



# H1

**HALF YEAR  
FINANCIAL REPORT  
1-6 | 2019**

**C R A M O**



# FULL FOCUS ON EQUIPMENT RENTAL BUSINESS GOING FORWARD. PARTIAL DEMERGER SUCCESSFULLY COMPLETED.

*Cramo adopted the new IFRS 16 Leases standard on 1 January 2019 using the non-retrospective approach where comparison periods were not restated. The impact of applying IFRS 16 lessee accounting is significant for Cramo's figures, especially on the balance sheet where right-of-use assets and lease liabilities were recognised since the opening balance sheet, as well as KPIs such as ROCE and net debt / EBITDA. The cash flow statement was only impacted between operating and financing cash flows as most of the former lease cost is now presented as amortisation of lease liability in financing cash flow. Cramo published non-IFRS additional financial information concerning the impact of IFRS 16 implementation on 29 March 2019 ([www.cramogroup.com](http://www.cramogroup.com)).*

*All figures in brackets refer to the corresponding period in the previous year and relate to Cramo's continuing operations, unless otherwise stated. Balance sheet figures from comparison periods before partial demerger include also assets and liabilities transferred to Adapteo Plc in partial demerger, which is according to IFRS 5, and therefore do not reflect the financial position of continuing operations. Comparison periods concerning income statement are restated to concern only continuous operations, thus comparable data is not equal with the previously reported. Cash flow includes both continuing and discontinued operations for current and comparable periods according to IFRS 5. In addition, all figures for reported as well as comparison period refer to officially reported figures except consolidated statement of income restated according to IFRS5, therefore the corresponding period in the previous year is not fully comparable with the current one, as IFRS 16 Leases standard was implemented in January 2019. The unaudited illustrative financial information to illustrate the results of operations and financial position for Cramo's continuing operations had the partial demerger taken place on 1 January 2018 was published on 4 June 2019. The release can be found on Cramo's website ([www.cramogroup.com](http://www.cramogroup.com)).*

## APRIL–JUNE 2019

- Sales EUR 153.1 (156.1) million, decreased by 1.9%. In local currencies, sales decreased by 0.4%.
- Organic sales growth -0.4%\*.
- Comparable EBITA EUR 15.3 (21.7) million or 10.0% (13.9%) of sales. EBITA EUR 14.4 (21.7) million or 9.4% (13.9%) of sales.
- Comparable earnings per share EUR 0.20 (0.33). Earnings per share EUR 0.18 (0.33).
- Cash flow after investments for continuing operations was EUR 23.7 (8.3) million.

## JANUARY–JUNE 2019

- Sales EUR 301.5 (299.9) million, up by 0.5%. In local currencies, sales grew by 2.6%.
- Organic sales growth 0.4%\*.
- Comparable EBITA EUR 27.2 (35.9) million or 9.0% (12.0%) of sales. EBITA EUR 27.5 (35.0) million or 9.1% (11.7%) of sales.
- Comparable earnings per share EUR 0.33 (0.53). Earnings per share EUR 0.33 (0.51).
- Cash flow after investments for continuing operations was EUR 29.8 (-21.6) million.

## SIGNIFICANT EVENTS DURING AND AFTER THE PERIOD

- Ms Sohana Josefsson was appointed Senior Vice President, Marketing and Communications and member of the Cramo Group Management Team on 8 April 2019.
- Mr Henrik Norrbom was appointed Executive Vice President, Scandinavia and Managing Director, Cramo AB and a member of the Cramo Group Management Team on 8 July 2019. He assumed his position on 12 August.
- Mr Peter Bäckström, Executive Vice President, Scandinavia, and Managing Director, Cramo AB, and Mr Mattias Rådström, Senior Vice President, Communications, Marketing and Investor Relations, both members of the Cramo Group Management Team, left the company on 2 April 2019.
- The Extraordinary General Meeting of Cramo resolved on 17 June 2019 to approve the demerger plan signed by Cramo's Board of Directors on 18 February. On 28 June 2019, the Board of Directors of Cramo Plc resolved to file the completion of the partial demerger with the Finnish Trade Register. The partial demerger was completed and registered on 30 June 2019.
- On 11 July 2019, in a stock exchange release Cramo Plc estimated its comparable EBITA (for Cramo's continuing operations, excluding Cramo's former Modular Space division) for the second quarter of 2019 to be lower compared to the previous year and comparable EBITA for the full year 2019 to decrease from 2018.

\*) Organic (rental) sales growth excludes the impact of acquisitions, divestments, exchange rate changes and changes in IFRS standards. KBS Infra, acquired on 28 February, is included in organic sales from the second quarter of 2019 onwards.

## KEY FIGURES

KEY FIGURES AND RATIOS (MEUR)	Continuing operations						
	Reported						
	4-6/19	4-6/18	Change %	1-6/19	1-6/18	Change %	2018
Sales	153.1	156.1	-1.9%	301.5	299.9	0.5%	631.9
EBITDA	47.0	45.1	4.1%	92.9	81.0	14.8%	185.4
Comparable EBITA <sup>1)</sup>	15.3	21.7	-29.4%	27.2	35.9	-24.3%	92.1
% of sales	10.0%	13.9%		9.0%	12.0%		14.6%
EBITA	14.4	21.7	-33.9%	27.5	35.0	-21.7%	91.2
% of sales	9.4%	13.9%		9.1%	11.7%		14.4%
Comparable profit for the period <sup>1)</sup>	8.8	14.5	-39.2%	14.6	23.5	-38.1%	61.9
Profit for the period	8.0	14.5	-44.6%	14.6	22.7	-35.7%	61.3
Comparable earnings per share (EPS), EUR <sup>1)</sup>	0.20	0.33	-39.4%	0.33	0.53	-38.3%	1.39
Earnings per share (EPS), EUR	0.18	0.33	-44.7%	0.33	0.51	-35.8%	1.38
Average number of personnel (FTE)				2,644	2,511	5.3%	2,546

1) Excluding items affecting comparability, more information on IACs presented on pages 29–30.

KEY FIGURES AND RATIOS (MEUR)	Continuing operations						
	Reported	with illustrative IFRS 16 impact*		Reported	with illustrative IFRS 16 impact*		
		4–6/19	4–6/18		Change %	1–6/19	1–6/18
Sales	153.1	156.1	-1.9%	301.5	299.9	0.5%	631.9
EBITDA	47.0	51.9	-9.6%	92.9	95.7	-2.9%	215.4
Comparable EBITA <sup>1)</sup>	15.3	22.4	-31.5%	27.2	37.3	-27.0%	94.8
% of sales	10.0%	14.3%		9.0%	12.4%		15.0%
EBITA	14.4	22.4	-35.8%	27.5	36.4	-24.6%	93.9
% of sales	9.4%	14.3%		9.1%	12.1%		14.9%
Comparable profit for the period <sup>1)</sup>	8.8	14.5	-39.2%	14.6	23.5	-38.1%	61.9
Profit for the period	8.0	14.5	-44.6%	14.6	22.7	-35.7%	61.3
Comparable earnings per share (EPS), EUR <sup>1)</sup>	0.20	0.33	-39.4%	0.33	0.53	-38.3%	1.39
Earnings per share (EPS), EUR	0.18	0.33	-44.7%	0.33	0.51	-35.8%	1.38
Comparable ROCE, % <sup>1)</sup> , <sup>2)</sup>				9.2%			10.5%
ROCE, % <sup>2)</sup>				9.3%			10.4%
Comparable ROE, % <sup>1)</sup> , <sup>3)</sup>				14.0%			15.3%
ROE, % <sup>3)</sup>				14.1%			15.2%
Net debt / EBITDA				2.15	2.05		1.99
Net interest-bearing liabilities				458.1	443.8	3.2%	428.5
Gross capital expenditure (incl. acquisitions) <sup>4)</sup>	30.0	55.5	-46.0%	46.7	118.6	-60.7%	185.1
of which acquisitions/business combinations		2.1			43.2		43.6
Cash flow after investments	23.7	8.3		29.8	-21.6		-8.5
Capital employed				860.4	842.4	2.1%	876.9
Total assets				1,021.7	1,006.4	1.5%	1,021.7

\* Presented 2018 figures with IFRS 16 impact are based on illustrative non-IFRS calculations from reported financial notes to form a comparison basis for IFRS 16 figures in 2019. These calculations have been implemented from the opening balance of 2017. Figures are non-IFRS additional financial information and are not to be considered as reported IFRS figures.

The impact for applying IFRS 16 lessee accounting is significant for the Group's figures, especially on balance sheet where right-of-use assets and lease liabilities were recognised since opening balance sheet. Together with material changes between lines of income statement and impact on net profit in a single period, the impact to the Group's KPIs such as ROCE and net debt / EBITDA was significant.

1) Excluding items affecting comparability, more information on IACs presented on pages 29–30.

2) Cramo changed the calculation method of ROCE's capital employed component into 12 months average in Q4/2018. The change has been applied into comparison figures. 12 months average reflects better the long-term development of capital employed compared to previous 2-point average calculation.

3) ROE% is calculated based on net result (rolling 12 months) divided by the total equity at the end of period.

4) The excluded capital expenditure for new right-of-use (RoU) assets according to IFRS 16 was EUR 7.0 million during H1/19.

## CEO'S COMMENT

Cramo's second quarter was both successful and challenging. Cramo's partial demerger was successfully completed on 30 June 2019 and the trading in Adapteo's shares in the Main Market of Nasdaq Stockholm commenced on 1 July 2019. This was a historic milestone for Cramo; building the Modular Space business from the beginning to become a listed company. A new chapter for Cramo has started, with full commitment and enthusiasm, we will continue to develop Cramo into its full potential in the equipment rental industry. Cramo has a strong position in Europe, where we see interesting growth opportunities as well as good possibilities to develop our existing business.

Cramo's second quarter performance in 2019 (for Cramo's continuing operations, excluding Cramo's former Modular Space division) fell below expectations with comparable EBITA being clearly lower compared to the second quarter of 2018. Due to low profitability in the second quarter, Cramo also estimated (profit warning release on 11 July 2019) its comparable EBITA for the full year 2019 to decrease from 2018. Despite the lower profitability, cash flow after investments for continuing operations is expected to be significantly higher in 2019 compared to 2018.

Sales in the second quarter for Cramo's continuing operations were slightly lower compared to last year in comparable currencies. Sales development in the second quarter was modest in Sweden due to a decrease in and the timing of larger industrial projects. Additionally, quarterly sales in Sweden were negatively affected by the fact that there were two fewer business days during the second quarter compared to last year. Except for the larger industrial projects, the operational performance in Cramo's business in Sweden remained stable at the 2018 level. In Norway, sales development was positive, driven by good demand and increased utilisation rates. In Finland, performance didn't return to the expected level during the second quarter. In Central Europe, sales were higher compared to last year driven by industrial projects. Expansion investments and sales growth in KBS Infra are proceeding according to plans.

In order to right-size the Group's cost structure upon demerger of Adapteo and to ensure the Group's profitability going forward, various performance improvement actions are being initiated and carried out. These include Group structure optimisation, specific sales efforts, cost reductions as well as capital efficiency measures in all countries. The targeted run-rate savings of EUR 10-12 million from above measures will be shown gradually from the fourth quarter of 2019, and in full effect for 2020. The estimated restructuring costs amount to EUR 3-5 million and are fully recognised during the second half of 2019.

To capture the full potential of the focused equipment rental business, we will continue to work with the cost structure, invest in growth to increase our market share and optimise our profitability and cash generation. The new strategy is now finalised to ensure Cramo's competitiveness in the long term. More information about the new strategy, group-wide performance enhancement program and the new financial targets will be presented during our Capital Markets Day on 12 September 2019.

**Leif Gustafsson, Cramo Group's President and CEO**

## MARKET OUTLOOK

The European Rental Association (ERA) forecasts that the equipment rental market will grow in 2019 in all Cramo's operating countries within the scope of ERA's forecast, varying approximately between 4 to 6%. Forecon estimates that the equipment rental market will decrease in 2019 by 1% in Sweden, grow in Norway by 2% and in Lithuania by 6%, while in Finland and Estonia equipment rental market is indicated to remain at the same level as in 2018.

In equipment rental, changes in demand usually follow the construction market with a delay. The construction market outlook for the year 2019 includes large country-specific differences. According to Euroconstruct June 2019 estimates, the construction market will decrease by 3.2% in Sweden and by 1.9% in Finland, mainly due to a decline in residential construction and new building. In Norway, the construction market is expected to grow by a solid 4.7%. In Germany and Austria, growth is forecasted to be 0.2–1.8%. Growth is rapid in the Czech Republic, Slovakia, Hungary and Poland, where Euroconstruct estimates on average 7.4% market growth. Forecon's construction market growth estimate for Lithuania and Russia is approximately 2–3%; the Estonia market is indicated to decrease by 2%. The Sveriges Bygginndustrier kept their latest construction market outlook unchanged in April 2019, indicating that the Swedish construction market will decline by 3% in 2019. The Confederation of Finnish Construction Industries forecasted in April 2019 that the peak in the construction market has been reached and a slight decrease is projected thereafter.

## GROUP PERFORMANCE

1–6 /2019

Comparable ROE, % *	Organic sales growth, %**
<b>14.0</b>	<b>+0.4</b>
Net debt/EBITDA	Comparable ROCE, %***
<b>2.15</b>	<b>9.2</b>

Presented figures are for continuing operations, and comparables with illustrative IFRS 16 impact. The impact for applying IFRS 16 lessee accounting is significant for Cramo's figures, especially on balance sheet where right-of-use assets and lease liabilities were recognised since opening balance sheet, as well as KPIs such as ROCE and net debt / EBITDA.

\* ROE% is calculated based on net result (rolling 12 months) divided by the total equity at the end of period.

\*\* Organic (rental) sales growth excludes the impact of acquisitions, divestments, exchange rate changes and changes in IFRS standards. KBS Infra, acquired on 28 February, is included in organic sales from the second quarter of 2019 onwards.

\*\*\* Cramo changed the calculation method of ROCE's capital employed component into 12 months average in Q4/2018. The change has been applied into comparison figures.

*The partial demerger of Cramo was completed on 30 June so that all the assets, debts and liabilities belonging to Cramo's Modular Space business was transferred without a liquidation procedure to Adapteo, a company incorporated in the partial demerger. Cramo's Equipment Rental business, which mainly consists of construction machinery and equipment rental and rental-related services, remained in Cramo. All figures in brackets refer to the corresponding period in the previous year and relate to Cramo's continuing operations, unless otherwise stated. Balance sheet figures from comparison periods before demerger include also assets and liabilities transferred to Adapteo Plc in demerger, which is according to IFRS 5 and therefore do not reflect the financial position of continuing operations. Comparison periods concerning income statement are restated to concern only continuing operations, thus comparable data is not equal with the previously reported. Additionally, the IFRS 16 Leases standard was*

*implemented in January 2019, therefore the corresponding period in the previous year is not fully comparable with the current one as Cramo applied the non-retrospective approach where comparison periods were not restated.*

## **SALES FOR CONTINUING OPERATIONS**

Cramo Group's consolidated sales for January–June totalled EUR 301.5 (299.9) million, showing an increase of 0.5% (2.6% in local currencies). KBS Infra, acquired on 28 February 2018, supported sales growth. The impact of the exchange rate changes on sales was EUR -5.9 million, mainly due to the weaker Swedish Krona. The Group's organic sales growth was EUR 1.2 million (0.4%).

Sales decreased in the second quarter by 1.9% (-0.4% in local currencies) and amounted to EUR 153.1 (156.1) million. The Group's organic sales growth for the quarter were slightly negative and stood at -0.4%. Finland and Eastern Europe as well as Central Europe contributed positively to the Group's organic sales growth, while development in Scandinavia was negative due to modest sales development in Sweden.

## **RESULT FOR CONTINUING OPERATIONS**

Cramo Group's comparable EBITA for January–June came to EUR 27.2 (35.9) million, showing a decrease of 24.3%. Comparable EBITA margin was 9.0% (12.0%) of sales. Profitability decreased in all segments mainly due to lower sales growth, lower other operating income, extraordinary costs related to the organisational transformation of KBS Infra (EUR -0.7 million) in Central Europe as well as weaker Swedish Krona (EUR -1.1 million) in Scandinavia. In January–June, items affecting comparability amounted to EUR 0.3 million and were related to the advisory costs of the remaining Cramo strategy process (EUR -1.7 million), as well as the release of liability on the contingent part of the acquisition price of KBS Infra (EUR 1.9 million). In the comparison period, items affecting comparability amounted to EUR -0.9 million and were related to the transaction costs of KBS Infra acquisition.

January–June EBIT was EUR 25.5 (33.2) million. Net financial expenses were EUR 6.6 (4.3) million. Profit before taxes totalled EUR 18.9 (28.9) million and profit for the period was EUR 14.6 (22.7) million.

Comparable EBITA for the second quarter decreased by 29.4%, totalling EUR 15.3 (21.7) million or 10.0% (13.9%) of sales. Profitability decreased in all segments but was driven by sales development in Sweden due to ending of large industrial projects with new projects being postponed to the second half of 2019 together with a weaker Swedish Krona. Additionally, the quarterly sales in Sweden were negatively affected by the fact that there were two fewer business days during the second quarter in 2019 compared to 2018. In April–June, items affecting comparability in EBITA amounted to EUR -1.0 million and were related to the advisory costs of the remaining Cramo strategy process. Second quarter EBIT decreased by 35.4% to EUR 13.4 (20.7) million. Net financial expenses were EUR 2.9 (2.0) million. April–June profit before taxes totalled EUR 10.5 (18.7) million and profit for the period EUR 8.0 (14.5) million.

Comparable earnings per share for January–June were EUR 0.33 (0.53) and earnings per share EUR 0.33 (0.51). The corresponding figures for the second quarter were EUR 0.20 (0.33) and EUR 0.18 (0.33) respectively. The comparable return on equity (rolling 12 months) was 14.0% and return on equity (rolling 12 months) 14.1%.

## **CAPITAL EXPENDITURE, DEPRECIATION AND AMORTISATION FOR CONTINUING OPERATIONS**

Cramo Group's capital expenditure in January–June totalled EUR 46.7 (118.6) million, where investments decreased in all segments. The impact of the acquisition of KBS Infra in capital expenditure was EUR 43.2 million in the comparison period.

Cramo Group's capital expenditure during the second quarter was EUR 30.0 (55.5) million. Comparison period figures include EUR 2.1 million related to acquisition of the assets of KBS Infra.

In January–June, reported depreciation, amortisation and impairment on fixed assets totalled EUR 65.5 (45.9) million. Amortisation and impairment resulting from acquisitions were EUR 1.9 (1.9) million.

## **CASH FLOW, FINANCING AND BALANCE SHEET**

The cash flow statement for the reporting as well as comparison period includes both continuing and discontinued operations, thus not reflecting the cash flow generation capability for continuing operations. Balance sheet figures from comparison periods before demerger include also assets and liabilities transferred to Adapteo Plc in the partial demerger, and therefore the corresponding period in the previous year is not comparable with the current one, which includes only continuing operations. An illustrative cash flow statement and balance sheet for continuing operations are available on page 36 to give comparable information for continuing operations.

In January–June, cash flow from operating activities was EUR 102.8 (74.0) million, cash flow after investments totalled EUR 32.1 (-25.2) million, of which EUR -43.2 million was related to the acquisition of shares of KBS Infra in the comparison period. IFRS 16 implementation changed the presentation of lease payment cash flows only between the lines as cash payments for the principal portion of lease liability are presented in cash flows from financing activities, thus improving both cash flow from operating activities and cash flow after investments by EUR 22.2 million respectively. In the second quarter, cash flow from operating activities was EUR 54.0 (53.2) million and cash flow after investments was EUR 22.3 (5.4) million.

On 30 June 2019, net interest-bearing liabilities totalled EUR 458.1 (463.3) million. At the end of the period, gearing was 121.6% (86.5%) and net debt to EBITDA stood at 2.32 (2.51), where comparison period data includes only continuing operations' EBITDA impact, but net debt includes also liabilities transferred to Adapteo Plc. Illustrative net debt to EBITDA for continuing operations was 2.15 (2.05).

On 30 June 2019, Cramo Group's undrawn committed credit facilities (excluding leasing facilities) amounted to EUR 206.8 (231.5) million, of which non-current facilities represented EUR 200.0 (210.0) million and current facilities EUR 6.8 (21.5) million.

In accordance with the demerger plan, the borrowings transferred from Cramo to Adapteo included the loans related to the Nordic Modular Group acquisition and a portion of Cramo's external general debt. At the effective date, 30 June 2019, EUR 19.5 million portion of the general debt was still an outstanding balance between Cramo Plc and Adapteo Plc. This loan receivable will be settled during the third quarter. Additionally, net working capital includes EUR 10.0 million receivables from Adapteo Plc concerning the advisory and other transition costs related to the partial demerger process of the Modular Space business. The total effect of these receivables from Adapteo Plc was EUR 29.5 million at the end of June 2019, payment of which to be received in cash decreases net debt as well as net debt/EBITDA key figures.

Tangible assets amounted to EUR 651.3 (843.7) million of the balance sheet total at the end of the review period. The total balance sheet value was EUR 1,021.7 (1,276.4) million. The equity ratio was 36.9% (42.8%). The Group's investment commitments amounted to EUR 23.9 (60.9) million. At the end of the period, goodwill stood at EUR 117.6 (149.8) million.



## **GROUP STRUCTURE**

Cramo is a full-service equipment rental provider, the business mainly consisting of construction machinery and equipment rental and rental-related services. At the end of the review period, Cramo provided equipment rental services through a network of 302 (300) depots in 11 countries. The Modular Space business spin-off realised on 30 June 2019 and it is reported as discontinued operations.

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, Estonia, Lithuania, Poland, the Czech Republic, Slovakia, Germany, Austria and Hungary. Cramo Plc also owns a company in Sweden, which offers group-level services.

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

## **SIGNIFICANT EVENTS AFTER THE PERIOD**

On 11 July 2019 in a stock exchange release, Cramo Plc estimated its comparable EBITA (for Cramo's continuing operations, excluding Cramo's former Modular Space division) for the second quarter of 2019 to be lower compared to the second quarter of 2018 and comparable EBITA for the full year 2019 to decrease from 2018.

Cramo's partial demerger was completed on 30 June 2019 and the trading in Adapteo's shares in the Main Market of Nasdaq Stockholm commenced on 1 July 2019.

## **CHANGES IN MANAGEMENT**

Mr Peter Bäckström, Executive Vice President, Scandinavia, and Managing Director, Cramo AB, and Mr Mattias Rådström, Senior Vice President, Communications, Marketing and Investor Relations, both members of the Cramo Group Management Team, left the company on 2 April 2019.

Ms Sohana Josefsson was appointed Senior Vice President, Marketing and Communications and member of the Cramo Group Management Team on 8 April 2019.

Mr Henrik Norrbom was appointed Executive Vice President, Scandinavia and Managing Director, Cramo AB and a member of the Cramo Group Management Team on 8 July 2019. He assumed his position on 12 August.

## **PERSONNEL**

During the review period, the Group employed an average of 2,644 (2,511) employees. In addition, the Group employed an average of approximately 212 (199) people hired from a staffing service. At the end of the period, Group personnel totalled 2,672 (2,603) as full-time equivalent (FTE) employees.

The distribution of personnel by segment as full-time equivalent (FTE) employees at the end of the period was as follows: 1,099 (1,097) employees in Scandinavia, 873 (869) in Finland and Eastern Europe, 619 (559) in Central Europe and 81 (78) in Group functions.

## **DISCONTINUED OPERATIONS**

The Extraordinary General Meeting of Cramo resolved on 17 June 2019 to approve the demerger plan signed by Cramo's Board of Directors on 18 February 2019 and resolved on the partial demerger in accordance with the demerger plan. The purpose of the partial demerger was to execute the separation of Cramo's Modular Space business so that it will form a new independent group of companies. Pursuant to the demerger plan, Cramo demerged so that all the assets, debts and liabilities belonging to Cramo's Modular Space business, which mainly consists of modular space rental and rental-related service operations, was transferred without a liquidation procedure to Adapteo Plc, a company incorporated in the partial demerger. The net results of the Modular Space business are reported in the income statement under "Profit from discontinued operations" up to 30 June 2019 separately from continuing operations for all periods presented. In addition, the distribution gain, demerger expenses and income taxes related to discontinued operations are reported under discontinued operations.

On 28 June, the Board of Directors of Cramo Plc resolved to file the completion of the partial demerger of Cramo with the Finnish Trade Register so that the partial demerger was registered on 30 June 2019. Upon the completion of the partial demerger, Cramo's shareholders received as demerger consideration one (1) Adapteo share for each Cramo share that they held. No demerger consideration was issued in respect of own shares held by Cramo. The trading in Adapteo's shares on the Main Market of Nasdaq Stockholm commenced on 1 July 2019.

Following the partial demerger, Adapteo and its subsidiaries formed a new independent group of companies, separate from Cramo.

The demerger has been accounted for as a disposal to owners in accordance with IFRIC 17, "Distributions of non-cash assets to owners". Accordingly, the difference between the fair value of Cramo's Modular Space business and its book value in Cramo's consolidated balance sheet has been recorded as a distribution gain in the income statement. The fair value for the Modular Space business at the date of the demerger has been determined by multiplying the closing share price of EUR 12.61 (SEK 133) for Adapteo Plc shares on Nasdaq Stockholm on 1 July 2019 (listing date) by the number of Adapteo Plc's shares given as demerger consideration of 44,682,697. The resulting total fair value of the Modular Space business amounted to EUR 563.6 million. The comparable carrying amount of the net assets distributed to the owners amounted to EUR 193.8 million, and the gross distribution gain amounted to EUR 369.8 million.

The cash flow statement is not restated but includes both continuing and discontinued operations for all the periods presented. The discontinued Modular Space business generated EUR 47.9 million in net cash flow from operating activities, EUR -45.6 million in net cash flow from investing activities and EUR -6.9 million in net cash flow from financing activities. The operative result after taxes for the discontinued operations was EUR 16.0 million in the first half of 2019. The net result of discontinued operations includes positive demerger net expenses of EUR 0.7 million during the first half of 2019. This consists of both demerger expenses in discontinued operations during the first half of 2019 and a positive impact from the demerger plan based right to transfer the majority of the demerger expenses to Adapteo on the demerger date. The distribution gain amounts to EUR 369.8 million, realised in the second quarter of the year. Moreover, as a result of the discontinuation of Cramo's Modular Space business, cumulative exchange differences of approximately EUR -5.9 million included in equity in the consolidated statement of financial position are recorded as expenses in other comprehensive income under discontinued operations in the consolidated financial statement in the second quarter.

## PERFORMANCE BY SEGMENT

Cramo Group's segments are Scandinavia, Finland and Eastern Europe and Central Europe.

*All figures in brackets are restated figures according to IFRS 5 for Cramo's continuing operations and refer to the corresponding period in the previous year. In addition, all figures for reported as well as comparison period refer to officially reported figures, therefore the corresponding period in the previous year won't be fully comparable with the current one, as the IFRS 16 Leases standard was implemented on 1 January 2019. Illustrative figures with IFRS 16 impact are presented in key figures tables of Segments (\*). Illustrative IFRS 16 figures are presented only for comparison purposes.*

### SCANDINAVIA

#### **TIMING OF PROJECTS IN SWEDEN AFFECTED NEGATIVELY ON PROFITABILITY, GOOD PERFORMANCE CONTINUED IN NORWAY**

In Scandinavia, the January–June sales were below the previous year's level by 5.4% (2.4% in local currencies), totalling EUR 173.5 (183.5) million. Organic sales growth was -2.4%. Unfavourable exchange rate development impact to sales was EUR -5.7 million, mainly due to the weaker Swedish Krona. In Sweden, sales decreased by 7.4% (4.1% in local currency) due to the ending of large industrial projects with new projects being postponed to the second half of 2019. In Norway, the positive trend in sales development continued, driven by good demand, increased utilisation rates and growth investments.

In the second quarter, sales decreased by 7.8% (5.4% in local currencies) and amounted to EUR 84.1 (91.2) million, where the exchange rate effect was EUR -2.3 million. Organic sales growth stood at -5.4%. In Sweden, sales decreased by 10.1% (7.6% in local currency) due to the decrease in and the timing of larger industrial projects. The lower number of business days in the second quarter impacted negatively on sales performance against last year. Second quarter sales were on a good level in Norway, supported by improved utilisation and increased rental-related sales.

In January–June, comparable EBITA decreased by 18.8% and totalled EUR 27.4 (33.8) million, mainly due to lower sales in Sweden but also lower other operating income on the sales of used equipment. In Norway, profitability continued to increase supported by sales growth. In the second quarter, comparable EBITA decreased by 29.4%. In Sweden, various performance improvement actions, like cost base optimisation, fleet and operational efficiency improvements as well as measures to drive sales are ongoing to secure sales and profitability going forward.

In Sweden, the market growth has been levelling out during the past quarters and the market conditions have been mixed. The latest market outlook shows that the decline in the Swedish new building construction (residential and non-residential) is expected to continue in 2020. However, in industrial customer segment, we see good potential. Cramo has been shifting resources more into higher demand areas and customer segments, such as industry and the public sector, where the outlook is still relatively positive.

In Norway, the overall construction market is expected to continue growing in 2019, mainly driven by civil engineering and hospitals (public spending). There is a geographical difference with stronger growth in Oslo, and parts of Southern and Mid-Norway. On average, the overall market development should match with Cramo's locations. The market is developing towards larger and more complex technical and environmentally friendly projects.



## Key figures

	Reported						
(MEUR)	4-6/19	4-6/18	Change %	1-6/19	1-6/18	Change %	2018
Sales	84.1	91.2	-7.8 %	173.5	183.5	-5.4 %	370.5
EBITA	12.0	17.0	-29.4 %	27.4	33.8	-18.8 %	73.3
% of sales	14.3 %	18.7 %		15.8 %	18.4 %		19.8 %
Comparable EBITA	12.0	17.0	-29.4 %	27.4	33.8	-18.8 %	73.3
% of sales	14.3 %	18.7 %		15.8 %	18.4 %		19.8 %
ROCE				16.3 %	19.3 %		19.3 %
Comparable ROCE				16.3 %	19.6 %		19.3 %

	Reported	with illustrative IFRS 16 impact*		Reported	with illustrative IFRS 16 impact*		
(MEUR)	4-6/19	4-6/18	Change %	1-6/19	1-6/18	Change %	2018
Sales	84.1	91.2	-7.8 %	173.5	183.5	-5.4 %	370.5
EBITA	12.0	17.4	-30.9 %	27.4	34.5	-20.6 %	74.8
% of sales	14.3 %	19.1 %		15.8 %	18.8 %		20.2 %
Comparable EBITA	12.0	17.4	-30.9 %	27.4	34.5	-20.6 %	74.8
% of sales	14.3 %	19.1 %		15.8 %	18.8 %		20.2 %
ROCE				15.3 %	16.9 %		16.9 %
Comparable ROCE				15.3 %	16.9 %		16.9 %

At the end of the period, the Scandinavia segment includes operations in Sweden and Norway.

## FINLAND AND EASTERN EUROPE

### STRONG PERFORMANCE IN EASTERN EUROPE, IN FINLAND PROFITABILITY BELOW EXPECTATIONS

In Finland and Eastern Europe, January–June sales increased by 1.3% (1.4% in local currencies) to EUR 69.2 (68.3) million. Organic sales growth for the segment was 1.4%, particularly driven by Poland, Estonia and Lithuania. Sales growth continued strong especially in Lithuania and Poland but levelled out in Estonia and remained flat in Finland.

The segment's second-quarter sales grew by 0.1% (0.2% in local currencies) and were supported by operations in Lithuania and Estonia. Organic sales growth for the quarter was flat and came to 0.2%.

In January–June, comparable EBITA decreased by 12.6%, totalling EUR 6.2 (7.1) million or 8.9% (10.3%) of sales. The profitability decrease was mainly coming from Finland, caused by lower other operating incomes and higher direct costs compared to last year. In order to improve profitability going forward, also in Finland, several performance improvement actions are on-going, such as cost base optimisation, fleet and operational efficiency measures as well as sales actions. The business transformation project has been concluded and efficiency benefits are expected to be visible from the second half of 2019 onwards. In Lithuania and Poland, sales growth continued strong and profitability improved. However, Estonia was behind last year in profitability partly due to tough comparables as well as slower sales growth. Second quarter comparable EBITA amounted to EUR 4.2 (4.5) million.

Demand in the equipment rental market has remained relatively positive in Finland during the second quarter. For the full year, Forecon decreased the equipment rental market forecast to zero level, which means some decline during the second half of 2019. In Estonia, the market has still been slightly growing although in the Tallinn area some larger projects were finished during the first quarter and new projects are only starting during the second quarter creating temporarily weaker performance, which is balanced from other areas. Good market conditions are expected to continue the rest of the year, and also the Tallinn area is recovering. In Lithuania, the market will stay positive. After the good first quarter, the Polish market has been weaker in the second quarter. This is mainly due to the timing of the projects and the good market is expected to return in the second half of 2019.

The EBITA of Finland and Eastern Europe includes Cramo's share of its joint venture Fortrent's net result in Russia and Ukraine. In January–June, Fortrent's net result amounted to EUR 1.5 (0.1) million. Cramo's share of the consolidated net result was EUR 0.7 (0.1) million. In April–June, Fortrent's net result amounted to EUR 0.7 (0.3) million of which Cramo's share was EUR 0.3 (0.2) million.

### Key figures

(MEUR)	Reported					
	4-6/19	4-6/18	Change %	1-6/19	1-6/18	2018
<b>Sales</b>	35.7	35.6	0.1 %	69.2	68.3	147.0
<b>EBITA</b>	4.2	4.5	-7.3 %	6.2	7.1	22.9
% of sales	11.8 %	12.7 %		8.9 %	10.3 %	15.6 %
<b>Comparable EBITA</b>	4.2	4.5	-7.3 %	6.2	7.1	22.9
% of sales	11.8 %	12.7 %		8.9 %	10.3 %	15.6 %
<b>ROCE</b>				10.0 %	13.4 %	11.2 %
<b>Comparable ROCE</b>				10.0 %	12.5 %	11.2 %

(MEUR)	Reported		with illustrative IFRS 16 impact*	Reported		with illustrative IFRS 16 impact*
	4-6/19	4-6/18		1-6/19	1-6/18	
<b>Sales</b>	35.7	35.6	0.1 %	69.2	68.3	147.0
<b>EBITA</b>	4.2	4.7	-10.4 %	6.2	7.4	23.6
% of sales	11.8 %	13.2 %		8.9 %	10.8 %	16.0 %
<b>Comparable EBITA</b>	4.2	4.7	-10.4 %	6.2	7.4	23.6
% of sales	11.8 %	13.2 %		8.9 %	10.8 %	16.0 %
<b>ROCE</b>				9.5 %	12.1 %	10.1 %
<b>Comparable ROCE</b>				9.5 %	11.3 %	10.1 %

At the end of the period, the Finland and Eastern Europe segment includes operations in Finland, Poland, Estonia, Lithuania and Fortrent Group. Former Modular Space operations in Estonia and Lithuania, not transferred to Adapteo, are included in the segment figures.

## CENTRAL EUROPE

### SALES GROWTH DRIVEN BY INDUSTRIAL PROJECTS

In Central Europe, January–June sales increased by 22.4% (22.5% in local currencies) totalling EUR 58.9 (48.1) million. Sales were positively affected by the acquisition of KBS Infra, acquired during the first quarter of 2018. The segment's organic sales growth was a strong 10.0% supported by industrial projects. In the Czech Republic and Austria, sales grew during the first half of the year. In Germany, lower rental and rental-related sales impacted negatively on the total sales, which was partly compensated by higher trading sales. Change in sales mix is, however, affecting negatively on profitability with lower gross margin. The segment's organic rental sales increased by 2.4%.

In the second quarter, sales were EUR 33.4 (29.3) million. The increase was mainly attributable to the KBS Infra acquisition. The segment's organic sales growth for the quarter was 14.0% and organic rental sales 3.6%.

In January–June, the segment's comparable EBITA decreased to EUR -0.2 (0.9) million. During the reporting period, extraordinary costs related to the organisational transformation of KBS Infra decreased the segment's profitability by EUR 0.7 million. Low rental sales and higher trading sales in Germany decreased the profitability with lower gross margin. KBS Infra's sales growth is proceeding according to plans supported by expansion investments. In order to increase the profitability of the business, the German organisation is currently executing focused performance improvement actions, like cost base optimisation, fleet and operational efficiency improvements and sales measures. In January–June, items affecting comparability amounted to EUR 1.9 million related to the release of liability on the contingent part of the acquisition price of KBS Infra. In the comparison period, items affecting comparability amounted to EUR -0.9 million and were related to the transaction costs of the KBS Infra acquisition.

Comparable EBITA for the second quarter was EUR 1.9 (2.7) million or 5.6% (9.2%) of sales. In April–June, there were no items affecting comparability in the segment. Change in sales mix decreased the profitability.

There were no major changes in the German market during the second quarter of 2019, but regional differences remained large. Austria, Hungary and German region East remained strong, while Mid, North/West and South were weaker. For KBS Infra, the market outlook remains promising and new large projects are started every month. The Czech Republic and Slovakia experienced a slight slowing down of business in the second quarter of 2019. According to the latest Euroconstruct forecast, total construction output in Germany will slow down further from 0.2% in 2019 to -0.7% in 2020. Also Austria will slow down slightly (from 1.8% in 2019 to 1.2% in 2020).

### Key figures

(MEUR)	Reported						2018
	4-6/19	4-6/18	Change %	1-6/19	1-6/18	Change %	
<b>Sales</b>	33.4	29.3	14.0 %	58.9	48.1	22.4 %	114.4
<b>EBITA</b>	1.9	2.7	-30.6 %	1.7	0.0		8.1
% of sales	5.6 %	9.2 %		2.9 %	0.0 %		7.1 %
<b>Comparable EBITA</b>	1.9	2.7	-30.6 %	-0.2	0.9		8.9
% of sales	5.6 %	9.2 %		-0.4 %	1.8 %		7.8 %
<b>ROCE</b>				5.2 %	3.7 %		5.1 %
<b>Comparable ROCE</b>				4.0 %	4.5 %		5.7 %

(MEUR)	Reported	with illustrative IFRS 16 impact*		Reported	with illustrative IFRS 16 impact*		2018
	4-6/19	4-6/18	Change %	1-6/19	1-6/18	Change %	
<b>Sales</b>	33.4	29.3	14.0 %	58.9	48.1	22.4 %	114.4
<b>EBITA</b>	1.9	2.8	-33.9 %	1.7	0.3		8.6
% of sales	5.6 %	9.6 %		2.9 %	0.5 %		7.5 %
<b>Comparable EBITA</b>	1.9	2.8	-33.9 %	-0.2	1.1		9.5
% of sales	5.6 %	9.6 %		-0.4 %	2.4 %		8.3 %
<b>ROCE</b>				5.0 %	3.5 %		4.7 %
<b>Comparable ROCE</b>				3.9 %	4.2 %		5.2 %

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

### ANNUAL GENERAL MEETING 2019, THE BOARD AND THE BOARD'S AUTHORISATIONS

The Annual General Meeting of Shareholders of Cramo Plc was held in Helsinki on Thursday, 28 March 2019. The Annual General Meeting adopted the consolidated financial statements and the parent company's financial statements for the financial year 2018 and discharged the members of the Board of Directors and the CEO from liability. The Annual General Meeting of Shareholders decided that, as proposed by the Board of Directors, a dividend of EUR 0.90 per share will be paid for the financial year 1 January–31 December 2018. The dividend will be paid to shareholders registered in the shareholders' register of the Company held by Euroclear Finland Ltd on the record date of the dividend payment 1 April 2019. The dividend was paid on 8 April 2019.

The number of the members of the Board of Directors was confirmed as seven (7) ordinary members. AnnaCarin Grandin, Peter Nilsson, Veli-Matti Reinikkala, Joakim Rubin and Raimo Seppänen were re-elected as Board members and Andrew P. Studdert and Christian Bubenheim as new Board members, all for a term of office ending at the end of the Annual General Meeting 2020.

The Annual General Meeting resolved that the Chairman of the Board of Directors shall be paid EUR 85,000 per year and the other members of the Board of Directors EUR 37,500 per year. It was further resolved that the remuneration be paid in cash. Pursuant to the adopted policy on Board member share ownership, Board members who do not already have such a holding of Cramo shares are under a four-year (4) period from the



start of their directorship expected to acquire Cramo shares to a total market value which equals at least one year's Board fees before taxes, excluding any Committee compensation. The Nomination Committee annually follows up on the Board members' shareholding as a part of its process and evaluates if it is according to the policy.

In addition, it was decided that all Board members are entitled to a compensation of EUR 1,000 per attended meeting of the Audit and Remuneration Committees and EUR 500 per attended meeting of the M&A Committee. Further, the member of the Board elected in the position of Chairman of the Audit Committee would receive an additional compensation of EUR 5,000 per year. Reasonable travel expenses will be refunded in accordance with an invoice.

The Annual General Meeting decided that the Auditors will be paid reasonable remuneration in accordance with the invoice approved by the Company.

The audit firm KPMG Oy Ab was appointed as Cramo Plc's Auditor for the term ending at the end of the next Annual General Meeting, with APA Mr Toni Aaltonen as the responsible auditor.

The Annual General Meeting authorised the Board of Directors to decide on the acquisition of the Company's own shares and/or on the acceptance as pledge of the Company's own shares as follows:

The amount of own shares to be acquired and/or accepted as pledge shall not exceed 4,400,000 shares in total, which corresponds to approximately 10 per cent of all the shares in the Company. However, the Company together with its subsidiaries cannot at any moment own and/or hold as pledge more than 10 per cent of all the shares in the Company. Only the unrestricted equity of the Company can be used to acquire own shares on the basis of the authorisation. Own shares can be acquired at a price formed in public trading on Nasdaq Helsinki on the date of the acquisition or otherwise at a price formed on the market. The Board of Directors decides how own shares will be acquired and/or accepted as pledge. Own shares can be acquired using, inter alia, derivatives. Own shares can be acquired otherwise than in proportion to the shareholdings of the shareholders (directed acquisition). Own shares can be acquired and/or accepted as a pledge to, among other things, limit the dilutive effects of share issues carried out in connection with possible acquisitions, to develop the Company's capital structure, to be transferred in connection with possible acquisitions, to be used in incentive arrangements or to be cancelled, provided that the acquisition is in the interest of the company and its shareholders. However, not more than 400,000 shares acquired under this authorisation may be used for the incentive arrangements of the Company. The authorisation invalidates prior resolved authorisation made at the General Meeting of Shareholders regarding acquisition of the company's own shares. The authorisation is effective until the end of the next Annual General Meeting of Shareholders, however no longer than until 30 June 2020.

The Annual General Meeting authorised the Board of Directors to decide on share issue as well as issue of option rights and other special rights entitling to shares, pursuant to Chapter 10 of the Companies Act as follows: The shares issued under the authorisation are new or those in the Company's possession. Under the authorisation, a maximum of 4,400,000 shares, which corresponds to approximately 10 per cent of all of the shares in the Company, can be issued. The shares or other special rights entitling to shares can be issued in one or more tranches. Under the authorisation, the Board of Directors may resolve upon issuing new shares to the Company itself. However, the Company, together with its subsidiaries, cannot at any time own more than 10 per cent of all its registered shares. The Board of Directors is authorised to resolve on all terms for the share issue and granting of the special rights entitling to shares. The Board of Directors is authorised to resolve on a directed share issue and issue of the special rights entitling to shares in deviation from the shareholders' pre-emptive right, provided that there is a weighty financial reason for the Company to do so. However, not more than 400,000 shares in total may be used for incentive arrangements. The authorisation invalidates prior resolved and registered authorisations made at the General Meeting of Shareholders regarding share issue, issuing of option rights and other special rights entitling to shares as well as transfer of the Company's own shares. The authorisation

is valid until the end of the next Annual General Meeting of Shareholders, however no longer than until 30 June 2020.

### **EXTRAORDINARY GENERAL MEETING 2019, APPROVAL OF THE PARTIAL DEMERGER OF CRAMO PLC AND OTHER RESOLUTIONS RELATING THERETO**

Cramo Plc's Extraordinary General Meeting, which was held on 17 June 2019, approved the demerger plan and resolved on the partial demerger of Cramo in accordance with the demerger plan. The Extraordinary General Meeting also resolved, in accordance with the proposals of the Board of Directors of Cramo, on the number of members and composition of the Board of Directors of Adapteo Plc, the remuneration to be paid to the Board of Directors of Adapteo, the election of the auditor of Adapteo and the auditor's remuneration, and the establishment of a Shareholders' Nomination Committee of Adapteo.

The Extraordinary General Meeting approved the demerger plan and resolved on the partial demerger in accordance with the demerger plan. Pursuant to the demerger plan, Cramo will demerge in a partial demerger so that all the assets, debts and liabilities belonging to Cramo's Modular Space business are transferred without a liquidation procedure to Adapteo, a company to be incorporated in the partial demerger. Cramo's Equipment Rental business, which mainly consists of construction machinery and equipment rental and rental-related services, will remain in Cramo. Following the partial demerger, Adapteo will form a new independent group of companies, separate from Cramo. The planned registration date of the execution of the partial demerger is 30 June 2019. As part of the resolution on the partial demerger, the Extraordinary General Meeting approved Adapteo's Articles of Association and resolved to decrease Cramo's share capital by an amount equivalent to Adapteo's share capital, i.e. from EUR 24,834,753.09 to EUR 14,834,753.09, in connection with the partial demerger. The amount by which the share capital of Cramo is decreased shall be used to distribute funds to Adapteo. Simultaneously, the Extraordinary General Meeting resolved to, in connection with the partial demerger, amend paragraph 2 of the Articles of Association of Cramo, i.e. Cramo's line of business, in a manner described in the demerger plan. The main content of the amendment to the Articles of Association of Cramo is that references to modular spaces are deleted from paragraph 2. The Extraordinary General Meeting also resolved, as part of the resolution on the partial demerger, to authorise the Board of Directors of Adapteo to decide on the issuance of shares, as well as the issuance of option rights and other special rights entitling to shares, so that a maximum of 4,500,000 shares in Adapteo can be issued under the authorisation. The Board of Directors of Adapteo is authorised to resolve on a directed share issue and issuance of special rights entitling to shares in deviation from the shareholders' pre-emptive right. In addition, the Extraordinary General Meeting resolved to authorise the Board of Directors of Adapteo to decide on the acquisition of Adapteo's own shares and on the acceptance as pledge of Adapteo's own shares, so that the number of own shares to be acquired or accepted as pledge shall not exceed 4,500,000 shares in Adapteo in total. Own shares can be acquired otherwise than in proportion to the shareholdings of the shareholders. Own shares can be acquired at a price formed in public trading on the regulated market on which Adapteo's shares are traded on the date of the acquisition or otherwise at a price formed on the market. The authorisations are described in detail in sections 17.1 and 17.3 of the demerger plan and they are valid until the end of the next Annual General Meeting of Adapteo, however no longer than until 30 June 2020.

The Extraordinary General Meeting resolved that the number of members of the Board of Directors of Adapteo shall be five (5) and resolved to elect Peter Nilsson as Chairman and Carina Edblad, Outi Henriksson, Andreas Philipson and Joakim Rubin as members of the Board of Directors of Adapteo. The term of office of the members of the Board of Directors of Adapteo will commence on the date of registration of the execution of the Demerger and expire at the end of the first Annual General Meeting of Adapteo. The Extraordinary General Meeting also resolved on the following remuneration to the members of the Board of Directors of Adapteo: To the Chairman of the Board of Directors EUR 85,000 per year and to each other member of the Board of Directors

EUR 37,500 per year. In addition, the Extraordinary General Meeting resolved that the members of the Board of Directors of Adapteo will be entitled to a compensation of EUR 1,000 per attended meeting of any committee of the Board of Directors of Adapteo. Further, the member of the Board of Directors elected Chairman of the Audit Committee will receive an additional compensation of EUR 5,000 per year. Reasonable travel expenses will be refunded in accordance with an invoice and the remuneration will be paid in cash.

The Extraordinary General Meeting resolved to elect the audit firm KPMG Oy Ab, with APA Toni Aaltonen as the responsible auditor, as the auditor of Adapteo for a term ending at the end of the first Annual General Meeting of Adapteo. The Extraordinary General Meeting also resolved that the auditor of Adapteo be paid reasonable remuneration in accordance with an invoice approved by Adapteo.

The Extraordinary General Meeting resolved to establish a Shareholders' Nomination Committee of Adapteo to prepare, annually or otherwise when appropriate, proposals concerning the composition, election and remuneration of the members of the Board of Directors of Adapteo. The Extraordinary General Meeting also resolved to approve the Charter of the Shareholders' Nomination Committee in accordance with the proposal by the Board of Directors of Cramo. The Shareholders' Nomination Committee shall consist of four (4) members, being the Chairman of the Board of Directors of Adapteo and three (3) members representing Adapteo's largest shareholders as per the last business day of September preceding the next Annual General Meeting of Shareholders, as determined on the basis of the shareholder register of Adapteo maintained by Euroclear Finland and the register of shareholders maintained by Euroclear Sweden. The establishment of the Shareholders' Nomination Committee and the Charter of the Shareholders' Nomination Committee shall enter into force upon the registration of the execution of the partial demerger. The Shareholders' Nomination Committee shall operate until it is abolished by the decision of the General Meeting of Shareholders of Adapteo.

#### **THE PARTIAL DEMERGER OF CRAMO COMPLETED ON 30 JUNE 2019**

The Board of Directors of Cramo Plc resolved to file the completion of the partial demerger of Cramo with the Finnish Trade Register so that the partial demerger was registered on 30 June 2019. The Extraordinary General Meeting of Cramo resolved on 17 June 2019 to approve the demerger plan signed by Cramo's Board of Directors on 18 February 2019 and resolved on the partial demerger in accordance with the demerger plan. Pursuant to the demerger plan, Cramo demerged so that all the assets, debts and liabilities belonging to Cramo's Modular Space business were transferred without a liquidation procedure to Adapteo Plc, a company incorporated in the partial demerger. Cramo's Equipment Rental business, which mainly consists of construction machinery and equipment rental and rental-related services, remains in Cramo. Following the partial demerger, Adapteo and its subsidiaries form a new independent group of companies, separate from Cramo. Upon the completion of the partial demerger, Cramo shareholders received as demerger consideration one (1) Adapteo share for each Cramo share that they held. No demerger consideration was issued in respect of own shares held by Cramo. The total number of Adapteo shares issued as demerger consideration was therefore 44,682,697. The Adapteo shares were registered on the book-entry accounts of Cramo shareholders on or about 1 July 2019. Cramo submitted on 28 June 2019 an application to Nasdaq Stockholm AB on behalf of Adapteo concerning the listing of the shares of Adapteo on the Main Market of Nasdaq Stockholm. The trading in Adapteo's shares on the Main Market of Nasdaq Stockholm commenced on 1 July 2019 under the share trading code ADAPT. The completion of the partial demerger did not affect the listing of Cramo's shares on the official list of Nasdaq Helsinki Ltd. Upon the completion of the partial demerger, the ISIN code of Cramo's shares changed and the new ISIN code is FI4000384243. As a consequence of the completion of the partial demerger, the effective date under the consent solicitation memorandum dated 6 March 2019 concerning the consent solicitation process for Cramo's outstanding EUR 150,000,000 2.375 per cent senior unsecured notes due 2022 (ISIN: FI4000232509) occurred on 30 June 2019.



## **SHARES AND SHARE CAPITAL**

On 30 June 2019, Cramo Plc's share capital as registered in the Finnish Trade Register was EUR 14,834,753.09, and the number of shares was 44,690,554. Due to the partial demerger, Cramo's share capital decreased by an amount equivalent to Adapteo's share capital.

At the end of the review period, Cramo Plc holds 7,857 of these shares. On 17 January 2019, a total of 102,691 shares were given in a directed share issue to Cramo Group's personnel based on Cramo Group's performance period 2016 of Performance Share Plan 2015. On 16 May 2019, the number of shares held by the company decreased by a total of 6,033 due to the directed share issue based on the One Cramo Share Plan 2015.

## **CURRENT INCENTIVE SCHEMES**

In October 2018, the Board of Directors of Cramo Plc resolved to launch a new plan for the period 2019 within the One Cramo Share Plan established in 2012. The new plan period began on 1 January 2019 and will end on 31 December 2019. The total amount of all savings during the commencing plan period may not exceed 4 million euros.

In the One Cramo Share Plan incentive scheme, permanent employees are offered an opportunity to save a maximum of 5% of their salary, and the accumulated savings are used for share purchases. The fourth savings period ended on 30 September 2016 and related additional shares were conveyed in May 2019. In the One Cramo Share Plan, the participants get the opportunity to acquire one additional share for every two shares purchased.

The discretionary periods of the share-based incentive scheme for Cramo Group Management Team members and key employees are the calendar years starting from 2015. The rewards for the discretionary periods 2015–2018 were based on the earnings per share and return on equity (ROE). In February 2019 the Board of Directors of Cramo Plc has, resolved to implement a new performance share plan. The Plan includes three (3) discretionary periods, calendar years 2019, 2020 and 2021. The Board shall, for each Discretionary Period, resolve on the applicable performance criteria and the required performance levels for each criterion separately. The rewards for the discretionary periods 2019 will be based on the earnings per share and return on equity (ROE).

The share-based incentive scheme for the Cramo Group Management Team members and key employees offers an opportunity to earn Cramo shares as a reward for achieving established performance targets. Each discretionary period will immediately be followed by a two-year vesting period before rewards are paid out. The target group of the scheme consists of approximately 65 Cramo key employees. Should the performance targets be attained in full for all three discretionary periods, the earned reward will correspond to a maximum total of 1,000,000 Cramo Plc shares, including the proportion to be paid in cash.

The rewards for 2016 were paid in January 2019. A total of 102,691 shares were given in a directed share issue, in addition to rewards of EUR 1,425,164.90 paid in cash. The rewards for 2017 equal the approximate value of 125,524 shares and will be paid in January 2020. The rewards for 2018 equal the approximate value of 170,777 shares and will be paid in January 2021.

## **CHANGES IN SHAREHOLDINGS**

During the period Cramo Plc has not received any notifications pursuant to Chapter 9, section 5 of the Securities Markets Act.

## **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 more market areas, fiercer competition, lower rental prices, higher financial expenses or customers experiencing financial difficulties and increasing credit losses. In addition, economic uncertainty increases the impairment risks to the balance sheet values.

Risks related to the Swedish residential building sector have increased since 2018 and the outlook for 2019 shows decline for total Swedish construction market output. Prolonged uncertainty in the Swedish housing market, including increased household indebtedness, could negatively affect lower market activity and demand in the construction sector. Greater attention will be paid to the Group's risk management due to the large portion of the Group's business located in Sweden.

Of geopolitical risks, global trade tensions and tariffs are creating uncertainties in the market in which Cramo operates. The threat of economic slowdown in Europe, European political fragmentation including the Brexit outcome and sovereign debt challenges in Italy may also have an effect on general economic development and, consequently, on construction and the demand for rental services.

## **ACCOUNTING PRINCIPLES**

This half year financial report has been prepared in accordance with IAS 34 Interim Financial Reporting. New IFRS standards and amendments effective since 1 January 2018 are further disclosed below, including their effect on Group figures. The figures in this half year financial report are unaudited.

The Group has applied as from 1 January 2019 the following new and amended standards and interpretations that have come into effect:

**IFRS 16 Leases.** The new standard replaced the previous IAS 17 standard and related interpretations. IFRS 16 requires the lessees to recognise the lease agreements on the balance sheet as right-of-use assets and lease liabilities. The impact caused by IFRS 16 lessee accounting rules is significant, especially because of increasing balance sheet assets and liabilities that impact Cramo KPIs such as ROCE and Net debt to EBITDA.

The accounting model is mostly similar compared to previous finance lease accounting according to IAS 17. There were two exceptions available for capitalisation to the balance sheet; short-term contracts in which the lease term is 12 months or less, and low value items i.e. assets of value USD 5,000 or less when new. The Group applied the two exceptions of IFRS 16 as follows: for the short-term contracts in which the lease term is 12 months or less (except depot and premises contracts which are capitalised on the balance sheet to land and buildings although short-term), and to low value items i.e. assets of value USD 5,000 or less when new. The exceptions explained have been in use since the transition, the opening balance of 1 January 2019, and are followed in reporting. The exceptions in use, outside balance sheet capitalisation, are considered not to be significant to the Group.

The lessor accounting remained mostly similar compared to previous leases standard IAS 17 and there were no material changes the Group would have been obliged to follow.

Most of the Group's lease agreements are on a fixed-term basis, where the lease term is determined by taking the non-cancellable period and any extension options or

termination options based on their periods covered if they were reasonably certain to be exercised. There are a few open-end contracts where lease terms are determined by estimating the length of the lease terms based on operational and strategic factors as well as the nature of the underlying asset. The lease contracts include, among others, depot and premises, car leases and different types of machines in use. Depot and premises lease contracts recognised to the balance sheet caused the largest impact at IFRS 16 transition.

The impact of applying IFRS 16 lessee accounting is significant for the Group's figures, especially on the balance sheet where right-of-use assets and lease liabilities, those without exceptions, were recognised since the opening balance sheet. Together with material changes between the lines of the income statement, the impact on the Group's KPIs such as ROCE and net debt to EBITDA was significant. The cash flow statement was only impacted between operating and financing cash flows as most of the former lease cost is now presented as amortisation of lease liability in financing cash flow as interest portion is presented in finance net in operating cash flows. Right-of-use assets and lease liabilities are included in the respective rows on the presented balance sheet, tangible assets and interest-bearing liabilities. Depreciation for right-of-use assets and interest on lease liability are presented separately, also included in the respective rows on the income statement, depreciation and impairment of tangible assets and finance costs (net).

The Group decided to apply the non-retrospective transition rule of IFRS 16, according to which the cumulative effect of IFRS 16 will be recognised as adjustments to the opening balance on the transition date, 1 January 2019. As at 31 December 2018, the Group had non-cancellable operating lease commitments of EUR 126.8 million. IFRS 16 adjustments to the opening balance on 1 January 2019 related to right-of-use assets amounting to EUR 136.0 million and lease liabilities amounting to EUR 132.5 million. Agreements treated as commitments, however, differ from the lease agreements determined by IFRS 16, and thus the amount of agreements that will be booked on the Balance Sheet differs from these commitments caused mostly by the following factors: discounting of lease liabilities compared to nominal amounts in commitments, definition of lease term including especially treatment of open-end contracts and extension options mostly outside commitments and utilising the two IFRS 16 exemptions mostly recognised in commitments. These differences are bridged in the IFRS 16 reconciliation table in this release.

The difference between the opening balance of right-of-use assets and lease liabilities was due to prepayments before the standard effective date that did not impact right-of-use assets but related lease liabilities in the opening balance sheet were thus slightly lower. Deferred tax assets and liabilities were not initially recognised as they will be recognised over time when lease agreements run causing temporary differences between right-of-use assets and lease liabilities.

Cramo published non-IFRS additional financial information concerning the impact of IFRS 16 implementation on 29 March 2019.

IFRIC 23 Uncertainty over income tax treatments. The interpretation clarifies the accounting treatment in situations where the tax treatment is not yet approved by the tax authorities. The essential question is to evaluate whether the tax authorities will accept each tax treatment that is used or planned to be used in the income tax filing. The group has assessed the impacts of the interpretation and currently there are none.

Amendments to IFRS 9 Prepayment Features with Negative. The changes will allow instruments with symmetric prepayment to qualify for amortised cost or fair value through other comprehensive income. The group has assessed the impacts of the interpretation and currently there are none.

Amendments to IAS 28 Long-term Interests in Associates and Joint Ventures. The amendments clarify that an entity applies IFRS 9 including its impairment requirements to long-term interests in associate or joint venture that form a part of the net investment or joint venture but to which equity method is not applied. The amendment does not have an impact for the Group.

Annual Improvements to IFRSs (2015–2017 cycle). The annual improvements process provides a mechanism for minor and non-urgent amendments to IFRSs to be grouped together and issued in one package annually. The cycle contains amendments to the following standards: IFRS 3, IFRS 11, IFRS 2, IAS 12 and IAS 23. Their impacts vary standard by standard but are not significant.

IFRS 5 Non-current assets held for sale and discontinued operations. Cramo Plc's Extraordinary General Meeting approved the demerger plan on 17 June 2019, pursuant to which all the assets, debts, and liabilities relating to Cramo's Modular Space business were transferred without liquidation to Adapteo Plc on 30 June 2019 at the effective date of the partial demerger. The net results of the Modular Space business are reported in the income statement under "Profit from discontinued operations" up to 30 June 2019 separately from continuing operations for all periods presented. In addition, the distribution gain, demerger expenses and income taxes related to discontinued operations are reported under discontinued operations. Exchange differences are reported separately for the discontinued operations as expenses. Assets held for distribution related to discontinued operations and distribution liability of non-cash assets to owners are both already settled on 30 June 2019. The cash flow statement is not restated but includes both continuing and discontinued operations for all the periods presented.

The preparation of the financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the valuation of the reported assets and liabilities and other information, such as contingent liabilities and the recognition of income and expenses in the income statement. Although the estimates are based on the management's best knowledge of current events and actions, actual results may differ from the estimates.



## GROUP INFORMATION

CONSOLIDATED STATEMENT OF INCOME (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Sales</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>
Other operating income	3.9	4.8	9.1	9.1	17.3
Materials and services	-49.8	-49.9	-98.5	-97.9	-204.4
Employee benefit expenses	-39.3	-38.8	-77.8	-75.0	-147.9
Other operating expenses	-21.3	-27.2	-42.1	-55.1	-112.0
Share of profit / loss of joint ventures	0.4	0.2	0.7	0.1	0.5
<b>EBITDA</b>	<b>47.0</b>	<b>45.1</b>	<b>92.9</b>	<b>81.0</b>	<b>185.4</b>
Depreciation and impairment on tangible assets	-32.6	-23.4	-65.5	-45.9	-94.2
<b>EBITA</b>	<b>14.4</b>	<b>21.7</b>	<b>27.5</b>	<b>35.0</b>	<b>91.2</b>
<b>% of sales</b>	<b>9.4%</b>	<b>13.9%</b>	<b>9.1%</b>	<b>11.7%</b>	<b>14.4%</b>
Amortisation and impairment resulting from acquisitions	-1.0	-1.0	-1.9	-1.9	-3.8
<b>Operating profit (EBIT)</b>	<b>13.4</b>	<b>20.7</b>	<b>25.5</b>	<b>33.2</b>	<b>87.4</b>
<b>% of sales</b>	<b>8.7%</b>	<b>13.3%</b>	<b>8.5%</b>	<b>11.1%</b>	<b>13.8%</b>
Finance costs (net)	-2.9	-2.0	-6.6	-4.3	-10.2
<b>Profit before taxes</b>	<b>10.5</b>	<b>18.7</b>	<b>18.9</b>	<b>28.9</b>	<b>77.2</b>
<b>% of sales</b>	<b>6.9%</b>	<b>12.0%</b>	<b>6.3%</b>	<b>9.6%</b>	<b>12.2%</b>
Income taxes	-2.5	-4.2	-4.4	-6.2	-15.9
<b>Profit for the period, continuing operations</b>	<b>8.0</b>	<b>14.5</b>	<b>14.6</b>	<b>22.7</b>	<b>61.3</b>
<b>Profit for the period, discontinued operations</b>	<b>381.6</b>	<b>6.2</b>	<b>386.0</b>	<b>12.9</b>	<b>23.4</b>
<b>Profit for the period, group total</b>	<b>389.6</b>	<b>20.7</b>	<b>400.6</b>	<b>35.5</b>	<b>84.7</b>
<b>% of sales</b>	<b>5.2%</b>	<b>9.3%</b>	<b>4.8%</b>	<b>7.6%</b>	<b>9.7%</b>
<b>Attributable to:</b>					
Owners of the parent company, continuing operations	8.0	14.5	14.6	22.7	61.3
Owners of the parent company, discontinued operations	381.6	6.2	386.0	12.9	23.4
Profit for the period, group total	389.6	20.7	400.6	35.5	84.7
<b>Profit attributable to owners of the parent company</b>					
Earnings per share, undiluted, continuing operations EUR	0.18	0.33	0.33	0.51	1.38
Earnings per share, diluted, continuing operations EUR	0.18	0.32	0.33	0.51	1.37
Earnings per share, undiluted, discontinued operations EUR	8.54	0.14	8.64	0.29	0.53
Earnings per share, diluted, discontinued operations EUR	8.51	0.14	8.61	0.29	0.52
Earnings per share, undiluted, group total EUR	8.72	0.47	8.97	0.80	1.90
Earnings per share, diluted, group total EUR	8.69	0.46	8.94	0.79	1.89

OTHER COMPREHENSIVE INCOME ITEMS (MEUR)	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Profit for the period</b>	<b>389.6</b>	<b>20.7</b>	<b>400.6</b>	<b>35.5</b>	<b>84.7</b>
<b>Other comprehensive income</b>					
Items that will not be reclassified to profit or loss:					
- Remeasurements on retirement benefit liabilities, net of tax		0.0		0.0	0.0
Total items that will not be reclassified to profit or loss		0.0		0.0	0.0
Items that may be reclassified subsequently to profit or loss:					
- Change in hedging fund, net of tax	-0.3	-0.1	-0.3	0.3	0.5
- Share of other comprehensive income of joint ventures	0.2	-0.4	1.2	-0.7	-1.8
- Change in translation differences	-5.3	-7.2	-10.1	-25.2	-14.5
- Total of other comprehensive income items after taxes, discontinued operations	-3.9	-0.2	-6.7	-0.6	2.7
Total items that may be reclassified subsequently to profit or loss	-9.2	-8.0	-15.9	-26.2	-13.1
<b>Total other comprehensive income, net of tax</b>	<b>-9.2</b>	<b>-8.0</b>	<b>-15.9</b>	<b>-26.2</b>	<b>-13.0</b>
<b>Comprehensive income for the period</b>	<b>380.5</b>	<b>12.8</b>	<b>384.7</b>	<b>9.3</b>	<b>71.7</b>

Reported balance sheet figures including both continuing and discontinued operations for the year 2018.

CONSOLIDATED BALANCE SHEET (MEUR)	30 Jun 2019	30 Jun 2018	31 Dec 2018
<b>ASSETS</b>			
<b>Non-current assets</b>			
Tangible assets	651.3	843.7	976.8
Goodwill	117.6	149.8	293.0
Other intangible assets	56.7	63.7	88.2
Deferred tax assets	10.4	15.3	14.5
Investments in joint ventures	7.6	6.5	6.0
Other interest bearing receivables *	7.5	10.1	14.4
Trade and other receivables *	1.8	2.7	2.6
<b>Total non-current assets</b>	<b>852.9</b>	<b>1,091.8</b>	<b>1,395.6</b>
<b>Current assets</b>			
Inventories	8.7	10.1	14.8
Other interest bearing receivables *	19.5	0.8	5.4
Trade and other receivables *	133.6	164.9	176.0
Income tax receivables	4.2	3.8	6.2
Derivative financial instruments	0.5	0.3	1.9
Cash and cash equivalents	2.2	4.8	6.4
<b>Total current assets</b>	<b>168.8</b>	<b>184.7</b>	<b>210.7</b>
<b>TOTAL ASSETS</b>	<b>1,021.7</b>	<b>1,276.4</b>	<b>1,606.3</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Total equity</b>	<b>377.2</b>	<b>535.6</b>	<b>597.0</b>
<b>Non-current liabilities</b>			
Interest-bearing liabilities	245.3	357.8	597.7
Lease liabilities	71.5	1.4	0.9
Derivative financial instruments	7.6	7.5	7.2
Deferred tax liabilities	52.1	82.0	99.9
Retirement benefit liabilities	1.8	1.9	1.9
Other non-current liabilities		3.2	1.6
<b>Total non-current liabilities</b>	<b>378.3</b>	<b>453.8</b>	<b>709.2</b>
<b>Current liabilities</b>			
Interest-bearing liabilities	115.7	107.3	109.8
Lease liabilities	27.9	1.5	1.5
Derivative financial instruments	0.7	1.6	0.4
Trade and other payables	115.5	172.9	180.0
Income tax liabilities	6.5	2.7	7.5
Provisions		0.9	0.9
<b>Total current liabilities</b>	<b>266.2</b>	<b>287.0</b>	<b>300.1</b>
<b>Total liabilities</b>	<b>644.5</b>	<b>740.8</b>	<b>1 009.3</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,021.7</b>	<b>1,276.4</b>	<b>1,606.3</b>

\* Due to a classification change in comparative figures, other interest bearing receivables for the period 1–12/2018 have increased by EUR 5.5 million and trade and other receivables have decreased accordingly. In the current receivables, the corresponding impact was EUR 5.4 million.

Changes in consolidated statement of equity (MEUR)	Reported					
	Share capital	Share issue and other reserves	Hedging fund	Translation differences	Retained earnings	Total equity
<b>1 Jan 2018</b>	<b>24.8</b>	<b>327.2</b>	<b>-6.3</b>	<b>-53.8</b>	<b>265.4</b>	<b>557.4</b>
Impacts of IFRS transitions <sup>1)</sup>					6.6	6.6
Profit for the period					35.5	35.5
Total other comprehensive income, net of tax			0.3	-26.5	0.0	-26.2
<b>Comprehensive income for the period</b>			<b>0.3</b>	<b>-26.5</b>	<b>35.5</b>	<b>9.3</b>
Dividend distribution					-37.9	-37.9
Own shares conveyed		0.7			-0.7	0.0
Share-based payments					0.3	0.3
<b>30 Jun 2018</b>	<b>24.8</b>	<b>327.9</b>	<b>-6.0</b>	<b>-80.2</b>	<b>262.6</b>	<b>535.6</b>
<b>1 Jan 2019</b>	<b>24.8</b>	<b>327.9</b>	<b>-5.8</b>	<b>-67.4</b>	<b>317.4</b>	<b>597.0</b>
Profit for the period, continuing operations					14.6	14.6
Profit for the period, discontinued operations					386.0	386.0
Total other comprehensive income, net of tax			-0.3	-15.6		-15.9
<b>Comprehensive income for the period</b>			<b>-0.3</b>	<b>-15.6</b>	<b>400.6</b>	<b>384.7</b>
Dividend distribution					-40.2	-40.2
Assets transferred in the demerger, fair value					-563.6	-563.6
Effect of demerger	-10.0	-67.0		5.9	71.1	
Own shares conveyed		0.8			-0.8	
Realisation of share-based liability					-1.6	-1.6
Share-based payments					0.9	0.9
<b>30 Jun 2019</b>	<b>14.8</b>	<b>261.7</b>	<b>-6.1</b>	<b>-77.1</b>	<b>183.8</b>	<b>377.2</b>

1) Due to changes in IFRS 2, IFRS 9 and IFRS 15 standards, the retained earnings for 1 January 2018 has been changed by EUR 6.6 million. The impacts were EUR 3.1 million related to change in IFRS 2 standard, EUR 3.1 million related to change in IFRS 9 standard and EUR 0.3 million to IFRS 15 standard. For more details, see accounting principles.



Share-related key figures	Continuing operations Reported				
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Earnings per share (EPS), EUR <sup>1)</sup>	0.18	0.33	0.33	0.51	1.38
Earnings per share (EPS), diluted, EUR <sup>2)</sup>	0.18	0.32	0.33	0.51	1.37
Shareholders' equity per share, EUR <sup>3)</sup>			8.44	8.01	9.05
Comparable earnings per share (EPS), EUR <sup>4)</sup>	0.20	0.33	0.33	0.53	1.39
Number of shares, end of period			44,690,554	44,690,554	44,690,554
Adjusted number of shares, average <sup>5)</sup>			44,670,290	44,562,753	44,568,393
Adjusted number of shares, end of period <sup>5)</sup>			44,682,697	44,573,973	44,573,973
Number of shares, diluted, average <sup>5)</sup>			44,830,763	44,736,130	44,827,844

1) Calculated from the adjusted average number of shares

2) Calculated from the diluted average number of shares

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

4) Items affecting comparability presented on pages 29–30

5) Number of shares without treasury shares

The reported cash flow statement is presented as per the standard requirements effective for the reporting periods. Cash flows for 2019 are presented according to IFRS 16, whereas cash flows for 2018 are presented according to the previous Leases standard IAS 17. The implementation of IFRS 16 did not change the amount of total cash flows but instead changed the presentation of lease payment cash flows only between the lines as cash payments for the principal portion of lease liability (effect compared to previous period EUR 22.2 million) are presented in cash flows from financing activities, leaving only interest portion in the cash flow from operating activities.

CONSOLIDATED CASH FLOW STATEMENT (MEUR)	Incl. Continuing operations and discontinued operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Cash flow from operating activities</b>					
Profit before taxes	394.7	25.9	408.5	44.4	105.3
Non-cash adjustments	46.1	29.7	92.9	58.6	126.1
Non-cash adjustment on fair value gain on demerger	-369.8		-369.8		
Change working capital	-7.1	3.8	-7.8	-8.5	1.0
<b>Cash flow before financial items and taxes</b>	<b>63.9</b>	<b>59.4</b>	<b>123.8</b>	<b>94.4</b>	<b>232.3</b>
Net financial items	-5.7	-2.6	-12.3	-11.1	-19.8
Income taxes paid	-4.3	-3.6	-8.7	-9.4	-17.1
<b>Net cash flow from operating activities</b>	<b>54.0</b>	<b>53.2</b>	<b>102.8</b>	<b>74.0</b>	<b>195.5</b>
<b>Cash flow from investing activities</b>					
Investments in tangible and intangible assets	-37.7	-55.2	-78.0	-94.9	-212.7
Sale of tangible and intangible assets	6.0	8.0	8.1	14.2	26.9
Acquisition of subsidiaries and business operations, net of cash	0.0	-0.7	-0.8	-18.5	-160.0
<b>Net cash flow from investing activities</b>	<b>-31.7</b>	<b>-47.9</b>	<b>-70.7</b>	<b>-99.2</b>	<b>-345.9</b>
<b>Cash flow after investments</b>	<b>22.3</b>	<b>5.4</b>	<b>32.1</b>	<b>-25.2</b>	<b>-150.4</b>
<b>Cash flow from financing activities</b>					
Change in interest-bearing receivables	0.9	0.1	1.7	0.2	3.0
Repayment of finance lease liabilities		-0.8		-1.2	-2.4
Repayment of lease liabilities	-13.2		-24.1		
Change in interest-bearing liabilities	24.6	33.7	23.8	66.1	190.6
Dividends paid	-40.2	-37.9	-40.2	-37.9	-37.9
<b>Net cash flow from financing activities</b>	<b>-27.9</b>	<b>-5.4</b>	<b>-38.7</b>	<b>27.2</b>	<b>153.3</b>
<b>Change in cash and cash equivalents</b>	<b>-5.6</b>	<b>0.0</b>	<b>-6.6</b>	<b>2.1</b>	<b>3.0</b>
Cash and cash equivalents at period start	7.9	4.8	6.4	2.6	2.6
Cash and cash equivalents related to disposals		0.0		0.1	0.9
Exchange differences	0.0	0.0	0.0	0.0	-0.1
<b>Cash and cash equivalents at period end</b>	<b>2.3</b>	<b>4.8</b>	<b>2.3</b>	<b>4.8</b>	<b>6.4</b>

CHANGES IN NET BOOK VALUE OF TANGIBLE AND INTANGIBLE ASSETS (MEUR)	Reported		
	1-6/19	1-6/18	2018
<b>Opening balance</b>	<b>1,358.0</b>	<b>1,000.2</b>	<b>1,000.2</b>
Adjustments to opening balance due to the IFRS 16 implementation	136.0		
Depreciation, amortisation and impairment <sup>1)</sup>	-88.0	-59.3	-124.8
Additions <sup>1)</sup>			
Rental machinery	77.3	123.4	306.1
Other tangible assets	11.9	8.7	24.6
Intangible assets	0.8	16.9	186.4
Total additions	90.0	149.0	517.1
Reductions	-4.8		-14.2
Other changes <sup>1)</sup>	-6.3		1.6
Reductions and other changes	-11.1	-6.4	-13.9
Exchange differences	-13.7	-26.3	-20.5
Demerger impact <sup>2)</sup>	-645.9		
<b>Closing balance</b>	<b>825.2</b>	<b>1,057.1</b>	<b>1,358.0</b>

1) Including IFRS 16 items. Depreciation, amortisation and impairment include EUR 19.6 million of RoU depreciation, additions include EUR 7.0 million of new RoU additions and Other changes include EUR 2.3 million RoU adjustments, increase, and EUR -8.7 million RoU adjustments, decrease.

2) Demerger impact include all Cramo's Modular Space business related tangible and intangible assets that were transferred to Adapteo on 30 June 2019.

FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (MEUR)	Reported	
	Book value 30 Jun 2019	Fair value 30 Jun 2019
<b>Financial assets at fair value through profit and loss</b>		
Current derivative financial instruments	0.5	0.5
<b>Loans and receivables</b>		
Other interest bearing receivables	7.5	7.5
Non-current trade and other receivables	1.8	1.8
Current trade and other receivables	139.3	139.3
Cash and cash equivalents	2.2	2.2
<b>Financial liabilities at fair value through profit and loss</b>		
Current derivative financial instruments	0.7	0.7
<b>Loans and borrowings</b>		
Non-current interest-bearing liabilities	316.7	330.5
Current interest-bearing liabilities	143.5	143.5
Trade and other payables	73.9	73.9
<b>Hedge accounted derivatives</b>		
Non-current derivative financial instruments	7.6	7.6

Reconciliation between off-balance lease commitments and IFRS 16 lease liabilities	Reported *
	1 Jan 2019
<b>Operating lease commitments as at 31 December 2018 incl. short-term and low-value leases</b>	<b>20.6</b>
Weighted average incremental borrowing rate as at 1 January 2019	2.5%
<b>Discounted lease commitments as at 31 December 2018</b>	<b>19.7</b>
<b>Commitments to office and depot rents</b>	<b>106.2</b>
Weighted average incremental borrowing rate as at 1 January 2019	2.5%
<b>Discounted lease commitments as at 31 December 2018</b>	<b>99.8</b>
<b>Total</b>	<b>119.4</b>
<b>Reduce:</b>	
Commitments relating to short-term leases exemption utilised	-8.7
<b>Add:</b>	
Commitments relating to leases previously classified as finance leases	2.4
Payments in optional extension periods and open end contracts not recognised and other differences as at December 2018	19.4
<b>Lease liabilities as at 1 January 2019</b>	<b>132.5</b>

\* Discontinued operations lease contracts included, amounting to EUR 16.1 million.

Commitments and contingent liabilities (MEUR)	Reported		
	30 Jun 2019	30 Jun 2018	31 Dec 2018
Pledges, finance lease	1.4	6.2	12.5
Investment commitments	23.9	60.9	36.4
Other commitments	0.1	1.7	6.3
Group's share of commitments in joint ventures		0.9	0.0

As a result of the partial demerger registered on June 30, 2019, Cramo Plc has secondary responsibility for the guarantees transferred to Adapteo Plc, the aggregate amount of which was up to EUR 1.4 million.

Derivative financial instruments (MEUR)	30 Jun 2019	30 Jun 2018	31 Dec 2018
<b>Fair value</b>			
Interest rate swaps	-7.6	-7.5	-7.2
Currency forwards	-0.1	-1.3	-1.9
<b>Nominal value</b>			
Interest rate swaps	130.0	130.0	130.0
Currency forwards	117.1	106.2	106.2



## SEGMENT INFORMATION

The segment information includes only continuing operations.

Sales (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	84.1	91.2	173.5	183.5	370.5
Finland and Eastern Europe	35.7	35.6	69.2	68.3	147.0
Central Europe	33.4	29.3	58.9	48.1	114.4
Non-allocated & eliminations	-0.1	0.0	-0.1	0.0	0.0
<b>Group</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>

EBITA (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	12.0	17.0	27.4	33.8	73.3
Finland and Eastern Europe	4.2	4.5	6.2	7.1	22.9
Central Europe	1.9	2.7	1.7	0.0	8.1
Non-allocated & eliminations	-3.7	-2.6	-7.9	-5.8	-13.1
<b>Group</b>	<b>14.4</b>	<b>21.7</b>	<b>27.5</b>	<b>35.0</b>	<b>91.2</b>

EBITA margin	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	14.3%	18.7%	15.8%	18.4%	19.8%
Finland and Eastern Europe	11.8%	12.7%	8.9%	10.3%	15.6%
Central Europe	5.6%	9.2%	2.9%	0.0%	7.1%
<b>Group</b>	<b>9.4%</b>	<b>13.9%</b>	<b>9.1%</b>	<b>11.7%</b>	<b>14.4%</b>

IACs** in EBITA (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia					
Finland and Eastern Europe					
Central Europe <sup>1)</sup>			1.9	-0.9	-0.9
Non-allocated & Eliminations <sup>2)</sup>	-1.0		-1.7		
<b>Group</b>	<b>-1.0</b>		<b>0.3</b>	<b>-0.9</b>	<b>-0.9</b>

\*\* IAC = Items affecting comparability

1) In Central Europe, items affecting to comparability of EBITA in January–June 2019 were EUR 1.9 million related to the release of liability on contingent part of the acquisition price of KBS Infra. In April–June 2019, there were no items affecting comparability. In January–June 2018, EUR -0.9 million were related to transaction costs of KBS Infra acquisition.

2) Group EBITA for first half included EUR -1.7 million advisory costs related to remaining Cramo strategy process. The corresponding figure for April–June 2019 was EUR -1.0 million.

Comparable EBITA (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	12.0	17.0	27.4	33.8	73.3
Finland and Eastern Europe	4.2	4.5	6.2	7.1	22.9
Central Europe	1.9	2.7	-0.2	0.9	8.9
Non-allocated & eliminations	-2.8	-2.6	-6.2	-5.8	-13.1
<b>Group</b>	<b>15.3</b>	<b>21.7</b>	<b>27.2</b>	<b>35.9</b>	<b>92.1</b>

Comparable EBITA margin	Continuing operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	14.3%	18.7%	15.8%	18.4%	19.8%
Finland and Eastern Europe	11.8%	12.7%	8.9%	10.3%	15.6%
Central Europe	5.6%	9.2%	-0.4%	1.8%	7.8%
<b>Group</b>	<b>10.0%</b>	<b>13.9%</b>	<b>9.0%</b>	<b>12.0%</b>	<b>14.6%</b>

EBIT (MEUR)	Continuing operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	11.6	16.6	26.5	32.8	71.3
Finland and Eastern Europe	4.0	4.3	5.8	6.6	22.0
Central Europe	1.6	2.4	1.1	-0.4	7.1
Non-allocated & eliminations	-3.7	-2.6	-7.9	-5.8	-13.1
<b>Group</b>	<b>13.4</b>	<b>20.7</b>	<b>25.5</b>	<b>33.2</b>	<b>87.4</b>

EBIT margin	Continuing operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	13.7%	18.1%	15.3%	17.9%	19.2%
Finland and Eastern Europe	11.2%	12.2%	8.3%	9.7%	15.0%
Central Europe	4.7%	8.2%	2.0%	-0.8%	6.2%
<b>Group</b>	<b>8.7%</b>	<b>13.3%</b>	<b>8.5%</b>	<b>11.1%</b>	<b>13.8%</b>

IACs** in EBIT (MEUR)	Continuing operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia					
Finland and Eastern Europe					
Central Europe <sup>1)</sup>			1.9	-0.9	-0.9
Non-allocated & Eliminations <sup>2)</sup>	-1.0		-1.7		
<b>Group</b>	<b>-1.0</b>		<b>0.3</b>	<b>-0.9</b>	<b>-0.9</b>

\*\* IAC = Items affecting comparability

1) In Central Europe, items affecting to comparability of EBITA in January–June 2019 were EUR 1.9 million related to the release of liability on contingent part of the acquisition price of KBS Infra. In April–June 2019, there were no items affecting comparability. In January–June 2018, EUR -0.9 million were related to transaction costs of KBS Infra acquisition.

2) Group EBITA for first half included EUR -1.7 million advisory costs related to remaining Cramo strategy process. The corresponding figure for April–June 2019 was EUR -1.0 million.

Comparable EBIT (MEUR)	Continuing operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	11.6	16.6	26.5	32.8	71.3
Finland and Eastern Europe	4.0	4.3	5.8	6.6	22.0
Central Europe	1.6	2.4	-0.8	0.5	8.0
Non-allocated & eliminations	-2.8	-2.6	-6.2	-5.8	-13.1
<b>Group</b>	<b>14.4</b>	<b>20.7</b>	<b>25.3</b>	<b>34.1</b>	<b>88.3</b>

Comparable EBIT margin	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	13.7%	18.1%	15.3%	17.9%	19.2%
Finland and Eastern Europe	11.2%	12.2%	8.3%	9.7%	15.0%
Central Europe	4.7%	8.2%	-1.4%	1.0%	7.0%
<b>Group</b>	<b>9.4%</b>	<b>13.3%</b>	<b>8.4%</b>	<b>11.4%</b>	<b>14.0%</b>

Capital employed** (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia			416.9	366.0	379.0
Finland and Eastern Europe			222.5	193.6	199.8
Central Europe			184.5	138.9	153.0
Non-allocated & eliminations			36.5	31.5	28.4
<b>Group</b>			<b>860.4</b>	<b>730.0</b>	<b>760.1</b>

\*\* Group Capital employed figures only includes capital of continuing operations. Modular Space operations not transferred to Adapteo are included in the respective restated Equipment Rental segment figures.

\*\* Cramo changed the calculation method of ROCE's capital employed component into 12 months average in Q4/2018. The change has been applied into comparison figures.

Sales by country (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Sweden	67.9	75.5	139.7	150.9	303.8
Finland	23.3	23.4	46.4	46.5	97.6
Germany	27.3	23.6	48.4	38.6	92.3
Norway	16.3	15.7	33.9	32.5	66.7
Other countries	18.7	18.1	33.7	31.7	72.2
<b>Group</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>

Reconciliation of Group EBITA to profit before taxes (MEUR)	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Group EBITA</b>	<b>14.4</b>	<b>21.7</b>	<b>27.5</b>	<b>35.0</b>	<b>91.2</b>
Amortisation and impairment resulting from acquisitions and disposals	-1.0	-1.0	-1.9	-1.9	-3.8
<b>Operating profit</b>	<b>13.4</b>	<b>20.7</b>	<b>25.5</b>	<b>33.2</b>	<b>87.4</b>
Net finance items	-2.9	-2.0	-6.6	-4.3	-10.2
<b>Profit before taxes</b>	<b>10.5</b>	<b>18.7</b>	<b>18.9</b>	<b>28.9</b>	<b>77.2</b>

Depreciation, amortisation and impairment on fixed assets** (MEUR)	Continuing operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	-15.2	-10.8	-30.9	-21.8	-44.0
Finland and Eastern Europe	-8.8	-6.8	-17.6	-13.6	-27.6
Central Europe	-8.1	-5.3	-16.0	-9.7	-21.0
Non-allocated & eliminations	-0.6	-0.4	-1.0	-0.9	-1.7
<b>Group</b>	<b>-32.6</b>	<b>-23.4</b>	<b>-65.5</b>	<b>-45.9</b>	<b>-94.2</b>

\*\* Depreciation, amortisation and impairment on tangible assets and intangible assets excluding amortisation and impairment arising from purchase price allocations (acquisitions).

Gross Capital Expenditure** (MEUR)	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	6.5	26.2	10.5	40.0	69.5
Finland and Eastern Europe	9.0	14.3	11.3	20.2	36.6
Central Europe	13.9	14.2	23.7	57.0	77.1
Non-allocated & Eliminations	0.6	0.8	1.1	1.4	1.8
<b>Group</b>	<b>30.0</b>	<b>55.5</b>	<b>46.7</b>	<b>118.6</b>	<b>185.1</b>

\*\* Gross capital expenditure only includes the capital expenditure for owned assets. The excluded capital expenditure for new right-of-use assets according to IFRS 16 was EUR 7.0 million during first half of 2019.

Sales growth specification by segments				
Sales (MEUR)	Scandinavia	Finland and Eastern Europe	Central Europe	Group
<b>1-6/2018</b>	<b>183.5</b>	<b>68.3</b>	<b>48.1</b>	<b>299.9</b>
Acquisitions			6.3	6.3
Organic growth	-4.2	1.0	4.5	1.2
Exchange rate changes	-5.7	-0.1	0.0	-5.9
<b>1-6/2019</b>	<b>173.5</b>	<b>69.2</b>	<b>58.9</b>	<b>301.5</b>

Sales growth specification by segments				
Sales (MEUR)	Scandinavia	Finland and Eastern Europe	Central Europe	Group
<b>4-6/2018</b>	<b>91.2</b>	<b>35.6</b>	<b>29.3</b>	<b>156.1</b>
Acquisitions			0.0	0.0
Organic growth	-4.8	0.1	4.1	-0.7
Exchange rate changes	-2.3	0.0	0.0	-2.3
<b>4-6/2019</b>	<b>84.1</b>	<b>35.7</b>	<b>33.4</b>	<b>153.1</b>



## DISCONTINUED INFORMATION, REPORTED

CONSOLIDATED STATEMENT OF INCOME (MEUR)	Discontinued operations				
	Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Sales</b>	<b>53.6</b>	<b>33.1</b>	<b>106.0</b>	<b>64.8</b>	<b>149.4</b>
Other operating income	0.5	0.3	2.5	0.5	1.4
Materials and services	-20.1	-12.3	-37.3	-23.6	-56.6
Employee benefit expenses	-7.5	-3.5	-16.0	-6.6	-17.7
Other operating expenses	-4.4	-3.4	-11.7	-6.4	-14.5
Share of profit / loss of joint ventures	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>22.1</b>	<b>14.2</b>	<b>43.6</b>	<b>28.7</b>	<b>62.0</b>
Depreciation and impairment on tangible assets	-9.8	-5.8	-19.3	-11.4	-26.0
<b>EBITA</b>	<b>12.2</b>	<b>8.4</b>	<b>24.3</b>	<b>17.3</b>	<b>36.1</b>
Amortisation and impairment resulting from acquisitions	-0.7	-0.1	-1.3	-0.1	-0.7
<b>Operating profit (EBIT)</b>	<b>11.6</b>	<b>8.3</b>	<b>23.0</b>	<b>17.2</b>	<b>35.3</b>
Finance costs (net)	-1.8	-1.1	-3.6	-1.7	-4.0
<b>Profit before taxes</b>	<b>9.8</b>	<b>7.2</b>	<b>19.4</b>	<b>15.5</b>	<b>31.3</b>
Income taxes	-1.6	-1.0	-3.4	-2.6	-5.3
<b>Profit after taxes of the operations transferred to Adapteo</b>	<b>8.1</b>	<b>6.2</b>	<b>16.0</b>	<b>12.8</b>	<b>26.0</b>
Fair value gain recognised from valuation of discontinued operations' net assets	369.8		369.8		
Demerger expenses	5.0		0.7		-3.2
Taxes related to demerger expenses	-1.0		-0.2		0.6
<b>Profit for the period of discontinued operation</b>	<b>381.6</b>	<b>6.2</b>	<b>386.0</b>	<b>12.9</b>	<b>23.4</b>
Exchange differences on translation of discontinued operations	-3.9	-0.2	-6.7	-0.6	2.7
<b>Other comprehensive income from discontinued operations</b>	<b>377.7</b>	<b>6.0</b>	<b>379.3</b>	<b>12.3</b>	<b>26.1</b>
<b>Attributable to:</b>					
Owners of the parent company	381.6	6.2	386.0	12.9	23.4
<b>Profit attributable to owners of the parent company</b>					
Earnings per share, undiluted, EUR	8.54	0.14	8.64	0.29	0.53
Earnings per share, diluted, EUR	8.51	0.14	8.61	0.29	0.52

CONSOLIDATED BALANCE SHEET (MEUR)	Discontinued operations Reported
	30 Jun 2019
<b>ASSETS</b>	
<b>Non-current assets</b>	
Tangible assets	443.1
Goodwill	169.3
Other intangible assets	27.2
Deferred tax assets	3.7
Investments in joint ventures	0.3
Loan receivables	4.8
Trade and other receivables	0.4
<b>Total non-current assets</b>	<b>648.9</b>
<b>Current assets</b>	
Inventories	6.8
Other interest bearing receivables	5.4
Trade and other receivables	58.8
Income tax receivables	2.6
Cash and cash equivalents	0.1
<b>Total current assets</b>	<b>73.6</b>
<b>TOTAL ASSETS</b>	<b>722.5</b>
<b>EQUITY AND LIABILITIES</b>	
<b>Total equity</b>	<b>193.8</b>
<b>Non-current liabilities</b>	
Non-current liabilities	
Interest-bearing liabilities	387.4
Lease liabilities	13.1
Deferred tax liabilities	42.6
<b>Total non-current liabilities</b>	<b>443.2</b>
<b>Current liabilities</b>	
Interest-bearing liabilities	2.3
Lease liabilities	1.6
Trade and other payables	78.6
Income tax liabilities	3.0
Provisions	0.1
<b>Total current liabilities</b>	<b>85.5</b>
<b>Total liabilities</b>	<b>528.7</b>
<b>Total equity and liabilities</b>	<b>722.5</b>

CONSOLIDATED CASH FLOW STATEMENT (MEUR)	Discontinued operations Reported				
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Net cash flow from operating activities	18.0	15.5	47.9	27.4	54.4
Net cash flow from investing activities	-19.3	-18.5	-45.6	-31.0	-196.2
Net cash flow from financing activities	-1.1	10.6	-6.9	12.3	157.2

**ADDITIONAL FINANCIAL INFORMATION**  
**GROUP INFORMATION WITH ILLUSTRATIVE IFRS 16 IMPACT AND INCLUDING ONLY CONTINUING OPERATIONS**

\* Presented 2018 figures with IFRS 16 impact are based on illustrative non-IFRS calculations from reported financial notes to form a comparison basis for IFRS 16 figures in 2019. Illustrative figures are reflecting only continuing operations, i.e. also balance sheet comparables have been recalculated. Unaudited illustrative financial information with the illustrative non-IFRS impacts on IFRS 16 standard for the year ended 31 December 2018 was published in the Stock Exchange Release dated on 29 March 2019. Presented cash flow statement is recalculated to concern only continuing operations, but IFRS 16 impact is excluded from comparison period.

CONSOLIDATED STATEMENT OF INCOME (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
<b>Sales</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>
Other operating income	3.9	4.8	9.1	9.1	17.3
Materials and services	-49.8	-49.9	-98.5	-97.9	-204.4
Employee benefit expenses	-39.3	-38.8	-77.8	-75.0	-147.9
Other operating expenses	-21.3	-20.4	-42.1	-40.4	-82.0
Share of profit / loss of joint ventures	0.4	0.2	0.7	0.1	0.5
<b>EBITDA</b>	<b>47.0</b>	<b>51.9</b>	<b>92.9</b>	<b>95.7</b>	<b>215.4</b>
Depreciation and impairment on tangible assets	-32.6	-29.6	-65.5	-59.3	-121.5
<b>EBITA</b>	<b>14.4</b>	<b>22.4</b>	<b>27.5</b>	<b>36.4</b>	<b>93.9</b>
<b>% of sales</b>	<b>9.4%</b>	<b>14.3%</b>	<b>9.1%</b>	<b>12.1%</b>	<b>14.9%</b>
Amortisation and impairment resulting from acquisitions	-1.0	-1.0	-1.9	-1.9	-3.8
<b>Operating profit (EBIT)</b>	<b>13.4</b>	<b>21.4</b>	<b>25.5</b>	<b>34.5</b>	<b>90.1</b>
<b>% of sales</b>	<b>8.7%</b>	<b>13.7%</b>	<b>8.5%</b>	<b>11.5%</b>	<b>14.3%</b>
Finance costs (net)	-2.9	-2.7	-6.6	-5.6	-12.9
<b>Profit before taxes</b>	<b>10.5</b>	<b>18.7</b>	<b>18.9</b>	<b>28.9</b>	<b>77.2</b>
<b>% of sales</b>	<b>6.9%</b>	<b>12.0%</b>	<b>6.3%</b>	<b>9.6%</b>	<b>12.2%</b>
Income taxes	-2.5	-4.2	-4.4	-6.2	-15.9
<b>Profit for the period, continuing operations</b>	<b>8.0</b>	<b>14.5</b>	<b>14.6</b>	<b>22.7</b>	<b>61.3</b>
<b>Attributable to:</b>					
Owners of the parent company, continuing operations	8.0	14.5	14.6	22.7	61.3
<b>Profit attributable to owners of the parent company</b>					
Earnings per share, undiluted, continuing operations EUR	0.18	0.33	0.33	0.51	1.38
Earnings per share, diluted, continuing operations EUR	0.18	0.32	0.33	0.51	1.37

CONSOLIDATED BALANCE SHEET (MEUR)	Continuing operations		
	Reported	with illustrative IFRS 16 impact*	
	30 Jun 2019	30 Jun 2018	31 Dec 2018
<b>ASSETS</b>			
<b>Non-current assets</b>			
Tangible assets	651.3	655.6	676.0
Goodwill	117.6	118.1	119.1
Other intangible assets	56.7	61.5	59.1
Deferred tax assets	10.4	13.9	10.2
Investments in joint ventures	7.6	6.5	5.7
Other interest bearing receivables **	7.7	9.5	8.7
Trade and other receivables **	1.6	2.3	2.2
<b>Total non-current assets</b>	<b>852.9</b>	<b>867.4</b>	<b>881.0</b>
<b>Current assets</b>			
Inventories	8.7	8.1	7.9
Other interest bearing receivables **	19.5	0.8	0.1
Trade and other receivables **	133.6	122.6	124.4
Income tax receivables	4.2	3.6	3.4
Derivative financial instruments	0.5	0.3	1.9
Cash and cash equivalents	2.2	3.6	3.0
<b>Total current assets</b>	<b>168.8</b>	<b>139.1</b>	<b>140.7</b>
<b>TOTAL ASSETS</b>	<b>1,021.7</b>	<b>1,006.4</b>	<b>1,021.7</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Total equity</b>	<b>377.2</b>	<b>356.9</b>	<b>403.6</b>
<b>Non-current liabilities</b>			
Interest-bearing liabilities	245.3	224.9	206.7
Lease liabilities	71.5	21.5	27.7
Derivative financial instruments	7.6	7.5	7.2
Deferred tax liabilities	52.2	59.2	55.4
Retirement benefit liabilities	1.8	1.8	1.8
Other non-current liabilities	-0.1	3.2	1.6
<b>Total non-current liabilities</b>	<b>378.3</b>	<b>318.3</b>	<b>300.5</b>
<b>Current liabilities</b>			
Interest-bearing liabilities	115.7	107.1	106.2
Lease liabilities	27.9	93.8	90.8
Trade and other payables	116.1	128.4	114.1
Income tax liabilities	6.5	1.6	6.4
Provisions	0.0	0.4	0.2
<b>Total current liabilities</b>	<b>266.2</b>	<b>331.3</b>	<b>317.7</b>
<b>Total liabilities</b>	<b>644.5</b>	<b>649.5</b>	<b>618.1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,021.7</b>	<b>1,006.4</b>	<b>1,021.7</b>

\*\* Due to a classification change in comparative figures, other interest bearing receivables for the period 1–12/2018 have increased by EUR 5.5 million and trade and other receivables have decreased accordingly. In the current receivables, the corresponding impact was EUR 5.4 million.

CONSOLIDATED CASH FLOW STATEMENT (MEUR)	Continuing operations				
	Reported				
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Net cash flow from operating activities	36.0	37.8	54.9	46.6	141.1
Net cash flow from investing activities	-12.4	-29.4	-25.1	-68.1	-149.6
<b>Cash flow after investments</b>	<b>23.7</b>	<b>8.3</b>	<b>29.8</b>	<b>-21.6</b>	<b>-8.5</b>

## ADDITIONAL FINANCIAL INFORMATION

### SEGMENT INFORMATION WITH ILLUSTRATIVE IFRS 16 IMPACT AND INCLUDING ONLY CONTINUED OPERATIONS

\* Presented 2018 figures with IFRS 16 impact are based on illustrative non-IFRS calculations from reported financial notes to form a comparison basis for IFRS 16 figures in 2019. Illustrative figures reflect only continuing operations. Unaudited illustrative financial information with the illustrative non-IFRS impacts on IFRS 16 standard for the year ended 31 December 2018 was published in the Stock Exchange Release dated on 29 March 2019.

Sales (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	84.1	91.2	173.5	183.5	370.5
Finland and Eastern Europe	35.7	35.6	69.2	68.3	147.0
Central Europe	33.4	29.3	58.9	48.1	114.4
Non-allocated & Eliminations	-0.1	0.0	-0.1	0.0	0.0
<b>Group</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>

EBITA (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	12.0	17.4	27.4	34.5	74.8
Finland and Eastern Europe	4.2	4.7	6.2	7.4	23.6
Central Europe	1.9	2.8	1.7	0.3	8.6
Non-allocated & Eliminations	-3.7	-2.6	-7.9	-5.8	-13.0
<b>Group</b>	<b>14.4</b>	<b>22.4</b>	<b>27.5</b>	<b>36.4</b>	<b>93.9</b>

EBITA margin	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	14.3%	19.1%	15.8%	18.8%	20.2%
Finland and Eastern Europe	11.8%	13.2%	8.9%	10.8%	16.0%
Central Europe	5.6%	9.6%	2.9%	0.5%	7.5%
<b>Group</b>	<b>9.4%</b>	<b>14.3%</b>	<b>9.1%</b>	<b>12.1%</b>	<b>14.9%</b>

IACs** in EBITA (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia					
Finland and Eastern Europe					
Central Europe <sup>1)</sup>			1.9	-0.9	-0.9
Non-allocated & Eliminations <sup>2)</sup>	-1.0		-1.7		
<b>Group</b>	<b>-1.0</b>		<b>0.3</b>	<b>-0.9</b>	<b>-0.9</b>



\*\* IAC = Items affecting comparability

1) In Central Europe, items affecting to comparability of EBITA in January–June 2019 were EUR 1.9 million related to the release of liability on contingent part of the acquisition price of KBS Infra. In April–June 2019, there were no items affecting comparability. In January–June 2018, EUR -0.9 million were related to transaction costs of KBS Infra acquisition.

2) Group EBITA for first half included EUR -1.7 million advisory costs related to remaining Cramo strategy process. The corresponding figure for April–June 2019 was EUR -1.0 million.

Comparable EBITA (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	12.0	17.4	27.4	34.5	74.8
Finland and Eastern Europe	4.2	4.7	6.2	7.4	23.6
Central Europe	1.9	2.8	-0.2	1.1	9.5
Non-allocated & Eliminations	-2.8	-2.6	-6.2	-5.8	-13.0
<b>Group</b>	<b>15.3</b>	<b>22.4</b>	<b>27.2</b>	<b>37.3</b>	<b>94.8</b>

Comparable EBITA margin	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	14.3%	19.1%	15.8%	18.8%	20.2%
Finland and Eastern Europe	11.8%	13.2%	8.9%	10.8%	16.0%
Central Europe	5.6%	9.6%	-0.4%	2.4%	8.3%
<b>Group</b>	<b>10.0%</b>	<b>14.3%</b>	<b>9.0%</b>	<b>12.4%</b>	<b>15.0%</b>

EBIT (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	11.6	16.9	26.5	33.6	72.8
Finland and Eastern Europe	4.0	4.5	5.8	6.9	22.7
Central Europe	1.6	2.5	1.1	-0.1	7.6
Non-allocated & Eliminations	-3.7	-2.6	-7.9	-5.8	-13.0
<b>Group</b>	<b>13.4</b>	<b>21.4</b>	<b>25.5</b>	<b>34.5</b>	<b>90.1</b>

EBIT margin	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	13.7%	18.5%	15.3%	18.3%	19.7%
Finland and Eastern Europe	11.2%	12.6%	8.3%	10.1%	15.4%
Central Europe	4.7%	8.7%	2.0%	-0.3%	6.6%
<b>Group</b>	<b>8.7%</b>	<b>13.7%</b>	<b>8.5%</b>	<b>11.5%</b>	<b>14.3%</b>

IACs** in EBIT (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia					
Finland and Eastern Europe					
Central Europe <sup>1)</sup>			1.9	-0.9	-0.9
Non-allocated & Eliminations <sup>2)</sup>	-1.0		-1.7		
<b>Group</b>	<b>-1.0</b>		<b>0.3</b>	<b>-0.9</b>	<b>-0.9</b>

\*\* IAC = Items affecting comparability

1) In Central Europe, items affecting to comparability of EBITA in January–June 2019 were EUR 1.9 million related to the release of liability on contingent part of the acquisition price of KBS Infra. In April–June 2019, there were no items affecting comparability. In January–June 2018, EUR -0.9 million were related to transaction costs of KBS Infra acquisition.

2) Group EBITA for first half included EUR -1.7 million advisory costs related to remaining Cramo strategy process. The corresponding figure for April–June 2019 was EUR -1.0 million.

Comparable EBIT (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	11.6	16.9	26.5	33.6	72.8
Finland and Eastern Europe	4.0	4.5	5.8	6.9	22.7
Central Europe	1.6	2.5	-0.8	0.7	8.5
Non-allocated & eliminations	-2.8	-2.6	-6.2	-17.3	-36.2
<b>Group</b>	<b>14.4</b>	<b>21.4</b>	<b>25.3</b>	<b>35.4</b>	<b>91.0</b>

Comparable EBIT margin	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4–6/19	4–6/18	1–6/19	1–6/18	2018
Scandinavia	13.7%	18.5%	15.3%	18.3%	19.7%
Finland and Eastern Europe	11.2%	12.6%	8.3%	10.1%	15.4%
Central Europe	4.7%	8.7%	-1.4%	1.5%	7.4%
<b>Group</b>	<b>9.4%</b>	<b>13.7%</b>	<b>8.4%</b>	<b>11.8%</b>	<b>14.4%</b>

Capital employed ** (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
			30 Jun 2019	30 Jun 2018	31 Dec 2018
Scandinavia			416.9	429.2	443.4
Finland and Eastern Europe			222.5	220.3	227.3
Central Europe			184.5	161.2	177.5
Non-allocated & eliminations			36.5	31.8	28.8
<b>Group</b>			<b>860.4</b>	<b>842.4</b>	<b>876.9</b>

\*\* Group Capital employed figures only includes capital of continuing operations. Modular Space operations not transferred to Adapteo are included in the respective restated Equipment Rental segment figures.

\*\* Cramo changed the calculation method of ROCE's capital employed component into 12-month average in Q4/2018. The change has been applied into comparison figures.

Sales by country (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Sweden	67.9	75.5	139.7	150.9	303.8
Finland	23.3	23.4	46.4	46.5	97.6
Germany	27.3	23.6	48.4	38.6	92.3
Norway	16.3	15.7	33.9	32.5	66.7
Other countries	18.7	18.1	33.7	31.7	72.2
<b>Group</b>	<b>153.1</b>	<b>156.1</b>	<b>301.5</b>	<b>299.9</b>	<b>631.9</b>

Reconciliation of Group EBITA to profit before taxes (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4-6/19	4-6/18	1-6/19	1-6/18	2018
<b>Group EBITA</b>	<b>14.4</b>	<b>22.4</b>	<b>27.5</b>	<b>36.4</b>	<b>93.9</b>
Amortisation and impairment resulting from acquisitions and disposals	-1.0	-1.0	-1.9	-1.9	-3.8
<b>Operating profit</b>	<b>13.4</b>	<b>21.4</b>	<b>25.5</b>	<b>34.5</b>	<b>90.1</b>
Net finance items	-2.9	-2.7	-6.6	-5.6	-12.9
<b>Profit before taxes</b>	<b>10.5</b>	<b>18.7</b>	<b>18.9</b>	<b>28.9</b>	<b>77.2</b>

Depreciation, amortisation and impairment on fixed assets** (MEUR)	Continuing operations				
	Reported	with illustrative IFRS 16 impact*	Reported	with illustrative IFRS 16 impact*	
	4-6/19	4-6/18	1-6/19	1-6/18	2018
Scandinavia	-15.2	-13.7	-30.9	-28.3	-57.5
Finland and Eastern Europe	-8.8	-8.4	-17.6	-16.9	-34.4
Central Europe	-8.1	-6.9	-16.0	-12.9	-27.6
<b>Group</b>	<b>-32.6</b>	<b>-29.6</b>	<b>-65.5</b>	<b>-59.3</b>	<b>-121.5</b>

\*\* Depreciation, amortisation and impairment on tangible assets and intangible assets excluding amortisation and impairment arising from purchase price allocations (acquisitions).

## CALCULATION OF KEY FIGURES

Return on equity, % *	=	$\frac{\text{Profit for the period (rolling 12 moth)}}{\text{Total equity}} \times 100$
Return on capital employed (ROCE), % **	=	$\frac{\text{EBIT (rolling 12 months)}}{\text{Capital employed (12 months average)}} \times 100$
Equity ratio, %	=	$\frac{\text{Total equity}}{\text{Balance sheet total - advance payments received}} \times 100$
Net debt	=	Interest-bearing liabilities - cash and cash equivalents
Gearing, %	=	$\frac{\text{Net interest-bearing liabilities}}{\text{Total equity}} \times 100$
Personnel on average	=	The average number of employees at the end of each calendar month during the accounting period, adjusted with the number of part-time employees
Earnings per share (EPS)	=	$\frac{\text{Profit for the year attributable to owners of the parent company}}{\text{Adjusted average number of shares during the period}}$
Shareholders' equity per share	=	$\frac{\text{Shareholders' equity}}{\text{Adjusted number of shares at the end of the period}}$
EBITA	=	Operating profit (EBIT) + amortisation and impairment on intangible assets (purchase price allocations) arising from acquisitions
EBITDA	=	EBITA + depreciation
Capital employed	=	Fixed assets + net working capital
Net debt /EBITDA	=	$\frac{\text{Period end net debt}}{\text{Rolling 12 month EBITDA}}$
Comparable EBITA	=	EBITA - items affecting comparability
Comparable EPS	=	$\frac{\text{Profit for the period excluding items affecting comparability (rolling 12 month)}}{\text{Adjusted average number of shares during the period}}$
Comparable return on equity, % *	=	$\frac{\text{Profit for the period excluding items affecting comparability (rolling 12 month)}}{\text{Total equity}}$
Comparable return on capital employed (ROCE), % **	=	$\frac{\text{EBIT excluding items affecting comparability (rolling 12 months)}}{\text{Capital employed (12 months average)}} \times 100$
Organic (rental) sales growth, %	=	(Rental) sales growth of assets owned by the company for the whole current and previous reporting period (i.e. excluding acquisitions, divestments and exchange rate)
Gross margin, %	=	$\frac{\text{Sales - Materials and services}}{\text{Sales}} \times 100$

\* ROE% is calculated based on net result (rolling 12 months) divided by the total equity at the end of period.

\*\* Cramo changed the calculation method of ROCE's capital employed component into 12 months average in Q4/2018. The change has been applied into comparison figures. 12 month average reflects better the long term development of capital employed compared to previous 2 point average calculation.

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

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, 14 August 2019

Cramo Plc

Board of Directors

## **BRIEFING**

A press conference for analysts and media will be held on Thursday 15 August 2019 at 11.00 (EET) at Hotel Kämp, at the address Kluuvikatu 2 (2<sup>nd</sup> floor), Helsinki. The news conference can be viewed live on the internet at [www.cramogroup.com](http://www.cramogroup.com).

Cramo will publish its Q3 Business Review for January–September 2019 on 31 October 2019.

Cramo's Capital Markets Day will be organised on 12 September 2019.

## **MORE INFORMATION**

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