Q4

FINANCIAL STATEMENTS BULLETIN 1-12 | 2017

CRAMO

SOLID ORGANIC SALES GROWTH AND IMPROVED PROFITABILITY IN 2017

OCTOBER–DECEMBER 2017

- Sales EUR 196.7 (192.9) million, up by 2.0%. In local currencies, sales grew by 2.7%. Organic sales growth 6.3%*
- EBITA EUR 32.7 (28.2) million or 16.6% (14.6%) of sales. Comparable EBITA EUR 32.4 (32.6) million or 16.5% (16.9%) of sales
- Earnings per share EUR 0.52 (0.35). Comparable earnings per share EUR 0.51 (0.51)
- Cash flow from operating activities EUR 69.7 (58.2) million and cash flow after investments EUR 19.4 (16.8) million

JANUARY–DECEMBER 2017

- Sales EUR 729.5 (712.3) million, up by 2.4%. In local currencies, sales grew by 3.3%. Organic sales growth 4.6%*
- EBITA EUR 120.7 (106.7) million or 16.5% (15.0%) of sales. Comparable EBITA EUR 120.0 (111.1) million or 16.5% (15.6%) of sales
- Earnings per share EUR 1.89 (1.54). Comparable earnings per share EUR 1.87 (1.70)
- Cash flow from operating activities EUR 186.5 (172.2) million and cash flow after investments EUR 33.1 (7.3) million
- The Board of Directors proposes a dividend of 0.85 (0.75) per share

SIGNIFICANT EVENTS DURING AND AFTER THE FOURTH QUARTER

- Cramo and Ramirent explore strategic options for their Russia and Ukraine-based joint venture company Fortrent (announced 1 December 2017)
- Cramo Group assesses strategic alternatives for its Modular Space (Cramo Adapteo) business including a potential demerger and separate listing of Cramo Adapteo (announced 21 December 2017)
- Cramo and the European Investment Bank (EIB) signed a EUR 50 million long-term loan agreement to back Cramo's European growth strategy (announced 22 December 2017)
- On 16 January 2018, Cramo announced that it is acquiring 100 per cent of the share capital of KBS Infra GmbH and its subsidiaries. KBS Infra is a leading, high-quality construction site logistics company in Germany, with estimated sales of approximately EUR 35 million in 2017. The transaction strengthens Cramo's position in the Central European Equipment rental market.

GROUP 1-12/2017

Comparable ROE, %

15.4 (14.9)

Net debt/EBITDA

1.65 (1.77)

EQUIPMENT RENTAL 1-12/2017

Organic sales growth, %

+4.0

Comparable ROCE, %

15.5 (13.6)

MODULAR SPACE 1-12/2017

Organic rental sales growth, %

+9.3

Comparable ROCE, %

9.1 (11.1)

LONG-TERM FINANCIAL TARGETS 2017-2020

GROUP

Return on equity ROE, % > 15
Net debt/EBITDA < 3

* Organic (rental) sales growth excludes the impact of acquisitions, divestments and exchange rate changes

EQUIPMENT RENTAL

Organic sales growth* > Market**
ROCE, % > 14.5

** According to ERA (European Rental Association) in the markets where Cramo is present

MODULAR SPACE

Double digit organic rental sales growth*
ROCE, % > 12.5

CEO'S COMMENT

2017 was the first year executing the Cramo's new Shape and Share strategy and we took many large steps towards our vision, Shared Resources Simplified. In the beginning of the year, we divided our operations into two stand-alone business divisions, Equipment Rental and Modular Space. As the synergies between the businesses are limited, we decided to further investigate and assess the potential separation of the Modular Space business. The assessment of different strategic alternatives will be carried out during 2018. In 2017, we also executed several transactions following the new strategy and aiming towards a leading position in all Cramo markets. After the fourth quarter, we announced the acquisition of KBS Infra Group, which will strengthen our market position in an important German market. The acquisition is expected to close during Q1/2018 and to be EPS accretive already in 2018.

During the fourth quarter, Group's organic sales growth accelerated increasing by 6.3% strongly supported by Sweden and we delivered good full-year results with comparable EBITA of EUR 120.0 million, showing an 8.1% increase. Equipment Rental division's full-year result was strong driven by good market demand; organic sales increased by 4.0% and comparable EBITA improved by 13.2%. In Modular Space, we had a high number of deliveries in the latter part of the year, which resulted in strong sales growth. However, the division's profitability was burdened by organisational restructuring and additional cost provisions particularly during the fourth quarter. Positive effects are expected to follow in 2018 due to steps taken in forms of reorganisation activities and improved project management. Looking ahead, the outlook for both business divisions is positive and I expect the demand to stay on a good level in 2018.

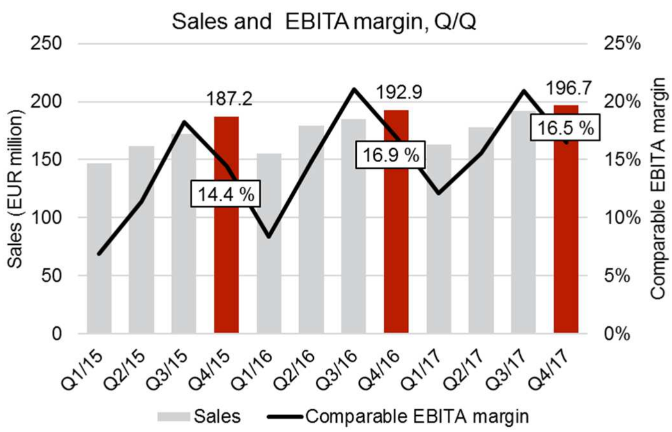
Leif Gustafsson, Cramo Group's President and CEO

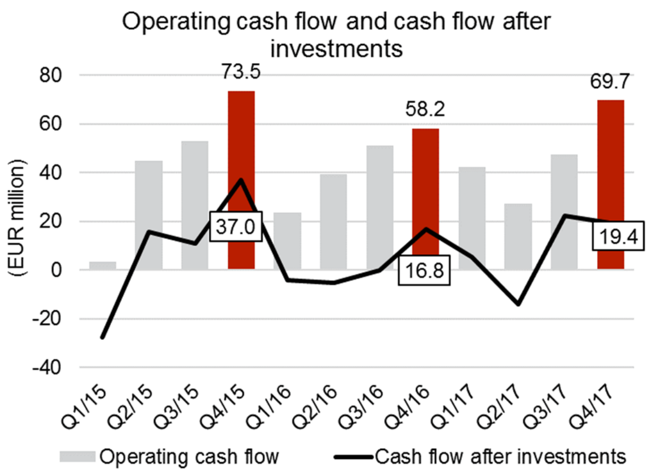
KEY FIGURES

KEY FIGURES AND RATIOS (MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Sales	196.7	192.9	2.0%	729.5	712.3	2.4%
Comparable EBITA*	32.4	32.6	-0.6%	120.0	111.1	8.1%
% of sales	16.5%	16.9%		16.5%	15.6%	
EBITA	32.7	28.2	15.8%	120.7	106.7	13.1%
% of sales	16.6%	14.6%		16.5%	15.0%	
Comparable profit for the period*	22.7	22.5	1.0%	83.3	75.6	10.2%
Profit for the period	23.0	15.4	49.6%	84.2	68.6	22.9%
Comparable earnings per share (EPS), EUR*	0.51	0.51	0.9%	1.87	1.70	10.1%
Earnings per share (EPS), EUR	0.52	0.35	49.4%	1.89	1.54	22.8%
ROCE, %				11.9%	10.6%	
Comparable ROCE, %*				11.9%	11.4%	
ROE, %				15.6%	13.6%	
Comparable ROE, %*				15.4%	14.9%	
Net debt / EBITDA				1.65	1.77	
Net interest-bearing liabilities				382.3	387.0	-1.2%
Gross capital expenditure (incl. acquisitions)	54.5	47.8	14.1%	213.9	207.3	3.2%
Cash flow from operating activities	69.7	58.2	19.8%	186.5	172.2	8.3%
Cash flow after investments	19.4	16.8	15.6%	33.1	7.3	351.8%
Average number of personnel (FTE)				2 538	2 550	-0.5%

Calculation of key figures presented on page 25
* Items affecting comparability, see pages 22-23

FINANCIAL PERFORMANCE





MARKET OUTLOOK

The construction market outlook for the year 2018 is mainly positive in Cramo's operating countries. Growth is still expected, but in many countries the growth that accelerated in 2017 is estimated to level out. According to the latest Euroconstruct and Forecon estimates, the construction market will grow approximately 3.5% in Sweden and Norway and 1.0–1.5% in Finland, Austria and Germany. For the Czech Republic, Slovakia, Hungary and Poland, Euroconstruct estimates on average 9.3% market growth. Forecon's construction market growth estimate for the Baltic states is 3.4% and the Russian construction market is expected to grow by 5%.The local Sverige's Byggindustrier has projected 4% growth for the Swedish construction market in 2018. The Confederation of Finnish Construction Industries increased its estimate in October 2017 and forecasts that the construction market in Finland will grow by approximately 2%. Residential construction in Finland is growing stronger, which sets a positive outlook for 2018.

The European Rental Association (ERA) forecasts that the equipment rental market will grow in all of Cramo's operating countries that are within the scope of ERA's forecast in 2018. Forecon estimates the equipment rental market to grow by approximately 5% in Finland, 3% in Sweden and 2% in Estonia and Lithuania in 2018.

GROUP PERFORMANCE

SALES

Cramo Group's full-year consolidated sales totalled EUR 729.5 (712.3) million, showing an increase of 2.4% (3.3% in local currencies). Sales growth was diluted by the divestment of Danish equipment rental operations and Latvian and Kaliningrad operations in August 2017. The Group's organic sales growth in local currencies was a solid 4.6% supported by both business divisions.

Sales in the fourth quarter increased by 2.0% (2.7% in local currencies) and totalled EUR 196.7 (192.9) million. Organic sales growth was particularly strong in the last quarter and the Group's organic sales increased by 6.3%. From business segments, especially Equipment Rental Scandinavia, Equipment Rental Finland and Eastern Europe and Modular Space contributed positively to the Group's organic sales growth.

RESULT

Cramo Group's full-year comparable EBITA came to EUR 120.0 (111.1) million, showing an increase of 8.1%. Comparable EBITA margin was 16.5% (15.6%) of sales. Profitability improved mainly due to sales growth and higher gross margin. Full-year EBIT was EUR 117.3 (98.7) million. Net financial expenses were EUR 12.0 (11.8) million. Profit before taxes totalled EUR 105.2 (86.9) million and profit for the period was EUR 84.2 (68.6) million.

Comparable EBITA for the fourth quarter was close to the previous year's level and amounted to EUR 32.4 (32.6) million or 16.5 (16.9) per cent of sales. Profitability was affected by Group's periodically lower other operating income and extraordinary costs of EUR 1.4 million in the Modular Space division mainly related to organisational restructuring and additional cost provisions. Fourth-quarter EBIT increased by 33.2% and was EUR 31.8 (23.9) million. EBIT included items affecting comparability to a total of EUR 0.3 million related to gain on sale of Latvian and Kaliningrad operations. In 2016, fourth-quarter EBIT included items affecting comparability to a total of EUR 7.5 million related mainly to impairments in Danish equipment rental operations and Latvian, Lithuanian and Kaliningrad operations. Net financial expenses were EUR 3.1 (3.5) million. October–December profit before taxes totalled EUR 28.7 (20.4) million and profit for the period EUR 23.0 (15.4) million.

Comparable earnings per share for the full financial year were EUR 1.87 (1.70) and earnings per share EUR 1.89 (1.54). Corresponding figures for the fourth quarter were EUR 0.51 (0.51) and EUR 0.52 (0.35) respectively. Return on equity (rolling 12 months) improved and was 15.6% (13.6%). Comparable return on equity (rolling 12 months) was 15.4% (14.9%).

CAPITAL EXPENDITURE, DEPRECIATION AND AMORTISATION

Cramo Group's full-year capital expenditure totalled EUR 213.9 (207.3) million. Investments were increased in the Modular Space division and were EUR 66.1 (58.4) million. In the Equipment Rental division, investments increased slightly to EUR 145.8 (144.6) million; investments were above previous year in Equipment Rental Scandinavia, while decreasing in Equipment Rental Central Europe and Finland and Eastern Europe segments. Of gross capital expenditure, EUR 9.4 (4.4) million was attributable to acquisitions and business combinations, mainly the acquisition of the assets of Just Pavillon A/S in Denmark. Other capital expenditure was related to fleet procurement.

Cramo Group's capital expenditure during the fourth quarter was EUR 54.5 (47.8) million. In the Equipment Rental division, investments were increased to EUR 38.7 (27.1) million. In the Modular Space division, investments were below last year's level totalling EUR 15.7 (19.5) million.

During 2017, reported depreciation and impairment on tangible assets totalled EUR 111.5 (112.0) million. Amortisation and impairment resulting from acquisitions were EUR 3.4 (8.0) million. In 2016, Cramo recorded a EUR 3.2 million impairment on goodwill and intangible assets and a EUR 4.8 million impairment on tangible assets. Of these impairments, EUR 3.0 million was related to Latvian and Lithuanian operations and EUR 5.0 million to Danish equipment rental operations. In 2017 annual impairment testing, the net present value of expected future cash flows exceeded the capital employed and no need for impairment losses in goodwill, intangible nor tangible assets was recognised based on the testing. At the end of the financial year, goodwill stood at EUR 145.6 (148.0) million.

CASH FLOW, FINANCING AND BALANCE SHEET

Full-year net cash flow from operating activities improved and was EUR 186.5 (172.2) million, resulting mainly from the higher profit before taxes. Cash flow after investments totalled EUR 33.1 (7.3) million, which included positive impact of EUR 28.0 million related to the divestments. In the fourth quarter, net cash flow from operating activities increased and was EUR 69.7 (58.2) million. Compared to last year, cash flow was positively affected by the periodic change in net working capital (EUR 6.0 million y-o-y). Cash flow after investments was EUR 19.4 (16.8) million.

On 31 December 2017, net interest-bearing liabilities totalled EUR 382.3 (387.0) million. At the end of the period, gearing was 68.6% (74.5%) and net debt per EBITDA stood at 1.65 (1.77). Rolling 12-month EBITDA is used in the calculation.

Of the Group's variable rate loans, EUR 130.0 (130.0) million was hedged with interest rate swaps on 31 December 2017. Hedge accounting is applied to all these interest rate hedges. On 31 December 2017, Cramo Group's undrawn committed credit facilities (excluding leasing facilities) amounted to EUR 267.2 (206.1) million, of which non-current facilities represented EUR 250.0 (190.0) million and current facilities EUR 17.2 (16.1) million.

Tangible assets amounted to EUR 794.4 (750.5) million of the balance sheet total at the end of the financial year. The balance sheet total was EUR 1,194.6 (1,155.8) million. The equity ratio was 47.4% (45.6%). Rental liabilities associated with off-balance-sheet operational leasing agreements totalled EUR 17.3 (20.7) million. Off-balance-sheet liabilities for office and depot rents stood at EUR 101.3 (98.7) million. The Group's investment commitments amounted to EUR 37.6 (53.9) million.

In December, Cramo and the European Investment Bank (EIB) signed a EUR 50 million long-term loan agreement to back Cramo's European growth strategy and commitment to the circular economy. Funds will be withdrawn during 2018 and will be used to modernise and expand Cramo's fleet. The agreement was made possible by the European Fund for Strategic Investments (EFSI), the central pillar of the Investment Plan for Europe launched by EIB Group and the European Commission to boost the competitiveness of the European economy.

GROUP STRUCTURE

Cramo is a service company specialising in equipment rental services and the rental of modular space (Cramo Adapteo). Equipment rental services comprise construction machinery and equipment rentals and rental-related services, such as site and assembly services. At the end of the review period, Cramo provided equipment rental services through a network of 300 (324) depots in 11 different countries. Modular space business comprises the rent of modular units where the most common rental periods range from 2 to 5 years, and sales of the units. Typical applications include schools, daycares, offices and accommodation facilities, such as student apartments. In the modular space business, Cramo is present in the Nordic countries, Germany and the Baltic states.

At the end of the review period, Cramo Group consisted of the parent company Cramo Plc, which provides group-level services, and, as operating companies, its wholly-owned subsidiaries in Finland, Sweden, Norway, Denmark, Estonia, Lithuania, Poland, the Czech Republic, Slovakia, Germany, Austria and Hungary. Cramo Plc also owns a company in Sweden, which offers group-level services.

In addition, Cramo owns 50% of Fortrent, an equally-held joint venture with Ramirent, that operates in Russia and Ukraine.

SIGNIFICANT EVENTS DURING THE FINANCIAL YEAR

During the financial year 2017, Cramo executed several transactions following the new Shape and Share strategy. The investment focus is aiming towards a leading position in all Cramo markets.

The Modular Space business was strengthened in June, when Cramo acquired assets of Just Pavillon A/S in Denmark. Just Pavillon offers 360 modular units mainly used in the school and office segments. In 2016, Just Pavillion's sales amounted to DKK 27 million (EUR 3.6 million).

In July, Cramo announced that it will divest its Danish equipment rental operations to Loxam A/S and will focus on the Modular Space business in Denmark. The asset deal with an enterprise value of EUR 25 million was closed in August. In 2016, sales of Danish equipment rental operations amounted to DKK 149 million (EUR 20 million) and comparable EBITA DKK 4.6 million (EUR 0.6 million).

In August, Cramo divested its operations in Latvia and Kaliningrad by selling the share capital of its operative companies, SIA Cramo and Cramo Kaliningrad OOO to AS Storent Investments. The transaction had a positive impact of EUR 1.8 million on Cramo Group's 2017 result. In 2016, sales of operations in Latvia and Kaliningrad amounted to EUR 6.3 million with comparable EBITA of EUR -0.8 million.

Aligned with the company strategy, in December Cramo and Ramirent announced that they are exploring strategic options for their equally-held joint venture company Fortrent. Options include a sale of the joint venture company.

In December, Cramo announced that it will assess strategic alternatives for its Modular Space (Cramo Adapteo) business including a potential demerger and separate listing of Cramo Adapteo.

In December, Cramo's innovative business model and responsible sharing of resources got support from the European Investment Bank (EIB), when Cramo and

EIB signed a EUR 50 million long-term loan agreement. The purpose of the loan is to back Cramo's European growth strategy.

SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD

After the reporting period, on 16 January 2018, Cramo announced that it is acquiring 100 per cent of the share capital of KBS Infra GmbH and its subsidiaries. KBS Infra is a leading, high-quality construction site logistics company in Germany, with estimated sales of approximately EUR 35 million in 2017. The company is headquartered in Mainz, near Frankfurt am Main, and operates nationwide through its 4 sites in Germany. The company has 180 employees. In line with Cramo's Shape and Share strategy, the transaction will strengthen the company's business position in the Central European market and expand its business model by offering value-adding services.

On 30 January 2018, the Shareholders' Nomination Committee of Cramo Plc proposed to the next Annual General Meeting of Shareholders, which is planned to be held on 28 March 2018, that the number of members of the Board of Directors be confirmed as seven (7) ordinary members. The Nomination Committee proposes that, in accordance with their consents, the following current members of the Board be re-elected: Perttu Louhiluoto, Peter Nilsson, Veli-Matti Reinikkala, Joakim Rubin, Raimo Seppänen and Caroline Sundewall, and that AnnaCarin Grandin be elected as new Board member, all to serve for a term ending at the end of the Annual General Meeting 2019. Of the current members of the Board Erkki Stenberg has announced that he will not be available for re-election. AnnaCarin Grandin (born 1967) is currently President of Sweden within Coor Service Management. She has held several senior management positions in Coor since 2001, including Executive Vice President (2014 - 2016), Senior Account Manager (2014), President of Norway (2011 - 2014) and Business Unit President, (2004 - 2010). AnnaCarin holds a B. Sc. in Business Administration from Stockholm University and Gävle University College.

On 30 January 2018, the Nomination Committee proposed to the Annual General Meeting that the remuneration of the Board of Directors be raised, as it has remained unchanged since 2011, and that the Chairman of the Board be paid EUR 85,000 per year (previously EUR 70,000) and the other members of the Board EUR 37,500 (previously EUR 35,000) per year. It is proposed that the remuneration is paid in cash and that the Board of Directors adopt a policy on Board member share ownership. The policy should entail that Board members, who do not already have such a holding of Cramo shares, are under a four-year (4) period from the start of their directorship expected to acquire Cramo shares to a total market value which equal at least one year's Board fees before taxes, excluding any Committee compensation. The Nomination Committee will as part of its process annually follow up on the Board members' shareholding and evaluate if it is according to the policy. In addition, the Nomination Committee proposed that all Board members would be entitled to a compensation of EUR 1,000 per attended meeting of the Audit and Remuneration Committees and EUR 500 per attended meeting of the M&A Committee, which is expected to be established in 2018. Further it is proposed that the member of the Board elected in the position of Chairman of the Audit Committee would receive an additional compensation of EUR 5,000 per year. Reasonable travel expenses will be refunded in accordance with an invoice.

CHANGES IN MANAGEMENT

Mr Peter Bäckström, Managing Director of Cramo AB in Sweden and member of Cramo Group Management team, assumed his position as Mr Göran Carlson's successor, under the title of Executive Vice President Scandinavia, on 1 January 2017.

Mr Philip Isell Lind af Hageby (MSc) was appointed Executive Vice President, Modular Space, and member of Cramo Group Management team on 28 April 2017.

He assumed his position on 1 September and succeeds Mr Petri Moksén, who left Cramo Group in April. Mr Isell Lind af Hageby came from Inwido, Europe's largest supplier of windows and a leading door supplier.

PERSONNEL

During the review period, the Group had an average of 2,538 (2,550) employees. In addition, the Group employed an average of approximately 211 (178) people hired from a staffing service. At the end of the period, Group personnel totalled 2,498 (2,562) as full-time equivalent (FTE) employees.

The distribution of personnel by segments as full-time equivalent (FTE) employees at the end of the period was as follows: 1,053 (1,122) employees in Equipment Rental Scandinavia, 831 (860) in Equipment Rental Finland and Eastern Europe, 386 (363) in Equipment Rental Central Europe, 141 (145) in Modular Space and 87 (72) in Group functions.

STRATEGIC AND FINANCIAL TARGETS

In the beginning of 2017, Cramo launched the new Shape and Share strategy, including new financial targets. Cramo aims to capture the potential in its main markets by enabling people to achieve top performance, stretching the core business models, growing in Modular Space in selected European markets and by establishing game-changing offerings in sharing resources.

Cramo's long-term financial targets are: return on equity (ROE) > 15%, net debt / EBITDA < 3, Equipment Rental division's organic sales growth > market growth and ROCE > 14.5%, double digit organic rental sales growth and ROCE > 12.5% for Modular Space division. In profit distribution, the target is to follow a stable profit distribution policy and to pay approximately 40% of earnings per share (EPS) for a period as dividends. All Group level and Equipment Rental division's financial targets were achieved in the financial year 2017.

BOARD OF DIRECTORS PROPOSAL FOR PROFIT DISTRIBUTION

Cramo Plc's goal is to follow a stable profit distribution policy and to pay approximately 40% of earnings per share (EPS) for a period as a dividend. On 31 December 2017, Cramo Plc's total distributable funds were EUR 190,867,514.68 including EUR 48,369,596.20 of retained earnings. The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.85 (0.75) be paid for the financial year 2017. The Annual General Meeting is planned for Wednesday, 28 March 2018.

PERFORMANCE BY BUSINESS DIVISIONS AND SEGMENTS

As of 1 January 2017, Cramo publishes its financial information according to the new segment structure. The new segments are Equipment Rental Scandinavia, Equipment Rental Finland and Eastern Europe, Equipment Rental Central Europe and Modular Space. Equipment Rental and Modular Space form two business divisions.

ER

TOTAL

STRONG FOURTH-QUARTER AND FULL-YEAR RESULT FOR EQUIPMENT RENTAL

The Equipment Rental business division's full-year sales increased by 1.4% (2.2% in local currencies) to EUR 603.7 (595.3) million in spite of divested equipment rental operations in August. Organic sales growth excluding acquisitions, divestments and exchange rate changes was 4.0%. Demand in Cramo's main markets has continued on a good level throughout the year, which has supported positive sales development.

In the fourth quarter, sales were on the previous year's level, decreasing by 0.2% (increasing 0.5% in local currencies) to EUR 161.1 (161.5). Modest sales development was impacted by divestments and exchange rate changes. Organic sales growth was a robust 5.1%. Sales grew mostly in the Finland and Eastern Europe segment, where organic sales growth was 7.6%. Good performance continued also in Sweden, where the construction sector remained strong during the fourth quarter and sales increased by 4.9% (5.4% in local currency).

Full-year profitability and return on capital employed (ROCE) increased substantially year-on-year, mainly thanks to higher sales and improved gross margin driven by good cost control. Comparable EBITA improved by 13.2% and came to EUR 102.5 (90.5) million or 17.0% (15.2%) of sales. In the fourth quarter, comparable EBITA amounted to EUR 29.9 (27.6) million, increasing by 8.4%. Profitability improved in all the division's countries except in Finland and Germany. In 2017, items affecting comparability amounted to EUR 0.6 million in January–December and EUR 0.3 million in October–December related to net gain on sale of the divested businesses. In 2016, items affecting comparability were in total EUR -4.3 million in the fourth quarter and were related to impairment losses in Danish, Latvian and Lithuanian operations and gain related to reclassification of loans in Fortrent Group.

Key figures

(MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Sales	161.1	161.5	-0.2 %	603.7	595.3	1.4 %
EBITA	30.2	23.3	29.9 %	103.1	86.2	19.7 %
% of sales	18.8 %	14.4 %		17.1 %	14.5 %	
Comparable EBITA	29.9	27.6	8.4 %	102.5	90.5	13.2 %
% of sales	18.6 %	17.1 %		17.0 %	15.2 %	
ROCE				15.6 %	12.7 %	
Comparable ROCE				15.5 %	13.6 %	

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SCANDINAVIA*

IMPROVED PROFITABILITY AND ACCELERATED ORGANIC SALES GROWTH IN THE FOURTH QUARTER

In Scandinavia, full-year sales were on the previous year's level, increasing by 0.3% (1.8% in local currencies) to EUR 380.1 (378.8) million despite the divestment of all the assets of Danish equipment rental operations at the end of August. The segment's organic sales growth was 3.8%. In Sweden, sales increased by 2.9% (4.7% in local currency) supported by high market activity throughout the country.

In the fourth quarter, sales decreased slightly by 1.8% mainly due to divested assets in Denmark and amounted to EUR 101.9 (103.7) million. In local currencies, the sales decrease was -0.5%. Organic sales growth stood at a strong 5.1% driven by both segment countries. In Sweden, sales increased by 4.9% (5.4% in local currency). Fourth-quarter sales were also on a good level in Norway, driven by improved utilisation rates and increased rental related sales.

Full-year comparable EBITA increased by 12.6% and totalled EUR 72.7 (64.5) million. Profitability improved both due to increased sales and higher gross margin. In the fourth quarter, comparable EBITA increased by 13.7%. In 2017, items affecting comparability in January–December include EUR 1.1 million loss on sale related to the divestment of Danish equipment rental operations. In October–December 2016, items affecting comparability were EUR 3.7 million related to impairment loss in Danish operations.

In Sweden, the market activity continued strong during the last quarter and the demand was particularly good in northern Sweden. During 2017, large projects contributed to sales and profit. Growth in the Stockholm area has flattened out, but the market activity is expected to remain on a high level. Although there are uncertainties especially in the new residential building sector, we continue to see growth in 2018 contributed to by large projects. During the last quarter, Cramo signed a Nordic exclusive agreement with Bonava. Also in Norway, market outlook is positive supported by a good last quarter of the year; the building and construction market is expected to grow but at a slower pace.

Key figures

(MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Sales	101.9	103.7	-1.8 %	380.1	378.8	0.3 %
EBITA	21.5	15.2	41.3 %	71.5	60.9	17.5 %
% of sales	21.1 %	14.6 %		18.8 %	16.1 %	
Comparable EBITA	21.5	18.9	13.7 %	72.7	64.5	12.6 %
% of sales	21.1 %	18.2 %		19.1 %	17.0 %	
ROCE				18.8 %	15.6 %	
Comparable ROCE				19.1 %	16.6 %	

* At the end of the period, the Equipment Rental Scandinavia segment includes operations in Sweden and Norway. Danish operations were divested on 31 August 2017.

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FINLAND AND EASTERN EUROPE*

STRONG ORGANIC SALES GROWTH DRIVEN BY EASTERN EUROPE

In Finland and Eastern Europe, full-year sales increased by 3.2% (2.9% in local currencies) to EUR 143.0 (138.6) million. Sales grew despite the divestment of Latvian and Kaliningrad operations by selling the share capital, which was successfully completed on 1 August. Organic sales growth for the segment was a strong 5.1%. In Finland, sales remained at last year’s level, increasing by 0.3%.

The segment’s fourth-quarter sales grew by 3.3% (3.1% in local currencies) and were particularly supported by operations in Poland, Lithuania and Estonia. Organic sales growth for the quarter came to a strong 7.6%. Despite the tightened competition, sales increased by 1.0% also in Finland.

Full-year comparable EBITA increased by 13.0% and was EUR 25.2 (22.3) million or 17.6 (16.1) per cent of sales. Profitability improved mainly as a result of the good development of sales and improved gross margin. Fourth-quarter comparable EBITA was close to the previous year’s level totalling EUR 7.0 (7.1) million. Profitability grew notably in Estonia, Lithuania and Poland thanks to high last-quarter sales supported by good cost control. In Finland, profitability decreased mainly due to periodically higher indirect costs compared to last year. Items affecting comparability amounted to EUR 1.8 million in January–December and EUR 0.3 million in October–December 2017 related to the divestment of operations in Latvia and Kaliningrad. In 2016, items affecting comparability included EUR 2.4 million impairment loss related to Latvian and Lithuanian operations and EUR 0.5 million gain related to reclassification of loans in Fortrent Group.

The market development in Finland was still positive especially in the Helsinki metropolitan area, but also in other big cities. The Nordic deal with Bonava was signed in the fourth quarter. In Estonia and Poland, performance has improved strongly throughout the year; demand in the construction market is high and utilisation rates have increased. In Lithuania, the demand continues on a good level and Cramo has utilised the market growth by expanding the depot network.

Key figures

(MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Sales	38.7	37.4	3.3 %	143.0	138.6	3.2 %
EBITA	7.3	6.5	13.5 %	27.0	21.7	24.5 %
% of sales	18.9 %	17.2 %		18.9 %	15.6 %	
Comparable EBITA	7.0	7.1	-1.4 %	25.2	22.3	13.0 %
% of sales	18.1 %	18.9 %		17.6 %	16.1 %	
ROCE				14.3 %	10.8 %	
Comparable ROCE				13.4 %	12.0 %	

* At the end of the period, the Equipment Rental Finland and Eastern Europe segment includes operations in Finland, Poland, Estonia and Lithuania and Fortrent Group. Latvian and Kaliningrad operations were divested on 1 August 2017.

FORTRENT

Fortrent Group's full-year sales totalled EUR 31.8 (29.2) million, showing an increase of 8.9% (-1.1% in local currency). Rental sales increased by 25% year-on-year. In the fourth quarter, sales increased by 8.1% (10.3% in local currency) to EUR 8.5 (7.8) million. In Russia, demand was strongest in Moscow and in new regions, while low construction activity impacted negatively on sales in St. Petersburg. In Ukraine, net sales increased supported by increased construction activity.

Fortrent's January–December EBITA increased to EUR 4.4 (3.2) million and October–December EBITA to EUR 1.3 (1.2). Good development in rental sales improved the sales mix and contributed positively to EBITA. Fortrent's full-year reported net result amounted to EUR 2.0 (2.8) million and EUR 0.7 (1.8) million in October–December. In 2016, net result included EUR 1.0 million items affecting comparability related to loan reclassification in Fortrent Group. Full-year net result excluding items affecting comparability amounted to EUR 2.0 (1.7) million and EUR 0.7 (0.8) million in October–December

Cramo's share of profit or loss is presented above EBITDA in the consolidated income statement in accordance with the equity method of accounting (50% of the consolidated net result of Fortrent Group). The share of the consolidated net result from Fortrent Group to Cramo for 2017 was 1.0 (1.3). The 2016 share of the consolidated net result includes items affecting comparability of EUR 0.5 million.

ER

CENTRAL EUROPE*

FULL-YEAR SALES AND PROFITABILITY IMPROVED

In Central Europe, full-year sales increased by 3.3% (or 3.0% in local currencies) and amounted to EUR 80.5 (77.9) million. Total sales decreased in Germany while increasing strongly in Austria, the Czech Republic and Slovakia. In the fourth quarter, sales were EUR 20.6 (20.3) million. The increase was attributable to high rental sales in all other countries of the segment, apart from Germany, where rental sales growth was flat. Trading sales of new equipment and rental related sales decreased in Germany compared to the previous year.

Full-year EBITA developed positively compared to last year, increasing by 17.2% to EUR 4.4 (3.8) million. EBITA for the fourth quarter was EUR 1.3 (1.6) million or 6.3 (8.0) per cent of sales. Profit was negatively affected by lower trading sales in Germany and the segment's increased cost base supporting future growth. Also other operating income decreased, comparables being on an extraordinary high level in 2016. ROCE improved year-on-year.

In Germany, the equipment rental market outlook is stable. In the Czech Republic and Slovakia, the growth in building construction and equipment rental demand is expected to continue. After the reporting period in January 2018, Cramo signed an agreement to acquire 100 per cent of the share capital of KBS Infra GmbH and its subsidiaries. KBS Infra is a leading, high-quality construction site logistics company in Germany, with estimated sales of approximately 35 million euros in 2017. The transaction will strengthen Cramo's business position in the Central European market and expand its business model by offering value-adding services. Going forward, the segment's performance is expected to be supported by the gross-selling potential with KBS Infra.

Key figures

(MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Sales	20.6	20.3	1.2 %	80.5	77.9	3.3 %
EBITA	1.3	1.6	-20.5 %	4.4	3.8	17.2 %
% of sales	6.3 %	8.0 %		5.5 %	4.9 %	
Comparable EBITA	1.3	1.6	-20.5 %	4.4	3.8	17.2 %
% of sales	6.3 %	8.0 %		5.5 %	4.9 %	
ROCE				4.7 %	4.0 %	
Comparable ROCE				4.7 %	4.0 %	

* The Equipment Rental Central Europe segment includes operations in Germany, Austria, Hungary, the Czech Republic and Slovakia.

MODULAR SPACE*

STRONG SALES GROWTH CONTINUED, PROFITABILITY IMPACTED BY ORGANISATIONAL RESTRUCTURING COSTS DURING THE LAST QUARTER

The Modular Space division’s full-year rental sales and total sales increased by 9.8% (10.7% in local currency) and 7.6% (8.5% in local currency), respectively, driven by the good market environment during the year. Accordingly, organic sales growth rates excluding acquired assets of Just Pavillon A/S stood at 9.3% for rental sales and 7.5% for total sales.

Fourth-quarter sales were notably above the previous year increasing by 13.3% or 14.1% in local currencies. In addition, rental sales showed growth of 10.4% (10.9% in local currencies). Organic rental sales growth of 8.7% was driven by successful project deliveries, which picked up during the latter part of the year and were on a very good level particularly in Sweden. Furthermore, new module deliveries increased assembly income, which had a positive impact on organic total sales growth of 12.4%.

Full-year EBITA for Modular Space decreased by 6.3% and was EUR 28.8 (30.8). The decrease was mainly attributable to cost overruns in Finland and Germany during the period. In addition, on a segment-level, measures taken to support further growth contributed negatively to profitability against last year. EBITA for the fourth quarter decreased by 9.4% and totalled EUR 7.4 (8.2) million. The decrease was mainly resulting from lower other operating income as well as additional costs of EUR 1.4 million in Finland and Germany related to organisational restructuring and cost provisions. Positive effects are expected to follow in 2018 due to organisational restructuring and improved project management.

Overall, demand for modular space projects remained on a good level in all the division’s countries during 2017. Market growth was particularly strong within the school and daycare customer segments. The outlook for rental market development is also positive for 2018; over 10% growth is expected for Sweden and Finland and 5–10% for Denmark and Germany. The outlook for the Norwegian modular space market is stable. In December 2017, Cramo announced that it is assessing strategic alternatives for the Modular Space (Cramo Adapteo) business including a potential demerger and separate listing of Cramo Adapteo.

Key figures

(MEUR)	10-12/2017	10-12/2016	Change %	1-12/2017	1-12/2016	Change %
Rental sales	22.1	20.0	10.4 %	83.8	76.4	9.8 %
Sales	35.8	31.6	13.3 %	126.5	117.6	7.6 %
EBITA	7.4	8.2	-9.4 %	28.8	30.8	-6.3 %
% of sales	20.8 %	26.0 %		22.8 %	26.2 %	
Comparable EBITA	7.4	8.2	-9.4 %	28.8	30.8	-6.3 %
% of sales	20.8 %	26.0 %		22.8 %	26.2 %	
ROCE				9.1 %	11.1 %	
Comparable ROCE				9.1 %	11.1 %	

* The Modular Space segment includes operations in Sweden, Finland, Norway, Denmark, Germany, Lithuania and Estonia.

ANNUAL GENERAL MEETING 2017 AND THE BOARD'S AUTHORISATIONS

The Annual General Meeting of Shareholders of Cramo Plc was held in Helsinki on 30 March 2017. The Annual General Meeting adopted the consolidated financial statements and the parent company's financial statements for the financial year 2016 and discharged the members of the Board of Directors and the CEO from liability. The Annual General Meeting decided that, as proposed by the Board of Directors, a dividend of EUR 0.75 per share will be paid for the financial year 2016.

The number of members of the Board of Directors was confirmed as seven (7). Mr Perttu Louhiluoto, Mr Peter Nilsson, Mr Joakim Rubin, Mr Raimo Seppänen, Mr Erkki Stenberg and Ms Caroline Sundewall were re-elected as Board members and Mr Veli-Matti Reinikkala as a new Board member.

The Annual General Meeting resolved that the Chairman of the Board of Directors shall be paid EUR 70,000 per year, the Deputy Chairman of the Board of Directors EUR 40,000 per year, and the other members of the Board of Directors EUR 35,000 per year. Of the annual remuneration, 50 per cent will be paid in Cramo shares. In addition, it was decided that all Board members are entitled to a compensation of EUR 1,000 per attended Board committee meeting and that the Chairman of the Audit Committee would receive an additional compensation of EUR 5,000 per year.

Convening after the Annual General Meeting, the Board of Directors elected Mr Veli-Matti Reinikkala as Chairman and Mr Erkki Stenberg as Deputy Chairman. The Board appointed the following members to the Audit Committee: Mr Joakim Rubin (Chairman), Ms Caroline Sundewall, Mr Erkki Stenberg and Mr Perttu Louhiluoto. The Board appointed the following members to the Remuneration Committee: Mr Veli-Matti Reinikkala (Chairman), Mr Peter Nilsson and Mr Raimo Seppänen.

The audit firm KPMG Oy Ab was appointed as Cramo Plc's Auditor for the term ending at the end of the next Annual General Meeting, with Mr Toni Aaltonen, APA, as the responsible auditor. The Annual General Meeting decided that the Auditors will be paid reasonable remuneration in accordance with the invoice approved by the Company.

The Annual General Meeting authorised the Board of Directors to decide on the acquisition and/or on the acceptance as pledge of the Company's own shares. The amount of own shares to be acquired and/or accepted as pledge shall not exceed 4,400,000 shares. Only the unrestricted equity of the Company can be used to acquire own shares. Own shares can be acquired at a price formed in public trading on Nasdaq Helsinki or otherwise at a price formed on the market. Own shares can be acquired using, inter alia, derivatives. Own shares can be acquired other than in proportion to the shareholdings of the shareholders. Own shares can be acquired and/or accepted as a pledge to, among other things, limit the dilutive effects of share issues carried out in connection with possible acquisitions, to develop the Company's capital structure, to be transferred in connection with possible acquisitions, to be used in incentive arrangements or to be cancelled, provided that the acquisition is in the interest of the Company and its shareholders. However, not more than 400,000 acquired shares may be used for the incentive arrangements of the Company.

The Annual General Meeting authorised the Board of Directors to decide on share issue as well as issue of option rights and other special rights entitling to shares, pursuant to Chapter 10 of the Companies Act. The shares issued are new or those in the Company's possession. Under the authorisation, a maximum of 4,400,000 shares can be issued. The shares or other special rights entitling to shares can be issued in one or more tranches. The Board of Directors may resolve upon issuing new shares to the Company itself. The Board of Directors is authorised to resolve on a directed share issue and issue of the special rights entitling to shares in deviation from the shareholders' pre-emptive right, provided that there is a weighty financial reason for the Company to do so. Except for issuing of option rights for incentive arrangements, the authorisation can also be used for incentive arrangements, however, not more than 400,000 shares in total.

The authorisations are valid until the end of the next Annual General Meeting of Shareholders, but no longer than until 30 September 2018.

The Annual General Meeting decided that the charter of the Nomination Committee shall be revised. According to the adopted charter, the charter shall be adopted in the Annual General Meeting only if the Nomination Committee proposes changes to the charter.

SHARES AND SHARE CAPITAL

On 31 December 2017, Cramo Plc's share capital as registered in the Finnish Trade Register was EUR 24,834,753.09, and the number of shares was 44,690,554. At the end of the review period, Cramo Plc holds 203,730 of these shares. On 16 January 2017, a total of 21,211 shares were given in a directed share issue for Cramo Group's personnel based on the Cramo Group's Performance Share Plan 2014. On 16 May 2017, the number of shares held by the company decreased by a total of 10,837 due to the directed share issue based on One Cramo Share Plan 2013.

In the share issue, a total of 3,645 Cramo shares held by the company have been conveyed without consideration to employees of the divested operations in Denmark and Latvia participating in the performance share plans on 21 August 2017.

CURRENT INCENTIVE SCHEMES

In February 2017, the Board of Directors of Cramo Plc resolved to launch a new plan for the period 2017-2018 within the One Cramo Share Plan established in 2012. The new plan period began in October 2017 and will end on 31 December 2018. The total amount of all savings during the commencing plan period may not exceed 4 million euros.

In the One Cramo Share Plan incentive scheme, the permanent employees are offered an opportunity to save a maximum of 5% of their salary, and the accumulated savings are used for share purchases. The fifth savings period of the incentive scheme began on 1 October 2016 and ended on 30 September 2017. The second savings period ended on 30 September 2014 and related additional, total amount of 10,837 shares were conveyed in May 2017. In the One Cramo Share Plan, the participants get the opportunity to acquire one additional share for each two shares purchased.

The discretionary periods of the share-based incentive scheme for Cramo Group's key employees are the calendar years starting from 2012. The rewards for the discretionary periods 2012–2014 were based on the earnings per share. The rewards for 2014 were paid on 16 January 2017. A total of 21,211 shares were given in a directed share issue, in addition to which rewards were paid in cash in the amount of EUR 428,482.

The share-based incentive scheme for the Cramo Group Management Team members and key employees for 2015–2017 offers an opportunity to earn Cramo shares as a reward for achieving established performance targets. The rewards for the discretionary periods 2015–2017 were based on the earnings per share and return on equity (ROE). Each discretionary period is immediately followed by a two-year vesting period before rewards are paid out. The target group of the scheme consists of approximately 65 Cramo key employees. Should the performance targets be attained in full for all three discretionary periods, the earned reward will correspond to a maximum total of 1,000,000 Cramo Plc shares, including the proportion to be paid in cash. The rewards for 2015 were paid after the reporting period, 17 January 2018. A total of 80,411 shares were given in a directed share issue, in addition to rewards of EUR 1,378.199 paid in cash. The rewards for 2016 equal the approximate worth of 213,000 shares and will be paid in January 2019. The rewards for 2017 equal the approximate worth of 126,000 shares and will be paid in January 2020.

TRADING ON NASDAQ HELSINKI

Cramo Plc has been listed on the Helsinki Stock Exchange since 1988. The share code is CRA1V. On the Nordic list, Cramo Plc is classified as a Mid Cap company in the industrials sector. In the financial year from 1 January to 31 December 2017, the lowest trading price for Cramo Plc stock was EUR 17.75 and the highest was EUR 27.17. During the financial year 2017, the trading-weighted average share price for Cramo Plc stock was EUR 22.20. The closing price for the share on 31 December 2017 was EUR 19.76 and the company's market value was EUR 883.1 million.

CHANGES IN SHAREHOLDINGS

Cramo Plc received on 19 May 2017 notification pursuant to Chapter 9, section 5 of the Securities Markets Act from Massachusetts Mutual Life Insurance Company, MassMutual Holding LLC and MM Asset Management Holding LLC of Springfield, Massachusetts, USA, according to which their total holding of shares in Cramo Plc increased above five (5) per cent on 18 May 2017. The shareholding amounted to 5.17% on that date. According to the latest notification provided to the company on 5 October 2016, the amount of the shares and voting rights has been 4.89%. According to the notification, the reasons for the notification were an acquisition of shares or voting rights and the addition of Barings LLC to the chain of controlled undertakings.

On 16 November 2017, Cramo Plc received a notification pursuant to Chapter 9, section 5 of the Securities Markets Act from Massachusetts Mutual Life Insurance Company according to which Oppenheimer Funds, Inc's total holding of shares in Cramo Plc has increased above five (5) per cent on 15 November 2017. As at the date of the notification, Massachusetts Mutual Life Insurance Company held 2,847,171 shares, 6.37% of shares and votes in Cramo Plc.

CORPORATE GOVERNANCE AND AUDITORS

At the end of the financial year, Cramo Plc's Board of Directors was composed of Mr Veli-Matti Reinikkala (Chairman), Mr Perttu Louhiluoto, Mr Peter Nilsson, Mr Joakim Rubin, Mr Erkki Stenberg, Ms Caroline Sundewall and Mr Raimo Seppänen.

Ms Helene Biström (Chairman), Mr Peter Nilsson, Mr Joakim Rubin, Mr Raimo Seppänen, Mr Erkki Stenberg, Ms Caroline Sundewall and Mr Perttu Louhiluoto comprised the Board of Directors until the Annual General Meeting of 30 March 2017. Mr Joakim Rubin (Chairman), Mr Erkki Stenberg and Ms Caroline Sundewall comprised the Audit Committee. Ms Helene Biström (Chairman), Mr Peter Nilsson and Mr Raimo Seppänen comprised the Remuneration Committee.

The members of the Shareholders' Nomination Committee established by the Annual General Meeting were nominated in November 2017 and they are Veli-Matti Reinikkala; Mr Mikael Moll, Partner, Zeres Capital; Mr Ari Autio, Member of the Board of Directors of foundation, Rakennusmestarien Säätiö; and Kalle Saariaho, CEO, OP Fund Management Company Ltd. The chairman of the Nomination Committee is Mr Mikael Moll.

On 31 December 2017, the Board members and the President and CEO held, either directly or through companies in which they exercise control, a total of 36,804 Cramo Plc shares.

The company's auditors were KPMG Oy Ab, Authorised Public Accountants, with Mr Toni Aaltonen, APA, as the responsible auditor.

In addition to the President and CEO, Cramo Plc's Group Management Team comprised the following members at the end of the financial period: Peter Bäckström, Executive Vice President, Scandinavia, and Managing Director, Cramo AB; Tatu Hauhio, Executive Vice President, Finland and Eastern Europe, and Managing Director, Cramo Finland Oy; Dirk Schlitzkus, Executive Vice President, Central Europe, and Managing Director, Cramo AG; Martin Holmgren, Senior Vice President, Fleet Management; Aku Rumpunen, CFO; Philip Isell Lind af Hageby, Executive Vice President, Modular Space; Petra Schedin Stergel, Senior Vice President, Human Resources Development; and Mattias Rådström, Senior Vice President, Communications, Marketing and Investor Relations.

Cramo Plc observes the Finnish Corporate Governance Code, which entered into force on 1 January 2016. Cramo manages inside information in accordance with the requirements of the Market Abuse Regulation (MAR), the Insider Guidelines of Nasdaq Helsinki Ltd. and Cramo's Insider Guidelines approved by the Board of Directors.

The Corporate Governance statement 2017 issued by Cramo Plc's Board of Directors and the Remuneration Statement 2017 are available on the Cramo Plc website.

RISKS AND UNCERTAINTIES

In addition to global economic developments, the main sources of uncertainty in Cramo's business are related to the economic cycles and financial development of each country, fluctuations in interest and exchange rates, availability of financing, credit loss risks, the success of the Group's acquisitions and information system projects, personnel-related risks, availability of competent management and recruitment-related risks, tax risks and other business risks.

Economic uncertainty may be reflected in Cramo's operations as decreased demand in one or several market areas, fiercer competition, lower rental prices, higher financial expenses or customers experiencing financial difficulties and increasing credit losses. In addition, economic uncertainty increases the impairment risks to the balance sheet values.

Risks related to the Swedish residential building sector have elevated recently. Prolonged uncertainty in the Swedish housing market could negatively affect lower market activity and demand in the construction sector. Greater attention will be paid to the Group's risk management due to large portion of Group's business located in Sweden.

Of geopolitical risks, uncertainties in the Russian economy may cause adverse economic impact in the markets where Cramo operates. The political changes in Europe, such as the Brexit negotiation progress, elections taking place in 2018 and sovereign debt challenges may also have an effect on general economic development and, consequently, on construction and the demand for rental services. In addition, global political uncertainty is expected to increase in 2018, which may have an impact on the prevailing economic environment.

ACCOUNTING PRINCIPLES

The annual financial statements 2017 of Cramo Plc are audited and the Auditors' report was issued on 8 February 2018.

This financial statement bulletin has been prepared in accordance with IAS 34 Interim Financial Reporting. In the preparation of this financial report, Cramo has applied the same accounting principles as in its financial statements for 2016. New IFRS guidelines effective since 1 January 2017 have not had any effect on Group figures. The Half Year Financial Report and Financial Statements Bulletin are unaudited.

As of 1 January 2017, Cramo has decided to publish its financial information according to the new segment structure. The new segments are Equipment Rental Scandinavia, Equipment Rental Finland and Eastern Europe, Equipment Rental Central Europe and Modular Space. Equipment Rental and Modular Space form two business divisions.

The Group has assessed the applicability and impacts of IFRS 9 Financial Instruments and IFRS 15 Revenue from Contracts standards (effective as of 1 Jan 2018) and IFRS 16 Leases (effective as of 1 Jan 2019) on the Group's consolidated financial statements.

IFRS 9 Financial Instruments will only have a material impact on the bond issued in 2016 (refinance). The effect of recalculating amortised cost will increase the retained earnings by about EUR 3.2 million and decrease the amount of bond in the financial liabilities by the same amount. For other parts of IFRS 9 there will be no material impact on valuation of Cramo Group's financial instruments compared with present IAS 39.

The transition to the IFRS 15 Revenue from Contracts standards does not have any material impact on the Group's consolidated financial statements. The application of the standard increases the number of disclosures presented. The Group has published a separate release on the application of the standard on 10 November 2017.

The Group estimates, that IFRS 16 Leases standard has significant impact on Cramo Group statement of financial position as lessees are required to recognise a lease liability reflecting future lease payments and a right-of-use-asset for virtually all lease contracts. The Group has several types on operative lease contracts according to current IAS 17. These include depot and premises contracts with varying non-cancellable lease periods, operative car lease contracts, and different types of machines financed through operative lease contracts. Depot and premises lease contracts are expected to form the largest impact at IFRS 16 transition. The Group is currently assessing the full effects for Cramo Group as lessee.

More information of applicability and impacts of the new IFRS standards is disclosed in the Consolidated Financial Statements 2017.

GROUP INFORMATION

CONSOLIDATED BALANCE SHEET (MEUR)	31 Dec 2017	31 Dec 2016
ASSETS		
Non-current assets		
Tangible assets	794.4	750.5
Goodwill	145.6	148.0
Other intangible assets	60.2	62.9
Deferred tax assets	13.7	13.9
Investments in joint ventures	7.1	7.3
Loan receivables	10.2	12.9
Trade and other receivables	0.9	1.3
Total non-current assets	**1 032.0**	**996.8**
Current assets		
Inventories	9.1	8.7
Trade and other receivables	146.6	136.3
Income tax receivables	3.6	4.0
Derivative financial instruments	0.8	0.9
Cash and cash equivalents	2.6	9.1
Total current assets	**162.6**	**159.0**
TOTAL ASSETS	**1 194.6**	**1 155.8**
EQUITY AND LIABILITIES		
Equity		
Share capital	24.8	24.8
Other reserves	327.2	326.9
Hedging fund	-6.3	-8.6
Translation differences	-53.8	-36.7
Retained earnings	265.4	213.2
Equity attributable to owners of the parent company	**557.4**	**519.7**
Total equity	**557.4**	**519.7**
Non-current liabilities		
Interest-bearing liabilities	296.8	347.9
Derivative financial instruments	7.8	10.5
Deferred tax liabilities	79.8	75.3
Retirement benefit liabilities	1.9	1.6
Other non-current liabilities	1.9	2.8
Total non-current liabilities	**388.3**	**438.1**
Current liabilities		
Interest-bearing liabilities	88.2	48.2
Derivative financial instruments	0.7	0.2
Trade and other payables	158.4	148.2
Income tax liabilities	1.1	0.9
Provisions	0.7	0.5
Total current liabilities	**249.0**	**198.0**
Total liabilities	**637.2**	**636.1**
TOTAL EQUITY AND LIABILITIES	**1 194.6**	**1 155.8**

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (MEUR)	10-12/2017	10-12/2016	1-12/2017	1-12/2016
Sales	**196.7**	**192.9**	**729.5**	**712.3**
Other operating income	4.3	6.2	19.4	17.4
Materials and services	-67.9	-65.5	-240.4	-239.4
Employee benefit expenses	-40.9	-41.9	-157.7	-155.8
Other operating expenses	-31.9	-31.8	-119.7	-117.1
Share of profit / loss of joint ventures	0.4	0.9	1.1	1.3
EBITDA	**60.6**	**60.8**	**232.2**	**218.7**
Depreciation and impairment on tangible assets	-27.9	-32.5	-111.5	-112.0
EBITA	**32.7**	**28.2**	**120.7**	**106.7**
% of sales	**16.6 %**	**14.6 %**	**16.5 %**	**15.0 %**
Amortisation and impairment resulting from acquisitions	-0.9	-4.3	-3.4	-8.0
Operating profit (EBIT)	**31.8**	**23.9**	**117.3**	**98.7**
% of sales	**16.2 %**	**12.4 %**	**16.1 %**	**13.9 %**
Finance costs (net)	-3.1	-3.5	-12.0	-11.8
Profit before taxes	**28.7**	**20.4**	**105.2**	**86.9**
% of sales	**14.6 %**	**10.6 %**	**14.4 %**	**12.2 %**
Income taxes	-5.7	-5.0	-21.0	-18.3
Profit for the period	**23.0**	**15.4**	**84.2**	**68.6**
% of sales	**11.7 %**	**8.0 %**	**11.5 %**	**9.6 %**
Attributable to:				
Owners of the parent	23.0	15.4	84.2	68.6
Profit attributable to owners of the parent				
Earnings per share, undiluted, EUR	0.52	0.35	1.89	1.54
Earnings per share, diluted, EUR	0.51	0.34	1.88	1.53

OTHER COMPREHENSIVE INCOME ITEMS (MEUR)	10-12/2017	10-12/2016	1-12/2017	1-12/2016
Profit for the period	**23.0**	**15.4**	**84.2**	**68.6**
Other comprehensive income				
Items that will not be reclassified to profit or loss:				
-Remeasurements on retirement benefit liabilities, net of tax	0.0	0.0	0.0	0.0
Total items that will not be reclassified to profit or loss	0.0	0.0	0.0	0.0
Items that may be reclassified subsequently to profit or loss:				
-Change in hedging fund, net of tax	0.5	1.8	2.3	-1.5
-Available-for-sale financial assets				
-Share of other comprehensive income of joint ventures	-0.3	1.2	-1.3	3.3
-Transferred to income statement through liquidation (indirect translation differences)		-0.3		-0.3
-Change in translation differences	-10.6	2.6	-15.8	-13.3
Total items that may be reclassified subsequently to profit or loss	-10.3	5.3	-14.8	-11.8
Total other comprehensive income, net of tax	**-10.3**	**5.3**	**-14.8**	**-11.8**
Comprehensive income for the period	**12.7**	**20.7**	**69.4**	**56.8**

Changes in consolidated statement of equity (MEUR)	Share capital	Share issue and other reserves	Hedging fund	Translation differences	Retained earnings	Total equity
1.1.2016	**24.8**	**326.3**	**-7.1**	**-26.4**	**173.1**	**490.7**
Profit for the period					68.6	68.6
Total other comprehensive income, net of tax			-1.5	-10.3	0.0	-11.8
Comprehensive income for the period			**-1.5**	**-10.3**	**68.6**	**56.8**
Dividend distribution					-28.9	-28.9
Share-based payments					1.0	1.0
31.12.2016	**24.8**	**326.9**	**-8.6**	**-36.7**	**213.2**	**519.7**
1.1.2017	**24.8**	**326.9**	**-8.6**	**-36.7**	**213.2**	**519.7**
Profit for the period					84.2	84.2
Total other comprehensive income, net of tax			2.3	-17.1	0.0	-14.8
Comprehensive income for the period			**2.3**	**-17.1**	**84.3**	**69.4**
Dividend distribution					-33.4	-33.4
Own shares conveyed		0.3			-0.3	
Share-based payments					1.6	1.6
31.12.2017	**24.8**	**327.2**	**-6.3**	**-53.8**	**265.4**	**557.4**

SHARE RELATED KEY FIGURES	10-12/2017	10-12/2016	1-12/2017	1-12/2016
Earnings per share (EPS), EUR 1) 2)	0.52	0.35	1.89	1.54
Earnings per share (EPS), diluted, EUR 3)	0.52	0.34	1.88	1.53
Shareholders' equity per share, EUR 4)			12.53	11.69
Number of shares, end of period			44 690 554	44 690 554
Adjusted number of shares, average 5)			44 479 685	44 444 804
Adjusted number of shares, end of period 5)			44 486 824	44 451 131
Number of shares, diluted, average 5)			44 734 341	44 675 861

1) Items affecting comparability were EUR 0.3 million in the fourth quarter and 0.6 million in full-year 2017. Items were related to gain on sale of Latvian and Kaliningrad operations and loss on sale of equipment rental business in Denmark. Items affecting comparability were EUR 7.1 million in fourth quarter 2016 and related to negative impact of impairments EUR 8.0 million from Danish equipment rental operations and from Latvian and Lithuanian operations and positive impact of EUR 0.5 million from reclassification of loans in Fortrent Group. Positive tax impact of the items was EUR 0.4 million. Comparable earnings per share before the above mentioned items were EUR 0.51 in the fourth quarter 2017 and EUR 1.87 in full year 2017. Corresponding figures for 2016 were EUR 0.51 and 1.70 respectively.

2) Calculated from the adjusted average number of shares

3) Calculated from the diluted average number of shares

4) Calculated from the adjusted number of shares at the end of the period

5) Number of shares without treasury shares

CONSOLIDATED CASH FLOW STATEMENT (MEUR)	10-12/2017	10-12/2016	1-12/2017	1-12/2016
Cash flow from operating activities				
Profit before taxes	28.7	20.4	105.2	86.9
Non-cash adjustments	28.4	34.3	111.3	116.6
Change working capital	17.6	11.5	-4.2	-1.5
Cash flow before financial items and taxes	**74.7**	**66.2**	**212.3**	**201.9**
Net financial items	-3.4	-5.5	-11.6	-15.2
Income taxes paid	-1.6	-2.6	-14.2	-14.6
Net cash flow from operating activities	**69.7**	**58.2**	**186.5**	**172.2**
Cash flow from investing activities				
Investments in tangible and intangible assets	-56.2	-54.5	-201.9	-195.4
Sale of tangible and intangible assets	5.9	13.1	29.5	34.5
Acquisition of subsidiaries and business operations, net of cash acquired	0.0	0.0	-9.1	-4.0
Disposal of subsidiaries and business operations, net of cash	0.0	0.0	28.0	
Net cash flow from investing activities	**-50.3**	**-41.4**	**-153.4**	**-164.9**
Cash flow after investments	**19.4**	**16.8**	**33.1**	**7.3**
Cash flow from financing activities				
Change in interest-bearing receivables	1.2	0.9	2.8	2.4
Repayment of finance lease liabilities	-0.4	-2.8	-1.6	-7.6
Change in interest-bearing liabilities	-20.3	-11.3	-7.1	31.9
Proceeds from share options exercised	0.0	0.0	0.0	0.4
Dividends paid	0.0	0.0	-33.3	-28.9
Net cash flow from financing activities	**-19.6**	**-13.3**	**-39.3**	**-1.8**
Change in cash and cash equivalents	**-0.1**	**3.5**	**-6.2**	**5.5**
Cash and cash equivalents at period start	2.8	5.6	9.1	3.5
Cash and cash equivalents related to disposals	0.0	0.0	-0.2	0.0
Exchange differences	0.0	0.0	-0.1	0.1
Cash and cash equivalents at period end	**2.6**	**9.1**	**2.6**	**9.1**

CHANGES IN NET BOOK VALUE OF TANGIBLE AND INTANGIBLE ASSETS (MEUR)	1–12/2017	1–12/2016
Opening balance	**961.4**	**906.2**
Depreciation, amortisation and impairment	-114.8	-120.0
Additions		
Rental machinery	202.2	196.9
Other tangible assets	7.7	5.5
Intangible assets	3.9	4.8
Total additions	213.9	207.3
Disposal of businesses	-29.4	
Reductions and other changes	-12.6	-19.8
Exchange differences	-18.2	-12.3
Closing balance	**1,000.2**	**961.4**

FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (MEUR)	Book value 31 Dec 2017	Fair value 31 Dec 2017
Financial assets at fair value through profit and loss		
Current derivative financial instruments	0.8	0.7
Loans and receivables		
Loan receivables	10.2	10.2
Non-current trade and other receivables	0.9	0.9
Current trade and other receivables	122.2	122.2
Cash and cash equivalents	2.6	2.6
Financial liabilities at fair value through profit and loss		
Current derivative financial instruments	0.7	0.6
Loans and borrowings		
Non-current interest-bearing liabilities	296.8	307.8
Other non-current liabilities	1.6	1.6
Current interest-bearing liabilities	88.2	88.2
Trade and other payables	89.1	89.1
Hedge accounted derivatives		
Non-current derivative financial instruments	7.8	7.8

Commitments and contingent liabilities (MEUR)	31 Dec 2017	31 Dec 2016
Pledges, finance lease	11.0	15.2
Investment commitments	37.6	53.9
Commitments to office and depot rents	101.3	98.7
Operational lease payments	17.3	20.7
Other commitments	1.8	1.3
Group's share of commitments in joint ventures	0.2	0.1

Modular space order book (MEUR)	31 Dec 2017	31 Dec 2016
Value of outstanding orders for modular space 1)	155.4	125.9
Value of orders for modular space rental sales	122.5	106.0
Value of orders for modular space other sales 1)	32.9	20.0

1) Comparison period order book value has been corrected to include the agreed disassembly value.

Derivative financial instruments (MEUR)	31 Dec 2017	31 Dec 2016
Fair value		
Interest rate swaps	-7.8	-10.5
Currency forwards	0.1	0.6
Nominal value		
Interest rate swaps	130.0	130.0
Currency forwards	111.0	116.2

SEGMENT INFORMATION

Sales (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	101.9	103.7	380.1	378.8
Equipment rental, Finland and Eastern Europe	38.7	37.4	143.0	138.6
Equipment rental, Central Europe	20.6	20.3	80.5	77.9
Eliminations	0.0	0.0	0.0	0.0
Equipment rental	**161.1**	**161.5**	**603.7**	**595.3**
Modular space	**35.8**	**31.6**	**126.5**	**117.6**
Non-allocated & eliminations	-0.2	-0.1	-0.6	-0.6
Group	**196.7**	**192.9**	**729.5**	**712.3**

EBITA (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	21.5	15.2	71.5	60.9
Equipment rental, Finland and Eastern Europe	7.3	6.5	27.0	21.7
Equipment rental, Central Europe	1.3	1.6	4.4	3.8
Eliminations	0.2	0.0	0.1	-0.2
Equipment rental	**30.2**	**23.3**	**103.1**	**86.2**
Modular space	**7.4**	**8.2**	**28.8**	**30.8**
Non-allocated & eliminations	-5.0	-3.2	-11.2	-10.2
Group	**32.7**	**28.2**	**120.7**	**106.7**

EBITA margin	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	21.1%	14.6%	18.8%	16.1%
Equipment rental, Finland and Eastern Europe	18.9%	17.2%	18.9%	15.6%
Equipment rental, Central Europe	6.3%	8.0%	5.5%	4.9%
Equipment rental	**18.8%**	**14.4%**	**17.1%**	**14.5%**
Modular space	**20.8%**	**26.0%**	**22.8%**	**26.2%**
Group	**16.6%**	**14.6%**	**16.5%**	**15.0%**

IACs*) in EBITA (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia 1)	0.0	-3.7	-1.1	-3.7
Equipment rental, Finland and Eastern Europe 2)	0.3	-0.6	1.8	-0.6
Equipment rental, Central Europe	0.0	0.0	0.0	0.0
Equipment rental	**0.3**	**-4.3**	**0.6**	**-4.3**
Modular space	**0.0**	**0.0**	**0.0**	**0.0**
Non-allocated & eliminations	0.0	0.0	0.0	0.0
Group	**0.3**	**-4.3**	**0.6**	**-4.3**

*) IAC = Items affecting comparability

1) In Equipment rental Scandinavia, items affecting to comparability of EBITA were EUR -1.1 million in 2017. Items were related to loss on sale of equipment rental business in Denmark. EBITA for 2016 included items affecting to comparability EUR 3.7 million impairment loss related to Denmark operations.

2) In Equipment rental Finland and Eastern Europe, items affecting to comparability of EBITA were EUR 0.3 million in the fourth quarter and 1.8 million in full-year 2017. Items were related to gain on sale of Latvian and Kaliningrad operations. EBITA for 2016 included EUR 1.2 million impairment loss related to Latvian and Lithuanian operations and EUR 0.5 million gain related to reclassification of loans in Fortrent Group.

EBIT (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	20.9	14.7	69.4	58.7
Equipment rental, Finland and Eastern Europe	7.1	4.5	25.9	17.8
Equipment rental, Central Europe	1.3	1.6	4.3	3.7
Eliminations	0.2	0.0	0.1	-0.2
Equipment rental	**29.4**	**20.8**	**99.8**	**80.1**
Modular space	**7.4**	**8.2**	**28.6**	**30.7**
Non-allocated & Eliminations	-5.0	-5.1	-11.2	-12.1
Group	**31.8**	**23.9**	**117.3**	**98.7**

EBIT margin	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	20.6%	14.2%	18.3%	15.5%
Equipment rental, Finland and Eastern Europe	18.3%	12.1%	18.1%	12.9%
Equipment rental, Central Europe	6.1%	7.8%	5.4%	4.7%
Equipment rental	**18.3%**	**12.9%**	**16.5%**	**13.4%**
Modular space	**20.7%**	**26.0%**	**22.6%**	**26.1%**
Group	**16.2%**	**12.4%**	**16.1%**	**13.9%**

IACs*) in EBIT (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia 1)	0.0	-3.7	-1.1	-3.7
Equipment rental, Finland and Eastern Europe 2)	0.3	-1.9	1.8	-1.9
Equipment rental, Central Europe	0.0	0.0	0.0	0.0
Equipment rental	**0.3**	**-5.6**	**0.6**	**-5.6**
Modular space	**0.0**	**0.0**	**0.0**	**0.0**
Non-allocated & eliminations 3)	0.0	-1.9	0.0	-1.9
Group	**0.3**	**-7.5**	**0.6**	**-7.5**

*) IAC = Items affecting comparability

1) In Equipment rental Scandinavia, items affecting to comparability of EBITA were EUR -1.1 million in 2017. Items were related to loss on sale of equipment rental business in Denmark. EBITA for 2016 included items affecting to comparability EUR 3.7 million impairment loss related to Denmark operations.

2) In Equipment rental Finland and Eastern Europe, items affecting to comparability of EBITA were EUR 0.3 million in the fourth quarter and 1.8 million in full-year 2017. Items were related to gain on sale of Latvian and Kaliningrad operations. EBITA for 2016 included EUR 2.4 million impairment loss related to Latvian and Lithuanian operations and EUR 0.5 million gain related to reclassification of loans in Fortrent Group.

3) In non-allocated items, EBIT for 2016 included items affecting comparability of EUR 1.9 million related to impairments of intangible assets.

Comparable EBIT (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	20.9	18.4	70.5	62.4
Equipment rental, Finland and Eastern Europe	6.7	6.5	24.2	19.8
Equipment rental, Central Europe	1.3	1.6	4.3	3.7
Equipment rental	**29.1**	**26.4**	**99.2**	**85.7**
Modular space	**7.4**	**8.2**	**28.6**	**30.7**
Group	**31.5**	**31.4**	**116.6**	**106.2**

Comparable EBIT margin	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	20.6%	17.7%	18.6%	16.5%
Equipment rental, Finland and Eastern Europe	17.4%	17.3%	16.9%	14.3%
Equipment rental, Central Europe	6.1%	7.8%	5.4%	4.7%
Equipment rental	**18.1%**	**16.4%**	**16.4%**	**14.4%**
Modular space	**20.7%**	**26.0%**	**22.6%**	**26.1%**
Group	**16.0%**	**16.3%**	**16.0%**	**14.9%**

Capital employed (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia			366.1	372.4
Equipment rental, Finland and Eastern Europe			188.2	173.5
Equipment rental, Central Europe			91.3	92.9
Eliminations			-0.2	-0.4
Equipment rental			**645.4**	**638.4**
Modular space			**333.6**	**295.9**
Non-allocated & Eliminations			21.9	27.4
Group			**1,000.9**	**961.8**

Sales by country (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
ER Sweden	85.5	81.5	307.2	298.6
MS Sweden	18.2	14.7	60.2	57.6
Eliminations	-0.1	-0.1	-0.6	-0.6
Sweden	**103.6**	**96.1**	**366.8**	**355.6**
ER Finland	26.7	26.4	98.5	98.2
MS Finland	8.4	8.3	32.2	31.1
Finland	**35.1**	**34.7**	**130.7**	**129.2**
ER Germany	15.2	15.8	61.7	62.3
MS Germany	2.9	2.9	11.3	9.1
Germany	**18.1**	**18.6**	**73.0**	**71.5**
ER Norway	16.4	16.7	59.6	60.3
MS Norway	1.4	2.3	7.5	7.1
Norway	**17.7**	**19.0**	**67.1**	**67.3**
Other countries	22.2	24.4	91.9	88.6
Group	**196.7**	**192.9**	**729.5**	**712.3**

Reconciliation of Group EBITA to profit before taxes (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Group EBITA	**32.7**	**28.2**	**120.7**	**106.7**
Amortisation and impairment resulting from acquisitions and disposals	-0.9	-4.3	-3.4	-8.0
Operating profit	**31.8**	**23.9**	**117.3**	**98.7**
Net finance items	-3.1	-3.5	-12.0	-11.8
Profit before taxes	**28.7**	**20.4**	**105.2**	**86.9**

Depreciation and impairment on tangible assets (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	-11.3	-15.8	-47.8	-52.5
Equipment rental, Finland and Eastern Europe	-7.2	-8.5	-27.8	-29.3
Equipment rental, Central Europe	-4.1	-4.3	-15.9	-16.0
Equipment rental	**-22.6**	**-27.3**	**-88.1**	**-92.9**
Modular space	**-5.6**	**-4.9**	**-21.5**	**-18.1**
Non-allocated & Eliminations	0.3	-0.3	-2.0	-0.9
Group	**-27.9**	**-32.5**	**-111.5**	**-112.0**

Gross Capital Expenditure (MEUR)	10–12/2017	10–12/2016	1–12/2017	1–12/2016
Equipment rental, Scandinavia	23.4	15.7	78.5	66.7
Equipment rental, Finland and Eastern Europe	8.0	7.8	42.2	47.5
Equipment rental, Central Europe	7.3	3.6	25.1	30.4
Equipment rental	**38.7**	**27.1**	**145.8**	**144.6**
Modular space	**15.7**	**19.5**	**66.1**	**58.4**
Non-allocated & Eliminations	0.1	1.2	2.0	4.3
Group	**54.5**	**47.8**	**213.9**	**207.3**

CALCULATION OF KEY FIGURES

Key figures on financial performance:

Return on equity, %	=	Profit for the period (rolling 12 month) / Total equity (average)	x 100
Return on capital employed (ROCE), %	=	EBIT (rolling 12 month) / Capital employed (average start and end of the period)	x 100
Equity ratio, %	=	Total equity / Balance sheet total - advance payments received	x 100
Net debt	=	Interest-bearing liabilities - cash and cash equivalents	
Gearing, %	=	Net interest-bearing liabilities (net debt) / Total equity	x 100
Personnel on average	=	The average number of employees at the end of each calendar month during the accounting period, adjusted with the number of part-time employees	

Per-share ratios:

Earnings per share (EPS)	=	Profit for the year attributable to owners of the parent company / Adjusted average number of shares during the period
Shareholders' equity per share	=	Shareholders' equity / Adjusted number of shares at the end of the period

The alternative Performance Measures (“APM”) used by Cramo are defined below:

EBITA	=	Operating profit (EBIT) + amortisation and impairment on intangible assets (purchase price allocations) arising from acquisitions	
EBITDA	=	EBITA + depreciation	
Net debt / EBITDA	=	Period end net debt / Rolling 12 month EBITDA	
Comparable EBITA	=	EBITA - items affecting comparability	
Comparable EPS	=	Profit for the period excluding items affecting comparability (rolling 12 month) / Adjusted average number of shares during the period	
Comparable return on equity, %	=	Profit for the period excluding items affecting comparability (rolling 12 month) / Total equity (average)	x 100
Organic (rental) sales growth, %	=	(Rental) sales growth of assets owned by the company for the whole current and previous reporting period (i.e. exluding acquisitions, divestments and exchange rate impact)	
Gross margin, %	=	(Sales – Materials and services) / Sales	

The European Securities and Markets Authority (ESMA) has issued guidelines regarding Alternative Performance Measures (“APM”). Cramo presents APM’s to improve the business analysis and comparability from period to period. APMs presented in this report are not performance measures used in IFRS reporting and should not be considered as a substitute for measures of performance in accordance with the IFRS.

TEN LARGEST SHAREHOLDERS 31 December 2017	SHARES	%
1 Zeres Capital*	4 696 730	10,51
2 Massachusetts Mutual Life Insurance Company, MassMutual Holding LLC and MM Asset Management Holding LLC**	2 847 171	6,37
3 Rakennusmestarien Säätiö (Construction engineers' fund)	2 129 422	4,76
4 OP-Finland Value Fund	1 460 529	3,27
5 Ilmarinen Mutual Pension Insurance Company	909 040	2,03
6 ODIN Finland	610 066	1,37
7 Nordea Nordic Fund	569 293	1,27
8 OP-Finland Small Firms Fund	438 772	0,98
9 Nordea Pro Finland Fund	418 953	0,94
10 Evli Finnish Small Cap Fund	402 795	0,90
Ten largest owners, total	**14 482 771**	**32,41**
Nominee registered	17 174 840	38,43
Others	13 032 943	29,16
Total	**44 690 554**	**100,00**

* According to the notification pursuant to Chapter 9, section 5 of the Securities Markets Act on 30 March 2015

** According to the notification pursuant to Chapter 9, section 5 of the Securities Markets Act on 16 November 2017

There were no material transactions with related parties during the review period.

This report includes certain forward-looking statements based on the management's expectations at the time they were made. These involve risks and uncertainties and are subject to change due to changes in general economic and industry conditions.

Vantaa, 8 February 2018

Cramo Plc

Board of Directors

BRIEFING

Cramo will hold a briefing and a live webcast at Kämp Kansallissali, address: Aleksanterinkatu 44 A, 2nd floor, Helsinki, on Friday, 9 February 2018 at 11.00 am. The briefing will be in English. It can be viewed live on the Internet at www.cramogroup.com. A replay of the webcast will be available at www.cramogroup.com from 9 February 2018 in the afternoon.

NEW STRATEGY 2017–2020

SHAPE AND SHARE

We will capture the potential in our markets:

- We enable Cramo people to achieve top performance
- We significantly stretch our core business models
- We rapidly grow Modular Space in select European markets
- We establish game changing offerings in sharing resources

NEW STRATEGY 2017–2020

NEW FINANCIAL TARGETS

Based on the 'Shape and Share' strategy, Cramo has set new financial targets for 2017-2020. The new financial targets are set separately for the Equipment rental and Modular space business divisions as well as for the Cramo Group. New financial targets (on average, during the period) are:

GROUP
Return on equity (ROE) > 15%
Net debt / EBITDA < 3
Dividend approx. 40% of annual earnings per share (EPS)

EQUIPMENT RENTAL
Organic sales growth > Market
ROCE > 14.5%

MODULAR SPACE
Double digit organic rental sales growth
ROCE > 12.5%

ROCE = EBIT (rolling 12 months)/capital employed (average start and end of period)

The Annual report containing the full financial statements for 2017 will be published in electronic format in week 10/2018.

Cramo will publish its Half Year Financial Report and two Business Reviews in 2018 as follows:

- 25 April 2018: Business Review for January-March 2018
- 26 July 2018: Half Year Financial Report for January-June 2018
- 26 October 2018: Business Review for January-September 2018

The Annual General Meeting 2018 will take place on Wednesday, 28 March 2018 in Helsinki.

MORE INFORMATION

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