CRAMO Q1

INTERIM REPORT 1-3/2014
CRAMO PLC

CRAMO'S INTERIM REPORT JANUARY–MARCH 2014

PERFORMANCE STARTED IMPROVING AT THE END OF THE QUARTER

1–3/2014 highlights (year-on-year comparison in brackets):

- Sales EUR 140.3 (148.5) million; the change was -5,6%. Sales change in local currencies, excluding restructuring in Russia, was +0,8%
- EBITA EUR 4.4 (6.4) million, EBITA margin 3.1% (4.3%)
- Earnings per share EUR -0.03 (-0.04)
- Return on equity (rolling 12 months) 8.5% (6.9%)
- Cash flow after investments EUR -10.7 (-18.9) million
- Gearing 76.3% (69.7%)
- After the review period, expansion into the German modular space market through the acquisition of C/S RaumCenter in April
- After the review period, the construction machinery rental business in Finland was strengthened through the acquisition of OptiRent in April

Guidance for 2014 unchanged: In 2014, Cramo Group's EBITA margin will continue to improve compared to 2013. Cramo Group's sales is also expected to grow in 2014, however, exact sales is exposed to changing exchange rates.

KEY FIGURES AND RATIOS (MEUR)	1-3/14	1-3/13	Change %	1-12/13
Income statement				
Sales	140.3	148.5	-5.6 %	657.3
EBITDA	27.8	29.7	-6.4 %	173.8
EBITA 1)	4.4	6.4	-31.4 %	79.9
% of sales	3.1%	4.3%		12.2%
Operating profit (EBIT)	1.8	1.7	7.2 %	66.8
Profit / loss before taxes (EBT)	-1.6	-2.3	29.5 %	51.9
Profit / loss for the period	-1.3	-1.8	29.5 %	42.8
Share related information				
Earnings per share (EPS), EUR	-0.03	-0.04	31.5 %	1.01
Earnings per share (EPS), diluted, EUR	-0.03	-0.04	32.2 %	1.00
Shareholders' equity per share, EUR	11.36	11.22	1.3 %	11.56
Other information				
Return on investment, % 2)	7.6 %	6.7 %		7.7 %
Return on equity, % 2)	8.5 %	6.9 %		8.3 %
Equity ratio, %	46.5 %	46.6 %		47.1 %
Gearing, %	76.3 %	69.7 %		72.9 %
Net interest-bearing liabilities	375.5	364.9	2.9 %	364.8
Gross capital expenditure (incl. acquisitions)	27.3	46.2	-40.8 %	129.6
of which acquisitions/business combinations		31.2	-100.0 %	29.1
Cash flow from operating activities	8.1	17.9	-54.9 %	160.3
Cash flow after investments	-10.7	-18.9	43.3 %	50.3
Average number of personnel (FTE)	2,474	2,505	-1.2 %	2,463
Number of personnel at period end (FTE)	2,486	2,402	3.5 %	2,416

1) EBITA is operating profit before amortisation and impairment resulting from acquisitions and disposals

2) Rolling 12 month

SUMMARY OF FINANCIAL PERFORMANCE IN JANUARY–MARCH 2014

Cramo Group's consolidated sales decreased by 5.6% to EUR 140.3 (148.5) million. In local currencies, sales decreased by 1.8%.

The transfer of the Russian operations to the joint venture on 1 March 2013 decreased sales. Sales change in local currencies, excluding restructuring in Russia, was +0.8%. The market situation continued to be difficult in January and February, but turned better in March.

The mild winter had a favourable effect on sales in Central Europe. However, the low demand for heating services in the Nordic countries decreased sales. Towards the end of the period, the mild winter accelerated the start of construction projects, even in the Nordic countries. Early project starts offer a good starting point for growth in rental services, particularly in Sweden and Germany, where construction growth forecasts are favourable. In the modular space business, demand continued to be strong.

EBITA was EUR 4.4 million (6.4 million). EBITA margin was 3.1% (4.3%) of sales. The result was weakened by the modest demand in January and February, after which markets picked up in March.

Earnings per share was EUR -0.03 (-0.04).

Considering the market situation, the result was good in Finland and Sweden. In order to ensure positive performance development in Sweden, Cramo reduced its cost base in order to further enhance the efficiency of its operations. The cost savings are expected to have a visible effect in Sweden in the second quarter of 2014. The result improved in Norway, where costs were also reduced by optimising structures and the depot network. In Central Europe, demand developed favourably and the transition programme progressed as planned. The result in Central Europe is expected to improve towards the end of the year.

In Eastern Europe, sales and profit developed as expected, with the exception of the joint venture Fortrent. In Russia and Ukraine, the Ukrainian crisis decreased construction and the demand for rental services. Fortrent responded by rapidly adjusting it costs and decreasing its level of investment.

Cash flow from operating activities was EUR 8.1 (17.9) million. Payments in accordance with a residual tax decision of EUR 9.7 million in Finland had a negative effect on cash flow from operating activities. The company and its tax advisors consider the decision to be unfounded and Cramo has appealed. Gross capital expenditure was EUR 27.3 (46.2) million, and net cash flow from investing activities was EUR -18.8 (-36.8) million. Cash flow after investments was EUR -10.7 (-18.9) million. The Group's gearing was 76.3% (69.7%) at the end of March.

After the review period, in line with its growth strategy, Cramo expanded its modular space business in Germany by acquiring C/S RaumCenter. The acquisition offers Cramo significant opportunities in the growing modular space market in Germany. In Finland, Cramo strengthened its position in the construction machinery rental market by acquiring OptiRent. Both of the acquisitions were completed in April.

MARKET OUTLOOK

Eurozone economies are expected to resume growth in 2014. Growth is expected particularly in the second half of the year. The Ukrainian crisis has brought uncertainty to growth expectations. However, its effects have been limited to Russia and Ukraine. If the crisis expands materially to continental Ukraine or the EU implements severe economic sanctions, the crisis may have a stronger effect on construction and the demand for rental services in some of Cramo's countries of operation.

For the time being the general expectation of economic revival in Europe in 2014 remains unchanged.

However, market-specific differences in construction and the demand for rental services are considerable. In its November forecast, Euroconstruct estimated that construction would increase in the Nordic countries, Germany, Poland and Lithuania in 2014. In Norway, positive signs regarding residential construction were received in April, indicating that apartment prices had begun to rise again during the winter.

In the long term, the equipment rental market is expected to grow faster than construction. Changes in demand usually follow those in construction with a delay and may be strong. In addition to construction, the demand for equipment rental services is affected by industrial investments and the rental penetration rate.

The European Rental Association (ERA) is expecting equipment rental to increase in all of Cramo's main markets in 2014.

(All construction market forecasts presented in this review are estimates by Euroconstruct, unless otherwise stated.)

GUIDANCE ON GROUP OUTLOOK

Cramo Group's guidance for 2014 remains unchanged: "In 2014, Cramo Group's EBITA margin will continue to improve compared to 2013. Cramo Group's sales is also expected to grow in 2014, however, exact sales is exposed to changing exchange rates."

CEO'S COMMENT

"After a challenging start of the year, our performance started to improve in March. As a result of the mild winter in January and February, the demand for heating services was exceptionally low, which affected our sales in the Nordic countries. However, it seems that, because of the mild winter, construction got off to a good start already in March – slightly earlier than usual. I expect the situation to develop favourably towards the end of the year, particularly in Sweden and Germany, where the growth forecasts for 2014 are good. In addition, there are positive signs in our other markets that growth will resume in 2014.

Our result for the first quarter of 2014 did not entirely meet our expectations, but I believe that Cramo Group will reach its full-year performance goals.

In order to ensure favourable profit development, we adjusted our costs, particularly in Sweden and Norway. Over the past few years, we have developed a flexible operating model which enables rapid adjustments for example in the use of hired personnel. In addition, we optimised our depot network.

In Germany, we continued to implement our transition program, which I believe will bring results during the rest of the year.

My favourable full-year outlook for 2014 is based not only on market forecasts, but also on our determined operational development over the past few years. We will continue to strengthen our customer focus in all of our countries of operation. We have also developed our pricing models and solutions, so that we will be able to make use of opportunities as soon as the rental market resumes growth.

Market forecasts for 2014 continue to support our optimistic outlook on several markets, but the growth rate is likely to remain moderate. I am expecting the rental market to resume growth during the summer and our business operations to develop favourably from this point forward," says Vesa Koivula, President and CEO of Cramo Group.

SALES AND PROFIT

Cramo Group's consolidated sales decreased by 5.6% to EUR 140.3 (148.5) million. In local currencies, sales decreased by 1.8%.

The transfer of the Russian operations to the joint venture on 1 March 2013 decreased sales. Sales change in local currencies, excluding restructuring in Russia, was +0.8%. The market situation continued to be difficult, particularly in January and February. The mild winter had a favourable effect on sales in Central Europe. However, the low demand for heating services in the Nordic countries decreased sales. Towards the end of the period, the mild winter accelerated the start of construction projects, which increased fleet utilisation rates. In the modular space business, demand continued to be strong.

EBITA was EUR 4.4 million (6.4 million). EBITA margin was 3.1% (4.3%) of sales. The result was weakened by the modest demand in the main markets in January and February. Comparable EBITA before non-recurring items was EUR 4.4 (6.9) million, or 3.1% (4.7%) of sales.

EBITDA was EUR 27.8 (29.7) million, or 19.8% (20.0%) of sales, in January–March.

EBIT was EUR 1.8 (1.7) million in January–March.

Profit before taxes was EUR -1.6 (-2.3) million, and profit for the period was EUR -1.3 (-1.8) million.

The cost effect of the Group's credit losses and credit loss provisions amounted to EUR 1.0 (1.1) million. The result includes EUR 0.3 (0.2) million in impairment losses on the fleet.

Expenses associated with share-based payments totalled EUR 0.2 (0.1) million.

The Group's financial expenses continued to decrease. Net financial expenses were EUR 3.4 (4.0) million.

Earnings per share were EUR -0.03 (-0.04), and comparable earnings per share before non-recurring items were EUR -0.03 (0.01). Diluted earnings per share were EUR -0.03 (-0.04).

Return on investment (rolling 12 months) was 7.6% (6.7%). Return on equity (rolling 12 months) was 8.5% (6.9%).

CAPITAL EXPENDITURE, DEPRECIATION AND AMORTISATION

Gross capital expenditure was EUR 27.3 (46.2) million.

Reported depreciation and impairment on tangible assets and assets available for sale were EUR 23.5 (23.4) million.

Amortisation and impairment resulting from acquisitions and divestments totalled EUR 2.6 (4.7) million in the review period.

At the end of the period, goodwill stood at EUR 164.7 (172.9) million.

FINANCIAL POSITION AND BALANCE SHEET

In January–March, cash flow from operating activities was EUR 8.1 (17.9) million. Cash flow from investing activities was EUR -18.8 (-36.8) million, and cash flow from financing activities was EUR 12.3 (19.6) million. The Group's cash flow after investments was EUR -10.7 (-18.9) million.

At the end of the period, the Group's balance sheet included EUR 2.9 (5.9) million of assets available for sale.

On 31 March 2014, Cramo Group's net interest-bearing liabilities totalled EUR 375.5 (364.9) million. Gearing was 76.3% (69.7%).

Of the Group's variable rate loans, EUR 91.0 (91.0) million were hedged by way of interest rate swaps on 31 March 2014. Hedge accounting is applied to all of these interest rate hedges. On 31 March 2014, Cramo Group had undrawn committed credit facilities (excluding leasing facilities) in the amount of EUR 199.0 (217.6) million, of which non-current facilities represented EUR 183.0 (200.0) million and current facilities EUR 16.0 (17.6) million.

Property, plant and equipment amounted to EUR 603.9 (623.4) million of the balance sheet total at the end of the review period. The balance sheet total on 31 March 2014 was EUR 1,069.4 (1,134.1) million. The equity ratio was 46.5% (46.6%).

At the end of 2013, the Tax Administration issued a residual tax decision for Cramo, concerning 2009-2012. According to the decision, the interest income from Cramo's financing company in Belgium should have been taxed in Finland. Cramo paid taxes in Belgium. In compliance with the decision, Cramo paid EUR 9.7 million in taxes in Finland in January, which had a negative effect on its cash flow from operating activities for the first quarter of 2014. The company considers the decision to be unfounded and has appealed. The tax payment of EUR 9.7 million is recognised as an income tax receivable on the consolidated balance sheet.

Rental liabilities associated with off-balance sheet operational leasing agreements totalled EUR 23.3 (33.8) million on 31 March 2014. Off-balance sheet liabilities for office and depot rents totalled EUR 122.3 (119.7) million. The Group's investment commitments amounted to EUR 36.0 (17.2) million, with the majority being related to the acquisition of modular space.

GROUP STRUCTURE

Cramo is a service company specialising in equipment rental services and the rental of modular space. Its equipment rental services comprise construction machinery and equipment rentals and related services, such as site and installation services. With its selection of more than 200,000 rental products, Cramo is a leading service provider in its field in the Nordic countries and Central and Eastern Europe.

At the end of the period under review, 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, Latvia, Lithuania, Poland, the Czech Republic, Slovakia, Germany, Austria and Hungary. Cramo Plc also owns a company in Sweden that offers group-level services.

In addition, Cramo owns 50% of Fortrent, a joint venture launched with Ramirent that operates in Russia and Ukraine.

At the end of the review period, Cramo provided equipment rental services through a network of 350 (362) depots.

STRATEGIC AND FINANCIAL TARGETS

Cramo's strategic cornerstones include being the customer's first choice, being Best in Town in its field, driving the development of the rental sector and achieving operational agility. Another cornerstone is combining the operational models and best practices of mature and growth markets.

Cramo's financial targets are: an EBITA margin of more than 15% of sales over a business cycle, a maximum gearing of 100%, faster growth of sales than that of the market and a return on equity higher than 12% over a business cycle. In profit distribution, its target is to follow a stable profit distribution policy and to pay approximately 40% of earnings per share (EPS) for a period as dividends.

Achieving these targets requires the roll-out of a uniform Cramo Rental Concept and harmonised key processes in all markets as well as expanding the modular space business outside Finland and Sweden more strongly than before.

PERSONNEL

During the review period, the Group had an average of 2,474 (2,505) employees. In addition, the Group employed an average of approximately 141 (120) people hired from a staffing service. At the end of the period, Group staff numbered 2,486 (2,402) as full time equivalent (FTE) employees.

Cramo Group's flexible operational model includes the use of not only permanent personnel, but also work force hired from a staffing service. The proportion of permanent personnel to work force hired from a staffing service as well as their numbers are constantly adjusted based on the market situation.

The geographical distribution of personnel at the end of the period was as follows: 447 (469) employees in Finland, 851 (809) in Sweden, 274 (255) in Norway, 107 (101) in Denmark, 364 (330) in Central Europe and 443 (437) in Eastern Europe.

PERFORMANCE BY BUSINESS SEGMENT

Cramo Group's business segments are Finland, Sweden, Norway, Denmark, Central Europe (Germany, Austria and Hungary) and Eastern Europe (Estonia, Latvia, Lithuania, Poland, the Czech Republic, Slovakia and the Kaliningrad region in Russia as well as a 50% share of the profit of the joint venture Fortrent in Ukraine and Russia, excluding the Kaliningrad region, in accordance with the equity method of accounting). In addition to segment information, Cramo reports on the order book value for modular space.

Finland generated 16.0% (15.3%) of the total consolidated sales for January-March (excluding elimination of inter-segment sales), Sweden 49.4% (48.5%), Norway 14.3% (15.3%), Denmark 4.7% (5.1%), Central Europe 9.3% (7.5%) and Eastern Europe 6.3% (8.3%).

Finland

Finland (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	22,711	22,995	-1.2 %	102,577
EBITA	2,800	2,315	20.9 %	19,312
EBITA-%	12.3 %	10.1 %		18.8 %
No of employees (FTE)	423	445	-4.9 %	393
No of depots	53	53	0.0 %	53

The Finnish operations reported sales of EUR 22.7 (23.0) million for January-March. Weak demand had a negative effect on sales, but the demand picked up slightly towards the end of the period.

EBITA improved to EUR 2.8 (2.3) million, or 12.3% (10.1%) of sales. Successful cost savings and enhanced overall operational efficiency improved the result. The modular space business continued to perform strongly.

The market situation in construction remained weak in early 2014, but the demand for rental services continued to be at a good level in other industries. Renovation projects continued to grow. The quotation base of the modular space business is strong, particularly in the public sector.

In April, Cramo strengthened its position as a provider of construction machinery rental services by acquiring the entire share capital of OptiRent Oy. OptiRent is particularly strong in the Helsinki Metropolitan Area and has a solid position in property maintenance. Its net sales in 2013 were around EUR 2.3 million, and it recorded a good result. Cramo aims to increase the share of construction machinery in its rental operations in Finland.

The Finnish economy is estimated to recover in 2014, albeit more slowly than most of Cramo's other markets. The full-year growth forecast for Finland was revised down slightly in early 2014, partly because of the Ukrainian crisis.

The Confederation of Finnish Construction Industries RT forecasts that the weak market situation will continue and construction will decrease by approximately 1% in 2014. Euroconstruct estimates that construction will increase in Finland by 0.5% because of commercial and office construction. Growth is expected in the second half of the year.

ERA predicts that the Finnish equipment rental market will grow by 3.5% in 2014.

Cramo had 53 (53) depots in Finland at the end of the review period.

Sweden

Sweden (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	69,898	72,861	-4.1 %	316,670
EBITA	9,123	9,961	-8.4 %	55,334
EBITA-%	13.1 %	13.7 %		17.5 %
No of employees (FTE)	813	772	5.3 %	792
No of depots	118	121	-2.5 %	120

Cramo's operations in Sweden reported sales of EUR 69.9 (72.9) million. Sales decreased by 4.1%. In the local currency, sales were at the previous year's level.

EBITA was EUR 9.1 (10.0) million, or 13.1% (13.7%) of sales. The result for January and February did not meet expectations, but construction and the demand for rental services began to improve in March. In order to ensure positive performance development, Cramo reduced costs by decreasing hired and temporary personnel by some 40 employees and closing down 10 small depots. The cost savings are expected to be visible in the result already in the second quarter of 2014.

Cramo has several development projects in progress in Sweden, including the reform of its pricing model and the optimisation of fleet rotation logistics in large towns. Introduced in 2013, the paper-free rental concept has been well received among customers.

After a relatively weak start to 2014, the construction market is picking up in northern and western Sweden as well as in eastern parts of the country, particularly in the Stockholm region. In southern Sweden, construction is expected to pick up in the second half of the year. The demand for modular spaces has remained at a good level.

In its February estimate, the Swedish Construction Federation forecasted that construction would increase by approximately 5% in Sweden in 2014. Euroconstruct predicted a growth rate of 1.6%. ERA is expecting equipment rental to increase by more than 2%.

At the end of the review period, Cramo had 118 (121) depots in Sweden.

Norway

Norway (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	20,281	23,026	-11.9 %	90,916
EBITA	1,567	910	72.1 %	6,600
EBITA-%	7.7 %	4.0 %		7.3 %
No of employees (FTE)	274	255	7.5 %	260
No of depots	30	32	-6.3 %	31

The Norwegian operations reported sales of EUR 20.3 (23.0) million, down 11.9%. In the local currency, sales decreased by 1.0%. The weak demand for heating services had a negative effect on sales.

EBITA improved to EUR 1.6 (0.9) million, or 7.7% (4.0%) of sales. EBITA before non-recurring items was EUR 1.6 (1.5) million, or 7.7% (6.5%) of sales. Result was positively affected by the reversal of a contingent purchase price liability. Costs were decreased through structural optimisation, including the regional decentralisation of the Byggetablering unit and the reduction of the depot network. Deployed in February, the renovated Lilleström hub in the Greater Oslo Region improves fleet utilisation rates for heavy equipment as well as repair and maintenance processes.

The market situation in Norway has continued to be favourable, particularly in civil engineering. Positive signs regarding residential construction were received in April, indicating that apartment prices had begun to rise again during the winter.

In its November forecast, Euroconstruct estimated that construction would increase by nearly 4% in Norway in 2014. ERA predicts equipment rental to increase by nearly 4%.

At the end of the period under review, Cramo had 30 (32) depots in Norway.

Denmark

Denmark (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	6,614	7,615	-13.1 %	28,512
EBITA	-792	-235	-237.8 %	30
EBITA-%	-12.0 %	-3.1 %		0.1 %
No of employees (FTE)	107	101	5.9 %	108
No of depots	7	7	0.0 %	7

Cramo's Danish operations reported sales of EUR 6.6 (7.6) million, down 13.1%.

EBITA was EUR -0.8 (-0.2) million, or -12.0% (-3.1%) of sales. January and February were difficult, but growth resumed in March. In the comparison period, sales from the Copenhagen metro project improved sales and result.

In 2014, Cramo will continue to focus on improving its profitability by targeting its fleet investments at the most profitable product segments and further developing sales and pricing models. Cramo has strengthened its position in the modular space business.

The rental market is expected to resume growth during 2014, which is expected to gradually also improve rental pricing opportunities in the Danish market.

Euroconstruct estimates that construction will increase by slightly more than 3% in 2014. ERA forecasts that equipment rental will grow by approximately 2% in 2014.

At the end of the year, Cramo had 7 (7) depots in Denmark.

Central Europe

Central Europe (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	13,138	11,238	16.9 %	74,652
EBITA	-4,575	-4,673	2.1 %	-1,062
EBITA-%	-34.8 %	-41.6 %		-1.4 %
No of employees (FTE)	364	330	10.4 %	349
No of depots	79	86	-8.1 %	83

In Central Europe, sales for January-March increased by 16.9% to EUR 13.1 (11.2) million.

EBITA was EUR -4.6 (-4.7) million, or -34.8% (-41.6%) of sales. Despite the ongoing transition program, the majority of Cramo's rental fleet is still construction machinery in Central Europe. For this reason, seasonal fluctuations are stronger than in Cramo's other business segments. The result expectations for the rest of the year are positive.

The Group's new enterprise resource planning system was successfully deployed in Germany in January, which resulted in non-recurring costs in the review period. Cramo is in the process of harmonising its operations according to the Cramo Rental Concept throughout Central Europe. Among other measures, this means sales and competence development, centralised operations and a broader range of products and services in line with the Best in Town strategy. The implementation of the Cramo Rental Concept is resulting in some non-recurring costs.

The company has continued to expand its range of products and services, particularly in tools and access equipment, in line with its business plan. To serve this purpose, Cramo has established new rental hubs in six major urban areas. Operational development will focus on regional sales development and a consistent performance management model at depots.

After the review period, Cramo expanded its modular space business by acquiring C/S RaumCenter GmbH, one of the most significant modular space rental companies operating particularly in the Rhein-Main area in Germany. The sales of C/S RaumCenter were about EUR 4 million in 2013 and the result was good. The acquisition provides Cramo an excellent stepping stone for establishing and further growing its modular space business in the German market. The acquisition also provides Cramo an opportunity to introduce its Nordic modular space applications and concepts into the German market in the future.

In addition, after the review period, Cramo signed an agreement on a significant delivery of modular spaces to an energy company in the Ludwigshafen region. The modular space business reduces seasonal fluctuations in Germany.

According to Euroconstruct, construction in Germany will increase by 2.7% in 2014. ERA estimates that equipment rental will increase by 4% in 2014.

At the end of the review period, Cramo had 79 (86) depots in Central Europe.

Eastern Europe

Eastern Europe (EUR 1,000)	1-3/14	1-3/13	Change %	1-12/13
Sales	8,982	12,486	-28.1 %	52,826
EBITA	-1,445	-85		8,204
EBITA-%	-16.1 %	-0.7 %		15.5 %
No of employees (FTE)	443	437	1.5 %	451
No of depots	63	63	0.0 %	63

Cramo Group's equipment rental sales in Eastern Europe come from Estonia, Latvia, Lithuania, Poland, the Czech Republic, Slovakia and the Kaliningrad region in Russia. Fortrent – the joint venture of Cramo and Ramirent in Russia and Ukraine – began operation on 1 March 2013. Its sales are not included in Cramo Group's sales. However, Cramo's share (50%) of Fortrent's profit for the review period is included in the EBITA of the Eastern Europe business segment in accordance with the equity method of accounting.

Cramo's sales in Eastern Europe decreased by 28.1% to EUR 9.0 (12.5) million. In local currencies, the change in sales was -27.4%. The decrease in sales resulted from the transfer of Russian operations to Fortrent on 1 March 2013. There was growth totalling 3.5% in other Eastern European countries (excluding Russia) in the period.

EBITA was EUR -1.4 (-0.1) million, or -16.1% (-0.7%) of sales. Profitability decreased compared to the previous year because of the decreased result in Russia. In the comparison period in January-February 2013, before the formation of Fortrent, the result in Russia was highly positive. For Russian operations incl. Fortrent, EBITA was EUR 1.5 million lower than in the previous year in the quarter, whereas in other Eastern European countries than Russia, profitability improved against the previous year.

The construction market forecasts for Eastern Europe show relatively significant differences between countries. The market outlook for Poland is particularly positive, with an expected growth rate of 3.5% in 2014. ERA estimates that equipment rental in Poland will increase markedly as well. In Lithuania, construction is expected to continue to grow at a rate of approximately 4%. Construction is estimated to decrease by 2% in Estonia, by 6% in Latvia and by 4-5% in the Czech Republic and Slovakia.

In 2014, Cramo aims to make use of growth opportunities in the Eastern European markets and improve its profitability, particularly in growing markets.

At the end of the review period, Cramo had 63 (63) depots in Eastern Europe.

FORTRENT JOINT VENTURE IN RUSSIA AND UKRAINE

Fortrent Group's sales for January–March 2014 were EUR 9.3 (12.6) million, representing a decrease of 26.2% from the previous year. Figures from previous year are pro forma figures. In local currencies, the decrease was 13.0%. Fortrent began operation on 1 March 2013. The sales decreased because of the weaker market situation caused by the Ukrainian crisis and the weakening of the Russian rouble and the Ukrainian hryvnia against the euro.

In January–March 2014, EBITA was EUR -0.2 (0.0) million, or -2.2% (0.0%) of sales, and profit for the period was EUR -0.8 (-0.7) million. Previous year figures are pro-forma figures. Fortrent rapidly adjusted its costs to the weaker market situation. In addition, Fortrent has reduced its investment level for 2014, which will affect also the sales level in 2014.

In 2014, Fortrent will expand its depot network to cover new cities in Russia by establishing new depots and by integrating previously agent-managed depots to its network. In addition, Fortrent aims to improve its profitability compared to 2013, but the Ukrainian crisis poses challenges in this respect.

Significant risks include the expansion of the Ukrainian crisis and severe economic sanctions implemented by the EU. These measures would have stronger effects on the near-term economic outlook for Russia and Ukraine.

Euroconstruct forecasts that the Russian construction market will grow by approximately 2% in 2014, with a long-term positive market outlook. Equipment rental is expected to grow more than construction. The forecasts do not account for the effects of the Ukrainian crisis. The market situation is likely to remain challenging in Ukraine.

Fortrent is owned and controlled 50/50 by Cramo and Ramirent, and its parent company Fortrent Ltd is a Finnish limited liability company. The merger of all business units in Russia into one company took effect in January 2014. Cramo's share of profit or loss from the joint venture 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 result from Fortrent Group to Cramo for January–March 2014 was EUR -0.4 (-0.2) million. The previous year figure is for March 2013 only.

SHARES AND SHARE CAPITAL

On 31 March 2014, Cramo Plc's share capital as registered in the Finnish Trade Register was EUR 24,834,753.09, and the number of shares was 43,626,959. Cramo Plc holds 316,288 of these shares. In the fourth quarter of 2013, a total of 782,626 new shares were subscribed for on the basis of the option programme 2009. These shares were entered in the Finnish Trade Register on 17 January 2014. The share subscription period for the 2009 option programme ended on 31 December 2013, and a total of 1,056,246 shares were subscribed for with its stock options. The subscription payments are included in the invested unrestricted equity fund.

CURRENT OPTION PROGRAMMES AND INCENTIVE SCHEMES

By 31 March 2014, the Group had granted a total of 780,500 stock options 2010 and 821,000 stock options 2011 to its key employees.

The share-specific subscription prices for the stock options after dividends distributed in 2014 (EUR 0.60) are as follows: EUR 12.40 for stock options 2010, and EUR 5.98 for stock options 2011. In the 2010 option programme, each stock option entitles its holder to subscribe for 1.3 new Cramo Plc shares. In the 2011 option programme, each stock option entitles its holder to subscribe for 1 new share.

In the One Cramo incentive scheme for the Group's permanent employees, employees are offered an opportunity to save a maximum of 5% of their salary, and the accumulated savings are used for share purchases. The second savings period of the incentive scheme began on 1 October 2013 and ends on 30 September 2014. A person participating in the plan acquires one additional share for every two savings shares purchased if he or she owns the shares purchased during the savings period and his or her employment is in effect on 15 May 2017.

The share-based incentive scheme for Cramo Plc's key employees consists of three discretionary periods: the calendar years 2012, 2013 and 2014. The reward for the discretionary period 2013 was based on the earnings per share (EPS) key indicator and will be paid in the spring of 2016. The rewards for 2013 equalled the approximate worth of 91,000 shares in Cramo Plc. The reward for the discretionary period 2014 will also be based on the earnings per share (EPS) key indicator.

CHANGES IN SHAREHOLDINGS

During the review period, the company did not receive any notifications about changes in shareholdings as defined in Section 5 of Chapter 9 of the Securities Markets Act.

ESSENTIAL 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.

The Ukrainian crisis has increased economic uncertainty and political risks to some degree. If the crisis expands materially to continental Ukraine or the EU implements severe economic sanctions, the crisis may have a stronger effect on construction and the demand for rental services in some of Cramo's countries of operation.

SIGNIFICANT EVENTS AFTER THE BALANCE SHEET DATE

Annual General Meeting and the first meeting of the Board

Cramo Plc's Annual General Meeting was held in Helsinki on 1 April 2014. The Annual General Meeting adopted the consolidated financial statements and the parent company's financial statements for the financial year 2013 and discharged the members of the Board of Directors and the President and CEO from liability. The Annual General Meeting decided, as proposed by the Board of Directors, that a dividend of EUR 0.60 per share be paid from the distributable funds.

Ms Helene Biström, M.Sc. (Eng.), CEO of Norrenergi AB; Mr Eino Halonen, B.Sc. (Econ.), Honorary Financial Counsellor; Mr Victor Hartwall, M.Sc. (Econ.), Managing Director of K. Hartwall Invest Oy Ab; and Mr Erkki Stenberg, Adviser for LVI-Dahl Oy, were re-elected as members of the Board. Mr Leif Boström, Senior Vice President, Finance at LKAB; Ms Caroline Sundewall, MBA, Consultant; and Mr Raimo Seppänen, B. Eng., Guarantee Repair Manager at YIT Corporation, were elected as new members to the Board.

The Annual General Meeting confirmed the remuneration payable to the chairman of the Board of Directors as EUR 70,000, to the deputy chairman as EUR 45,000 and to the other members of the Board as EUR 35,000 per year. It was decided that 50% of the annual remuneration will be paid in Cramo Plc shares purchased on the market on behalf of the Board members. In addition, it was decided that all Board members are entitled to a compensation of EUR 1,000 per each attended Board committee meeting. Reasonable travel expenses will be refunded.

KPMG Oy Ab, Authorised Public Accountants, were appointed as Cramo Plc's auditor, with Mr Toni Aaltonen as the responsible auditor.

The Annual General Meeting authorised the Board of Directors to decide on the repurchase of the company's own shares and/or their acceptance as pledge. The number of own shares to be acquired and/or accepted as pledge shall not exceed 4,100,000. Own shares may only be acquired using the company's unrestricted equity, at a price formed in public trading on the date of the repurchase or at a price otherwise formed in the market. Own shares can be acquired otherwise than in proportion to the shareholdings of the shareholders, and no more than 400,000 of these shares may be used in the company's incentive schemes. The authorisation is effective until the close of the next Annual General Meeting, but no later than 1 October 2015.

The Annual General Meeting authorised the Board of Directors to decide on a share issue, including the right to decide on the transfer of the company's own shares and on the granting of option rights and other special rights entitling to shares, pursuant to Chapter 10 of the Finnish Limited Liability Companies Act. The shares issued will be new shares of the company, and a maximum of 4,100,000 shares may be issued. These shares cannot be used for incentive schemes. The authorisation is valid for five years from the decision of the Annual General Meeting.

The Annual General Meeting authorised the Board of Directors to decide on donations to the total maximum amount of EUR 20,000 for charitable or corresponding purposes. The authorisation is effective until the close of the next Annual General Meeting.

In its first meeting, the Board elected Ms Helene Biström as Chairman and Mr Eino Halonen as Deputy Chairman. The Board elected the following members to the Audit Committee: Mr Eino Halonen (Chairman), Mr Leif Boström, Mr Victor Hartwall and Ms Caroline Sundewall. The following members were elected to the Nomination and Compensation Committee: Ms Helene Biström (Chairman), Mr Raimo Seppänen, Mr Erkki Stenberg, Mr Peter Therman (not a member of the Board) and Mr Tom von Weymarn (not a member of the Board).

Acquisitions and other events

After the review period, Cramo strengthened its market position in construction machinery rental services in Finland by acquiring the entire share capital of OptiRent Ltd. The transaction was completed on 9 April 2014. OptiRent's sales in 2013 were approximately EUR 2.3 million, and it employs four people. Cramo aims to increase the share of construction machinery in its rental operations in Finland.

After the review period, in line with its strategy, Cramo expanded its modular space business in Germany by acquiring the entire share capital of C/S RaumCenter GmbH. The sales of C/S RaumCenter were about EUR 4 million in 2013 and the result was good. The transaction was completed on 15 April 2014. The acquisition offers Cramo significant opportunities in the growing modular space market in Germany.

After the review period, on 23 April 2014, Cramo informed that its German subsidiary Theisen Baumaschinen and German energy company Technische Werke Ludwigshafen (TWL) have signed a contract whereby TWL rents modular space for its headquarter operations in

Ludwigshafen. The extent of the contract is important for Cramo also from the Nordic perspective and a further stepping stone into the modular space market in Germany.

ACCOUNTING PRINCIPLES

This interim report has been prepared in accordance with IAS 34 *Interim Financial Reporting*. In the preparation of this interim report, Cramo has applied the same accounting principles as in its financial statements for 2013.

The figures in this interim report are unaudited.

CONSOLIDATED BALANCE SHEET (EUR 1,000)	31 Mar 2014	31 Mar 2013	31 Dec 2013
ASSETS			
Non-current assets			
Tangible assets	603,856	623,396	606,625
Goodwill	164,658	172,882	165,352
Other intangible assets	98,072	112,139	101,100
Deferred tax assets	15,403	16,054	14,820
Available-for-sale financial assets	347	349	347
Investments in joint ventures	13,944	20,958	17,475
Loan receivables	20,250	20,252	20,250
Trade and other receivables	1,124	1,131	1,129
Total non-current assets	**917,655**	**967,162**	**927,099**
Current assets			
Inventories	8,233	9,838	7,841
Trade and other receivables	122,691	131,097	127,236
Income tax receivables	11,378	8,499	1,343
Derivative financial instruments	202	655	2,053
Cash and cash equivalents	6,338	10,961	4,770
Total current assets	**148,843**	**161,050**	**143,243**
Assets held for sale	2,881	5,915	4,369
TOTAL ASSETS	**1,069,378**	**1,134,127**	**1,074,710**
EQUITY AND LIABILITIES			
Equity			
Share capital	24,835	24,835	24,835
Other reserves	318,442	308,042	318,742
Fair value reserve	119	119	119
Hedging fund	-7,702	-7,495	-6,726
Translation differences	-6,059	14,513	-2,288
Retained earnings	162,398	133,912	165,900
Equity attributable to owners of the parent company	**492,033**	**473,926**	**500,582**
Hybrid capital		49,630	
Total equity	**492,033**	**523,556**	**500,582**
Non-current liabilities			
Interest-bearing liabilities	268,435	266,372	269,881
Derivative financial instruments	7,222	8,002	6,001
Deferred tax liabilities	73,425	80,478	75,337
Retirement benefit obligations	1,678	1,787	1,644
Other non-current liabilities	2,219	4,725	3,341
Total non-current liabilities	**352,979**	**361,363**	**356,204**
Current liabilities			
Interest-bearing liabilities	113,359	109,527	99,719
Derivative financial instruments	893	553	422
Trade and other payables	106,563	136,468	112,022
Income tax liabilities	3,552	2,661	5,761
Total current liabilities	**224,367**	**249,207**	**217,923**
Total liabilities	**577,345**	**610,571**	**574,127**
TOTAL EQUITY AND LIABILITIES	**1,069,378**	**1,134,127**	**1,074,710**

CONSOLIDATED INCOME STATEMENT (EUR 1,000)	1-3/14	1-3/13	1-12/13
Sales	**140,267**	**148,529**	**657,315**
Other operating income	4,139	1,675	10,007
Materials and services	-48,260	-52,779	-228,002
Employee benefit expenses	-36,004	-34,799	-138,732
Other operating expenses	-31,885	-32,712	-127,385
Depreciation and impairment on tangible assets and assets held for sale	-23,464	-23,357	-93,868
Share of profit / loss of joint ventures	-429	-197	613
EBITA	**4,364**	**6,359**	**79,948**
% of sales	**3.1 %**	**4.3 %**	**12.2 %**
Amortisation and impairment resulting from acquisitions and disposals	-2,564	-4,680	-13,150
Operating profit (EBIT)	**1,800**	**1,679**	**66,799**
% of sales	**1.3 %**	**1.1 %**	**10.2 %**
Finance costs (net)	-3,411	-3,964	-14,857
Profit / loss before taxes	**-1,611**	**-2,286**	**51,941**
% of sales	**-1.1 %**	**-1.5 %**	**7.9 %**
Income taxes	353	501	-9,160
Profit / loss for the period	**-1,258**	**-1,785**	**42,781**
% of sales	**-0.9 %**	**-1.2 %**	**6.5 %**
Attributable to:			
Owners of the parent	-1,258	-1,785	42,781
Profit / loss attributable to owners of the parent			
Earnings per share, undiluted, EUR	-0.03	-0.04	1.01
Earnings per share, diluted, EUR	-0.03	-0.04	1.00

COMPREHENSIVE INCOME STATEMENT (EUR 1,000)	1-3/14	1-3/13	1-12/13
Profit / loss for the period	**-1,258**	**-1,785**	**42,781**
Other comprehensive income			
Items that will not be reclassified to profit or loss:			
-Actuarial gain or loss on retirement benefit obligations, net of tax	-40	-170	-88
Total items that will not be reclassified to profit or loss	-40	-170	-88
Items that may be reclassified subsequently to profit and loss:			
-Change in hedging fund, net of tax	-976	649	1,418
-Share of other comprehensive income of joint ventures, net of tax	-3,104		-4,386
-Change in translation differences, net of tax	-3,319	11,992	-13,450
Total items that may be reclassified subsequently to profit or loss	-7,399	12,641	-16,418
Total other comprehensive income, net of tax	**-7,439**	**12,471**	**-16,506**
Comprehensive income for the period	**-8,697**	**10,686**	**26,275**

CHANGES IN CONSOLIDATED STATEMENT OF EQUITY (EUR 1,000)	Share capital	Share issue and other reserves	Fair value reserve	Retained earnings, translation differences, hedging fund	Attributable to owners of the parent company	Hybrid capital	Total equity
At 1 Jan 2013	**24,835**	**304,373**	**119**	**153,681**	**483,007**	**49,630**	**532,637**
Total comprehensive income				10,686	**10,686**		**10,686**
Dividend distribution				-17,747	**-17,747**		**-17,747**
Exercise of share options		3,369			**3,369**		**3,369**
Share-based payments				117	**117**		**117**
Hybrid capital including transaction costs				-5,507	**-5,507**		**-5,507**
Changes within equity		300		-300			
At 31 Mar 2013	**24,835**	**308,042**	**119**	**140,929**	**473,926**	**49,630**	**523,556**
At 1 Jan 2014	**24,835**	**318,742**	**119**	**156,886**	**500,582**		**500,582**
Total comprehensive income				-8,697	**-8,697**		**-8,697**
Share-based payments				148	**148**		**148**
Changes within equity		-300		300			
At 31 Mar 2014	**24,835**	**318,442**	**119**	**148,637**	**492,033**		**492,033**

CONSOLIDATED CASH FLOW STATEMENT (EUR 1,000)	1-3/14	1-3/13	1-12/13
Net cash flow from operating activities	**8,067**	**17,869**	**160,253**
Net cash flow from investing activities	**-18,790**	**-36,809**	**-109,976**
Cash flow from financing activities			
Change in interest-bearing receivables	6	1	-121
Change in finance lease liabilities	-3,283	-9,108	-29,755
Change in interest-bearing liabilities	15,574	25,303	42,492
Hybrid capital			-56,000
Proceeds from share options exercised		3,369	6,141
Dividends paid			-17,747
Net cash flow from financing activities	**12,297**	**19,565**	**-54,990**
Change in cash and cash equivalents	**1,574**	**625**	**-4,713**
Cash and cash equivalents at period start	4,770	10,340	10,340
Exchange differences	-6	-4	-857
Cash and cash equivalents at period end	**6,338**	**10,961**	**4,770**

CHANGES IN NET BOOK VALUE OF TANGIBLE AND INTANGIBLE ASSETS (MEUR)	1-3/2014	1-3/2013	1-12/2013
Opening balance	**873.1**	**896.5**	**896.5**
Depreciation, amortisation and impairment	-26.0	-26.2	-105.2
Additions			
Rental machinery	26.0	30.5	108.2
Other tangible assets	1.3	1.3	6.3
Intangible assets	0.0	3.8	4.6
Total additions	27.3	35.6	119.1
Reductions and other changes	-4.6	-6.5	-10.9
Exchange differences	-3.2	9.0	-26.4
Closing balance	**866.6**	**908.4**	**873.1**

FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (EUR 1,000)	Book value 31 Mar 2014	Fair value 31 Mar 2014
Financial assets at fair value through profit and loss		
Current derivative financial instruments	202	202
Loans and receivables		
Loan receivables	20,246	20,246
Non-current trade and other receivables	1,038	1,038
Current trade and other receivables	99,754	99,754
Cash and cash equivalents	6,338	6,338
Available-for-sale financial assets	347	347
Financial liabilities at fair value through profit and loss		
Current derivative financial instruments	893	893
Loans and borrowings		
Non-current interest-bearing liabilities	268,435	272,870
Other non-current liabilities	1,670	1,670
Current interest-bearing liabilities	113,359	113,359
Trade and other payables	55,755	55,755
Hedge accounted derivatives		
Non-current derivative financial instruments	7,222	7,222

COMMITMENTS AND CONTINGENT LIABILITIES (EUR 1,000)	31 Mar 2014	31 Mar 2013	31 Dec 2013
Pledges, finance lease	61,759	100,138	65,868
Investment commitments	35,955	17,247	17,271
Commitments to office and depot rents	122,332	119,668	114,690
Operational lease payments	23,283	33,761	23,627
Other commitments	1,616	3,049	2,008
Group share of commitments in joint ventures	180		175

DERIVATIVE FINANCIAL INSTRUMENTS (EUR 1,000)	31 Mar 2014	31 Mar 2013	31 Dec 2013
Fair value			
Interest rate swaps	-7,096	-8,002	-6,001
Currency forwards	-690	195	1,632
Nominal value			
Interest rate swaps	91,000	91,000	91,000
Currency forwards	110,616	148,371	107,349

MODULAR SPACE ORDER BOOK (EUR 1,000)	31 Mar 2014	31 Mar 2013	31 Dec 2013
Value of outstanding orders for modular space	94,034	97,098	85,199
Value of orders for modular space rental	91,943	96,947	84,863
Value of orders for sale of modular space	2,090	152	335

SHARE RELATED KEY FIGURES	1-3/14	1-3/13	1-12/13
Earnings per share (EPS), EUR 1)	-0.03	-0.04	1.01
Earnings per share (EPS), diluted, EUR 2)	-0.03	-0.04	1.00
Shareholders' equity per share, EUR 3)	11.36	11.22	11.56
Number of shares, end of period	43,626,959	42,570,713	42,844,333
Adjusted number of shares, average 4)	43,310,671	42,076,901	42,297,421
Adjusted number of shares, end of period 4)	43,310,671	42,254,425	43,310,671
Number of shares, diluted, average 4)	44,001,185	42,323,779	42,738,569

1) Calculated from the adjusted average number of shares
2) Calculated from the diluted average number of shares
3) Calculated from the adjusted number of shares at the end of the period
4) Number of shares without treasury shares

SEGMENT-SPECIFIC INFORMATION

The Group's segments are divided geographically and consist of Finland, Sweden, Norway, Denmark, Central Europe and Eastern Europe.

Sales (EUR 1,000)	1-3/14	1-3/13	1-12/13
Finland	22,711	22,995	102,577
Sweden	69,898	72,861	316,670
Norway	20,281	23,026	90,916
Denmark	6,614	7,615	28,512
Central Europe	13,138	11,238	74,652
Eastern Europe	8,982	12,486	52,826
Inter-segment sales	-1,357	-1,692	-8,837
Group sales	**140,267**	**148,529**	**657,315**

EBITA (EUR 1,000)	1-3/14	1-3/13	1-12/13
Finland	2,800	2,315	19,312
% of sales	*12.3 %*	*10.1 %*	*18.8 %*
Sweden	9,123	9,961	55,334
% of sales	*13.1 %*	*13.7 %*	*17.5 %*
Norway	1,567	910	6,600
% of sales	*7.7 %*	*4.0 %*	*7.3 %*
Denmark	-792	-235	30
% of sales	*-12.0 %*	*-3.1 %*	*0.1 %*
Central Europe	-4,575	-4,673	-1,062
% of sales	*-34.8 %*	*-41.6 %*	*-1.4 %*
Eastern Europe	-1,445	-85	8,204
% of sales	*-16.1 %*	*-0.7 %*	*15.5 %*
Non-allocated Group activities	-2,402	-1,921	-8,766
Eliminations	88	85	297
Group EBITA	**4,364**	**6,359**	**79,948**
% of sales	***3.1 %***	***4.3 %***	***12.2 %***

Reconciliation of Group EBITA to Profit / loss before taxes (EUR 1,000)	1-3/14	1-3/13	1-12/13
Group EBITA	4,364	6,359	79,948
Amortisation and impairment resulting from acquisitions and disposals	-2,564	-4,680	-13,150
Net finance items	-3,411	-3,964	-14,857
Profit / loss before taxes	**-1,611**	**-2,286**	**51,941**

Depreciation and impairment on tangible assets (EUR 1,000)	1-3/14	1-3/13	1-12/13
Finland	-4,055	-3,874	-15,609
Sweden	-9,792	-10,401	-40,211
Norway	-3,131	-3,362	-14,015
Denmark	-1,272	-1,142	-4,611
Central Europe	-2,539	-1,830	-8,875
Eastern Europe	-2,712	-2,812	-10,845
Non-allocated items and eliminations	37	64	299
Total	**-23,464**	**-23,357**	**-93,868**

Capital expenditure (EUR 1,000)	1-3/14	1-3/13	1-12/13
Finland	3,192	2,055	19,709
Sweden	8,427	6,505	46,919
Norway	2,843	21,422	26,613
Denmark	986	223	4,511
Central Europe	10,078	4,206	12,897
Eastern Europe	1,771	11,691	18,192
Non-allocated items and eliminations	17	56	776
Total	**27,313**	**46,157**	**129,616**

Assets (EUR 1,000)	31 March 2014	31 March 2013	31 Dec 2013
Finland	146,522	148,460	149,638
Sweden	481,439	522,461	493,154
Norway	118,917	141,036	119,396
Denmark	43,004	41,314	43,373
Central Europe	103,679	100,333	97,238
Eastern Europe	127,053	137,040	133,303
Non-allocated items and eliminations	48,761	43,486	38,608
Total	**1,069,378**	**1,134,127**	**1,074,710**

QUARTERLY SEGMENT INFORMATION

Sales by segment (EUR 1,000)	1-3/14	10-12/13	7-9/13	4-6/13	1-3/13	10-12/12	7-9/12
Finland	22,711	26,667	28,265	24,651	22,995	28,576	29,136
Sweden	69,898	87,358	77,856	78,596	72,861	88,109	80,994
Norway	20,281	22,273	23,217	22,399	23,026	23,384	20,864
Denmark	6,614	7,285	7,202	6,409	7,615	8,965	13,248
Central Europe	13,138	19,440	23,513	20,461	11,238	16,981	19,973
Eastern Europe	8,982	13,512	15,162	11,665	12,486	19,916	19,773
Inter-segment sales	-1,357	-1,411	-1,609	-4,125	-1,692	-1,328	-1,610
Group sales	**140,267**	**175,124**	**173,606**	**160,056**	**148,529**	**184,603**	**182,378**

EBITA by segment (EUR 1,000)	1-3/14	10-12/13	7-9/13	4-6/13	1-3/13	10-12/12	7-9/12
Finland	2,800	6,231	7,240	3,526	2,315	6,530	7,811
% of sales	*12.3 %*	*23.4 %*	*25.6 %*	*14.3 %*	*10.1 %*	*22.9 %*	*26.8 %*
Sweden	9,123	14,576	18,549	12,247	9,961	16,157	16,979
% of sales	*13.1 %*	*16.7 %*	*23.8 %*	*15.6 %*	*13.7 %*	*18.3 %*	*21.0 %*
Norway	1,567	2,040	2,127	1,523	910	1,790	1,910
% of sales	*7.7 %*	*9.2 %*	*9.2 %*	*6.8 %*	*4.0 %*	*7.7 %*	*9.2 %*
Denmark	-792	87	105	73	-235	-3,607	577
% of sales	*-12.0 %*	*1.2 %*	*1.5 %*	*1.1 %*	*-3.1 %*	*-40.2 %*	*4.4 %*
Central Europe	-4,575	233	1,982	1,396	-4,673	826	2,324
% of sales	*-34.8 %*	*1.2 %*	*8.4 %*	*6.8 %*	*-41.6 %*	*4.9 %*	*11.6 %*
Eastern Europe	-1,445	3,546	4,359	384	-85	3,191	3,660
% of sales	*-16.1 %*	*26.2 %*	*28.8 %*	*3.3 %*	*-0.7 %*	*16.0 %*	*18.5 %*
Non-allocated Group activities	-2,402	-1,944	-2,221	-2,680	-1,921	-2,900	-2,061
Eliminations	88	-3	140	75	85	-42	0
Group EBITA	**4,364**	**24,765**	**32,280**	**16,544**	**6,359**	**21,945**	**31,200**
% of sales	***3.1 %***	***14.1 %***	***18.6 %***	***10.3 %***	***4.3 %***	***11.9 %***	***17.1 %***

LARGEST SHAREHOLDERS

	TEN LARGEST SHAREHOLDERS 31 Mar 2014	SHARES	%
1	Hartwall Capital Oy Ab	4 491 702	10,30
2	Rakennusmestarien Säätiö (Construction engineers' fund)	2 129 422	4,88
3	Nordea Nordenfund	1 238 664	2,84
4	Odin Finland	825 518	1,89
5	Fondita Nordic Micro Cap	770 000	1,76
6	Investment fund Aktia Capital	600 000	1,38
7	OP-Finland Value Fund	581 622	1,33
8	OP-Focus Non-UCITS Fund	579 775	1,33
9	OP-Delta Fund	572 953	1,31
10	Varma Mutual Pension Insurance Company	518 387	1,19
	Ten largest owners, total	**12 308 043**	**28,21**
	Nominee registered	16 276 780	37,31
	Others	15 042 136	34,48
	Total	**43 626 959**	**100,00**

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 7 May 2014

Cramo Plc
Board of Directors

BRIEFING

Cramo will hold a briefing and a live webcast at Kämp Kansallissali at Aleksanterinkatu 44 A (2nd floor) in Helsinki on Thursday, 8 May 2014 at 11.00 am. The briefing will be in English.

It can be viewed live on the Internet at www.cramo.com. A replay of the webcast will be available at www.cramo.com from 8 May 2014 in the afternoon.

PUBLICATION OF FINANCIAL INFORMATION 2014

In 2014, Cramo Plc will publish two more interim reports.

Its interim report for January–June 2014 will be published on 6 August 2014.
Its interim report for January–September 2014 will be published on 29 October 2014.

MORE INFORMATION

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FOR A GREAT DAY AT WORK

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