



4th quarter 2024 results announcement

TOMRA Systems ASA

14 February 2025

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Quarterly highlights





Financial highlights

Revenues	<ul style="list-style-type: none">• Total revenue of 398 MEUR (354 MEUR in 4Q 2023). Compared to 4Q 2023 revenues were:<ul style="list-style-type: none">- Up 12% for TOMRA Group- Up 2% in Collection- Up 37% in Recycling- Up 13% in Food
Gross margin	<ul style="list-style-type: none">• Gross margin at 46% (44% in 4Q 2023)<ul style="list-style-type: none">- Strong volumes in Recycling and COGS savings in Food
Operating expenses	<ul style="list-style-type: none">• Operating expenses of 103 MEUR adjusted for special items (102 MEUR in 4Q 2023)
EBITA, adj.	<ul style="list-style-type: none">• EBITA, adjusted for special items of 78 MEUR (53 MEUR in 4Q 2023)
Special items	<ul style="list-style-type: none">• One-off costs of 3 MEUR relating to Food restructuring (32 MEUR in 4Q 2023 incl. cyberattack)
Cash flow	<ul style="list-style-type: none">• Cash flow from operations of 83 MEUR (113 MEUR in 4Q 2023)
Order intake and backlog	<ul style="list-style-type: none">• Recycling order intake of 76 MEUR (66 MEUR in 4Q 2023) and order backlog of 107 MEUR (99 MEUR in 4Q 2023)• Food order intake of 85 MEUR (95 MEUR in 4Q 2023) and order backlog of 108 MEUR (102 MEUR in 4Q 2023)
Dividend	<ul style="list-style-type: none">• Dividend of NOK 2.15 per share proposed by the Board (NOK 1.95 for 2023)<ul style="list-style-type: none">- Payout ratio of 58% of EPS
Other	<ul style="list-style-type: none">• Acquisition of leading digital waste management solution provider c-trace

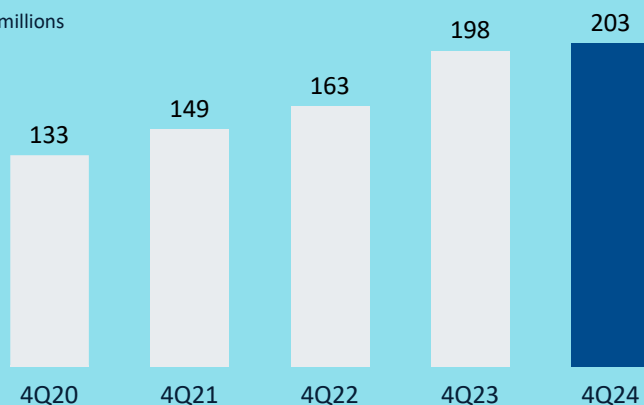


Collection Business update

- Record revenues in the quarter, driven by strong sales in both existing and new markets.
- New markets: High activity in preparation for Austria's system launch on 1 January 2025. Activity level continues in Romania, increasing in Poland.
- Existing markets: Strong growth in Australia and North America.
- All-time high full year revenues and EBITA in 2024, with improved gross margin and EBITA margin.

Record high revenues up 2% compared with 4Q 2023

EUR millions



Poland – 1 October 2025

In an amended act, Poland set a new commencement date for their deposit return system to 1 October 2025 ([link](#)).



Tasmania – 1 May 2025

TOMRA has been appointed sole reverse vending solutions provider for the upcoming deposit return system ([link](#)).



Greece – 1 December 2025

Amendments were made to Greece's waste management law in October 2024, setting 1 December 2025 as the new launch date. In February 2025, additional secondary DRS legislation was signed into law by the Minister of Environment and the Minister of Economy ([link](#)). A system operator is yet to be assigned.



Portugal – 1Q 2026

Portugal has licensed SDR as system operator of the upcoming deposit return system, with effect from 1 January 2026 ([link](#)). A formal commencement date has not been set.



Singapore – 1 April 2026

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



Uruguay – (2026)

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



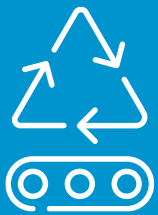
Spain – November 2026

In November 2024, Spain announced that it will introduce a deposit return system within 2 years in accordance with its waste management law 'LRSCEC', due to the country's insufficient collection volumes ([link](#)).



United Kingdom – October 2027

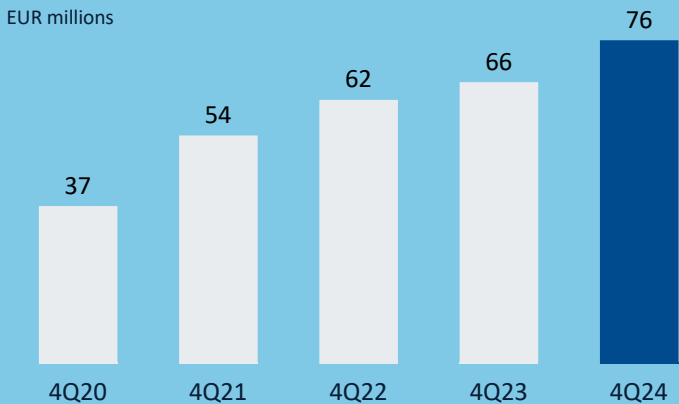
In January 2025, the UK government passed a DRS legislation for England and Northern Ireland. The planned commencement date is 1 October 2027 ([link](#)). Scotland is in the process of adapting their DRS regulation accordingly.



Recycling Business update

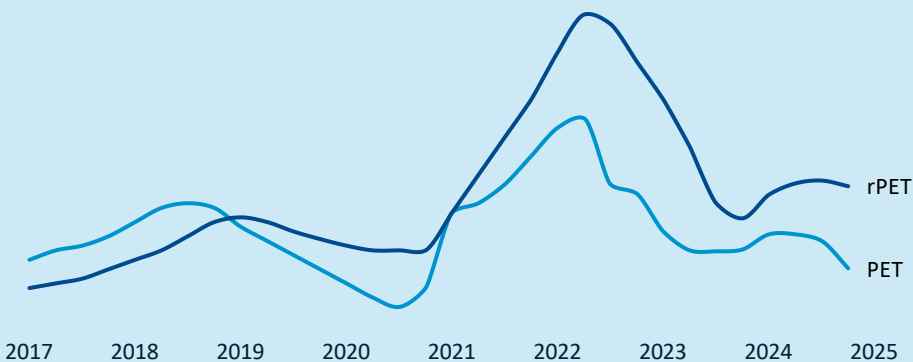
- Record revenues and EBITA in the quarter on successful delivery on order book.
- Strong order intake in the quarter and solid order backlog.
- Soft market sentiment continues in European plastics recycling, stable activity in waste sorting, and increased activity in aluminum.
- For the full year 2024, Recycling delivered in line with record strong figures in 2023.
- Adoption of the Packaging and Packaging Waste Regulation in EU marks a significant move towards boosting recycling rates.

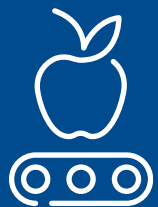
Strong order intake
up 15% compared with 4Q 2023



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

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





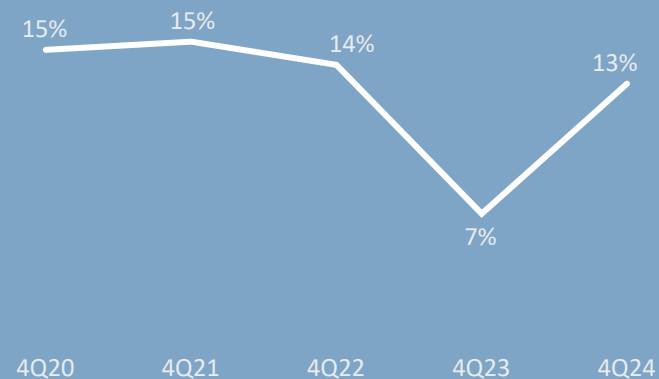
Food Business update

- Strong quarter with revenue growth of 13% compared to 4Q 2023
- Further cost savings realized in the quarter; cost savings program completed.
 - 20% FTE reduction
 - Production site closures completed in Hamilton and Auckland (NZ)
 - 30 MEUR in annual run rate savings
- Signs of improved market sentiment. Strong global momentum remains in potatoes, increased market activity in citrus.



Successful profitability recovery

EBITA adj. margin, %





Horizon Business update

- TOMRA Feedstock: Norwegian plant nearing completion. Commissioning planned in Q2 2025.
- TOMRA Reuse: Celebrating one year of piloting in Aarhus, Denmark with high user satisfaction rates. Collaboration agreement signed with Lisbon City Council and the Portuguese Association for Hotels, Restaurants and Catering Establishments (AHRESP).
- TOMRA Textiles: Decision not to pursue alternative business model for now. TOMRA remains committed to support the industry in developing a circular textile value chain with technology development continuing in TOMRA Recycling.
- C-trace acquisition announced 24 October 2024. Integration progressing according to plan. Strong fourth quarter results.

TOMRA Reuse

Aarhus findings after one year of piloting



TOMRA Feedstock

Construction of Norwegian plant



Financials and outlook



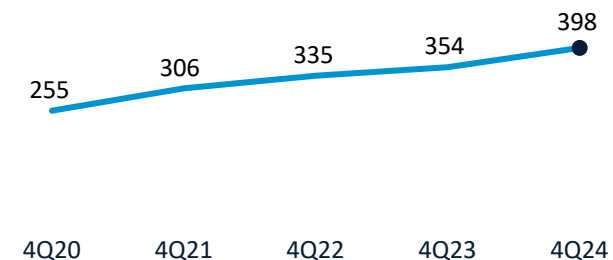
Group P&L Highlights

	4th Quarter		Full Year	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
Revenues	398	354	1,348	1,288
Collection	203	198	773	697
Recycling	103	75	266	270
Food	91	81	311	320
Gross contribution	181	155	584	548
<i>in %</i>	<i>46%</i>	<i>44%</i>	<i>43%</i>	<i>43%</i>
Operating expenses	103	102	403	387
EBITA, adj.	78	53	181	162
<i>in %</i>	<i>20%</i>	<i>15%</i>	<i>13%</i>	<i>13%</i>
Special items*	-3	-32	-5	-43
EBITA	75	21	176	119
<i>in %</i>	<i>19%</i>	<i>6%</i>	<i>13%</i>	<i>9%</i>

* Includes Food restructuring and cyberattack costs

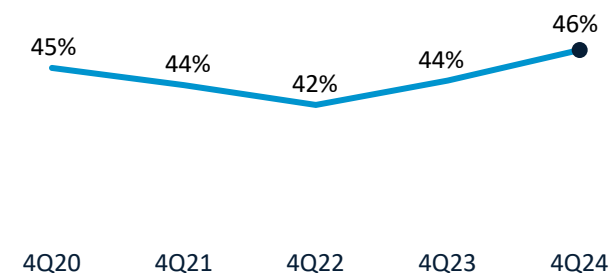
Revenues

[EUR millions]



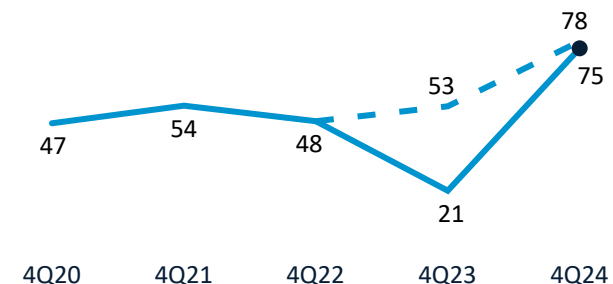
Gross margin

[% of Revenues]



EBITA (and EBITA adj.)

[EUR millions]

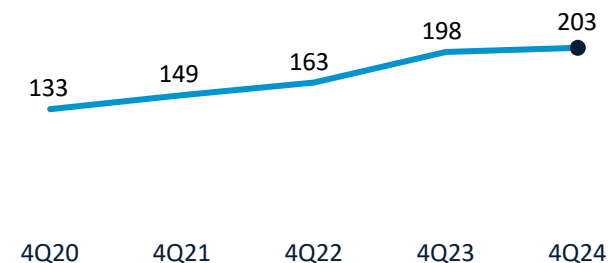


Collection P&L Highlights

	4th Quarter		Full Year	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
Revenues	203	198	773	697
Northern Europe	25	25	98	98
Europe (ex Northern)	98	103	374	335
North America	51	48	201	189
Rest of the world	28	22	100	76
Gross contribution	82	82	314	278
<i>in %</i>	<i>41%</i>	<i>41%</i>	<i>41%</i>	<i>40%</i>
Operating expenses	48	46	183	163
EBITA	34	35	130	115
<i>in %</i>	<i>17%</i>	<i>18%</i>	<i>17%</i>	<i>17%</i>

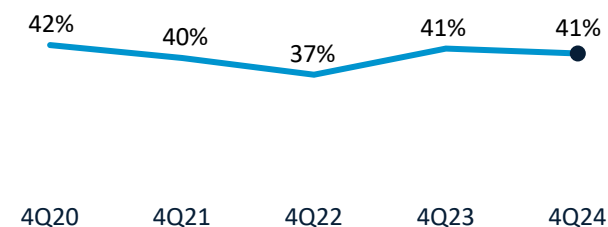
Revenues

[EUR millions]



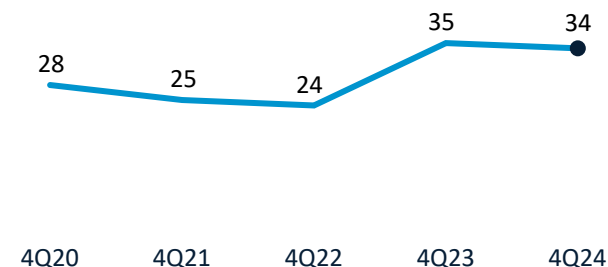
Gross margin

[% of Revenues]



EBITA

[EUR millions]

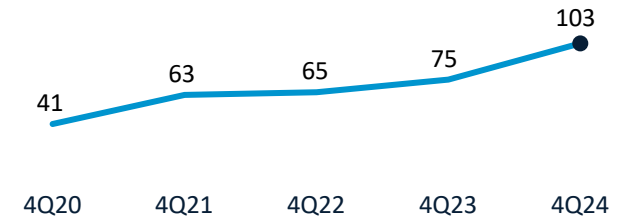


Recycling P&L Highlights

	4th Quarter		Full Year	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
Revenues	103	75	266	270
Europe	59	46	156	143
Americas	30	17	56	60
Asia	9	7	37	40
Rest of the world	5	6	17	27
Gross contribution	58	40	140	141
<i>in %</i>	<i>56%</i>	<i>53%</i>	<i>53%</i>	<i>52%</i>
Operating expenses	18	21	79	79
EBITA	40	19	60	62
<i>in %</i>	<i>39%</i>	<i>25%</i>	<i>23%</i>	<i>23%</i>

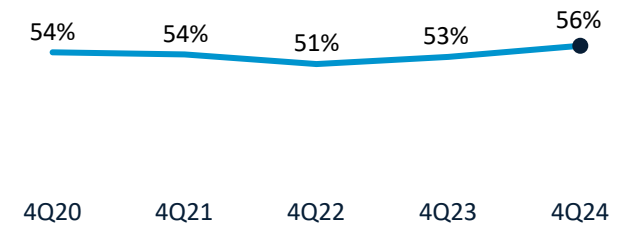
Revenues

[EUR millions]



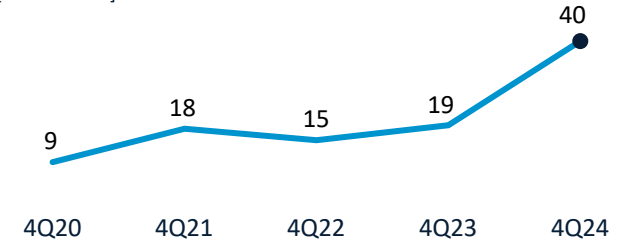
Gross margin

[EUR millions]



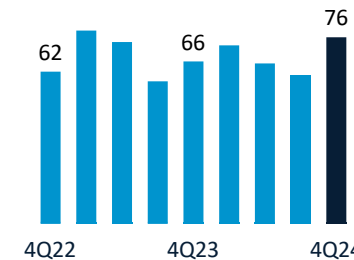
EBITA

[EUR millions]



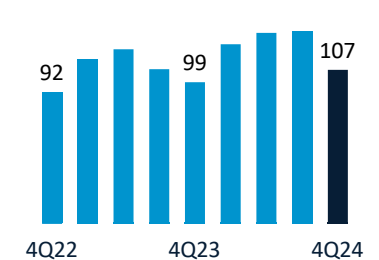
Order intake

[EUR millions]



Order backlog

[EUR millions]



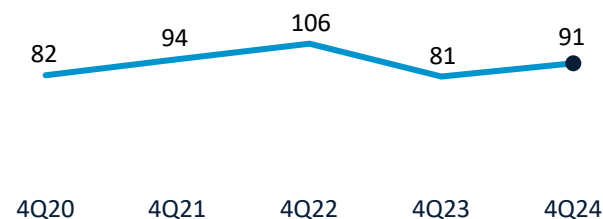
Food P&L Highlights

	4th Quarter		Full Year	
<i>Amounts in EUR million</i>	2024	2023	2024	2023
Revenues	91	81	311	320
Europe	26	19	97	92
Americas	42	21	140	133
Asia	12	16	38	37
Rest of the world	12	25	36	57
Gross contribution	41	34	133	130
<i>in %</i>	45%	42%	43%	41%
Operating expenses	29	29	113	122
EBITA, adj.	12	5	21	8
<i>in %</i>	13%	7%	7%	2%
Special items*	-3	-25	-5	-25
EBITA	9	-19	15	-17
<i>in %</i>	10%	-24%	5%	-5%

*Food restructuring costs

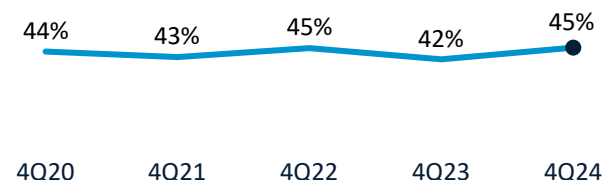
Revenues

[EUR millions]



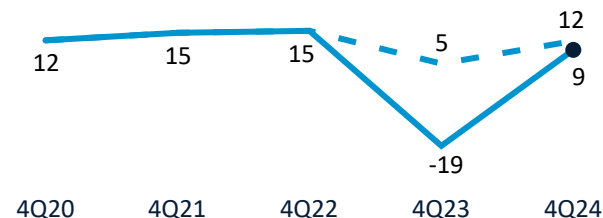
Gross margin

[EUR millions]



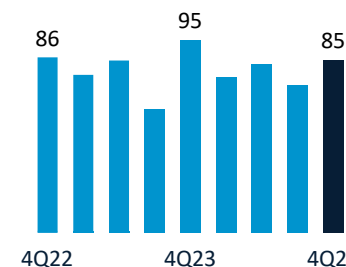
EBITA (and EBITA adj.)

[EUR millions]



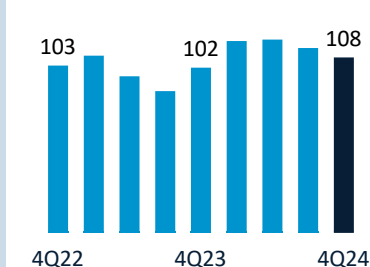
Order intake

[EUR millions]



Order backlog

[EUR millions]



Balance sheet and cash flow

	31 Dec	
<i>Amounts in EUR million</i>	2024	2023
ASSETS	1,661	1,469
Intangible non-current assets	500	407
Tangible non-current assets	354	286
Financial non-current assets	64	62
Inventory	226	237
Receivables	394	374
Cash and cash equivalents	123	104
LIABILITIES AND EQUITY	1,661	1,469
Equity	636	614
Lease liabilities	164	139
Interest-bearing liabilities	380	299
Non-interest-bearing liabilities	481	417

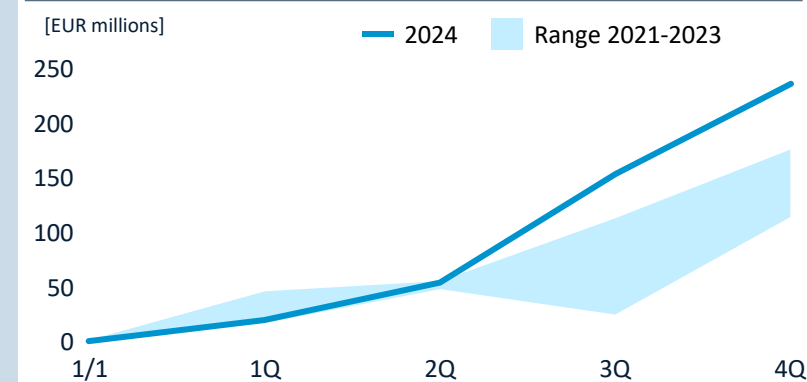
Cashflow from operations

- Cash flow from operations of 83 MEUR in 4Q 2024 (113 MEUR in 4Q 2023)

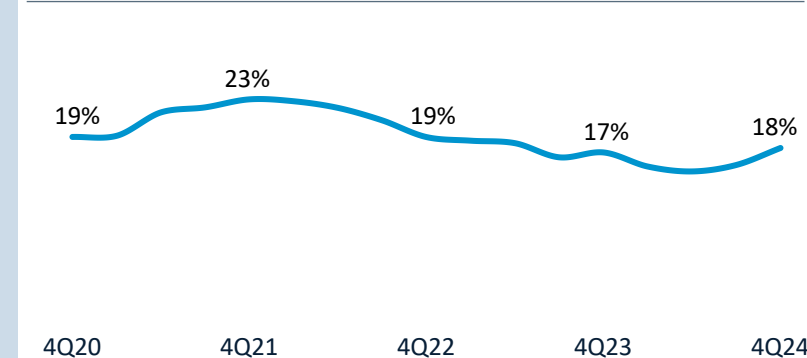
Solidity and gearing

- 38% equity ratio
- NIBD/EBITDA (rolling 12 months) of 1.6x

Cash flow from operations, YTD



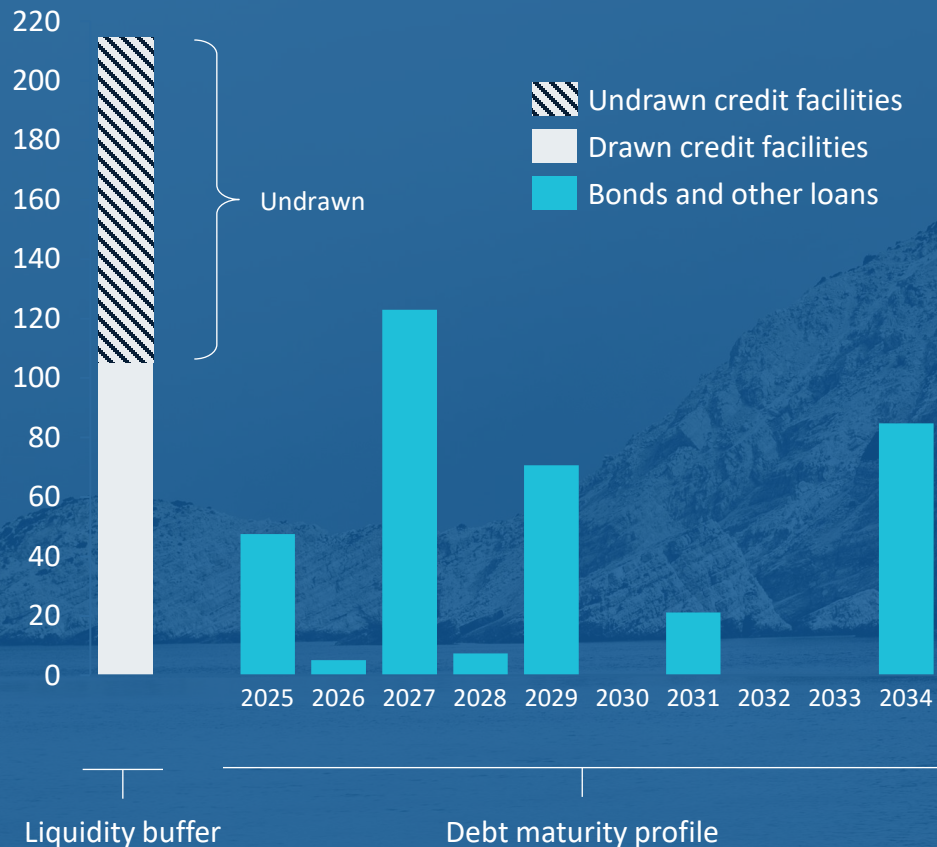
Return on Capital Employed



Financial position

Financing

EUR millions



- Updated RCF agreement of 150 MEUR running until December 2027
- Weighted average debt maturity of 4.3 years
- Bonds include green financing of 254 MEUR and Eksfin financing of 30 MEUR
- Bonds issued in NOK are swapped to EUR
- EUR 109 million undrawn Liquidity buffer includes undrawn RCF, undrawn Eksfin financing, and unused cash-pool overdraft facility
- The financial covenant related to bank debt is minimum equity ratio of 30 %

Capital structure

Capital structure

Investment grade

→ Low gearing and financial risk

→ Target green bonds for financing

Scope Ratings
June 2024

A-

→ Business risk profile: BBB+

→ Financial risk profile: A



Outlook

Collection	<ul style="list-style-type: none">• High activity related to new and expanding markets.• Quarterly performance will be dependent upon timing of new initiatives.
Recycling	<ul style="list-style-type: none">• Regulation and demand for recycled materials is expected to create attractive growth opportunities.• Currently softer market sentiment in plastics recycling leading to slower short-term growth.• Based on the order backlog at the end of the fourth quarter, a 45% conversion ratio is estimated to be recognized as revenues in the first quarter.
Food	<ul style="list-style-type: none">• Need for automation and increased quality and safety requirements create opportunities mid and long term.• Challenging macroeconomic environment is delaying customer investments.• Based on the order backlog at the end of the fourth quarter, a 65% conversion ratio is estimated to be recognized as revenues in the first quarter.
Other	<ul style="list-style-type: none">• Capital expenditures from Horizon activities of approx. 40 MEUR are expected in 2025, primarily related to TOMRA Feedstock.
Currency	<ul style="list-style-type: none">• TOMRA's global operations exposes the financial results to currency fluctuations. TOMRA will generally benefit from a stronger USD due to the revenue exposure.

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