# 4th Quarter 2015 

18.02.2016

## HIGHLIGHTS

4Q 2015

- All time high revenues of 1,816 MNOK (1,400 MNOK in fourth quarter 2014). Currency adjusted revenues were:
- Up 16\% for TOMRA Group
- Up 24\% in TOMRA Collection Solutions
- Up 6\% in TOMRA Sorting Solutions
- Gross margin $41 \%$, down from $43 \%$ in fourth quarter 2014 (currency adjusted)
- Lower margin in TOMRA Collection Solutions
- Slightly improved margin in TOMRA Sorting Solutions
- Operating expenses of 404 MNOK (344 MNOK in fourth quarter 2014)
- Up 5\% adjusted for currency
- All time high EBITA of 347 MNOK (266 MNOK in fourth quarter 2014)
- Strong cash flow from operations of 343 MNOK (312 MNOK in fourth quarter 2014)
- Order intake of 551 MNOK in TOMRA Sorting Solutions, compared to 568 MNOK same period last year, unchanged currency adjusted
- Backlog of 659 MNOK in TOMRA Sorting Solutions, down from 785 MNOK at the end of third quarter 2015
- The Board proposes a dividend of NOK 1.75 per share, up from NOK 1.45 last year



## CONSOLIDATED FINANCIALS

## Fourth quarter

Revenues in the fourth quarter 2015 amounted to 1,816 MNOK compared to 1,400 MNOK in fourth quarter last year. Revenues in TOMRA Collection Solutions increased 39\% (up 24\% currency adjusted), while revenues in TOMRA Sorting Solutions were up $16 \%$ (up 6\% currency adjusted).

Gross margin was $41 \%$ in the quarter, down from $44 \%$ same period last year. Lower margin in Collection Solutions and slightly improved margin in Sorting Solutions.

Operating expenses increased from 344 MNOK in fourth quarter 2014 to 404 MNOK in fourth quarter 2015. Adjusted for currency (stronger EUR and USD vs NOK), operating expenses were up $5 \%$.

EBITA was 347 MNOK in fourth quarter 2015 versus 266 MNOK in the fourth quarter 2014.

EPS from continuing business increased from NOK 1.17 in fourth quarter 2014 to NOK 1.62 in fourth quarter 2015. Total EPS (continuing + discontinued operations) increased from NOK 0.75 to NOK 1.61 in the same period.

Cash flow from operations in fourth quarter 2015 equaled 343 MNOK, up from 312 MNOK in fourth quarter 2014, positively influenced by prepayments from customers.

## Full year

Revenues in 2015 were 6,143 MNOK compared to 4,749 MNOK in 2014. Revenues in TOMRA Collection Solutions increased 35\% (up 20\% currency adjusted), while revenues in TOMRA Sorting Solutions were up $22 \%$ (up $10 \%$ currency adjusted).

The gross margin was $42 \%$ in 2015, down from $43 \%$ last year. The margin was lower in Collection Solution, while as the margin in Sorting Solution was stable compared to last year.

Operating expenses increased from 1,313 MNOK in 2014 to 1,548 MNOK in 2015. Adjusted for currency, operating expenses were up $6 \%$.

TOMRA Group

| (MNOK) | $\mathbf{4 Q 1 5}$ | 4Q14 | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Revenues | $\mathbf{1 8 1 6}$ | $\mathbf{1 4 0 0}$ | $\mathbf{6 1 4 3}$ | $\mathbf{4 7 4 9}$ |
| Gross contribution | 751 | 610 | 2563 | 2050 |
| - in \% | $41 \%$ | $44 \%$ | $42 \%$ | $43 \%$ |
| Operating expenses | 404 | 344 | 1548 | 1313 |
| EBITA | $\mathbf{3 4 7}$ | $\mathbf{2 6 6}$ | $\mathbf{1 0 1 5}$ | 737 |
| - in \% | $19 \%$ | $19 \%$ | $17 \%$ | $16 \%$ |
| Incl. onetime costs |  |  |  |  |
| $\quad$ - In operating exp. | - | 8 | - | 33 |

EBITA was 1,015 MNOK in 2015 versus 737 MNOK in 2014.

EPS from continuing business increased from NOK 2.85 in 2014 to NOK 4.11 in 2015. Total EPS (including discontinued operations) increased from NOK 2.44 to NOK 4.06 in the same period. The equity ratio increased from 49\% year end 2014 to $54 \%$ during 2015, positively influenced by earnings in 2015, but negatively affected by a dividend of 215 MNOK paid out in May 2015 (NOK 1.45 per share). The Net interest bearing debt was reduced from 1,212 MNOK to 894 MNOK during the same period; negatively influenced by the dividend payment and a stronger Euro, but positively influenced by strong cash flow from operations. At the end of fourth quarter 2015 NIBD/EBITDA was equal to 0.7.


## BUSINESS AREA REPORTING

## TOMRA Collection Solutions

## Fourth quarter

The business area reported an increase in revenue of $39 \%$ in fourth quarter 2015, compared to same period last year. After adjustment for currency changes, revenues were up $24 \%$.

Gross margin decreased from $42 \%$ to $39 \%$ due to more product sales in the period. Operating expenses were up $4 \%$, currency adjusted. EBITA was 242 MNOK, up from 172 MNOK last year, representing a $31 \%$ increase currency adjusted.

## Europe

Currency adjusted revenues in fourth quarter were up $39 \%$ in Europe, compared to fourth quarter 2014. There was increased activity in all regions and particularly in Germany due to high replacement demand.
The ramp-up in Lithuania is ongoing and on track, preparing for the deposit introduction starting 1 February 2016.

## North America

Currency adjusted revenues were slightly down in US in fourth quarter, compared to same quarter last year, mainly due to a small reduction in through-put volumes.

## Full year

In 2015 revenues within the business area amounted to 3,803 MNOK, up from 2,823 MNOK in 2014. Adjusted for currency changes, revenues were up 20\%.

Gross margin decreased compared to same period last year, from $42 \%$ to $40 \%$. Operating expenses increased to 749 MNOK, up $6 \%$ after adjusting for currency. EBITA was 761 MNOK, up from 561 MNOK last year representing a $25 \%$ increase currency adjusted.

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TOMRA Collection Solutions

| (MNOK) | 4Q15 | 4Q14 | 2015 | $\mathbf{2 0 1 4}$ |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| Revenues |  |  |  |  |  |
| - Nordic | 152 | 125 | 526 | 417 |  |
| - Europe (ex Nordic) | 616 | 386 | 1809 | 1280 |  |
| - North America | 353 | 298 | 1393 | 1094 |  |
| - Rest of World | 18 | 8 | 75 | 32 |  |
| Total revenues | $\mathbf{1} 139$ | $\mathbf{8 1 7}$ | $\mathbf{3 8 0 3}$ | $\mathbf{2 8 2 3}$ |  |
| Gross contribution | 441 | 342 | 1510 | 1189 |  |
| - in \% | $39 \%$ | $42 \%$ | $40 \%$ | $42 \%$ |  |
| Operating expenses | 199 | 170 | 749 | 628 |  |
| EBITA | $\mathbf{2 4 2}$ | $\mathbf{1 7 2}$ | $\mathbf{7 6 1}$ | $\mathbf{5 6 1}$ |  |
| - in \% | $21 \%$ | $21 \%$ | $20 \%$ | $20 \%$ |  |
| Incl. onetime costs |  |  |  |  |  |
| $\quad$ - In operating exp. | - | 8 | - | 8 |  |



## BUSINESS AREA REPORTING

## TOMRA Sorting Solutions

## Fourth quarter

Revenues in the quarter increased by $16 \%$ compared to same quarter in 2014. Adjusted for currency effects, revenues were up 6\%.

Gross margin was stable at $46 \%$. Operating expenses increased in the same period from 167 MNOK to 195 MNOK. Adjusted for currency, operating expenses were up 4\%.

EBITA increased from 101 MNOK in fourth quarter 2014 to 115 MNOK in fourth quarter 2015.

## Order intake TOMRA Sorting



Order backlog TOMRA Sorting


Order intake during fourth quarter 2015 totaled 551 MNOK, down from 568 MNOK during the same quarter last year, but unchanged currency adjusted.

Due to a high number of orders delivered during fourth quarter (all time high), the business area ended the quarter with a backlog of 659 MNOK, down $8 \%$ currency adjusted compared to the backlog one year ago.



TOMRA Sorting Solutions

| (MNOK) | 4Q15 | 4Q14 | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: |
| Revenues |  |  |  |  |
| - Europe | 305 | 317 | 1089 | 887 |
| - North America | 179 | 106 | 685 | 576 |
| - South America | 35 | 17 | 92 | 75 |
| - Asia | 132 | 85 | 366 | 238 |
| - Oceania | 13 | 38 | 52 | 87 |
| - Africa | 13 | 20 | 56 | 63 |
| Total revenues | $\mathbf{6 7 7}$ | $\mathbf{5 8 3}$ | $\mathbf{2} 340$ | $\mathbf{1} 926$ |
| Gross contribution | 310 | 268 | 1053 | 861 |
| - in \% | $46 \%$ | $46 \%$ | $45 \%$ | $45 \%$ |
| Operating expenses | 195 | 167 | 763 | 657 |
| EBITA | $\mathbf{1 1 5}$ | $\mathbf{1 0 1}$ | $\mathbf{2 9 0}$ | $\mathbf{2 0 4}$ |
| - in \% | $17 \%$ | $17 \%$ | $12 \%$ | $11 \%$ |
| Incl. onetime costs |  |  |  |  |
| $\quad$ - In operating exp. | - | - | - | 25 |

## Full year

In 2015 revenues within the business area amounted to 2,340 MNOK, up from 1,926 MNOK in 2014. Adjusted for currency changes, revenues were up $10 \%$. Gross margin was stable at $45 \%$. Operating expenses were up 5\%, after adjusting for currency. EBITA was 290 MNOK, up from 204 MNOK last year.

## Business streams

Food
Revenues in the Food business stream were slightly down in fourth quarter 2015 compared to fourth quarter 2014. The order intake was up quarter over quarter, leading to a higher order backlog at the end of fourth quarter 2015.

## Recycling

Revenues in Recycling in fourth quarter 2015 were significantly up compared to same quarter last year. Order intake was down, both measured against previous quarters in 2015, as well as fourth quarter 2014. The high number of orders delivered combined with lower order intake, resulted in a significant reduction in the order backlog.

## Mining

Revenues in Mining in fourth quarter 2015 were slightly up compared to same quarter last year.
The significant reduction in investments among the world's mining companies has had a negative influence on the order intake. The lack of new orders led to a low order backlog at the end of fourth quarter 2015.


## MARKET OUTLOOK

The long term demand for better resource productivity is a result of megatrends such as population increase, a growing middle class consumer base and greater urbanization. TOMRA, as a leader in sensor based solutions, is favorably positioned to capitalize on these trends.

## TOMRA Collection Solutions

The replacement demand in Germany is assumed to continue in 2016, but first quarter 2016 is expected to be slower than the last quarters in 2015, and more in line with first quarter 2015.

## TOMRA Sorting Solutions

Due to a reduced backlog during fourth quarter 2015, first quarter 2016 revenue is expected to be lower than the last quarters in 2015, and more in line with first quarter 2015

## Currency

Reporting in NOK and with some NOK cost base, TOMRA will in general benefit from a weak NOK, measured particularly against EUR. TOMRA will consequently continue to gain from a weak NOK, provided current exchange rate levels are maintained.

## THE TOMRA SHARE



The total number of issued shares at the end of fourth quarter 2015 was 148,020,078 shares, including 391,082 treasury shares. The total number of shareholders increased from 5,671 at the end of third quarter 2015 to 5,875 at the end of fourth quarter 2015. Norwegian residents held $27 \%$ of the shares at the end of fourth quarter 2015.

TOMRA's share price increased from NOK 80.00 to NOK 95.50 during fourth quarter 2015. The number of shares traded on the Oslo Stock Exchange in the period was 13 million compared to 16 million in the same period in 2014. The Board has proposed a dividend of NOK 1.75, up from NOK 1.45 last year.

Asker, 17 February 2016
The Board of Directors
TOMRA SYSTEMS ASA

Condensed Consolidated interim financial statements

| STATEMENT OF PROFIT AND LOSS (MNOK) | Note | 4th Quarter |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 |
| Operating revenues | (5) | 1815,6 | 1 400,5 | 6142,9 | 4 749,0 |
| Cost of goods sold |  | 1 045,7 | 775,0 | 3 500,5 | 2 636,2 |
| Depreciations/write-down |  | 18,9 | 16,1 | 79,5 | 63,3 |
| Gross contribution |  | 751,0 | 609,4 | 2 562,9 | 2 049,5 |
| Operating expenses |  | 380,8 | 319,8 | 1448,4 | 1225,2 |
| Depreciations/write-down |  | 23,5 | 24,1 | 99,5 | 87,8 |
| EBITA | (5) | 346,7 | 265,5 | 1 015,0 | 736,5 |
| Amortizations |  | 32,3 | 25,6 | 124,3 | 109,0 |
| EBIT | (5) | 314,4 | 239,9 | 890,7 | 627,5 |
| Net financial income |  | $(2,5)$ | 1,1 | $(24,7)$ | $(24,1)$ |
| Profit before tax |  | 311,9 | 241,0 | 866,0 | 603,4 |
| Taxes |  | 61,5 | 59,4 | 211,6 | 148,4 |
| Profit from continuing operations |  | 250,4 | 181,6 | 654,4 | 455,0 |
| Discontinued operations | (3) | $(2,6)$ | $(61,7)$ | $(6,7)$ | $(60,7)$ |
| Net profit |  | 247,8 | 119,9 | 647,7 | 394,3 |
| Non-Controlling interest (Minority interest) |  | $(10,6)$ | $(8,4)$ | $(46,9)$ | $(33,4)$ |
| Earnings per share (EPS) |  | 1,61 | 0,75 | 4,06 | 2,44 |
| Earnings per share (EPS) continuing operations |  | 1,62 | 1,17 | 4,11 | 2,85 |


| STATEMENT OF OTHER COMPREHENSIVE INCOME (MNOK) | 4th Quarter |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2015 | 2014 |
| Net profit for the period | 247,8 | 119,9 | 647,7 | 394,3 |
| Other comprehensive income that may be reclassified to profit or loss |  |  |  |  |
| Translation differences | 87,3 | 370,9 | 352,2 | 368,3 |
| Other comprehensive income that will not be reclassified to profit or loss |  |  |  |  |
| Remeasurements of defined benefit liability (assets) | $(0,4)$ | $(10,1)$ | $(0,4)$ | $(10,1)$ |
| Total comprehensive income | 334,7 | 480,7 | 999,5 | 752,5 |
| Attributable to: |  |  |  |  |
| Non-controlling interest | 15,2 | 21,7 | 68,3 | 51,7 |
| Shareholders of the parent company | 319,5 | 459,0 | 931,2 | 700,8 |
| Total comprehensive income | 334,7 | 480,7 | 999,5 | 752,5 |


| STATEMENTS OF FINANCIAL POSITION (MNOK) |  | 31 December |  |
| :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 |
| ASSETS |  |  |  |
| Intangible non-current assets |  | 2890,5 | 2622,6 |
| Tangible non-current assets |  | 837,9 | 682,9 |
| Financial non-current assets |  | 315,7 | 307,3 |
| Inventory |  | 1209,0 | 912,9 |
| Receivables |  | 1751,2 | 1536,9 |
| Cash and cash equivalents |  | 312,9 | 436,3 |
| Assets held for sale | (3) | - | 125,8 |
| TOTAL ASSETS |  | 7317,2 | 6 624,7 |
| EQUITY \& LIABILITIES |  |  |  |
| Equity |  | 3 945,1 | 3244,0 |
| Non-controlling interest |  | 160,4 | 115,4 |
| Deferred taxes |  | 124,2 | 140,3 |
| Long-term interest bearing liabilities |  | 1206,4 | 1558,2 |
| Short-term interest bearing liabilities |  | - | 90,4 |
| Other liabilities |  | 1881,1 | 1452,0 |
| Liabilities held for sale | (3) | - | 24,4 |
| TOTAL EQUITY \& LIABILITIES |  | 7317,2 | 6 624,7 |

Condensed Consolidated interim financial statements (continued)

| STATEMENT OF CASHFLOWS (MNOK) | Note | 4th Quarter |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2015 | 2014 |
| Profit before income tax* |  | 309,3 | 179,3 | 859,3 | 542,7 |
| Changes in working capital |  | 26,2 | 109,2 | $(88,9)$ | $(0,1)$ |
| Other operating changes |  | 7,8 | 23,2 | 143,1 | 153,6 |
| Total cash flow from operations |  | 343,3 | 311,7 | 913,5 | 696,2 |
| Cashflow from (purchase)/sales of subsidiaries |  | 7,1 | $(6,0)$ | 59,3 | $(19,6)$ |
| Other cashflow from investments |  | $(158,3)$ | $(74,2)$ | $(339,5)$ | $(266,1)$ |
| Total cash flow from investments |  | $(151,2)$ | $(80,2)$ | $(280,2)$ | $(285,7)$ |
| Cashflow from sales/repurchase of treasury shares | (4) | $(22,8)$ | $(5,0)$ | $(15,7)$ | 2,0 |
| Dividend paid out | (2) | 0,0 | 0,0 | $(214,3)$ | $(199,6)$ |
| Other cashflow from financing |  | $(263,8)$ | 5,2 | $(580,6)$ | 33,4 |
| Total cash flow from financing |  | $(286,6)$ | 0,2 | $(810,6)$ | $(164,2)$ |
| Total cash flow for period |  | $(94,5)$ | 231,7 | $(177,3)$ | 246,3 |
| Exchange rate effect on cash |  | 11,9 | 32,2 | 53,9 | 25,9 |
| Opening cash balance |  | 395,5 | 172,4 | 436,3 | 164,1 |
| Closing cash balance |  | 312,9 | 436,3 | 312,9 | 436,3 |

* Including loss from discontinued operations

| EQUITY <br> (MNOK) | Paid in capital | Transl. reserve | Actuarial Gain / | Retained earnings | Total majority | Minority interest | Total Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance per 31 December 2014 | 1066,1 | 325,2 | $(37,1)$ | 1889,8 | 3 244,0 | 115,4 | 3 359,4 |
| Net profit |  |  |  | 600,8 | 600,8 | 46,9 | 647,7 |
| Changes in translation difference |  | 330,8 |  |  | 330,8 | 21,4 | 352,2 |
| Remeasurement defined benefit liability |  |  | $(0,4)$ |  | $(0,4)$ |  | $(0,4)$ |
| Dividend non-controlling interest |  |  |  |  | 0,0 | $(43,9)$ | $(43,9)$ |
| Purchase of treasury shares | $(0,3)$ |  |  | $(22,5)$ | $(22,8)$ |  | $(22,8)$ |
| Treasury shares sold to employees | 0,1 |  |  | 7,0 | 7,1 |  | 7,1 |
| Minority new consolidated companies |  |  |  |  | 0,0 | 20,6 | 20,6 |
| Dividend to shareholders |  |  |  | $(214,4)$ | $(214,4)$ |  | $(214,4)$ |
| Balance per 31 December 2015 | 1065,9 | 656,0 | $(37,5)$ | 2 260,7 | 3 945,1 | 160,4 | 4 105,5 |


| EQUITY | 4th Quarter |  | Full year |  |
| :--- | ---: | ---: | ---: | ---: |
| (MNOK) | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ |  |
| $\mathbf{2 0 1 4}$ |  |  |  |  |
| Opening balance | $\mathbf{3 6 4 8 , 3}$ | $\mathbf{2} \mathbf{7 9 0 , 0}$ | $\mathbf{3} \mathbf{2 4 4 , 0}$ | $\mathbf{2 7 4 0 , 9}$ |
| Net profit | 237,1 | 111,5 | 600,8 | 360,9 |
| Translation difference | 82,9 | 357,6 | 330,8 | 350,0 |
| Remeasurement defined benefit liability | $(0,4)$ | $(10,1)$ | $(0,4)$ | $(10,1)$ |
| Dividend paid | 0,0 | 0,0 | $(214,4)$ | $(199,6)$ |
| Net purchase of own shares | $(22,8)$ | $(5,0)$ | $(15,7)$ | 1,9 |
| Closing balance | $\mathbf{3 9 4 5 , 1}$ | $\mathbf{3 2 4 4 , 0}$ | $\mathbf{3 9 4 5 , 1}$ | $\mathbf{3 2 4 4 , 0}$ |

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

## NOTE 1 DISCLOSURE

This interim report has been prepared in accordance with IAS34, and in accordance with the principles used in the annual accounts for 2014. The quarterly reports do not however include all information required for a full annual financial statement of the Group and should be read in conjunction with the annual financial statement for 2014 . The quarterly reports have not been audited. The quarterly reports require management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgments made by management in preparing these condensed consolidated interim financial statements in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ending 31 December 2014.

A number of new standards, amendments to standards and interpretations are not effective for the period ending 31 December 2015 and have not been applied in preparing these consolidated financial statements. Those which may be relevant to the Group are set out below. The Group does not plan to adopt these standards early. These will be adopted in the period that they become mandatory unless otherwise indicated:

IFRS 9 Financial Instruments
IFRS 15 Revenue from Contracts with Customers
Amendments to IFRS 11 - Accounting for Acquisitions of Interests in Joint Operations
Amendments to IFRS 16 and 38 - Clarification of Acceptable Methods of Depreciation and Amortisation

TOMRA is considering the effects of the future adoption of these standards. The current assessment is that TOMRA does not expect any material effects in the financial statements from the new standards.

Revenue recognition: Revenues from sales and sales-type leases of the company's products are generally recognized at the time of installation. Revenues from service contracts and operating leases of the company's products are recognized over the duration of the related agreements. Other service revenues are recognized when services are provided.

Seasonality: The Material Recovery operations, and to some extent the US Reverse Vending operations, are influenced by seasonality. The seasonality mirrors the beverage consumption pattern in the US, which normally is higher during the summer ( 2 Q and 3 Q ) than during the winter ( $1 Q$ and 4 Q ). Also the Food business stream within Sorting Solutions is influenced by seasonality, with somewhat higher activity during the harvest season in the northern hemisphere.

Financial exposures: TOMRA is exposed to currency risk, as only $\sim 3 \%$ of its income is nominated in NOK. A strengthening/ weakening of NOK toward other currencies of $10 \%$ would normally decrease/increase operating profit by $8-12 \%$. An increase in NIBOR and EURIBOR of 1 percentage point, would increase financial expenses by ~NOK 10 million per year.

Segment reporting: TOMRA has divided its primary reporting format into two business areas: Collection Solutions and Sorting Solutions. In addition, the corporate overhead costs are reported in a separate column. The split is based upon the risk- and return profile of the Group's different activities; also taking into consideration TOMRA's internal reporting structure.

- Collection Solutions consists of the business streams Reverse Vending (development, production, sales and service of Reverse Vending Machines and related data management systems) + Material Recovery (pick-up, transportation and processing of empty beverage containers on behalf of beverage producers/fillers on the US East Coast and in Canada
- Sorting Solutions consists of the business streams Food, Recycling and Mining, all providing advanced optical sorting systems
- Group Functions consists of costs related to corporate functions at TOMRA's headquarters

Assets and liabilities are distributed to the different business streams, except for cash, interest-bearing debt and tax-positions, which are allocated to Group Functions. There are no material revenues from transactions with other business areas. There are no material related party transactions in 2015.

The divested Compaction business is classified as discontinued operations in the profit and loss statement and as assets/liabilities held for sale in the balance sheet, and classifies under Group Functions in the segment reporting.

NOTE 2 DIVIDEND PAID
Paid out May 2014:
1.35 NOK $\times 147.9$ million shares $=$ NOK 199.6 million

Paid out May 2015:
1.45 NOK $\times 147.8$ million shares $=$ NOK 214.3 million

## NOTE 3 Discontinued operations

TOMRA signed 12th December 2014 an agreement with San Sac Nordic AB to sell 100\% of the shares in TOMRA Compaction Group AB for a consideration of SEK 110 million (free of cash and interest bearing debt). Closing took place 30 January 2015. TOMRA will continue to operate as a distributor in some markets in a period of up to two years. The P/L impact from the Compaction business is reported as discontinued operations in both 2014 and 2015. TOMRA has given representations and warranties in line with what is considered normal in such transactions. In the balance sheet, the assets and liabilities related to the Compaction business were classified as "held for sale" at the end of 2014.

## Operating revenues

Cost of goods sold
Depreciations/write-down
Gross contribution
Operating expenses
Depreciations/write-down
EBITA
Amortizations
EBIT
Net financial income
Profit before tax
Taxes
Profit from continuing operations
Discontinued operations
Net profit
Non-Controlling interest
Earnings per share (EPS)

| $\mathbf{2 0 1 4}$ |  |  |
| ---: | ---: | ---: |
| TOTAL | TOMRA <br> Compaction | Continued <br> operations |
| $\mathbf{4 9 5 3 , 1}$ | $\mathbf{2 0 4 , 1}$ | $\mathbf{4} 749,0$ |
| 2765,3 | 129,1 | 2636,2 |
| 63,3 | - | 63,3 |
| $\mathbf{2 ~ 1 2 4 , 5}$ | 75,0 | $\mathbf{2} 049,5$ |
| 1290,4 | 65,2 | 1225,2 |
| 91,6 | 3,8 | 87,8 |
| 742,5 | 6,0 | 736,5 |
| 110,4 | 1,4 | 109,0 |
| 632,1 | 4,6 | 627,5 |
| $(24,1)$ | - | $(24,1)$ |
| 608,0 | 4,6 | 603,4 |
| 149,7 | 1,3 | 148,4 |
| 458,3 | 3,3 | 455,0 |
| $(64,0)$ | $(3,3)$ | $(60,7)$ |
| 394,3 | - | 394,3 |
| $(33,4)$ | - | $(33,4)$ |
| 2,44 | - | 2,44 |

Spesification of divestment loss
Goodwill written off
39,0
Transaction cost 9,2
Contingent liabilities 3,7
Post closing costs 5,0
Other divestment cost 7,1
Divestment loss 64,0

| Sales price (MSEK) | 110,0 |
| :--- | ---: |
| Restruct. charge (MSEK) | $(5,0)$ |
| W/C adjustment (MSEK) | 0,6 |
| Salesprice (MSEK) | 105,6 |
| Salesprice (MNOK) | $\mathbf{1 0 1 , 4}$ |
|  |  |
| Assets held for sale | 125,8 |
| Liabilities held for sale | 24,4 |
| Net assets held for sale | $\mathbf{1 0 1 , 4}$ |

## ASSETS

Intangible non-current assets
Tangible non-current assets
Financial non-current assets
Inventory
Receivables
Cash and cash equivalents
Assets held for sale
TOTAL ASSETS

## EQUITY \& LIABILITIES

Equity
Non-controlling interest
Deferred taxes
Long-term interest bearing liabilities
Short-term interest bearing liabilities
Other liabilities
Liabilities held for sale
TOTAL EQUITY \& LIABILITIES

| 2 662,9 | 40,3 | 2 622,6 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 701,6 | 18,7 | 682,9 |  |  |  |
| 307,4 | 0,1 | 307,3 |  |  |  |
| 947,2 | 34,3 | 912,9 |  |  |  |
| 1569,3 | 32,4 | 1536,9 |  | 4th qua | rter |
| 436,3 |  | 436,3 |  | 2015 | 2014 |
| - | $(125,8)$ | 125,8 | Revenues | 12,8 | 64,7 |
| 6 624,7 | 0,0 | 6 624,7 | Profit after tax | $(2,6)$ | 2,3 |
| 3 244,0 |  | 3 244,0 |  | Full |  |
| 115,4 |  | 115,4 |  | 2015 | 2014 |
| 142,8 | 2,5 | 140,3 | Revenues | 50,6 | 204,1 |
| 1558,2 |  | 1558,2 | Profit after tax | $(6,7)$ | 3,3 |
| 90,4 |  | 90,4 |  |  |  |
| 1473,9 | 21,9 | 1452,0 |  |  |  |
| - | $(24,4)$ | 24,4 |  |  |  |
| 6 624,7 | 0,0 | 6 624,7 |  |  |  |

NOTE 4 Purchase of treasury shares

| Net purchase of own shares | \# shares | Average price |  | Total (MNOK) |
| :---: | :---: | :---: | :---: | :---: |
| 2014 |  |  |  |  |
| Gross purchased | 100000 | NOK | 50,10 | 5,0 |
| Sold to employees | $(123$ 104) | NOK | 56,25 | $(6,9)$ |
| Net purchased | $(23104)$ |  |  | $(1,9)$ |
| 2015 |  |  |  |  |
| Gross purchased | 250000 | NOK | 91,16 | 22,8 |
| Sold to employees | (103 603) | NOK | 68,59 | $(7,1)$ |
| Net purchased | 146397 |  |  | 15,7 |

NOTE 5 Operating segments

| $\begin{aligned} & \text { SEGMENT } \\ & \text { (MNOK) } \\ & \hline \end{aligned}$ | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $4 \mathrm{Q15}$ | 4Q14 | 4Q15 | 4Q14 | 4Q15 | 4Q14 | 4Q15 | 4Q14 |
| Revenues | 1139 | 817 | 677 | 583 |  |  | 1816 | 1400 |
| Gross contribution | 441 | 342 | 310 | 268 |  |  | 751 | 610 |
| - in \% | 39 \% | 42 \% | 46 \% | 46 \% |  |  | 41 \% | 44 \% |
| Operating expenses | 199 | 170 | 195 | 167 | 10 | 7 | 404 | 344 |
| EBITA | 242 | 172 | 115 | 101 | (10) | (7) | 347 | 266 |
| - in \% | 21 \% | 21 \% | 17 \% | 17 \% |  |  | 19 \% | 19 \% |
| Amortization | 11 | 8 | 21 | 18 |  |  | 32 | 26 |
| EBIT | 231 | 164 | 94 | 83 | (10) | (7) | 315 | 240 |
| - in \% | 20 \% | 20 \% | 14 \% | 14 \% |  |  | 17 \% | 17 \% |


| SEGMENT(MNOK) | Collection Solutions |  | Sorting Solutions |  | Group Functions |  | Group Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 |
| Revenues | 3803 | 2823 | 2340 | 1926 |  |  | 6143 | 4749 |
| Gross contribution | 1510 | 1189 | 1053 | 861 |  |  | 2563 | 2050 |
| - in \% | 40 \% | 42 \% | 45 \% | 45 \% |  |  | 42 \% | 43 \% |
| Operating expenses | 749 | 628 | 763 | 657 | 36 | 28 | 1548 | 1313 |
| EBIta | 761 | 561 | 290 | 204 | (36) | (28) | 1015 | 737 |
| - in \% | 20 \% | 20 \% | 12 \% | 11 \% |  |  | 17 \% | 16 \% |
| Amortization | 41 | 34 | 83 | 75 |  |  | 124 | 109 |
| EBIT | 720 | 527 | 207 | 129 | (36) | (28) | 891 | 628 |
| - in \% | 19 \% | 19 \% | 9 \% | 7 \% |  |  | 15 \% | 13 \% |
| Assets | 2992 | 2422 | 3793 | 3484 | 532 | 719 | 7317 | 6625 |
| Liabilities | 1063 | 826 | 588 | 532 | 1561 | 1907 | 3212 | 3265 |

## NOTE 6 Interim results

| (MNOK) | 4Q15 | 3Q15 | 2Q15 | 1Q15 | 4Q14 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating revenues (MNOK) |  |  |  |  |  |
| EBITA (MNOK) | 347 | 1748 | 1472 | 1107 | 1401 |
| EBIT (MNOK) | 324 | 240 | 104 | 266 |  |
| Sales growth (year-on-year) (\%) | 315 | 290 | 211 | 76 | 240 |
| Gross margin (\%) | $30 \%$ | $47 \%$ | $29 \%$ | $8 \%$ | $20 \%$ |
| EBITA margin (\%) | $41 \%$ | $41 \%$ | $42 \%$ | $43 \%$ | $44 \%$ |
| EPS (NOK) | $19 \%$ | $19 \%$ | $16 \%$ | $9 \%$ | $19 \%$ |
| EPS (NOK) fully diluted | 1,61 | 1,23 | 0,92 | 0,30 | 0,75 |

## About TOMRA

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 has ~87,000 installations in over 80 markets worldwide and had total revenues of ~6.1 billion NOK in 2015.

The Group employs ~2,600 globally, and is publicly listed on the Oslo Stock Exchange. (OSE: TOM)

The TOMRA Group continues to innovate and provide cutting-edge solutions for optimal resource productivity within two main business areas: Collection Solutions (reverse vending and material recovery) and Sorting Solutions (recycling, mining and food sorting).

For further information about TOMRA, please see www.tomra.com

TOMRA


| REVERSE VENDING |  |
| :--- | ---: |
|  |  |
| Nordic | $\sim 15,200$ |
| Germany | $\sim 28,400$ |
| Other Europe | $\sim 14,000$ |
| North America | $\sim 15,500$ |
| Rest of the world | $\sim 2,700$ |
|  |  |
| TOTAL | $\sim 75,800$ |


| RECYCLING |  | MINING |  | FOOD |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Europe | $\sim 2,600$ | Europe | $\sim 10$ | Europe | ~3,000 |
| US / Canada | ~700 | US/Canada | $\sim 20$ | US/Canada | $\sim 2,600$ |
| Asia | $\sim 350$ | Australia | $\sim 15$ | Asia/Oceania | ~600 |
| Other | $\sim 650$ | South Africa | $\sim 25$ | South America | $\sim 250$ |
|  |  | Other | $\sim 15$ | Middle East/ | $\sim 550$ |
|  |  |  |  | Africa |  |
| TOTAL | $\sim 4,300$ | TOTAL | ${ }^{\sim 85}$ | TOTAL | ~7,000 |

Not including machines sold on OEM agreements

The results announcement will be broadcasted on Thursday $18^{\text {th }}$ of February at 08:00 CET via live webcast. Link to webcast for this and previous releases are available at http://tomra.com/en/investor-relations/financial-information/quarterly-reports

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