CRAMO Q1

INTERIM REPORT 1-3/2016
CRAMO PLC

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CRAMO'S INTERIM REPORT JANUARY–MARCH 2016

PROFITABLE GROWTH CONTINUED

1–3/2016 highlights (year-on-year comparison in brackets):

- Sales EUR 155.4 (147.1) million; the change was 5.7%. In local currencies, sales grew by 6.4%
- EBITA EUR 13.0 (10.1) million and EBITA margin 8.3% (6.9%)
- Earnings per share EUR 0.16 (0.09)
- Cash flow from operating activities EUR 23.6 (3.5) million and cash flow after investments EUR -4.3 (-27.8) million
- Gearing 80.0% (92.9%)
- The Annual General Meeting decided that a dividend of EUR 0.65 (0.55) per share be paid

Guidance for 2016 unchanged: In 2016, Cramo Group's sales will grow in local currencies and the EBITA margin will improve compared to 2015

KEY FIGURES AND RATIOS (MEUR)	1-3/16	1-3/15	Change %	1-12/15
Income statement				
Sales	155.4	147.1	5.7 %	667.9
EBITDA	38.7	34.3	12.9 %	185.7
EBITA 1) 2)	13.0	10.1	27.9 %	84.8
% of sales	8.3%	6.9%		12.7%
Operating profit (EBIT)	11.7	8.0	46.0 %	76.7
Profit before taxes (EBT)	8.9	4.9	81.0 %	63.8
Profit for the period	7.0	3.9	81.0 %	49.7
Share related information				
Earnings per share (EPS), EUR 3)	0.16	0.09	78.5 %	1.13
Earnings per share (EPS), diluted, EUR 3)	0.16	0.09	79.5 %	1.12
Shareholders' equity per share, EUR	10.46	10.11	3.5 %	11.05
Other information				
Return on investment, % 4)	9.5 %	4.9 %		9.0 %
Return on equity, % 4)	11.6 %	4.5 %		10.5 %
Equity ratio, %	43.7 %	42.3 %		45.7 %
Gearing, %	80.0 %	92.9 %		75.1 %
Net interest-bearing liabilities	372.1	412.4	-9.8 %	368.4
Gross capital expenditure (incl. acquisitions)	30.6	41.5	-26.3 %	175.0
of which acquisitions/business combinations		8.5	-100.0 %	9.8
Cash flow from operating activities 5)	23.6	3.5	572.4 %	174.9
Cash flow after investments	-4.3	-27.8		35.6
Average number of personnel (FTE)	2,497	2,487	0.4 %	2,486
Number of personnel at period end (FTE)	2,505	2,494	0.4 %	2,473

1) EBITA is operating profit before amortisation and impairment resulting from acquisitions.
2) The year 2015 included EUR 2.0 million in costs relating to the change of the President and CEO and to restructuring in Central Europe. Excluding these costs, EBITA was EUR 86.8 million and the EBITA margin was 13.0%.
3) The full-year 2015 comparable earnings per share before the above-mentioned costs and their tax impact was EUR 1.17.
4) Rolling 12 months.
5) Starting from 2016 the reporting line of unpaid investments in the cash flow statement has been changed. As a result the operating cash flow for 1-3/2015 has increased by EUR 1.1 million and for 1-12/2015 decreased by EUR 8.0 million.

CEO'S COMMENT

2016 off to a good start

"During the first months of the year, the demand for equipment rental and modular space developed according to our expectations. We have managed to capitalise on the improved market situation in our main markets Finland and Sweden.

In the first quarter, our sales grew by 6.4% in local currencies. As for segments, sales grew in Finland, Sweden and Denmark. Sales grew strongly in the modular space product area where rental sales increased by 9.0%. The number of new modular space deliveries increased during the period, which boosted sales of modular space installation services. Modular space sales grew in local currencies in all business segments.

On the basis of the current outlook, I expect the demand for rental services to stay on a good level throughout the year. Over the long term, the increase in the use of rental services and modular space is supported by several megatrends, such as urbanisation and sustainability.

Our first-quarter EBITA margin increased from 6.9% to 8.3%, with profitability improving in Finland, Denmark and Central Europe and staying on par in Sweden. In Central Europe, the EBITA margin was still negative, but I expect the margin to gradually improve during the year.

My first months as Cramo's President and CEO have been inspiring, and I have been very pleased to witness the high level of skills, commitment and motivation among our employees to develop our operations and further strengthen our market position.

We have started the preparation of Vision 2020. We will provide more details on our new strategy in the autumn of 2016," says Leif Gustafsson, Cramo Group's President and CEO.

SUMMARY OF FINANCIAL PERFORMANCE IN JANUARY–MARCH 2016

Sales

Cramo Group's consolidated sales for January–March were EUR 155.4 (147.1) million, showing an increase of 5.7%. In local currencies, sales grew by 6.4%.

Sales grew by 18.9% in Finland, by 8.3% in Sweden (7.7% in local currencies) and by 18.5% in Denmark. Sales decreased by 14.1% in Norway (6.3% in local currencies), by 3.3% in Central Europe and by 4.4% in Eastern Europe (3.5% in local currencies). The sales decrease in Central Europe was due to a decrease in trading sales, whereas rental sales increased.

As for product areas, sales growth was 2.2% (3.0% in local currencies) for equipment rental and 26.0% (26.3% in local currencies) for modular space. Plenty of new modular space deliveries took place during the period, which increased especially the sales of installation services.

Costs

The Group costs as a share of sales decreased, which had a positive impact on profitability. Direct costs (materials and services) as a share of sales were at the same level as last year 35.3% (35.3%). Increased sales of installation services within modular space increased direct costs in relation to sales. Indirect costs (employee benefit expenses and other operating expenses) as a share of sales decreased from 44.1% to 41.9%.

Result

The result and profitability improved year-on-year. EBITA was EUR 13.0 (10.1) million, showing growth of 27.9%. EBITA margin was 8.3% (6.9%). Profitability improved in Finland, Denmark and Central Europe and was on par in Sweden.

The profit increased in both product areas. EBITA was EUR 6.9 (5.6) million, or 5.4% (4.5%) of sales for equipment rental and EUR 7.9 (6.8) million, or 28.4% (30.5%) of sales for modular space. Modular space EBITA margin was affected by the significant proportion of installation services during the period.

Earnings per share were EUR 0.16 (0.09).

Return on equity (rolling 12 months) improved and was 11.6% (4.5%).

Cash flow from operating activities improved clearly and was EUR 23.6 (3.5) million. Cash flow after investments was EUR -4.3 (-27.8) million. Gross capital expenditure was EUR 30.6 (41.5) million.

The Group's gearing was 80.0% (92.9%). Both in the comparison period and in the review period, dividend liability increased gearing.

MARKET OUTLOOK

Economic development in Europe is expected to gradually pick up as private consumption grows. According to European Central Bank's (ECB) December estimate, short-term indicators suggest that GDP growth will continue to be moderate. ECB expects favourable financing conditions and low mortgage interest rates, combined with the increase in households' disposable income, to boost demand for housing. The need for new construction, renovation and temporary facilities also increases due to intensely increasing immigration. Nevertheless, in its March review, the Bank of Finland estimated that investments will increase slowly in Europe, primarily due to the weakening of the world trade growth outlook.

In Cramo countries, the construction market outlook for 2016 is positive. The construction market analysts Euroconstruct and Forecon estimate that construction will increase in all of Cramo's operating countries with the exception of Russia and Slovakia. The Confederation of Finnish Construction Industries RT also estimates that construction will take an upward turn in Finland.

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 volume, the demand for equipment rental services is affected by industrial investments and the increase in the rental penetration rate. Tightening legislation and the requirement to improve the efficiency and quality of construction increase the need for different types of rental-related services.

The demand for modular space is boosted by the increase in the need for and popularity of modifiable and easily implementable space solutions. Demand is also increased by migration flows within countries, demographical changes as well as by completely new applications, such as asylum seeker reception centres. Furthermore, the long-term demand for both equipment rental and modular space is supported by many megatrends, such as urbanisation and the increasing emphasis on sustainability.

The European Rental Association (ERA) expects the use of equipment rental services to increase in all of Cramo's markets in 2016. According to Cramo's estimate, the demand for modular space has increased in the Nordic countries by nearly 6% per year during the past five years. Cramo estimates that in the Baltic countries and Germany, market growth is stronger.

(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 2016 remains unchanged: In 2016, Cramo Group's sales will grow in local currencies and the EBITA margin will improve compared to 2015.

THE GROUP'S PROFIT

The profit for the period improved year-on-year. EBITDA was EUR 38.7 (34.3) million, or 24.9% (23.3%) of sales. EBITA was EUR 13.0 (10.1) million, or 8.3% (6.9%) of sales. The result improvement was affected by an increase in sales and slower growth of indirect costs than that of sales.

EBIT was EUR 11.7 (8.0) million, or 7.5% (5.4%) of sales.

The cost effect of the Group's credit losses and credit loss provisions amounted to EUR 0.5 (1.2) million.

The result includes EUR 0.3 (0.2) million in impairment losses on the fleet.

Profit before taxes was EUR 8.9 (4.9) million, and profit for the period EUR 7.0 (3.9) million.

Expenses associated with share-based incentive schemes totalled EUR 0.3 (0.3) million.

Net financial expenses were EUR 2.8 (3.1) million.

Earnings per share were EUR 0.16 (0.09).

Return on investment (rolling 12 months) was 9.5% (4.9%) and return on equity (rolling 12 months) 11.6% (4.5%). Comparable return on equity (rolling 12 months) exluding the costs occurring in 2015 from the CEO change (EUR 1.2 million) and restructuring in Central Europe (EUR 0.8 million) was 12.0%.

CAPITAL EXPENDITURE, DEPRECIATION AND AMORTISATION

Gross capital expenditure was EUR 30.6 (41.5) million. Of gross capital expenditure, EUR 0.0 (8.5) million was attributable to acquisitions and business combinations. Other capital expenditure was mainly related to fleet procurement.

Gross capital expenditure was periodically on a lower level but it is expected to increase in the second quarter of 2016. Investment levels have been decreased especially in Norway. As for product areas, Cramo continued its growth investments in modular space.

Reported depreciation and impairment on tangible assets were EUR 25.8 (24.2) million. Amortisation and impairment resulting from acquisitions totalled EUR 1.3 (2.1) million.

At the end of the period, goodwill stood at EUR 151.1 (152.2) million.

FINANCIAL POSITION AND BALANCE SHEET

In January–March, cash flow from operating activities improved clearly and was EUR 23.6 (3.5) million. In the comparison period, cash flow from operating activities was reduced by the negative change in working capital that took place during the period. Cash flow from investing activities was EUR -27.9 (-31.3) million. Cash flow after investments was EUR -4.3 (-27.8) million.

On 31 March 2016, Cramo Group's net interest-bearing liabilities totalled EUR 372.1 (412.4) million. At the end of the period, gearing was 80.0% (92.9%).

Of the Group's variable rate loans, EUR 130.0 (90.0) million were hedged by way of interest rate swaps on 31 March 2016. Hedge accounting is applied to all of these interest rate hedges. On 31 March 2016, Cramo Group had undrawn committed credit facilities (excluding leasing facilities) in the amount of EUR 220.9 (188.0) million, of which non-current facilities represented EUR 195.0 (162.0) million and current facilities EUR 25.9 (26.0) million.

Tangible assets amounted to EUR 689.2 (642.0) million of the balance sheet total at the end of the review period. The balance sheet total on 31 March 2016 was EUR 1,076.8 (1,061.0) million. The equity ratio was 43.7% (42.3%).

Rental liabilities associated with off-balance sheet operational leasing agreements totalled EUR 23.5 (23.6) million on 31 March 2016. Off-balance sheet liabilities for office and depot rents stood at EUR 86.0 (100.8) million. The Group's investment commitments amounted to EUR 57.6 (45.5) 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 220,000 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 review period, Cramo Group consisted of the parent company Cramo Plc, which provides group-level services, and, as operating companies, its wholly-owned subsidiaries in Finland, Sweden, Norway, Denmark, Estonia, 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 328 (328) 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, key strategic initiatives include the modular space growth strategy, dynamic pricing and acquisitions and outsourcing.

The Group has started to define the Vision 2020 strategy. The new strategy is planned to be published in the autumn of 2016.

CHANGES IN MANAGEMENT

Leif Gustafsson took up the position of President and CEO on 1 January 2016 following the retirement of Vesa Koivula. In February, Per Lundquist, Senior Vice President, Operations and member of the Cramo Group management team, announced that he will leave the company at the latest in August 2016.

BUSINESS DEVELOPMENT

After the review period, on 1 April 2016, Cramo strengthened its worksite logistics services by acquiring logistics and telescopic handler company Kurottaja- ja Kuljetuspalvelu Parviainen Oy's business. Established in 2004, Kurottaja- ja Kuljetuspalvelu Parviainen Oy is the largest private company in Finland providing telehandler services. The sales of the company in 2015 were approximately EUR 3 million.

PERSONNEL

During the review period, the Group had an average of 2,497 (2,487) employees. In addition, the Group employed an average of approximately 138 (113) people hired from a staffing service. At the end of the period, Group personnel numbered 2,505 (2,494) 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: 479 (477) employees in Finland, 881 (854) in Sweden, 226 (227) in Norway, 98 (111) in Denmark, 345 (361) in Central Europe and 476 (464) 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 also publishes financial information by product area and the order book value for modular space.

Finland generated 18.4% (16.3%) of the total consolidated sales for January–March (before elimination of inter-segment sales), Sweden 51.5% (50.3%), Norway 10.3% (12.6%), Denmark 4.9% (4.4%), Central Europe 8.9% (9.8%) and Eastern Europe 6.0% (6.6%).

Finland

Finland (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	28,584	24,034	18.9 %	110,909
EBITA	3,892	2,902	34.1 %	22,423
EBITA-%	13.6 %	12.1 %		20.2 %
No of employees (FTE)	455	453	0.4 %	448
No of depots	58	54	7.4 %	54

Cramo's sales in Finland grew by 18.9% and were EUR 28.6 (24.0) million. Cramo succeeded in capitalising on the improved market situation. Sales increased as a result of continuing growth in renovation and the increase in the number of new construction projects started. In industry, demand has continued to gradually strengthen. In equipment rental, especially the share constituted by larger customers increased. The demand for modular space continued to be strong and the quotation base is good, particularly in the public sector. Significant modular space installation deliveries took place during the period.

The result and profitability improved year-on-year. EBITA was EUR 3.9 (2.9) million, or 13.6% (12.1%) of sales. Profitability was improved by sales growth and cost control. The result improved both in equipment rental and in modular space.

One of Cramo's targets in Finland is to promote the growth of its worksite logistics services. In order to strengthen its logistics services business, Cramo acquired Kurottaja- ja Kuljetuspalvelu Parviainen Oy's business on 1 April 2016. Established in 2004, Kurottaja- ja Kuljetuspalvelu Parviainen Oy is the largest private company in Finland providing telehandler services. Parviainen operates mainly in Southern Finland. The sales of the company in 2015 were approximately EUR 3 million.

For a long time, the Finnish equipment rental market has suffered from the recession in the construction industry, but construction activity is expected to take an upward turn in 2016. Euroconstruct estimates that the overall construction market will grow by approximately 3% while the Confederation of Finnish Construction Industries RT's estimate is a growth of 3.5%. In addition to renovation, growth results from an upward turn in new construction especially in urban areas. The high cubic metre volume of building permits granted in late 2015 can already be seen in the number of construction projects started. ERA estimates that the equipment rental market will increase by 3.6% in 2016.

At the end of the review period, Cramo had 58 (54) depots in Finland.

Sweden

Sweden (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	80,186	74,054	8.3 %	331,190
EBITA	13,227	12,226	8.2 %	61,662
EBITA-%	16.5 %	16.5 %		18.6 %
No of employees (FTE)	836	810	3.2 %	825
No of depots	100	101	-1.0 %	100

Cramo's sales in Sweden grew by 8.3% and were EUR 80.2 (74.1) million. In the local currency, sales increased by 7.7%. Cramo succeeded in capitalising on the good market situation both in the equipment rental and modular space product areas. The equipment rental market situation is good in nearly all major urban areas.

EBITA was EUR 13.2 (12.2) million, showing growth of 8.2%. EBITA margin was on par with the previous year at 16.5% (16.5%) of sales. Profitability was affected by a high amount of modular space assembly sales and higher depreciations.

In Sweden, Cramo has an extensive customer base and operations with all of the major construction companies. During the review period, the long-term contract with the construction company JM was renewed for a period of five years. The equipment rental utilisation rates are at a good level and investments have been increased. The demand for modular space also remained good. Modular space solutions have been delivered for use as accommodation facilities for asylum seekers, among other purposes.

According to the estimate published by the Swedish Construction Federation (Svenska Byggindustrier) in February, the strong growth in construction will even out at 4% in 2016. Especially the construction of new apartments will keep on growing. Euroconstruct's growth estimate for 2016 is slightly under 3%. ERA predicts growth of approximately 1% for the equipment rental market.

At the end of the review period, Cramo had 100 (101) depots in Sweden.

Norway

Norway (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	15,970	18,602	-14.1 %	70,394
EBITA	1,229	1,580	-22.2 %	5,386
EBITA-%	7.7 %	8.5 %		7.7 %
No of employees (FTE)	226	227	-0.4 %	219
No of depots	28	28	0.0 %	28

Cramo's sales in Norway decreased by 14.1%, totalling EUR 16.0 (18.6) million. In the local currency, the change was -6.3%. The decrease in sales was due to weaker market development and fiercer price competition.

EBITA was EUR 1.2 (1.6) million, or 7.7% (8.5%) of sales. Profitability was impaired by the decrease in sales and the fiercer competition in equipment rental in Southern Norway. Cramo continued cost adjustments. Towards the end of 2015, resources were increased in the modular space product area and the modular space quotation base took an upward turn.

A key target for 2016 is to develop sales operations and customer service. Operations are focused on growing market segments and those geographic regions where demand is expected to increase.

Euroconstruct estimates construction to increase by nearly 4% in Norway in 2016. Local growth estimates are slightly more optimistic. ERA estimates that equipment rental will take an upward turn and grow approximately 2% in 2016. The sharp decline in the oil price has significantly decreased energy industry investments and, to a certain degree, construction activity. This has also increased price competition in equipment rental.

At the end of the review period, Cramo had 28 (28) depots in Norway.

Denmark

Denmark (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	7,673	6,475	18.5 %	28,254
EBITA	716	434	65.0 %	1,857
EBITA-%	9.3 %	6.7 %		6.6 %
No of employees (FTE)	98	111	-11.7 %	97
No of depots	9	8	12.5 %	8

The market situation in both equipment rental and modular space continued to develop favourably in Denmark.

Cramo's sales grew by 18.5% and were EUR 7.7 (6.5) million. The positive development of profitability continued. EBITA improved clearly and was EUR 0.7 (0.4) million, or 9.3% (6.7%) of sales.

Profitability improved due to strong demand for modular space, new modular space deliveries and better cost control. The reforms carried out in the Danish operations have also supported business development. In equipment rental, Cramo continued to focus its operations on the best-performing markets and product areas. The market situation also offers opportunities for targeted growth investments.

Euroconstruct estimates construction to increase in Denmark by slightly more than 2% in 2016. Growth is expected both in residential construction and in new business and commercial construction. The local construction growth estimate is 2.5%. ERA estimates growth of 2.6% for equipment rental.

At the end of the review period, Cramo had 9 (8) depots in Denmark.

Central Europe

Central Europe (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	13,890	14,361	-3.3 %	77,241
EBITA [1)]	-3,170	-4,129		-3,312
EBITA-%	-22.8 %	-28.7 %		-4.3 %
No of employees (FTE)	345	361	-4.4 %	350
No of depots	65	74	-12.2 %	71

1) Full-year 2015 comparable EBITA before restructuring costs recorded in the fourth quarter was EUR -2.5 million.

Cramo's sales in Central Europe were EUR 13.9 (14.4) million. The sales decrease was due to a decrease in trading sales. Rental sales grew both in equipment rental and in the modular space product area.

EBITA was EUR -3.2 (-4.1) million, or -22.8% (-28.7%) of sales. In order to decrease the seasonal variation, the range of products has been expanded particularly in access equipment and tools during the past few years, but earth moving machinery still forms a significant part of the fleet and its utilisation rates are low in the winter.

In equipment rental, operations were focused on the best-performing geographic regions in late 2015 and early 2016.

The modular space business is still relatively small volume-wise but growing and demand is expected to remain good. Cramo has a good quotation base and order book for 2016 in modular space, and the offering is developed intensively to match different customer needs.

According to Euroconstruct's estimate, construction will increase in 2016 by approximately 2% in Germany and by approximately 1% in Austria. ERA predicts growth of a little less than 2% for the equipment rental market.

At the end of the review period, Cramo had 65 (74) depots in Central Europe, of which 57 were in Germany, 7 in Austria and 1 in Hungary.

Eastern Europe

Eastern Europe (EUR 1,000)	1-3/16	1-3/15	Change %	1-12/15
Sales	9,337	9,768	-4.4 %	50,866
EBITA	-1,051	-759		6,254
EBITA-%	-11.3 %	-7.8 %		12.3 %
No of employees (FTE)	476	464	2.6 %	466
No of depots	68	63	7.9 %	67

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.

Cramo's sales in Eastern Europe decreased by 4.4% to EUR 9.3 (9.8) million. In local currencies, sales decreased by 3.5%. Sales declined especially in Latvia.

EBITA was EUR -1.1 (-0.8) million, or -11.3% (-7.8%) of sales. Profitability was impaired by the decrease in sales but improved by cost savings. In Poland and Estonia, sales and profitability developed favourably during the period, whereas in Latvia and Lithuania, the demand for equipment rental developed more slowly than expected during the first months of the year. In the Czech Republic, Cramo is growing its business, which impaired the early-year profitability. Fortrent's result in Russia developed as expected.

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 more than 7%. ERA predicts growth of a little less than 2% for equipment rental in Poland. It is estimated that construction will increase by slightly more than 3% in the Czech Republic and by 1–2% in Estonia, Latvia and Lithuania. Construction is projected to decrease by almost 3% in Russia and by slightly more than 1% in Slovakia.

At the end of the review period, Cramo had 68 (63) depots in Eastern Europe, of which 39 were in the Baltic countries, 21 in Poland and 8 in the Czech Republic and Slovakia.

FORTRENT JOINT VENTURE IN RUSSIA AND UKRAINE

Fortrent Group's sales decreased by 23.6% to EUR 5.5 (7.2) million. In local currencies sales decreased by 11.2%. Demand for equipment rental services was on a good level in Moscow. Sales decreased due to a fewer number of new construction projects in St. Petersburg and new regions of Russia as well as continued challenging market conditions in Ukraine. The weakening of the exchange rates of the Russian rouble and the Ukrainian hryvnia against the euro had also a negative impact on euro-denominated sales.

EBITA was EUR 0.1 (-0.0) million, or 2.3% (-0.7%) of sales, and the net result was EUR -0.2 (-0.3) million. Profitability was supported by lower cost base compared to the previous year. Further cost reduction measures will be implemented in the second quarter of 2016.

The decline in the oil price has a negative impact on the economy and construction activity in Russia. Also the volatility of the rouble and the Russian financial market hinder economic growth. 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, in turn, affects the demand for equipment rental and related services in Russia in 2016.

According to an estimate published in December, the 2016 construction market forecast for Russia is -2.6%. In Ukraine, too, the outlook remains challenging.

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–March was EUR -0.1 (-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.

The 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 flows within countries, demographical changes as well as by 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.

Approximately two-thirds of the modular space business consists of rental of modular space that has grown steadily for years. About one-third of sales comes from rental-related services, in particular from space installation and dismantling services. Sales recognition of installation and dismantling services varies by quarter.

In the first quarter, Cramo Adapteo’s sales were EUR 28.0 (22.2) million. Sales increased by 26.0%; in local currencies, by 26.3%. Rental sales of modular space increased by 9.0% year-on-year. Rental-related services, such as installation services for new deliveries, grew exceptionally strongly during the first months of the year.

EBITA was EUR 7.9 (6.8) million, or 28.4% (30.5%) of sales. The increased share of installation services in sales affected profitability. The outlook for 2016 is positive.

During the first months of the year, the modular space business grew local currencies in all of Cramo’s markets, and organic growth opportunities seem promising. Cramo also seeks growth through acquisitions if suitable companies are available. In Germany, Cramo’s modular space business is still relatively small volume-wise, but the business is growing.

According to Cramo’s estimates, the 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 31 March 2016, Cramo Plc’s share capital as registered in the Finnish Trade Register was EUR 24,834,753.09, and the number of shares was 44,690,554. At the end of the review period, Cramo Plc holds 251,988 of these shares. On 15 January 2016, the number of shares held by the company decreased by 43,562 shares due to the directed share issue based on Cramo Group’s Performance Share Plan 2013.

As a result of the option programme 2011, the number of Cramo Plc shares increased during the review period. In the fourth quarter of 2015, a total of 69,260 shares were subscribed for. These shares were registered in the Finnish Trade Register on 18 January 2016, and trading in them began on 19 January 2016.

CURRENT INCENTIVE SCHEMES

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 fourth savings period of the incentive scheme 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 2013 were paid on 15 January 2016. A total of 43,562 shares were given in a directed share issue, in addition to which rewards were paid in cash in the amount of EUR 674,282. The rewards for 2014 equal the approximate worth of 43,000 shares and will be paid in January 2017.

In February 2015, 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. The rewards for 2015 equal the approximate worth of 190,000 shares and will be paid in January 2018.

CHANGES IN SHAREHOLDINGS

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

ANNUAL GENERAL MEETING 2016 AND THE BOARD'S AUTHORISATIONS

Cramo Plc's Annual General Meeting of Shareholders held on 31 March 2016 adopted the consolidated financial statements and the parent company's financial statements for the financial year 2015 and discharged the members of the Board of Directors and the CEO from liability. The Annual General Meeting decided, as proposed by the Board of Directors, that a dividend of EUR 0.65 per share be paid from the distributable funds for the financial year 1 January–31 December 2015.

Ms Helene Biström, Mr Peter Nilsson, Mr Joakim Rubin, Mr Erkki Stenberg, Ms Caroline Sundewall and Mr Raimo Seppänen were re-elected as Board members and Mr Perttu Louhiluoto as new Board member.

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 40,000 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 case such purchase of shares is not carried out due to reasons related to either the company or a Board member, the annual remuneration shall be paid entirely in cash. In addition, it was decided that all Board members are entitled to a compensation of EUR 1,000 per each attended Board committee meeting. The Chairman of the Audit Committee receives an additional compensation of EUR 5,000 per year. Reasonable travel expenses will be refunded in accordance with an invoice.

KPMG Oy Ab, Authorised Public Accountants, was appointed as Cramo Plc's auditor, with Mr Toni Aaltonen, APA, 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 as follows: The number of own shares to be acquired and/or accepted as pledge shall not exceed 4,400,000. 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 30 September 2017.

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 4,400,000 shares may be issued. These shares cannot be used for incentive schemes. The authorisation is effective until the close of the next Annual General Meeting, but no later than 30 September 2017.

The Annual General Meeting decided that the charter of the Shareholder's Nomination Committee remains unchanged. According to the adopted charter, the Shareholders' Nomination Committee shall review the charter annually and propose possible changes to the next Annual General Meeting for adoption.

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.

THE CONSTITUTIVE MEETING OF THE BOARD OF DIRECTORS

At its constitutive meeting on 31 March 2016, the Board of Directors elected Ms Helene Biström as Chairman and Mr Erkki Stenberg as Deputy Chairman. For the Audit Committee, the Board of Directors elected Mr Joakim Rubin as Chairman and Mr Erkki Stenberg and Ms Caroline Sundewall as members. For the Remuneration Committee, Ms Helene Biström was elected as Chairman and Mr Peter Nilsson and Mr Raimo Seppänen as members.

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 2015. The figures in this interim report are unaudited.

CONSOLIDATED BALANCE SHEET (EUR 1,000)	31 Mar 2016	31 Mar 2015	31 Dec 2015
ASSETS			
Non-current assets			
Tangible assets	689,189	641,991	686,909
Goodwill	151,114	152,185	151,142
Other intangible assets	66,339	75,445	68,179
Deferred tax assets	14,966	15,760	13,463
Investments in joint ventures	1,684	7,020	2,608
Loan receivables	15,036	17,161	15,267
Trade and other receivables	1,375	1,081	1,436
Total non-current assets	**939,703**	**910,831**	**939,003**
Current assets			
Inventories	9,326	10,248	8,963
Trade and other receivables	120,811	123,324	130,482
Income tax receivables	3,356	11,334	3,031
Derivative financial instruments	98	874	889
Cash and cash equivalents	3,499	4,355	3,511
Total current assets	**137,089**	**150,136**	**146,875**
TOTAL ASSETS	**1,076,793**	**1,060,967**	**1,085,878**
EQUITY AND LIABILITIES			
Equity			
Share capital	24,835	24,835	24,835
Other reserves	326,297	323,516	326,297
Hedging fund	-9,486	-8,482	-7,074
Translation differences [1)]	-27,968	-22,533	-26,395
Retained earnings [1)]	151,355	126,366	173,081
Equity attributable to owners of the parent company	**465,033**	**443,703**	**490,743**
Total equity	**465,033**	**443,703**	**490,743**
Non-current liabilities			
Interest-bearing liabilities	283,501	323,908	293,811
Derivative financial instruments	11,436	9,784	8,322
Deferred tax liabilities	69,228	68,362	70,636
Retirement benefit liabilities	1,730	1,906	1,707
Other non-current liabilities	2,067	3,156	2,832
Total non-current liabilities	**367,962**	**407,117**	**377,308**
Current liabilities			
Interest-bearing liabilities	92,114	92,868	78,097
Derivative financial instruments	537	552	233
Trade and other payables	148,936	113,971	136,070
Income tax liabilities	1,916	2,282	2,817
Provisions	295	473	611
Total current liabilities	**243,798**	**210,147**	**217,827**
Total liabilities	**611,760**	**617,264**	**595,135**
TOTAL EQUITY AND LIABILITIES	**1,076,793**	**1,060,967**	**1,085,878**

1) The presentation of translation differences in equity has been changed 12/2015. Also the comparative period 3/2015 has been changed accordingly. As a result, retained earnings for the comparison period 3/2015 have increased by EUR 4.2 million and translation differences have decreased by EUR 4.2 million.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (EUR 1,000)	1-3/16	1-3/15	1-12/15
Sales	**155,436**	**147,061**	**667,877**
Other operating income	3,284	4,182	13,462
Materials and services	-54,806	-51,981	-236,619
Employee benefit expenses	-36,601	-35,999	-143,899
Other operating expenses	-28,490	-28,820	-115,510
Depreciation and impairment on tangible assets	-25,763	-24,173	-100,878
Share of profit / loss of joint ventures	-101	-140	395
EBITA	**12,958**	**10,130**	**84,827**
% of sales	**8.3 %**	**6.9 %**	**12.7 %**
Amortisation and impairment resulting from acquisitions	-1,284	-2,137	-8,114
Operating profit (EBIT)	**11,674**	**7,993**	**76,714**
% of sales	**7.5 %**	**5.4 %**	**11.5 %**
Finance costs (net)	-2,813	-3,097	-12,923
Profit before taxes	**8,861**	**4,896**	**63,791**
% of sales	**5.7 %**	**3.3 %**	**9.6 %**
Income taxes	-1,861	-1,028	-14,075
Profit for the period	**7,000**	**3,868**	**49,715**
% of sales	**4.5 %**	**2.6 %**	**7.4 %**
Attributable to:			
Owners of the parent	7,000	3,868	49,715
Profit attributable to owners of the parent			
Earnings per share, undiluted, EUR	0.16	0.09	1.13
Earnings per share, diluted, EUR	0.16	0.09	1.12

OTHER COMPREHENSIVE INCOME ITEMS (EUR 1,000)	1-3/16	1-3/15	1-12/15
Profit for the period	**7,000**	**3,868**	**49,715**
Other comprehensive income			
Items that will not be reclassified to profit or loss:			
-Remeasurements on retirement benefit liabilities, net of tax	-35	-51	59
Total items that will not be reclassified to profit or loss	-35	-51	59
Items that may be reclassified subsequently to profit or loss:			
-Change in hedging fund, net of tax	-2,412	-319	1,088
-Available-for-sale financial assets			
-Share of other comprehensive income of joint ventures	-827	2,902	-2,040
-Change in translation differences	-746	5,698	6,778
Total items that may be reclassified subsequently to profit or loss	-3,985	8,281	5,826
Total other comprehensive income, net of tax	**-4,020**	**8,230**	**5,885**
Comprehensive income for the period	**2,980**	**12,098**	**55,600**

CHANGES IN CONSOLIDATED STATEMENT OF EQUITY (EUR 1,000)	Share capital	Share issue and other reserves	Hedging fund	Translation differences	Retained earnings	Total equity
1.1.2015	**24,835**	**322,837**	**-8,162**	**-31,133**	**146,613**	**454,990**
Profit for the period					3,868	**3,868**
Total other comprehensive income, net of tax			-319	8,600	-51	**8,230**
Comprehensive income for the period			**-319**	**8,600**	**3,817**	**12,098**
Dividend distribution					-24,132	**-24,132**
Exercise of share options		679				**679**
Share-based payments					68	**68**
31.3.2015	**24,835**	**323,516**	**-8,482**	**-22,533**	**126,366**	**443,703**
At 1 Jan 2016	**24,835**	**326,297**	**-7,074**	**-26,395**	**173,081**	**490,743**
Profit for the period					7,000	**7,000**
Total other comprehensive income, net of tax			-2,412	-1,573	-35	**-4,020**
Comprehensive income for the period			**-2,412**	**-1,573**	**6,965**	**2,980**
Dividend distribution					-28,885	**-28,885**
Share-based payments					195	**195**
31.3.2016	**24,835**	**326,297**	**-9,486**	**-27,968**	**151,355**	**465,033**

SHARE RELATED KEY FIGURES	1-3/16	1-3/15	1-12/15
Earnings per share (EPS), EUR 1) 2)	0.16	0.09	1.13
Earnings per share (EPS), diluted, EUR 3)	0.16	0.09	1.12
Shareholders' equity per share, EUR 4)	10.46	10.11	11.05
Number of shares, end of period	44,690,554	44,172,382	44,621,294
Adjusted number of shares, average 5)	44,431,864	43,824,241	44,067,946
Adjusted number of shares, end of period 5)	44,438,566	43,882,932	44,395,004
Number of shares, diluted, average 5)	44,582,736	44,217,793	44,261,010

1) The year 2015 included EUR 2.0 million in costs relating to the change of the President and CEO and to restructuring in Central Europe. The full-year 2015 comparable earnings per share before the above-mentioned costs and their tax impact was EUR 1.17.
2) Calculated from the adjusted average number of shares
3) Calculated from the diluted average number of shares
4) Calculated from the adjusted number of shares at the end of the period
5) Number of shares without treasury shares

CONSOLIDATED CASH FLOW STATEMENT (EUR 1,000)	1-3/16	1-3/15	1-12/15
Cash flow from operating activities			
Profit before taxes	8,861	4,896	63,791
Non-cash adjustments	27,485	26,737	112,714
Change working capital 1)	-5,007	-20,502	11,409
Cash flow before financial items and taxes	**31,339**	**11,131**	**187,914**
Net financial items	-2,582	-2,373	-7,212
Income taxes paid	-5,168	-5,250	-5,810
Net cash flow from operating activities 1)	**23,589**	**3,508**	**174,892**
Cash flow from investing activities			
Investments in tangible and intangible assets 1)	-33,631	-34,048	-157,233
Sale of tangible and intangible assets	5,915	7,812	25,070
Acquisition of subsidiaries and business operations, net of cash acquired	-199	-5,105	-7,146
Net cash flow from investing activities 1)	**-27,915**	**-31,341**	**-139,309**
Cash flow after investments	**-4,326**	**-27,833**	**35,583**
Cash flow from financing activities			
Change in interest-bearing receivables	232	493	2,388
Change in finance lease liabilities	-1,761	-3,632	-13,295
Change in interest-bearing liabilities	5,447	27,948	-6,721
Proceeds from share options exercised	376	1,608	4,049
Dividends paid			-24,128
Net cash flow from financing activities	**4,294**	**26,417**	**-37,707**
Change in cash and cash equivalents	**-32**	**-1,417**	**-2,125**
Cash and cash equivalents at period start	3,511	5,689	5,689
Exchange differences	20	83	-53
Cash and cash equivalents at period end	**3,499**	**4,355**	**3,511**

1) Starting from 2016 the reporting line of unpaid investments in the cash flow statement has been changed. Also the comparative periods 1-3/2015 and 1-12/2015 have been changed accordingly. As a result the operating cash flow for 1-3/2015 has increased by EUR 1.1 million and cash flow from investing capital has decreased by EUR 1,1 million. For 1-12/15 operating cash flow has decreased by EUR 8,0 million and investing cash flow has increased by EUR 8,0 million.

CHANGES IN NET BOOK VALUE OF TANGIBLE AND INTANGIBLE ASSETS (MEUR)	1-3/2016	1-3/2015	1-12/2015
Opening balance	**906.2**	**851.4**	**851.4**
Depreciation, amortisation and impairment	-27.0	-26.3	-109.0
Additions			
Rental machinery	28.9	38.3	165.8
Other tangible assets	1.5	0.8	6.3
Intangible assets	0.1	2.4	2.8
Total additions	30.6	41.5	175.0
Reductions and other changes	-3.2	-5.3	-15.6
Exchange differences	0.0	8.3	4.3
Closing balance	**906.6**	**869.6**	**906.2**

FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (EUR 1,000)	Book value 31 Mar 2016	Fair value 31 Mar 2016
Financial assets at fair value through profit and loss		
Current derivative financial instruments	98	98
Loans and receivables		
Loan receivables	15,036	15,036
Non-current trade and other receivables	1,375	1,375
Current trade and other receivables	96,609	96,609
Cash and cash equivalents	3,499	3,499
Financial liabilities at fair value through profit and loss		
Current derivative financial instruments	537	537
Loans and borrowings		
Non-current interest-bearing liabilities	283,501	289,602
Other non-current liabilities	1,831	1,831
Current interest-bearing liabilities	92,114	92,114
Trade and other payables	63,070	63,070
Hedge accounted derivatives		
Non-current derivative financial instruments	11,436	11,436

COMMITMENTS AND CONTINGENT LIABILITIES (EUR 1,000)	31 Mar 2016	31 Mar 2015	31 Dec 2015
Pledges, finance lease	31,226	49,125	34,983
Investment commitments	57,644	45,491	24,995
Commitments to office and depot rents	86,039	100,785	90,106
Operational lease payments	23,513	23,560	23,130
Other commitments	1,155	1,233	1,182
Group's share of commitments in joint ventures	228	200	65

MODULAR SPACE ORDER BOOK (EUR 1,000)	31 Mar 2016	31 Mar 2015	31 Dec 2015
Value of outstanding orders for modular space	106,140	98,890	104,583
Value of orders for modular space rental sales	99,543	96,276	96,154
Value of orders for modular space other sales	6,597	2,614	8,429

DERIVATIVE FINANCIAL INSTRUMENTS (EUR 1,000)	31 Mar 2016	31 Mar 2015	31 Dec 2015
Fair value			
Interest rate swaps	-11,436	-9,784	-8,322
Currency forwards	-439	322	657
Nominal value			
Interest rate swaps	130,000	90,000	130,000
Currency forwards	104,115	112,916	106,904

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)	1-3/16	1-3/15	1-12/15
Finland	28,584	24,034	110,909
Sweden	80,186	74,054	331,190
Norway	15,970	18,602	70,394
Denmark	7,673	6,475	28,254
Central Europe	13,890	14,361	77,241
Eastern Europe	9,337	9,768	50,866
Inter-segment sales	-203	-233	-978
Group sales	**155,436**	**147,061**	**667,877**

EBITA (EUR 1,000)	1-3/16	1-3/15	1-12/15
Finland	3,892	2,902	22,423
% of sales	*13.6 %*	*12.1 %*	*20.2 %*
Sweden	13,227	12,226	61,662
% of sales	*16.5 %*	*16.5 %*	*18.6 %*
Norway	1,229	1,580	5,386
% of sales	*7.7 %*	*8.5 %*	*7.7 %*
Denmark	716	434	1,857
% of sales	*9.3 %*	*6.7 %*	*6.6 %*
Central Europe [1)]	-3,170	-4,129	-3,312
% of sales	*-22.8 %*	*-28.7 %*	*-4.3 %*
Eastern Europe	-1,051	-759	6,254
% of sales	*-11.3 %*	*-7.8 %*	*12.3 %*
Non-allocated items [2)]	-1,946	-2,241	-9,713
Eliminations	62	118	270
Group EBITA [3)]	**12,958**	**10,130**	**84,827**
% of sales	***8.3 %***	***6.9 %***	***12.7 %***

[1)] In Central Europe, the fourth quarter included EUR 0.8 million restructuring costs. In Central Europe, the full-year 2015 comparable EBITA before restructuring costs was EUR -2.5 million or -3.2% of sales.
[2)] In the third quarter of 2015, non-allocated items included EUR 1.2 million in costs relating to the change of the President and CEO.
[3)] Cramo Group's comparable EBITA before the above mentioned costs were EUR 86.8 million or 13.0 % of sales.

RECONCILIATION OF GROUP EBITA TO PROFIT BEFORE TAXES (EUR 1,000)	1-3/16	1-3/15	1-12/15
Group EBITA	12,958	10,130	84,827
Amortisation and impairment resulting from acquisitions and disposals	-1,284	-2,137	-8,114
Operating profit	11,674	7,993	76,714
Net finance items	-2,813	-3,097	-12,923
Profit before taxes	**8,861**	**4,896**	**63,791**

DEPRECIATION AND IMPAIRMENT ON TANGIBLE ASSETS (EUR 1,000)	1-3/16	1-3/15	1-12/15
Finland	-4,714	-4,389	-18,075
Sweden	-10,909	-9,527	-41,055
Norway	-2,060	-2,712	-10,035
Denmark	-1,473	-1,398	-5,737
Central Europe	-3,446	-3,310	-13,836
Eastern Europe	-3,009	-2,822	-11,866
Non-allocated items and eliminations	-152	-15	-274
Total	**-25,763**	**-24,173**	**-100,878**

GROSS CAPITAL EXPENDITURE (EUR 1,000)	1-3/16	1-3/15	1-12/15
Finland	5,884	11,559	37,277
Sweden	12,785	13,940	70,459
Norway	329	1,594	6,732
Denmark	1,943	783	14,921
Central Europe	6,779	10,655	26,089
Eastern Europe	1,979	2,775	17,829
Non-allocated items and eliminations	907	197	1,678
Total	**30,605**	**41,503**	**174,987**

SEGMENT ASSETS [1] (EUR 1,000)	31.3.2016	31.3.2015	31.12.2015
Finland	176,623	163,494	173,730
Sweden	485,786	464,619	497,332
Norway	88,773	106,623	90,042
Denmark	63,333	52,658	61,103
Central Europe	97,838	97,969	97,349
Eastern Europe	93,273	96,415	96,439
Segment assets total	**1,005,626**	**981,778**	**1,015,995**
Non-allocated items and eliminations	71,167	79,189	69,883
Total assets	**1,076,793**	**1,060,967**	**1,085,878**

SEGMENT LIABILITIES [2] (EUR 1,000)	31.3.2016	31.3.2015	31.12.2015
Finland	18,189	16,063	19,613
Sweden	63,745	42,624	75,208
Norway	10,584	13,121	12,247
Denmark	7,979	5,207	8,166
Central Europe	12,620	12,086	10,054
Eastern Europe	5,940	6,604	7,368
Segment liabilities total	**119,057**	**95,705**	**132,656**
Non-allocated items and eliminations	492,703	521,558	462,479
Total liabilities	**611,760**	**617,264**	**595,135**

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 available 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	
	1-3 2016	1-3 2015	1-3 2016	1-3 2015	1-3 2016	1-3 2015	1-3 2016	1-3 2015
Sales	**127,637**	**124,927**	**28,014**	**22,236**	**-215**	**-102**	**155,436**	**147,061**
EBITDA	**28,234**	**26,000**	**12,191**	**10,385**	**-1,704**	**-2,082**	**38,721**	**34,303**
EBITDA-%	22.1 %	20.8 %	43.5 %	46.7 %			24.9 %	23.3 %
Depreciation and impairment on tangible assets	-21,314	-20,441	-4,242	-3,609	-207	-124	-25,763	-24,173
EBITA	**6,920**	**5,560**	**7,949**	**6,776**	**-1,911**	**-2,205**	**12,958**	**10,130**
EBITA-%	5.4 %	4.5 %	28.4 %	30.5 %			8.3 %	6.9 %
Capital employed at 31 Mar 1)	**630,136**	**665,560**	**255,970**	**219,977**	**624**	**6,390**	**886,730**	**891,927**

ADDITIONAL INFORMATION BY PRODUCT AREA (EUR 1,000) 1-12/15	EQUIPMENT RENTAL	MODULAR SPACE	UNALLOCATED AMOUNTS AND ELIMINATIONS	GROUP
Sales	**568 449**	**100 001**	**-574**	**667 877**
EBITDA	**150 024**	**44 617**	**-8 935**	**185 705**
EBITDA-%	26,4 %	44,6 %		27,8 %
Depreciation and impairment on tangible assets	-85 169	-15 075	-634	-100 878
EBITA	**64 855**	**29 541**	**-9 569**	**84 827**
EBITA-%	11,4 %	29,5 %		12,7 %
Capital employed at 31 Dec 2015 1)	**625 035**	**257 813**	**25 569**	**908 417**

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.

QUARTERLY SEGMENT INFORMATION

SALES BY SEGMENTS (EUR 1,000)	1-3/16	10-12/15	7-9/15	4-6/15	1-3/15	10-12/14	7-9/14	4-6/14
Finland	28,584	29,543	30,765	26,567	24,034	27,335	29,061	25,122
Sweden	80,186	97,806	80,438	78,893	74,054	89,187	76,784	76,846
Norway	15,970	16,987	16,640	18,166	18,602	21,368	21,458	19,398
Denmark	7,673	8,259	7,223	6,298	6,475	7,942	7,532	7,451
Central Europe	13,890	21,508	22,138	19,233	14,361	21,699	22,471	20,389
Eastern Europe	9,337	13,347	15,386	12,365	9,768	14,163	14,880	11,940
Inter-segment sales	-203	-281	-232	-232	-233	-1,107	-1,045	-1,385
Group sales	**155,436**	**187,169**	**172,358**	**161,290**	**147,061**	**180,588**	**171,143**	**159,761**

EBITA BY SEGMENTS (EUR 1,000)	1-3/16	10-12/15	7-9/15	4-6/15	1-3/15	10-12/14	7-9/14	4-6/14
Finland	3,892	5,602	8,504	5,415	2,902	5,469	7,472	4,705
% of sales	13.6 %	19.0 %	27.6 %	20.4 %	*12.1 %*	*20.0 %*	*25.7 %*	*18.7 %*
Sweden	13,227	18,950	18,059	12,427	12,226	17,700	17,187	11,567
% of sales	16.5 %	19.4 %	22.5 %	15.8 %	*16.5 %*	*19.8 %*	*22.4 %*	*15.1 %*
Norway	1,229	1,371	1,010	1,425	1,580	1,575	1,363	-55
% of sales	7.7 %	8.1 %	6.1 %	7.8 %	*8.5 %*	*7.4 %*	*6.4 %*	*-0.3 %*
Denmark	716	637	720	65	434	-2,342	347	-570
% of sales	9.3 %	7.7 %	10.0 %	1.0 %	*6.7 %*	*-29.5 %*	*4.6 %*	*-7.7 %*
Central Europe	-3,170	-351	1,454	-286	-4,129	-590	426	-1,238
% of sales	-22.8 %	-1.6 %	6.6 %	-1.5 %	*-28.7 %*	*-2.7 %*	*1.9 %*	*-6.1 %*
Eastern Europe	-1,051	1,615	4,041	1,358	-759	2,202	4,271	1,137
% of sales	-11.3 %	12.1 %	26.3 %	11.0 %	*-7.8 %*	*15.5 %*	*28.7 %*	*9.5 %*
Non-allocated items	-1,946	-1,704	-3,639	-2,128	-2,241	-1,137	-611	-3,226
Eliminations	62	20	58	74	118	113	12	150
Group EBITA	**12,958**	**26,140**	**30,206**	**18,351**	**10,130**	**22,990**	**30,469**	**12,470**
% of sales	***8.3 %***	***14.0 %***	***17.5 %***	***11.4 %***	***6.9 %***	***12.7 %***	***17.8 %***	***7.8 %***

LARGEST SHAREHOLDERS

TEN LARGEST SHAREHOLDERS 31 March 2016		SHARES	%
1	Zeres Capital*	4,696,730	10.53
2	Massachusetts Mutual Life Insurance Company, MassMutual Holding LLC and MM Asset Management Holding LLC**	2,261,163	5.07
3	Rakennusmestarien Säätiö (Construction engineers' fund)	2,129,422	4.77
4	Ilmarinen Mutual Pension Insurance Company	1,145,603	2.57
5	Odin Finland	816,358	1.83
6	Nordea Nordenfund	573,759	1.29
7	Varma Mutual Pension Insurance Company	518,387	1.16
8	Fondita Nordic Micro Cap	470,000	1.05
9	Säästöpankki Kotimaa Investment Fund	354,648	0.79
10	OP-Finland Value Fund	349,065	0.78
	Ten largest owners, total	**13,315,135**	**29.84**
	Nominee registered	20,487,221	45.91
	Others	10,818,938	24.25
	Total	**44,621,294**	**100.00**

* According to the notification pursuant to Section 5 of Chapter 9 of the Finnish Securities Markets Act on 30 March 2015. No further information on current ownership.
** According to the notification pursuant to Section 5 of Chapter 9 of the Finnish Securities Markets Act on 25 August 2015. No further information on current ownership.

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 3 May 2016

Cramo Plc
Board of Directors

BRIEFING

Cramo will hold a briefing and a live webcast at Kämp Kansallissali, address: Aleksanterinkatu 44 A, 2nd floor, Helsinki, on Wednesday, 4 May 2016 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 4 May 2016 in the afternoon.

PUBLICATION OF FINANCIAL INFORMATION 2016

Cramo will publish two more interim reports in 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 26 October 2016.

MORE INFORMATION

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INTERIM REPORT Q1/2016
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FOR A GREAT DAY AT WORK

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