CRAMO Q3

INTERIM REPORT 1-9/2015
CRAMO PLC

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CRAMO'S INTERIM REPORT JANUARY–SEPTEMBER 2015

SALES GROWTH AND PROFITABILITY IMPROVEMENT CONTINUED

7–9/2015 highlights (the 7–9/2014 comparison figures in brackets):

- Sales EUR 172.4 (171.1) million; the change was 0.7%. In local currencies, sales grew by 3.0%
- Comparable EBITA before non-recurring items EUR 31.4 (30.5) million and EBITA margin 18.2% (17.8%). EBITA after non-recurring items EUR 30.2 (30.5) million and EBITA margin 17.5% (17.8%)
- Comparable earnings per share before non-recurring items EUR 0.45 (0.45) and earnings per share after non-recurring items EUR 0.43 (0.45)
- Cash flow from operating activities EUR 53.7 (33.2) million, cash flow after investments EUR 10.9 (-5.4) million
- Leif Gustafsson appointed the Group's new President and CEO, will take up the position on 1 January 2016

1–9/2015 highlights (the 1–9/2014 comparison figures in brackets):

- Sales EUR 480.7 (471.2) million; the change was 2.0%. In local currencies, sales grew by 4.6%
- Comparable EBITA before non-recurring items EUR 59.9 (47.3) million and EBITA margin 12.5% (10.0%). EBITA after non-recurring items EUR 58.7 (47.3) million and EBITA margin 12.2% (10.0%)
- Comparable earnings per share before non-recurring items EUR 0.78 (0.54) and earnings per share after non-recurring items EUR 0.75 (0.54)
- Cash flow from operating activities EUR 111.6 (70.4) million, cash flow after investments EUR -1.4 (-26.8) million
- Gearing 87.3% (85.6%)
- Cramo has decided to publish quarterly financial information also by product area

Guidance for 2015 unchanged: There are economic and political uncertainties in Cramo's markets related to 2015. With the current market outlook, Cramo Group's sales will grow in local currencies and the EBITA margin will improve in 2015 compared to 2014.

KEY FIGURES AND RATIOS (MEUR)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Income statement							
Sales	172.4	171.1	0.7 %	480.7	471.2	2.0 %	651.8
EBITDA	55.8	55.1	1.3 %	133.8	119.5	12.0 %	167.3
EBITA before non-recurring items 1) 2)	31.4	30.5	3.0 %	59.9	47.3	26.6 %	73.2
% of sales	18.2%	17.8%		12.5%	10.0%		11.2%
EBITA after non-recurring items 1) 2)	30.2	30.5	-0.9 %	58.7	47.3	24.1 %	70.3
% of sales	17.5%	17.8%		12.2%	10.0%		10.8%
Operating profit (EBIT)	28.3	27.8	1.5 %	52.5	39.4	33.0 %	34.3
Profit before taxes (EBT)	24.6	24.8	-0.8 %	42.5	29.6	43.6 %	21.5
Profit for the period	18.9	19.7	-3.8 %	33.1	23.5	41.1 %	16.0
Share related information							
Earnings per share (EPS) before non-recurring items, EUR 3)	0.45	0.45	-0.2 %	0.78	0.54	43.4 %	0.91
Earnings per share (EPS), EUR	0.43	0.45	-5.2 %	0.75	0.54	39.3 %	0.37
Earnings per share (EPS), diluted, EUR	0.43	0.45	-3.9 %	0.75	0.53	40.7 %	0.36
Shareholders' equity per share, EUR				10.52	11.13	-5.5 %	10.40
Other information							
Return on investment, % 4)				5.4 %	6.9 %		4.2 %
Return on equity, % 4)				5.4 %	8.2 %		3.4 %
Equity ratio, %				43.1 %	43.8 %		43.9 %
Gearing, %				87.3 %	85.6 %		84.7 %
Net interest-bearing liabilities				407.1	415.2	-1.9 %	385.4
Gross capital expenditure (incl. acquisitions)	46.7	45.1	3.4 %	134.3	125.5	7.0 %	159.1
of which acquisitions/business combinations	-0.1	-0.3		8.5	11.0	-23.0 %	11.4
Cash flow from operating activities	53.7	33.2	61.9 %	111.6	70.4	58.5 %	118.3
Cash flow after investments	10.9	-5.4		-1.4	-26.8		-6.5
Average number of personnel (FTE)				2,486	2,534	-1.9 %	2,528
Number of personnel at period end (FTE)				2,478	2,546	-2.7 %	2,473

1) EBITA is operating profit before amortisation and impairment resulting from acquisitions and disposals.
2) The EBITA for the third quarter of 2015 included EUR 1.2 million in non-recurring costs relating to the change of the President and CEO. In the fourth quarter of 2014 the non-recurring costs included in EBITA amounted to EUR 2.9 million, of which EUR 2.2 million relating to Denmark and EUR 0.7 million to non-recurring costs at the Group level.
3) The profit for the third quarter of 2015 included EUR 1.2 million in non-recurring costs relating to the change of the President and CEO. In the fourth quarter of 2014 the non-recurring costs included in the profit for the period amounted to EUR 23.6 million, of which EUR 2.2 million relating to Denmark, EUR 0.7 million to non-recurring costs at the Group level, EUR 25.5 million to an impairment on good-will and intangible assets in Central Europe and EUR 4.8 million to a tax income.
4) Rolling 12 months. In the third quarter of 2015, comparable return on investment before the effect of the non-recurring items for 2014 and for the third quarter of 2015 was 8.7% (6.9%) and comparable return on equity before the effect of the non-recurring items was 10.6% (8.2%).

CEO'S COMMENT

Positive profit development continued

"Rental markets continued to gradually strengthen in Cramo's main market areas. In the third quarter of 2015, Cramo Group's sales growth and profitability improvement continued. Our sales grew in local currencies by 3.0% and our EBITA margin before non-recurring items improved from 17.8% to 18.2%. We achieved a particularly good result in Finland, despite the difficult market situation in new construction. In Central Europe the result improved clearly but remained below the target level. Profitability also improved in Sweden and Denmark. In Sweden we took further performance improvement actions during the third quarter and I believe that the actions carried out will bear fruit going forward.

In January–September our sales grew in Finland, Sweden and Eastern Europe and amounted to EUR 480.7 million. In local currencies, sales grew by 4.6%. Our January–September EBITA before non-recurring items improved by 26.6% and also relative profitability developed favourably.

Modular space sales increased in local currencies by 7.4% during the first nine months of the year, and according to our estimates, demand will remain at a good level. We also continued to improve our profitability within modular space. Our target is to further spur sales growth in the modular space area.

We completed performance improvement actions throughout the entire Group, particularly with regard to materials and services, whose share of sales decreased as planned during the period under review. In addition, the adoption of our Performance Management Model will further improve our productivity, and I believe that "For a great day at work" and our customer promises related to the Cramo Story programme contribute to strengthening our position as the first choice for customers.

When I took up the position of President and CEO of Cramo Group at the beginning of 2004, our company was just beginning to turn its gaze beyond Finnish borders. During the past 12 years, as a united Cramo team we have increased the sales of our Group approximately ninefold and achieved a leading position in the European equipment rental and modular space markets. I am happy and proud to be leaving a healthy and growing Cramo Group to my successor Leif Gustafsson," says Vesa Koivula, the soon-to-be-retired President and CEO of Cramo Group.

SUMMARY OF FINANCIAL PERFORMANCE IN JANUARY–SEPTEMBER 2015

Sales

Cramo Group's consolidated sales for January–September 2015 were EUR 480.7 (471.2) million. Sales showed a year-on-year increase of 2.0%. In local currencies, sales grew by 4.6%.

Sales grew by 5.8% in Finland, by 4.4% in Sweden and by 4.8% in Eastern Europe. In local currencies, sales grew by 8.2% in Sweden and by 5.2% in Eastern Europe. Sales decreased in Norway, Denmark and Central Europe where operations have been restructured.

As for product areas, sales growth in the first nine months of the year was 1.4% (4.0% in local currencies) for equipment rental and 5.1% (7.4% in local currencies) for modular space. Demand for modular space has remained at a good level.

In the third quarter, sales were EUR 172.4 (171.1) million, growing by 0.7%. In local currencies, sales grew by 3.0%. Rental sales, of crucial importance for the company, continued to grow year-on-year.

In the third quarter, sales grew in local currencies by 5.9% in Finland, by 7.3% in Sweden and by 3.9% in Eastern Europe.

Costs

Performance improvement actions have had a positive effect on the Group's result in 2015. In January–September, indirect costs (employee benefit expenses and other operating expenses) before non-recurring items decreased by EUR 7.9 million year-on-year. During 2015, performance improvement actions have focused particularly on direct costs (materials and services), whose share of sales decreased clearly in the second and third quarters.

Result

Profitability improved year-on-year. The comparable January–September EBITA before non-recurring items was EUR 59.9 (47.3) million, showing growth of 26.6%. Comparable EBITA margin was 12.5% (10.0%). The third quarter included EUR 1.2 million in non-recurring costs relating to the change of the President and CEO. EBITA after non-recurring items was EUR 58.7 (47.3) million and EBITA margin 12.2% (10.0%) of sales.

The comparable July–September EBITA before non-recurring items was EUR 31.4 (30.5) million, showing growth of 3.0%. Comparable EBITA margin was 18.2% (17.8%) of sales. EBITA after non-recurring items was EUR 30.2 (30.5) million and EBITA margin 17.5% (17.8%) of sales.

In January–September, profitability improved in all business and product areas of the Group. Profitability was good in Finland and Sweden and in the third quarter also in Eastern Europe. In addition, the result improved clearly year-on-year in Norway, Denmark and Central Europe where Cramo has adjusted and focused its operations. The net result of the Russian-Ukrainian joint venture Fortrent also improved.

In July–September, the result improved in all business areas with the exception of Norway and Eastern Europe. In Finland, the result improved clearly, despite the poor market situation in new construction. In Central Europe, the positive profit development continued. Profitability was affected by Group's costs not allocated to segments, which were clearly higher than in the previous year.

In January–September, as for product areas, equipment rental EBITA was EUR 44.9 (34.2) million, or 10.9% (8.4%) of sales. In modular space, EBITA was EUR 21.6 (19.3) million, or 31.2% (29.3%) of sales. In the third quarter, equipment rental EBITA was EUR 25.8 (24.2) million, or 17.5% (16.5%) of sales, and modular space EBITA was EUR 8.0 (6.9) million, or 32.1% (28.3%) of sales. As of the beginning of 2015, Cramo publishes quarterly financial information also by product area.

In January–September, comparable earnings per share before non-recurring items were EUR 0.78 (0.54) and earnings per share after non-recurring items were EUR 0.75 (0.54). The third-quarter comparable earnings per share before non-recurring items were EUR 0.45 (0.45) and after non-recurring items EUR 0.43 (0.45).

In January–September, cash flow from operating activities was EUR 111.6 (70.4) million. Cash flow from investing activities was EUR -113.0 (-97.2) million and cash flow after investments EUR -1.4 (-26.8) million. Gross capital expenditure was EUR 134.3 (125.5) million. Gross capital expenditure includes EUR 8.5 (11.0) million for acquisitions.

The third-quarter cash flow from operating activities improved clearly year-on-year and was EUR 53.7 (33.2) million, which was a result, among other issues, of improved working capital management. Cash flow after investments was EUR 10.9 (-5.4) million.

The Group's gearing was 87.3% (85.6%) at the end of September.

MARKET OUTLOOK

The national economies in Europe are taking an upward turn but growth is still estimated to be modest in many countries and there are significant country-specific differences. The European Central Bank's monetary stimulus is expected to improve the economic outlook for the eurozone. The decline in the oil price is expected to have a positive impact on economic development with the exception of Norway and Russia. The greatest uncertainties about economic development are related to the geopolitical situation and the risks related to the European financial markets and currency rate fluctuations.

In Europe, market-specific differences are considerable also in the development of construction and the demand for rental services. In their reports published in June, the construction market analysts Euroconstruct and Forecon estimated that in 2015, construction would increase in all of Cramo's operating countries with the exception of Finland, where construction will remain on par with the previous year, and Estonia, Latvia and Russia, where construction will decline.

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. In addition to construction, the demand for equipment rental services is affected by industrial investments and the rental penetration rate.

According to its June forecast, the European Rental Association (ERA) expects equipment rental services to increase in all of Cramo's main markets in 2015. The growth is expected to somewhat strengthen compared to 2014.

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

GUIDANCE ON GROUP OUTLOOK

The guidance of Cramo Plc's Board of Directors for 2015 is unchanged: There are economic and political uncertainties in Cramo's markets related to 2015. With the current market outlook, Cramo Group's sales will grow in local currencies and the EBITA margin will improve in 2015 compared to 2014.

THE GROUP'S SALES AND PROFIT

Cramo Group's consolidated sales for January–September 2015 were EUR 480.7 (471.2) million. Sales showed a year-on-year increase of 2.0%. In local currencies, sales grew by 4.6%. The sales for July–September were EUR 172.4 (171.1) million. In local currencies, sales grew by 3.0%.

Profitability improved year-on-year. The comparable January–September EBITA before non-recurring items was EUR 59.9 (47.3) million, showing growth of 26.6%. Comparable EBITA margin before non-recurring items was 12.5% (10.0%) of sales. EBITA after non-recurring items was EUR 58.7 (47.3) million and EBITA margin 12.2% (10.0%) of sales.

In the third quarter, comparable EBITA before non-recurring items was EUR 31.4 (30.5) million and EBITA margin was 18.2% (17.8%) of sales. EBITA after non-recurring items was EUR 30.2 (30.5) million, or 17.5% (17.8%) of sales.

The result was improved by performance improvement actions and by the improved market situation. During the first nine months of the year, indirect costs (employee benefit expenses and other operating expenses) before non-recurring items decreased by EUR 7.9 million year-on-year. In 2015, the performance improvement actions have focused on direct costs (materials and services), whose share of sales decreased clearly in the second and third quarters.

In the third quarter, the Group's costs not allocated to segments and product areas were clearly higher than in the previous year. The increase resulted mainly from non-recurring costs and share-based payments.

In January–September, EBITDA was EUR 133.8 (119.5) million, or 27.8% (25.4%) of sales. EBIT was EUR 52.5 (39.4) million, or 10.9% (8.4%) of sales. Profit before taxes was EUR 42.5 (29.6) million, and profit for the period EUR 33.1 (23.5) million.

The cost effect of the Group's credit losses and credit loss provisions amounted to EUR 2.3 (2.7) million. The result includes EUR 1.1 (0.9) million in impairment losses on the fleet.

Expenses associated with share-based payments totalled EUR 1.7 (0.7) million.

Net financial expenses were EUR 10.0 (9.9) million. Net financial expenses in the third quarter were EUR 3.7 (3.1) million. The increase resulted from unrealised foreign exchange losses.

Comparable earnings per share before non-recurring items were EUR 0.78 (0.54) and earnings per share after non-recurring items were EUR 0.75 (0.54).

Return on investment (rolling 12 months) was 5.4% (6.9%) and return on equity (rolling 12 months) 5.4% (8.2%). Comparable return on investment before the effect of non-recurring items was 8.7% (6.9%) and comparable return on equity before the effect of non-recurring items was 10.6% (8.2%).

CAPITAL EXPENDITURE, DEPRECIATION AND AMORTISATION

Gross capital expenditure for January–September was EUR 134.3 (125.5) million. Of gross capital expenditure, EUR 8.5 (11.0) million was attributable to acquisitions and business combinations. Other capital expenditure was mainly related to fleet procurement.

Gross capital expenditure grew especially in Finland, Sweden and Eastern Europe. In Central Europe and Norway, investments were decreased. As for product areas, Cramo continued its growth investments in modular space.

Reported depreciation and impairment on tangible assets and assets held for sale were EUR 75.1 (72.2) million.

Amortisation and impairment resulting from acquisitions and disposals totalled EUR 6.2 (7.9) million during the review period.

At the end of the period, goodwill stood at EUR 149.4 (164.2) million.

FINANCIAL POSITION AND BALANCE SHEET

In January–September, cash flow from operating activities was EUR 111.6 (70.4) million. Cash flow from investing activities was EUR -113.0 (-97.2) million. Cash flow after investments was EUR -1.4 (-26.8) million.

The third-quarter cash flow from operating activities improved clearly year-on-year and was EUR 53.7 (33.2) million. Cash flow from investing activities was EUR -42.8 (-38.6) million and cash flow after investments EUR 10.9 (-5.4) million.

At the end of the period, the Group's balance sheet included EUR 0.0 (2.0) million of assets held for sale.

On 30 September 2015, Cramo Group's net interest-bearing liabilities totalled EUR 407.1 (415.2) million. At the end of the period, gearing was 87.3% (85.6%).

Of the Group's variable rate loans, EUR 130.0 (91.0) million were hedged by way of interest rate swaps on 30 September 2015. Hedge accounting is applied to all of these interest rate hedges. On 30 September 2015, Cramo Group had undrawn committed credit facilities (excluding leasing facilities) in the amount of EUR 168.3 (186.6) million, of which non-current facilities represented EUR 153.0 (172.0) million and current facilities EUR 15.3 (14.6) million.

Tangible assets amounted to EUR 668.7 (635.8) million of the balance sheet total at the end of the review period. The balance sheet total on 30 September 2015 was EUR 1,093.4 (1,120.2) million. The equity ratio was 43.1% (43.8%).

Rental liabilities associated with off-balance sheet operational leasing agreements totalled EUR 22.0 (28.2) million on 30 September 2015. Off-balance sheet liabilities for office and depot rents totalled EUR 87.1 (109.8) million. The Group's investment commitments amounted to EUR 27.4 (26.1) million.

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 rental-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 which offers group-level services.

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

Cramo conducts modular space business under the name Cramo Adapteo.

At the end of the review period, Cramo provided equipment rental services through a network of 329 (344) depots.

STRATEGIC AND FINANCIAL TARGETS

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.

The core of the Group's strategy is "Cramo People living the Cramo Story". Cramo Story is a wide programme through which Cramo will drive its sales in different countries, differentiate itself from the competition, provide specific customer value and strengthen its corporate culture.

Cramo Group's Must-win battles are Deliver Cramo Story, Drive Cramo Performance Management and Win Central European Market. In addition, Cramo's key strategic initiatives include the modular space growth strategy, dynamic pricing and acquisitions and outsourcing.

CHANGES IN MANAGEMENT

On 6 August 2015, the Board of Directors of Cramo Plc appointed Leif Gustafsson (48) as new President and CEO. Leif Gustafsson will take up the position on 1 January 2016 following the retirement of Vesa Koivula, Cramo's current President and CEO. Leif Gustafsson will join Cramo from Stena Metall Group. He has been the CEO of Stena Recycling International AB since 2012, prior to which he served as the CEO of Stena Recycling AB from 2008 to 2012. Prior to Stena Metall, Gustafsson was the CEO of YIT Sweden.

BUSINESS DEVELOPMENT

During the first months of the year, Cramo strengthened its regional market position with acquisitions in Finland and Sweden. In February, Cramo acquired all the assets of Visby Hyresmaskiner AB ("VHM"), an equipment rental company operating in Gotland, Sweden and the entire share capital of the equipment rental company Vuokra-Pekat Oy in Finland.

PERSONNEL

During the review period, the Group had an average of 2,486 (2,534) employees. In addition, the Group employed an average of approximately 137 (145) people hired from a staffing service. At the end of the period, Group personnel numbered 2,478 (2,546) 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: 472 (459) employees in Finland, 864 (869) in Sweden, 218 (253) in Norway, 98 (121) in Denmark, 361 (384) in Central Europe and 465 (460) 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, as of the beginning of 2015, Cramo has decided to publish quarterly financial information also by product area. Cramo also reports on the order book value for modular space.

Finland generated 16.9% (16.2%) of the total consolidated sales for January–September (before elimination of inter-segment sales), Sweden 48.5% (47.1%), Norway 11.1% (12.9%), Denmark 4.2% (4.5%), Central Europe 11.6% (11.8%) and Eastern Europe 7.8% (7.5%).

Finland

Finland (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	30,765	29,061	5.9 %	81,366	76,894	5.8 %	104,230
EBITA	8,504	7,472	13.8 %	16,821	14,978	12.3 %	20,447
EBITA-%	27.6 %	25.7 %		20.7 %	19.5 %		19.6 %
No of employees (FTE)				448	435	3.0 %	428
No of depots				55	53	3.8 %	53

Despite the market situation in new construction remaining weak, Cramo managed to grow its sales in Finland. In January–September, sales increased by 5.8% and were EUR 81.4 (76.9) million. The sales for July–September were EUR 30.8 (29.1) million, showing growth of 5.9% year-on-year. Sales increased due to a brisk demand for renovation, an increase in industrial projects and the Vuokra-Pekat Oy acquisition consolidated from the beginning of February. In addition to renovation, the demand for rental services has also remained reasonably good in industries other than the construction industry. The demand for modular space continued to be strong, and the quotation base of the modular space business is good, particularly in the public sector.

Profitability improved year-on-year. EBITA for January–September was EUR 16.8 (15.0) million, or 20.7% (19.5%) of sales. In July–September, EBITA was EUR 8.5 (7.5) million, or 27.6% (25.7%) of sales. Profitability was improved by cost control, sales growth and the strong result achieved in the modular space business.

For a long time, the Finnish equipment rental market has suffered from the recession in the construction industry. Cramo estimates that the construction market situation is gradually improving. Industrial investments are also taking an upward turn.

During the period, Cramo delivered modular space to Metsä Group's bioproduct mill project in Äänekoski in Central Finland. The project is the largest-ever forest industry investment in Finland. Cramo has also opened a project depot for equipment rental in the mill area.

In its estimate published in August, the Confederation of Finnish Construction Industries RT made a downward adjustment to this year's outlook for construction. It is estimated that this year, construction activity will decrease by 1.5% year-on-year, whereas the previous estimate was a decrease of slightly less than 1%. Both residential and infrastructure construction will decline. Euroconstruct has estimated that construction activity will remain on a par with 2014. The Finnish analyst Forecon estimated in June that equipment rental in Finland will remain on a par with the previous year.

Sweden

Sweden (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	80,438	76,784	4.8 %	233,384	223,528	4.4 %	312,715
EBITA	18,059	17,187	5.1 %	42,712	37,877	12.8 %	55,577
EBITA-%	22.5 %	22.4 %		18.3 %	16.9 %		17.8 %
No of employees (FTE)				820	825	-0.6 %	806
No of depots				100	116	-13.8 %	102

In Sweden, the market situation has remained good throughout the country. In January–September, Cramo's sales grew by 4.4% and were EUR 233.4 (223.5) million. In the local currency, sales increased by 8.2%. The sales for July–September grew by 4.8% and were EUR 80.4 (76.8) million. In the local currency, sales increased by 7.3%.

The improvement in profitability continued. EBITA for January–September was EUR 42.7 (37.9) million, showing growth of 12.8% year-on-year. EBITA margin was 18.3% (16.9%) of sales. EBITA for July–September was EUR 18.1 (17.2) million, or 22.5% (22.4%) of sales.

The positive development of the market situation continued. While the third-quarter result did not fully meet expectations, the price increases implemented during the period will continue in the fourth quarter. It will also take some time before the price increases have a full impact. Direct costs have been under pressure due to generally high fleet utilisations. The period involved performance improvement actions which are expected to bring results going forward.

The implementation of the strategy, such as the Cramo Story and the dynamic pricing model, will continue and performance improvement actions are focused especially on direct costs, such as repair and maintenance and transport optimisation.

According to the forecast published by the Swedish Construction Federation (Sveriges Byggindustrier) in October, residential construction will keep on growing and the estimated overall growth of construction activity in 2015 remains at 8%. Construction activity will increase especially in large cities, such as the Stockholm, Malmö and Gothenburg areas. In June, Euroconstruct raised its estimate of the growth in the Swedish construction market to 5%. ERA predicts growth of 2% for the equipment rental market.

Norway

Norway (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	16,640	21,458	-22.5 %	53,408	61,137	-12.6 %	82,505
EBITA	1,010	1,363	-25.9 %	4,014	2,876	39.6 %	4,451
EBITA-%	6.1 %	6.4 %		7.5 %	4.7 %		5.4 %
No of employees (FTE)				218	253	-13.8 %	235
No of depots				28	28	0.0 %	28

The decline in the oil price that started towards the end of 2014 has significantly decreased energy industry investments and, to a certain degree, construction activity in Norway.

In January–September, Cramo's Norwegian operations reported sales of EUR 53.4 (61.1) million. The euro-denominated sales decreased by 12.6%, and in the local currency, the change was -6.9%. The sales for July–September were EUR 16.6 (21.5) million. In the third quarter, the euro-denominated sales decreased by 22.5%, and in the local currency, the change was -13.9%. The decrease in sales resulted not only from market development but also from the reduction of the depot network in 2014 and other restructuring measures that have been carried out both in 2014 and in 2015.

EBITA for January–September was EUR 4.0 (2.9) million, or 7.5% (4.7%) of sales. In the third quarter, EBITA was EUR 1.0 (1.4) million, or 6.1% (6.4%) of sales.

The performance improvement actions carried out in 2014 improved profitability during the first half of the current year, but in the third quarter, the decrease in sales impaired profitability. The targets set for the modular space product area were not fully achieved either. In order to improve the result, Cramo has cut down its fixed costs and developed sales operations, pricing, as well as repair and maintenance.

During the remainder of 2015, performance improvement actions will be continued especially in those areas where sales have not developed as expected. More resources will be allocated to the modular space product area.

In June, Euroconstruct estimated that construction in Norway will increase by a little less than 3% in 2015, mainly thanks to infrastructure construction. Local growth estimates are slightly more cautious. ERA predicts growth of more than 1% for equipment rental. The sharp decline in the oil price constitutes a risk factor for demand for equipment rental and has increased price competition.

Denmark

Denmark (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	7,223	7,532	-4.1 %	19,995	21,597	-7.4 %	29,539
EBITA [1)]	720	347	107.6 %	1,219	-1,016		-3,358
EBITA-%	10.0 %	4.6 %		6.1 %	-4.7 %		-11.4 %
No of employees (FTE)				98	121	-19.0 %	118
No of depots				8	7	14.3 %	8

1) Full-year 2014 comparable EBITA before non-recurring items was -1.2 million EUR, or -4.0 % of sales.

The market outlook for construction and equipment rental has somewhat improved in Denmark.

Cramo's January–September sales in Denmark decreased by 7.4%, totalling EUR 20.0 (21.6) million. The sales for July–September were EUR 7.2 (7.5) million. The restructuring of equipment rental operations carried out in 2014 has decreased sales. The focus of operations to the modular space product area has been successful.

The positive development of profitability continued. EBITA for January–September was EUR 1.2 (-1.0) million, or 6.1% (-4.7%) of sales. EBITA for July–September was EUR 0.7 (0.3) million, or 10.0% (4.6%) of sales. Profitability was improved by the restructuring measures and performance improvement actions carried out in late 2014 and by the focus of operations to profitable product and service segments and geographic regions. Both the equipment rental product area and the modular space product area have clearly improved their profitability in 2015.

In the modular space product area, the first accommodation facilities for asylum seekers were delivered, and the usage period of modular space in the Copenhagen metro project has been extended.

In June, Euroconstruct lowered its construction growth estimate for Denmark from 3% to slightly more than 1%. According to local estimates, construction activity will grow 3.5% in 2015. ERA estimates growth of approximately 3% for equipment rental.

Central Europe

Central Europe (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	22,138	22,471	-1.5 %	55,733	55,999	-0.5 %	77,698
EBITA	1,454	426	241.4 %	-2,961	-5,388		-5,978
EBITA-%	6.6 %	1.9 %		-5.3 %	-9.6 %		-7.7 %
No of employees (FTE)				361	384	-6.0 %	363
No of depots				74	76	-2.6 %	75

During the third quarter, the demand for construction and rental services was slightly weaker than expected. Cramo's sales for January–September decreased by 0.5% and were EUR 55.7 (56.0) million. The sales for July–September decreased by 1.5% and were EUR 22.1 (22.5) million. Fleet utilisation rates are gradually improving. The goal is to further improve fleet utilisation rates and to develop pricing.

EBITA for January–September was EUR -3.0 (-5.4) million, or -5.3% (-9.6%) of sales. In July–September, EBITA turned positive and was EUR 1.5 (0.4) million, or 6.6% (1.9%) of sales.

The positive development of Central Europe continued in the third quarter. Sales did not quite meet the target, but the result was improved by performance improvement actions and cost cuts. For instance, the efficiency of repair and maintenance has improved, thanks to hubs established in 2014. Operations are further focused on the best-performing geographic regions. In the modular space product area, demand continued to be at a good level.

The most significant phase of the transition programme of the Central European operations was completed during early 2015. It involved the harmonisation of the operational model according to the Cramo Rental Concept by, for instance, expanding the range of products and services, developing sales and competencies, centralising operations and rolling out group-wide enterprise resource planning, business intelligence and CRM systems. In order to decrease the seasonal variation, the range of products has been expanded particularly in tools and access equipment. To serve this purpose, Cramo established new rental hubs in seven major urban areas in 2014.

Modular space business, launched with the acquisition of C/S Raumcenter in 2014, has got off to a good start. During the first half of the year, Cramo won two significant modular space tenders in Germany.

Business development has reached the phase in which depots and sales operations have a common Performance Management Model. During the remainder of the year, work will continue to further develop sales, pricing and operational processes and the focusing of operations.

According to Euroconstruct's June estimate, construction will increase in 2015 by approximately 1% in Germany and by approximately 0.5% in Austria. ERA predicts growth of a little less than 3% for the equipment rental market.

Eastern Europe

Eastern Europe (EUR 1,000)	7-9/15	7-9/14	Change %	1-9/15	1-9/14	Change %	1-12/14
Sales	15,386	14,880	3.4 %	37,519	35,802	4.8 %	49,964
EBITA	4,041	4,271	-5.4 %	4,640	3,964	17.0 %	6,166
EBITA-%	26.3 %	28.7 %		12.4 %	11.1 %		12.3 %
No of employees (FTE)				465	460	1.2 %	456
No of depots				64	64	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's – the joint venture of Cramo and Ramirent in Russia and Ukraine – sales are not included in Cramo'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.

During the first half of the year, the construction and rental market situation developed favourably in Lithuania, Poland, the Czech Republic and Slovakia. In Estonia and Latvia, demand has decreased. In Russia, construction activity is declining.

In January–September, Cramo's sales in Eastern Europe grew by 4.8% to EUR 37.5 (35.8) million. In local currencies, sales grew by 5.2%. In addition to the market situation, factors contributing to sales growth included the development of sales operations and leadership. The sales for July–September grew by 3.4% and were EUR 15.4 (14.9) million. In local currencies, sales grew by 3.9%.

EBITA for January–September was EUR 4.6 (4.0) million, or 12.4% (11.1%) of sales. In July–September, EBITA was EUR 4.0 (4.3) million, or 26.3% (28.7%) of sales.

Business developed favourably in Poland, the Czech Republic, Slovakia and Lithuania where the roll-out of the Performance Management Model has proceeded well. Thanks to contingency measures, Fortrent's result also improved in the first nine months of the year, but declined in the third quarter. In Estonia and Latvia, profitability has declined somewhat but is still at a good level.

The construction market forecasts for Eastern Europe show relatively significant differences between countries. The market outlook for Poland is particularly positive, with Euroconstruct raising its June construction growth estimate to nearly 10% in 2015. However, according to Cramo's estimate, growth in Poland will remain slightly more modest due to postponed infrastructure projects. ERA predicts growth of approximately 5% for equipment rental in Poland. It is estimated that construction will increase by slightly more than 4% in the Czech Republic and by approximately 2% in Slovakia. Some growth is also expected for Lithuania. Construction is projected to decrease by 3–6% in Estonia and Latvia and by 6% in Russia.

FORTRENT JOINT VENTURE IN RUSSIA AND UKRAINE

Fortrent Group's January–September 2015 sales decreased by 22.5% to EUR 22.7 (29.2) million. In local currencies, however, sales increased by 7.8%. Sales increased due to slightly higher prices and good demand in new regions in Russia, such as Volga and the southern parts of the country. The weaker exchange rates of the Russian rouble and the Ukrainian hryvnia against the euro had a negative impact on euro-denominated sales.

Fortrent Group's third-quarter sales were EUR 7.4 (10.4) million, showing a decrease of 28.7% year-on-year. In local currencies, sales grew by 4.4%.

Price competition among rental companies has increased in the St. Petersburg and Moscow area as the demand for rental services has declined. The demand for rental services in new regions, such as Volga and the southern parts of Russia, was, however, clearly increasing. In Ukraine, the crisis has slowed down the construction market and work has ceased on many construction sites due to lack of available funding. In Ukraine, Fortrent continued to increase focus towards industrial customers.

In January–September, EBITA was EUR 1.3 (1.3) million, or 5.9% (4.5%) of sales, and the net result was EUR 0.5 (-0.3) million. The result was affected positively by fixed cost savings, slightly improved pricing in Russia and the good result achieved in the new markets in Russia.

Fortrent Group's third-quarter EBITA was EUR 1.1 (1.4) million, or 15.5% (13.5%) of sales, and the net result was EUR 0.5 (0.9) million. Fortrent will implement further cost saving actions and continue a tight control of investments during the remainder of the year.

The decline in the oil price has a negative impact on the economy and construction activity in Russia. The volatility of the rouble and the Russian financial market hinder economic growth in Russia. EU and US economic sanctions against Russia due to the Ukrainian crisis remain in place, creating further uncertainty over the development of the Russian economy.

The weakened situation in the construction market affects the demand for equipment rental services in Russia in 2015. According to the forecast published by Forecon in June 2015, the Russian construction market will decrease by approximately 6% in 2015. All construction sub-sectors are forecast to decline. In Ukraine, construction activity has slowed down considerably and market conditions are expected to remain challenging throughout 2015.

Fortrent is owned and controlled 50/50 by Cramo and Ramirent, and its parent company Fortrent Ltd is a Finnish limited liability company. 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 consolidated net result from Fortrent Group to Cramo for January–September 2015 was EUR 0.2 (-0.1) million.

MODULAR SPACE (CRAMO ADAPTEO)

As for product areas, Cramo's business operations are divided into equipment rental and modular space (Cramo Adapteo). Cramo conducts its modular space business in Finland, Sweden, Norway, Denmark, Estonia, Latvia, Lithuania and Germany. The modular space business is included in the sales and result of the geographical segments.

Cramo Adapteo is a leading player in modular space in Northern Europe.

The modular space business provides the public sector and companies with flexible space solutions when temporary facilities are needed. Typical applications include schools, kindergartens, offices and accommodation facilities. The modular space user experience is comparable with that of facilities built for permanent use.

Demand for modular space is boosted by the increase in the need for and popularity of modifiable and easily implementable space solutions. When compared to permanent buildings, modular space is more flexible and efficient and can be implemented much more quickly. Demand is also increased by migration and demographical changes as well as completely new applications, such as asylum seeker reception centres.

Modular space rental agreements are usually signed for a long term. The most common rental periods range from 2 to 5 years. Thanks to long rental periods, the business is not very sensitive to economic cycles, which, combined with the steady growth of the business, balances Cramo Group's sensitivity to economic cycles.

Cramo Adapteo's sales in January–September were EUR 69.4 (66.1) million. Sales grew by 5.1%, in local currencies by 7.4%. During the first nine months of the year, rental sales of modular space increased by 8.7% year-on-year.

In the third quarter, sales were EUR 25.1 (24.5) million. Sales were periodically affected by declining modular space assembly service sales. Rental sales of modular space continued to grow according to target.

EBITA for January–September was EUR 21.6 (19.3) million, or 31.2% (29.3%) of sales, EBITA for July–September was EUR 8.0 (6.9) million, or 32.1% (28.3%) of sales. The outlook for 2015 is positive.

During the first months of the year, the modular space business has grown strongly especially in Finland, Sweden and Central Europe. Profitability has improved in particular in Finland, Norway and Denmark.

The organic growth potential for modular space is considered promising in nearly all markets. In Germany, Cramo's modular space business is still relatively small volume-wise, but the business is growing strongly.

According to Cramo's estimates, demand for modular space has increased in the Nordic countries by approximately 6% per year during the past few years. Cramo estimates that in the Baltic countries and Germany, market growth is somewhat stronger.

SHARES AND SHARE CAPITAL

On 30 September 2015, Cramo Plc's share capital as registered in the Finnish Trade Register was EUR 24,834,753.09. The number of shares, including the shares subscribed for in the third quarter, was 44,621,294. At the end of the review period, Cramo Plc holds 295,550 of these shares.

In the third quarter, a total of 116,434 shares were subscribed for with the stock options of the option programme 2011. They were registered in the Finnish Trade Register on 14 October 2015.

In the second quarter, a total of 326,378 shares were subscribed for with the stock options of the option programme 2011.

In the first quarter, a total of 113,453 shares were subscribed for with the stock options of the option programme 2011.

The 161,475 shares subscribed for in the final quarter of 2014 under the option programme 2011 were registered in the Finnish Trade Register on 16 January 2015.

On 8 January 2015, the number of shares held by the company decreased by 20,738 due to the directed share issue based on Cramo Group's Performance Share Plan 2012.

The subscription prices are included in the invested unrestricted equity fund.

CURRENT OPTION PROGRAMMES AND INCENTIVE SCHEMES

On 30 September 2015, a total of 69,260 of the stock options 2011 granted by Cramo Group to its key personnel were outstanding. Trading in stock options 2011 began on 1 October 2014, and their subscription period ends on 31 December 2015. A total of 717,740 shares were subscribed for on the basis of the option programme. Each stock option entitles its holder to subscribe for one new share. The share subscription price is EUR 5.43.

In the One Cramo Share Plan 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 third savings period of the incentive scheme began on 1 October 2014 and ended on 30 September 2015. The fourth savings period began on 1 October 2015 and will end on 30 September 2016. The first savings period ended on 30 September 2013 and related additional shares will be conveyed in May 2016. 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 Plc'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 (EPS) key indicator. The rewards for 2012 were paid on 8 January 2015. A total of 20,738 shares were given in a directed share issue, in addition to which rewards were paid in cash in the amount of EUR 218,566. The rewards for 2013 equal the approximate worth of 83,000 shares and will be paid in January 2016. The rewards for 2014 equal the approximate worth of 43,000 shares and will be paid in January 2017.

In February, Cramo Plc's Board of Directors resolved on a share-based incentive scheme for the Cramo Group Management Team members and its key employees for 2015–2017. The scheme offers an opportunity to earn Cramo shares as a reward for achieving established performance targets during the discretionary periods. Each discretionary period will immediately be followed by a two year vesting period, after which any earned reward will be paid out to participants. 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.

CHANGES IN SHAREHOLDINGS

During the review period, Cramo Plc received the following notification about changes in shareholdings as defined in Section 5 of Chapter 9 of the Finnish Securities Markets Act:

Massachusetts Mutual Life Insurance Company's, MassMutual Holding LLC's and MM Asset Management Holding LLC's total holding of share capital and voting rights in Cramo Plc increased above five (5) per cent on 25 August 2015. The companies' proportion of voting rights and share capital in Cramo Plc was 5.081% and they owned 2,261,163 shares.

SIGNIFICANT EVENTS AFTER THE BALANCE SHEET DATE

No significant events have occurred after the balance sheet date.

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.

Of geopolitical risks, especially the prolongation of the Ukrainian crisis and difficulties in the Russian economy have increased economic uncertainty in Cramo's operations. These uncertainties may also have an effect on construction and the demand for rental services in Cramo's operating countries.

Cramo estimates that the decline in the oil price has a positive impact on economic development with the exception of Norway and Russia.

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 2014, with the exception of the changes resulting from the following new and revised IFRS standards and IFRIC interpretations: IAS 19 (Employee Benefits), IFRIC 21 (Levies) and annual IFRS standard amendments 2010–2012 and 2011–2013. The above standard revisions and interpretations have no material effect on the reported balance sheet, the income statement and the notes. The figures in this interim report are unaudited.

CONSOLIDATED BALANCE SHEET (EUR 1,000)	30 Sep 2015	30 Sep 2014	31 Dec 2014
ASSETS			
Non-current assets			
Tangible assets	668,691	635,831	625,738
Goodwill	149,371	164,187	149,472
Other intangible assets	69,364	94,330	76,167
Deferred tax assets	13,724	16,032	14,336
Available-for-sale financial assets	186	346	187
Investments in joint ventures	4,177	13,654	4,254
Loan receivables	16,406	18,244	17,656
Trade and other receivables	951	1,134	1,079
Total non-current assets	**922,869**	**943,758**	**888,889**
Current assets			
Inventories	9,811	8,718	9,718
Trade and other receivables	136,520	145,465	128,767
Income tax receivables	12,020	12,032	10,996
Derivative financial instruments	3,616	125	3,632
Cash and cash equivalents	8,551	8,104	5,689
Total current assets	**170,518**	**174,444**	**158,801**
Assets held for sale		1,970	
TOTAL ASSETS	**1,093,388**	**1,120,172**	**1,047,690**
EQUITY AND LIABILITIES			
Equity			
Share capital	24,835	24,835	24,835
Other reserves	325,921	321,872	322,837
Fair value reserve		119	
Hedging fund	-7,353	-8,962	-8,162
Translation differences	-23,826	-9,770	-24,693
Retained earnings	146,606	157,059	140,173
Equity attributable to owners of the parent company	**466,183**	**485,152**	**454,990**
Total equity	**466,183**	**485,152**	**454,990**
Non-current liabilities			
Interest-bearing liabilities	329,462	320,495	294,392
Derivative financial instruments	8,571	8,796	9,286
Deferred tax liabilities	69,017	74,331	68,096
Retirement benefit liabilities	1,822	1,753	1,861
Other non-current liabilities	2,688	1,792	1,797
Total non-current liabilities	**411,561**	**407,166**	**375,432**
Current liabilities			
Interest-bearing liabilities	86,188	102,800	96,676
Derivative financial instruments	903	1,306	580
Trade and other payables	126,475	118,480	115,377
Income tax liabilities	1,751	4,213	3,984
Provisions	326	1,055	652
Total current liabilities	**215,644**	**227,853**	**217,269**
Total liabilities	**627,205**	**635,019**	**592,700**
TOTAL EQUITY AND LIABILITIES	**1,093,388**	**1,120,172**	**1,047,690**

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Sales	**172,358**	**171,143**	**480,708**	**471,170**	**651,758**
Other operating income	2,810	2,471	9,784	10,910	13,156
Materials and services	-58,996	-60,182	-166,521	-165,353	-232,663
Employee benefit expenses	-33,178	-31,530	-105,313	-104,688	-138,500
Other operating expenses	-27,483	-27,313	-85,069	-92,447	-125,927
Depreciation and impairment on tangible assets and assets held for sale	-25,571	-24,583	-75,125	-72,164	-97,008
Share of profit / loss of joint ventures	266	464	223	-126	-523
EBITA	**30,206**	**30,469**	**58,687**	**47,303**	**70,293**
% of sales	**17.5 %**	**17.8 %**	**12.2 %**	**10.0 %**	**10.8 %**
Amortisation and impairment resulting from acquisitions and disposals	-1,951	-2,620	-6,219	-7,860	-35,965
Operating profit (EBIT)	**28,255**	**27,849**	**52,468**	**39,443**	**34,328**
% of sales	**16.4 %**	**16.3 %**	**10.9 %**	**8.4 %**	**5.3 %**
Finance costs (net)	-3,684	-3,090	-9,977	-9,857	-12,849
Profit before taxes	**24,571**	**24,759**	**42,491**	**29,586**	**21,479**
% of sales	**14.3 %**	**14.5 %**	**8.8 %**	**6.3 %**	**3.3 %**
Income taxes	-5,626	-5,067	-9,390	-6,124	-5,471
Profit for the period	**18,945**	**19,691**	**33,102**	**23,462**	**16,008**
% of sales	**11.0 %**	**11.5 %**	**6.9 %**	**5.0 %**	**2.5 %**
Attributable to:					
Owners of the parent	18,945	19,691	33,102	23,462	16,008
Profit attributable to owners of the parent					
Earnings per share, undiluted, EUR	0.43	0.45	0.75	0.54	0.37
Earnings per share, diluted, EUR	0.43	0.45	0.75	0.53	0.36

OTHER COMPREHENSIVE INCOME ITEMS (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Profit for the period	**18,945**	**19,691**	**33,102**	**23,462**	**16,008**
Other comprehensive income					
Items that will not be reclassified to profit or loss:					
-Remeasurements on retirement benefit liabilities, net of tax	-12	-42	-37	-127	-324
Total items that will not be reclassified to profit or loss	-12	-42	-37	-127	-324
Items that may be reclassified subsequently to profit or loss:					
-Change in hedging fund, net of tax	-858	-399	810	-2,236	-2,309
-Available-for-sale financial assets					-119
-Share of other comprehensive income of joint ventures	-3,257	-2,075	-294	-3,699	-12,689
-Change in translation differences	-10,349	2,213	-1,975	-10,839	-25,243
Total items that may be reclassified subsequently to profit or loss	-14,464	-261	-1,459	-16,774	-40,360
Total other comprehensive income, net of tax	**-14,476**	**-303**	**-1,496**	-16,901	**-40,684**
Comprehensive income for the period	**4,469**	**19,388**	**31,606**	**6,561**	**-24,676**

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	Total equity
At 1 Jan 2014	**24,835**	**318,742**	**119**	**156,886**	**500,582**	**500,582**
Total comprehensive income				6,561	**6,561**	**6,561**
Dividend distribution				-25,986	**-25,986**	**-25,986**
Exercise of share options		3,430			**3,430**	**3,430**
Share-based payments				565	**565**	**565**
Changes within equity		-300		300		
At 30 Sep 2014	**24,835**	**321,872**	**119**	**138,326**	**485,152**	**485,152**
At 1 Jan 2015	**24,835**	**322,837**		**107,318**	**454,990**	**454,990**
Total comprehensive income				31,606	31,606	31,606
Dividend distribution				-24,132	-24,132	-24,132
Exercise of share options		3,083			3,083	3,083
Share-based payments				636	636	636
At 30 Sep 2015	**24,835**	**325,921**		**115,428**	**466,183**	**466,183**

CONSOLIDATED CASH FLOW STATEMENT (EUR 1,000)	1-9/15	1-9/14	1-12/14
Net cash flow from operating activities	**111,601**	**70,424**	**118,266**
Net cash flow from investing activities	**-113,023**	**-97,188**	**-124,753**
Cash flow from financing activities			
Change in interest-bearing receivables	1,254	2,015	2,689
Change in finance lease liabilities	-11,464	-12,920	-15,863
Change in interest-bearing liabilities	35,382	63,544	35,414
Proceeds from share options exercised	3,416	3,428	11,358
Dividends paid	-24,132	-25,986	-25,982
Net cash flow from financing activities	**4,456**	**30,081**	**7,616**
Change in cash and cash equivalents	**3,035**	**3,317**	**1,129**
Cash and cash equivalents at period start	5,689	4,770	4,770
Exchange differences	-173	17	-210
Cash and cash equivalents at period end	**8,551**	**8,104**	**5,689**

CHANGES IN NET BOOK VALUE OF TANGIBLE AND INTANGIBLE ASSETS (MEUR)	1-9/2015	1-9/2014	1-12/2014
Opening balance	**851.4**	**873.1**	**873.1**
Depreciation, amortisation and impairment	-81.3	-80.0	-133.0
Additions			
Rental machinery	128.1	116.2	148.4
Other tangible assets	3.7	5.1	5.5
Intangible assets	2.5	4.2	5.2
Total additions	134.3	125.5	159.1
Reductions and other changes	-12.0	-13.4	-16.0
Exchange differences	-4.9	-10.9	-31.8
Closing balance	**887.4**	**894.3**	**851.4**

FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (EUR 1,000)	Book value 30 Sep 2015	Fair value 30 Sep 2015
Financial assets at fair value through profit and loss		
Current derivative financial instruments	3,616	3,616
Loans and receivables		
Loan receivables	16,406	16,406
Non-current trade and other receivables	951	951
Current trade and other receivables	111,268	111,268
Cash and cash equivalents	8,551	8,551
Available-for-sale financial assets	186	186
Financial liabilities at fair value through profit and loss		
Current derivative financial instruments	903	903
Loans and borrowings		
Non-current interest-bearing liabilities	329,462	335,087
Other non-current liabilities	2,366	2,366
Current interest-bearing liabilities	86,188	86,188
Trade and other payables	72,527	72,527
Hedge accounted derivatives		
Non-current derivative financial instruments	8,571	8,571

COMMITMENTS AND CONTINGENT LIABILITIES (EUR 1,000)	30 Sep 2015	30 Sep 2014	31 Dec 2014
Pledges, finance lease	38,219	55,149	49,880
Investment commitments	27,397	26,131	21,001
Commitments to office and depot rents	87,129	109,757	91,657
Operational lease payments	22,037	28,242	28,865
Other commitments	1,192	420	1,212
Group's share of commitments in joint ventures	200	170	120

MODULAR SPACE ORDER BOOK (EUR 1,000)	30 Sep 2015	30 Sep 2014	31 Dec 2014
Value of outstanding orders for modular space	98,028	99,442	97,527
Value of orders for modular space rental sales	92,957	97,910	96,038
Value of orders for modular space other sales	5,071	1,532	1,489

DERIVATIVE FINANCIAL INSTRUMENTS (EUR 1,000)	30 Sep 2015	30 Sep 2014	31 Dec 2014
Fair value			
Interest rate swaps	-8,570	-8,796	-9,286
Currency forwards	3,347	-1,181	6,051
Nominal value			
Interest rate swaps	130,000	91,000	90,000
Currency forwards	125,281	125,094	138,569

SHARE RELATED KEY FIGURES	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Earnings per share (EPS), EUR 1), 2)	0.43	0.45	0.75	0.54	0.37
Earnings per share (EPS), diluted, EUR 3)	0.43	0.45	0.75	0.53	0.36
Shareholders' equity per share, EUR 4)			10.52	11.13	10.40
Number of shares, end of period			44,504,860	43,903,411	43,903,554
Adjusted number of shares, average 5)			43,978,629	43,407,452	43,455,457
Adjusted number of shares, end of period 5)			44,325,744	43,587,266	43,748,741
Number of shares, diluted, average 5)			44,214,520	44,084,675	43,921,815

1) The profit for the third quarter of 2015 included EUR 1.2 million in non-recurring costs relating to the change of the President and CEO. In addition to non-recurring EUR 2.9 million costs affecting EBITA, the year 2014 includes a EUR 25.5 million non-recurring impairment on goodwill and intangible assets in Central Europe. Full-year 2014 comparable earnings per share before non-recurring items were EUR 0.91.

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

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)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Finland	30,765	29,061	81,366	76,894	104,230
Sweden	80,438	76,784	233,384	223,528	312,715
Norway	16,640	21,458	53,408	61,137	82,505
Denmark	7,223	7,532	19,995	21,597	29,539
Central Europe	22,138	22,471	55,733	55,999	77,698
Eastern Europe	15,386	14,880	37,519	35,802	49,964
Inter-segment sales	-232	-1,045	-697	-3,786	-4,893
Group sales	**172,358**	**171,143**	**480,708**	**471,170**	**651,758**

EBITA (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Finland	8,504	7,472	16,821	14,978	20,447
% of sales	*27.6 %*	*25.7 %*	*20.7 %*	*19.5 %*	*19.6 %*
Sweden	18,059	17,187	42,712	37,877	55,577
% of sales	*22.5 %*	*22.4 %*	*18.3 %*	*16.9 %*	*17.8 %*
Norway	1,010	1,363	4,014	2,876	4,451
% of sales	*6.1 %*	*6.4 %*	*7.5 %*	*4.7 %*	*5.4 %*
Denmark [1)]	720	347	1,219	-1,016	-3,358
% of sales	*10.0 %*	*4.6 %*	*6.1 %*	*-4.7 %*	*-11.4 %*
Central Europe	1,454	426	-2,961	-5,388	-5,978
% of sales	*6.6 %*	*1.9 %*	*-5.3 %*	*-9.6 %*	*-7.7 %*
Eastern Europe	4,041	4,271	4,640	3,964	6,166
% of sales	*26.3 %*	*28.7 %*	*12.4 %*	*11.1 %*	*12.3 %*
Non-allocated items [2)]	-3,639	-611	-8,009	-6,239	-7,376
Eliminations	58	12	250	250	363
Group EBITA [3)]	**30,206**	**30,469**	**58,687**	**47,303**	**70,293**
% of sales	***17.5 %***	***17.8 %***	***12.2 %***	***10.0 %***	***10.8 %***

[1)] In Denmark, full year 2014 comparable EBITA before non-recurring costs was -1.2 million EUR, or -4.0 % of sales.

[2)] In the third quarter of 2015, non-allocated items include EUR 1.2 million in non-recurring costs relating to the change of the President and CEO.

[3)] In the third quarter of 2015, Cramo Group's comparable EBITA before non-recurring costs was EUR 31.4 million, or 18.2% of sales. In 2014, comparable EBITA before non-recurring costs was 73.2 million EUR, or 11.2 % of sales.

RECONCILIATION OF GROUP EBITA TO PROFIT BEFORE TAXES (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Group EBITA	30,206	30,469	58,687	47,303	70,293
Amortisation and impairment resulting from acquisitions and disposals	-1,951	-2,620	-6,219	-7,860	-35,965
Operating profit	28,255	27,849	52,468	39,443	34,328
Net finance items	-3,684	-3,090	-9,977	-9,857	-12,849
Profit before taxes [1)]	**24,571**	**24,759**	**42,491**	**29,586**	**21,479**

[1)] In the third quarter of 2015, Cramo Group's comparable profit before taxes was EUR 25.8 million before non-recurring costs. In 2014, comparable profit before taxes was EUR 49.9 million before non-recurring costs.

DEPRECIATION AND IMPAIRMENT ON TANGIBLE ASSETS (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Finland	-4,628	-4,307	-13,621	-12,686	-17,056
Sweden	-10,511	-10,073	-30,467	-29,552	-39,103
Norway	-2,366	-3,151	-7,690	-9,477	-12,598
Denmark	-1,464	-1,260	-4,294	-3,770	-5,670
Central Europe	-3,529	-3,046	-10,155	-8,545	-11,675
Eastern Europe	-2,987	-2,807	-8,708	-8,296	-11,086
Non-allocated items and eliminations	-85	61	-189	162	179
Total	**-25,571**	**-24,583**	**-75,125**	**-72,164**	**-97,008**

GROSS CAPITAL EXPENDITURE (EUR 1,000)	7-9/15	7-9/14	1-9/15	1-9/14	1-12/14
Finland	8,986	3,628	28,563	19,621	26,656
Sweden	19,658	18,538	52,216	40,633	53,331
Norway	2,230	1,172	5,669	7,195	8,966
Denmark	5,042	4,755	9,486	7,934	12,391
Central Europe	5,010	13,344	22,775	39,492	44,671
Eastern Europe	5,396	3,239	14,945	9,334	11,214
Non-allocated items and eliminations	368	406	655	1,240	1,844
Total	**46,689**	**45,080**	**134,308**	**125,449**	**159,074**

SEGMENT ASSETS 1) (EUR 1,000)	30 Sep 2015	30 Sep 2014 *	31 Dec 2014
Finland	170,893	154,647	155,008
Sweden	480,888	490,942	474,001
Norway	94,761	109,836	97,136
Denmark	57,960	51,278	50,411
Central Europe	101,036	121,069	92,973
Eastern Europe	100,606	106,199	93,333
Segment assets total	**1,006,144**	**1,033,970**	**962,862**
Non-allocated items and eliminations	87,243	86,202	84,828
Total assets	**1,093,388**	**1,120,172**	**1,047,690**

SEGMENT LIABILITIES 2) (EUR 1,000)	30 Sep 2015	30 Sep 2014 *	31 Dec 2014
Finland	17,610	13,067	15,698
Sweden	69,082	62,128	60,088
Norway	11,318	13,403	15,420
Denmark	8,057	8,563	7,993
Central Europe	9,047	13,946	10,353
Eastern Europe	9,619	7,658	5,471
Segment liabilities total	**124,733**	**118,764**	**115,022**
Non-allocated items and eliminations	502,472	516,255	477,678
Total liabilities	**627,205**	**635,019**	**592,700**

*) The allocation of segment assets and liabilities has been adjusted in line with the information reported to the Group management. The comparative figures for segments assets and liabilities have been restated accordingly.

1) Segment assets include goodwill, other intangible assets, tangible assets, available-for-sale financial assets, investments in joint ventures, inventories, non-current and current trade and other receivables and assets held for sale.

2) Segment liabilities include provisions, retirement benefit liabilities and non-current and current trade and other liabilities.

ADDITIONAL FINANCIAL INFORMATION BY PRODUCT AREA

ADDITIONAL INFORMATION BY PRODUCT AREA (EUR 1,000)	EQUIPMENT RENTAL		MODULAR SPACE		UNALLOCATED AMOUNTS AND ELIMINATIONS		GROUP	
	1-9 2015	1-9 2014	1-9 2015	1-9 2014	1-9 2015	1-9 2014	1-9 2015	1-9 2014
Sales	**411,726**	**406,160**	**69,393**	**66,051**	**-411**	**-1,041**	**480,708**	**471,170**
EBITDA	**108,614**	**96,310**	**32,653**	**29,211**	**-7,455**	**-6,054**	**133,812**	**119,466**
EBITDA-%	26.4 %	23.7 %	47.1 %	44.2 %			27.8 %	25.4 %
Depreciation and impairment on tangible assets	-63,672	-62,088	-11,007	-9,891	-446	-184	-75,125	-72,164
EBITA	**44,942**	**34,221**	**21,646**	**19,320**	**-7,901**	**-6,239**	**58,687**	**47,303**
EBITA-%	10.9 %	8.4 %	31.2 %	29.3 %			12.2 %	10.0 %
Capital employed at 30 Sep [1)]	**641,661**	**696,787**	**239,276**	**217,689**	**26,779**	**27,948**	**907,715**	**942,423**

ADDITIONAL INFORMATION BY PRODUCT AREA (EUR 1,000)	EQUIPMENT RENTAL		MODULAR SPACE		UNALLOCATED AMOUNTS AND ELIMINATIONS		GROUP	
	Q3 2015	Q3 2014	Q3 2015	Q3 2014	Q3 2015	Q3 2014	Q3 2015	Q3 2014
Sales	**147,461**	**146,941**	**25,087**	**24,462**	**-190**	**-261**	**172,358**	**171,143**
EBITDA	**47,557**	**45,327**	**11,652**	**10,356**	**-3,433**	**-632**	**55,777**	**55,051**
EBITDA-%	32.3 %	30.8 %	46.4 %	42.3 %			32.4 %	32.2 %
Depreciation and impairment on tangible assets	-21,794	-21,108	-3,604	-3,424	-172	-50	-25,571	-24,583
EBITA	**25,763**	**24,219**	**8,048**	**6,932**	**-3,605**	**-683**	**30,206**	**30,469**
EBITA-%	17.5 %	16.5 %	32.1 %	28.3 %			17.5 %	17.8 %

ADDITIONAL INFORMATION BY PRODUCT AREA (EUR 1,000) 1-12/14 [2)]	EQUIPMENT RENTAL	MODULAR SPACE	UNALLOCATED AMOUNTS AND ELIMINATIONS	GROUP
Sales	**560,357**	**92,766**	**-1,365**	**651,758**
EBITDA	**134,048**	**40,346**	**-7,092**	**167,301**
EBITDA-%	23.9 %	43.5 %		25.7 %
Depreciation and impairment on tangible assets	-83,294	-13,431	-284	-97,008
EBITA	**50,754**	**26,915**	**-7,376**	**70,293**
EBITA-%	9.1 %	29.0 %		10.8 %
Capital employed at 31 Dec 2014 [1)]	**628,973**	**218,250**	**28,426**	**875,649**

1) Capital employed is product area assets less product area liabilities. Product area assets and liabilities are similar to assets and liabilities allocated to reportable segments.

2) Full year 2014 EBITDA and EBITA for Equipment rental has been adjusted by the share of loss of the joint venture Fortrent.

QUARTERLY SEGMENT INFORMATION

SALES BY SEGMENTS (EUR 1,000)	7-9/15	4-6/15	1-3/15	10-12/14	7-9/14	4-6/14	1-3/14	10-12/13
Finland	30,765	26,567	24,034	27,335	29,061	25,122	22,711	26,667
Sweden	80,438	78,893	74,054	89,187	76,784	76,846	69,898	87,358
Norway	16,640	18,166	18,602	21,368	21,458	19,398	20,281	22,273
Denmark	7,223	6,298	6,475	7,942	7,532	7,451	6,614	7,285
Central Europe	22,138	19,233	14,361	21,699	22,471	20,389	13,138	19,440
Eastern Europe	15,386	12,365	9,768	14,163	14,880	11,940	8,982	13,512
Inter-segment sales	-232	-232	-233	-1,107	-1,045	-1,385	-1,357	-1,411
Group sales	**172,358**	**161,290**	**147,061**	**180,588**	**171,143**	**159,761**	**140,267**	**175,124**

EBITA BY SEGMENTS (EUR 1,000)	7-9/15	4-6/15	1-3/15	10-12/14	7-9/14	4-6/14	1-3/14	10-12/13
Finland	8,504	5,415	2,902	5,469	7,472	4,705	2,800	6,231
% of sales	*27.6 %*	*20.4 %*	*12.1 %*	*20.0 %*	*25.7 %*	*18.7 %*	*12.3 %*	*23.4 %*
Sweden	18,059	12,427	12,226	17,700	17,187	11,567	9,123	14,576
% of sales	*22.5 %*	*15.8 %*	*16.5 %*	*19.8 %*	*22.4 %*	*15.1 %*	*13.1 %*	*16.7 %*
Norway	1,010	1,425	1,580	1,575	1,363	-55	1,567	2,040
% of sales	*6.1 %*	*7.8 %*	*8.5 %*	*7.4 %*	*6.4 %*	*-0.3 %*	*7.7 %*	*9.2 %*
Denmark	720	65	434	-2,342	347	-570	-792	87
% of sales	*10.0 %*	*1.0 %*	*6.7 %*	*-29.5 %*	*4.6 %*	*-7.7 %*	*-12.0 %*	*1.2 %*
Central Europe	1,454	-286	-4,129	-590	426	-1,238	-4,575	233
% of sales	*6.6 %*	*-1.5 %*	*-28.7 %*	*-2.7 %*	*1.9 %*	*-6.1 %*	*-34.8 %*	*1.2 %*
Eastern Europe	4,041	1,358	-759	2,202	4,271	1,137	-1,445	3,546
% of sales	*26.3 %*	*11.0 %*	*-7.8 %*	*15.5 %*	*28.7 %*	*9.5 %*	*-16.1 %*	*26.2 %*
Non-allocated items	-3,639	-2,128	-2,241	-1,137	-611	-3,226	-2,402	-1,944
Eliminations	58	74	118	113	12	150	88	-3
Group EBITA	**30,206**	**18,351**	**10,130**	**22,990**	**30,469**	**12,470**	**4,364**	**24,765**
% of sales	***17.5 %***	***11.4 %***	***6.9 %***	***12.7 %***	***17.8 %***	***7.8 %***	***3.1 %***	***14.1 %***

LARGEST SHAREHOLDERS

	TEN LARGEST SHAREHOLDERS 30 September 2015	SHARES	%
1	Zeres Public Market Fund (Zeres Capital)*	4,696,730	10.55
2	Rakennusmestarien Säätiö (Construction engineers' fund)	2,129,422	4.78
3	Ilmarinen Mutual Pension Insurance Company	1,145,603	2.57
4	Odin Finland	802,965	1.80
5	Nordea Nordenfund	594,946	1.34
6	Varma Mutual Pension Insurance Company	518,387	1.16
7	Fondita Nordic Micro Cap	450,000	1.01
8	Nordea Life Assurance Finland Ltd.	359,000	0.81
9	Säästöpankki Kotimaa Investment Fund	349,648	0.79
10	Rakennusmestarit ja -insinöörit AMK RKL ry	301,220	0.68
	Ten largest owners, total	**11,347,921**	**25.50**
	Nominee registered	22,845,194	51.33
	Others	10,311,745	23.17
	Total	**44,504,860**	**100.00**

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

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 28 October 2015

Cramo Plc
Board of Directors

BRIEFING

Cramo will hold a briefing and a live webcast at Rake-sali, address: Erottajankatu 4 C (Level 5) in Helsinki on Thursday, 29 October 2015 at 11:00 a.m. 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 29 October 2015 in the afternoon.

PUBLICATION OF FINANCIAL INFORMATION 2016

Cramo Plc's Financial Statements Bulletin for 2015 will be published on Wednesday, 10 February 2016.

The Annual Report containing the full financial statements for 2015 will be published in electronic format in week 10/2016.

Cramo Plc's 2016 Annual General Meeting will take place on Thursday, 31 March 2016, in Helsinki.

In 2016, Cramo will publish three interim reports:

The interim report for January–March 2016 will be published on 4 May 2016.
The interim report for January–June 2016 will be published on 3 August 2016.
The interim report for January–September 2016 will be published on 28 October 2016.

MORE INFORMATION

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