



1st quarter 2025 results announcement

TOMRA Systems ASA

7 May 2025

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Quarterly highlights





Financial highlights

Revenues	<ul style="list-style-type: none">• Total revenue of 306 MEUR (291 MEUR in 1Q 2024). Compared to 1Q 2024 revenues were:<ul style="list-style-type: none">- Up 5% for TOMRA Group- Down 2% in Collection- Down 1% in Recycling- Up 16% in Food
Gross margin	<ul style="list-style-type: none">• Gross margin at 43% (40% in 1Q 2024)<ul style="list-style-type: none">- improved margin in Collection and higher volumes and cost savings in Food
Operating expenses	<ul style="list-style-type: none">• Operating expenses of 104 MEUR (101 MEUR in 1Q 2024, adj. for special items)
EBITA	<ul style="list-style-type: none">• EBITA of 26 MEUR (15 MEUR in 1Q 2024, adj. for special items)
Special items	<ul style="list-style-type: none">• No one-off items. (-1.6 MEUR in 1Q 2024 related to Food restructuring)
Cash flow	<ul style="list-style-type: none">• Cash flow from operations of 65 MEUR (19 MEUR in 1Q 2024)
Order intake and backlog	<ul style="list-style-type: none">• Recycling order intake of 61 MEUR (73 MEUR in 1Q 2024) and order backlog of 122 MEUR (125 MEUR in 1Q 2024)• Food order intake of 87 MEUR (76 MEUR in 1Q 2024) and order backlog of 125 MEUR (118 MEUR in 1Q 2024)



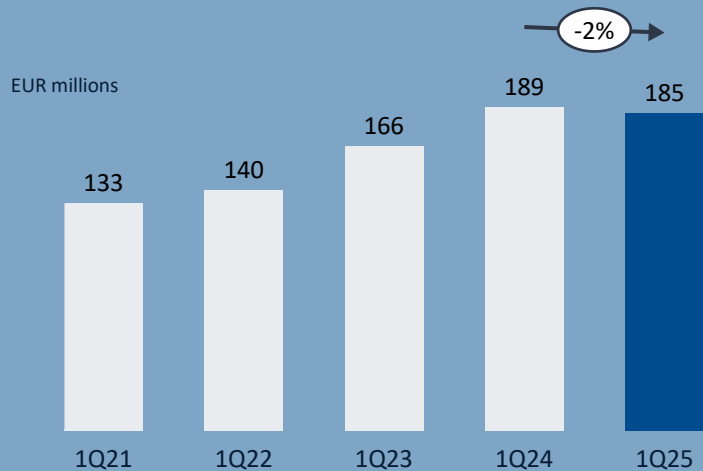
Collection Business update

- Revenue growth in all regions except Europe (ex Northern) where 1Q24 was a particularly strong comparable quarter due to Romania, Hungary and Ireland DRS launch.
- New markets: Slow down in Austria after DRS launch on 1 January 2025; record strong revenues in Romania.
- Existing markets: Continued good growth from expansions and new technology.
- Continued gross margin and EBITA margin improvement.
- Successful Tasmania DRS launched on 1 May 2025

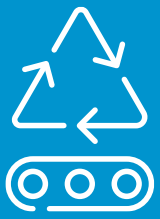


DRS launch in Tasmania on 1 May 2025

Stable revenues despite lower new market activity



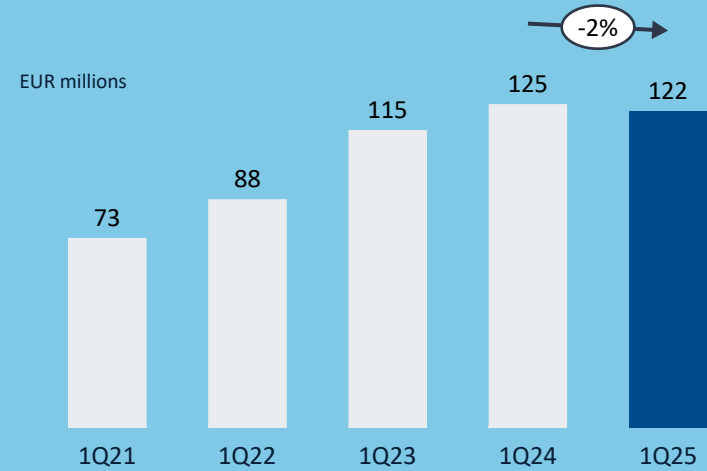
- Poland – 1 October 2025**
In an amended act, Poland set a new commencement date for their deposit return system to 1 October 2025 ([link](#)).
- Greece – 1 December 2025**
In February 2025, secondary DRS legislation was signed into law by the Minister of Environment and the Minister of Economy ([link](#)). 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' ([link](#)).
- United Kingdom – October 2027**
In January 2025, the UK government passed a DRS law for England and Northern Ireland ([link](#)). Scotland is in process of aligning its legislation accordingly. On 6 May 2025, UK DMO was announced as the system operator ([link](#)).



Recycling Business update

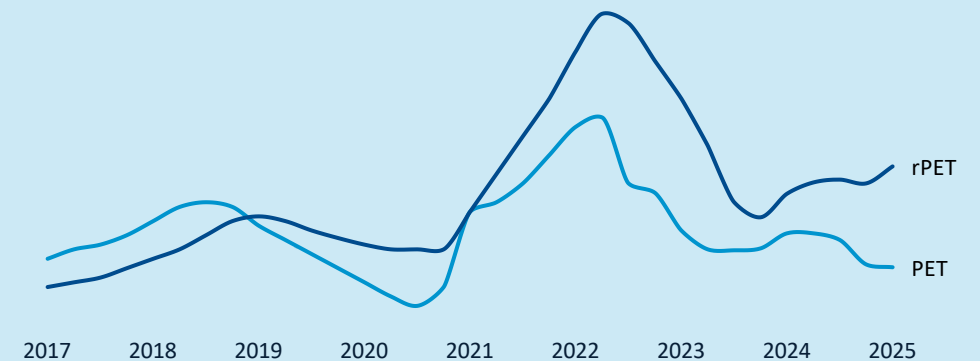
- Revenues in line with 1Q24, after record high activity in 4Q24.
- Low order intake in the quarter, but order backlog remains solid.
- Continued growth in service and positive momentum continues in metals recycling.
- European plastics recycling market remains soft and macroeconomic uncertainty is delaying customers' investment decisions.

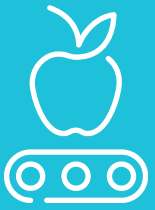
Solid order backlog



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

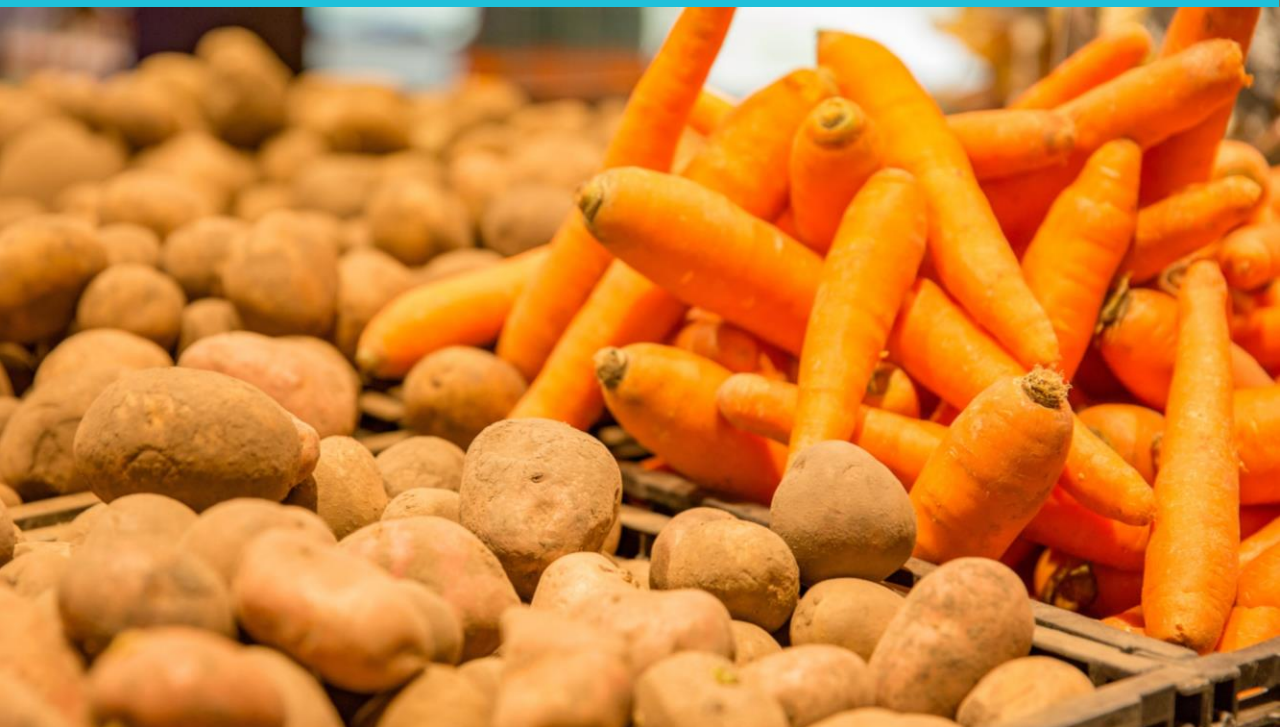
PET = virgin-derived polyethylene terephthalate
rPET= recycled polyethylene terephthalate (comparable to virgin PET)



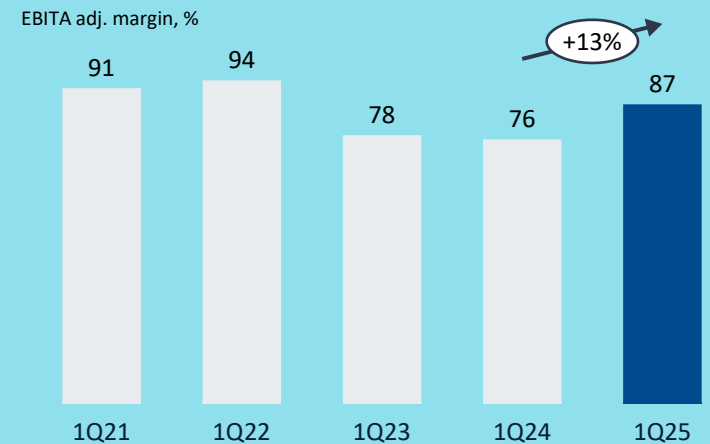


Food Business update

- Strong quarter with revenue growth in Europe and South America.
- Profitability improving according to plan.
- Strong quarterly order intake driven by vegetables and potatoes.
- Improving market sentiment, but macroeconomic uncertainty may impact customers' investment sentiment.



Strong order intake growth of 13%





Horizon Business update

- TOMRA Feedstock: Norwegian plant has been named "Områ" and is now in its commissioning phase.
- TOMRA Reuse: Continued piloting, product and business development ongoing.
- C-trace: contract signed with OLO Bratislava to bring next-level digitalization to the city's waste collection through integrated RFID tracking, fleet management, and automated route planning.

TOMRA Reuse



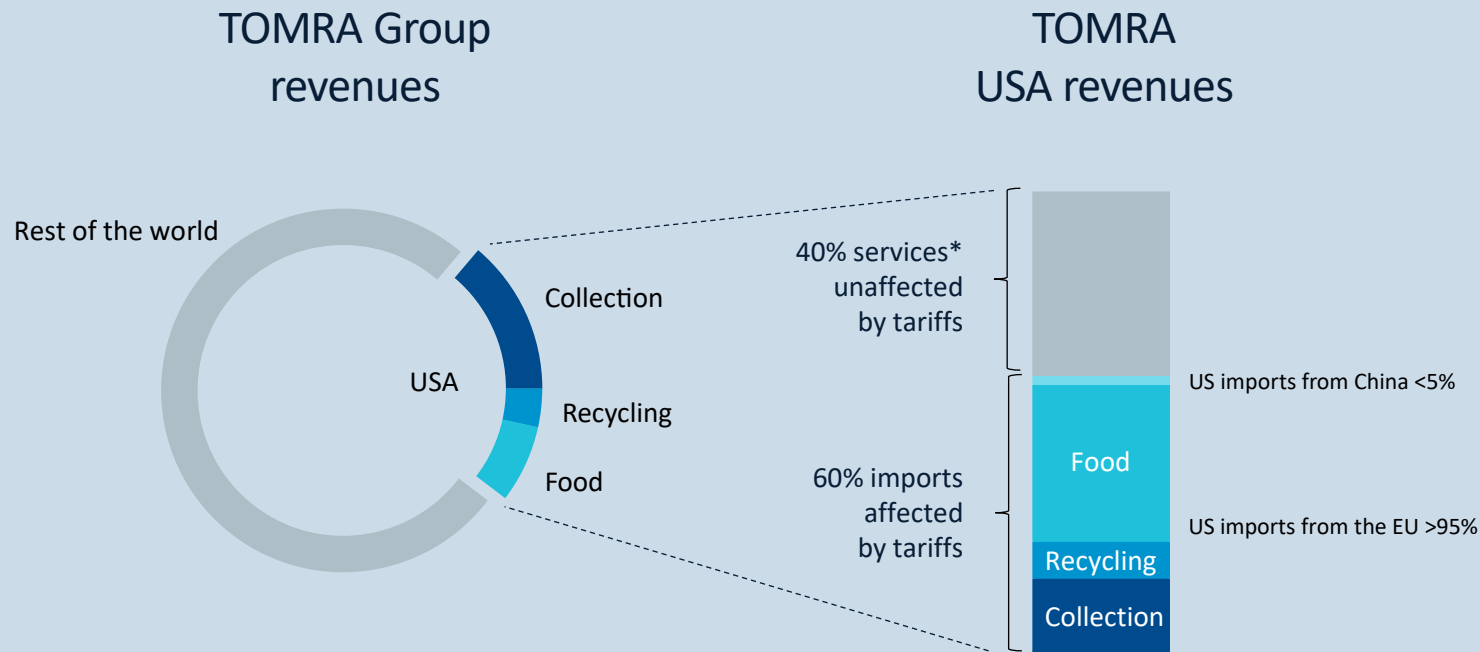
 **C-trace**
Contract signing with
OLO Bratislava

TOMRA Feedstock

Norwegian plant Områ



Tariff update: ~15% of TOMRA Group revenues are exposed to imports of goods to the United States



First order effects - limited

Gross margin shortfall estimated to max 1%-point if EU tariffs go to 20% and China tariffs at 145%. Contractual terms with customer regulate risk burden in backlog.

Second order effects

Growth risk

Tariff uncertainty and lower GDP growth may reduce and delay Recycling and Food customers' investments. TOMRA's global customer base and diversified segment exposure balances growth risk. Collection is deemed to be largely unaffected.

FX risk

A strengthening/weakening of EUR toward other currencies of 10% would normally decrease/increase EBITA by ~5%. A currency hedging strategy is in place for future predicted cashflow to mitigate effects.

Opportunities

Focus on supply security and reduced global trade increases the need for more recycled material and other circular solutions. Changes in trade flows of food creates new export markets which drive demand for food grading and sorting.

* Services including Throughput and Material Recovery

Financials and outlook



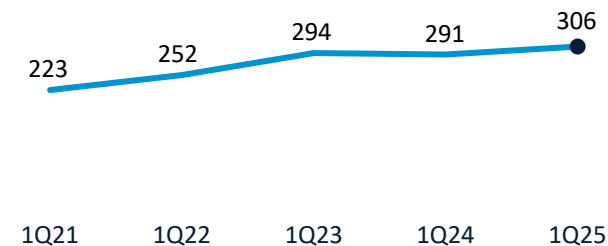
Group P&L Highlights

	1st Quarter	
<i>Amounts in EUR million</i>	2025	2024
Revenues	306	291
Collection	185	189
Recycling	46	46
Food	70	60
Gross contribution	130	117
<i>in %</i>	43%	40%
Operating expenses	104	101
EBITA, adj.	26	15
<i>in %</i>	8%	5%
Special items*	0	-2
EBITA	26	14
<i>in %</i>	8%	5%

* Food restructuring costs

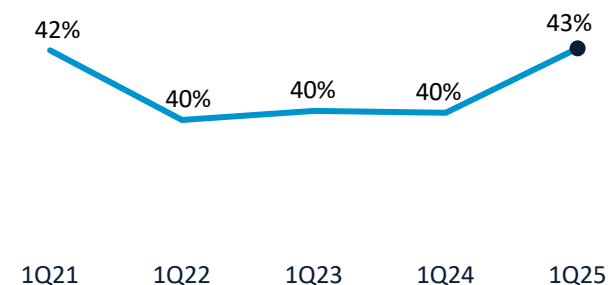
Revenues

[EUR millions]



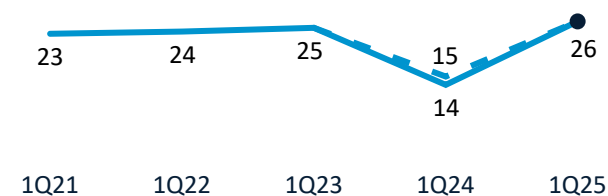
Gross margin

[% of Revenues]



EBITA (and EBITA adj.)

[EUR millions]

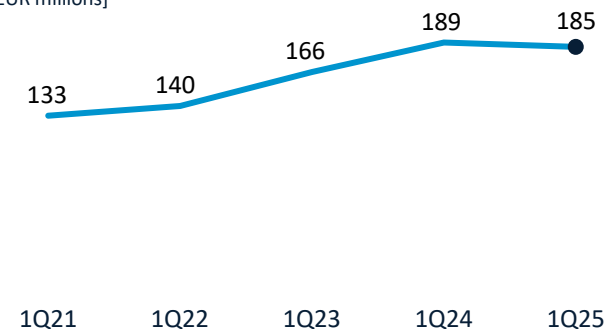


Collection P&L Highlights

	1st Quarter	
<i>Amounts in EUR million</i>	2025	2024
Revenues	185	189
Northern Europe	27	24
Europe (ex Northern)	83	97
North America	47	43
Rest of the world	29	25
Gross contribution	76	76
<i>in %</i>	<i>41%</i>	<i>40%</i>
Operating expenses	46	45
EBITA	30	30
<i>in %</i>	<i>16%</i>	<i>16%</i>

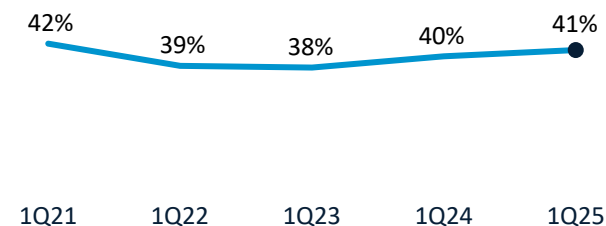
Revenues

[EUR millions]



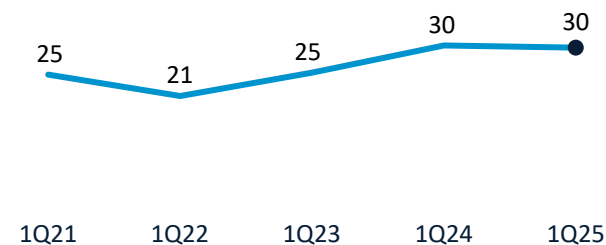
Gross margin

[% of Revenues]



EBITA

[EUR millions]

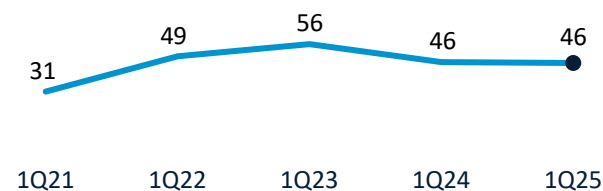


Recycling P&L Highlights

	1st Quarter	
<i>Amounts in EUR million</i>	2025	2024
Revenues	46	46
Europe	25	21
Americas	8	15
Asia	9	7
Rest of the world	4	3
Gross contribution	20	22
<i>in %</i>	<i>45%</i>	<i>48%</i>
Operating expenses	21	21
EBITA	-0	1
<i>in %</i>	<i>-1%</i>	<i>1%</i>

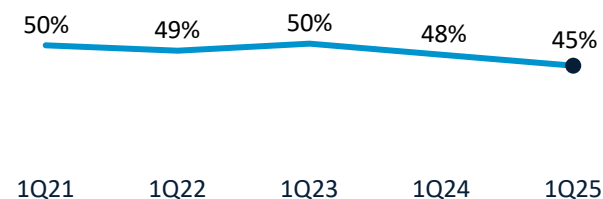
Revenues

[EUR millions]



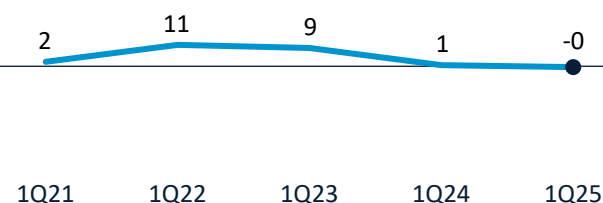
Gross margin

[EUR millions]



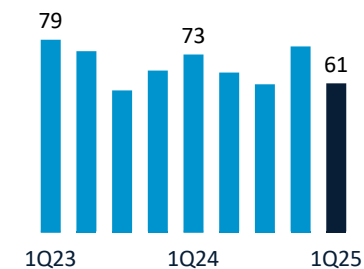
EBITA

[EUR millions]



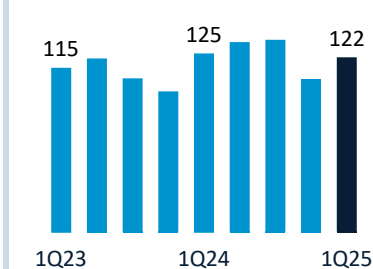
Order intake

[EUR millions]



Order backlog

[EUR millions]



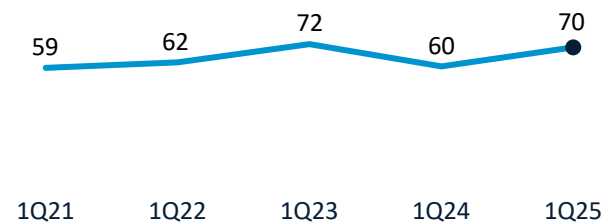
Food P&L Highlights

	1st Quarter	
<i>Amounts in EUR million</i>	2025	2024
Revenues	70	60
Europe	21	16
Americas	34	28
Asia	9	9
Rest of the world	7	7
Gross contribution	31	22
<i>in %</i>	44%	37%
Operating expenses	27	28
EBITA, adj.	3	-6
<i>in %</i>	5%	-10%
Special items*	0	-2
EBITA	3	-7
<i>in %</i>	5%	-12%

*Food restructuring costs

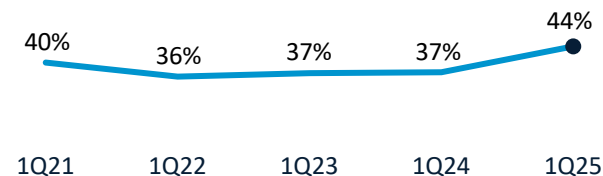
Revenues

[EUR millions]



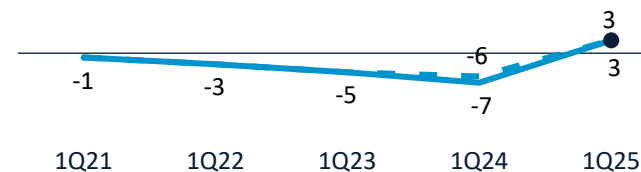
Gross margin

[EUR millions]



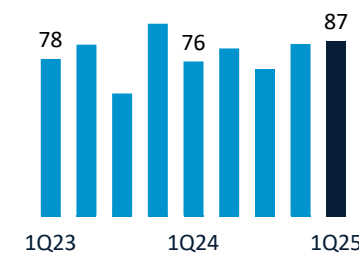
EBITA (and EBITA adj.)

[EUR millions]



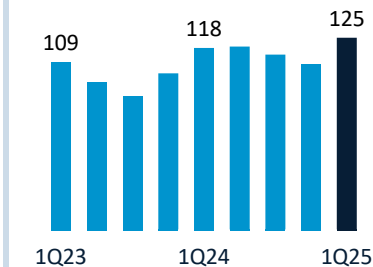
Order intake

[EUR millions]



Order backlog

[EUR millions]



Balance sheet and cash flow

	31 Mar	
<i>Amounts in EUR million</i>	2025	2024
ASSETS	1,647	1,478
Intangible non-current assets	495	404
Tangible non-current assets	370	302
Financial non-current assets	67	63
Inventory	240	253
Receivables	383	361
Cash and cash equivalents	91	95
LIABILITIES AND EQUITY	1,647	1,478
Equity	633	614
Lease liabilities	165	139
Interest-bearing liabilities	344	314
Non-interest-bearing liabilities	504	411

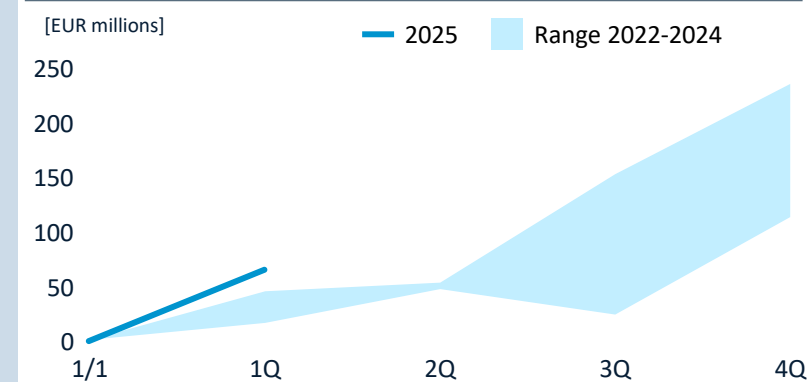
Cashflow from operations

- Cash flow from operations of 65 MEUR in 1Q 2025 (19 MEUR in 1Q 2024)

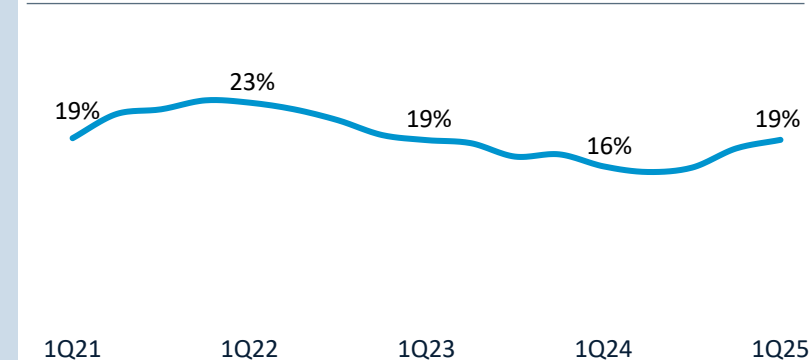
Solidity and gearing

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

Cash flow from operations, YTD



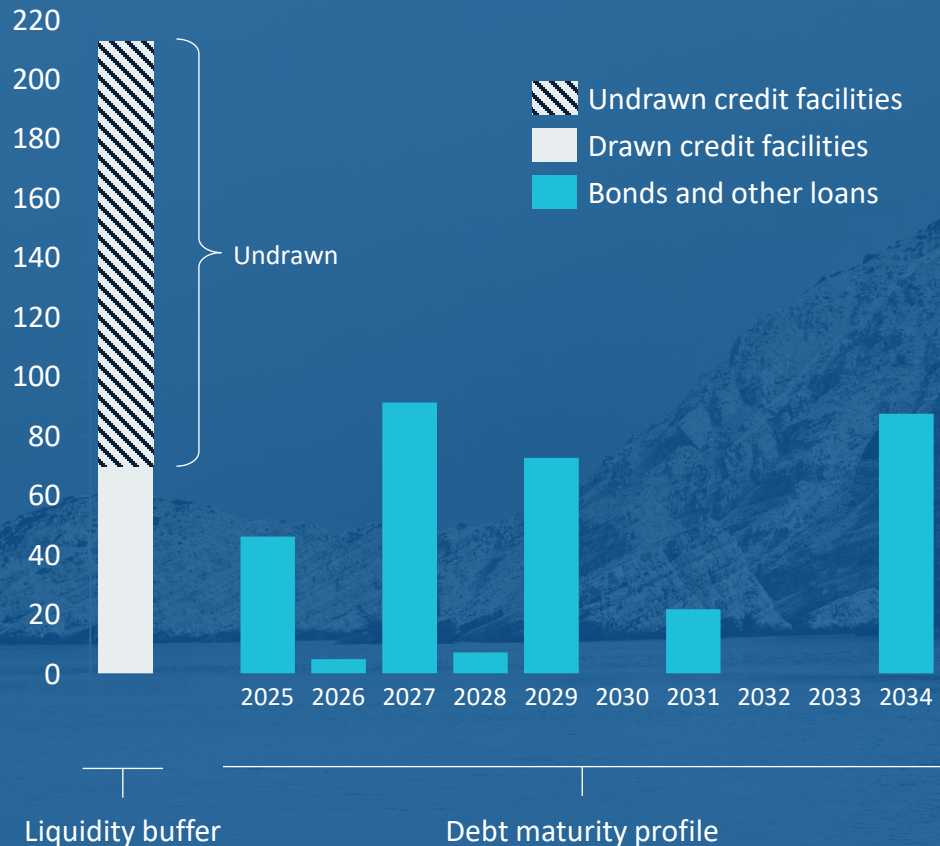
Return on Capital Employed



Financial position

Financing

EUR millions



- RCF of 150 MEUR running until December 2027
- Weighted average debt maturity of 4.1 years
- Bonds include green financing of 263 MEUR and Eksfin financing of 40 MEUR
- Bonds issued in NOK are swapped to EUR
- EUR 143 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 markets and growth in existing 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, increased macroeconomic uncertainty and trade tensions lead to slower short-term growth.• Based on the order backlog at the end of the first quarter, a 50% conversion ratio is estimated to be recognized as revenues in the second quarter.
Food	<ul style="list-style-type: none">• Need for automation and increased quality and safety requirements create opportunities mid and long term.• Improving market sentiment. However, renewed macroeconomic uncertainty may impact customers' investment willingness.• Based on the order backlog at the end of the first quarter, a 75% conversion ratio is estimated to be recognized as revenues in the second 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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