

Third Quarter 2024 Results Announcement

15% increase in EBITA adj. with strong quarter in Collection, good progress on the improvement program in Food, and stable development in Recycling

TOMRA, the global technology leader in sensor-based solutions for optimal resource productivity, announces its financial results for the third quarter 2024.

Revenues for the Group amounted to 326 MEUR in the quarter, an increase of 6% from the third quarter last year. Collection revenues grew 14% to 189 MEUR compared to the third quarter 2023. In Recycling, revenues were down 18% to 59 MEUR compared to the third quarter 2023, in line with the estimated backlog conversion ratio for the quarter. In Food, revenues grew 12% to 78 MEUR compared to the third quarter 2023.

The order backlog in Recycling amounted to record high 134 MEUR, with a significant amount planned for delivery in the fourth quarter. The order intake in Recycling grew 4% to 61 MEUR compared to the same quarter last year. In Food, the order intake grew 20% to 73 MEUR and the order backlog 30% to 114 MEUR compared to the third quarter last year, as the division is recovering from a soft market and is making progress on its improvement program.

Gross margins for TOMRA Group were stable at 43% in the third quarter compared to the same period last year. While gross margin improvements have been made in both Collection (from 40% to 41%) and in Food (from 40% to 43%) compared to the third quarter last year, lower volumes in Recycling translated into a lower gross margin of 51% compared to 54% in the third quarter last year.

Operating expenses in the quarter were 97 MEUR, which is lower than in the previous three quarters but an increase of 1% from 96 MEUR in the third quarter last year. An additional 0.5 MEUR in one-off costs was booked in the third quarter this year compared to 11 MEUR in the corresponding quarter last year.

EBITA, adjusted for one-off costs, was 44 MEUR in the quarter compared to 38 MEUR in the third quarter last year, an increase of 15%.

Earnings per share excluding one-off costs amounted to 0.07 EUR in the third quarter compared to 0.08 EUR in the same quarter last year.

Highlights 3rd quarter 2024

(all comparison figures are from the third quarter last year)

- Revenues amounted to 326 MEUR in TOMRA Group, up 6%
- Revenue growth of 14% in Collection and 12% in Food, and down 18% in Recycling
- Gross margin of 43%, in line with last year
- Operating expenses up 1% to 97 MEUR (ex. one-off costs), but lower than the previous three quarters
- EBITA adj. was 44 MEUR, up 15%
- Cash flow from operations was 99 MEUR, up from -25 MEUR
- Recycling order intake up 4% to 61 MEUR and order backlog growth of 25% to record high 134 MEUR
- Food order intake up 20% to 73 MEUR and order backlog growth of 30% to 114 MEUR

Tove Andersen, President and CEO of TOMRA Systems ASA comments:

"The third quarter was another good quarter for TOMRA Collection, with strong sales, EBITA, and high activity. We have just launched our new multi-feed reverse vending machine in September – the TOMRA R2 – which will transform how we return beverage containers. Sales in new markets continue in Austria and Romania, and we look forward to building Tasmania's collection infrastructure. In Recycling, revenues were down as expected, but we anticipate these to rebound in the fourth quarter when a large part of our order backlog is planned to be delivered. It is also pleasing to see improvements in our Food division, where the organization has been working hard over the last year to shape a more focused and customer centric division."

Webcast

President & CEO Tove Andersen and CFO Eva Sagemo will present the results today at 08:00 CEST. The presentation and Q&A session will be sent via live webcast and will be available on demand shortly after the presentation:

https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20241022_1

Analysts and investors who would like to actively participate in the live Q&A session must register separately for the TEAMS webinar:

<https://events.teams.microsoft.com/event/e28d4d6c-8e69-4388-9c9b-2fd4473a8125@4308d118-edd1-4300-8a37-cfeba8ad5898>

Asker, 22 October 2024

TOMRA Systems ASA

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