LEADING THE RESOURCE REVOLUTION
COMPANY HISTORY

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.

TOMRA now has installations in over 80 markets worldwide and had total revenue of ~6.1 billion* NOK in 2015.

TOMRA has over 2,600 employees and is publicly listed on the Oslo Stock Exchange.
TOMRA RVM SERVICE – REGIONAL SUPPORT COVERAGE

Michigan
4,249 RVMs
25 Service Team Members (Field)
15 Service Team Members (RC*)

Eastern NY & Vermont
1,223 RVMs
12 Service Team Members

Massachusetts
2,060 RVMs
10 Service Team Members

Metro Connecticut
17 Service Team Members (Field)
14 Service Team Members (RC*)

Metro NYC
3,375 RVMs
14 Field Technicians

Iowa
205 RVMs
2 Service Team Members

Western New York
1,490 RVMs
11 Service Team Members

Non-Detosus States
84 RVM’s

RC* = Repair Center
12,897 RVMs as of 8/31/16
MATERIAL RECOVERY BUSINESS UNIT OVERVIEW

- We currently service customers in 6 states.
- Our workforce is dispatched out of 13 locations.
- Tomra owns and operates 38 redemption centers.
- Operate 120 trucks and 1,151 trailers/containers making us one of the largest trucking companies in our footprint.
- 484 Employees help us deliver superior customer service.
- Products we process:

TONS

- Glass: 168,000 77%
- Aluminum: 23,300 11%
- PET: 20,500 9%
- Other: 7,100 3%
HURDLES TO RECYCLING GLASS

- Glass is heavy, expensive to transport. It is 15% of our aggregate container count, but 80% by weight.
- Glass is cumbersome. Must be boxed or placed in gaylords.
- Glass is dangerous, thus requires special care/labor.
- Glass has a low relative value vs Aluminum and PET.
- For most if not all MRF’s, glass is a COST ITEM, not REVENUE.
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