

TOMRA Systems ASA 19 July 2024 © TOMRA







Creating sensor-based solutions for optimal resource productivity - transforming how we obtain, use, and reuse resources

Collection



Recycling



Food





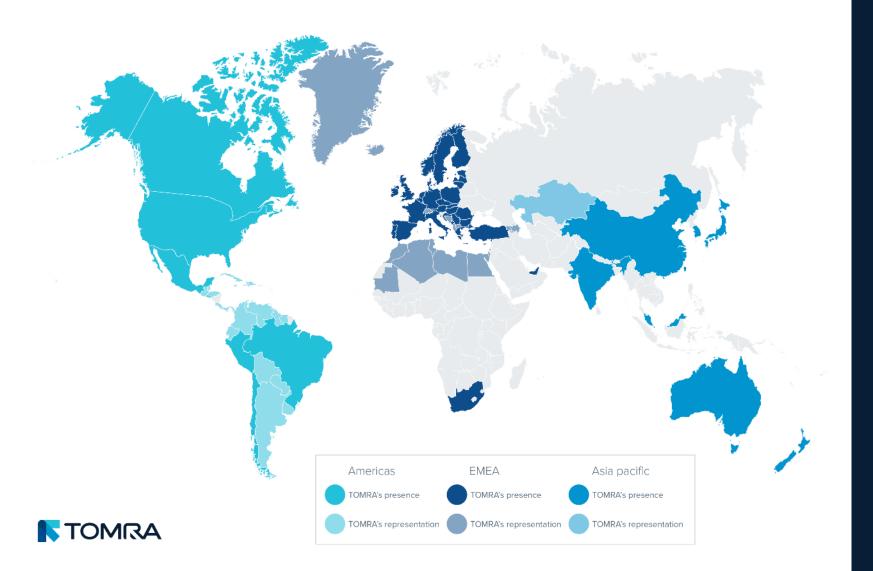








TOMRA's global presence



Installed base ~110,200



Collection ~85,000



Recycling ~10,200



Food ~15,000



We operate in markets where we take a leading global position and make a meaningful impact.

Through continuous innovation and thought leadership, our solutions shape new market — enabling us to grow sustainably and profitably.

TOMRA's transformation journey

mergers and acquisitions

2004 TITECH

TOMRA acquires TITECH, the world's leading provider of optical recognition and sorting technology for the waste industries and TOMRA's transformation journey starts.

2006 Commodas

TOMRA acquires Commodas - a leading supplier within the field of sensor-based products for mining and metal recycling.

2011

Sale of Californian material handling business. With the divestment the US operation became less exposed to movements in commodity prices.

2012 BEST

TOMRA acquires BEST, leading food sorting machine producer. With the acquisition of BEST, TOMRA has by far the widest reach within the food sorting universe.

2016 Compac

TOMRA expands into lane sorting, acquiring New Zealand based Compac, confirming TOMRA's position as the leading provider of sorting technology into the food industry.



2005 Orwak

TOMRA acquires Orwak Group, a leading provider of compaction for a variety of materials.

2008 Ultrasort

TOMRA acquires Ultrasort - specialists in sensor-based mining technology.

2011 Odenberg

TOMRA acquires Odenberg, rounding out the offering to include food optimization.

2014

Divestment of Orwak. Further portfolio focus on sensor-base technology.

2018 BBC Technologies

TOMRA complements its food sorting portfolio with the acquisition of BBC Technologies, a leading provider of precision turnkey solutions for blueberries and other small fruits.



TOMRA Collection



TOMRA Recycling



TOMRA Food



But the tides are shifting. There's a desire for change...



Consumer demand for responsible plastic use options



Legislative push for new plastic waste strategies



Market pull from large brand owners and companies



Today: post-consumer plastic packaging **Our ambition** is treated linear instead of circular by 2030: Source: Ellen MacArthur Foundation 14% **Collected for recycling** Recycling of plastics into the same or 98% similar-quality application 2% 8% 4% Virgin material Closed-loop Cascaded recycling Dispose recycling 30% Make Sell Dispose Consume 40% 14% 32% **78** Million tonnes 86% (annual production) **Material lost**



TOMRA Collection



TOMRA Collection

Transforming society's habits to keep valuable resources in a continuous loop of use and reuse.



~700 million EUR in revenue





~85,000 machines in operation

Collecting
46 billion
containers a year

Source: TOMRA.com

Over 46 billion drink containers collected in 2023



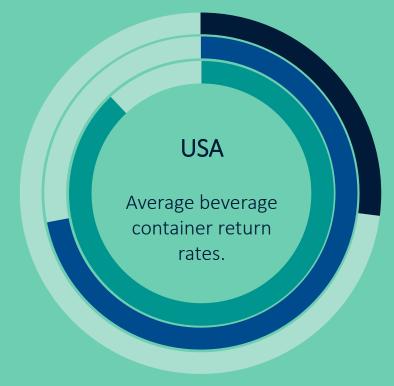
This represents only 3% of all beverage containers.

Deposit return systems enable Clean Loop Recycling



47%
Containers **without**a deposit

94%
Containers **with**a deposit



27%
Containers **without**a deposit¹

72% Containers **with** a deposit¹ 88%
Containers in highperforming DRS²

Recently launched and upcoming deposit markets

Quebec:

Deposit system expanded 2023

Connecticut:

Existing deposit system modernized in 2024

Poland:

Deposit system to be implemented in 2025

Hungary:

Deposit system implemented 2024

Romania:

Deposit system implemented 2023

Uruguay:

Deposit system to be implemented 2024

Austria:

Deposit system to be implemented 2025

Singapore:

Deposit system to be implemented 2025

Collection target for plastic bottles:

- 77% by 2025
- 90% by 2029

Recycled content in product design:

- 25% by 2025 in PET bottles
- 30% by 2030 in all plastic bottles

EU Single-Use Plastic Directive:
Targets on recycled content and collection target for plastic bottles. Deposit scheme mentioned as a mean to reach those targets.

Ireland:

Deposit system

launched in 2024

Tasmania:

Deposit system to be launched in 2024.

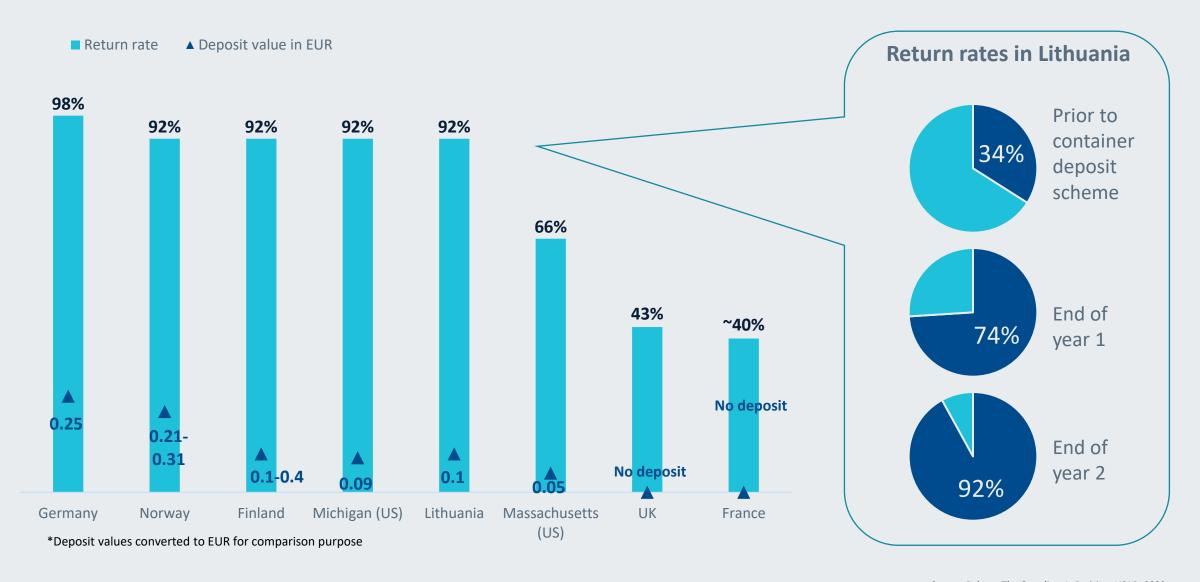
Victoria:

Deposit system launched November 2023.

New Zealand

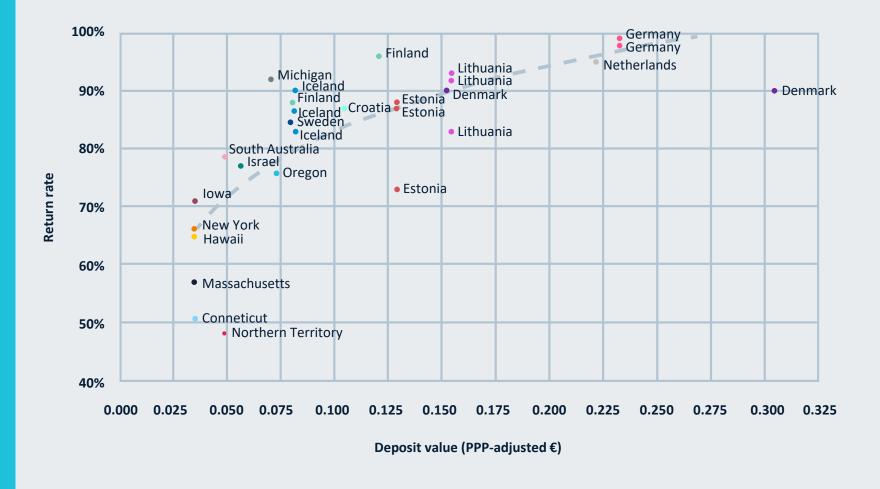
Deposit system proposed for 2025

High collection rates achieved in two years' time



A meaningful deposit value is the strongest driver of results

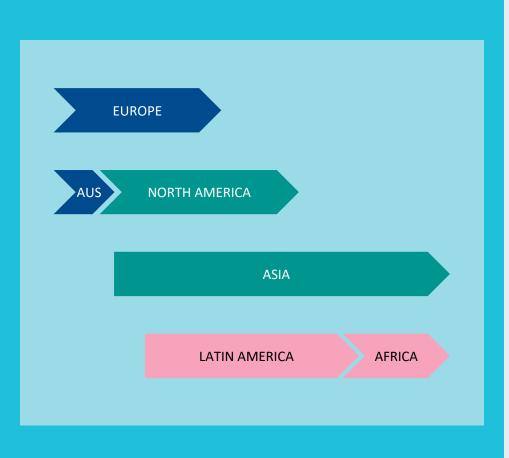
Return rates compared to purchasing power parity-adjusted deposit values - € (2018)





High-performing systems are achieving good results with a deposit of €0.10 (PPP-adjusted)

We are driving the market momentum through global advocacy work aiming to achieve best practice deposit systems and generate demand through innovations









77% 90% 2025 2029

25% 30% 2025 2030



Continued work with governments to implement best practice deposit legislation



Innovate solutions that trigger modernizations and increased demand

The four principles of high-performing deposit return systems

PERFORMANCE



A collection target for a broad scope of beverage packaging plus a meaningful deposit delivers strong results.

CONVENIENCE



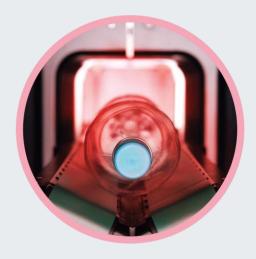
The redemption system is easy, accessible and fair for everyone.

PRODUCER RESPONSIBILITY



Producers manage, finance and invest in the system with use of unredeemed deposits and commodity revenues.

SYSTEM INTEGRITY

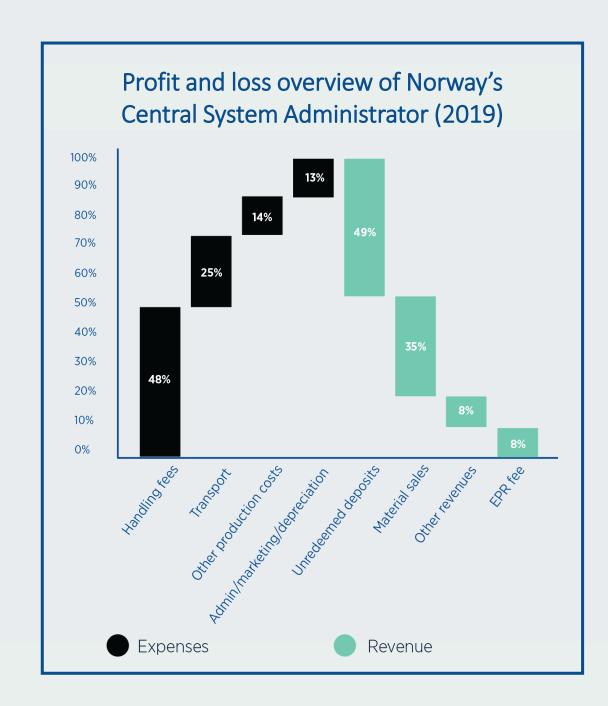


Trust is built into the system's processes through transparent management, a data-driven clearinghouse, and reliable redemption technology.

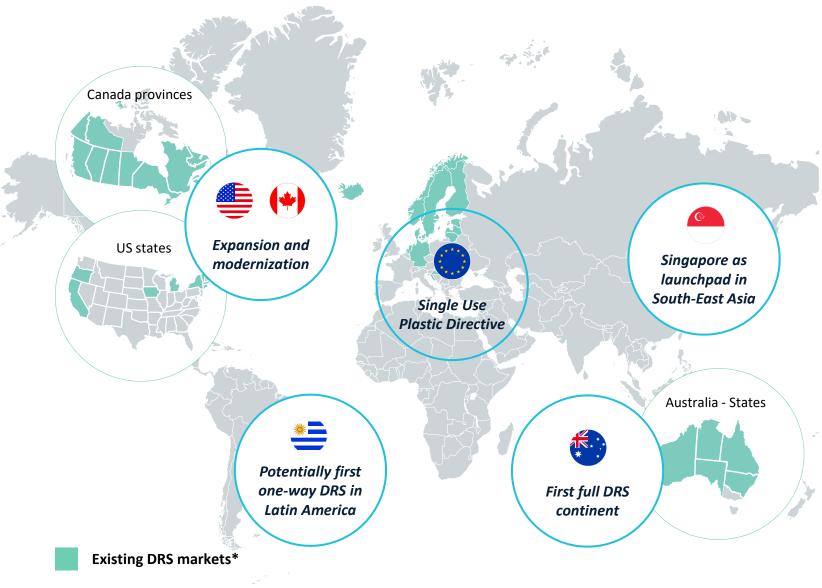
Reinvestment of unredeemed deposits and material revenue within the system

In Norway

over 80% of the
system's costs are
covered by
unredeemed deposits
and material revenue



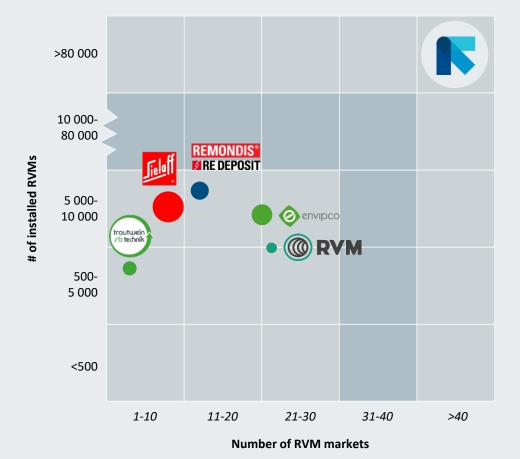
Legislative outlook supports new and expanded Deposit Return Scheme (DRS) markets towards 2030



^{*} In addition, some markets have refillable deposit systems such as: Austria, Belgium, Chile, Czech Republic, France, Hungary, Poland and South Korea

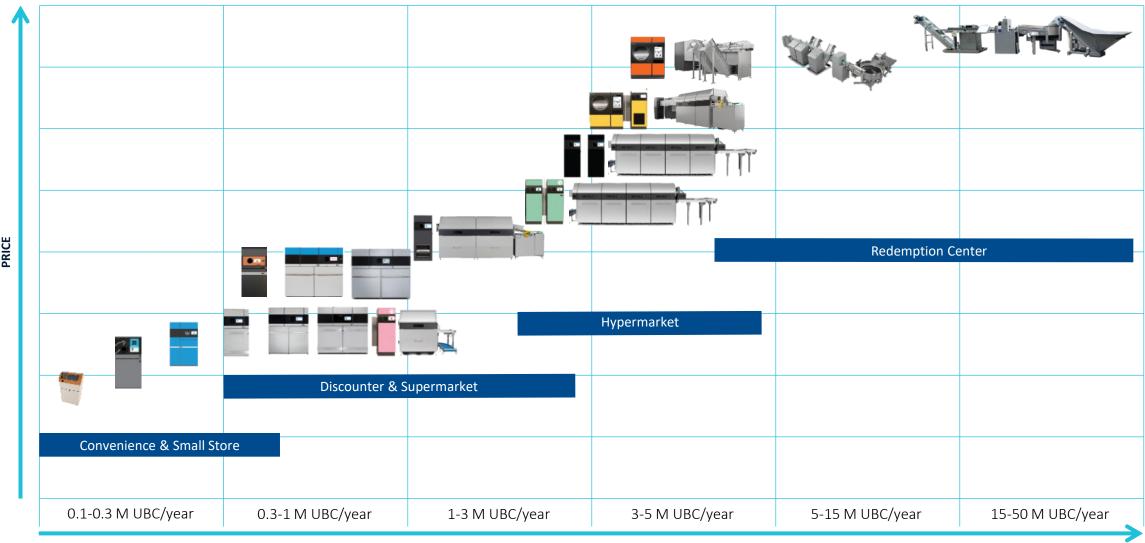
Preferred partner in reverse vending solutions





26

Our reverse vending portfolio



CONTAINER VOLUME



Business model expertise across deposit systems

Financing

Retail

Location -

Other



Retailer purchases and takes the ownership of the RVM and TOMRA provides services

Sales & Service model



Upfront equipment revenue



Recurring service revenues



Proven track record



Lower risk

Throughput model



TOMRA owns and operates the RVM and receives a fee per container handled by the RVM



High recurring Revenue



Swift roll-out



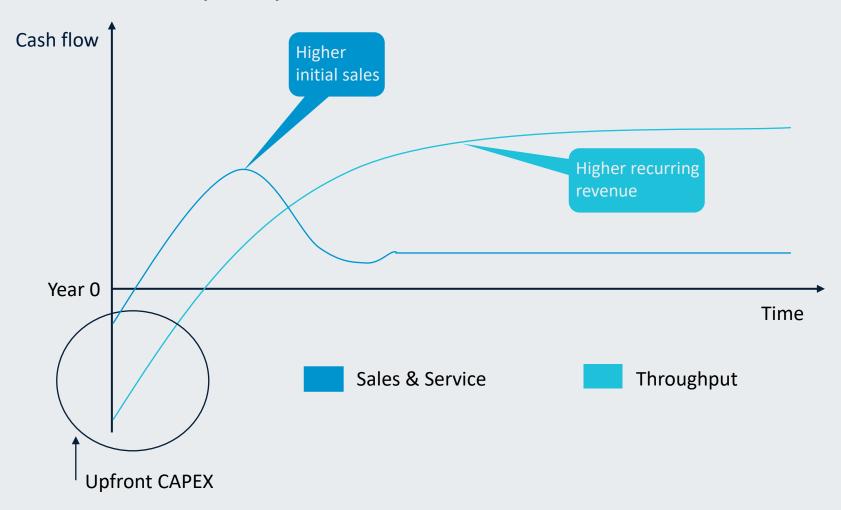
Aligned interests



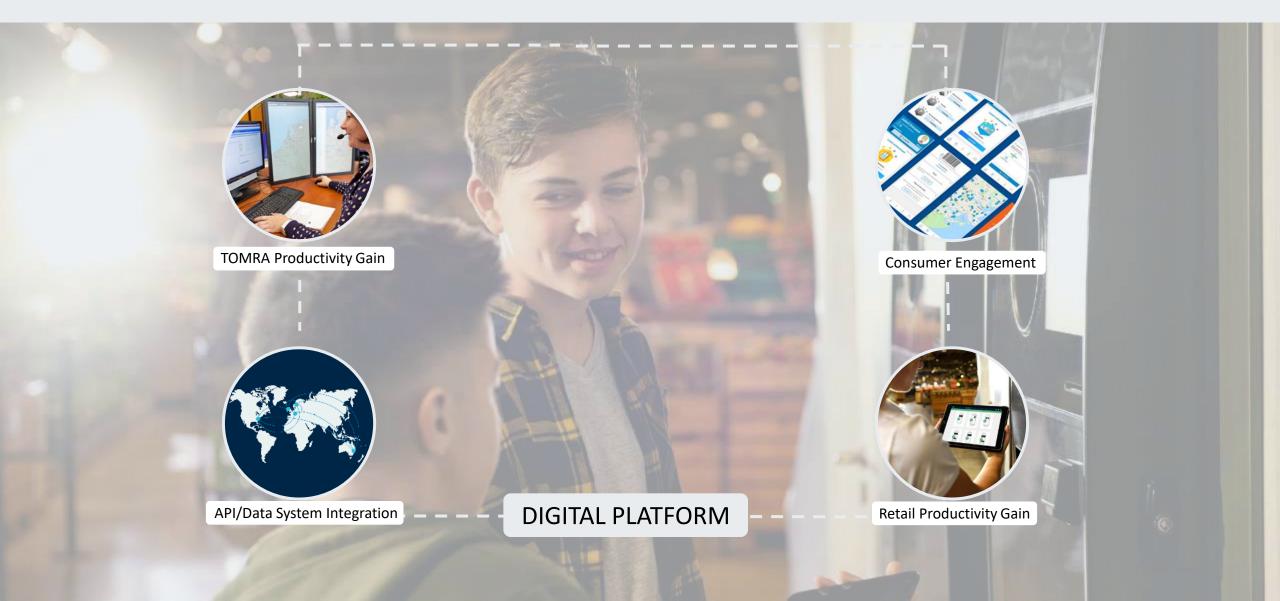
Utilize financial strength

Cash flow profiles of the two business models

Illustrative cash flow profiles per machine



Advanced digital platform leveraged across stakeholder groups



Current supply chain with country origin on purchased material

Norway Taiwan Sweden Poland

Global Supply Chain

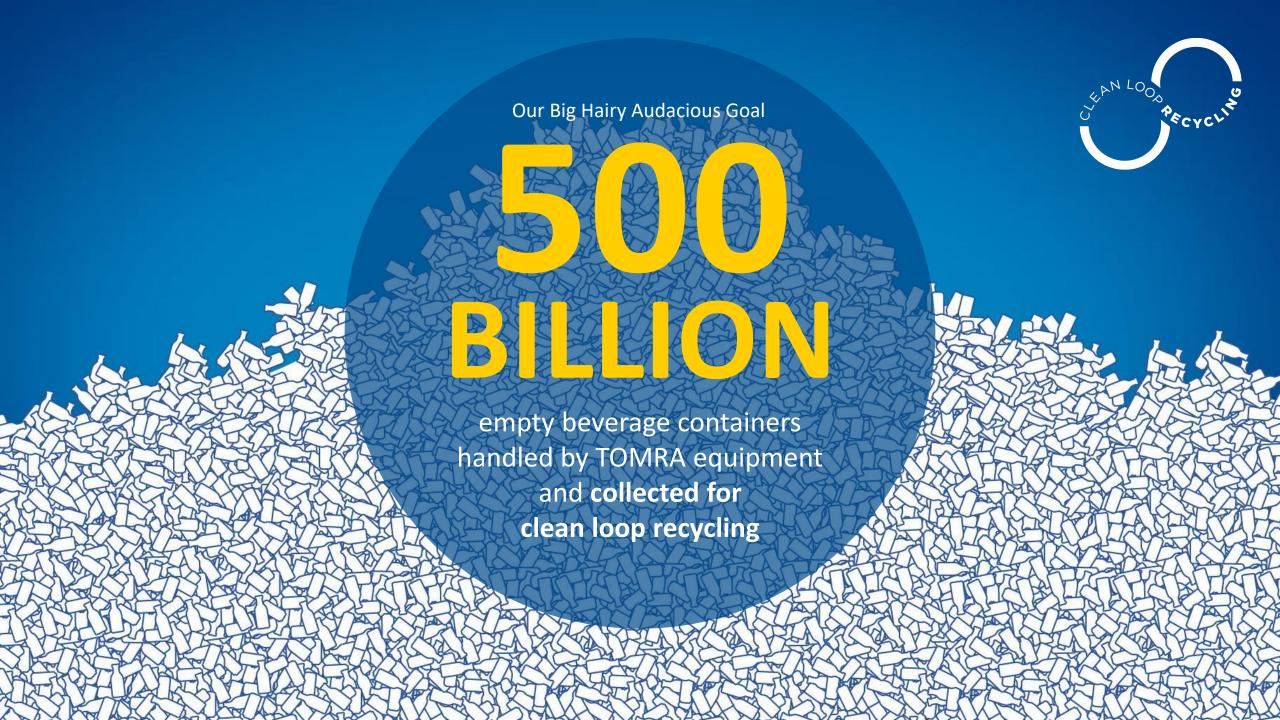
Optimize global sourcing and production set-up

The goal

Support the market demands both on capacity and flexibility

Capable of annual delivery of up to 30.000 RVMs

Dual sourcing strategy in focus to reduce risk and exposure (increase European sourcing)



TOMRA Recycling



TOMRA Recycling

Transforming resource recovery through advanced waste and metals sorting that **turns waste into value**.

At least 33% of waste is not managed in an environmentally safe manner

The world generates

2.01 billion

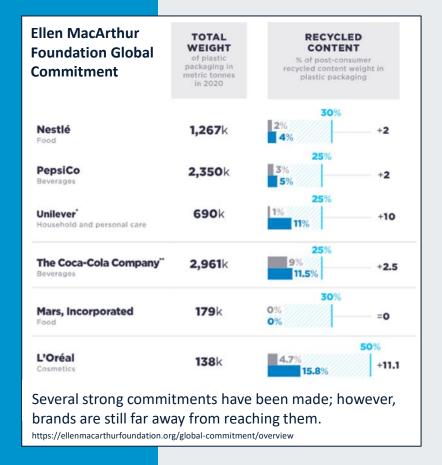
tons of municipal solid waste annually.

TOMRA's smart sorting machines maximize resource recovery



There is a legislative push and market pull towards a circular economy



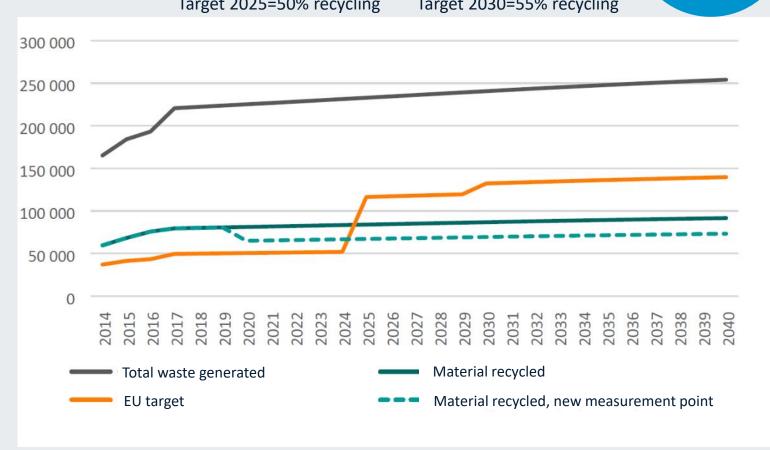


Example: Norway

Target 2025=50% recycling

Target 2030=55% recycling

EPS [Ton] Packaging waste including



EU member states need to meet PPWD¹ targets for plastic recycling

¹ Packaging and Packaging Waste Directive



Strong commitment from the industry to use recycled polymers

Selected global commitments (non-exhaustive)



"Our ambition is to use 1 million tons of plastic waste a year in our global chemical plants by 2025"

1 million tons



"Produce and market 2 million tons of recycled and renewable based polymers annually by 2030"

2 million tons



"Produce 2 million tons of sustainable (includes recycled and biobased) polyolefins by 2030"

2 million tons



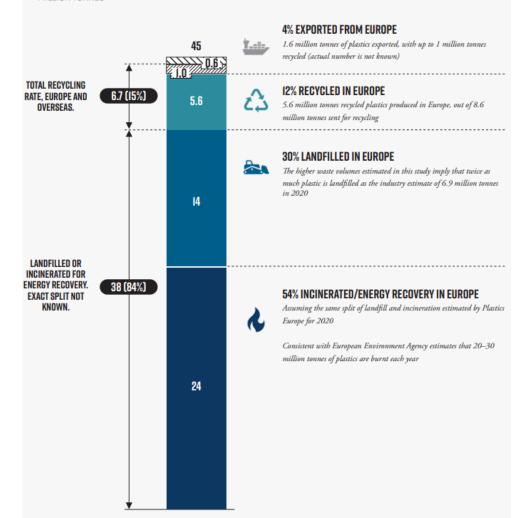
+ others

"By 2030, Dow will enable 1 million tons of plastic to be collected, reused or recycled through its direct actions and partnerships" 1 million tons

TREATMENT OF END-OF-LIFE PLASTICS IN EUROPE, 2020

TREATMENT OF EUROPEAN END-OF-LIFE PLASTICS, 2020

MILLION TONNES



https://materialeconomics.com/publications/europes-missing-plastics

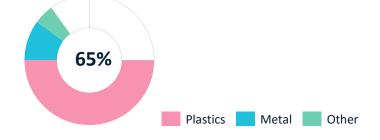
Sorting is essential for a circular economy



Waste sorting segment

Recover materials for recycling from both source separated and mixed household waste

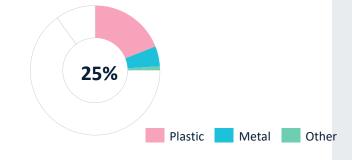
Segment share of installed base



Recycling segment

Upgrade material to pure fractions for high quality recycling

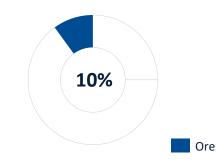
Segment share of installed base



Ore sorting segment

Recovery and ore sorting to reduce environmental impact

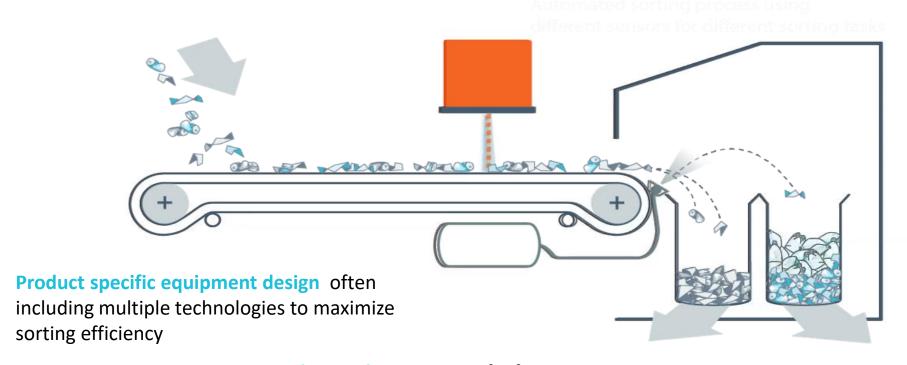
Segment share of installed base



How does sensor-based separation work?

Feeding of unsorted material

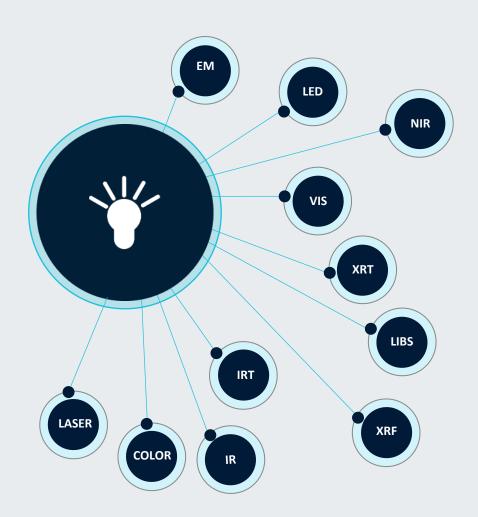
High-tech sensors to identify objects



Precise ejection by ultra fast air jets

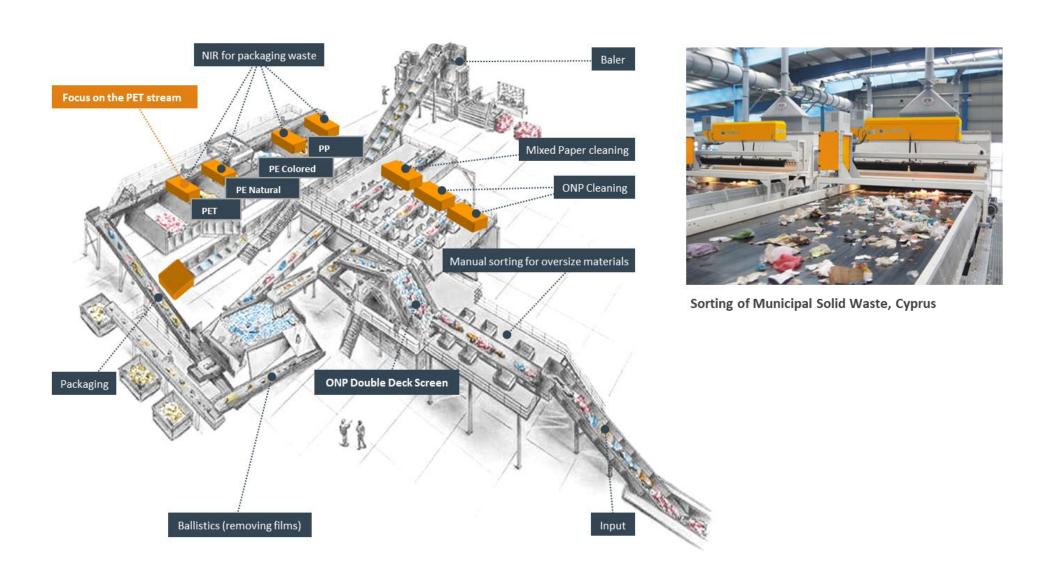
High-speed processing of information (material, shape, size, color, defect, damage and location of objects)

A broad sensor-based technology portfolio



1			
		RECYCLING	FOOD
	ELECTROMAGNETIC SENSOR (EM) Electro-magnetic properties like conductivity and permeability	х	х
	LED SPECTOMETRY (LED) Color and spectral properties based on multiple LED light sources in very high optical resolution	х	x
	NEAR-INFRARED SPECTROSCOPY (NIR) Specific and unique spectral properties of reflected light in the near-infrared spectrum	х	х
	VISIBLE LIGHT SPECTROMETRY (VIS) Specific and unique spectral properties of reflected light in the visible spectrum	х	х
	X-RAY TRANSMISSION (XRT) Atomic density irrespective of surface properties and thickness	х	х
	LASER INDUCED BREAKDOWN SPECTROSCOPY (LIBS) Elemental composition	х	
	X-RAY FLUORESCENCE (XRF) Elemental composition	x	
	INFRARED TRANSMISSION (IRT) Density and shape properties by light absorption		х
	IR CAMERA (IR) Heat conductivity and heat dissipation		х
	COLOR CAMERA (COLOR) Color properties measured in very high optical resolution	х	X
	LASER REFLECTION/FLUORESCENCE (LASER) Structural, elemental and biological properties by reflection, absorption and fluorescence of laser light	х	х

Automation with TOMRA units



Our solutions enable recovery of recyclables from different waste streams

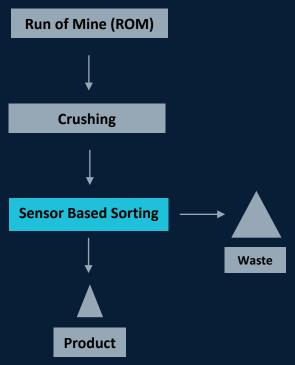


A modern packaging sorting plant can contain up to 60 NIR sorters

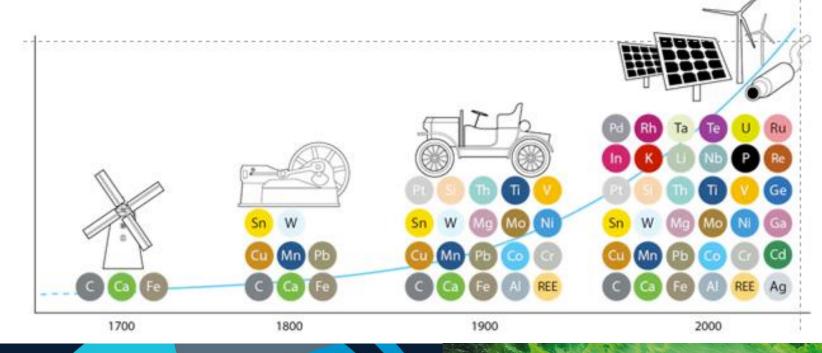
Our solutions can also recover valuables from residual waste streams

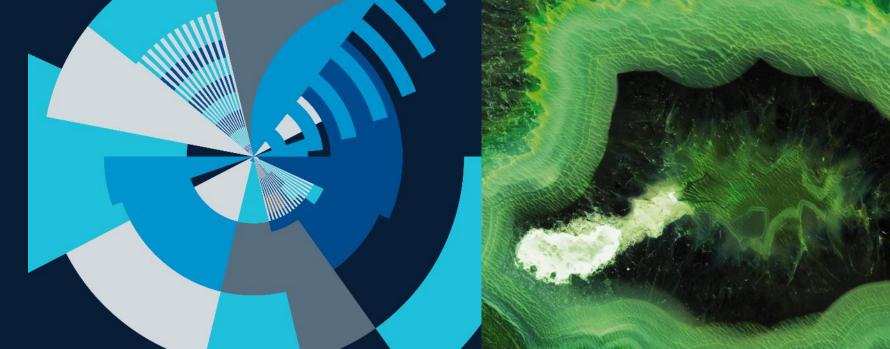


The essential nature of mining means that the industry needs to make a leap towards a more sustainable future



- 15% to 50% of the ROM can be rejected in an early stage of the process (application dependent)
- low grade waste rocks don't need to be transported, crushed, grinded, or further treated





Our ore sorting solutions enable the mining industry to reduce their footprint

Ore sorting is used to:

- Reduce operational footprint by splitting the "good" and the "bad" materials early in the process
- Extend the lifetime of a mine
- Reclaim valuables for stockpiles

VALUE-ADD:						
EFFECT OF SENSOR-BASED SORTING (SBS)	ENVIRONMENT	COST & PRODUCTIVITY	SAVINGS			
Decreased energy consumption (Transport, pumping & dewatering, disposals)	✓	✓	15 kWh saved per ton of material 2% to 3% of the world energy consumption is used for crushing, screening and milling			
Decreased water consumption (Cooling, transport in the process)	✓	✓	3 to 4 m³ water saved per ton of material			
Reduced carbon footprint	✓	✓	 CO2/Green counter, 7.5 kg per ton of material sorted TOMRA Sorters saved ~124,000 metric tons of CO2 in 2018 			
Decreased Transport cost		✓	Costs down €0.30/ton/km			
Chemical usage decrease (Flotation reagents, acid for leaching and cyanide)	✓	✓	A few grams up to a few kilos per ton			
Reduced tailings (fine particles)	✓	✓	3 m³ tailings volume per ton (2 m³ material plus 1 m³ water)			
Productivity increase (De-bottleneckconventional process)		✓	Per ton of waste 1 additional ton of ore production			
Lifetime of Mine increased	✓	✓	30-50% longer life of a mine			
Waste into value (Create sellable product)	✓	✓	The coarse waste rejected can be sold (for a low price)			
Legislation		✓	Up to 3 years quicker approvals			
Reduced cut-off grade (Higher dilution in the mine, process marginal dumps)		✓	30-50% more reserves			

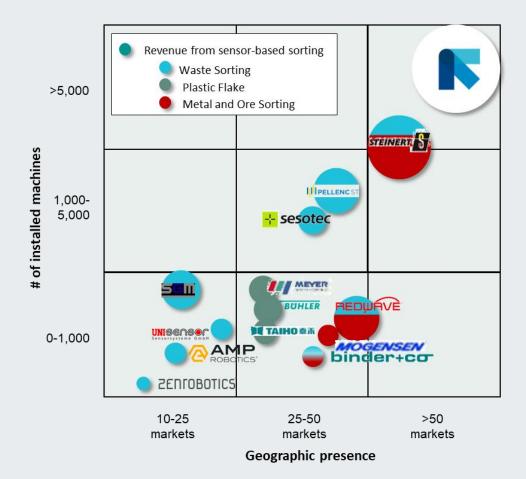
Our technology and innovations continue to push the boundaries of the recycling sorting market

New segments for automated sorting

Increase of automation and performance

Capacity growth

Recycling sensor-based sorting equipment market



Our solutions close the loop by enabling high quality recycling



Plastics

We are actively pushing the boundaries of plastics recycling by:

- Demonstrating advanced mechanical recycling
- Supporting chemical recyclers







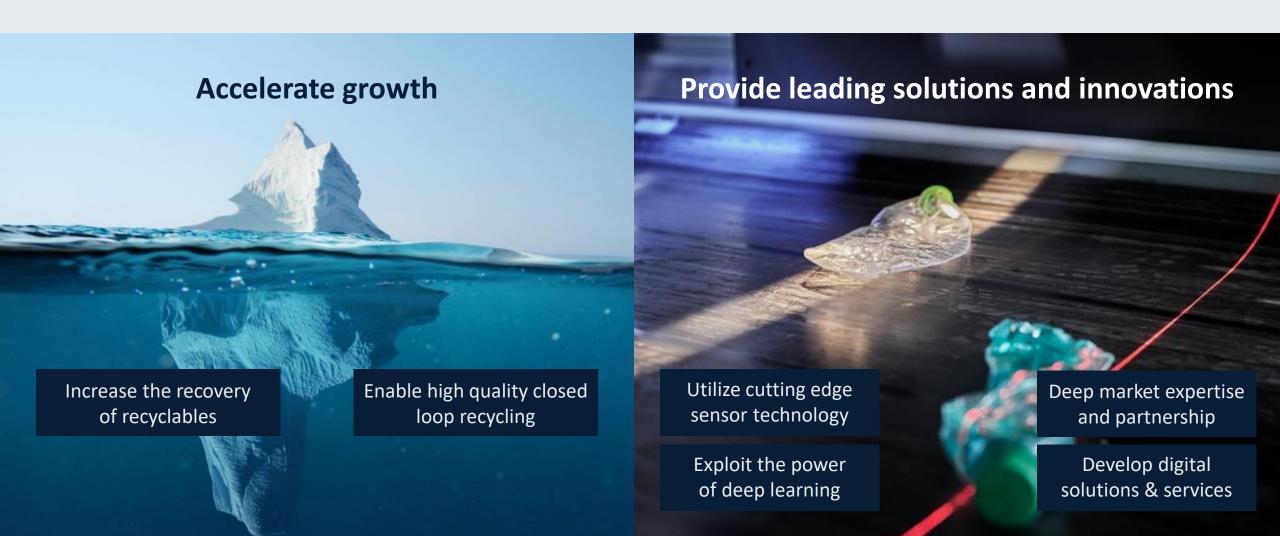
Wood sorting

Textile sorting

Alloy sorting

We are investing into the development of solutions for new segments

We have two strategic priority areas



We are here to enable closed loop recycling solutions - material stream by material stream

Our commitment towards plastic packaging by 2030

30%

of post-consumer plastic packaging is recycled in a closed-loop



TOMRA Food



TOMRA Food

Transforming global food production to maximize food safety and minimize food loss by making sure Every Resource Counts™.

Currently, **33%** of all food produced is either lost or wasted

By 2050, a global population of **9.8 billion**will need **70%**more food than is consumed today

We have ambitions to enable a post-harvest food loss reduction of 50% by 2030



Robust drivers supporting the market Population growth and rise of the middle class **Continued loss** and waste of food Shift to automation and digital tools North America, Europe Latin America Asia and Oceania and South Africa Cyclical investments in different categories, regions and seasons



Potential

TOMRA Food with a strong value proposition



Why TOMRA

Know-how

Expertise to transform the food industry

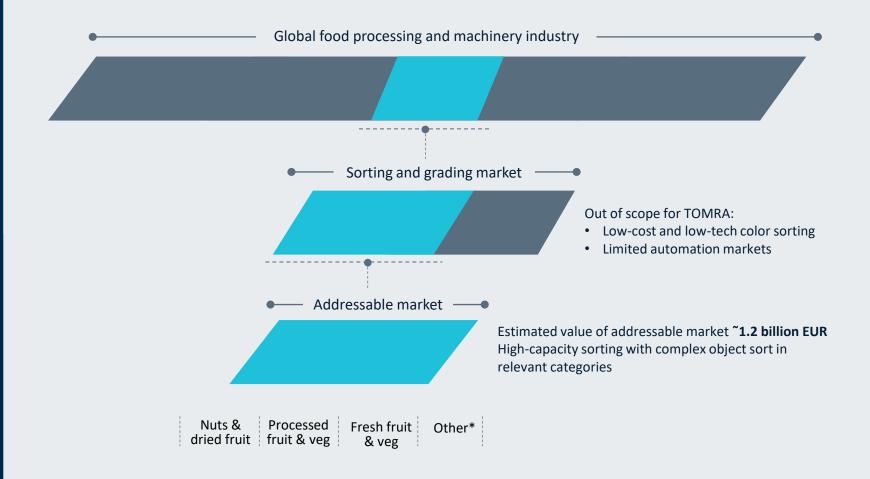
Technology

Best-in-class sorting and grading solutions, and digital insight Partnerships

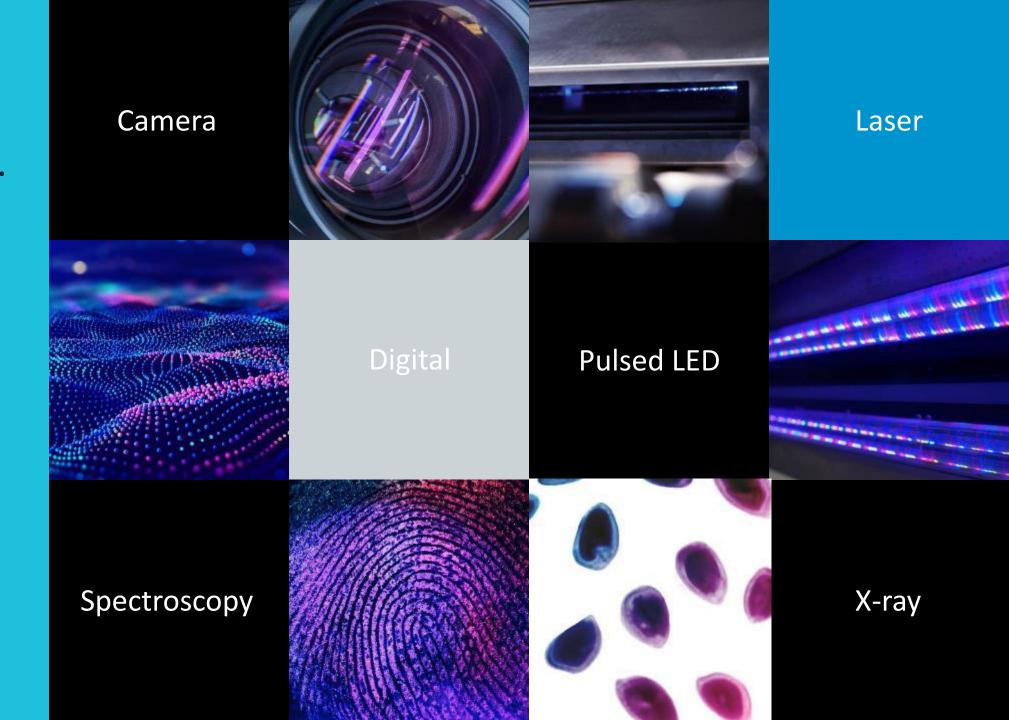
With local understanding, global know-how and long-term relationships

We are addressing approximately 60% of the total food sorting and grading market

Market position and addressable market



Our Technology...



...are detecting a wide range of parameters



Foreign Material

Removal of foreign material in a material stream, e.g. insects, glass, metal, wood & plastics



Blemishes

Objects with spots or other (small) blemishes are removed



Toxins

Removal of produce contaminated with aflatoxin



Structure

Removal of soft, molded or rotten food



Biometric Characteristics

Sort based on chemical composition such as water, protein content, sugar content (Brix) and dry matter



Shape & Size

Sort on length, width, diameter, area, broken-piece recognition



Color

Grading by color or removal of discolorations in mono- and mixed-color material



Defects

Removal of visible and invisible small and substantial defects



Damage

Broken, split and damaged objects are detected and removed



Fluo

Based on the chlorophyll level present in produce defects are removed



Density

Detection of density differences

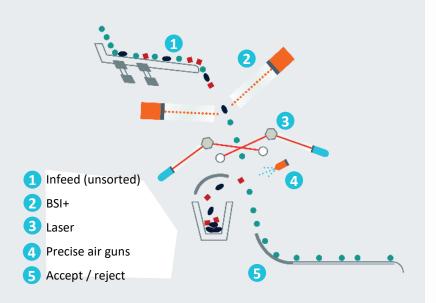
Visible

Invisible

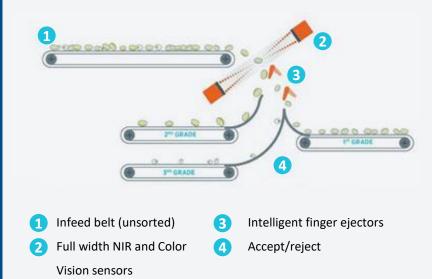
Both

Working principles in Food sorting

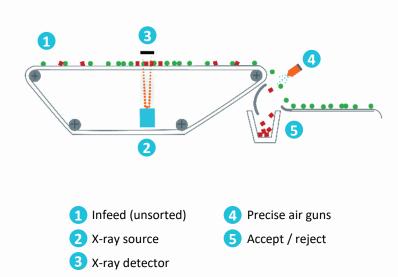
Chute or Channel sorter



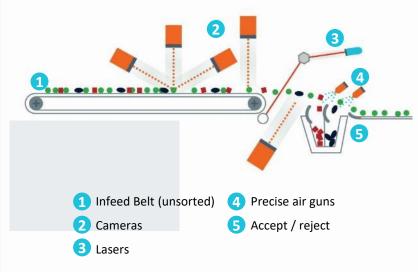
Air inspection



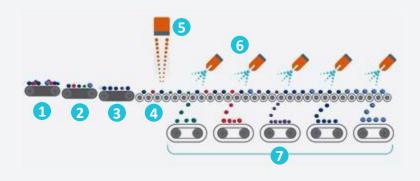
Xray sorter



Belt inspection



Singulated grading



- 1 Accumulation conveyor
- 2 Singulation conveyor
- 3 Acceleration conveyor
- 4 Roller rotation units
- 5 Cameras and NIR sensors
- 6 Gentle tipping or air jets
- 7 Specified grade

Food technology platforms

Solutions for fresh and processed produce



Integrated sorting solutions for fresh produce

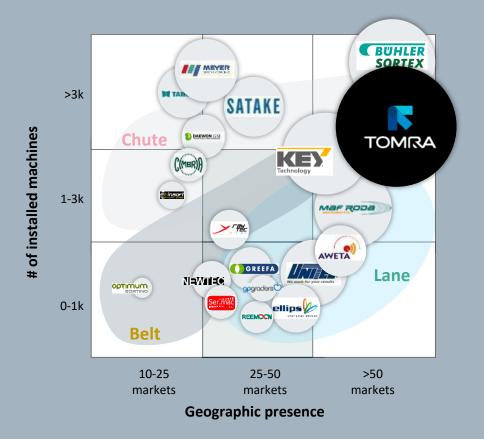


Leading position globally

Total Food Sorting and Grading Market

Addressable Food market

TOMRA 2022: ~0.4 EUR billion



Food Categories

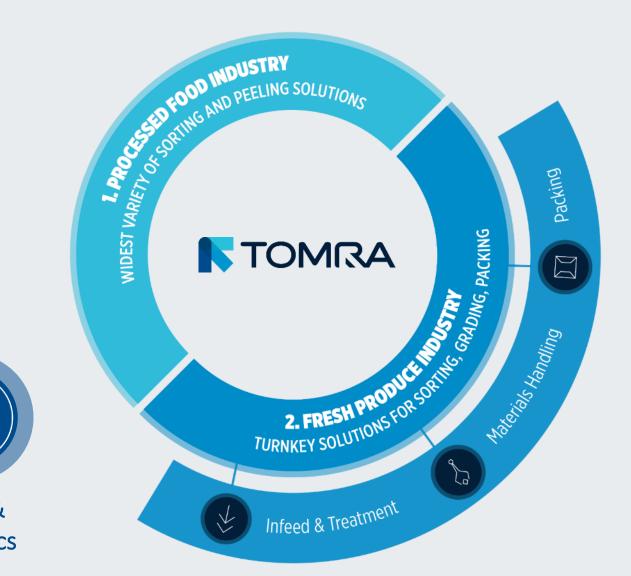




Leading technology









Artificial Intelligence



Data & Analytics



Service & Support

Some of our customers

Processed Food



Nomad Foods











Fresh Food













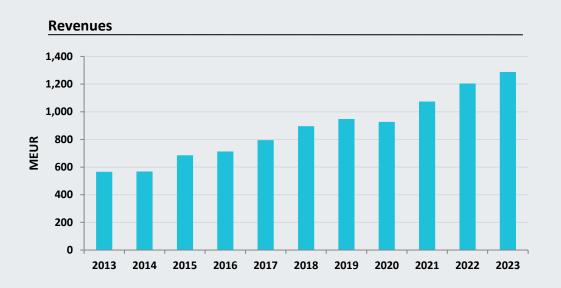


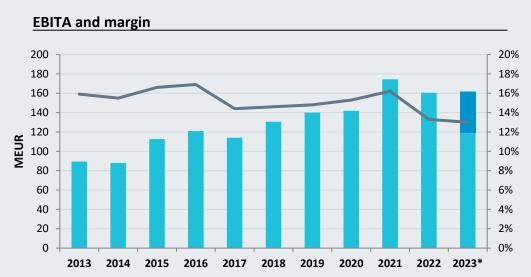


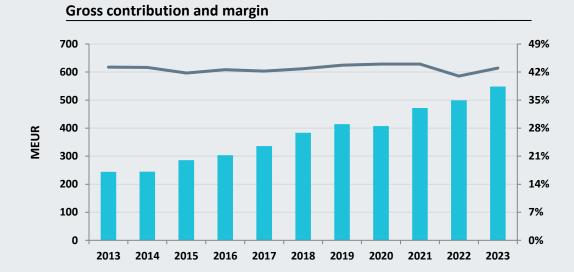


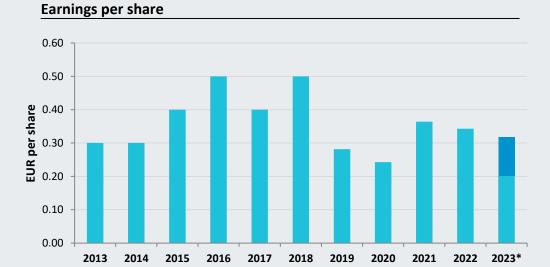


Group financials development









^{* 2023} EBITA, EBITA margin, and EPS is adjusted for one-off costs related to the cyberattack and restructuring costs in FOOD



TOMRA's strategy is to



Develop adjacent business through

TOMRA Horizon

We explore and scale up new adjacent business opportunities and alternative business models that leverage our technology and decades of know-how to

- accelerate growth
- diversify our business
- creating value for customers, shareholders, and society for generations to come



TOMRA Feedstock

TOMRA is investing into two advanced Feedstock sorting plants

Germany

- 100% TOMRA owned
- EUR ~ 50-60 million
- Capacity ~ 80.000 tons p.a.
- Output: >10 different polymer fractions
- Operational end of 2025 est.
- 10-15% IRR target¹

Norway



- Joint Venture 65% TOMRA / 35% Plastretur
- EUR ~ 32 million TOMRA investment
- Capacity ~ 90.000 tons p.a.
- Output: 8 different polymer fractions
- Operational in 2025 est.
- 15-20% IRR target¹

Long-term offtake agreements signed with industry leaders

TOMRA will provide stable supply of high-quality feedstock for chemical and mechanical recycling



Feedstock produced by TOMRA will be processed at OMV's ReOil recycling plants in Austria.



Feedstock produced by TOMRA will be processed at Borealis' mechanical recycling operations in Europe for Borcycle M products.

Additional offtake agreements are in place. In total, over half of the output from TOMRA's German Feedstock plant has offtake agreements secured.

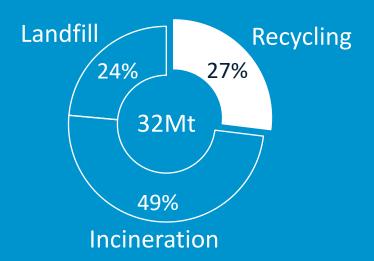


1. FCF calculation (post tax). No debt financing. Timeline of 25 years.

More plastics in Europe need to be recycled

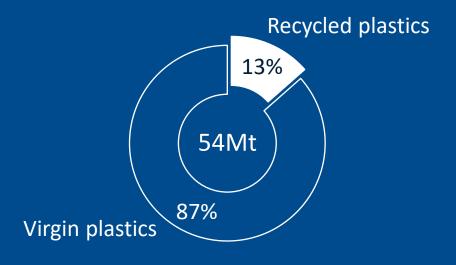
Too little plastic waste is being recycled

Post-consumer plastics waste treatment in Europe



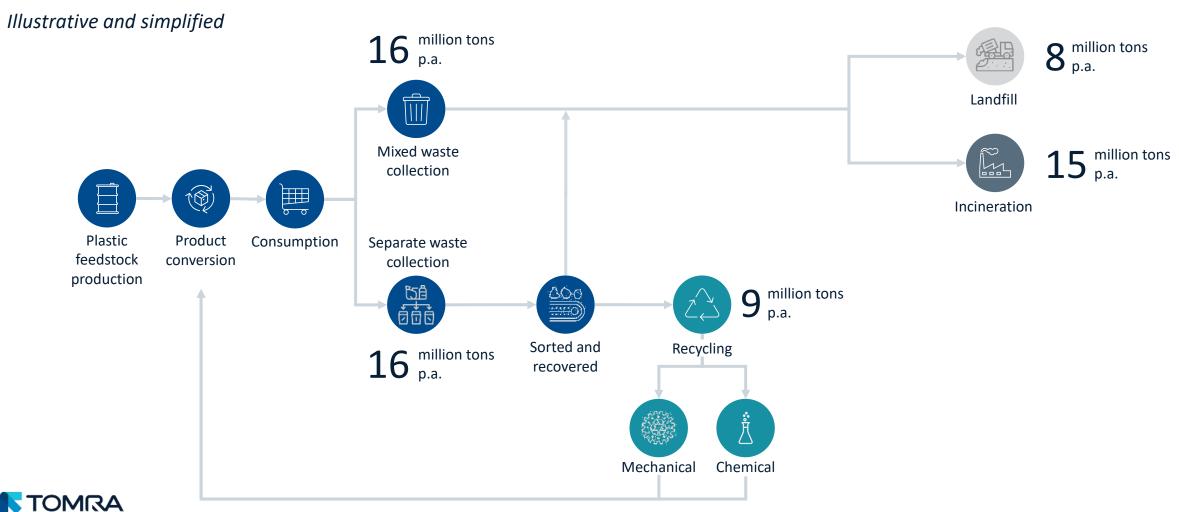
Too little recycled plastics is used in new products

Source of plastics converted into new plastic products in Europe

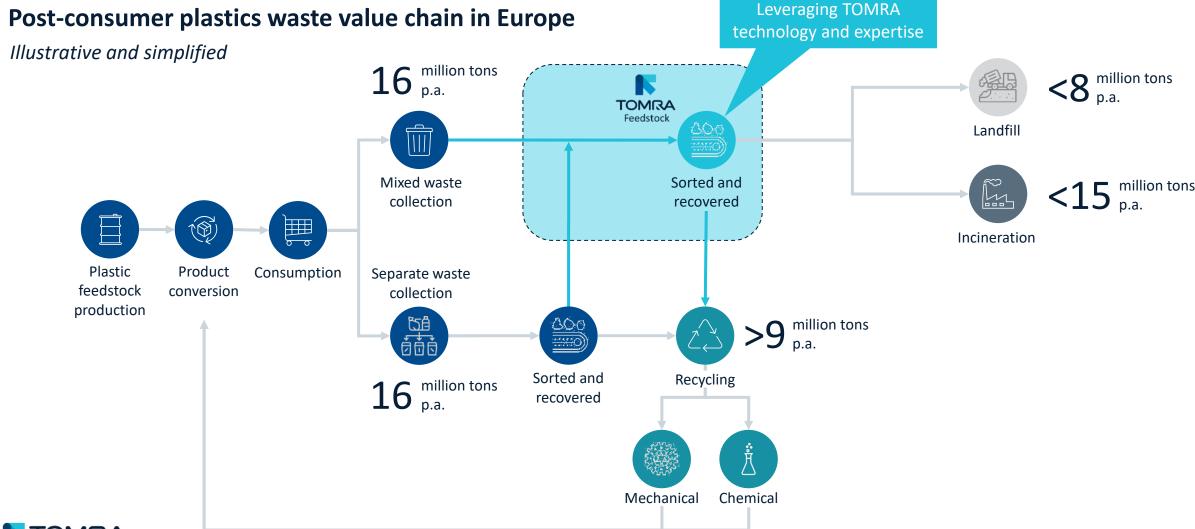


Only half of post-consumer plastics waste is separately collected and sorted for recycling

Post-consumer plastics waste value chain in Europe



A new advanced sorting step in the value chain can enable circularity of millions of tons of plastic waste



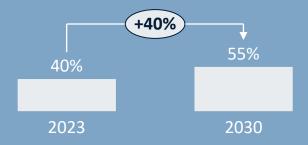
Supporting drivers across the value chain for circular plastics



Regulatory push for more plastics recycling

Creating supply and demand for recycled plastics

EU PPWD requires plastics packaging recycling rate to increase by 40%



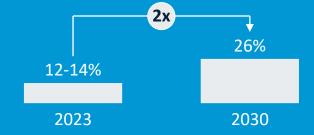
Additional relevant regulatory frameworks: EU Plastic tax, PPWR (proposed), Carbon taxes, EU Waste Framework Directive



Industry committing to GHG emission reduction

Creating demand for recycled plastics

Global brands target a doubling of recycled content in products by 2030 to save GHG emissions

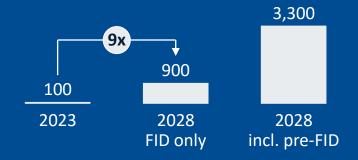




Chemical recycling capacity is increasing

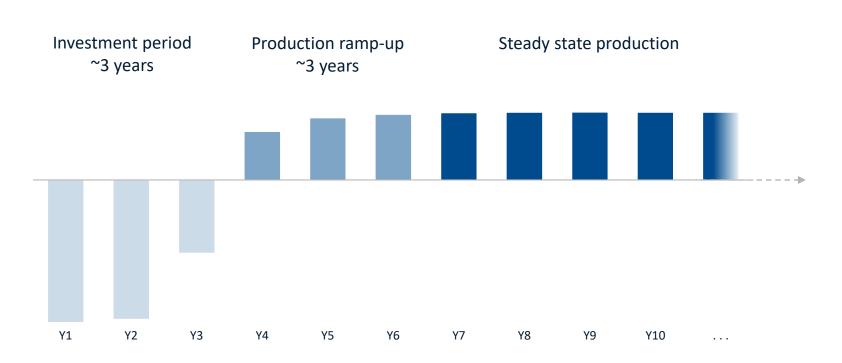
Creating demand for recyclates

Total installed input capacity growth in chemical recycling in Europe, thousand tons



TOMRA Feedstock offers an attractive alternative business model for long-term value creation

Illustrative cash flow profile for a large-scale greenfield plant



Note: All figures are based on a generic plant. The actual economics of plants will vary and depend on specific circumstances in the setup.

1) After tax, no debt. Standard FCF calculation.

- 2) Increases over time as depreciation decreases.
- 3) Pricing risk on different polymer fractions may be managed through offtake agreements.

Incoming waste is typically subject to

EUR 30-60 / ton gate fee

Sorting and recovery 70-80 % yield

Output

8-15

polymer fractions

(commoditized and non-commoditized³)

Payback period ~ 8-9 years



Target IRR¹ > 15% on projects

EBITA

~ 18 %

in steady state²

ROCE > 15 % in steady state²

TOMRA Reuse



29 machines



Another
50,000

Being delivered in February



Over **40** cafés and eateries participating

Users pay

5DKK

deposit which is refunded upon return to RVM



TOMRA investing

15 million NOK

in Aarhus pilot



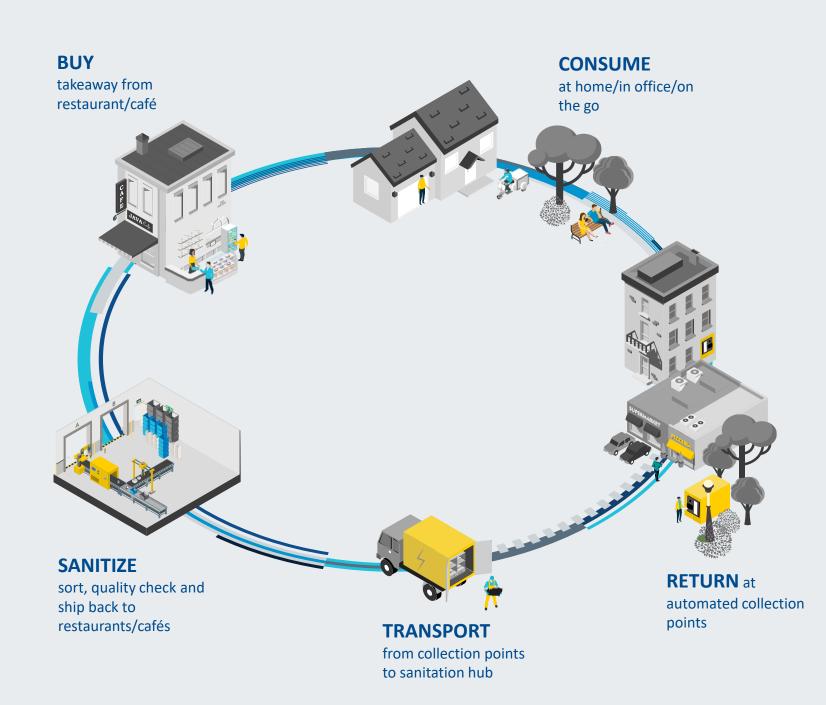
Circulation fee (on par with single use)



Rotations required to capture GHG savings

The Rotake system

TOMRA Reuse is developing a full circular value chain and an open managed system to enable reusable takeaway packaging with collection technology at the core



Reuse enabled by technology



Automated collection points for user convenience, scalability and seamless deposit refunds





Reuse addresses the growing problem from increased waste and GHG emissions stemming from single-use packaging



In Europe alone, it is consumed up to ~25bn1 in takeaway containers each year...

80 million

Tons of waste annually from packaging²

Up to 50%

Food and beverage containers in public waste bins in cities³



...creating substantial market opportunities for players like **TOMRA Reuse...**

~1bn

55-75%

reusable cups / containers⁴ in 15 EU cities with population of >1m

Est. annual no. of units of GHG savings from shifting to reusable cups and food containers⁵



...relying on key drivers materializing to ensure system scalability and profitability



Regulatory support through bans / incentives



Convenient design to ensure high adoption and return rates

^{1.} Estimate based on Denmark's Ministry of Environment and Food's report "Markedsanalyse og kortlægning af engangsplastprodukter og deres Alternativer" and study of "Environmental impacts of takeaway food containers" 2. Eurostat (2023) 3. Measured in weight, based on a study from Aarhus Municipality 4. Assuming total population of 30-40 million. 50% adoption rate and 98% return rate. ~50 units consumed / capita (from sources listed in footnote #1). 5. Assessing Climate Impact 2023, Eunomia

TOMRA Textiles

TOMRA Textiles

Automated sensor-based sorting enables accurate sorting of mixed textile materials into high-purity single material products, to suit different recycling technology feedstock requirements.

Fiber-to-fiber recycling is immature. Closing the recycling loop requires building a new circular textile value chain. As an innovation leader in automated textile sorting, we collaborate with governments and the value chain for policy to scale up infrastructure for traceable textile collection, sorting, reuse and fiber-to-fiber recycling.









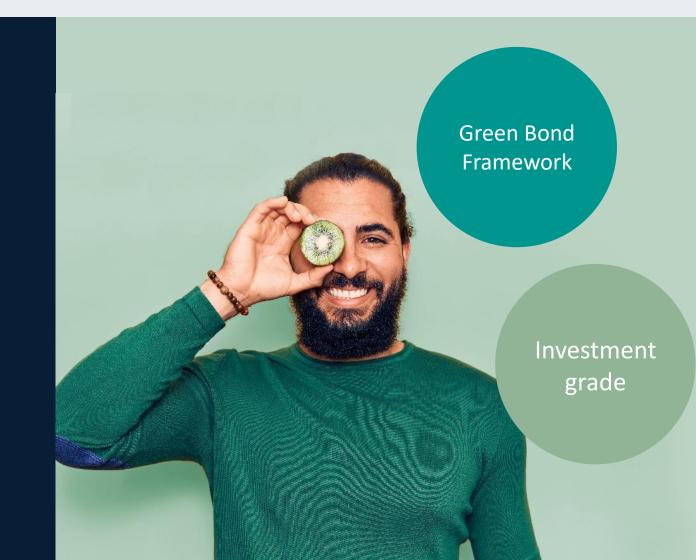
Our ambition is to keep an investment grade status



Financial Risk Profile

A

Business Risk Profile
BBB+



TOMRA Green Bond Framework





Use of proceeds

ICMA category: Pollution prevention and control

Expenditures related to:

Examples of eligible assets:

Collection, sorting and processing of beverage containers

- Manufacturing, installation, maintenance, and operation of reverse vending machines (RVMs)
- Sorting and processing facilities
- R&D related to the development and design of RVMs
- Collection systems for reusable packaging
- Outreach to raise awareness and support for deposit return schemes

Recovery and upgrading of valuable materials from waste streams for recycling

- Software development for waste sorting machines
- Assembly lines for manufacturing of sorting machines
- R&D to improve performance or enable sorting of new types of materials (e.g., textiles)
- Investments in the sorting and processing of postconsumer materials

Minimizing the carbon footprint of operations

- · Renewable energy equipment
- Clean transportation
- R&D to increase the use of sustainable materials

Highlights form Cicero Second Party Opinion

"TOMRA's RVMs and waste sorting machines are **well-aligned with circular economy** solutions and a low-carbon future"

By improving material recovery for recycling and reuse, TOMRA's RVMs and waste sorting machines are an **important contribution to the climate transition**, a more circular economy, and improved waste management"

"RVM solutions have the potential to limit climate emissions, local pollution, and harmful biodiversity impacts"

"TOMRA has significantly strengthened its sustainability strategies"

"The overall assessment of TOMRA's **governance structure** and processes gives it a rating of **Good**."





Dark Green is allocated to projects and solutions that correspond to the long-term vision of a low-carbon and climate resilient future.



Our sustainability targets



Double the avoided emissions enabled by TOMRA products in use.

Enable the global rate of plastic packaging collected for recycling to reach 40% and 30% closed loop recycling.

Enable post-harvest food loss reduction of 50%.

Collect 500 billion used beverage containers annually for Clean Loop Recycling.*

Commitment to Net Zero emissions and setting Science Based Targets (to be externally verified in 2024).

100% renewable electricity.

>80% reduction in operational transport emissions.

>90% sustainable materials and components in all new products.

>50% of our products are circular at their end of life.

Grow female representation in senior management to >30%.

Improve employee satisfaction with top quartile NPS score.

Strive for zero work-related injuries and illness in providing a safe place for people and the environment.*

Attract diverse talents from all facets of humanity, with a goal of 50% women and men joining annually.*

Please note the Supply Chain Sustainability targets are in the process of being defined.

*This is an aspirational goal, not bound by the 2030 target timeline.





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