# AGM 2010

**President and CEO Magnus Rosén** 



# FINANCIAL YEAR 2009

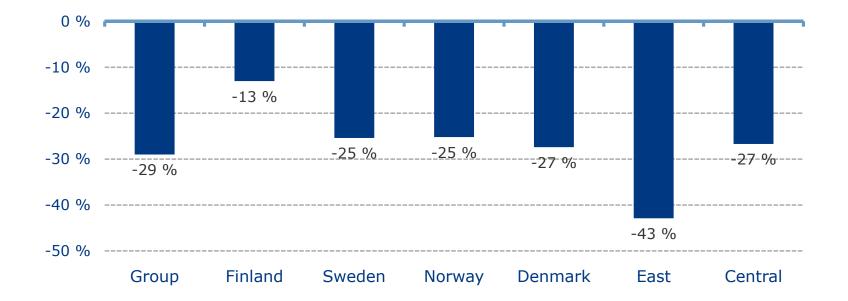
## YEAR 2009: HEALTHY CASH FLOW AND STRENGTHENED FINANCIAL POSITION IN DIFFICULT ENVIRONMENT

- Net sales decreased by 29% to MEUR 503 (703)
- **EBIT of MEUR 29 (80) or 5.7% (11.4%) of sales**
- **EPS of EUR 0.04 (0.31)**
- Gross capital expenditure of MEUR 18 (201)
- Operative cash flow increased to MEUR 88 (7)
- Net debt of MEUR 207 (303)



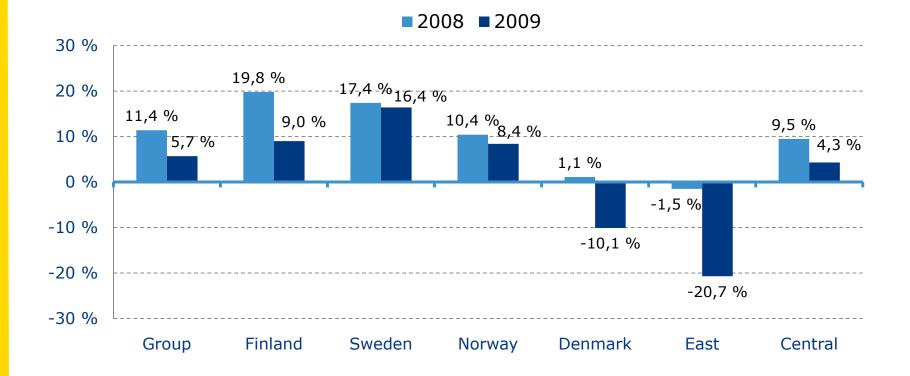
## NET SALES DECLINED IN ALL SEGMENTS, BUT WAS MOST PRONOUNCED IN EUROPE EAST

Change in Net sales 2009 versus 2008

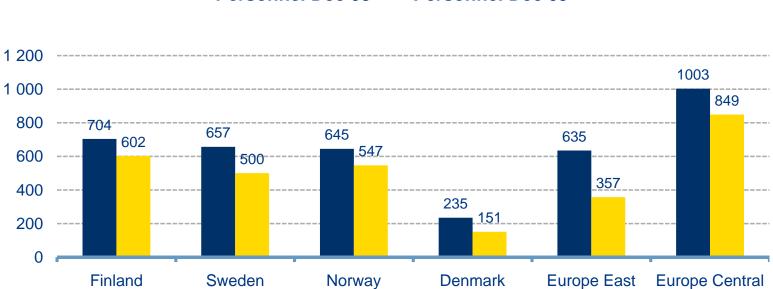


## **EBIT-MARGIN WAS STRONGEST IN SWEDEN**

#### EBIT-margin by segments 2009 versus 2008



# SIGNIFICANT PERSONNEL REDUCTIONS IN ALL SEGMENTS

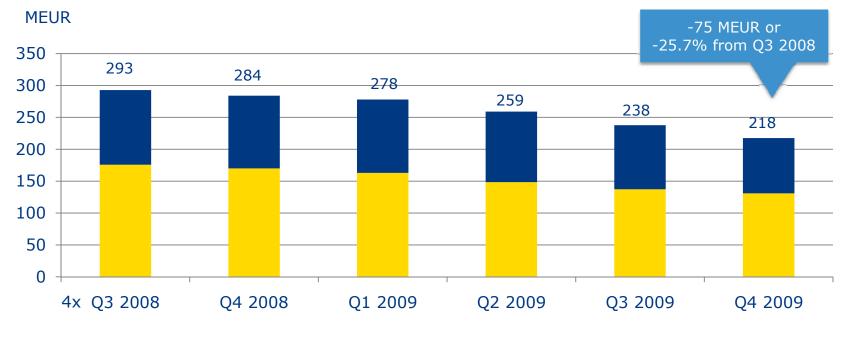


Personnel Dec 08
Personnel Dec 09

At the end of 2009, the Group's workforce had decreased by 873 persons from the level at the end of 2008.

# FIXED COST SAVINGS PROGRAMME PROGRESSED ACCORDING TO PLAN

#### **Quarterly fixed costs development**



R12 Employee Benefits
R12 Other operating costs

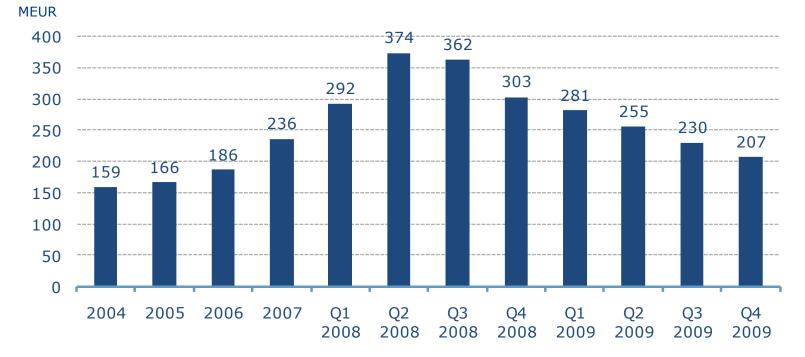


# STRONG CASH FLOW WAS USED TO AMORTISE DEBT



# FINANCIAL POSITION IMPROVED FURTHER

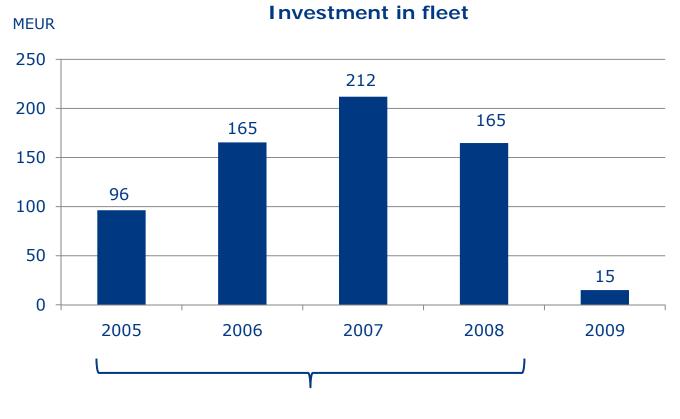
#### Net debt development



Strong cash flow was used to amortise debt resulting in a lower gearing of 68% (108%) and a higher Equity ratio of 46.6% (37.4%).



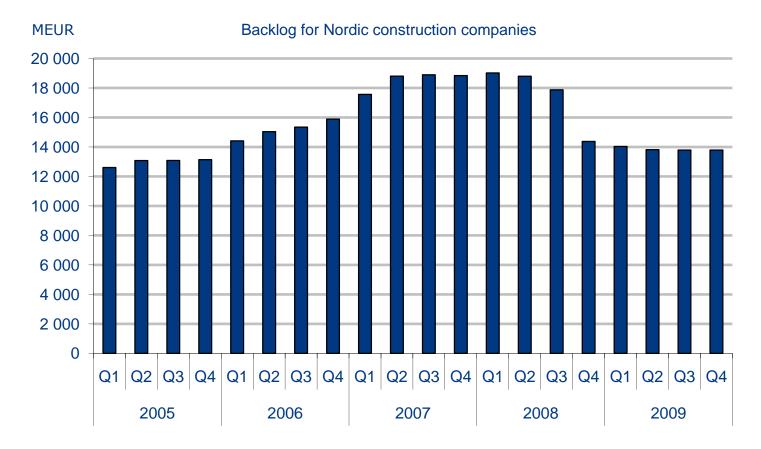
# **RELATIVELY YOUNG FLEET - NO NEED FOR LARGE INVESTMENTS IN 2010**



~650 MEUR



# NORDIC CONSTRUCTION ORDER BACKLOGS STABILISING IN Q4/2009



Including: NCC, Veidekke, YIT, Skanska, Lemminkäinen and Peab.



### **OUTLOOK 2010**

Ramirent takes a cautious stance regarding the development of the economy and expects the equipment rental market to be challenging in 2010.

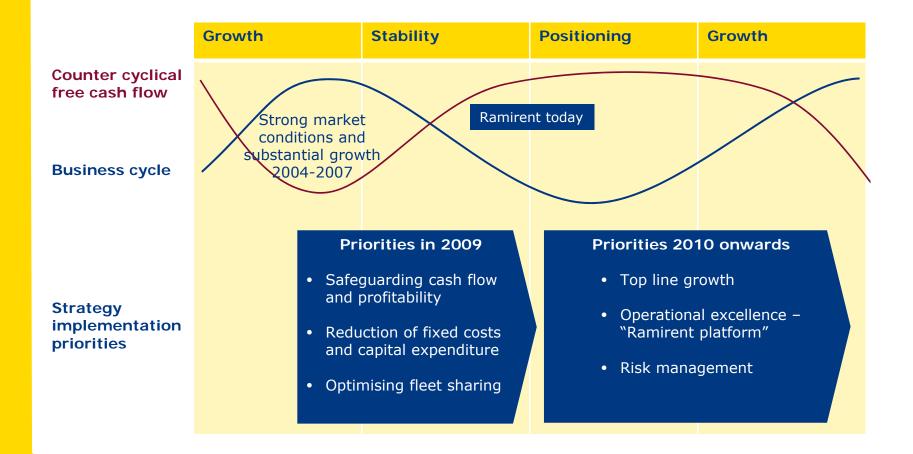
Due to the restructuring actions and the adjustment of fixed costs, the profit before taxes is expected to improve in 2010 and the cash flow is expected to be positive.



# STRATEGIC OBJECTIVES 2010

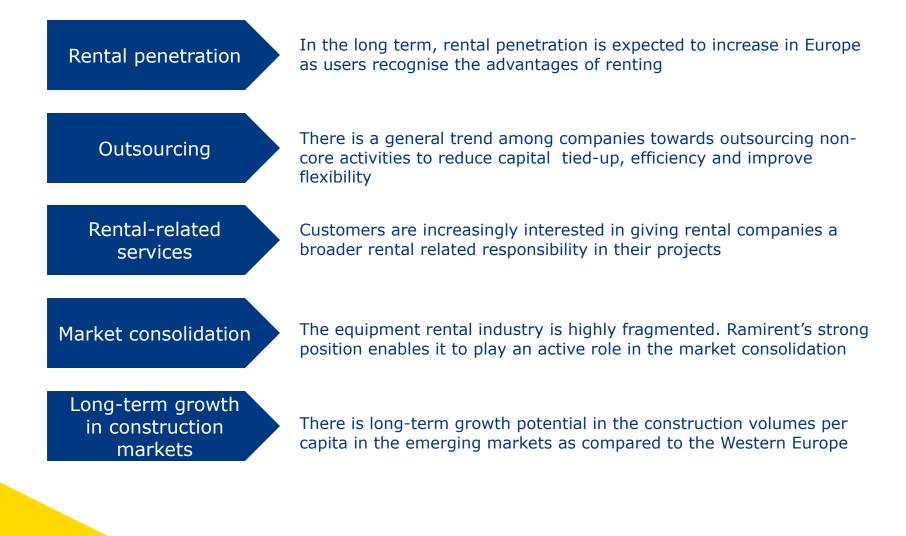


# WE ARE WELL POSITIONED FOR A TURN-AROUND





# GOING FORWARD, SEVERAL DRIVERS SUPPORT THE GROWTH OF EQUIPMENT RENTAL BUSINESS



# THREE MAJOR OBJECTIVES IN 2010: 1. TOP LINE GROWTH

# Sustainable top-line growth

- Widen the customer portfolio to the public and industry sectors
- Develop the product range and new rental related services and concepts
- Capture outsourcing opportunities and participate in consolidation

# THREE MAJOR OBJECTIVES IN 2010: 2. OPERATIONAL EXCELLENCE AND SYNERGIES

Operational excellence through "Ramirent platform" Maintain the strong focus on cost competitiveness

 Develop a common "Ramirent platform" with unified key business processes and transfer of best practices

Optimise Group fleet management and procurement



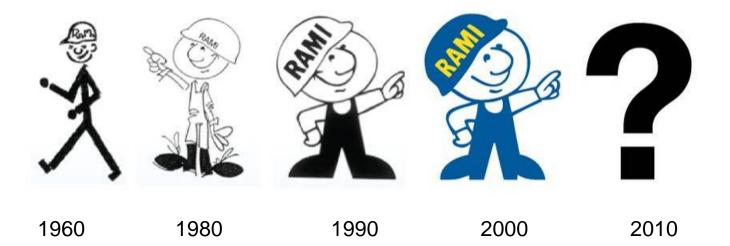
# THREE MAJOR OBJECTIVES IN 2010: 3. RISK MANAGEMENT

Risk management through balanced business portfolio

- Well diversified portfolios of customers, products and markets
- Reduce the dependency on construction sector by growing in industries outside construction
- Maintain a positive cash flow over the business cycle and a strong financial position

## RENEWED BRAND STRATEGY SUPPORTING THE DEVELOPMENT OF THE RAMIRENT PLATFORM

Development of the company symbol





## A SYMBOL LINKED TO OUR BRAND PROMISE "LET'S SOLVE IT"

- An entrepreneurial attitude of being progressive problem-solvers
- Our Dynamic Rental Solutions<sup>™</sup> include single products to managing the entire fleet capacity for a project site
- Our Mission is to simplify business by delivering Dynamic Rental Solutions<sup>™</sup>





## OUR VISION IS TO BE THE LEADING AND MOST PROGRESSIVE RENTAL COMPANY IN EUROPE

#### Vision

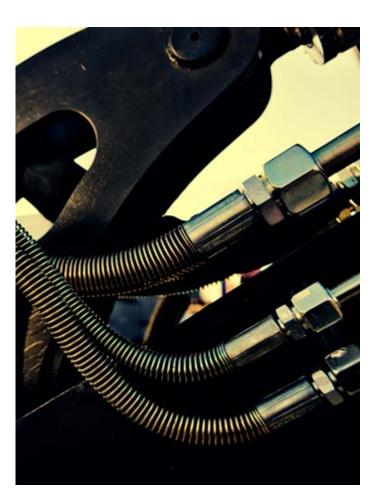
The leading and most progressive equipment rental solutions company in Europe, setting the benchmark for industry performance and customer service



# WE ARE COMMITTED TO DELIVERING OUR LONG-TERM FINANCIAL TARGETS OVER A BUSINESS CYCLE

#### Long-term financial targets

	Target
Annual EPS growth	≥15%
Return on investment, ROI	≥18%
Gearing	<120%
Dividend payout ratio	≥40%

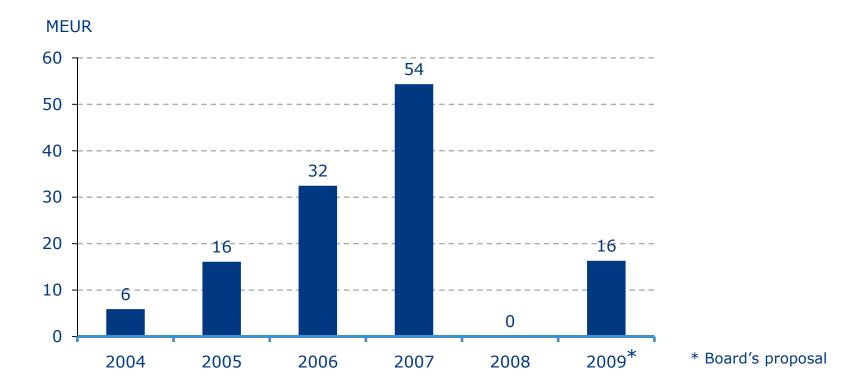




# **Appendix**



# THE BOARD PROPOSES A DIVIDEND OF EUR 0.15 PER SHARE



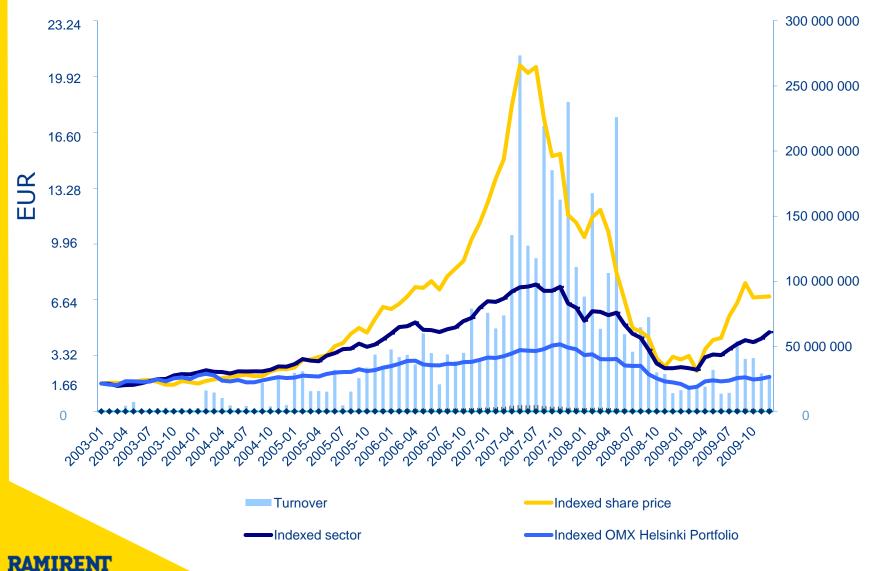
In addition, the Board of Directors proposes to be authorized to decide, within its discretion, on the payment of an additional dividend to the dividend decided at the AGM, however no more than EUR 0.10 per share. The Board of Directors shall make its decision no later than 31 December 2010

# LARGEST SHAREHOLDERS REMAIN STABLE

	Number of shares	% of share capital
1. Nordstjernan AB	31 186 331	28.69
2. Oy Julius Tallberg Ab	11 962 229	11.01
3. Varma Mutual Pension Insurance Company	7 831 299	7.20
4. Ilmarinen Mutual Pension Insurance	4 160 214	3.83
5. Odin Funds	3 819 834	3.51
6. Nordea Funds	2 717 357	2.50
7. Veritas Pension Insurance Company Ltd.	1 070 000	0.98
8. The State Pension Fund	1 004 000	0.92
9. Mariatorp Oy	820 000	0.75
10. Fondita Funds	733 000	0.67

\*As per 31 December, 2009

# SHARE PRICE DEVELOPMENT UNTIL DECEMBER 2009

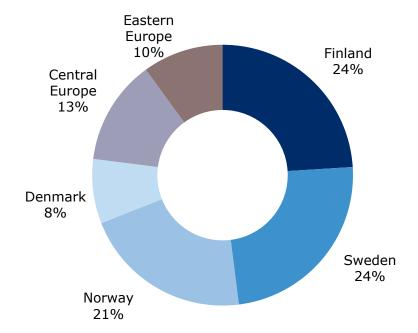


# WE ARE PIONEERS OF OPENING UP NEW AND UNDEVELOPED RENTAL MARKETS

- Ramirent is the market leader in the Nordic region and in most of the Central and Eastern European countries where it is present
  - The Group has 344 permanent outlets in thirteen European countries
  - Through the extensive outlet network Ramirent is close to the customers and can fulfil a broad range of local customer needs

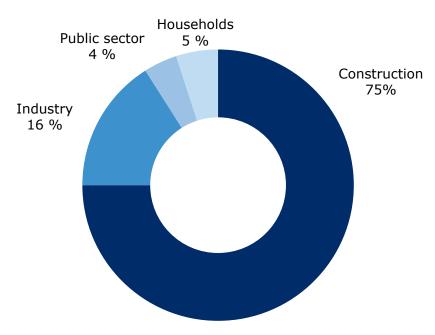


# OUR OFFERINGS SUCCESSFULLY SERVE MANY COUNTRIES AND BUSINESS SECTORS



Sales per segment

#### Sales per customer sector



Nordic countries are our largest markets and construction is our largest customer sector