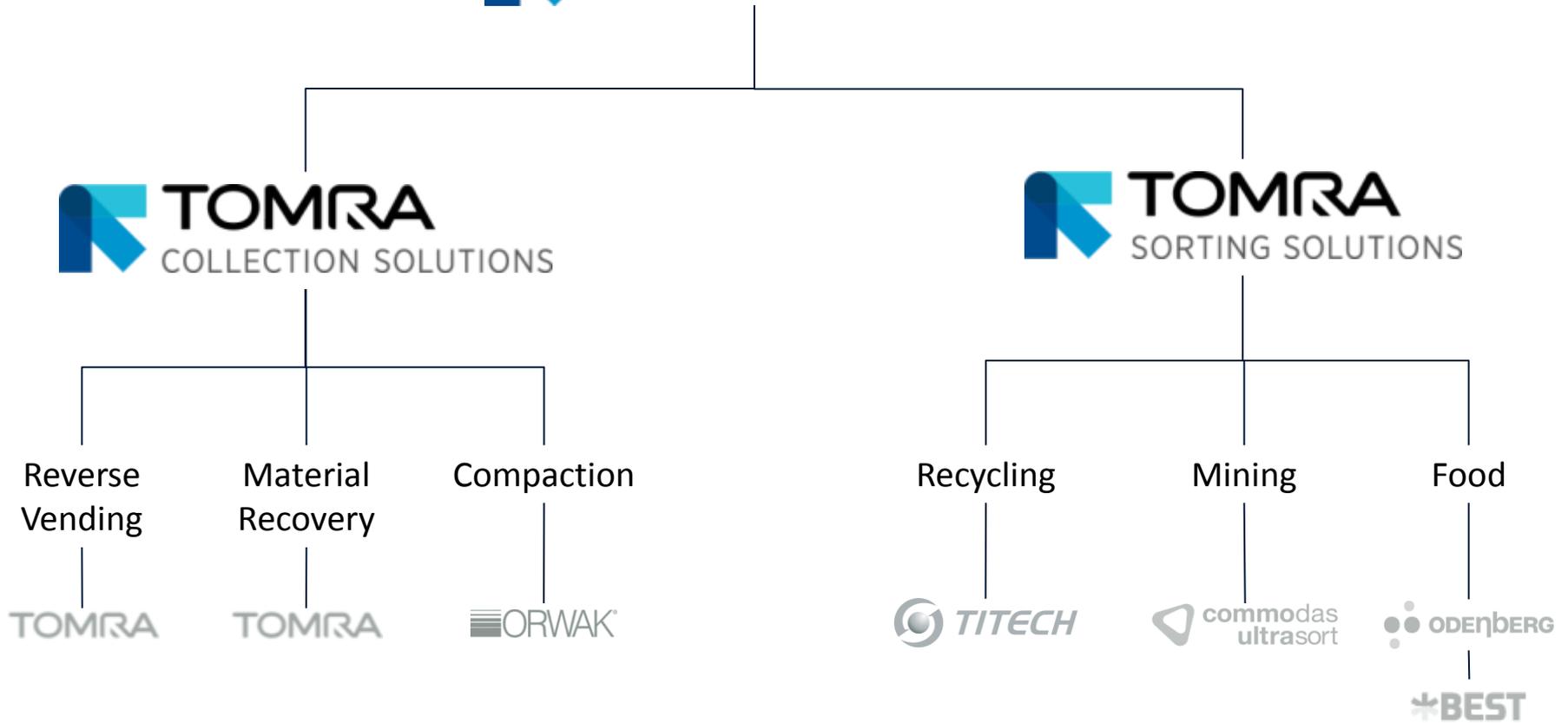




# TOMRA OVERVIEW

# CURRENT STRUCTURE



# REVERSE VENDING

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## What is a Reverse Vending Machine?

- Machine that accepts used (empty) beverage containers for recycling
- Scans, compacts (some models), sorts
- Prints out receipt/coupon

## Why Reverse Vending Machines?

- Transforms consumer behavior by making it convenient and rewarding to return empty containers.
- Improves logistics and handling of containers
- Ensures correct redemption of containers
- Reduces storage space requirements
- Cleaner and more efficient

## Why TOMRA?

- More than 67,000 RVMs Worldwide
- More than 30 Billion Containers Annually
- Over 40 Years of Experience



# COMPACTION

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## What is Compaction and Baling?

- Compaction is the process of flattening/minimizing material volume
- Baling is the process of securing the compacted material for transport

## Why Compaction and Baling?

- Saves in Storage of Recyclable Materials
- Lowers Transportation Costs
- Lowers Waste Handling Costs

## Why TOMRA?

- More than 65,000 Balers Worldwide
- Focus on Small to Medium Sized Businesses
- Our Balers Save 45,000 Transport Movements Daily
- Over 40 Years of Experience



# RECYCLING

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## What is Waste/Recyclables Sorting?

- Sorting Plastics, Paper, and Metals from the Waste Stream

## Why Use Technology for Sorting?

- Lowers Operating and Maintenance Costs
- Reduces Accidents and Strain on Staff
- Provides Greater Efficiency
- Results in higher Yields from Products

## Why TOMRA?

- More than 3,000 Units Worldwide
- 450,000 Tons of Metal Recovered Every Year
- More than 40 Years of Experience



# FOOD

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## What is Food Sorting?

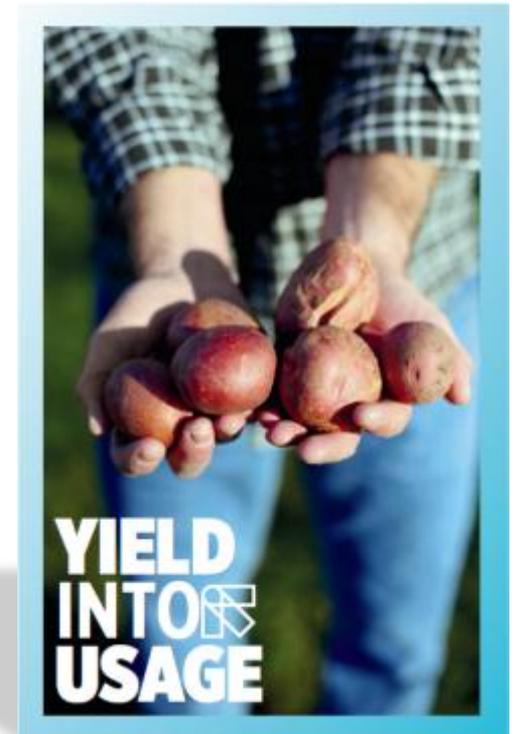
- Sorting food based on different qualities/grades

## Why Food Sorting?

- Helps to direct the food to channels where different qualities can be utilized
- Minimizes energy and chemical usage
- Maximizes yield and recovery
- Reduces Waste
- Lowers Costs associated with storage
- Increases productivity through high capacity sorting

## Why TOMRA?

- Over 2,700 installations worldwide
- 5-10% of produce is recovered through higher yields and better utilization using our equipment.
- Over 40 Years of Experience



# MINING

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## What is Material Sorting?

- The process of separating out target materials from bulk materials

## Why Use Technology for Sorting?

- Reduce Water Consumption by 3-4 Cubic Meters
- Better Utilization of Existing Deposits
- Reduction of Acid mine Drainage
- Less Pollution, Greater Yields
- Extend Lifetime of Mining Operations

## Why TOMRA?

- Approximately 170 Installations Worldwide
- Reduce crushing, process that consumes energy equivalent to global aviation traffic, by 15-40%
- Over 40 Years of Experience



# TOMRA STATISTICS

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## TOMRA GROUP

- 40<sup>th</sup> Anniversary (2012)
- Global Revenue of \$641.7 MUSD (2011)
- Over 1,700 Employees Worldwide

## TOMRA REVERSE VENDING

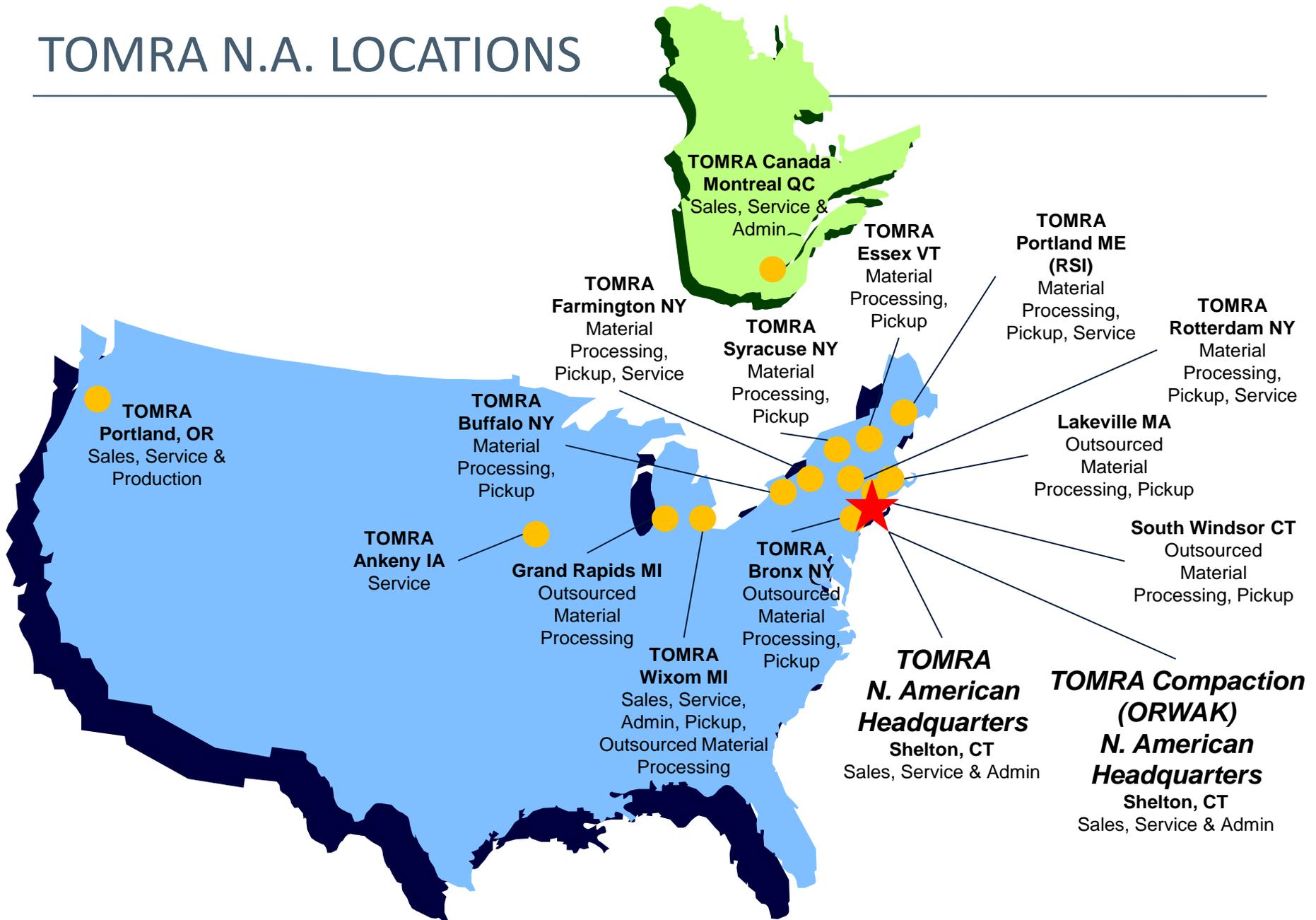
- Install Base of over 67,000 Reverse Vending Systems Worldwide
- Over 30 Billion Containers Collected Annually Worldwide Through TOMRA (8 Billion in North America)

## TOMRA COMPACTION

- Install Base of over 70,000 Compactor/Balers Worldwide
- Approx 30 Million Tons of Material are Compacted and Recycled Annually Worldwide Through TOMRA



# TOMRA N.A. LOCATIONS





# ORWAK OVERVIEW

# ORWAK-COMPACTION TECHNOLOGY

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- Orwak AB was founded in 1971 in Sweden and has subsidiaries and activities in over 35 countries around the world.
- Orwak employs ~150 people and maintains a global dealer network.
- Orwak's principal product groups include compactors and balers.
  - Approximately 70,000 are installed worldwide (4500 installations throughout North and South America.)
- The North and South American operations have been headquartered in Shelton, Connecticut since 1984.
- Orwak is wholly owned by the Norwegian company TOMRA, a leading global provider of advanced solutions enabling recovery and recycling of used materials.
- 2009 Revenue - approximately \$30 million



# WHY TOMRA FOR COMPACTORS/BALERS?

## **BETTER BUSINESS**



## **BETTER ENVIRONMENT**

- Fewer Pickups = Reduced Vehicle Emissions, Road Wear & Fuel Use
- Recycling Instead of Trash = Reduced Landfill Space & Natural Resource Use
- Recycled Cardboard Takes 75% of the Energy Needed to Make New Cardboard and Lessens Sulfur Dioxide Emissions



# BALE RECYCLABLE COMMODITY

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## Bale Recyclables

- Reduces Storage Space
- Improve Safety and Hygiene
- Easy and Safe to Use
- Reduce Waste Pick-ups
- Improve Security – No Boxes to Hide Stolen Goods, Minimizes Opening of Exterior Building Doors to Remove Waste
- Sorting Waste Yields Higher Quality of Recyclables



# BALERS

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**3105, 3110,  
3115**  
Front Loading  
Baler



**3210**  
Fast Cycle  
Baler



**3300**  
Low height  
Baler



**3410 &  
3810**  
High Capacity  
Baler



**5010 E**  
Fast Cycle  
Baler



**5031 &  
5031 E**  
Bagging  
Compactor or  
Baler



# MULTI-CHAMBER BALERS

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**5070**  
Small  
Capacity



**5070 HDC**  
Medium  
Capacity



**5040**  
PET Bottles &  
Aluminum Cans



**9020**  
Large  
Capacity





# EXISTING ORWAK APPLICATIONS

# BALED COMMODITY TYPES

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## Milk jugs-(HMSHost Starbucks)

- Select Airport locations



## Plastic Hangers

- National clothing retailers



## Plastic Garment Bag & Shrink Wrap

- Malls & Lifestyle Centers
- Major National Retailers



## Aluminum & PET beverage containers

- Stadiums & Arenas

## Cardboard Boxes

- Grocery stores & supermarkets
- Fast Food & Restaurants



# THANK YOU