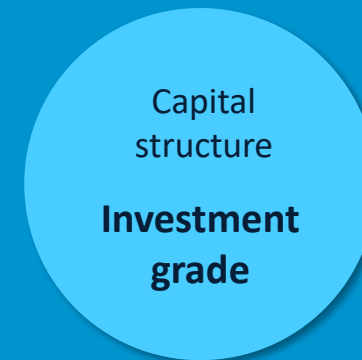
## Financing

EUR millions



- 1,000 MNOK private placement of new 10-year senior unsecured green bond on 2 October\*
- Weighted average debt maturity of 2.2 years
- Bonds includes green financing of 221 MEUR and Eksfin financing of 24 MEUR
- Bonds issued in NOK are swapped to EUR, thus exposed to EUR/NOK exchange rate fluctuations
- Liquidity buffer includes 150 MEUR RCF maturing in 2025, undrawn Eksfin financing, and 26 MEUR unused cash-pool overdraft facility
- The financial covenant related to bank debt is minimum equity ratio of 30 %

## Capital structure



- Low gearing and financial risk
- Target green bonds for financing

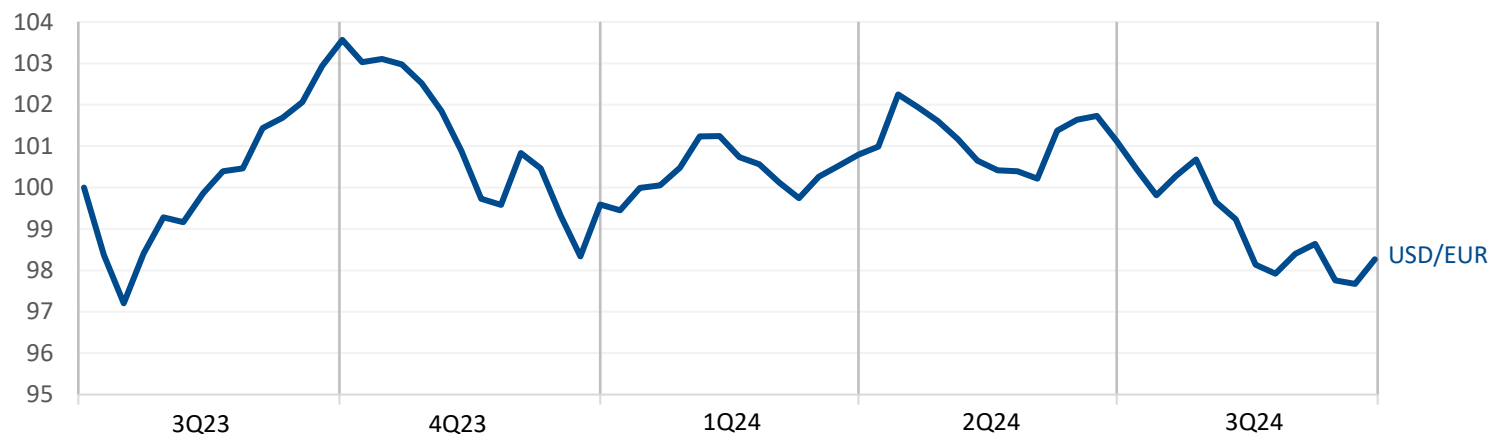


- Business risk profile: BBB+
- Financial risk profile: A

\*Not included in Q3, will first be visible in Q4

# Currency risk and hedging policy

USD/EUR average 3Q24 vs 3Q23: -1.0%



## Revenues and expenses per currency:

	EUR	USD	NOK	OTHER <sup>1</sup>	TOTAL
Revenues	50 %	25 %	0 %	25 %	100 %
Expenses	50 %	20 %	5 %	25 %	100 %

## Assets and liabilities per currency:

	EUR	USD	NOK	OTHER <sup>1</sup>	TOTAL
Assets	45 %	20 %	5 %	30 %	100 %
Liabilities	50 %	10 %	15 %	25 %	100 %

<sup>1</sup> Most important: AUD, NZD

NOTE: Estimated and rounded figures

## Currency sensitivity

A strengthening/ weakening of EUR towards other currencies of 10% would normally decrease/increase EBITA by ~5%.

## Hedging policy

### CASHFLOW AND P/L

- TOMRA can hedge up to one year of future predicted cash flows. Gains and losses on these hedges are recorded as net financial items, not influencing EBITA

### B/S

- TOMRA only hedges B/S items where exchange rate fluctuations could have P/L impact. Gains and losses on B/S hedging are recorded in accordance with IAS 21 and will normally not have P/L impact



# Outlook

Collection	<ul style="list-style-type: none"><li>• High activity related to new and expanding markets.</li><li>• Quarterly performance will be dependent upon timing of new initiatives.</li></ul>
Recycling	<ul style="list-style-type: none"><li>• Currently softer market sentiment leading to slower short-term growth.</li><li>• Demand for recycled materials is expected to create attractive growth opportunities.</li><li>• Based on the order backlog at the end of the third quarter, a 75% conversion ratio is estimated to be recognized as revenues in the fourth quarter.</li></ul>
Food	<ul style="list-style-type: none"><li>• Challenging macroeconomic environment is delaying customer investments.</li><li>• Need for automation and increased quality and safety requirements create opportunities mid and long term.</li><li>• Full savings effect of 30 MEUR cost reduction program expected by end of 2024.</li><li>• Based on the order backlog at the end of the third quarter, a 80% conversion ratio is estimated to be recognized as revenues in the fourth quarter.</li></ul>
Other	<ul style="list-style-type: none"><li>• Capital expenditures from Horizon activities of approx. 50 MEUR are expected in 2024, primarily related to the two Feedstock sorting plants.</li></ul>
Currency	<ul style="list-style-type: none"><li>• TOMRA's global operations exposes the financial results to currency fluctuations. TOMRA will generally benefit from a stronger USD due to the revenue exposure.</li></ul>

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