



ł		
	CONTENTS	PAGE
	Information for Shareholders	2
	Year 2006 in Brief	3
<b>(2)</b>	Cramo in Brief	4
₩ 7	CEO's Review	6
	Market Environment	8
10	Business Review	10
	Financial Statements of the Group	16
	Financial Statements of the Parent Company	54
1	Board Proposal to the Annual General Meeting	65
英	Auditors' Report	65
$\Lambda \lambda$	Collage of Annual Information	66
	Personnel	67
	Corporate Responsibility	68
	Corporate Governance	69
	Board Members	72
	Group Management Contacts	74 76
		A STATE OF THE STA





### INFORMATION FOR SHAREHOLDERS

### ANNUAL GENERAL MEETING

Cramo Plc's Annual General Meeting will be held on Wednesday, 18 April 2007 at 10.00 a.m. Those shareholders who have been entered in the list of shareholders maintained by Finnish Central Securities Depository Ltd. by 5 April 2007, shall be entitled to participate in the Annual General Meeting.

### **DIVIDEND PAYMENT**

At Board proposal, dividend, adopted by the Annual General Meeting, will be paid to shareholders entered in the shareholders' register maintained by the Finnish Central Securities Depository Ltd. on the record day, 23 April 2007. The dividend will be paid on 30 April 2007.

### FINANCIAL INFORMATION SCHEDULE FOR 2007

Financial Statements

tel. +358 9 681 781

tel. +358 9 4766 9643

tel. +358 10 444 2406

tel. +358 10 236 4828

tel. +358 10 252 4408

tel. +358 9 613 4600

tel. +358 9 478 4241

bulletin 2006 Wednesday, 28 February 2007

Annual report 2006 week 13, 2007

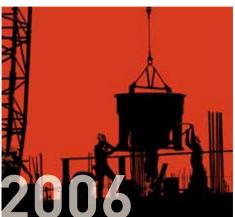
Three-month interim report Tuesday, 22 May 2007
Six-month interim report Thursday, 16 August 2007
Nine-month interim report Thursday, 15 November 2007

The reports are available on the company's web pages at www.cramo.com.

### SHARE PERFORMANCE ANALYSES

Cramo Plc share performance is monitored and analysed e.g. by the following analysts:

Tomi Tiilola eQ Bank
Mika Karppinen Evli Bank Plc
Jari Westerberg FIM Securities
Ari Järvinen Handelsbanken Capital Markets
Mika Metsälä Kaupthing Bank Oyj
Robin Johansson Mandatum Securities Ltd
Matias Rautionmaa OKO Bank Plc







### YEAR 2006 IN BRIEF

- On 3 January 2006, Cramo Plc (Rakentajain Konevuokraamo Oyj) acquired Cramo Holding B.V., based on a share swap. The Extraordinary General Meeting of 3 January 2006 decided on a rights issue based on offering shares for subscription by four of Cramo Holding B.V.'s shareholders in such a way that Cramo Plc increased its share capital by offering 14,984,507 new shares to Cramo Holding B.V.'s shareholders. The resulting number of shares totalled 30,015,501 and share capital EUR 24,312,555.81, registered in the Trade Register on 4 January 2006. The Extraordinary General Meeting also decided to combine the company's two series of shares to form one share series.
- The strategy for the new Group was completed in August. The Group has the goal of growing into one of Europe's three largest equipment rental services companies, ranking among the two largest industry players in each of its market areas, becoming the preferred supplier in the eyes of customers and being one of the most profitable companies in the industry.
- The Group was renamed Cramo Plc
- The integration of the combined businesses progressed as planned
- · Growth and profitability showed a marked improvement from the previous year's pro forma comparatives

### **KEY FIGURES AND RATIOS**

	2006	2005	Change % Pro I	orma 2005	Change %	
Sales, MEUR	402.4	77.0	422.6	334.3	20.4	
Operating profit (EBITA) before						
amortisation on intangible assets						
resulting from acquisitions, MEUR	72.8	18.0	304.4	40.8	78.4	
Operating profit (EBIT), MEUR	68.6	18.0	281.1	36.5	87.9	
Net profit, MEUR	41.9	11.9	252.1	18.7	124.1	
Earnings per share (EPS) before						
amortisation on intangible assets						
resulting from acquisitions, diluted, EUR	1.50	0.83				
Earnings per share (EPS), undiluted, EUR	1.39	0.83				
Earnings per share (EPS), diluted, EUR	1.36	0.81				
Equity/share, EUR	9.66	3.77				
Equity ratio, %	38.2	49,0				
Gearing, %	104.6	89.7				
Gross capital expenditure, MEUR	111.9	29.6	278.0	92.2	21.3	
Balance sheet total, MEUR	770.9	120.7	538.7			
Average personnel	1,828	569	221.3	1,646	11.1	



On 3 January 2006, the new Cramo Group saw the light of day as a result of the merger of Rakentajain Konevuokraamo Oyj of Finland (renamed Cramo Plc at a later date) and Cramo, Sweden's equipment rental market leader. The Group is now a leading European rental services provider in the construction sector.

In the context of this merger, Rakentajain Konevuokraamo Oyj acquired Cramo Holding B.V., the Cramo Group's Dutch parent company, through a share swap. Based on an Extraordinary General Meeting's decision taken in November, Rakentajain Konevuokraamo Oyj was renamed Cramo Plc on 24 November 2006.

Cramo Plc has been listed on the Helsinki Exchange since 1988

### EQUIPMENT RENTAL SERVICES IN ELEVEN MARKETS

Cramo Plc provides equipment rental services and rents and sells modular space. Its equipment rental services comprise construction machinery and equipment rentals and related services, with construction-site and installation services representing the most significant rental-related services.

Finland and Sweden are Cramo's main markets, generating around three-quarters of consolidated sales, but the Group's vision includes serving Norway, Denmark and Central and Eastern Europe as its future main market areas. In 2006, the Group expanded its depot network through acquisitions in Poland, the Czech Republic and Lithuania, in addition to the Cramo acquisition.

This network of 250 depots provides a wide variety of product and rental offerings according to local demand. With the number of items of equipment totalling around 140,000 and customers some 75,000, Cramo serves construction firms, manufacturing industry, the public sector and private customers

Cramo Group's business consists of the following two segments: equipment rental and modular space. Its equipment rental business segment is also reported by geographical segments as follows: Finland, Sweden, Western Europe (Norway, Denmark and the Netherlands) and Other Europe (Esto-

nia, Latvia, Lithuania, Poland, the Czech Republic and Russial.

### TARGETING TO RANK AMONG THE TOP THREE IN EUROPE

Cramo has the ambition of growing into one of Europe's three largest equipment rental services companies through both organic growth and acquisitions. Cramo aims to rank among the two largest industry players in each of its market areas, to become the preferred supplier in the eyes of customers and one of the most profitable companies in the industry.

Cramo aims to meet the following financial targets over the business cycle:

- Annual sales growth exceeding 10 per cent per year
- EBITA at over 15 per cent
- Return on investment at over 13 per cent
- Gearing at around 100 per cent

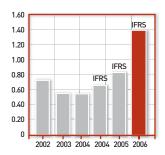
Cramo Plc's profit-distribution goal is to distribute around a third of the Group's annual profit in terms of share buybacks and/or dividends. The target is to maintain a steadily improving flow of dividends, however while taking into account the group's investment requirements for growth.

In recent years, Nordic demand for equipment rental services and modular space has grown at an annual rate of around five per cent, and this upward trend is expected to remain relatively steady. Central and Eastern Europe are showing considerably stronger growth. Cramo believes that its business growth will remain at least at market growth level.

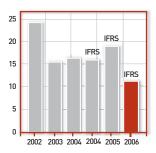
Cramo's strength lies in its long experience as a provider of rental services and the applicability of its depots' service concept, enabling the fast and efficient opening of new depots according to local needs. Purchasing and managing equipment on a centralised basis guarantees customers competitive prices, while securing high utilisation rates and cost efficiency for Cramo.

Through its new corporate name, brand and Group-wide corporate identity, Cramo conveys the message of its extended service network and shared policies and practices to its customers, stakeholders and employees.

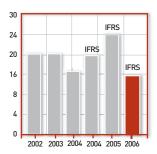
### EARNINGS PER SHARE, €



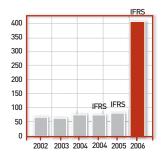
### RETURN ON INVESTMENTS, %



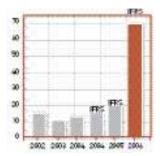
### **RETURN ON EQUITY, %**



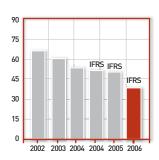
### SALES, MEUR



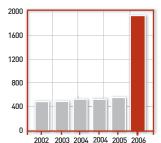
### **OPERATING PROFIT, MEUR**



### **EQUITY RATIO, %**



### **PERSONNEL**



### **CRAMO**

### **GROUP STRATEGY**

Target: to grow into one of Europe's three largest equipment rental services companies and rank among the two largest industry players in each of its market areas.



Cramo is seeking growth both organically and through acquisitions. It is primarily seeking growth in regions enjoying the strongest growth in construction and rental services and in market areas in which it does not yet rank among the two largest industry players. In the next few years, Central and Eastern Europe is expected to show the most robust growth in construction and rental penetration rates in Europe. Cramo aims to strengthen its market position in Central and Eastern Europe both through acquisitions and by opening new depots. It also seeks to rank among the two largest players in Norway and Denmark, in terms of market share.

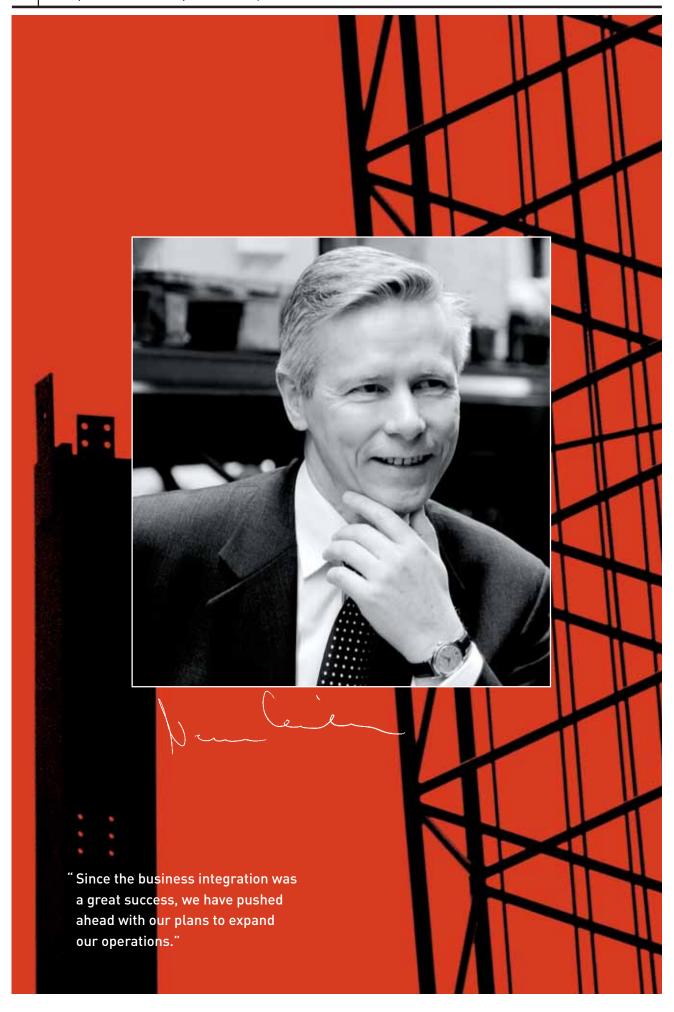
### TARGET: TO BE THE PREFERRED SUPPLIER FOR CUSTOMERS

Service has become a more important competitive advantage in the equipment rental services business. In line with its customer-focused and entrepreneurial corporate culture, Cramo develops new service concepts and rental-related services for current and future customer needs. While a standard model for contracts and services is making it easier for customers to choose the services they prefer, customised solutions and long-term contracts are also available. Cramo provides international customers with cross-border frame agreements, enabling them to receive even-quality service and the machines, equipment and space they need from the depots they prefer.

The Group systematically develops its staff's technical skills, salesmanship and customer service capabilities.

# TARGET: TO BE AMONG THE MOST PROFITABLE COMPANIES IN THE INDUSTRY

In order to grow on a profitable basis, Cramo exploits economies of scale enabled by its larger corporate size, including centralised purchasing and standardised equipment, not to mention special local needs. The Group spurs its units on to top performances by monitoring key performance indicators and rewarding those demonstrating the best progress and performance. The Group also continuously develops its employees' competences and encourages a motivating and inspiring working climate on a systematic basis.



## STRENGTH FOR EXPANSION THROUGH BUSINESS INTEGRATION

2006 was a year of business integration for Cramo. Creating a new Cramo Group required huge efforts from all of our business units, and from our companies' management and our administration. We completed our business integration with great success and ahead of schedule, which is far from commonplace. This success was due to our understanding the benefits of the related corporate transaction, and its smooth implementation.

Then again, 2006 was also a year of construction, showing growth in all of Cramo's market areas.

Within the context of our corporate transaction, we set the goal of growing into one of Europe's three largest equipment rental services companies and ranking among the two largest industry players in each of our market areas. We also aim to be the preferred supplier in the eyes of customers and one of the most profitable companies in the industry.

Thanks to the delightfully swift progress of our business integration, we have been able to push ahead with our plans to expand our operations. We seek to continue strengthening our market position in Central and Eastern Europe both through acquisitions and by opening new depots and offices. We have also begun to investigate our possibilities of entering new markets within Central and Eastern Europe.

While Central and Eastern Europe is expecting a long period of construction buoyancy, equipment rental is in its infancy in the region, where Cramo is among the first Western European rental services providers. As part of the Cramo Group's integration, we combined units and their service offerings in Estonia and Poland during the financial year. In Poland and Lithuania, we strengthened our market position through company acquisitions. We also opened doors to the Czech Republic through our Polish personnel hoist company. Despite this business expansion, our business was profitable throughout the Central and Eastern European market.

Western and Northern Europe also saw growth in construction and we are now seeking to increase the industry's and public sector's share of our customers.

With respect to the previous year's results, I would like to highlight the wonderful profit performance of our Norwegian and Danish operations. Sweden also made good progress and we can be happy with our profit performance in Finland, although our integration efforts took their toll on Finnish operations.

We can expect more corporate transactions within the European construction industry. While Northern Europe will probably experience market growth for a couple of years, Central and Eastern Europe will expect a considerably longer period of growth. I am confident that the new, more powerful Cramo Group will be able to meet the challenge of competition in all of its market areas.

We can already witness the benefits of the combination of two companies, in the form of our knowledgeable and strong company management based on an excellent team performance throughout the year. Additionally, this combination is also reflected in more diversified skills across the Group and in cross-border customer relationships. In Northern Sweden, for example, our Finnish and Swedish units have already cooperated in providing services to their shared customers.

The company's name, Cramo Plc, which it assumed in November, and its shared corporate look reflect the Group's consistent corporate identity.

I should like to take this opportunity to thank Cramo's employees for their splendid performance in integrating the two companies and for our excellent financial performance achieved in spite of the exceptional workload. I also wish to express my thanks to our customers, shareholders and all our stakeholders for a successful 2006.

I am confident that 2007 will be a year of success for Cramo Group. Since the business integration was a great success, we have pushed ahead with our plans to expand our operations.

Vesa Koivula President and CEO



### CONSTRUCTION CONTINUES GROWING

Europe has enjoyed an unusually long period of sustained growth in construction, 2006 being the 13th successive year of growth. However, many of these growth years have seen construction increase more modestly than GDP. Growth in construction is expected to continue for at least the next three years.

In 2006, European construction grew by an average of around three per cent, the growth rate in Sweden standing at approximately 10 per cent, in Finland at around 4.5 per cent, in Norway at some 6 per cent and in Denmark at roughly 2.5 per cent. Growth in GDP and construction in Cramo's Other Europe market area was markedly faster than in Northern and Western Europe. Country-specific construction growth-rate estimates in Central and Eastern Europe vary between 8 and 15 per cent. (Sources: Confederation of Finnish Construction Industries RT, Sveriges Byggindustrier, VTT and Euroconstruct)

The equipment rental services market is expanding at a faster rate than the total construction market. In Central and Eastern Europe in particular, equipment rental penetration rates are still at low levels, but there is also scope for growth in Northern Europe in this respect. Describing the overall prevalence of the use of equipment rental services, the rental penetration rate in Northern Europe varies between 25 and 40 per cent while standing at below 10 per cent in Central and Eastern Europe. The UK boasts the highest rental penetration rate in Europe, at around 80 per cent. Cramo believes that the rental penetration rate may rise to some 60 per cent in the Nordic countries.

The reason for the increasing popularity of rental services lies in companies' willingness to reduce their investments in machinery and equipment with a view to minimising tied-up capital. Moreover, machines and equipment require increasingly specialised skills and know-how. Other reasons include the replacement of labour input with machines and equipment and the improved supply and wider range of rental services.

In addition to machines and equipment, customers want supplementary services, such as heating services and construction-site services related to drying, grinding or concrete sawing and drilling. Demand for services related to equipment rentals in several market areas will increase even faster than actual equipment rental services.

### CHANGING MARKETS DUE TO LEGISLATION AND MARKET ENTRANTS

More stringent EU legislation, such as a directive governing maximum vibration levels, will increase demand for professionally serviced and high-quality machines and equipment. The entry into the Eastern European market of Western European construction firms, accustomed to using rental services, and that into Europe of North American construction firms, may add to demand for equipment rental services.

According to Cramo, general economic and industrial fluctuations will present the greatest threat to growth in the equipment rental services market. Although Western and Northern Europe has perhaps already peaked in terms of new construction, Central and Eastern Europe should continue to witness market growth for many years. In the Nordic countries and Western Europe, renovation projects have long represented a significant sector within equipment rental services.

In addition to economic cycles, any legislative amendments that may apply to either equipment fleets or the use of modular buildings may present extra challenges.

In light of these aspects, the sufficiency of skilled employees forms a major competitive strength. The competitive arena may also undergo changes as a result of the entry of non-European rivals into Cramo's market area.

Construction volumes are expected to grow in all of Cramo's operating regions over the next few years. The Group predicts that equipment rental services in all market areas will show a faster growth rate than total growth in the construction market, due for example to the rising rental penetration rate.

### RENOVATION PROJECTS ON THE RISE IN FINLAND

Cramo estimates that the Finnish equipment rental market totals around EUR 250 million, while the penetration rate, or the ratio of rented to owned equipment, stands at slightly below 30 per cent.

Cramo is one of the two leading players in the Finnish equipment rental market. In addition, there are a large number of small and highly specialised competitors in Finland. Cramo reckons that its market share is approximately one quarter.

Based on estimates reported by the Federation of Finnish Construction Industries RT, Finnish construction grew by around 4.5 per cent in 2006, housing starts showing the fastest growth rate but being expected to decline in 2007. The construction of manufacturing, commercial and office facilities was also buoyant. Industrial and commercial construction is also expected to grow in 2007. It is anticipated that residential renovation will experience relatively strong growth in the years to come, with blocks of flats the first to be subjected to renovation followed by detached houses. An ageing population will also increase the need for renovation and refurbishment.

### BUOYANCY IN CONSTRUCTION IN SWEDEN

According to Cramo's estimates, the Swedish equipment rental market totals roughly EUR 500 million, while the equipment rental penetration rate stands at around 40 per cent.

As the Swedish market leader, Cramo has one nationwide competitor, a few regional competitors and more than 200 rival rental firms on a local basis. Some competitors are rental firms with a strong position as a provider of a limited range of products. Cramo believes that it holds a market share of slightly over one third. In recent years, its Swedish operations have shown more vigorous growth than the total market.

Remaining sluggish for a long time, construction began to pick up in mid-2005 and, according to projections by the Swedish Construction Federation (Sveriges Byggindustrier), expanded by 10 per cent in 2006. This growth is expected to slow down to around four per cent in 2007.

In Sweden, the last 15 years saw an increase in renovation from 51 per cent to 66 per cent and renovation is expected to remain buoyant. Housing starts have long been at lower levels than elsewhere in Western Europe, although they took off in 2006. Institutional construction, which recovered in 2006, ground engineering and commercial construction are expected to remain on a growth trajectory.

### CHALLENGER IN WESTERN EUROPE

Cramo believes that the equipment rental market totals around EUR 405 million in Norway, roughly EUR 370 million in Denmark and approximately EUR 600 million in the Netherlands, with Norway and Denmark showing a somewhat lower rental equipment penetration rate, some 30 per cent, than Sweden.

Cramo believes that its market share in Norway stands at around nine per cent. The Norwegian market is characterised by one, undisputable market leader, a few medium-sized and several small local rental services companies. Cramo reckons that it is the third largest rental services provider in Norway, which is specifically characterised by large-scale infrastructure projects related to crude oil and gas transmission, as well as projects for the shipbuilding and maritime industries.

In Denmark and the Netherlands, Cramo still holds a relatively small market share: five per cent in Denmark and two per cent in the Netherlands. Two major national companies operate in the highly competitive Dutch market. A large number of small service providers operate in Denmark, where Cramo believes that it ranks fifth in terms of market share. Danish residential construction in particular showed marked growth in 2006 but its growth rate is expected to slow down in 2007. Civil engineering is at a significantly lower level in Denmark than in Norway and construction is concentrated in the Copenhagen region.



### LOW RENTAL PENETRATION RATES IN CENTRAL AND EASTERN EUROPE

Cramo estimates that the equipment rental market totals around EUR 115 million in the Baltic countries and some EUR 100 million in Poland. The rental equipment penetration rate in Poland and the Baltic countries stands at below 10 per cent.

In 2007, the construction volume is expected to increase by 8–13 per cent in Baltic countries.

Construction should grow annually by 8.5 per cent in Poland, albeit with a great deal of regional variation, spurred by increasing industrial construction and investment in infrastructure as well as commercial construction.

Housing construction in Russia is boosted by internal migration and more prosperous households. Increasing housing construction will also be reflected in the construction of shopping centres.

The Central and Eastern European market is currently served by only a few Western European equipment rental service providers. New construction-market entrants from e.g. Turkey and China are in the offing.

Estimates of market sizes are Cramo's estimates of equipment rental markets excluding equipment owned by construction companies.

### **GREATER NEED FOR MODULAR SPACE**

Cramo reckons that it leads the market in modular space in Finland and Sweden, holding an estimated market share of some 80 per cent in Finland and 30 per cent in Sweden.

Municipalities and industry form the largest customer group within modular space, and construction accounts for less than 10 per cent of sales.

In addition to various uses on construction sites, modular and portable buildings are increasingly used for schools, day-care centres and residential homes for senior citizens, which has raised the public sector's share of Cramo's customers. New applications, such as industrial projects, will also increase demand for modular space. In recent years, the modular space market has grown at a faster rate than the total construction market.



### **BUSINESS GROWTH IN ALL MARKET AREAS**

Cramo Group's network of 250 depots provides a wide variety of products and rental offerings according to local demand. While its products range from various construction machines, earthwork equipment, hoists and trucks to construction-site infrastructure and, as an independent business, modular space, its rental-related services include construction-site and installation services.

In recent years, demand for equipment rental services and modular space has grown at an annual rate of around five per cent in Finland and Sweden, Cramo's main markets. This upward trend is expected to remain relatively steady. However, the Central and Eastern European equipment rental services markets are expected to grow even faster. Cramo forecasts that its business growth will remain at least at market growth level

In 2006, Cramo reported consolidated sales of EUR 402.4 million (77.0), up by 20.4 per cent on pro forma sales for 2005 (EUR 334.3 million). The equipment rental business recorded sales of EUR 339.7 (52.2) million in 2006, up by 22.5 per cent on pro forma sales for 2005 (EUR 277.3 million). The modular space business posted sales of EUR 65.5 million in 2006, up by 12.3 per cent on pro forma sales for 2005 (EUR 58.3 million).

Finnish sales improved by 5.2 per cent against pro forma sales a year ago and Swedish sales were up by 20.0 per cent. Compared with pro forma sales for 2005, Western Europe's sales rose by 28.9 per cent and Other Europe's by 66.8 per cent.

EBITA recorded by the equipment rental business before amortisation on intangible assets resulting from corporate acquisitions rose by 5.1 per cent in Finland, 79.5 per cent in Sweden, 466.9 per cent in Western Europe and 97.5 per cent in Other Europe, against pro forma EBITA a year ago. Modular space posted a 14.3 per cent improvement in its EBITA.

### **NEW SERVICE CONCEPTS**

An in-depth understanding of customer needs, an innovative approach to developing new service concepts, technical and functional expertise of personnel and efficient use of equipment are of primary importance to Cramo in order to achieve the objectives set for growth.

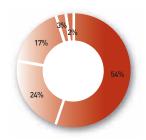
With a view to enhancing customer focus, a significant share of Group employees participated in internal customer service and salesmanship training, which will continue in 2007. In order to make more efficient use of its equipment, in late 2006 Cramo began to reshape its depot organisation. The underlying concept was that the heaviest products and equipment tying up the most capital would be relocated to outlets enabling quick movements of equipment between markets, according to changes in demand.

Cramo has also drawn up integrated, cross-border contract models guaranteeing increasingly international customers even-quality services throughout the Group's operating regions. Among the first examples of operating models enabled by such integration is a contract with Peab-Seicon, based on the Swedish model, whereby Cramo is Peab-Seicon's sole equipment supplier in Northern Finland.

In 2007, Cramo will continue to develop its service concepts further and map out new markets.

### BREAKDOWN OF SALES BY CUSTOMER SEGMENTS

CONSTRUCTION INDUSTRY 54%
OTHER INDUSTRY 24%
PUBLIC SECTOR 17%
HOUSEHOLDS 3%
OTHER 2%







# GROWING DEMAND FOR RENTAL-RELATED SERVICES IN FINLAND

In Finland, Cramo provides its customers with the full range of Group services, from the rental of individual small equipment to complete, industry-specific solutions. In 2006, Cramo's equipment rental staff averaged 448 in a total of 62 depots.

Finnish sales recorded by the equipment rental business in 2006 came to EUR 60.2 million, representing 17.7 per cent of the sales recorded by the Group's equipment rental business. EBITA, at EUR 10.4 million, represented 15.6 per cent of the Group's equipment rental business. Sales growth did not quite reach the market growth rate, due to subdued new construction projects in Cramo's main market, the Helsinki Metropolitan Area, and Group efforts required by business integration.

Finnish equipment rental services are organised into the following three categories: 1) General equipment rental services according to which customers order or collect the needed equipment from Cramo's depot; 2) Construction-site services which provide customers with services for drying, moisture control, thermal imaging, concrete sawing and drilling, floor laying and concrete placing; 3) Project rental services concentrated in the Helsinki Metropolitan Area, according to which Cramo provides the customer with a customised solution based on a long-term project, covering machines or equipment throughout.

In Finland, large construction companies represent Cramo's most significant customers, all construction firms accounting for around 70 per cent of its sales. Representing some 10 per cent of sales, private customers occupy a larger share of the Group's customers in Finland than in other market areas. Public-sector organisations account for approximately seven per cent of sales.

### RENOVATION PROJECTS ADD TO DEMAND FOR EQUIPMENT RENTAL SERVICES

Based on estimates reported by the Federation of Finnish Construction Industries RT, Finnish construction grew by around 4.5 per cent in 2006, housing starts and other new construction projects showing the most vigorous growth. Renovation projects saw an increase, whereas civil engineering projects were hit by a decline.

Growth in renovation projects has the most favourable effect on demand for equipment rental services. Equipment costs generally account for 5–20 per cent of total renovation costs whereas they represent only 1–5 per cent of housing starts within blocks of flats. However, housing starts suffer from milder seasonal fluctuations than renovation projects. Cramo's most typical customers include builders of new blocks of flats, who purchase site huts, small equipment supplementing their own, finishing work for personnel hoists and heating services in the winter.

# Cramo strengthened its market position in civil engineering projects last year.

Cramo strengthened its market position in civil engineering projects in 2006 and aims to extend its range of services and products for this sector.

Demand for rental-related services, such as heating and electrical installation, are expected to increase more rapidly than basic equipment rental services, and Cramo also aims to enhance its sales and market share as a provider of these services.

### **FAVOURABLE OUTLOOK FOR 2007**

The Confederation of Finnish Construction Industries RT forecasts that construction will grow by 2.5 per cent in 2007, sustained by commercial construction and manufacturing and warehouse construction. New construction projects are also beginning in the Helsinki Metropolitan Area. Renovation projects are expected to see steady growth, while civil engineering projects should experience an upward trend. Cramo predicts that the equipment rental services market will grow at a rate faster than that of the total construction market, and expects its Finnish business to increase at the market growth rate at a minimum.

The business integration project, implemented in 2006, coupled with total market growth and renovation project expansion, will provide a solid basis for Cramo's improved sales and profitability in 2007.





### MARKET LEADER IN SWEDEN

At the end of 2006, Cramo had 106 depots in Sweden, employing a total staff of 610. Swedish sales recorded by the equipment rental business came to EUR 174.7 million, representing 51.4 per cent of the sales recorded by the Group's equipment rental business. EBITA, EUR 35.9 million, accounted for 53.8 per cent of the Group's equipment rental business total.

For the Swedish construction industry and Cramo, 2006 was perhaps the best year since the late 1980s. Beginning in mid-2005, growth in construction doubled the market from the level recorded at the beginning of the millennium. In December, the Swedish Construction Federation (Sveriges Byggindustrier) revised its construction-sector growth forecast for 2006 upwards, from seven to ten per cent.

# The biggest customers in Sweden comprise construction firms which have outsourced part or all of their equipment to Cramo.

This handsome profit was due, in addition to sustained demand, to previous investments in machines and equipment, the depot network and service concepts. The rental fleet's utilisation rate remained at a very high level.

Since a significant share of Cramo's customers in Sweden are involved in extremely large-scale construction and contracting projects, the range of rental equipment increasingly includes heavier and more capital-intensive equipment.

In Sweden, Cramo's biggest customers comprising construction firms have outsourced part or all of their equipment to Cramo. Other major customers include manufacturing companies expanding their operations, such as LKAB, a high-tech minerals Group, which is building a new pellet factory in Kiruna. A temporary heating installation supplied to LKAB's site is the first site in whose deliveries both Cramo Finland and Cramo Sweden have jointly been involved.

In addition to equipment rental services, an increasing number of Swedish companies are willing to purchase an energy solution for construction sites from an external service provider.

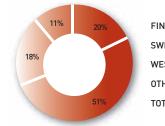
Construction firms account for slightly less than 60 per cent of customers. Industrial customers, public-sector customers and private customers represent about 30 per cent, around 10 per cent and some two per cent of sales, respectively.

### **FAVOURABLE PROSPECTS**

Growing demand is setting new requirements for logistics solutions and supply flexibility. In order to respond to changing needs for labour in Sweden, Cramo has concluded agreements with staffing companies with a view to guaranteeing sufficient personnel despite fluctuations in demand.

Cramo believes that demand for equipment rental services in Sweden will remain brisk in the next few years.

### BREAKDOWN OF EQUIPMENT RENTAL SALES BY GEOGRAPHICAL SEGMENTS, 1,000 €



 FINLAND (20%)
 60,227

 SWEDEN (51%)
 174,721

 WESTERN EUROPE (18%)
 66,319

 OTHER EUROPE (11%)
 38,446

 TOTAL (100%)
 339,713





# TARGETING AT GREATER MARKET SHARE IN WESTERN EUROPE

At the end of 2006, Cramo had 19 depots in Norway, 10 in Denmark and 10 in the Netherlands, with the number of employees totalling 102 in Norway, 74 in Denmark and 77 in the Netherlands.

Sales reported by Western European operations in 2006 came to EUR 66.3 million, accounting for 19.5 per cent of sales recorded by the Group's equipment rental business. EBITA, EUR 8.4 million, represented 12.6 per cent of the Group's equipment rental operations total.

In recent years, Cramo's business has made good progress, especially in Norway where the company has strengthened its market position and is currently involved in major infrastructure projects related, for example, to natural gas distribution.

### In Norway and Denmark, Cramo plans to extend its depot network significantly.

The firm's Danish operations also underwent expansion in 2006. The financial year saw dedicated efforts to develop the depot network and organisation, which were gradually reflected in greater operational efficiency towards the year-end.

Customers in Norway and Denmark, as in Sweden, are in many cases involved in major construction and contracting projects, and recent years have seen a shift towards heavier and more capital-intensive equipment within the range of rental equipment. Customers consist mainly of large industrial and contracting companies. Operations in Norway focus on infrastructure services for construction machinery and construction sites while construction site infrastructure represents the largest product group in Denmark. In the Netherlands, Cramo operates in Randstad area with a focus on civil engineering.

### **NEW DEPOTS**

In both Norway and Denmark, there are plans to extend the network of depots significantly and widen the range of offerings, especially in major towns. The purpose is to expand operations both by opening new depots and carrying out corporate transactions.

In January 2007, Cramo AS of Norway, a Cramo subsidiary, expanded its operations by acquiring Hamar Liftutleie AS and Kongsberg Maskinutleije AS. With a staff of five, Hamar Liftutleie should record sales of roughly EUR 2.0 million in 2006. This acquisition will strengthen Cramo's position in the Norwegian equipment rental market, especially in the Ostlandet region. With a staff of two, Kongsberg Maskinutleije sales of EUR 0.65 million in 2006.

Cramo expects conditions in the Norwegian and Danish equipment rental services markets to remain favourable and its sales to increase at a markedly faster rate than the total growth in the construction market and the rental equipment services market.

### NUMBER OF DEPOTS, BY GEOGRAPHICAL SEGMENTS





### OTHER EUROPE

Cramo Group's equipment rental business' sales in Other Europe come from Estonia, Latvia, Lithuania, Poland, the Czech Republic and the St. Petersburg region in Russia.

Other Europe's equipment rental sales totalled EUR 38.4 million, accounting for 11.3 per cent of sales recorded by the Group's equipment rental business, and EBITA EUR 12.0 million, representing 10.7 per cent of the Group's equipment rental business. Demand for equipment rental services increased in all of Cramo's Central and Eastern European operating regions.

### HOUSING AND COMMERCIAL CONSTRUCTION IN RUSSIA

In Russia, Cramo has one depot with a staff of 18, based in St. Petersburg. It aims to open another one during 2007 and is also analysing opportunities for expansion outside the city.

# Cramo also aims to enter new markets within Central and Eastern Europe.

Cramo provides construction firms in the St. Petersburg region with equipment and services needed, in particular, for setting up construction sites. In order to widen its offerings, Cramo has decided to make heavy investments in personnel hoists, with a typical construction site in Russia needing dozens of hoists at once. Additionally, Cramo plans to invest in electrical installation and site hut services for construction sites, since demand for such services is still increasing rapidly. In addition to housing construction, St. Petersburg and other fast-growing cities in particular are experiencing a boom in the construction of commercial premises, usually built by Western European companies accustomed to rental services.

### STRONG POSITION IN THE BALTICS

Cramo has operated in the Baltic countries since 2000 and is the market leader in equipment rental services in Estonia and Lithuania. During 2006, the Group integrated its Estonian operations with the result that it ran a network of 17 depots with a staff of 151. Offering covers Cramo's whole product range exluding heavy construction machinery.

With three depots in Riga employing a staff of 30 at the end of the financial year, Cramo's offerings in Latvia focus on heavy-duty equipment suitable for civil engineering projects, but it also offers lightweight equipment.

At the end of the year in Lithuania, Cramo had seven depots with a staff of 56. In January 2007, Cramo Plc's Lithuanian subsidiary, UAB Cramo, acquired the country's leading hoisting equipment rental company, UAB Aukstumines Sistemos (AS), making Cramo the Lithuanian market leader in equipment rental services. The acquiree has 31 employees on its payroll at three sites in Lithuania, and its estimated sales for 2006 were EUR 2.2 million.

### NO. 1 IN PERSONNEL HOISTS IN POLAND

At the end of 2006 in Poland, Cramo operated a total of ten depots in Warsaw and other major southern cities, with a staff averaging 102. As a result of the acquisition in March 2006 of Maropol Sp.zo.o, specialising in personnel hoists, Cramo reckons that it leads the Polish personnel hoist market. Through this acquisition, Cramo also obtained possession of the acquiree's outlet in the Czech Republic.

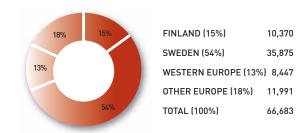
In Poland, growing industrial construction, investment in infrastructure and a rising rental penetration rate are increasing demand for equipment rental services. With the majority of its existing customers representing companies specialising in housing construction and renovation projects, Cramo also aims to branch out into products designed for the needs of industry while extending its depot network nationwide.

### SUSTAINED STRONG GROWTH

The financial year saw the integration of Cramo Group companies in Central and Eastern Europe and the standardisation of offerings, with the ultimate goal of establishing a Group company in each country. Cramo expects to expand its share of the fast-growing Central and Eastern European markets, thanks to its early market entry, long-term customer relationships, multi-cultural organisation and extensive range of effectively managed offerings.

Vigorous growth in construction coupled with rapidly rising rental penetration rates will support Cramo's growth targets. The Group also aims to enter new markets within Central and Eastern Europe.

### BREAKDOWN OF EQUIPMENT RENTAL EBITA BY GEOGRAPHICAL SEGMENTS, 1,000 €



### MODULAR SPACE

Modular space refers to highly prefabricated and preequipped building modules that can be moved as space requirements change. Its most important applications include schools, day-care centres and offices.

In 2006, the modular space business reported sales of EUR 65.5 million, accounting for 16.3 per cent of Cramo Group's consolidated sales, and showed an operating profit (EBITA) of EUR 14.9 million, representing 20.5 per cent of consolidated EBITA. The business had an average staff of 194.

This profit improvement stemmed from higher utilisation rates boosted by brisk demand, and price hikes.

Sweden and Finland represent the main market areas for modular space. Eight service offices serve customers in Sweden while Finland has one office and two manufacturing plants. Both Denmark and Norway have one office. The number of modules on offer totals around 10,700, or 330,000 square metres, around one third of which are located in Finland and two-thirds in the other Nordic countries.

Rental operations account for some 70 per cent of sales and around 30 per cent of sales come from the sale of industrial sheds, site facilities and modular space.

### PUBLIC SECTOR AND INDUSTRY AS MAJOR CUSTOMERS

Recent years have seen steady growth in the use of modular space in Finland. With long experience of the use of modular space, Sweden has four large suppliers competing for market share. In Finland, Cramo is the undisputable market leader.

The most typical applications of modular space include day-care centres and schools. For example, in its early years, a new detached housing area usually attracts a large number of families with children in need of child day-care centre services. In order to supplement their conventionally constructed day-care centre buildings, an increasing number of municipalities opt for modular buildings convertible into a school when children reach school age. For schools built using modular units, it is possible to build more classrooms or remove them according to need. Another, increasingly popular application includes sheltered housing and care homes for senior citizens. One of Cramo's most important public-sector customers in Finland is the City of Espoo, which has over 10,000 square metres of modular space in use.

Modular building offices are used on large construction sites or if a company wishes to, say, place its long-term project staff on the same premises. In Norway, for instance, Aker Stord has around 4,000 square metres of modular facilities used as a project office.

In Finland, the Olkiluoto nuclear power plant construction site has approximately 3,500 square metres of Cramo modular offices and some 13,000 square metres of site facilities, while Vattenfall's nuclear power plant project in Ringhals, Sweden, has around 5,200 square metres of modular space used for accommodation.

The public sector generates almost half of Cramo's modular space sales, as does industry while construction firms account for less than 10 per cent.

### TREND TOWARDS LONGER LEASES

The average rental period for modular space is becoming longer. According to Cramo's projections, leases of up to ten years will see growth. A typical modular space changes location 3–4 times within a 20 year period during its active use.

It is anticipated that the rental penetration rate will increase, bearing in mind that sustained migration will entail constantly changing demand for space. Faced by rapid changes in their needs, companies will also require alternative options for conventional, long-term building solutions.

### LONG ORDER BOOKS

The integration of the businesses of Cramo Instant, operating in Sweden, and Tilamarkkinat of Finland, involved a combined product range, higher manufacturing capacity and internal learning. Cramo also expects restructuring measures to improve productivity and enhance its market position in Norway and Denmark as of 2007.

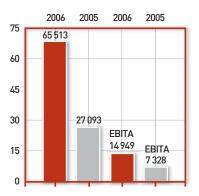
In 2006, Master Tilaelementit Oy, a manufacturer of pre-fabricated units, completed its extension project, doubling the plant's production capacity. 2006 saw the launch of the development of a new enterprise resource planning system at Master's and Parmaco Oy's plants, due for adoption in the first half of 2007.

# Sustained migration will increase demand for modular space.

Demand for modular space is vigorous in Finland, Sweden and Norway alike. The Norwegian market is expected to expand faster than average due to new space requirements dictaded by legislative reforms, among other things.

In addition to growing demand, Cramo expects previous price hikes to strengthen its profit performance, which will be reflected in lease agreements for several years. Cramo boasts a very long order book for 2007.

### SALES AND EBITA, MODULAR SPACE, 1,000 €











### BY THE BOARD OF DIRECTORS

### **OVERVIEW ON OPERATIONS**

Construction volumes grew in all of Cramo's operating regions in 2006. Euroconstruct, an international construction business research group, estimated that construction grew in Europe by approximately three per cent on average. In Finland, the Confederation of Finnish Construction Industries RT estimated construction to have grown by 4.5 per cent. The Swedish Construction Federation (Sveriges Byggindustrier) estimated that the Swedish construction market grew by 10 per cent. According to Euroconstruct's estimates, construction grew by six per cent in Norway and 2.5 per cent in Denmark. In Russia and Central and Eastern Europe, the construction investment growth rate is considerably higher than in the Nordic countries. Country-specific growth-rate estimates in Central and Eastern Europe vary between 8 and 15 per cent.

Cramo reckons that equipment rental services in all of its market areas have shown a faster growth rate than the total growth in the construction market, due for example to the rising rental penetration rate. Demand for modular space is also estimated to have increased faster than growth in construction. Cramo believes this trend to continue throughout the next few years.

### SALES AND PROFIT

Cramo's consolidated sales and profit outperformed expectations during the financial year, full-year sales improving by 422.6 per cent, to EUR 402.4 (77.0) million. This substantial improvement in sales was due to Cramo Holding B.V. Group accounts' inclusion in Cramo Plc's consolidated accounts as of 1 January 2006. Compared to the previous year's pro forma sales, the increase was 20.4 per cent.

Consolidated operating profit before amortisation on intangible assets resulting from corporate acquisitions (EBITA) in 2006 grew by 304.4 per cent, to EUR 72.8 (18.0) million. The fourth-quarter EBITA includes costs of EUR 0.3 million associated with the change of the firm's business name.

Operating profit (EBIT) for 2006 increased by 281.1 per cent, to EUR 68.6 (18.0) million. Year on year, EBIT rose by EUR 32.1 million against the pro forma EBIT (EUR 36.5 million) of year

ago and represented an operating margin of 17.0 (10.9) per cent. Healthy demand, higher prices in the main market areas and higher rental equipment utilisation rates contributed to this profitability improvement.

Profit before tax came to EUR 56.6 (16.2) million and net profit totalled EUR 41.9 (11.9) million. Undiluted earnings per share amounted to EUR 1.39 (0.83) and diluted earnings per share amounted to EUR 1.36 (0.81).

Return on investment (ROI) was 11.7 per cent and return on shareholder's equity was 15.5 per cent. The balance sheet 31.12.2005 used for calculating the ratios is based on pro forma figures.

### CAPITAL EXPENDITURE AND DEPRECIATION

Strong demand in all of the Group's main markets required heavy investments in 2006. Gross capital expenditure of EUR 111.9 (29.6) million for the financial year was mainly allocated to the purchase of rental equipment. Pro forma gross capital expenditure in 2005 totalled EUR 92.2 million. The gross capital expenditure for 2006 includes the acquisition of the Polish company MAROPOL Sp.zo.o. in the first quarter. This acquisition did not generate any group goodwill for Cramo.

Reported depreciation on property, plant and equipment, and software totalled EUR 51.1 (11.2) million. Amortisation on intangible assets resulting from acquisitions totalled EUR 4.3 million. At the end of the review period, goodwill totalled EUR 152.8 million, of which EUR 141.2 million was related to the Cramo acquisition.

### FINANCIAL POSITION AND BALANCE SHEET

The Group showed a positive cash flow from operating activities in 2006, EUR 103.9 [28.4] million. Cash flow from investing activities came to EUR -96.3 [-28.4] million. The fourth quarter showed a highly positive cash flow, as a result of which the full-year 2006 cash flow from operating activities exceeded that from investing activities. Cash flow from financing activities in 2006 was EUR 10.8 [1.3] million. At the end of the financial year, cash and cash equivalents amount-





ed to EUR 41.8 (1.9) million, with the net change coming to EUR 18.4 (1.3) million.

Cramo Group's interest-bearing liabilities on 31 December 2006 totalled EUR 347.5 (50.4) million. The Group has used interest-rate swaps of around EUR 152.8 million to hedge its non-current loans, and applies hedge accounting to this entire amount. Cramo Group's off-balance sheet operating lease liabilities amounted to EUR 30.3 (1.5) at the end of the financial year.

On 31 December 2006, Cramo Group's net interest-bearing liabilities totalled EUR 305.6 (48.6) million while its gearing stood at 104.6 (89.7) per cent.

On the same date, the balance sheet total came to EUR 770.9 (120.7) million and the equity ratio was 38.2 (49.0) per cent.

### **GROUP STRUCTURE**

At the end of the financial year, Cramo Group consisted of the following operating companies: Cramo Plc (parent company) and its subsidiary Cramo Holding B.V.'s subsidiaries in Sweden, Norway, Denmark, the Netherlands, Estonia, Latvia, Lithuania and Poland; Tilamarkkinat Oy; and Suomen Tähtivuokraus Oy and its subsidiaries in Estonia, Poland, the Czech Republic and Russia.

The reporting year saw the launch of measures to reduce the number of Group subsidiaries and simplify the Group's legal structure. On 30 September 2006, Suomen Projektivuokraus Oy, a subsidiary of VTM-Rakennuskonevuokraamo Oy, merged with the latter, and VTM-Rakennuskonevuokraamo Oy merged with the parent company. The simplification of the Group structure will continue in 2007.

A network of some 250 depots provides Cramo's equipment rental services. Tilamarkkinat in Finland and Cramo Instant in Sweden, Denmark and Norway are engaged in the modular space business.

### EXPANSION THROUGH ACQUISITIONS AND A NEW STRATEGY

In the first quarter of 2006, Cramo Plc, at the time known as Rakentajain Konevuokraamo Oyj, acquired Cramo Holding B.V., based on a share swap. The consolidated Group of companies resulting from this transaction is one of the industry's largest in Europe. The acquired Cramo Holding B.V. account-

ed for approximately EUR 257.3 million of Cramo Group's pro forma sales in 2005 (Group total EUR 334.3 million), and it had a staff of 1,077 (Group total 1,646).

The Extraordinary General Meeting (EGM) of 3 January 2006 decided to carry out a merger with Cramo Holding B.V. through a share swap, allowing each shareholder of Cramo Holding B.V. to subscribe for the company's shares, based on a private placement, and pay the subscription price by disposing of all their holdings in Cramo Holding B.V. shares to Cramo Plc. The subscription of new shares was carried out as a subscription in kind so that each Cramo Holding B.V. shareholder who subscribed for new shares in Cramo Plc received a total of 7,492.2535 new Cramo Plc shares for each Cramo Holding B.V. share. In connection with the above, the EGM decided to increase the company's share capital by a minimum of EUR 1 and by a maximum of EUR 12,137,450.67 through a rights issue based on a private placement, waiving the shareholders' pre-emptive subscription right, by offering a minimum of one and a maximum of 14,984,507 new company shares, at a state value of EUR 0.81, for subscription by the shareholders of Cramo Holding BV. All of the shares were subscribed and paid immediately after the general meeting.

The integration progressed according to plan during the year, with operations being integrated by closing down eight depots in Finland and combining operations in Estonia and Poland. Other market areas have no overlapping operations.

The company estimates that the acquisition of Cramo Holding B.V. will generate approximately EUR 5 million in synergies in 2007. The greatest benefits will be gained from the rationalisation of overlapping operations, higher order volumes in procurement, the optimisation of modular space production, improved customer relationship management and transfer of equipment across market borders, as well as the introduction of best practices.

The strategy for the new Group was completed in August. In accordance with the new strategy, the Group confirmed its ambition of growing into one of the three largest rental service companies in Europe, through both organic growth and acquisitions. The Group aims to rank among the two largest industry players in each of its market areas, develop into the preferred supplier from the customer's perspective and be one of the most profitable companies in the industry.

Based on a decision by the Extraordinary General Meeting in November, the Group was renamed Cramo Plc. The Group es-

timates that this change of business name will generate costs of EUR 8 million, of which EUR 0.3 million were recorded in 2006. EUR 4.3 million in expenses and EUR 0.2 million in depreciation are expected in 2007. Approximately EUR 3.4 million of the total expenses will be amortised over 10 years.

The Group's new ERP system project will continue in 2007. The total cost of the project is estimated to be approximately EUR 6 million.

Following its successful integration, the Group began to identify new growth opportunities in the second half of 2006.

On 21 December, Cramo's Lithuanian subsidiary, UAB Cramo, acquired UAB Aukstumines Sistemos (AS), the leading hoisting equipment rental company in Lithuania. AS specialises in the supply of demanding hoisting equipment and mast climbing platforms for construction and installation businesses and industry. AS employs 31 people at three sites in Lithuania, and its sales for 2006 are EUR 2.2 million. This acquisition also made Cramo a market leader in Lithuania. AS personnel will continue with Cramo, and the company will be consolidated within Cramo Group as of 1 January 2007.

The Group aims to continue growth in accordance with its strategy, both organically and through acquisitions. In particular, it is seeking growth in Central and Eastern Europe, where it is also evaluating the possibility of entering new market areas.

### **GROUP MANAGEMENT**

Vesa Koivula continued as the President and CEO after the Cramo acquisition. Göran Carlson, Cramo AB's CEO, was appointed his deputy in accordance with the combination agreement, and Martti Ala-Härkönen as CFO.

Within Machine and Equipment Rental Services, Tatu Hauhio acts as Senior Vice President Finland; Magnus Rosén as Senior Vice President, Scandinavia; and Jarmo Laasanen as Senior Vice President, Other Europe. Ossi Alastalo, Tilamarkkinat Oy's Managing Director, was appointed Senior Vice President, Modular Space, on 1 October 2006. Camilla Hensäter was appointed Senior Vice President for Modular Space in Sweden, Norway and Denmark. Until October, Modular Space was the responsibility of CEO Vesa Koivula in Finland and deputy CEO Göran Carlson in Sweden.

Eva Harström took up her duties as Chief Information Officer on 14 August 2006.

The Group's Executive Committee comprises CEO Vesa Koivula, deputy CEO Göran Carlson and CFO Martti Ala-Härkönen. The Enlarged Executive Committee also includes the Senior Vice Presidents Tatu Hauhio, Magnus Rosén, Jarmo Laasanen and Ossi Alastalo, Vice President of Corporate Communications Anders Collman, Vice President of Asset Management Mats Stenholm and CIO Eva Harström (Hans König until 16 June 2006).

### **HUMAN RESOURCES**

During 2006, Group staff averaged 1,828 (569), up 11.1 per cent compared with the average pro forma staff (1,646) a year earlier. This growth was due to business expansion, especially in Sweden and Central and Eastern Europe. The equipment rental business had 1,634 employees and the modular space business 194 employees on average in 2006.

The geographical distribution of personnel is as follows: Finland 33.2%, Sweden 33.4%, Western Europe 13.8% and Other Europe 19.6%.

The first quarter saw statutory Information and Consultation of Employees related to the integration of Cramo's Finnish operations with those of Cramo Plc and Suomen Projektivuokraus Oy. The closure of eight depots led to 16 redundancies that took effect in the second quarter.

Human resource development has focused on the development of sales and customer service skills. The most significant project includes a three-year sales and management training programme launched in Sweden in August 2005, in which almost all of Swedish sales and executive personnel are participating. A programme for sales and customer service competencies was launched in Finland in December 2006. Similar training has also been arranged in the other Nordic countries. Systematic development of sales, leadership and customer service competencies will begin in Central and Eastern Europe in 2007.

#### Personnel by segments

	The amount of personnel		Percentag of all employee	
	2006	2005	2006	2005
Equipment rental				
Finland	449	408	24.6	75.6
Sweden	574		31.4	
Western Europe	253		13.8	
Other Europe	358		19.6	
Equipment rental, total	1,634		89.4	
Modular Space	194	132	10.6	24.4
	1,828	540	100.0	100.0

### Breakdown of age under the period

	The ar	The amount of personnel		centage
	of pers			nployees
	2006	2005	2006	2005
-23	82	27	4.5	5.0
24-35	477	127	26.1	23.5
36-45	618	206	33.8	38.1
46-60	534	162	29.2	30.0
60-	<u>117</u>	18	6.4	3.3
	1,828	540	100.0	100.0

### Salaries and wages (1,000 euros) of sick days and injure days

	The amount		Percentage of all employees		
Sick days salaries/wages Salaries/wages for sick days due to work-related	2006 3,200	2005 408	2006 3.8	2005 1.9	
accidents Salaries/wages for sick days of a child of an	118	50	0.1	0.2	
employee	194	10	0.2	0.0	
	3,512	468	4.2	2.0	
Number of employees in Parent Company	449	312			

### **OPERATIONAL RISKS**

The business operations of the Group will to a degree be dependent on the economic development, as well as on the average activity of contruction and property markets. Negative development on the aforementioned markets could have a negative effect on the Group operations, result and financial position. The operations have been divided into separate product and customer segments in order to minimize risks

related to general demand and price development as well as to decrease the dependency on one specific geographical market.

Seasonal fluctuations have historically been characteristic of the construction industry. Regardless of the fact that Cramo has managed to decrease its dependency on the construction industry in general, the Group's net sales have substantial seasonal fluctuation in a way that is typical of machinery and equipment rental business. Because the business operations of the Group are dependent on the general economic development, cyclic fluctuation has an impact on the Group's result and financial position. The Group strives to even out the possible negative effect of cyclic fluctuation by making sure that the operations are cost-efficient and that the machinery, equipment and service offering is competitive.

The expansion and business development of the Group is partly based on acquisitions. The risks of acquisitions may refer, among others, to knowledge of local markets, customers, key personnel and suppliers. The aim is to take the risks into account through a proper preparation process as well as structured follow-up of the takeover. The expansion to new geographical markets is subject to cultural, political, economic, regulatory and legal risks.

### **FINANCE RISKS**

The objective of the Group's financial risk management is to assure the sufficient finance of the business operations and to minimize the unfavourable effects on the Group's profit caused by changes in financial markets. The main financial risks are cash flow interest rate risk, currency risk, credit risk and liquidity risk. To manage the interest rate risk Group's borrowings and investments are spread to fixed and floating rate instruments. Derivative instruments such as interest rate swaps can also be used to manage the interest rate risk. Foreign exchange risk arises primarily from net investments in foreign operations and recognised assets and liabilities. To hedge foreign exchange risk the Group uses forward contracts. The Group estimates not to expose to significant foreign exchange risk arising from transaction exposure and either it is not exposed to any significant price risks.

The Group's finance functions are carried out by a central treasury department (Group Treasury) and the financing of Group's operating units is mainly done using internal loans. Group Treasury identifies, evaluates and hedges financial risks in close co-operation with the Group's operating units.

### ENVIRONMENT

The Group strives to minimize environmental defects by rotating well-maintained machinery, equipment and renovated buildings as well as by delivering all equipment to the customers tested and without unnecessary packages. Regional profit units assume responsibility for the appropriate storing and treatment of chemicals and hazardous waste. All material originating from the equipment subject to disposal are recycled.

Also in the purchasing decisions of the Group environmental responsibility is emphasized. Machinery and equipment are purchased on the basis of their lowest possible burden on the environment, and they meet the latest standards. Well-overhauled equipment lengthens the life cycle of the machinery

By aiming to high utilization ratio of the machinery fleet the Group can reduce the environmental impact of its operations.

### SHARES, SHARE CAPITAL AND STOCK OPTION SCHEMES

On 31 December 2006, Cramo Plc had a share capital of EUR 24,507,658.08 and total shares of 30,256,368.

As part of the merger between Cramo Plc (Rakentajain Konevuokraamo Oyj) Cramo Holding B.V., the Extraordinary General Meeting (EGM) of 3 January 2006 decided to lower the stated value of the company's share with the effect that the share capital was reduced to EUR 11,615,243.67. This share capital reduction was entered under unrestricted shareholders' equity. The EGM of 3 January 2006 decided to combine the Company's two share series to form a single series of shares, and a private placement related to this combination of share series increased the share capital by EUR 559,861.47 and the number of shares by 691,187. The EGM decided to reduce the share capital by decreasing the stated value of all company shares without payment by EUR 0.88, from EUR 1.69 to EUR 0.81. As regards the company's Series A shares, the reduction of share capital amounted to EUR 1,520,640, and for Series B shares EUR 11,098,390.16. As a result of the reduction in share capital, Cramo's share capital of EUR 24,234,273.83, as registered on 3 January 2006, was reduced to EUR 11,615,243.67. This had no impact on the number of shares issued by the company. The EGM also decided that, simultaneous to the reduction in share capital, the share capital be increased by a total of EUR 12,697,312.14 by issuing new shares, whose amount would exceed the amount of reduced share capital. The restricted equity did not decrease as a result of this planned reduction and increase of share cap-

The EGM of 3 January 2006 decided on a rights issue, offering shares for subscription by four of Cramo Holding B.V.'s shareholders in such a way that Cramo Plc increased its share capital by EUR 12,137,450.67 by offering 14,984,507 new shares to Cramo Holding B.V.'s shareholders against 2,000 Cramo Holding B.V. shares given as subscription in kind. The resulting change in share capital was registered in the Trade Register on 4 January 2006, the number of shares totalling 30,015,501 and share capital EUR 24,312,555.81.

The EGM of 3 January 2006 decided to combine the company's Series A and B shares in such a way that the differences between Series A and B shares were removed from the Articles of Association and both share series were combined to form a single series of shares. The Series A shares were converted into Series B shares (one Series B share in exchange for one Series A share). Furthermore, the Series A shareholders were offered, waiving the shareholders' pre-emptive subscription rights, the right to subscribe for one new share with an stated value of EUR 0.81 in exchange for 2.5 Series A shares in compensation for the decrease in higher voting rights.

The EGM decided to increase share capital by a maximum of EUR 559,872 by offering a maximum of 691,200 new company shares, at a stated value of EUR 0.81, for subscription by the holders of Series A shares. All of the shares were subscribed immediately after the general meeting, upon which the subscriptions were paid.

As a result of the combination of the share series and the related private placement, Cramo Plc shares and the rights they confer changed in such a way that the company has now only one share series, and all shares are listed on the Helsinki Stock Exchange. All company shares entitle their holders to exercise the same rights.

From January to March, Cramo Plc's share capital increased by EUR 29,484.00 as a result of share subscriptions based on the 2002 stock options, registered in the Trade Register on 9 March 2006. Between 9 March and 30 September 2006, a total of 58,400 shares were subscribed based on the 2002 stock options. At its meeting on 24 October 2006, the Board considered these share subscriptions and the resulting increase of share capital, registered in the Trade Register on 3 November 2006. The new shares have been traded since 6 November 2006.

From October to December, a total of 187,292 Cramo Plc shares were subscribed based on the 2002 stock options. The Board confirmed the share subscriptions and the resulting increase of share capital on 27 February 2007.

The Board will next discuss share subscriptions based on the stock option schemes at its meetings on 28 March 2007 and 18 April 2007.

### VALID STOCK OPTION SCHEMES

The EGM of 20 November 2006 decided on a stock option scheme comprising a maximum total of 3,000,000 stock options entitling their holders to subscribe for a maximum of 3,000,000 new company shares. The share subscription price is based on the market price of Cramo Plc shares quoted on the Helsinki Stock Exchange in October 2006, October 2007 and October 2008. The share subscription period is: for stock options 2006A, 1 October 2009-31 January 2011; for stock options 2006B, 1 October 2010-31 January 2012; and for stock options 2006C, 1 October 2011-31 January 2013.

The Annual General Meeting (AGM) of 4 April 2002 decided on the stock option scheme 2002 in which a total of 670,000 stock options were issued to key personnel, entitling them to subscribe for 670,000 Cramo Plc shares. As a result of this stock option scheme, the share capital may increase by EUR 1,132,300.00. The share subscription price is the trading-weighted average price of the company's Series B share quoted on the Helsinki Stock Exchange between 5 April and 4 June 2002, plus 10 per cent - EUR 5.27 - which will be deducted by the amount of dividends distributed before the share subscription on the record date. The minimum subscription price is the share's stated value.

As a consequence of dividend payments, the subscription price decreased by EUR 0.50 on 7 April 2003, EUR 0.50 on 7 April 2004, EUR 0.30 on 13 December 2004, EUR 0.25 on 11 April 2005 and EUR 0.25 on 11 April 2006, resulting in a subscription price of EUR 3.47 per share.

A total of 335,000 B stock options, based on Cramo Plc's 2002 stock option scheme, have been listed for trading together with the listed 2002 A stock options since 2 May 2006. The subscription period for both stock options will end on 31 March 2007.

### **GENERAL MEETINGS OF SHAREHOLDERS**

Extraordinary General Meeting on 3 January 2006

The Extraordinary General Meeting of 3 January 2006 made the following decisions related to the combination agreement between Cramo Plc (Rakentajain Konevuokraamo Oyj) and Cramo Holding B.V., in accordance with the Board of Directors' proposal:

The EGM approved the reduction of share capital by decreasing the stated value of the share. The EGM approved the com-

bination of the series A and B shares, the amendment to the Articles of Association related thereto and the share issue placed with the holder of Series A shares. In connection with the combination of the share series, the EGM decided to amend the title III and the underlying article 4 of the Articles of Association as follows: "The Company has a minimum of 2,000,000 and a maximum of 44,000,000 shares. The shares have no nominal value." The EGM approved the share issue placed with the shareholders of Cramo Holding BV.

The EGM elected the following Board members: Gunnar Glifberg, Stig Gustavson, Phil van Haarlem, Eino Halonen, Pekka Heusala, Hannu Krogerus and Juhani Nurminen.

### Annual General Meeting on 6 April 2006

Cramo Plc's Annual General Meeting on 6 April 2006 considered the matters assigned to the Annual General Meeting as stipulated in the Articles of Association, and approved the financial statements of the company and the Group for 2005.

Based on the Board's proposal, the AGM decided that a dividend of 0.25 EUR per share be distributed. The AGM discharged the members of the Board and the CEO from liability for the financial year 2005.

The AGM re-elected all members of the Board of Directors elected on 3 January 2006.

The AGM elected the following auditors: APA Tomi Englund and Ernst & Young Oy (Authorised Public Accountants), APA Erkka Talvinko with the main audit responsibility, and APA Roger Rejström as deputy auditor.

### Extraordinary General Meeting on 20 November 2006

In accordance with the Board's proposals, Cramo Plc's Extraordinary General Meeting of 20 November 2006 decided to rename the company Cramo Plc and update the Articles of Association as a whole. The new Articles of Association were presented in the stock exchange release of 20 November 2006.

In accordance with the Board's proposal, the EGM of 20 November 2006 made the decision to issue stock options to Cramo Plc's key personnel and Kiinteistö Oy RK-Kehä, a wholly owned subsidiary. The maximum number of stock options is 3,000,000, entitling their holders to subscribe for a maximum of 3,000,000 new company shares. The terms and conditions of the stock option scheme were disclosed in the stock exchange release of 25 October 2006.

### VALID BOARD AUTHORISATIONS

The Board has no valid authorisations to issue convertible bonds, increase share capital or buy back treasury shares. The Board has a valid authorisation to grant 2006 stock options comprising a maximum amount of 3,000,000 as decided in EGM of 20 November 2006.

### CORPORATE GOVERNANCE AND AUDITORS

Cramo Plc's Board of Directors from 3 January 2006 onwards comprises Gunnar Glifberg, Stig Gustavson, Phil van Haarlem, Eino Halonen, Pekka Heusala, Hannu Krogerus and Juhani Nurminen. The Audit Committee is made up of Pekka Heusala (Chair), Eino Halonen and Phil van Haarlem. The Nomination and Compensation Committee comprises Stig Gustavson (Chair), Pekka Heusala and Hannu Krogerus.

All members of the Board, except Gunnar Glifberg, are nonexecutive Board members independent of the company. Glifberg, Gustavson, Heusala, Nurminen, Krogerus, and since 29 November 2006, Phil van Haarlem are independent of major shareholders.

On 31 December 2006, the members of the Board of Directors, CEO and his deputy, either personally or through controlled corporations, held a total of 105,290 Cramo Plc shares representing 0.35 per cent of all shares and votes, as well as a total of 12,450 stock options. Furthermore, neither the Board members, CEO nor his deputy have subscribed shares using stock options between 1 January and 27 February 2007.

Members of the Board of Directors until 2 January 2006 included Paavo Ruusuvuori (Chair), Matti Koskenkorva, Asko Järvinen, Jari Lainio, Juhani Nurminen, Eino Halonen and Pekka Pystynen.

The company's auditors were Tomi Englund, Authorised Public Accountant, and Ernst & Young Oy, Authorised Public Accountants, with Erkka Talvinko, Authorised Public Accountant, having the main audit responsibility, and Roger Rejström, Authorised Public Accountant, as the deputy auditor.

Cramo Plc observes the Corporate Governance Recommendation for Listed Companies issued by the Helsinki Stock Exchange, the Central Chamber of Commerce of Finland and the Confederation of Finnish Industry and Employers. Cramo Plc's insider guidelines are based on the Securities Market Act, rules and regulations issued by the Financial Supervision Authority, as well as the insider guidelines of the Helsinki Stock Exchange effective since 1 January 2006. Finnish Central Securities Depository Ltd maintains an insider register of Cramo Plc's permanent insiders, whose holdings are also available on Cramo Plc's website.

### BOARD OF DIRECTORS' PROPOSAL FOR PROFIT DISTRIBUTION

The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.50 per share be paid for the financial year 1 January-31 December 2006. The Board of Directors has assessed the company's future business operations and considers that the proposed dividend distribution does not constitute a risk to the company's solvency.

At its meeting on 27 February 2007, the Board of Directors specified the company's new profit distribution policy as follows: "Cramo Plc's profit distribution goal is to distribute around a third of the Group's annual profit in terms of share buybacks and/or dividends. The target is to maintain a steadily improving flow of dividends, however while taking into account the group's investment requirements for growth."

### EVENTS AFTER THE FINANCIAL YEAR

On 2 January 2007, Cramo's Norwegian subsidiary, Cramo AS, acquired Hamar Liftutleie AS. With a staff of five, Hamar Liftutleie should record sales of roughly EUR 2.0 million in 2006. This acquisition will strengthen Cramo's position in the Norwegian equipment rental market, especially in the Ostlandet region. Furthermore, Cramo AS acquired Kongsberg Maskinutleije AS on 4 January 2007. With a staff of two, Kongsberg Maskinutleije sales was EUR 0.65 million in 2006.

The personnel of all of these acquirees will continue with Cramo Group and the acquired companies have been included in Cramo Group's accounts since 1 January 2007.

The company announced on 26 January 2007 that it had issued a total of 786,000 2006A stock options to its key personnel. The total expenses of these stock options are estimated at EUR 4.5 million, EUR 1.6 million of which will be recognised in 2007.

A total of 288,145 shares have been subscribed for under the Cramo Plc 2002 stock option scheme since the end of the financial year 2006 and share capital will be increased by EUR 233,397.45. The Board of Directors confirmed the subscriptions on 27 February 2007.

As part of the simplification of the corporate structure, the parent company Cramo Plc's equipment rental operations in Finland will be transferred to Cramo Finland Oy, a wholly owned subsidiary of the parent company, as of 1 April 2007.

### **FUTURE PROSPECTS**

Economic development is expected to remain favourable with respect to Cramo's business environment. Growth in construction coupled with major infrastructure projects in industry and in the public sector will fuel growth in the equipment rental business. The growth in Nordic construction is forecasted to stabilise on a slightly lower level after 2006. Central and Eastern Europe are expected to see sustained strong growth in construction. Equipment rental services should expand faster than growth in construction, due for example to increasing penetration rates for these services. Demand for modular space is also expected to continue growing in the near term.

The company's profit performance in 2006 showed that the successful integration of the Cramo Group's operations has provided solid foundations for the Group's favourable development in the future. Cramo will continue to seek new growth opportunities. In 2007, Cramo expects its sales growth to exceed 10 % and its profitability (EBITA-%) to increase against year 2006.

### **KEY FIGURES AND RATIOS**

KEY FIGURES ON FINANCIAL PER	RFORMANCE	IFRS 2006	IFRS 2005	IFRS 2004	FAS 2004	FAS 2003	FAS 2002
Revenue	MEUR	402.4	77.0	71.4	73.0	58.7	61.0
Change -%	%	+422.6	+7.8		+24.2	-3.8	-10.2
Operating profit	MEUR	68.6	18.0	14.4	12.1	10.1	14.7
% of revenue	%	17.0	23.3	20.1	16.6	17.2	24.0
Profit before taxes	MEUR	56.6	16.2	13.0	11.5	9.8	14.2
% of revenue	%	14.1	21.1	18.2	15.8	16.7	23.3
Profit for the period	MEUR	41.9	11.9	9.2	8.0	8.0	9.7
% of revenue	%	10.4	15.5	12.9	10.9	13.7	15.9
Return on equity	%	15.5	24.0	19.9	16.4	21.1	21.1
Return on investment	%	11.7	18.6	16.6	16.9	15.6	24.4
Equity ratio	%	38.2	49.0	48.9	56.3	61.3	68.4
Gross capital expenditure	MEUR	111.9	29.6	15.0	12.0	16.6	8.1
% of revenue	%	27.8	38.5	21.0	16.4	28.2	13.2
Equity	MEUR	292.2	54.1	45.4	47.1	52.8	50.1
Net interest-bearing liabilities	MEUR	305.6	48.6	44.2	26.2	20.5	13.0
Gearing	%	104.6					
Average number of personnel	No.	1 828	569	538	538	447	447

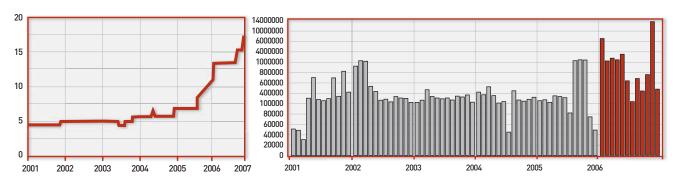
### PER-SHARE RATIOS

Earnings per share	EUR	1.39	0.83	0.64	0.56	0.57	0.72
Earnings per share diluted *)	EUR		0.81	0.63	0.55	0.56	0.69
Shareholder's equity per share	EUR		3.77	3.17	3.29	3.60	3.53
Dividend per earnings	% %	36.0	30.8	39.5	44.6	140.4	69.4
Dividend per share	EUR		0.25	37.3	0.25	0.80	0.50
Market capitalisation of A/B Series	LUK	0.50	0.23		0.23	0.00	0.50
•	MEUR	571.8	170.4		93.4	82.5	74.2
share capital							
Trading volume of A Series shares	No. %		6,830,907.0		3,495,110.0	3,048,642.0	5,847,263.0
% of total number	%	123	54.2		27.8	23.8	47.4
Issue-adjusted average number			4 500 000 0		4 500 000 0	4 500 000 0	4 500 000 0
of A series shares	No.		1,728,000.0		1,728,000.0	1,728,000.0	1,728,000.0
Issue-adjusted average number		00.404.400	40 /44 000 0		40 50 / 505 0	10 000 510 0	40.000 /40.0
of B series shares	No.	30,121,137	12,611,807.0		12,586,507.0	12,832,518.0	12,332,418.0
Issue-adjusted average number of							
A series shares at financial year end	No.		1,728,000.0		1,728,000.0	1,728,000.0	1,728,000.0
Issue-adjusted average number of							
B series shares at financial year end	No.	30,332,793	14,699,675.0		12,586,507.0	12,832,518.0	12,332,418.0
P/E ratio		13.9	15.2	10.3	11.7	10.1	7.4
Effective dividend yield	%	2.6	2.0		3.8	13.9	9.4
Market capitalisation of share capital	MEUR	571.8	155.9		82.4	73.8	65.5
Average price	EUR	13.44	8.42		6.36	5.02	5.02
Closing price at year end	EUR	18.90	12.36		6.55	5.75	5.31
Lowest quotation	EUR	11.10	6.15		5.70	4.35	4.42
Highest quotation	EUR	19.00	12.46		7.45	5.90	5.70
*) Adjusted by the dilution effect of							

shares entitled by warrants
\*\*) Board proposal

### SHARE PRICE, €

### INTERCHANGE OF B SERIES SHARE PER MONTH, SHARES



### DISCLAIMER

This review includes certain forward-looking statements based on management's expectations at the time they are made. Therefore, they involve risks and uncertainties and are subject to change due to changes in general economic and industry conditions.

### CONSOLIDATED BALANCE SHEET, 1,000 €

ASSETS	Note	31.12.2006	31.12.2005
NON-CURRENT ASSETS			
Tangible assets	6	367,950	91,846
Intangible assets	7	95,452	831
Goodwill	7	152,802	11,615
Financial assets available for sale Deferred tax assets	6 14	320 2,423	306 576
Receivables	9	446	173
Total non-current assets		619,393	105,347
CURRENT ASSETS			
Inventories	8	15,788	3,383
Trade receivables and other receivables	9	91,469	10,151
Current income tax receivables	0.4	2,310	
Derivative financial instruments Cash and cash equivalent	31 10	113 41,823	1,850
	10	41,023	1,000
Total current assets		151,503	15,384
TOTAL ASSETS		770,896	120,731
EQUITY AND LIABILITIES	Note	31.12.2006	31.12.2005
EQYITY			
Share capital	12	24,508	24,234
Share issue	12	143	32
Share premium	12	185,836	1,607
Fair value reserve Hedging fund	12 12	117 3,301	117
Translation differences	12	2,818	114
Retained earnings	12	75,521	28,027
Total equity		292,244	54,131
NON-CURRENT LIABILITIES			
Reserves	11	348	2.242
Deferred tax liabilities	14	51,829	3,862
Interest-bearing liabilities	13	306,968	37,668
Total non-current liabilities		359,145	41,530
CURRENT LIABILITIES			
Interest hearing liabilities	10	/0 /00	12.720
Interest-bearing liabilities Trade and other payables	13 15	40,499 76,274	12,739 4,226
Short-term deferred tax liabilities	13	2,734	8,105
Total current liabilities		119,507	25,070
Total liabilities		478,652	66,600
TOTAL FOUNTY AND LIABILITIES			
TOTAL EQUITY AND LIABILITIES		770,896	120,731

### CONSOLIDATED INCOME STATEMENT, 1,000 €

	Note	1.131.12.2006	1.1.–31.12.2005
REVENUE	17	402,425	76,982
Other operating income	18	3 507	909
Changes in inventories	19	-184	-499
Production for own use		7,754	6,230
Materials and services	19	-74,256	-16,995
Employee benefit expenses	20	-83,773	-21,136
Depreciation	21	-51,060	-11,228
Amortisation on intangible assets resulting from acquisitions	21	-4,265	
Other operating expenses	22	-131,579	-16,305
OPERATING PROFIT		68,569	17,958
Finance cost (net)	23	-11,984	-1,709
PROFIT BEFORE TAX		56,585	16,249
Income tax expense	24	-14,641	-4,322
PROFIT OF THE YEAR		41,944	11,927
Calculated from shareholder's profit:			
Earnings per share, €	25	1.39	0.83
Diluted earnings per share, €	25	1.36	0.81

### CHANGES IN GROUP'S EQUITY, 1,000 €

	Share capital	Share issue	Share premium	Fair value reserve	Hedging fund	Translation difference	Retained earnings	Tota
Share capital 1 January 2005	24,191	1	1,555	117		-59	19,680	45,485
Translation difference Profit for the period Dividend distribution Registered share issue	43	-1	52			173	11,927 -3,580	173 11,927 -3,580
Unregistered share issue Total	43	32 31	52			173	8,347	32 8,646
Equity at 31 December 2005	24,234	32	1,607	117		114	28,027	54,131
Share capital 1 January 2006	24,234	32	1,607	117		114	28,027	54,131
Translation difference Hedging fund					3,301	2,704	2	2,70 <i>6</i> 3,301
Total income and expence for th year recognised directly in equit Profit for the period					3,301	2,704	2 41,944	6,007 41,944
Total income and expence for the Dividend distribution Exercise of options, registered Exercise of options, unregistered	196	-32 143	650		3,301	2,704	41,946 -7,513	47,951 -7,513 814 143
Share-based payment Combining of share classes Shares of Cramo Holding B.V. Share issue costs of	560 12,137		184,159				442	442 560 196,296
Cramo Holding B.V. Decrease of par value	-12,619		-580				12,619	-580
Total	274	111	184,229		3,301	2,704	47,494	238,113
Equity at 31 December 2006	24,508	143	185,836	117	3,301	2,818	75,521	292,244

### CONSOLIDATED CASH FLOW STATEMENT, 1,000 €

Cash flows from operating activities Operating profit Adjustments for: Depreciation Change in working capital 1) Financial income Financial expenses	1.12.2006	1.1.–31.12.2005	
Operating profit Adjustments for: Depreciation Change in working capital 1) Financial income			
Depreciation Change in working capital 1) Financial income	68,569	17,958	
Change in working capital 1) Financial income			
Financial income	55,326	11,228	
	-2,135	3,895	
Financial expenses	-13,128	-1,042	
	1,523	128	
Taxes	-4,745	-3,784	
Other non cash corrections	-1,530		
Net cash flow from operating activities	103,880	28,383	
Cash flow from investing activities:			
Investments in tangible and intangible assets	-109,015	-29,601	
Sale of tangible and intangible assets	13,416	2,825	
Acquisition of a subsidiary, net of cash acquired	-655	-1,638	
Cash flow from investing activities	-96,254	-28,414	
Cash flow from financing activities:			
Proceeds from issue of share capital	787	126	
Increase (+)/decrease (-) in liabilities	-17,066	5,525	
Increase (+)/decrease (-) in lease liabilities	34,610	-938	
Dividends paid	-7,513	-3,580	
Translation difference		172	
Net cash used in financing activities	10,818	1,305	
Net (decrease)/increase in cash and bank overdrafts	18,444	1,274	
Cash and bank overdrafts at beginning of the year	1,850	576	
Translation difference	302		
Cash and bank overdrafts from acquisitions	21,227		
Cash and bank overdrafts at end of the year 31.12.	41,823	1,850	
1) Change in working capital			
Increase (-)/decrease (+) in inventories	-3,966	526	
Increase (-)/decrease (+) in inventories	-14,697	-911	
Increase (+)/decrease (+) in short-term non-interest bearing liabilities	16,528	4,280	
Total	-2,135	3,895	

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### 1 GENERAL INFORMATION

Cramo Plc (until 24 November 2006 Rakentajain Konevuokraamo Oyj) is a service company specialising in construction machinery and equipment rental and rental-related services, as well as rental and sale of modular space. Cramo operates in eleven countries in the Nordic countries and Central and Eastern Europe with 248 outlets and with employees more than 1.800.

Cramo Oyj, the parent company of the Group, has its legal domicile in Vantaa in the address Kalliosolantie 2, 01740 Vantaa, Finland.

Cramo Oyj has its listing on the mid-cap list of Helsinki Stock Exchange.

These consolidated financial statements have been approved for issue by the Board of Directors on 27 February 2007.

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted in the preparation of the consolidated financial information are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 Basis of preparation

The consolidated financial statements of Cramo have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

This IFRS consolidated financial statements have been prepared under the historical cost convention, except available-for-sale investments and interest rate derivatives, which have been recognised at fair value.

The preparation of the consolidated financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. While these estimates are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates. Areas where assumptions and estimates are significant to the consolidated financial statements are discussed in Note 4.

These IFRS consolidated financial statements have been prepared on a going concern basis which assumes the Company will continue to realise its assets and discharge its liabilities in the normal course of business.

### 2.2 Consolidation

Subsidiaries, which are those entities in which the Company has an interest of more than one half of the voting rights or otherwise has power to exercise control to govern the financial and operating policies of an entity or business so as to obtain benefits from its activities. Subsidiaries are consolidated from the date on which control is transferred to the Company and are no longer consolidated from the date that control ceases. Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated; unrealised losses are also eliminated unless cost cannot be recovered. Accounting policies for subsidiaries

have been changed to ensure consistency with the policies adopted by the Company.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Company. The cost of an acquisition is measured, as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the costs of acquisition over the fair value of the Company's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the group's share of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement.

### 2.3 Segment reporting

Business segments provide products or services that are subject to risks and returns that are different from those of other business segments. Geographical segments provide products or services within a particular economic environment that is subject to risks and returns that are different from those of components operating in other economic environments.

The company's primary segment reporting is based on the following lines of business:

- equipment rental
- modular space

The reporting of equipment rental segment is based on geographical areas, which are divided into four main areas, Finland, Sweden, Western Europe including Norway, Denmark and the Netherlands and Other Europe including Poland, Lithuania, Latvia, Estonia, Czech Republic and the greater St. Petersburg in Russia.

### 2.4 Foreign currency translation

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The consolidated financial information is presented in Euro, which is the functional and presentation currency of the parent company.

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the date of the transactions. Gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement under sales, materials and services or under financial income and expenses based on the nature of transaction.

Income statements and cash flows of foreign entities are translated into the Company's reporting currency at the weighted average exchange rates for the year and balance sheets are translated at the exchange rates on the balance sheet date. Exchange differences arising from the translation of the net investment in foreign entities are taken to shareholders' equity. When a foreign entity is partially disposed of or sold, exchange differences that were recorded in equity are recognised in the income statement as part of the gain or loss on sale.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity in the functional currency of the entity and translated at the closing rate.

### 2.5 Property, plant and equipment

All property, plant and equipment are stated at historical cost less depreciation less any impairment loss. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount or recognized as separate asset when it is probable that future economic benefits associated with the item will flow to the group and the cost can be measured reliably. Repairs and maintenance costs are charged to the income statement during the financial period in which they are incurred.

Depreciation is calculated on the straight-line method to write off the cost of each asset, to their residual values over their estimated useful life as follows:

Buildings and structures	15 – 50 years
For rental:	
- Modular space	10 - 20 years
<ul> <li>Machinery and equipment</li> </ul>	6 – 10 years
- Tents and shelters	6 years
Machinery and equipment for drying services	10 years
Machinery and equipment for diamond	
boring and cutting services	6 years
Machinery and equipment for own use	3 – 6 years
Other tangible assets	3 - 10 years

Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount. Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in operating profit.

Interest costs on borrowings to finance the construction of property, plant and equipment are expensed when incurred.

### 2.6 Intangible assets Goodwill:

Goodwill, arising from the acquisitions after 1 January 2004, represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary/associate at the date of acquisition. For the goodwill, arising from the acquisitions before 1 January 2004, the carrying amount of goodwill under previous GAAP at the date of transition to IFRSs is used as the deemed cost of goodwill under IFRS at that date.

### Customer relationships, brand and depot network

Valuation of customer relationships has been prepared by applying the Multi-period Excess Earnings Method and fair value of Cramo brand is determined by applying the relief-fromroyalty method. The depot network has been valued based on the benefit gained compared the earnings of depot in normal course of business with the earnings of start-up depot. The useful life of brand has been defined indefinite because there is no foreseeable limit to the period over which the asset is expected to generate cash inflows.

Goodwill and brand are not amortised, instead, they are tested annually for impairment and carried at cost less accumulated impairment losses. Goodwill and brand are allocated to cash-generating units for the purpose of impairment testing. Brand has been considered as a corporate-level asset and for testing purposes the brand is reallocated to cash generating units annually based on sales. The allocation of assets is presented in Note 7.

#### Research and development

Research expenditure is recognised as an expense as incurred. Development costs are capitalised when the entity can demonstrate the technological and commercial feasibility of the product and cost can be measured reliably. Other development expenditures are recognised as expense.

Currently the development work the entity is performing, is of such nature that it does not fulfil the criteria of capitalisation and thus the development costs are recognised as expense as incurred.

### Other intangible assets

Intangible assets include mainly computer software and some other intangible rights. Acquired software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their estimated useful life of 3 - 7 years.

Other intangible assets are carried at cost less amortisation less any impairment loss. These are amortised over their estimated useful life as follows:

Customer relationships
Depot network
Other intangible assets
10 years
20 years
5 years

#### 2.7 Impairment of assets

Goodwill and other assets that have an indefinite useful life are tested annually for impairment.

Assets that are subject to amortisation are reviewed for impairment whenever events of changes in circumstances indicate that the carrying amount may not be recoverable. If there is any indication of impairment, the recoverable amount is estimated as the higher of the net selling price and the value in use with an impairment loss being recognised to income statement whenever the carrying amount exceeds recoverable amount. For the purposes of impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

A previously recognised impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. The increased carrying amount must not, however, exceed the carrying amount that would have been determined had no impairment loss been recognised in prior years. However, previously recognised impairment loss of goodwill is not reversed.

### 2.8 Financial assets

The Company classifies its financial assets into the following categories; a) financial assets at fair value through profit and loss, b) loans and receivables and c) available-for-sale investments. The classification is dependent on the purpose for which the investments were acquired. Management determines the classification of its financial assets at initial recognition and re-evaluates such designation on a regular basis.

a) Financial assets at fair value through profit and loss Financial assets at fair value through profit or loss are financial assets held for trading. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Derivatives are classified as held for trading unless hedge accounting is applied. Assets in this category are classified as current assets.

### b) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the balance sheet

date. These are classified as non-current assets. Loans and receivables are classified as trade and other receivables in the balance sheet in Note 9.

#### c) Available-for-sale investments

Available-for-sale investments are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management has the express intention of holding the investment for less than 12 months from the balance sheet date, in which case they are included in current assets.

Purchases and sales of financial assets are recognised on the trade date, which is the date that the Group commits to purchase or sell the asset.

Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value, and transaction costs are expensed in the income statement.

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables are carried at amortised cost using the effective interest method.

All unrealised gains and losses arising from changes in the fair value of available-for-sale securities are recognised in equity. When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments recorded in equity are included in the income statement in financial income and expenses.

Financial assets are derecognised when the rights to receive cash flows from the investment have expired or have been transferred and the Group has transferred substantially all risks and rewards of ownership.

The Group assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity securities classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered as an indicator that the securities are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments are not reversed through the income statement.

### 2.9 Derivative financial instruments and hedging activities

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair value. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. The Group designates certain derivatives as either:

(a) hedges of the fair value of recognised liabilities (fair value hedge);

(b) hedges of a particular risk associated with a recognised liability or a highly probable forecast transaction (cash flow hedge); or

(c) hedges of a net investment in a foreign operation (net investment hedge).

There were no fair value hedges or hedges of a net investment in a foreign operation on the balance sheet date.

The Group documents, at the inception of the transaction, the relationship between hedging instruments and hedged items, as well as its risk management objectives and strategy for undertaking various hedging transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flows of hedged items.

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges are recognised in equity. The gain or loss relating to the ineffective portion is recognised immediately in the income statement and classified in finance cost.

Amounts accumulated in equity are recycled in the income statement in the periods when the hedged item affects profit or loss. The gain or loss relating to the effective portion of interest rate swaps hedging variable rate borrowings is recognised in the income statement within finance costs.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the income statement within finance cost.

The fair values of various derivative instruments used for hedging purposes are disclosed in Note 12. Movements on the hedging reserve in shareholders' equity are shown in Note 12. The full fair value of a hedging derivative is classified as a non-current asset or liability when the remaining hedged item is more than 12 months; it is classified as a current asset or liability when the remaining maturity of the hedged item is less than 12 months. Derivatives, for which hedge accounting is not applied, are classified as a current asset or liability.

Derivatives, for which hedge accounting is not applied are accounted for at fair value through profit of loss. Changes in the fair value of these derivative instruments are recognised immediately in the income statement and classified in finance cost.

### 2.10 Inventories

Inventories are stated at the lower of cost or net realisable value. Cost is determined using the first-in, first-out (FIFO) method. The cost of finished goods and work in progress comprises raw materials, direct labor, other direct costs and related production overheads. Net realisable value is the estimated selling price in the ordinary course of business, less the costs of selling.

### 2.11 Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the carrying amount and the recoverable amount, being the present value of expected cash flows.

### 2.12 Cash and cash equivalents

Cash and cash equivalents, which include cash accounts and short-term cash deposits at banks, have maturities of up to three months. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

### 2.13 Share capital

Share capital consists solely of ordinary share capital.

External costs directly attributable to the issue of new shares are shown as a deduction, net of tax, in equity from the proceeds.

Where any Group company purchases the Company's equity share capital (treasury shares), the consideration paid and any directly attributable incremental costs (net of taxes) are deducted from equity.

### 2.14 Borrowings

Borrowings are recognised initially at the proceeds received, net of transaction costs incurred. In subsequent periods, borrowings are stated at amortised cost using the effective interest method; any difference between proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest rate method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date. [Note 13]

### 2.15 Borrowing costs

Borrowing costs are recognised as an expense when incurred.

### 2.16 Deferred income tax

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred income tax is not accounted for impairment losses that are not taxable or investments in subsidiaries where the timing of reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future. Tax rates enacted or substantively enacted by the balance sheet date are used to determine deferred income tax.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

### 2.17 Employee benefits Pension obligations

The Group companies have various pension schemes in accordance with the local conditions and practises in the countries in which they operate. The schemes are generally funded through payments to insurance companies. Currently all pension schemes are classified as defined contribution plans.

Defined contribution plan is a pension plan under which the Company pays fixed contributions to insurance company, the Group has no further obligations to pay contributions. Under defined contribution plans the payments are accounted as expense for the period for which the payment is made.

The future disability benefit of Finnish Statutory Employment Pension Scheme ("TEL") qualifies as a defined benefit plan under IFRS (until 2006). The disability obligation has been

calculated and recognised as a liability in the opening IFRS balance sheet. This obligation has been substantially reduced during 2004 and was abolished by the end of 2005.

#### Share-based payments

The Group has two equity-settled, share-based compensation plans. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any non-market vesting conditions. At each balance sheet date, the entity revises its estimates of the number of options that are expected to become exercisable and recognises the impact of the revision of original estimates, if any, in the income statement, with a corresponding adjustment to equity.

The proceeds received net of any directly attributable transaction costs are credited to share capital and share premium when the options are exercised.

### 2.18 Government grants

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions. Research and development grants related to income are credited to other operating income in the income statement. Government grants relating to the purchase of property, plant and equipment are presented by deducting the grant in arriving at the carrying amount of the assets and are credited to the income statement on a straight line basis over the expected lives of the related assets. Impact of government grants is presented in Note 6.

### 2.19 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. The amount to be recognised, as a provision is the best estimate of the expenditure required to settle the obligation. Where the effect of time value of money is material, the amount of the provision is discounted.

### 2.20 Revenue recognition

Revenue is measured at fair value of the consideration received or receivables of the sale of goods and services, net of value-added tax, rebates and discounts. Revenue is recognised as follows:

### Sales of goods

Sales of goods are recognised when a Group entity has delivered the products to the customer, collectibility of the related receivables is reasonably assured, the selling entity has no significant risks and rewards of ownership and the selling entity retains neither managerial commitment nor control of the sold goods.

### Rental contracts (lessor)

Lease income from operating leases has been recognised in income on a straight-line basis over the lease term, unless another systematic basis has been more representative of the time pattern in which use benefit derived from the leased asset is diminished. Costs, including depreciation, incurred in earning the lease income have been recognised as an expense.

The sales of movable buildings, which also include the rental agreement with the third party, and when the movable building has been sold to a finance company on a repurchase commitment, has been considered as lease agreement, due to the

significant risks and rewards incidental to ownership are not considered to transfer to the finance company. The proceeds of the sale of the buildings with the related rental agreements are recognised as rental income over time. Interest on the liability is calculated using the effective interest rate method.

#### Other services

Sales of services are recognised in the accounting period in which the services are rendered.

#### 2.21 Leases (lessee)

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Leases where the Group has substantially all the risks and rewards of ownership are classified as finance leases. The Group has several leases that are classified as finance leases, in which the Group is the lessee.

Finance leases are capitalised at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments. The corresponding rental obligations are included in other long-term payables. The interest element of the finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interes on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance leases are depreciated over the shorter of the useful life of the asset or the lease term.

The Group has entered into various operating leases, the payments under which are treated as rentals and charged to the income statement on a straight-line basis over the lease term.

### 2.22 Dividend distribution

Dividend distribution to shareholders is recognised as a liability in the Group's financial statements in the period in which the dividends are approved by shareholders.

### 2.23 New accounting standards and IFRIC interpretations

Certain new standards, amendments and interpretations to existing standards have been published that are mandatory for the Group's accounting periods beginning on or after 1 January 2007 or later periods but which the Group has not early adopted. The Group will apply the following standards (and amendments) and interpretations from 1 January 2007:

- IAS 1 Presentation of Financial Statements, paragraphs 124A 124C. The company assesses the impact of the amendment on disclosures of financial statements when specifying its finance policy.
- IFRS 7, Financial Instruments: Disclosures. Amendments of the standard will increase the disclosures in financial statements.
- IFRS 8, Operating Segments. Company estimates that the standard will somewhat change disclosures presented in financial statements. Changes are not assessed to be significant.
- IFRIC 11, Group and Treasury Share Transactions. The group has adopted the interpretation in 2006.
- IFRIC 12, Service Concession Arrangements. The interpretation is not applicable in the group's business.

### 3 FINANCIAL RISK MANAGEMENT

The Group's activities expose it to a variety of financial risks: market risk (including currency risk and cash flow interest rate risk), credit risk and liquidity risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance. The Group

uses derivative financial instruments to hedge certain risk exposures.

Risk management is carried out by a central treasury department (Group Treasury). Group Treasury identifies, evaluates and hedges financial risks in close co-operation with the Group's operating units.

### 3.1 Market Risk

### 3.1.1 Interest rate risk

The Group's interest rate risk arises from long-term borrowings. The Group is mainly exposed to cash flow interest rate risk related to borrowings issued at variable rates. At the balance sheet date 44.0 percentage of outstanding interest bearing liabilities where fixed interest rated.

The Group manages its cash flow interest rate risk by using floating to-fixed interest rate swaps. Such interest rate swaps have the economic effect of converting borrowings from floating rates to fixed rates. IAS 39 Hedge accounting is applied on interest rate swaps.

As the Group has no significant interest-bearing assets, the Group's income and operating cash flows are substantially independent of changes in market interest rates.

Interest bearing liabilities and their average interest rates are presented in Note 13.

### 3.1.2 Currency risk

The Group operates internationally and is thus exposed to foreign exchange risks, arising from various currency exposures, primary with respect to the Swedish Krona and Norwegian Krona (SEK and NOK). Foreign exchange risk arises primarily from net investments in foreign operations and recognised assets and liabilities.

Since Cramo has subsidiaries outside the Eurozone, the eurodominated value of the shareholders' equity is exposed to fluctuations in exchange rates. Equity changes caused by movements in foreign exchange rates are shown as a translation difference in the Group consolidation. The Group Treasury is regularly monitoring and evaluating the translation risk and manages the hedges. At December 31, 2006 the equity exposure has not caused a need for hedging.

Foreign exchange risk arising from recognised assets and liabilities is managed primary through forward contracts.

Sales and purchases in Group companies are mainly in the functional currency of the local entities' and thus the Group estimates not to be exposed to significant foreign exchange risk arising from these transaction exposures.

### 3.1.3 Price risk

The Group holds a minor amount of unquoted shares, which do not expose to material price risk. The Group is not exposed to commodity price risk.

### 3.2 Credit risk

The Group's policy identifies clients, investment transactions and derivative financial instruments counterparty credit rating requirements and principles of investment. The Group has no significant credit risk concentrations, because it has broad clientele, that is geographically spread into a wide area and the Group grants credits to companies and private persons, which have proper credit information. The Group's maximum exposure to credit risk for receivables and other financial assets is represented by their fair value at 31 December 2006.

### 3.3 Liquidity risk

Due to the dynamic nature of the underlying businesses,

Group Treasury manages the Group's liquidity risk and ensures flexibility in funding by maintaining availability under committed credit lines and holds sufficient cash and financial assets for which there is a liquid market and that are readily saleable to meet liquidity needs.

The Group uses diverse funding sources and borrowings are primary long-term. The Group has committed borrowing facilities or other lines of credit that it can access to meet liquidity needs. At the end of December 31, 2006 the unused commercial paper facility totalled 50 MEUR and unused committed borrowing facilities totalled 50 MEUR. The Group has also committed leasing facilities from financial institutions.

### 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing material adjustments to the carrying amounts of assets and liabilities within the next financial year are discussed below.

### Estimated impairment of goodwill

The Group tests annually whether goodwill has suffered any impairment, in accordance with the accounting policy stated in Note 2.7. The recoverable amounts of cash-generating units have been determinate based on value-in-use calculations, which require the use of estimates defined in Note 8.

#### Income taxes

The Group is subject to income taxes in numerous jurisdictions. Significant judgement is required in determining the group-wide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business.

#### Share-based compensation

The Group has equity settled share-based compensation schemes for employees. Fair value of stock options is estimated by using the Black Scholes model on the date of grant based on certain assumptions. Those assumptions are described in Note 27 and include, among others, the dividend yield, expected volatility and expected life of the options. These variables make estimation of fair value of stock option difficult.

### 5. SEGMENT REPORTING

Segment information is presented for the Group's business segments and geographical segments.

Segment assets and liabilities are such business items, that are used in the business operations of segments or that can be reasonably be allocated to segments. Unallocated items include tax or financing items and common costs for the Group. Capital expenditure comprises additions to property, plant and equipment and intangible assets, that are used in one or more periods.

Pricing between segments is set at the market price.

The Group's primary reporting format is business segments as follows:

- -Equipment rental
- -Modular space

Construction site services, which were presented as a separate segment in 2005 is presented in the Equipment rental segment in 2006 according to the revised segment defination.

### BUSINESS SEGMENTS 2006, 1,000 €

Equipment Rental							
	Finland	Sweden	Western Europe	Other Europe	Modular space	Eliminations	Total Group
Sales Inter-segments	60,227 -300	174,721 -121	66,319	38,446	65,513 -2,382	-2,802	405,227 -2,802
Total revenue	59,927	174,601	66,319	38,446	63,132	-2,802	402,425
Segment EBITA Non-allocated	10,370	35,874	8,447	11,991	14,949	-183	81,448 -8,616
EBITA							72,832
Net finance items Profit before taxes Income taxes							-11,984 56,585 -14,641
Net results							41,944
Segment assets Intangible assets Tangible and other assets	21,704 73,538	112,276 187,378	38,941 71,438	36,175 59,683	35,560 134,204		244,655 526,241
Total assets	95,242	299,654	110,379	95,858	169,764		770,896
Segment liabilities Non-allocated	44,058	116,635	60,661	37,620	87,308		346,282 132,022
Total liabilities							478,304
Capital expenditure Depreciations Amortisations	18,309 9,292 265	29,207 16,259 2,689	20,306 9,535 816	26,681 7,748 496	17,362 8,226		111,864 51,060 4,265

### BUSINESS SEGMENTS 2005, 1,000 €

		Equ	ipment Rental				
	Finland	Sweden	Western Europe	Other Europe	Modular space	Eliminations	Total Group
Sales Inter-segments	46,452 -167			5,790	27,093 -2,186		79,335 -2,353
Total revenue	46,285			5,790	24,907		76,982
Segment EBITA Non-allocated EBITA	9,193			2,037	7,328		18,558 -600 <b>17,958</b>
Net finance items Profit before taxes Income taxes Net result							-1,709 16,249 -4,322 11,927
Segment assets Total assets	59,362			16,286	45,083		120,731 <b>120,731</b>
Segment liabilities Non-allocated Total liabilities	8,041			1,518	28,169		37,728 28,872 66,600
Capital expenditure Depreciations	12,905 7,426			9,140 1,001	7,556 2,801		29,601 11,228
Value of outstanding orders for	the sales and renta	l of modular s	pace			2006	2005
Sales Rental						7,452 74,507	6,884
Total						81,959	24,198 <b>31,082</b>

### GEOGRAPHICAL SEGMENTS 2006, 1,000 €

	Finland	Sweden	Western Europe	Other Europe	Eliminations	Total Group
Sales	91,671	206,094	70,803	38,451	-4,595	402,425
Assets by segment Capital expenditure	333,819 23,353	260,119 39,227	74,236 20,306	59,122 23,697	43,602	770,898 106,583

### GEOGRAPHICAL SEGMENTS 2005, 1,000 €

	Finland	Sweden	Western Europe	Other Europe	Eliminations	Total Group
Sales	71,193			5,789		76,982
Assets by segment	104,445			16,286		120,731
Capital expenditure	20,461			9,140		29,601

The sales of geographical segments are allocated based on the country in which the customer is located while assets are allocated based on where the assets are located.

### 6. NON-CURRENT ASSETS, 1,000 €

TANGIBLE ASSETS	Land	Buildings	Modular space	Machinery and equipments	Other tangible assets	Uncompleted purchases	Total
Acquisition cost at 1 Jan. 2006	3,299	18,004	37,409	72,995	646	323	132,676
Additionals	284	2,306	20,464	83,007	4,030		110,091
Acquisition of a subsidiary	760	2,490	48,171	174,313	3,479		229,213
Disposals	-128	-35	-3,260	-17,997	-704	-323	-22,447
Exchange adjustment	-21	-180	127	8,094	2,286		10,306
Acquisition cost at 31 Dec. 2006	4,194	22,585	102,911	320,412	9,737		459,839
Accumulated depreciation 1.1.2006		-6,102	-9,742	-24,764	-221		-40,829
Depreciation for the financial year		-1,337	-7,443	-40,848	-1,432		-51,060
Net book value at 31 Dec 2006	4,194	15,146	85,726	254,800	8,084		367,950
	Land	Buildings	Modular space	Machinery and equipments	Other tangible assets	Uncompleted purchases	Total
Acquisition cost at 1 Jan. 2005	3,236	19,861	31,699	56,840	523		112,159
Additionals	117	530	6,184	22,220	201	323	29,575
Disposals	-54	-2,387	-474	-6,065	-78		-9,058
Acquisition cost at 31 Dec. 2005	3,299	18,004	37,409	72,995	646	323	132,676
Accumulated depreciation 1.1.2005		-5,406	-7,489	-16,657	-157		-29,709
Depreciation for the financial year Net book value at 31 Dec 2005	3,299	-696 11,903	-2,253 27,666	-8,107 48,231	-64 425	323	-11,120 91,846

In 2006 the Group obtained and recognised a goverment grant of 50 thousand euros (EUR 236 thousand in year 2005) to compensate for the cost of buildings and machinery.

AVAILABLE FOR SALE INVESTMENTS, 1,000 €	Available for sale investments	Total
Acquisition cost at 1 Jan. 2006	306	306
Additionals	36	36
Disposals	-22	-22
Net book value at 31Dec 2006	320	320
	Available for sale investments	Total
Acquisition cost at 1 Jan. 2005	207	207
Additionals	159	159
Disposals	-60	-60
Net book value at 31Dec 2005	306	306

Available-for-sale investments consist of shares in As. Oy Saarihely and Golf Sarvik and unqouted shares in telephone companies. Value of shares in Saarihely is based on the assessment of an external expert and value of shares in Golf Sarfvik on reference from the market. Value of unquoted shares are stated at histocial cost.

### FINANCE LEASE CONTRACTS, MACHINERY AND EQUIPMENT, 1,000 €

	2006	2005
Acquisition cost at 31 Dec.	185,061	651
Accumulated depreciation 31 Dec.	-43,914	-83
Net book value at 31Dec	141,147	568

Finance lease contracts are included in Machinery and equipment.

## 7. GOODWILL AND OTHER INTANGIBLE ASSETS, 1,000 €

	0 1 11	Other non-current	T	
	Goodwill	assets	Total	
Acquisition cost at 1 January 2006	15,839	1.413	17,251	
Additions	,	76	76	
Acquisition of subsidiaries	138,771	94,683	233,454	
Disposals				
Exchange differences	2,416	4,127	6,543	
Acquisition cost at 31 December 2006	157,026	100,299	257,324	
Accumulated depreciation at 1 January 2006	-4,224	-582	-4,806	
Depreciations for the period		-4,265	-4,265	
Book value at 31 December 2006	152,802	95,452	248,254	
		Other		
		non-current		
	Goodwill	assets	Total	
	Goodwill	dssets	TOLAL	
Acquisition cost at 1 January 2005	15,839	897	16,735	
Additions	ŕ	541	541	
Disposals		-26	-26	
Acquisition cost at 31 December 2005	15,839	1,413	17,251	
Accumulated depreciation and impairment loss at 1 January 2005	-4,224	-498	-4,722	
Accumulated depreciation on disposals		24	24	
Depreciation and amortisation for the period Impairment loss for the period		-108	-108	
Accumulated depreciation and impairment loss at 31.12.2005	-4,224	-582	-4,806	
Book value at 31 December 2005	11,615	831	12,445	

#### GOODWILL IMPAIRMENT TESTING, 1,000 €

Goodwill and other intangible assets acquired through business combinations have been allocated to cash-generating units (CGU) for impairment testing. A CGU comprises the business operations of Cramo's primary business segment in each country. Brand has been considered as a corporate-level asset.

For testing purposes the brand has been annually reallocated to CGUs based on sales.

The segment-level summary of goodwill and other assets are presented below in thousand euros.

	Equipment rental					
			Western	Other	Modular	Total
	Finland	Sweden	Europe	Europe	space	
Goodwill	12,944	60,264	22,867	26,035	30,692	152,802
Customer relationships	691	12,337	3,671	1,520		18,219
Brand	4,495	13,421	4,835	2,392	4,868	30,012
Depot network	3,574	26,253	7,568	6,229		43,623
Total intangible assets	21,704	112,276	38,941	36,175	35,560	244,655
Tangible assets	45,689	88,049	52,444	40,502	117,482	344,166
Total assets tested	67,393	200,325	91,385	76,677	153,042	588,821

The recoverable amount of a CGU is based on value-in-use. These calculations use cash flow projections based on financial budgets and estimates approved by management covering a five-year period. Cash flows beyond the five-year period are extrapolated using the estimated growth rates stated below. The growth rates used to extrapolate the future cash flows are estimated to reflect gradual maturation of the industry in which the CGU operates.

Key assumptions used in value-in-us	se calculations:		Equipment rental		
	Finland	Sweden	Western Europe	Other Europe	Modular space
EBITA, %	17.2-19.0	18.0-19.0	8.0-17.0	17.0-37.5	20.0-22.5
Growth rate, % five-year period	3.0	3.0	4.0-16.0	5.0-20.0	4.0-6.5
Growth rate, % beyond five-year peri	iod			-1.0	
Discount rate, %	11.0	11.0	11.0	11.0	9.75-10.5

These assumptions have been used for the analysis of each CGU. Management projected profitability and growth estimates for each CGU based on past performance and expected market development. The discount rates used are pre-tax and reflect specific risks of the relevant CGU.

#### Sensitivity to changes in assumptions:

Maximum changes are presented below in key assumptions in per cent units, one at a time, after which the value-in-use equals to the carrying amount.

	Equipment rental						
	Finland	Sweden	Western Europe	Other Europe	Modular space		
EBITA, %, max decrease in per cent units Growth rate, %, max decrease	6.8	10.9	1.8-4.0	5.0-12.0	0.0-4.5		
in per cent units, five-year period Growth rate, %, max decrease	17.0	16.0	4.0-9.0	11.5-20.5	0.0-10.0		
in per cent units, beyond five-year period Discount rate, %,	25.0	20.0	2.5-8.0	12.0-30.0	0.0-8.5		
max increase in per cent units	7.5	7.0	1.4-5.0	5.0-9.0	0,.0-4.0		

#### 8. INVENTORIES, 1,000 €

	2006	2005	_
Materials and supplies Work in progress Finished goods	6,693 8,273 821	1,335 1,380 668	
Total	15,788	3,383	

#### 9. TRADE AND OTHER RECEIVABLES, 1,000 €

	2006	2005	
Non-curret receivables			
Trade receivables	136		
Other receivables	310	173	
Total	446	173	
Fair value of non-current trade receivables is EUR 121 thousand.			
Curret receivables			
Trade receivables	74,928	7,050	
Other receivables	5,616	2,268	
Prepaid expenses and accrued income	13,235	833	
Total	93,779	10,151	

The Group has written down a credit loss from receivables for EUR 1 906 thousand for the period (EUR 233 thousand in 2005). Receivables do not include significant credit risk concentrations.

The book value of receivables corresponds to fair value in material parts.

#### 10. CASH AND CASH EQUIVALENTS, 1,000 €

	2006	2005
Cash in hand and at bank* Total	41,823 41,823	1,850 <b>1,850</b>

<sup>\*</sup> includes the escrow account of EUR 160.7 thousand (EUR 456 thousand in 2005) due to the purchase of Säve Sp.zo.o.

#### 11. PROVISION

The group has two non-cancellable lease contracts, which do not produce any economic benefit to the goup. The provision amounts to 348 thousand euros in the end of the year and covers the loss of these contracts. At the beginning of the year the group did not have any provisions.

#### 12. SHARE CAPITAL AND EQUITY FUNDS, 1,000 €

	Share	Share	Share	Fair value	Hedge	
	capital	issue	premium	reserve	fund	Total
1.1.2005	24,191	1	1,554			25,746
Alteration	43	31	53	117		244
31.12.2005	24,234	32	1,607	117		25,990
Alteration	274	111	184,229		3,301	187,915
31.12.2006	24,508	143	185,836	117	3,301	213,905
				Number of	Percentage	Percentage
Share capital at 31 o	december 2006 distribu	tes as follows:		shares	of shares	of votes
Shares				30,256,368	100	100
Total				30,256,368	100	100
Fair value reserve					2006	2005
Share premium of i	nvestments available fo	r sale			117	117
Number of shares					A series	B series
1.1.2006					1,728,000	12,611,807
Combining share cl	asses				-1,728,000	2,419,200
Targeted share issu Subscription of opti	e to shareholders of Cra ons	amo Holding B.V.				14,984,507 240,854
31.12.2006						30,256,368

#### Changes in number of shares and in A Series and B Series shares

As part of the merger between Cramo Plc. (Rakentajain Konevuokraamo Oyj) Cramo Holding B.V., the Extraordinary General Meeting (EGM) of 3 January 2006 decided to lower the stated value of the company's share with the effect that the share capital was reduced to EUR 11,615,243.67. This share capital reduction was entered under unrestricted shareholders' equity. The EGM of 3 January 2006 decided to combine the Company's two share series to form a single series of shares, and a private placement related to this combination of share series increased the share capital by EUR 559,861.47 and the number of shares by 691,187. The EGM decided to reduce the share capital by decreasing the stated value of all company shares without payment by EUR 0.88, from EUR 1.69 to EUR 0.81. As regards the company's Series A shares, the reduction of share capital amounted to EUR 1,520,640, and for Series B shares EUR 11,098,390.16. As a result of the reduction in share capital, Cramo's share capital of EUR 24,234,273.83, as registered on 3 January 2006, was reduced to EUR 11,615,243.67. This had no impact on the number of shares issued by the company.

The EGM of 3 January 2006 decided on a rights issue, offering shares for subscription by four of Cramo Holding B.V.'s shareholders in such a way that Cramo Plc increased its share capital by EUR 12,137,450.67 by offering 14,984,507 new shares to Cramo Holding B.V.'s shareholders.

The EGM of 3 January 2006 decided to combine the company's Series A and B shares in such a way that the differences between Series A and B shares were removed from the Articles of Association and both share series were combined to form a single series of shares. The Series A shares were converted into Series B shares (one Series B share in exchange for one Series A share). Furthermore, the Series A shareholders were offered, waiving the shareholders' pre-emptive subscription rights, the right to subscribe for one new share with a stated value of EUR 0.81 in exchange for 2.5 Series A shares in compensation for the decrease in higher voting rights.

The EGM decided to increase share capital by a maximum of EUR 559,872 by offering a maximum of 691,200 new company shares, at a stated value of EUR 0.81, for subscription by the holders of Series A shares. All of the shares were subscribed immediately after the general meeting, upon which the subscriptions were paid.

As a result of the combination of the share series and the related private placement, Cramo Plc shares and the rights they confer changed in such a way that the company has now only one share series. All company shares entitle their holders to exercise the same rights.

Equity funds are described in the following way:

#### Translation differences

Translation differences fund consists of the differences in converting the financial statements of the foreign units.

#### Fair value reserve

Fair value reserve consists of the changes of the fair value of financial assets available for sale.

#### Dividends

After the account closing date the Board has proposed a dividend of 50 cents per share.

#### 13. INTEREST-BEARING LIABILITIES, 1,000 €

Non-current interest-bearing liabilities	200	06	200	5
	Book value	Fair value	Book value	Fair value
Bank borrowings	192,034	192,034	23,847	22,782
Repurchase liabilities	7,535	7,499	7,980	7,215
Rent advances	5,922	5,893	5,790	6,222
Finance lease liabilities	101,477	101,477	52	52
Total	306,968	306,903	37,668	36,271
Current interest-bearing liabilities	Book value		Book value	
Bank borrowings	14,595		7,617	
Repurchase liabilities	1,142		2,119	
Rent advances	2,727		2,920	
Finance lease liabilities	22,035		83	
Total	40,499		12,739	
Total interest-bearing liabilities	347,467		50,407	

Book value of current liabilities approximate their fair value. The interest rates of all bank loans are floating for which reason the fair value of loans do not differ materially from the carrying amount. The interest rates of repurchase and rent advance liabilities are fixed and their fair values are calculated by the interest rate of the contracts discounted using a market interest rate.

The group has a syndicated loan facility of 250 million euros. At the end of financial year the group had the undrawn commercial paper facilities to the value of 50 million euros and committed credit limits to the value of 50 million euros. In addition, the group has other undrawn finance and leasing facilities.

The main covenants of the syndicated loan facility are the debt to EBITDA ratio, the interest cover ratio and the equity ratio. In addition, there are other general terms related to the loan. The debt to EBITDA defines the interest rate of the syndicated loan quarterly within a maximum range of 0.5 % p.a. The maximum values of the financial covenants will fluctuate during the loan period. The maximum and actual values of the financial covenants as at 31 December 2006 are presented below:

				of covenants Dec 2006	A 31 Dec	ctual 2006	
Debt to EBITDA, maximum Interest Cover Ratio, minimum Equity Ratio, %, minimum				3,75:1 5,00:1,00 26.5%	10,34	2,91:1 ::1,00 :8.2%	
Non-current interest bearing liabi	lities mature as f	follows:					
	2007	2008	2009	2010	2011	2011+	<b>Total</b> Bank
Borrowings	14,595	13,396	12,753	12,753	14,126	139,004	206,629
Repurchase liabilities	1,142	3,418	1,743	1,334	802	238	8,677
Rent advances	2,727	2,321	1,746	1,104	528	223	8,649
Finance lease liabilities	22,035	31,076	16,414	16,414	16,414	21,159	123,512
Total	40,499	50,211	32,656	31,605	31,870	160,624	347,467
Loans from financial institutions b							
	2007	2008	2009	2010	2011	2011+	Total
EUR	4,913	4,643	4,000	4,000	5,373	78,868	101,797
SEK	9,681	8,753	8,753	8,753	8,753	60,136	104,831
Total	14,595	13,396	12,753	12,753	14,126	139,004	206,629

Finance lease liabilities		
	2006	2005
Payable < 1 year from balance sheet date	22,328	84
Payable 1-5 years from balance sheet date Payable > 5 years from balance sheet date	86,204 24,275	54
rayable > 3 years from balance sheet date	24,273	
Total	132,806	138
Future interest payments	9,294	3
Present value of minimum future finance lease payments	123,512	135
Weighted average maturity and average interest rates on 31st December 200	06	
	Maturity	Interest
Loons	(years)	/ 059/
Loans Loans including interest rate swaps	6.1 6.1	4.05% 4.23%
Finance leases	3.5	4.10%
Finance lease liabilities	2.3	3.89%
Rent advances	1.8	3.89%
14. DEFERRED TAXES, 1,000 €		
	2006	2005
Defermed to year to		
Deferred tax assets Losses for the previous years	693	83
Appropriation	732	35
Other temporary differences	998	458
Total	2,423	576
	2,420	576
Deferred tax liabilities Appropriation	23,795	3,807
Fair value of hedging fund	1,160	0,007
Valuation of intangible assets to fair value in business combinations	25,885	
Other temporary differences Translation difference	559 430	55
Total	51,829	3,862
Deferred tax liabilities (net)	49,406	3,286
Change in the deferred tax liabilities and assets entered on the balance shee	et	
Deferred tax liabilities (net) at 1 January	3,286	2,269
Acquired subsidiaries	34,607	
Items entered on the income statement	9,897	976
Items entered on the equity Exchange rate differencies	1,160 456	41
Deferred tax liabilities (net) at 31 December	49,406	3,286
15. TRADE AND OTHER LIABILITIES, 1,000 €		
	2007	2005
	2006	2005
Trade payables	34,561	4,226
Advances received Accrued liabilities and deferred income	6,694 32,317	1,648 4,873
Other current liabilities	2,702	4,873 1,584
Other Religion and		
Other liabilities total Total	41,713 76,274	8,105 12,331
Material items included in accrued liabilities and deferred income include pe		
16. OPERATIONAL LEASE LIABILITIES, 1,000 €		
12. 2. 2	2007	2005
	2006	2005
Payable < 1 year from balance sheet date	10,469	415
Payable 1-5 years from balance sheet date	18,441	1,062
Payable > 5 years from balance sheet date	1,396	
Total	30,306	1,477

Operational lease liabilities at floating interest rates are mainly based on Libor, Euribor and Stibor varying periods of between 3 and 12 months. The maturities of operational lease liabilities are six years, at maximum.

#### 17. REVENUE BY BUSINESS AREA, 1,000 €

	2006	2005
Equipment rental and construction site-services	339,713	52,242
Modular space	65,513	27,093
Intercompany sales	-2,803	-2,353
Total	402,425	76,982

#### 18. OTHER OPERATING INCOME, 1,000 €

	2006	2005
Rental of premises and other revenues Profit of sold tangible assets and investments available for sale	1,703 1,804	341 568
Total	3,507	909

#### 19. MATERIALS AND SERVICES, 1,000 €

	2006	2005
Purchases External services	44,226 30,029	8,376 8,619
Total	74,256	16,995
Change in inventories work in progress	-184	-499
Total	-184	-499

#### 20. PERSONNEL EXPENSES, 1,000 €

	2006	2005	
Board members' wages and salaries	257	210	
Wages	62,846	16,453	
Pensions	8,306	2,759	
Other statutory employer contributions	12,364	1,714	
Total	83,773	21,136	
Key managements wages and salaries (note 29)			
Average number of personnel	1,828	569	

#### 21. DEPRECIATION AND AMORTISATION, 1,000 €

	2006	2005
Machinery and equipment	40,848	8,107
Modular space	7,443	2,253
Buildings and structures	1,337	696
Other tangible assets	1,316	64
Other intangible assets	116	108
Total	51,060	11,228
Amortisation on intangible assets resulting from acquisitions	4.265	

#### 22. OTHER OPERATING EXPENCES, 1,000 €

	2006	2005	
Premises and equipment rentals	13,504	2,675	
Marketing	7,359	2,188	
Maintenance and accessories	60,800	1,465	
Overhead for premises	7,321	508	
Operational leases	5,706	217	
Temporary staff	5,310	150	
Other expenses	31,579	9,101	
Total	131,579	16,305	

#### 23. NET FINANCIAL ITEMS, 1,000 €

	2006	2005
Interest income:		
Bank deposit and receivables	1,523	121
Dividend income:		
Dividend income from others		6
Other finance income	110	
Exchange rate difference	118	61
Change in fair value of financial instruments	113	-77
Interest expenses:		
Borrowings	-9,409	-1,819
Finance leases	-3,800	
Other finance expenses	-639	-1
Total	-11,984	-1,709

#### 24. INCOME TAX EXPENSE, 1,000 €

	2006	2005
Current tax Tax from previous financial periods Deferred tax change	-4,746 2 -9,897	-3,793 10 -538
Taxes, total	-14,641	-4,322
Tax expense reconciliation:		
Profit before tax  Tax calculated with domestic corporate tax rate  Foreign subsidiaries divergent tax rate +/-  Non-deductable income  Non-deductable expenses  Deductable goodwill  Tax from the previous financial periods	56,585 14,712 1,408 -1,652 248 -73 -2	16,249 4,225 -141 248
Taxes in income statement	14,641	4,322
Group's effective tax rate	25.9%	26.6%

#### 25. EARNINGS PER SHARE

	2006	2005	
The net profit attributable to parent company's shareholders, 1,000 € Earnings per share (EUR per share), € Diluted earnings per share (EUR per share), €	41,944 1.39 1.36	11,927 0.83 0.81	
Weighted average number of shares			
A-Share B-Share	30,121,137	1,728,000 12,611,807	
Number of shares, not adjusted by the dilution effect Share options Number of shares, adjusted by the dilution effect	30,121,137 690,258 30,811,395	14,339,807 359,868 14,699,675	

When calculating earnings per share adjusted by the dilution effect, all the potential shares are regarded in the weighted average value of the number of shares.

#### 26. DIVIDEND PAID, 1,000 €

	2006	2005	
Dividend paid	7,513	3,580	

Paid dividends in 2005 were EUR 3,580 (EUR 0.25 per share) and 7,513 in year 2006 (EUR 0.25 per share).

After the balance sheet date the Board has proposed a dividend of EUR 0.50 per share, estimated to total of 15.3 Me.

#### 27. SHARE BASED PAYMENTS

The Annual General Meeting of 4 April 2002 decided to offer Rakentajain Konevuokraamo Group's key employees stock options, entitling their holders to subscribe for a total of 670,000 B Series shares. Of these B Series shares, a total of 335,000 will be subscribed using 2002A stock options from 1 May 2004 to 31 March 2007 and 335,000 B Series shares using 2002B stock options from 1 May 2006 to 31 March 2007. The Group's 2002A stock options have been traded on the Helsinki Stock Exchange since 3 May 2004 and 2002B options since 3 May 2006. Of the B Series, a total of 273,592 shares were subscribed in 2006. Since the end of the financial year, a total of 59,406 shares have been subscribed by the date of this report.

The Extraordinary General Meeting of Shareholders of 20 November 2006 made the decision to issue stock options to the key personnel of Cramo Plc. The maximum amount of stock options issued is 3,000,000, entitling their holders to subscribe for a maximum amount of 3,000,000 new shares in the Company. The share subscription period shall be: for stock options 2006A, 1 October 2009-31 January 2011; for stock options 2006B, 1 October 2010-31 January 2012; and for stock options 2006C, 1 October 2011-31 January 2013.

The share subscription price for stock options 2006A is EUR 14.51, that is the trade volume weighted average quotation of the Cramo Plc share on the Helsinki Stock Exchange during 1 October-31 October 2006, for stock options 2006B the trade volume weighted average quotation of the Cramo Plc share on the Helsinki Stock Exchange during 1 October-31 October 2007, and for stock options 2006C the trade volume weighted average quotation of the Cramo Plc share on the Helsinki Stock Exchange during 1 October-31 October 2008. From the share subscription price of stock options will be deducted the amount of the dividend distributed annually.

More specific information of the options and changes during the period are presented on the tables below.

OPTIONS	Option Plan 2002		Option Plan 200	6	
Basic information	2002A	2002B	2006A	2006B	2006C
Maximum number of stock options	335,000	335,000	1,000,000	1,000,000	1,000,000
The number of shares subscribed by one op	tion 1	1	1	1	1
Initial exercise price, €	5.27	5.27	14.51	*	*
Dividend adjustment	Yes	Yes	Yes	Yes	Yes
Exercise price Dec. 31, 2004, € *	3.97	3.97			
Exercise price Dec. 31, 2005, € *	3.72	3.72			
Exercise price Dec. 31, 2005, € *	3.47	3.47	14.51	*	*
Beginning of exercise period, date (vesting)	1.5.2004	1.5.2006	1.10.2009	1.10.2010	1.10.2011
End of excercise period, date (expiration)	31.3.2007	31.3.2007	31.1.2011	31.1.2012	31.1.2013
Remaining contractual life Dec. 31, 2006, yes	ars 0.2	0.2	4.1	5.1	6.1
Number of persons Dec. 31,2006			37	non-distibuted	non-distibuted

<sup>\*</sup> Subscription price is the weighted average price of Cramo share in October 2007 (2006B) and in October 2008 (2006C).

\* The weighted average price of Cramo share during the year 2006.

OPTIONS		Option Plan 2002		Option Plar	n 2006	
Changes in 2006	2002A	2002B	2006A	2006B	2006C	Total
Number of options at Jan. 1, 2006						
Granted	325,000	325,000				650,000
Returned	4,500	11,500				16,000
Invalidated						
Exercised	33,800					33,800
Outstanding	286,700	313,500				600,200
Non-distributed	14,500	21,500				36,000
Changes during the period						
Granted	14,500	21,500	786,000			822,000
Returned						
Invalidated						
Exercised	154,746	118,846				273,592
Weighted average price						
of share during the exercise period *, € Expired	13.44 €	13.44 €	-	-	-	
Number of options at Dec. 31, 2006						
Granted	339.500	346,500	786,000			1,472,000
Returned	4,500	11,500				16,000
Invalidated	.,	,				,
Exercised	188,546	118,846				307,392
Outstanding	146,454	216,154	786,000			1,148,608
Non-distributed		2.0,.0.	214,000	1,000,000	1,000,000	2,214,000
The number of unvested options Dec. 31, 2	006		786,000			786,000

#### Determination of fair value

The fair value of options have been determined at the grant date and the fair value is recognised to personnel expenses during the vesting period. The Grant date is the date of the decision of the Board of Directors to grant stock options. According to IFRS-standards the options, which have been granted before November 11, 2002, have not been recognised as expenses. The fair value of stock options have been determined by using the Black–Scholes valuation model. The most significant inputs used to estimate the fair value of the 2006A stock options granted in 2006 are presented on the table below. The total fair value of the granted 2006A stock options was EUR 4.5 million and the effect of these stock options on the Company's earnings in 2006 was EUR 0.1 million. The estimated cost of stock options in 2007 and in 2008 is EUR 1.6 million annually and in 2009 EUR 1.2 million.

Most significant inputs in the Black-Scholes model	2006	Total	
Number of granted options	786,000	786,000	
Average price of share at grant date	17.64	17.64	
Subscription price *	14.51	14.51	
Interest rate	3.9%	3.9%	
Maturity, years	4.1	4.1	
Volatility *	22.4%	22.4%	
Probability of returned options	6.0%	6.0%	
Expected dividends **			
Weighted fair value of stock option, EUR per option	6.08	6.08	
Fair value totally, €	4,492,938	4,492,938	

<sup>\*</sup> Volatility has been estimated on the basis of historical data during the comparable period with the lifetime of option period.

The Board of Directors decided on 24 October 2006 to offer to the Group Management a total of 36,000 stock options 2002A and 2002B held by the Company, as a part of the Group's bonus plan, provided that the Company shares are subscribed for with at least 50% of the stock options. All 36,000 stock options were distributed. The fair value of the stock options upon distribution was the market price of Cramo stock options 2002A/B on 24 October 2006, i.e. EUR 10.86 per stock option, EUR 0.4 million in total.

The effect of 2002A/B and 2006A stock options (granted in 2006) on the company's earnings was EUR 0.4 million in 2006 (in 2005: EUR 0.0 million).

#### Changes during the period and the weighted average exercise prices

	2006 Number of options	Exercise price, € *	
Outstanding Jan. 1.	600,200	3.72	
Granted during the period Returned during the period	822,000	14.03	
Exercised during the period Expired during the period	273,592	3.47	
Outstanding Dec. 31 Available for share issue Dec. 31	1,148,608 362,608	11.02 3.47	

<sup>\*</sup> Exercise price in the beginning of the period is status at Dec. 31, 2005. Dividend adjustment has been taken into account during the period and exercise price is based on the status at Dec. 31, 2006.

<sup>\*\*</sup> From the share subscription price of stock options will be deducted the amount of the dividend distributed annually. Thus expected dividends are not taken into account when estimating the fair value.

## 28. RELATED PARTY TRANSACTIONS

Subsidiaries	Domicile		% of Parent Company	shares Group
Cramo Holding BV	Amsterdam	Netherlands	100	
Cramo New Holding AB	Sollentuna	Sweden	100	100
Cramo AB	Sollentuna	Sweden		100
Addum Intressenter AB	Sollentuna	Sweden		100
Addum Industri AB	Sollentuna	Sweden		100
Cramo Sverige AB	Sollentuna	Sweden		100
Byggmaskiner i Andestor AB	Gislaved	Sweden		100
Byggmaskiner i Hudiksvall AB	Hudiksvall	Sweden		100
Unicast AB	Sollentuna	Sweden		100
Liftcenter i Malmö AB	Sollentuna	Sweden		100
Lappri AB	Västerås	Sweden		100
Lokal nu i Sverige AB	Stockholm	Sweden		100
Kjell Åkesson Entreprenad AB	Sollentuna	Sweden		100
Cramo Enteprenadmaskiner AB	Sollentuna	Sweden		100
Cramo Instant AB	Sollentuna	Sweden		100
Cramo Trade AB	Sollentuna	Sweden		100
Cramo Truck AB	Sollentuna	Sweden		100
Cramo Funktion AB	Sollentuna	Sweden		100
Eklind Invest i Kumla AB	Kumla	Sweden		100
Fastigheten Tändstiftet HB	Sollentuna	Sweden		100
Hyr-City i Skåne AB	Malmö	Sweden		100
Hyrpunkten i Helsingborg AB	Helsingborg	Sweden		100
Mupol Förvaltnings AB	Stockholm	Sweden		100
Pilängens Maskinuthyrning AB	Kumla	Sweden		100
Rolf Nilander AB	Stockholm	Sweden		100
Rosenlund & Co i Helsingbog AB	Helsingborg	Sweden		100
Kramo Citarent Uthyrnings AB	Sollentuna	Sweden		100
Cramo A/S	Glostrup	Denmark		100
AS Cramo Estonia	Tallinn	Estonia		100
Cramo AS	Oslo	Norway		100
Cramo Instant AS	Drammen	Norway		100
Cramo UAB	Vilnius	Lithuania		100
SIA Cramo	Riga	Latvia		100
Cramo Sp.zo.o	Warszawa	Poland		100
Cramo Dutch Holding BV	Rotterdam	Netherlands		100
Cramo Nederland BV	Amsterdam	Netherlands	400	100
Tilamarkkinat Oy	Ylöjärvi	Finland	100	400
Master Tilaelementit Oy Leppävirta	Leppävirta	Finland		100
Suomen Ykköstilat Oy	Kouvola	Finland		100
Parmaco Oy	Pyhäjoki	Finland		100
Kiinteistö Oy Vikkiniitty	Lempäälä	Finland	100	100
Suomen Tähtivuokraus Oy	Vantaa	Finland	100	100
Zanevkaprokat ZAO	St. Petersburg	Russia		100
Säve Sp.zo.o.	Krakow	Poland		100
Maropol Sp.zo.o	Radzionkow	Poland		100
Maropol Cz s.r.o.	Lesetinska	Czech Republic	100	100
Kiinteistö Oy RK-Kehä	Vantaa Vantaa	Finland Finland	100 100	
Kiinteistö Oy Vantaan Viinikankaari 9	vantaa	rintand	100	
Merged and liquidated subsidiaries				
Suomen Projektivuokraus Oy	Tuusula	Finland		
VTM-Rakennuskonevuokraamo Oy	Vantaa	Finland		
Cramo Suomi Oy	Helsinki	Finland		
RK Ehitustöörist OÛ	Tallinn	Estonia		
0Û Stroman	Tartu	Estonia		
55 Sti official	Turtu	Estoriia		

During 2006 EUR 0,26 million and in 2005 EUR 0,25 million has been paid as real estate rent to Kiinteistö Oy Hosionrinne, whose joint-owner Tatu Hauhio has been acting as a director of the equipment rental business in Finland during 2006.

During the reporting period, the Group purchased machines and equipment and related services from Pon Holdings B.V.'s subsidiaries for a total of EUR 2,304 thousand.

Executive remuneration, 1 000 €	2006	2005
Wages and salaries		
Vesa Koivula, President and CEO	354	189
Board Members		
Pekka Heusala Gunnar Glifberg Stig Gustavson Phil van Haarlem Eino Halonen Hannu Krogerus Juhani Nurminen	64 28 37 35 34 31 28	23 26
Board total	257	199
Group management's wages and salaries Post employment benefits	1,431 73	461 25

The age of retirement for the President and CEO is 63 years and the notice period of the agreement is 18 months with full compensation.

#### Stock options

The EGM of 20 November 2006 decided on a stock option scheme comprising a maximum total of 3,000,000 stock options entitling their holders to subscribe for a maximum of 3,000,000 new company shares. The share subscription price is based on the market price of Cramo Plc shares quoted on the Helsinki Stock Exchange in October 2006, October 2007 and October 2008. The share subscription period is: for stock options 2006A, 1 October 2009-31 January 2011; for stock options 2006B, 1 October 2010-31 January 2012; and for stock options 2006C, 1 October 2011-31 January 2013.

The Annual General Meeting (AGM) of 4 April 2002 decided on the stock option scheme 2002 in which a total of 670,000 stock options were issued to key personnel, entitling them to subscribe for 670,000 Cramo Plc shares. As a result of this stock option scheme, the share capital may increase by EUR 1,132,300. The share subscription price is the trading-weighted average price of the company's Series B share quoted on the Helsinki Stock Exchange between 5 April and 4 June 2002, plus 10 per cent - EUR 5.27 - which will be deducted by the amount of dividends distributed before the share subscription on the record date. The minimum subscription price is the share's stated value.

#### Loans to related parties

There are no loans originated by the company to related parties.

#### 29. PENSION OBLIGATIONS

In Sweden the ITP pension plans operated by Alecta are multi-employer benefit plans. It has not been possible to receive sufficient information for the calculation of obligation and assets by employer from Alecta and due to that the plan has been treated as a defined contribution plan in the financial statements. In addition, the group has defined benefit plans in Norway which are not significant and those plans are considered to be treated as defined contribution plans.

#### 30. COMMITMENTS AND CONTINGENT LIABILITIES, 1,000 €

	2006	2005
Guarantees given on own behalf		
Debts, secured by guarantees		
Loans from credit institutions	206,905	50,407
Securites given		
Mortgages on real estates Mortgages on company assets Pledges	5,663 77,487 107,212	5,663 10,957 20,752
Debts, secured by guarantees		
Repurchase commitments Contingent liabilities related to guarantees and services	9,171 624	32 457

#### 31. DERIVATE FINANCIAL INSTRUMENTS at Dec 31, 1,000 €

	2006		2005	
Interest rate swaps	Nominal value	Fair value	Nominal value	Fair value
Swap contracts	152,803	4,461	17,263	-80
	2006		2005	
Currency swaps	Nominal value	Fair value	Nominal value	Fair value
Cramo Plc has hedged receivables in NOK and PLN, Forward exchange agreement will be mature at 3 December 2007 and at 14 December 2007.	19,911	113		

Derivative financial instruments have been recognised in the income statement.

#### Interest derivative instruments mature as follows:

	2007	2008	2009	2010	2011	2011+	Total
EUR SEK			291,713			56,000 583,427	56,000 875,140
Total, EUR			32,268			120,535	152,803

Interest derivative instruments have been recognised in the equity as a net of tax.

#### 32. BUSINESS COMBINATIONS, 1,000 €

The Group acquired all shares in Dutch Cramo Holding B.V. by the exchange of shares on 3 January 2006. Cramo provides rental services of machinery, equipment and modular space in nine countries. In Sweden Cramo is the market leader in the equipment rental business. Cramo Holding B.V. has been consolidated since 1 January 2006.

#### Purchase consideration:

Directly attributable costs	1,638
Fair value of shares issued	196,297
Total purchase consideration	197,935
Fair value of net assets acquired	59,164
Goodwill	138,771

The fair value of shares issued is the closing price of EUR 13.10 for Cramo Plc in the Helsinki Stock Exchange on 3 January 2006.

Goodwill is attributable to the geographical coverage, skilled workforce and synergy benefits expected to arise as a result of the acquisition.

Cramo Holding B.V. contributed a profit of 32.0 Me for the period.

Non-current assets Customer relationships Brand Depot network	Fair value 19,800 29,500 45,000	Book value
Goodwill Property, plant and equipment Financial assets Deferred tax assets Current assets	229,422 888 8,973	62,983 228,741 888 8,450
Inventories Trade and other receivables Cash and cash equivalent Assets total	6,908 60,635 20,782 421,908	6,548 60,635 20,782 389,026
Non-current liabilities Provisions Borrowings Deferred tax liabilities	740 223,943 42,840	740 223,943 16,144
Current liabilities		
Trade and other payables Liabilities total	95,221 362,744	95,221 336,048
Net assets as at 31 December 2005	59,164	52,978
Purchase consideration settled in cash Cash and cash equivalents in subsidiary aquired Cash flow on aquisition		20,782 20,782

Cramo Plc acquired on 8 March 2006 all shares in Maropol Sp.zo.o, a private company in Poland. The company has 17 emloyees and three depots in Poland and one in Czech Republic. The purchase consideration was 2,0 Me and the contribution to the profit for the period was 0.5 Me. No goodwill was recognised due to an acquisition.

In addition, on 21 December 2006 Cramo acquired UAB Aukstumines Sistemos. The company employs 31 people at three sites in Lithuania. The company employs 31 people at three sites in Lithuania. The control of UAB Aukstumines Sistemos was obtained 4 January 2007. On 2 January 2007, Cramo's Norwegian subsidiary, Cramo AS, acquired all shares in Hamar Liftutleie AS with a staff of five employees. Cramo AS acquired all shares in Kongsberg Maskinutleije AS on 4 January 2007. The company has two employees. The total purchase consideration of UAB Aukstumines Sistemos, Hamar Liftutleie AS and Kongsberg Maskinutleije AS is 3,9 Me.

#### 33. EVENTS AFTER BALANCE SHEET DATE

On 2 January 2007, Cramo's Norwegian subsidiary, Cramo AS, acquired all shares in Hamar Liftutleie AS with a staff of five employees. Cramo AS acquired all shares in Kongsberg Maskinutleije AS on 4 January 2007. The company has two employees.

The company announced on 26 January 2007 that it had issued a total of 786,000 2006A stock options to its key personnel. The total expenses of these stock options are estimated at EUR 4.5 million, EUR 1.6 million of which will be recognised in 2007.

A total of 288,145 shares have been subscribed for under the Cramo Plc 2002 stock option scheme since the end of the financial year 2006 and share capital will be increased by EUR 233,397.45. The Board of Directors confirmed the subscriptions on 27 February 2007.

As part of the simplification of the corporate structure, the parent company Cramo Plc's equipment rental operations in Finland will be transferred to Cramo Finland Oy, a wholly owned subsidiary of the parent company, as of 1 April 2007.

#### 34. BOARD AUTHORIZATIONS

The Board has no valid authorisations to issue convertible bonds, increase share capital or buy back treasury shares. The board has a valid authorisation to grant 2006 stock options comprising a maximum amount of 3,000,000 as decided in EGM of 20 November 2006.

# 35. NOTIFICATIONS REGARDING CHAPTER 2, SECTION 9 AND 10 IN ACCORDANCE WITH THE SECURITIES MARKET ACT

Rakennusmestarien Säätiö announced that its holding had lowered to less than one-tenth [1/10] of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 9.3 per cent). Rakennusmestarit ja -insinöörit AMK RKL announced that its holding had lowered to less than one-twentieth (1/20) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 1.7 per cent). Pohjola Non-life Insurance Company Ltd announced that its holding had lowered to less than one-twentieth (1/20) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 3.78 per cent). Suomi Mutual Life Assurance Company announced that its holding had lowered to less than one-tenth (1/10) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 5.34 per cent). Suomi Mutual Life Assurance Company announced that its holding exceeded three-twentieths (3/20) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 15.33 per cent). Pon Holdings B.V. announced that its holding exceeded a quarter (1/4) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 28.4 per cent). ABN AMRO Bank N.V. announced that its holding had increased to one-tenth (1/10) of the share capital and votes (new holding of 10.0 per cent). These changes in holdings related to the business combination took effect on 4 January 2006 and were published on the same date

On 15 March 2006, ABN AMRO Bank N.V. announced that its holding had lowered to less than one-twentieth (1/20) of Rakentajain Konevuokraamo Oyj's share capital and votes (new holding of 3.3 per cent). On the same date, Highfields Capital Management LP announced that the holding of its investment funds Highfields Capital I LP, Highfields Capital II LP and Highfields Capital Ltd. had reached one-twentieth (1/20) of Rakentajain Konevuokraamo Oyj's share capital (new holding of 8.4 per cent).

On 29 November, Cramo Plc received a notification according to which Pon Holdings B.V.'s holding had lowered to less than one-twentieth (1/20) of Cramo Plc's share capital and votes, decreasing from 28.4 per cent to 0.00 per cent.

The OP Bank Group Central Cooperative announced on 7 December 2006 that the combined holdings of the subsidiaries of OP Bank Group Central Cooperative and the mutual funds managed by said subsidiaries had exceeded one twentieth [5%] of Cramo Plc's shares and share capital, with the new holding totalling 1,530,553 shares, or 5.06 per cent of the shares and votes.

The OP Bank Group Central Cooperative announced on 12 December 2006 that the combined holdings of the subsidiaries of OP Bank Group Central Cooperative and the mutual funds managed by said subsidiaries had lowered to less than one twentieth (5%) of Cramo Plc's share capital and votes, with the new holding totalling 960,553 shares, or 3.17 per cent of the shares and votes.

#### 36. MAIN TERMS OF SHAREHOLDERS AGREEMENT

#### Parties

Parties to this Agreement are Pon Holdings B.V., ABN AMRO Bank N.V., Suomi Mutual Life Assurance Company, and Rakennusmestarien Säätiö.

#### The share holding of the parties in Cramo Plc.

Each party is committed not to submit shares or any documents or securities entitling submitting shares so that its ownership would rise over 30 per cent of the Cramo Plc. without written commitment given beforehand by other parties. This commitment does not include the funds under command of ABN AMRO Bank N.V.

#### Use of voting rights

The old Cramo Holding B.V. shareholders (Pon Holdings B.V., ABN AMRO Bank N.V.) jointly and severally undertake not to use their voting rights to extent to total number of voting rights in the Cramo Plc. exceeds 20 per cent.

#### Term and termination

- "This Agreement remains in force for a period of three years since 3 January 2006, and will expire automatically thereafter or earlier for a party in case the following criteria are not met:
- in the part of Pon Holdings B.V. as long as its individual ownership of equity securities will not permanently fall to a level below 10 per cent or at any one time fall to a level below 7.5 per cent of all the equity securities in the Cramo Plc.,
- in the part of Suomi Mutual Life Assurance Company as long as its individual ownership of equity securities will not permanently fall to a level below 10 per cent or at any one time fall to a level below 3.75 per cent of all the equity securities in Cramo Plc.,
- in the part of ABN AMRO Bank N.V. as long as its individual ownership of equity securities will not fall permanently to a level below 5 per cent or at any one time fall to a level below 2.5 per cent of all the equity securities in Cramo Plc., and
- in the part of Rakennusmestarien Säätiö as long as its individual ownership of equity securities will not fall permanently to a level below 5 per cent or at any one time fall to a level below 2.5 per cent of all the equity securities in Cramo Plc."

#### **Breach of Agreement**

If any party breaches the sections regarding the voting rights, the breaching party shall on first demand of a non-breaching party pay liquidated damages for an amount of fifteen million Euro (€ 15,000,000).

#### 37. CALCULATIONS OF THE KEY FIGURES AND RATIOS

Key figures on financial performance:

Return on equity, % = 100 x (profit before taxes)

Shareholders' equity + minority interest

(mean calculated by the values of the balance sheet of the financial year and

the previous financial year)

Return on investment, % = 100 x (profit before taxes + interest expences)

Balance sheet total – non-interest bearing liabilities

(mean calculated by the values of the balance sheet of the financial year and

the previous financial year)

Equity ratio, % = 100 x (shareholders' equity + minority interest)

Balance sheet total - advance payments received

Personnel on average: = Mean of the number of personnel at the end of the month,

adjusted with the number of part-time employees

Gearing: = Interest bearing liabilities - cash and cash equivalents x 100

Equity + minority interest

Per-share ratios:

Earnings per share: = Profit before extraordinary items +/- minority interest - taxes

Average number of issue-adjusted shares for the Financial year

Shareholders' equity per share: = Shareholders' equity

Number of issue-adjusted shares on the date of closing of the accounts

**Dividend per share:** = Dividend distribution for the financial year

Number of issue-adjusted shares on the date of closing of the accounts

Dividend per earnings, %: =  $100 \times \text{dividend per share}$ 

Earnings per share

Effective dividend yield, %: = 100 x dividend per share

Issue-adjusted closing price for a share at the end of the financial year

Price / earnings ratio (P/E): = Issue-adjusted closing price for a share at the end of the financial year

Earnings per share

Market capitalisation: = Number of A shares on the final day of the financial year x average share price for a

B share +

Number of B shares on the final day of the financial year x closing price for a

B share at the end of the financial year

The key figures and ratios are calculated in accordance with the general instructions issued by the Finnish Accounting Standards Board on 29 October 2002.

#### 38. SHARES AND SHAREHOLDERS, 1,000 €

		2006		
	shares	1,000 €	shares	1,000€
A-Series share			1,728,000	2,920
B-Series share	30,256,368	24,508	12,611,807	21,314

Each share entitles the holder to one vote.

#### Shareholders

The Group had 5.346 shareholders in the share register on 31 December 2006.

Major shareholders 31 December 2006	Number of shares	%	Voting rights	%
•				
Nordea Pankki Suomi Oyj hall.rek.	7,929,941	26.20	7,929,941	26.20
Keskinäinen Henkivakuutusyhtiö Suomi	5,200,102	17.19	5,200,102	17.19
OMXBS/Skandinaaviska Enskilda Banken AB hall.rek.	1,804,225	5.96	1,804,225	5.96
Rakennusmestarien Säätiö	1,705,620	5.64	1,705,620	5.64
Keskinäinen Eläkevakuutusyhtiö Ilmarinen	865,000	2.86	865,000	2.86
Keskinäinen Vahinkovakuutusosakeyhtiö Pohjola	533,840	1.76	533,840	1.76
KeskinäinenTyöeläkevakuutusyhtiö Varma	500,000	1.65	500,000	1.65
Thominvest Oy	444,200	1.47	444,200	1.47
OP-Suomi Pienyhtiöt	336,713	1.11	336,713	1.11
Svenska Handelsbanken AB hall.rek	332,320	1.10	332,320	1.10
Sijoitusrahasto Nordea Nordic Small Cap	318,140	1.05	318,140	1.05
Rakennusmestarit ja -insinöörit AMK RKL Ry	300,938	0.99	300,938	0.99
FIM Fenno Sijoitusrahasto	205,577	0.68	205,577	0.68
Nordea Henkivakuutusyhtiö Suomi Oy	189,050	0.62	189,050	0.62
Keskinäinen Vakuutusyhtiö Eläke-Fennia	170,000	0.56	170,000	0.56
Helsingin Rakennusmestarit ja -insinöörit AMK Ry	156,873	0.52	156,873	0.52
Evli-Select Sijoitusrahasto	150,000	0.50	150,000	0.50
Asikainen Visa	143,455	0.47	143,455	0.47
Laakkonen Mikko	143,000	0.47	143,000	0.47
Fondita Nordic Small Cap Placfond	137,700	0.46	137,700	0.46
Lindström Kim	125,250	0.41	125,250	0.41
Sijoitusrahasto Mandatum Suomi Kasvuosakkeet	108,519	0.36	108,519	0.36
Placeringsfonden Aktia Secura	104,595	0.35	104,595	0.35
Kotakorpi Jukka	104,431	0.35	104,431	0.35
Other transferred to book-entry securities system	8,246,879	27.28	8,246,879	27.28
Total according to shareholder's register	30,256,368	100.00	30,256,368	100.00
In admistrative registration	10,211,258	33.75	10,211,258	33.75
Transferred to book-entry securities system total	30,245,958	99.97	30,245,958	99.97
Not transferred to book-entry securities system total	10,410	0.03	10,410	0.03
Total	30,256,368	100.0	30,256,368	100.00

#### Distribution of shareholding by size range

Number of shares	Number of shareholders	Percentage of all shareholders	Number of shares	Percentage of of all shares
1-100	793	14.8	64,620	0.2
101-500	2,083	39.0	674,895	2.2
501-1 000	1,126	21.1	912,875	3.0
1 001-5 000	1,072	20.1	2,356,318	7.8
5 001-10 000	145	2.7	1,065,143	3.5
10 001-50 000	89	1.7	2,003,167	6.6
more than 50 000	38	0.7	23,168,940	76.6
Transferred to book-entry system total	5.346	100.0	30.245.958	99.97
Not transferred to book-entry system total	-,		10.410	0.03
Total			30,256,368	100.0

Distribution of shareholding by sector Shareholding by sector	Number of shareholders	Percentage of all shareholders	Number of shares	Percentage of all shareholdrs	Number of votes	Percentage of all votes
Private companies	399	7.5	1,880,488	6.4	1,880,488	6.4
Public companies	1	0.0	46,000	0.2	46,000	0.2
Financial institutions, insurance companies	45	0.8	17,885,628	59.1	17,885,628	59.1
Public corporations	8	0.2	1,635,056	5.4	1,635,056	5.4
Non-profit organisations	126	2.4	3,046,892	10.1	3,046,892	10.1
Households	4,747	88.7	5,592,769	18.5	5,592,769	18.5
Foreign shareholders	20	0.4	159,125	0.5	159,125	0.5
In administrative registration			10,211,258		10,211,258	
Transferred to book-entry securities system to	tal 5,346	100.0	30,245,958	99.96	30,245,958	99.96
Not transferred to book-entry securities system	n total		10,410	0.03	10,410	0,03
Total	5,346	100.0	30,256,368	100.0	40,467,626	100.0

#### Shareholding of Board members and President and CEO of the Group

On 31 December 2006, the members of the Board of Directors, President and CEO and his deputy, either personally or through controlled corporations, held a total of 105,290 Cramo Plc shares representing 0.35 per cent of all shares and votes, as well as a total of 12,450 stock options. Furthermore, neither the Board members, President and CEO nor his deputy have subscribed shares using stock options between 1 January and 27 February 2007.

#### Insider guidelines

Since 1 July 2004, Cramo Plc. has applied the recommendation for Listed Companies' Corporate Governance confirmed by the HEX Helsinki Exchanges, the Central Chamber of Commerce and the Confederation of Finnish Industry and Employers.

# FINANCIAL STATEMENTS OF THE PARENT COMPANY

12,749,808.87

-1,070,283.92

-1,670,853.95

10,008,671.00

31.12.2006

221,770,532.15

290,816,674.54

€

12,737,590.04

-3,297,704.00

9,447,482.09

31.12.2005

34,866,618.50

83,863,767.20

7,596.05

€

INCOME STATEMENT OF THE PARENT COMPANY	1.1	-31.12.2006	1.131.12.2005	
	Note	€	€	
Sales	2	50,773,636.36	35,390,911.30	
Other operating income	3	5,429,425.31	316,321.67	
Materials and services Personnel expenses Depreciation and amortisation Other operating expenses Total	4 5 6 8	-4,091,973.86 -16,056,130.56 -6,980,461.52 -20,040,885.76 -47,169,451.70	-3,118,664.71 -11,770,516.71 -4,486,161.85 -11,299,234.81 -30,674,578.08	
Operating profit		9,033,609.97	5,032,654.89	
Net financial items	9	-777,801.10	-290,064.85	
Profit before extraordinary items		8,255,808.87	4,742,590.04	
Extraordinary income and expenses	10	4,494,000.00	7,995,000.00	

7

11

Note

#### BALANCE SHEET OF THE PARENT COMPANY

Profit after extraordinary items

Appropriations

Total liabilities

Total equity and liabilities

Profit for the period

Income taxes

**ASSETS** Fixed assets 12 159,822.54 Intangible assets 1,303,820.31 26,728,961.54 Tangible assets 12 48,163,727.21 Investments 12 43,676,762.50 29,901,755.51 Shares in Group companies Shares in other companies 119,563.13 119,058.57 Total fixed assets 93,263,873.15 56,909,598.16 **Current assets** Inventories 13 660,214.91 622,929.71 Non-current receivables 14 178,705,301.04 21,273,169.33 Current receivables 15 8,252,616.19 4,851,344.72 206,725.28 Cash and bank 9.934.669.25 Total current assets 197,552,801.39 26,954,169.04 83,863,767.20 Total assets 290,816,674.54 **EQUITY AND LIABILITIES** Equity 16 Share capital 24,507,658.08 24,234,273.83 Share issue 33,392.25 31,620.00 Share premium fund 2,366,580.89 1,607,116.17 19,916,635.14 Retained earnings 5,363,098.14 10,008,671.00 9,447,482.09 Profit for the period Total equity 56,832,937.36 40,683,590.23 **Appropriations** 17 12,213,205.03 8,313,558.47 Liabilities 18 Non-current liabilities 192,198,808.22 18,900,000.00 Current liabilities 29,571,723.93 15,966,618.50

CASH FLOW STATEMENT, PARENT COMPANY, 1,000 €	1.131.12.2006	1.131.12.2005
Cash flow from business operations	0.027	F 000
Operating profit	9,034	5,033
Adjustments: Merger profit	-5,154	0
Depreciation	6,980	4,486
Change in working capital 1)	5.183	4,400 721
Financial income and expenses	664	-290
Taxes	-1,992	-1,219
	14,715	8,731
Net cash flow from business operations	14,715	8,/31
Cash flow from investments		
Capital expenditure	-12,772	-12,870
Sale of fixed assets	1,146	1,612
Net cash flow from investments	-11,626	-11,258
Cash flow from financing		
Proceeds from issue of share capital	787	126
Increase (+)/ decrease (-) in non-current liabilities	173,299	12,291
Increase (-)/decrease (+) in non-current receivables	-157,433	-11,423
Increase (+) / decrease (-) in current loans	-5,652	-867
Dividends paid	-7,513	-3,580
Extraordinary expenses (-) / income (+)	3,151	5,916
Net cash flow from financing	6,639	2,463
Change in liquid assets	9,728	-64
Liquid assets on 1 January	207	271
Liquid assets on 31 December	9,935	207
Enquia assets on or pecember	7,700	207
1) Change in working capital		
Increase (-) / decrease (+) in inventories	-11	23
Increase (-) / decrease (+) in current receivables	2,036	-1,635
Increase (+) / decrease (-) in current non-interest bearing liabilities	3,158	2,333
Total	5.183	721
iviai	0,103	721

#### PARENT COMPANY NOTES TO THE FINANCIAL STATEMENTS

#### 1. ACCOUNTING PRINCIPLES

#### Measurement of property, plant and equipment

Property, plant and equipment are recorded at cost, including fixed manufacturing costs less depreciation according to plan. Land includes revaluations made before 1989. The company estimates that the market value of the land is higher than the book value. Maintenance and repair costs are recognized as expenses in the year in which they are incurred.

Depreciation according to plan is calculated, based on Group wide principles, on a straight-line basis over the expected useful lives of the assets.

#### Depreciation according to plan is as follows:

Buildings and structures	15-50
For rent:	
- Machinery and equipment	6-10
- Tents and shelters	6
Machinery and equipment for drying services	10
Machinery and equipment for diamond boring and cutting services	6
Machinery and equipment for own use	3-6
Other long-term assets	10
Other tangible assets	10
Goodwill	5

#### Inventories

Inventories are stated at the lower of acquisition cost or replacement cost or likely net realisable value. Cost is determined on a first-in-first-out (FIFO) basis. The total sum of inventories coming from materials and supplies includes direct acquisition costs.

#### Items denominated in foreign currencies

Assets and liabilities denominated in currencies other than those of the euro zone are translated into euros using the exchange rates prevailing at the balance sheet date. Exchange gains and losses are recognized through profit and loss.

#### **Appropriations**

The accumulated difference between planned and book depreciation is shown under appropriations.

#### Deferred taxes

Deferred tax liabilities and assets are not entered in to company's balance sheet. Deferred tax liabilities and assets significant to the company are disclosed in the notes.

#### Revenue and revenue recognition

Based on the term of rental, income from rental operations is recognized on an accrual basis. Income from drying and diamond cutting services is recognized upon performance of a service or part of it.

In calculating revenue, sales are recorded net of indirect taxes, discounts and rebates.

#### Other operating income

Other operating income includes, among other things, rental income and contributions received as well as gain/loss from mergers.

#### Pension schemes

Pensions are accounted as expense for the period they incurred. There are no uncovered pension liabilities. The pension scheme is based on pension insurance in compliance with the Employees' Pensions Act and the Employment Pensions Fund. The contractual retirement age of the Managing Director is 63 years.

#### Research and development

Research and development costs are expensed as incurred.

#### Extraordinary items

Extraordinary items include income and expenses which are based on material and non-frequent transactions departing from ordinary business or changes of accounting policies as well as received and given Group contributions.

#### Valuation of financial derivative instruments

Financial derivative instruments consist of interest rate swap agreements and forward exchange agreements. The forward exchange agreements designate as hedges of cash flow changes in foreign currency. Interest rate swap is recognized under hedge accounting. The fair values of derivative instruments are not recognized in the accounts but they are disclosed as commitments. The effects of hedge instruments are recognized in the income statement as an adjustment to interest expenses which are based on the hedged item.

#### Income taxes

Income taxes for the financial year and the previous financial years are recognized through taxes in profit and loss.

#### Mergers and acquisitions

During the financial year Cramo Oyj has merged VTM-Rakennuskonevuokraamo Oy which earlier merged Suomen Projektivuokraus Oy. Cramo Oyj acquired a part of the business in Cramo Suomi Oy.

Total

2	SAI	FS	<b>BY</b>	BU	SIN	IFSS	AREA.	€
				-	$\sim$ 111 $^{\circ}$		AIVEAI	$\overline{}$

2. SALES BY BUSINESS AREA, €	2006	2005	
Equipment rental and construction-site services	50,773,636.36	35,390,911.30	
Total	50,773,636.36	35,390,911.30	
3. OTHER OPERATING INCOME, €	2006	2005	
Rental of premises Profit on sale of shares	109,568.36 0.00	111,232.80 83,418.18	
Profit on sale of real estate	105,710.54	0.00	
Merger profit	5,154,569.81	0.00	
Other	59,576.60	121,670.69	
Total	5,429,425.31	316,321.67	
4. MATERIALS AND SERVICES, €			
	2006	2005	
Materials and supplies			
Purchases	2,296,400.26	1,633,271.14	
Change in inventory	-11,043.84	22,886.12	
Total	2,285,356.42	1,656,157.26	
External services	1,806,617.44	1,462,507.45	
Total	4,091,973.86	3,118,664.71	
5. PERSONNEL EXPENSES, €			
	2006	2005	
Wages and salaries	12,483,004.25	9,241,843.04	
Pensions	2,252,877.91	1,563,911.04	
Other statutory employer contributions	1,320,248.40	964,762.63	
Total Control of the	16,056,130.56	11,770,516.71	
Average number of personnel	450	311	
- ,			
Executive remuneration	2006	2005	
Nages and salaries with fringe benefits			
Managing Director	300,479.00	188,711.96	
Management Board members	589,105.00 257,000.00	284,659.44 196,500.00	

1,146,584.00

669,871.40

Amortisation on intangible assets Depreciation on tangible assets	236,892.25	F0 000 /7	
	6,743,569.27	50,888.47 4,435,273.38	
Total	6,980,461.52	4,486,161.85	
7. APPROPRIATIONS, €	0007	0005	
	2006	2005	
Depreciation difference, increase (-) / decrease (+): Buildings and structures Machinery and equipment Goodwill	-42,000.72 -983,283.20 -45,000.00	7,596.05	
Total	-1,070,283.92	7,596.05	
8. OTHER OPERATING EXPENSES, €	2006	2005	
Premises and equipment rentals Marketing Transport and vehicles Maintenance and accessories Other expenses	4,780,844.56 2,504,427.63 3,260,723.43 2,099,980.08 7,394,910.06	2,780,800.23 1,680,168.90 2,192,061.90 1,339,049.50 3,307,154.28	
Total	20,040,885.76	11,299,234.81	
9. NET FINANCIAL ITEMS, €  Dividend income Other companies Total dividend income	2006	2005 4 983.53 4,983.53	
Interest income from long-term investments From Group companies From others Total financial income	7,151,225.60 73,491.16 7,224,716.76	340,080.18 31,807.29 376,871.00	
Interest and other financial expenses	7,22 1,7 10.7 0	0,0,0,1,00	
To Group companies To others Total financial expenses	-100,629.40 -7,901,888.46 -8,002,517.86	-666,935.85 -666,935.85	
Net financial items	-777,801.10	-290,064.85	
10. EXTRAORDINARY ITEMS, €	2007	0005	
Extraordinary income	4,494,000.00	7,995,000.00	
44 11100115 T11750 0			
11. INCOME TAXES, €	2006	2005	
Current tax From previous financial periods	-624,207.46 121,793.51	-1,240,919.22 21,915.22	
Taxes on extraordinary income	-1,168,440.00	-2,078,700.00	

#### 12. NON-CURRENT ASSETS, €

#### INTANGIBLE ASSETS

2006	Intangible assets	Other non- current assets	Goodwill	Total	
Acquisition cost at Jan 1, 2006 Additions	50,535.39	<b>186,071.19</b> 70,265.02	1,310,625.00	236,606.58 1,380,890.02	
Disposals Acquisition cost at Dec 31, 2006 Accumulated depreciation	50,535.39	-28,342.42 227,993.79 -48,441.62	1,310,625.00	-28,342.42 1,589,154.18 -48,441.62	
Depreciation for the financial year 2006	F0 F0F 00	-51,267.25	-185,625.00	-236,892.25	
Net book value Dec 31, 2006	50,535.39	128,284.92	1,125,000.00	1,303,820.31	
2005	Intangible	Other non-	0 4		
2005	assets	current assets	Goodwill		
Acquisition cost at Jan 1, 2005 Additions Disposals	50,535.39	<b>163,813.55</b> 90,628.81 -68,371.17	214,348.94 90,628.81 -68,371.17		
Acquisition cost at Dec 31, 2005 Accumulated depreciation	50,535.39	186,071.19 -25,895.57	236,606.58 -25,895.57		
Depreciation for the financial year 2005  Net book value Dec 31, 2005	50,535.39	-50,888.47 <b>109,287.15</b>	-50,888.47 159,822.54		

#### TANGIBLE ASSETS

2006	Land	Revalution	Total land	Buildings and structures	Machinery and equipment	Other tangible assets	Total tangible assets
Acquisition cost at Jan 1, 2006 Additions Disposals Acquisition cost at Dec 31, 2006 Accumulated depreciation Depreciation for the financial year 2006 Net book value Dec 31, 2006	1,425,306.47 58,865.77 -33,874.93 1,450,297.31	576,884.59 576,884.59 576,884.59	2,002,191.06 58,865.77 -33,874.93 2,027,181.90 2,027,181.90	4,614,767.56 496,158.82 -124,991.37 4,985,935.01 -1,670,366.93 -176,225.68 3,139,342.40	28,784,957.96 -2,700,863.90 64,202,538.74 -15,099,651.00 -6,498,519.45	523,169.23 145,003.77 -31,210.92 636,962.08 -175,303.32 -68,824.14 392,834.62	45,258,572.53 29,484,986.32 -2,890,941.12 71,852,617.73 -16,945,321.25 -6,743,569.27 48,163,727.21
2005	Land	Revalution	Total land	Buildings and structures	Machinery and equipment	Other tangible assets	Total tangible assets
Acquisition cost at Jan 1, 2005 Additions Disposals Acquisition cost at Dec 31, 2005 Accumulated depreciation Depreciation for the financial year 2005 Net book value Dec 31, 2005	1,418,685.73 29,973.63 -23,352.89 1,425,306.47	<b>576,884.59 576,884.59 576,884.59</b>	1,995,570.32 29,973.63 -23,352.89 2,002,191.06	4,372,204.68 303,916.47 -61,353.59 4,614,767.56 -1,506,188.27 -164,178.66 2,944,400.63	8,357,266.30 -5,977,194.01 38,118,444.68 -12,445,415.19	500,380.66 100,453.52 -77,664.95 523,169.23 -142,734.15 -61,974.04 318,461.04	42,606,528.05 8,791,609.92 -6,139,565.44 45,258,572.53 -14,094,337.61 -4,435,273.38 26,728,961.54

#### INVESTMENTS

2004	Shares in Group	Shares in other	Total	
2006	companies	companies	investments	
Acquisition cost at Jan 1. 2006 Additions Disposals Net book value Dec 31. 2006	<b>29,901,755.51</b> 13,775,006.99 0.00 <b>43,676,762.50</b>	119,058.57 504.56 0.00 119,563.13	30,020,814.08 13,775,511.55 0.00 43,796,325.63	
Net Book value Bee of 2000	40,070,702.00	117,000.10	40,770,020.00	
2005	Shares in assiciated companies	Shares in other companies	Total investments	
Acquisition cost at Jan 1. 2005 Additions Disposals Net book value Dec 31. 2005	26,196,143.51 3,987,552.00 -281,940.00 29,901,755.51	178,617.46 0.00 -59,558.89 119,058.57	26,374,760.97 3,987,552.00 -341,498.89 30,020,814.08	
		2006	2005	
Production machinery and equipment Net book value at 31.12.2006 Buildings and structures		42,073,845.81	20,978,973.67	
Accumulated difference in total depreciati depreciation according to plan at 1.1. Increase(+)/decrease(-) in accumulated de		561,602.68	569,198.73	
difference for the period of 1.131.12.	-preciation	70,235.68	-7,596.05	
Accumulated difference in total depreciati depreciation according to plan at 31.12.	on and	631,838.36	561,602.68	
Machinery and equipment				
Accumulated difference in total depreciati depreciation according to plan at 1.1. Increase in accumulated depreciation difference in total depreciati	erence for the period of 1.131.12.	7,751,955.79 3,784,410.88	7,751,955.79	
depreciation according to plan at 31.12.	on and	11,536,366.67	7,751,955.79	
Goodwill				
Accumulated difference in total depreciation according to plan at 1.1. Increase in accumulated depreciation difference in the depreciation of the	erence for the period of 1.131.12.	45,000.00		
Accumulated difference in total depreciati depreciation according to plan at 31.12.	un and	45,000.00		

Change in depreciation difference of buildings and structures as well as machinery and equipment 1.1. - 31.12. includes depreciation difference received through mergers.

13.	INV	EN.	TOR	IES,	€
-----	-----	-----	-----	------	---

2006	2005	
660,214.91	622,929.71	
2006	2005	
178,705,301.04	21,273,169.33	
178,705,301.04	21,273,169.33	
2006	2005	
177,997.10	27,093.17	
696,469.54		
6,429,822.52	3,145,763.20	
15,907.00		
732,420.03	1,007,004.30	
8,252,616.19	4,851,344.72	
2006	2005	
24,234,273.83	24,191,516.83	
12 / 10 020 1/	42,757.00	
195,102.27		
24,507,658.08	24,234,273.83	
31,620.00	1,191.00	
-31,620.00	-1,191.00	
165,618.27	31,620.00	
-165,618.27		
	21 / 20 00	
აა,აუ∠.∠ე	31,020.00	
1,607,116.17	1,554,432.17	
	52,684.00	
2,366,580.89	1,607,116.17	
5,363,098.14	4,376,542.77	
9,447,482.09	4,566,507.12	
12,619,030.16	2 570 051 75	
56,832,937.36	40,683,590.23	
	2006  178,705,301.04  178,705,301.04  178,705,301.04  2006  177,997.10 696,469.54  6,429,822.52 15,907.00 932,420.03  8,252,616.19  2006  24,234,273.83  -12,619,030.16 12,697,312.14 195,102.27 24,507,658.08  31,620.00 -31,620.00 29,484.00 165,618.27 -165,618.27 -33,392.25 33,392.25  1,607,116.17 105,924.00 543,882.22 109,658.50 2,366,580.89  5,363,098.14 9,447,482.09	660,214.91     622,929.71       2006     2005       178,705,301.04     21,273,169.33       178,705,301.04     21,273,169.33       2006     2005       177,997.10     27,093.17       696,469.54     27,093.17       696,469.54     48,763.20       15,907.00     10,984.00       932,420.03     1,667,504.35       8,252,616.19     4,851,344.72       2006     2005       24,234,273.83     24,191,516.83       42,757.00     42,697,312.14       195,102.27     24,507,658.08     24,234,273.83       31,620.00     1,191.00       -29,484.00     -29,484.00       -29,484.00     -165,618.27       33,392.25     31,620.00       1,607,116.17     1,554,432.17       105,924.00     52,684.00       543,882.22     109,658.50       2,366,580.89     1,607,116.17       5,363,098.14     4,376,542.77       9,447,482.09     4,566,507.12       12,619,030.16     -7,512,75.25       -3,579,951.75     19,916,635.14       5,363,098.14     5,363,098.14       -7,512,75.25     -3,579,951.75       19,916,635.14     5,363,098.14       10,008,671.00     9,447,482.09

€

2005

No.

15,966,618.50

€

2006

No.

Option rights Option right details issued by the company and the Board of Statement of distributable funds of the Parent company  Profit from previous periods at Jan 1 Reduction of par value Dividend	2006 2006 14,810,580.23 12,619,030.16 -7,512,975.25 10,008,671.00 29,925,306.14	8,943,049.8 -3,579,951.7	
Profit from previous periods at Jan 1 Reduction of par value	14,810,580.23 12,619,030.16 -7,512,975.25 10,008,671.00	8,943,049.8 -3,579,951.7	
Reduction of par value	12,619,030.16 -7,512,975.25 10,008,671.00	-3,579,951.7	9
Reduction of par value	12,619,030.16 -7,512,975.25 10,008,671.00	-3,579,951.7	,
	10,008,671.00		
Profit for the period at Dec 31	29 925 304 14	9,447,482.0	9
Total	27,720,000.14	14,810,580.2	3
17. APPROPRIATIONS, €			
	2006	200	5
Accumulated depreciation difference	12,213,205.03	8,313,558.4	7
18. LIABILITIES, €			
	2006	200	5
Non-current liabilities			
Loans from credit institutions	192,198,808.22	18,900,000.0	0
Current liabilities			
Borrowings from Group companies			
Trade payables	842,659.40	86,968.1	6
Accrued liabilities and deferred income	188,461.94	2,006,355.2	
Other liabilities	6,615,471.83	3,416,814.0	
Total	7,646,593.17	5,510,137.4	8
To others			
Loans from credit institutions	13,084,499.00	5,168,730.3	4
Trade payables	570,717.53	1,602,922.9	
Accrued liabilities and deferred income	6,854,396.60	3,107,953.8	
Other current liabilities	1,415,517.63	576,873.9	
Total	21,925,130.76	10,456,481.0	2
Total current liabilities	29,571,723.93	15,966,618.5	0
Total liabilities	221,770 532.15	34,866,618.5	0
Non-interest bearing and interest bearing liabilities			
Non-current			
Interest bearing	192,198,808.22	18,900,000.0	0
Total	192,198,808.22	18,900,000.0	0
Current			
Non-interest bearing	9,871,753.10	5,374,718.8	4
Interest bearing	19,699,970.83	10,591,899.6	6

29,571,723.93

Share capital

Total

19. OTHER NOTES, €		2006	2005	
Commitments and contingent liabilities Guarantees given on own behalf				
Debts, secured by guarantees Loans from credit institutions		202,930,370.18	27,485,544.37	
Other contingent liabilities Leasing liabilities in the following year Subsequent leasing liabilities		1,384,000.00 2,804,500.00	404,030.65 1,061,703.83	
Securities given Mortgages on real estates Mortgages on company assets Pledges		739,992.00 5,827,711.73 22,771,091.53	740,026.88 5,827,711.65 22,781,956.53	
Guarantees given on behalf of the Group				
Debts, secured by guarantees Repurchase commitments			31,930.10	
Securities given		7,834,588.00	12,734,522.50	
Guarantees Unlimited guarantee on behalf of Tilamarkkinat Oy.		2006	2005	
20. ACCRUALS, €		2000	2003	
For personnel expenses For interest expenses For taxes For subsidiaries Other accruals		2,454,811.30 2,043,202.31 1,228,657.36 188,461.94 1,127,725.63	1,339,530.89 150,458.00 1,549,792.46 2,006,355.29 68,172.48	
TOTAL		7,042,858.54	5,114,309.12	
21. SHARE HOLDINGS				
Subsidiaries Cramo Holding B.V. Kiinteistö Oy RK-Kehä Kiinteistö Oy Vantaan Viinikankaari 9 Tilamarkkinat Oy Suomen Tähtivuokraus Oy	<b>Do</b> Amsterdam Vantaa Vantaa Ylöjärvi Vantaa	<b>micile</b> Netherlands Finland Finland Finland Finland	% of shares 100 100 100 100 100	Parent company holdings and voting rights % 100 100 100 100
Shares and shareholdings, see consolidated financial sta	atements in Note 28	3.		
22. DERIVATE FINANCIAL INSTRUM	IENTS AT 31	DEC, 1,000 €		
Interest rate swap	2006 Book value	<mark>2006</mark> Fair value	<b>2005</b> Book value	<b>2005</b> Fair value
Swap contract	152,803	4,370	10,000	-43
23. CURRENCY DERIVATIVES AT 31	DEC, 1,000 €	0		
	2006 Book value	<mark>2006</mark> Fair value	<b>2005</b> Book value	<b>2005</b> Fair value
Cramo Plc has hedged receivables in NOK and PLN. Forward exchange agreement will be matured at 3 Dece	<b>19,911</b> ember 2007 and at 1	113 14 December 2007.		
24. DEFERRED TAX EXPENSE 31.12	.2006, €			
Deferred tax expense from depreciation difference Deferred tax expense from currency derivatives Deferred tax expense from financial derivative instrume	nts	3,175,433.00 29,380.00 1,136,200.00	2,161,525.21	
Total		4,341,013.00	2,161,525.21	

#### **BOARD PROPOSAL TO THE ANNUAL GENERAL MEETING**

Cramo Plc's net profit for the financial year totalled EUR 10,008,671.00. The Group's profit attributable to shareholders at the Annual General Meeting's disposal totalled EUR 29,925,306.14. The Board proposes to the Annual General Meeting that a dividend of EUR 0.50 per share is paid to shareholders entitling to dividends and the rest be held in retained earnings. On 27 February 2007, the number of shares entitling their holders to receive full dividends totalled 30,585,738, the corresponding dividend amounting to EUR 15,292,869.00.

Vantaa, 27 February, 2007

Pekka Heusala Gunnar Glifberg Stig Gustavson Phil van Haarlem

Eino Halonen Hannu Krogerus Juhani Nurminen

Vesa Koivula, President and CEO

#### **AUDITORS' REPORT**

#### TO THE SHAREHOLDERS OF CRAMO PLC

We have audited the accounting records, the report of the Board of Directors, the financial statements and the administration of Cramo Plc (former Rakentajain Konevuokraamo Oyj) for the financial year 2006. The Board of Directors and the Managing Director have prepared the consolidated financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU, as well as the report of the Board of Directors and the parent company's financial statements, prepared in accordance with prevailing regulations in Finland, containing the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements. Based on our audit, we express an opinion on the consolidated financial statements, as well as on the report of the Board of Directors, the parent company's financial statements and the administration.

We conducted our audit in accordance with Finnish Standards on Auditing. Those standards require that we perform the audit to obtain reasonable assurance about whether the report of the Board of Directors and the financial statements are free of material misstatement. An audit includes examining on a test basis evidence supporting the amounts and disclosures in the report and in the financial statements, assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. The purpose of our audit of the administration is to examine whether the members of the Board of Directors and the Managing Director of the parent company have complied with the rules of the Companies Act.

#### **CONSOLIDATED FINANCIAL STATEMENTS**

In our opinion the consolidated financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU, give a true and fair view, as defined in those standards and in the Finnish Accounting Act, of the consolidated results of operations as well as of the financial position. The consolidated financial statements can be adopted.

# PARENT COMPANY'S FINANCIAL STATEMENTS, REPORT OF THE BOARD OF DIRECTORS AND ADMINISTRATION

In our opinion the parent company's financial statements and the report of the Board of Directors have been prepared in accordance with the Finnish Accounting Act and other applicable Finnish rules and regulations. The parent company's financial statements and the report of the Board of Directors give a true and fair view of the parent company's result of operations and of the financial position. The report of the Board of Directors is consistent with the consolidated financial statements.

The parent company's financial statements can be adopted and the members of the Board of Directors and the Managing Directors of the parent company can be discharged from liability for the period audited by us. The proposal by the Board of Directors regarding the disposal of distributable funds is in compliance with the Companies Act.

Vantaa, March 9, 2007

ERNST & YOUNG OY Authorized Public Accountant Firm

Erkka Talvinko Tomi Englund

Authorized Authorized Public Accountant Public Accountant

#### **COLLAGE OF ANNUAL INFORMATION 2006**

This collage of annual information is a list of the stock exchange releases and announcements the Company has published in 2006. The documents listed below can be obtained from the Company's website www.cramo.com.

January 3, 2006 Decisions by extraordinary general meeting of Rakentajain Konevuokraamo Oyj and consummation of combination of Rakentajain Konevuokraamo Oyj and Cramo Holding B.V.

January 4, 2006 Registration of decisions by extraordinary general meeting of Rakentajain Konevuokraamo Oyj and trading of new shares

January 4, 2006 Notification pursuant to chapter 2 section 10 of the Finnish securities markets act and appointments in the management group

January 9, 2006 Correction to date of the report on the Financial Statements 2005

January 12, 2006 Rakentajain Konevuokraamo Oyj: 8,500 B-shares were subscribed with 2003 stock options in December 2005

January 27, 2006 Rakentajain Konevuokraamo Oyj, Suomen Projektivuokraus Oy and Cramo Suomi Oy complete negotiations under statutory information and consultation with employees

**February 10, 2006** The annual general meeting will be held on Thursday, 6 April 2006 at 13.00 hrs

February 28, 2006Subsidiary mergers in the Group of Rakentajain Konevuokraamo Oyj

February 28, 2006 Martti Ala-Härkönen appointed Chief Financial Officer of Rakentajain Konevuokraamo Oyj

March 6, 2006 Report on Financial Statements for 2005

March 8, 2006 Rakentajain Konevuokraamo Oyj Group has signed an agreement concerning the purchase of the shares of a Polish company Maropol Sp.zo.o.

March 9, 2006 Shares subscribed with 2002A-stock options in Rakentajain Konevuokraamo Oyj

March 17, 2006 Rakentajain Konevuokraamo Oyj has received on 16 March 2006 the following announcement according to the securities market act, chapter 2, paragraph 9

March 17, 2006 Rakentajain Konevuokraamo Oyj has received on 17 March 2006 the following announcement according to the securities market act, chapter 2, paragraph 9

March 20, 2006 Notice to convene to Annual General Meeting of Rakentajain Konevuokraamo Oyj on 6 April 2006

**April 6, 2006** Resolutions of Rakentajain Konevuokraamo Oyj's annual general meeting of shareholders

April 10, 2006 Organization of the Board of Directors

April 18, 2006 Rakentajain Konevuokraamo applies for listing

of stock options 2002B on the main list of the Helsinki Stock Exchange

May 5, 2006 Rakentajain Konevuokraamo Oyj: 8,000 shares were subscribed with 2002 stock options in April 2006

May 24, 2006 Publishing of Rakentajain Konevuokraamo's Q1 result on May 30

May 30, 2006 Rakentajain Konevuokraamo's interim report Q1/2006 - strong first quarter, Cramo's integration proceeds on schedule

July 31, 2006 Rakentajain Konevuokraamo Oyj: 3,000 shares were subscribed with 2002 stock options in June 2006

August 16, 2006 Publishing of Rakentajain Konevuokraamo's Q2 result on August 23

**August 22, 2006** Rakentajain Konevuokraamo discloses 2005 pro forma key figures

August 23, 2006 Rakentajain Konevuokraamo's interim report H1/2006 - RK's strong performance continued

**September 29, 2006** Implementations of subsidiary mergers

October 5, 2006 Rakentajain Konevuokraamo Oyj: 23,200 shares were subscribed with 2002 stock options in September 2006

October 25, 2006 Notice to convene Rakentajain Konevuokraamo Oyj's extraordinary general meeting of shareholders on 20 November 2006

**November 3, 2006** Share subscriptions with 2002A/B Rakentajain Konevuokraamo's stock options

**November 10, 2006** Publishing of Rakentajain Konevuokraamo's Q3 result on November 17

**November 13, 2006** Rakentajain Konevuokraamo Oyj has received the following information regarding one of its key owners

**November 17, 2006** Rakentajain Konevuokraamo's interim report Q1-Q3/2006 - strong profit performance continues

**November 20, 2006** Decisions of Rakentajain Konevuokraamo Oyj's extraordinary general meeting

**November 29, 2006** Cramo Oyj has received the following information regarding one of its key owners

**November 29, 2006** Notification pursuant to chapter 2 section 10 of the Finnish securities act

**December 7, 2006** Notification pursuant to chapter 2, section 9 of the securities markets act

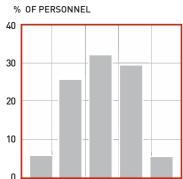
**December 8, 2006** Cramo Plc: 9,300 shares were subscribed with 2002 stock options in November 2006

**December 12, 2006** Notification pursuant to chapter 2, section 9 of the securities markets act

December 21, 2006 Cramo acquired leading access platform rental company in Lithuania



#### PERSONNEL BY AGE



The number of Cramo Group employees in 2006 averaged 1,828, 1,634 of whom, or 89 per cent, worked for the equipment rental business and 194, or 11 per cent, for the modular space business. Personnel by region was as follows:

- Finland 607
- Sweden 610
- Western Europe 253
- Other Europe 358

The number of employees grew by 221 per cent over the previous year, due mainly to Cramo Holding B.V.'s merger with the Group, while staff numbers rose by 11 per cent against the previous year's pro forma figures. Women and men accounted for 11 per cent and 89 per cent of employees, respectively.

The acquired company's integration also involved reorganisation measures affecting personnel and depots and offices. As a result of corporate transactions, the financial year saw statutory Information and Consultation of Employees related to the integration in Finland of Cramo Holding B.V.'s operations with those of Cramo Plc and Suomen Projektivuokraus Oy, with the result that eight offices were closed down leading to 16 redundancies taking effect in the second quarter. Other market areas have no major overlapping operations.

Wage costs per employee due to sick leave absences averaged EUR 1,921 vis-à-vis EUR 882 a year ago. The underlying reason for this growth stems from various social security systems within the expanded operating environment.

# INCREASINGLY IMPORTANT SALESMANSHIP AND CUSTOMER SERVICE COMPETENCIES

Employee skills and competencies have come to play a more important role in the service sector. While service is becoming increasingly important in both the equipment rental and modular space businesses, equipment's technological advancement is setting mounting requirements for employee skills.

Human resource development has focused on the development of sales and customer service skills. The most significant project includes a three-year sales and management training programme launched in Sweden in August 2005, in which almost all of Swedish sales and executive personnel

are participating. A programme for sales and customer service competencies was launched in Finland in December 2006. Similar training has also been arranged in the other Nordic countries. Systematic development of sales, leadership and customer service competencies will begin in Central and Eastern Europe in 2007.

24-35 36-45 46-60

-23

Cramo's leadership principles stress respect for individuals and the managers'/supervisors' role as a coach. Cramo also encourages its managers/supervisors to coach each other and share operating models which have proved best in practice.

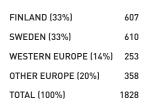
#### A GOOD WORKING ENVIRONMENT – A COMPETITIVE ADVANTAGE

In addition to being safe, effective and clean, a working environment must fulfil each country's national legislative requirements. A well-managed working environment improves productivity, service quality and job satisfaction. Cramo aims at a safe and cosy working environment, enhancing its competitiveness not only as an employer but also as a provider of rental services.

In 2007, Cramo will continue to develop its operating units further, in order to meet its business needs more effectively. It will also seek to harmonise its HR policy, including measures to draw up shared guidelines for incentive schemes by subsidiary and unit. In addition to profit-based incentive schemes, Cramo rewards its employees for their years of service and their suggestions aimed at developing business and processes.

In human resource development Cramo continues sales and management training as well as strenghens competence needed in international expansions.

#### PERSONNEL BY GEOGRAPHICAL SEGMENTS, %







#### FINANCIAL RESPONSIBILITY

Cramo aims to grow on a profitable basis. The Group takes the view that sustainable profitability forms the basis for corporate responsibility exercised towards customers, shareholders, employees and other stakeholder groups. Sound profitability is reflected in employment, tax revenues, dividends and an increase in the company's market capitalisation.

Cramo will capitalise on economies of scale, enabled by its larger corporate size, e.g. within information technology, purchasing, financing, employee competence development, strategic planning and logistics. In addition Cramo continuously capitalises on its strong local presence, local customer service capabilities and local business knowhow, which provide the Group with business agility to transact in different markets.

#### **SOCIAL RESPONSIBILITY**

Successful business requires highly skilled and motivated employees. Indeed, employee competence development forms one of the values that guide Cramo's business operations. In order to sustain its employees' high professional skills, Cramo co-operates with training institutes and importers in the provision of tailored courses, and promotes and supports its staff's self-managed learning and competence development. In addition to skills in the use of equipment, Cramo invests in customer service skills, salesmanship, management and leadership skills.

Continuous improvement in occupational safety plays a vital role in Cramo's industry and the Group takes safety aspects into consideration throughout its operations. Cramo organises safety-training courses in co-operation with partners.

Cramo appreciates personnel with long years of service. In an effort to maintain its staff's working capacity and reduce sick leave absences, the Group subsidises e.g. its employees' keep-fit activities. Cramo gives a prize for employee suggestions aimed at developing Group processes and operations further, and places a special emphasis on respect for individuals and the principles of teamwork in its leadership culture.

#### **ENVIRONMENTAL RESPONSIBILITY**

Environmental responsibility forms part of Cramo's business model: the rental of equipment and modular space is an environmentally and financially sound business. Based on its environmental responsibility, Cramo ensures that its rental equipment and modular buildings are of high quality and carefully serviced and overhauled. Cramo prefers to purchase equipment with a minimum environmental load, including the related energy consumption, and aims at long equipment service lives based on careful maintenance.

Furthermore, Cramo seeks to reduce environmental load by handing its equipment over to customers without unnecessary packaging. The Group provides customers not only with professional advice but also explicit instructions for equipment maintenance and safety.

Cramo recycles all recyclable materials from equipment going out of use, such as waste wood and scrap metal. A local, specialist firm takes charge of the recycling of hazardous waste while Cramo's regional profit centres answer for the appropriate storage and reprocessing of chemicals and hazardous waste according to local legislation and the Group's guidelines.

Cramo's processes in Sweden, Denmark and Norway are based on the ISO 14001 environmental and ISO 9001 quality management certificates. In Finland, the Group's quality management system is based on the ISO 9001:2000 quality management certificate granted by Det Norske Veritas.

Quality management system certification requires continuous improvements in processes and quality management systems. Such improvements are manifested in better service, fewer errors, higher productivity and greater occupational safety.







Cramo Plc (hereinafter 'Cramo' or 'the Company') is a Finnish public limited company which complies in its decision-making and administration with the Finnish Companies Act, the Securities Markets Act and other rules and regulations governing public limited companies, as well as its Articles of Association.

Unless otherwise set forth under the sections specified below, Cramo observes the Insider Guidelines, issued by the Helsinki Stock Exchange, and the Corporate Governance Recommendation for Listed Companies, effective since 1 July 2004 and issued by the Helsinki Stock Exchange, the Central Chamber of Commerce of Finland and the Confederation of Finnish Industry and Employers.

The Company's control and management responsibilities are divided between the General Meeting of Shareholders, the Board of Directors, and the President and CEO.

#### **GENERAL MEETING OF SHAREHOLDERS**

The General Meeting of Shareholders is the Company's highest decision-making body.

Cramo's General Meeting convenes at least once a year and the Annual General Meeting (AGM) must be held by the end of June. The Board of Directors may call Extraordinary General Meetings (EGM) whenever necessary. In accordance with Cramo's Articles of Association, the Company shall publish notice of a General Meeting in a newspaper, determined by the Board of Directors, no later than 17 days prior to the meeting. The notice of meeting must also be published in a stock exchange release available on the Company's website. The Board of Directors' proposals to the General Meeting must be published in a stock exchange release available on the Company's website.

The AGM makes decisions on issues specified in Article 8 of the Company's Articles of Association.

A Cramo shareholder must be registered as a shareholder in the Company's shareholder register, maintained by Finnish Central Securities Depository Ltd, by the record date for the General Meeting, in order to be entitled to attend the meeting. Holders of nominee-registered shares wishing to attend the General Meeting should notify their custodian well in advance of their attendance prior to the meeting and follow the instructions provided by the custodian. A holder of nominee-registered shares wishing to attend the General Meeting must notify the Company of his/her intention within the period specified in the notice of General Meeting.

A shareholder may attend the General Meeting in person or through a representative who must present a proxy. When registering for the General Meeting, shareholders must inform the Company of any proxies. A shareholder and his/her representative may use an assistant at the meeting.

#### **BOARD OF DIRECTORS**

In accordance with the Articles of Association, Cramo's Board of Directors comprises 5–7 members, whose term expires at the end of the first Annual General Meeting following their election. The Board of Directors elects a Chairman and Vice Chairman from among its members.

Under the Companies Act, the Articles of Association and other applicable Finnish laws and regulations, the Board of Directors is vested with powers and duties to manage and supervise Cramo's operations.

The Board's responsibilities and duties are determined by the Companies Act and the Company's Articles of Association. The Board of Directors has a general obligation to pursue the Company's best interests. It is accountable to the Company's shareholders. Board members shall act in good faith and with due care and exercise their business judgement on an informed basis in what they believe to be the best interests of the Company and its shareholders as a whole.

The Board of Directors is responsible for Cramo Group's governance and appropriate management and decides on the Group's key policies and practices, approves the business strategy and the budget, and adopts the financial statements and interim reports. Furthermore, the Board of Directors decides on the appointment and dismissal of the President and CEO and his/her deputy, the Group's structure, acquisitions and disposals, Company finances and investments, the continuous assessment and monitoring of Group companies' operations and performance, risk management and compliance with applicable laws, as well as any other issues within its competence.

In 2006, Cramo's Board of Directors met 15 times at an average attendance rate of 94 per cent.



#### **BOARD COMMITTEES IN 2006**

Two permanent committees, the Audit Committee and the Nomination and Compensation Committee, assist the Board of Directors, which elects committee members from among its members.

The Audit Committee is tasked with supervising and controlling corporate financial reporting, external and internal audit and risk management. In accordance with the Audit Committee's charter, it also assesses the effects of exceptionally significant business transactions on the Company.

Meeting eight times in 2006, the Audit Committee comprised the following members: Pekka Heusala (Chair), Eino Halonen and Phil van Haarlem.

The Nomination and Compensation Committee is tasked with preparing a proposal for the Board members and their remuneration presented to the Annual General Meeting. In accordance with the Nomination and Compensation Committee's charter, it also prepares a proposal to the Board of Directors for the President and CEO's appointment and his/her employment terms, and prepares matters pertaining to the Company's compensation systems.

Meeting three times in 2006, the Nomination and Compensation Committee comprised the following members: Stig Gustavson (Chair), Pekka Heusala and Hannu Krogerus.

#### REPRESENTING THE COMPANY

In accordance with the Articles of Association, two Board members together or the President and CEO together with a Board member may represent the Company.

The Board of Directors may authorise (a) person(s) to represent the Company. The Board of Directors decides on granting procuration in such a way that a holder of procuration may represent the Company together with a Board member, the President and CEO or another holder of procuration.

#### **COMPENSATION**

The General Meeting of Shareholders decides on Board remuneration

The Board of Directors decides on the CEO's salary and bonus system and his/her immediate subordinates' remuneration. The Company has a stock option scheme in place, approved by the AGM. Board members do not hold any stock options.

The Board of Directors' and the CEO's voluntary pension insurance contributions paid during the financial year ending on 31 December 2006 totalled EUR 73,000. In addition, the management is covered by statutory pension insurance.

#### **RISK MANAGEMENT**

Forming part of Cramo Group's monitoring and control system, risk management is aimed at ensuring that the Company identifies its business-related risks and assesses and monitors them on an ongoing basis. In accordance with the Company's risk-management policy, risk management refers to continuous and systematic activities aimed at preventing personal injuries, safeguarding the assets of Cramo Group and its Group companies while ensuring a steady and profitable business growth.

Cramo Group's expansion and business development are partly based on corporate acquisitions. Risks associated with acquisitions may involve, for example, knowledge of local markets, customers, key personnel and suppliers. The aim is to take the related risks into account through careful pre-arrangements and the systematic monitoring of corporate acquisitions.

Risk management measures are aimed at securing Cramo Group's long-term competitiveness. The Board of Directors and the management are responsible for managing business, financial and environmental risks as well as the related insurance cover.

#### Management of business risks

Cramo Group's business largely depends on construction and property markets characterised by seasonal fluctuations. On the other hand, the Group is not dependent on individual customers or projects, since its extensive customer base is spread across several market areas. Furthermore the constant managing and optimising of the Company's equipment fleet's utilisation rates is a higly important success factor for the Group.

The Board of Directors analyses the Group's and its business units' financial performance on a monthly basis. Cramo's business risks are mitigated by the Group's 250 depots and offices being spread among eleven countries.

#### Management of financial risks

In addition to cash flow financing, the Group raises bank loans and concludes equipment lease agreements in financing its operations. Its main financial risks relate to interest-rate risks associated with cash flows, currency risks, credit risks and liquidity risks. To manage its interest-rate risks, Group borrowings and investments are spread across fixed and floating interest rate instruments. In an effort to manage its interest-rate risks, the Group can make use of derivative contracts, such as interest-rate swaps. Currency risks mainly involve net investments in foreign units and foreign-currency denominated loans, with currency forward contracts used as hedging instruments. Since Group companies mainly carry out their sales and purchases in the unit's functional currency, the Group is not exposed to any major foreign-exchange risks associated with these transactions.

In co-operation with Group companies, Group Treasury identifies, analyses and manages financial risks.

#### Management of environmental risks

Cramo Group's environmentally sound corporate mission refers to the high utilisation rates of professionally serviced equipment and the minimisation of the environmental burden caused by the use of equipment and energy – the aspects to which the Group pays special attention in purchasing its rental machinery and equipment. Cramo Group's quality management system is based on the ISO 9001:2000 quality management certificate granted by Det Norske Veritas, covering all of the Company's operations and depots in Finland. Cramo's operations in Sweden, Denmark and Norway are based on the ISO 14001 environmental and ISO 9001 quality management certificates. The Group performs internal auditing on an ongoing basis and occasionally stages audits carried out by external parties.

#### Insurance cover

Extensive insurance cover forms an integral part of Cramo Group's risk management. The Group's management continuously assesses the adequacy and scope of insurance cover, in view of the extent and nature of Group operations.

# INTERNAL CONTROL AND INTERNAL AUDIT

Cramo Group's internal control is based on an independent Internal Audit function, internal policies and guidelines, financial reporting, supervision and documentation, as well as transparent processes and procedures. The Group pays particular attention to systematic operations at its offices, rental equipment management and clear reporting.

The Group's Internal Audit unit pays regular visits to depots and offices in different countries. The Group will assess the quality of its internal auditing in Spring 2007, with a view to further developing and standardising internal audit processes, procedures and tools.

Cramo discloses its financial statements and interim reports in Finnish and English and prepares its consolidated financial statements in compliance with the International Financial Reporting Standards (IFRS).

#### **INSIDER GUIDELINES**

Issued by the Board, Cramo's Insider Guidelines for internal use are based on the Securities Markets Act, rules and regulations issued by the Financial Supervision Authority, as well as the insider guidelines of the Helsinki Stock Exchange effective since 1 January 2006. Finnish Central Securities Depository Ltd maintains an insider register for Cramo's permanent insiders.

Cramo Group requires that its employees and partners comply with the Insider Guidelines.

#### **AUDITORS**

External auditors play an important role as a controlling body elected by the General Meeting of Shareholders. Their term of office expires at the end of the first Annual General Meeting following their election. Notice of the Annual General Meeting shall reveal the Board's proposal for the election of an external auditor.

In accordance with the Articles of Association, the Company has a minimum of one and a maximum of two Authorised Public Accountants (APA) or firms of Authorised Public Accountants, chartered by the Central Chamber of Commerce of Finland. If the AGM elects only one auditor, which is not a firm of Authorised Public Accountants chartered by the Central Chamber of Commerce, it must elect one deputy auditor.

#### SHARES AND SHAREHOLDERS

Information on Company share capital and 100 largest share-holders alongside the number of Company shares and votes is available at www.cramo.com. Information on flagging notifications received by Cramo is available at www.cramo.com.

#### COMMUNICATION POLICY

Cramo pursues an open, reliable and up-to-date disclosure practice, supporting the solid foundations of Cramo share's performance while providing shareholders with the opportunity to assess the effectiveness of the Company's corporate governance and make reasoned decisions on their holdings.

On its website at www.cramo.com, Cramo discloses all information based on statutory disclosure requirements governing listed companies. It also publishes all Company press releases on its website with immediate effect.



PEKKA HEUSALA, B. 1946

Chairman since 2006
Deemed independent of the Company and the major shareholders
Teollisuusneuvos (Finnish honorary title), M.Sc. (Eng.)
Retired as Icopal Oy's President and CEO
Board member:
Autoparkki Norden Oy
EuroPark Finland Oy
Moneybian Oy
Pioneerisäätiö

# **BOARD MEMBERS 3.1.-31.12.2006**

Cramo shares: 3,212 (as of 29 December 2006)



#### STIG GUSTAVSON, B. 1945

Vice Chairman since 2006
Deemed independent of the Company and the major shareholders
Dr. Tech. (h.c.) and M.Sc. (Eng.)
KCI Konecranes Plc's President and CEO during 1988–2005
Board Chairman:
KCI Konecranes Plc
Dynea Oy
Eltel Group Oy
Mercantile Oy Ab
Arcada Foundation
Svenska Handelsbanken AB (publ), Regional Bank Finland
Tammet Oy
Board member:

Fastems Oy Ab
Vaisala Corporation
Technology Industries of Finland

Supervisory Board member of Mutual Pension Insurance Company Varma

Cramo shares: 75,757 (as of 29 December 2006)



**GUNNAR GLIFBERG, B. 1943** 

Board member since 2006
As Cramo AB's previous President and CEO,
deemed dependent of the Company until the autumn of
2008, independent of the major shareholders
B.Sc. (Eng.)

Cramo AB's President and CEO during 1994–2005 Cramo shares: 4,306 (as of 29 December 2006)



PHIL VAN HAARLEM, B. 1944

Board member since 2006

Deemed independent of the Company and, in his role as Pon Holdings B.V.'s Director, dependent of the major shareholders until 29 November 2006.

Bachelor of Law

Director, Pon Holdings B.V., Netherlands

Board member of Pon Equipment & Power Systems B.V., Netherlands

Senior Advisor, United Can Company Limited, Indonesia



EINO HALONEN, B. 1949

Board member since 2003

Deemed independent of the Company and in his role as Suomi Mutual Life Assurance Company's President and CEO, dependent of the major shareholders

B.Sc. (Econ.)

Suomi Mutual Life Assurance Company's President and CEO Board member:

Finsilva Oyj

Mutual Pension Insurance Company Ilmarinen

Metsäliitto Cooperative

OKO Bank Plc

Sato Oyj

YIT Corporation

Cramo shares: 3,313 (as of 29 December 2006)

Cramo shares: 4,000 (as of 29 December 2006)



HANNU KROGERUS, B. 1949

Board member since 2006

Deemed independent of the Company and the major shareholders

LL.M, Attorney-at-law

Founding member of Krogerus Attorneys Ltd

Senior Partner of Krogerus Attorneys Ltd

Board Chairman:

Krogerus Attorneys Ltd

Adelec Industries Ltd. Oy

North-West Russia Development Company Ltd.

Board member:

Genelec Oy

Startex Oy

Cramo shares: 606 (as of 29 December 2006)



JUHANI NURMINEN, B. 1939
Board member during 1989–1995, 1999–2000 and since 2001
Deemed independent of the Company and the major shareholders
Construction Engineer
Rakennus-Bettene Oy's Managing Director
Member of the Board of Trustees of the Construction Engineers'
Foundation
Cramo shares: 6,096 (as of 29 December 2006)

#### PRESIDENT AND CEO

The Company has a Managing Director, appointed by the Board of Directors, who also acts as the President and CEO.

The President and CEO is in charge of the Company's day-to-day management, in accordance with the instructions and orders given by the Board of Directors. The President and CEO may take measures which are unusual and far-reaching in view of the nature and scope of the Company's operations only if authorised by the Board of Directors. The President and CEO must also ensure that the Company's accounting complies with applicable laws and that financial management is organised in a reliable manner.

The President and CEO's retirement age is 63 years, and the period of notice on his/her executive contract is 18 months, during which (s)he receives a full salary.

The President and CEO's salary, including perquisites and performance-based bonuses, paid in 2006 totalled EUR 354,000.

# EXECUTIVE COMMITTEE AND GROUP MANAGEMENT

Comprising the CEO, the deputy CEO and the CFO, the Group's Executive Committee is responsible for the implementation of the Group's strategic lines issued by the Board of Directors.

The Group management team holds monthly meetings, attended by the aforementioned (Executive Committee) members and four Senior Vice Presidents. Every second month, the meeting is also attended by three heads from corporate support units.

Chaired by the CEO, the Group management team carries out strategic decisions made by the Board and monitors business units' performance and operations.

#### **GROUP MANAGEMENT TEAM**

#### VESA KOIVULA, B. 1954

President and CEO

M.Sc. (Eng.)

Employed by Cramo since 2003, CEO since 1 January 2004 Cramo shares: 8,000 (as of 29 December 2006)

Stock options for 2002 entitle him to subscribe for

12,450 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 2,450, not yet available for trading.

#### GÖRAN CARLSON, B. 1958

Deputy CEO

Employed by Cramo since 2005

Cramo shares: 0 (as of 29 December 2006)

The number of Cramo shares subscribed on the basis of the stock options totals 4,900, not yet available for trading.

#### MARTTI ALA-HÄRKÖNEN, B. 1965

CFC

D.Sc. (Econ. & Bus. Adm.), Lic.Sc. (Tech.)

Employed by Cramo since 2006

Cramo shares: 0 (as of 29 December 2006)

The number of Cramo shares subscribed on the basis of the stock options totals 4,900, not yet available for trading.

#### MAGNUS ROSÉN, B. 1962

Senior Vice President, Scandinavia

MBA

Employed by Cramo since 1997

Cramo shares: 0 (as of 29 December 2006)

The number of Cramo shares subscribed on the basis of the stock options totals 4,050, not yet available for trading.

#### **TATU HAUHIO, B. 1970**

Senior Vice President, Finland

M.Sc. (Econ. & Bus. Adm.)

Employed by Cramo since 2003

Cramo shares: 1,000 (as of 29 December 2006) Stock options for 2002 entitle him to subscribe for

1,625 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 1,625, not yet available for trading.

#### JARMO LAASANEN, B.1950

Senior Vice President, Other Europe

MRA

Employed by Cramo since 2004

Cramo shares: 900 (as of 29 December 2006)

Stock options for 2002 entitle him to subscribe for

1,250 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 2,000, not yet available for trading.

#### OSSI ALASTALO, B. 1966

Senior Vice President, Modular Space

Employed by Tilamarkkiant since 1989

Employed by Cramo since 2000

Cramo shares: 12,029 (as of 29 December 2006)

Stock options for 2002 entitle him to subscribe for

19,250 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 2,000, not yet available for trading.

#### ANDERS COLLMAN, B. 1954

Vice President,

Marketing and Communications

PhD in Business Administration

Employed by Cramo since 1998

Cramo shares: 0 (as of 29 December 2006)

Stock options for 2002 entitle him to subscribe for

1.250 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 1,250, not yet available for trading.

#### EVA HARSTRÖM, B. 1961

CIO

M.Sc. Industrial Management and Engineering

Employed by Cramo since 2006

Cramo shares: 0 (as of 29 December 2006)

Stock options for 2002 entitle her to subscribe for

1,250 Cramo shares

The number of Cramo shares subscribed on the basis of the stock options totals 1,250, not yet available for trading.

#### MATS STENHOLM, B.1947

Vice President, Asset Management

BBA

Employed by Cramo since 1988

Cramo shares: 0 (as of 29 December 2006)

The number of Cramo shares subscribed on the basis of the stock options totals 2,500, not yet available for trading.



**VESA KOIVULA** CEO



GÖRAN CARLSON Deputy CEO



MARTTI ALA-HÄRKÖNEN

# **GROUP MANAGEMENT 31.12.2006**



MAGNUS ROSÉN Senior Vice President, Scandinavia



TATU HAUHIO Senior Vice President, Finland



JARMO LAASANEN Senior Vice President, Other Europe



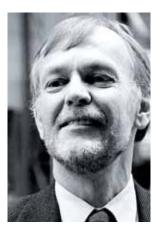
**OSSI ALASTALO**Senior Vice President,
Modular Space



**EVA HARSTRÖM** CIO



MATS STENHOLM Vice President, Asset Management



ANDERS COLLMAN Vice President, Marketing and Communications

#### **CONTACTS**



#### GROUP HEADQUARTER

Cramo Oyj Kalliosolantie 2 FI-01740 Vantaa, Finland Tel +358-10 661 10 www.cramo.com

# GROUP OPERATIONAL CENTRE

Cramo AB Torshamnsgatan 35 SE-164 95 Kista, Sweden Tel +46-8 623 5400 www.cramo.com

## LOCAL HEADQUARTERS FINLAND

Cramo Finland Oy Kalliosolantie 2 FI-01740 Vantaa, Finland Tel +358-10 661 10 www.cramo.fi

#### SWEDEN

Cramo Sverige AB Torshamnsgatan 35 SE-164 95 Kista, Sweden Tel +46-8 623 5400 www.cramo.se

#### NORWAY

Cramo AS PB 34, Alnabru NO-0614 Oslo, Norway Tel +47-23 37 88 60 www.cramo.no

#### DENMARK

Cramo A/S Fabriksparken 30-32 DK-2600 Glostrup, Denmark Tel +45-4363 0100 www.cramo.dk

#### **ESTONIA**

Cramo Estonia AS Kadaka tee 131 EE-129 15 Tallinn, Estonia Tel +372-6 830 800 www.cramo.ee

#### LATVIA

SIA Cramo Ganibu dambis 27/5 LV-1005 Riga, Latvia Tel +371-7 387 555 www.cramo.lv

#### LITHUANIA

UAB Cramo Verkiu str. 50 LT-09109 Vilnius, Lithuania Tel +370-5 235 7040 www.cramo.lt

#### POLAND

Cramo Sp.zo.o. UI. Pulawska 314 PL 02-801 Warsaw, Poland +48-22 885 4046 www.cramo.com.pl

Säve Sp.zo.o. ul. Biskupinska 16 PL-30732 Krakow, Poland +48-12 2903 10 www.save.com.pl

#### RUSSIA

ZAO Cramo Zanevka 48/1 RU-195298 St.Petersburg, Russia Tel +78-125 218 558 www.cramo.spb.ru

#### THE NETHERLANDS

Cramo Nederland B.V. Touwslagerstraat 11 NL-2884 AW Ridderkerk, The Netherlands Tel +31-180 462 484 www.cramo.nl

#### MODULARS, SCANDINAVIA

Cramo Instant AB Torshamnsgatan 35 SE-164 95 Kista, Sweden Tel +46-8 623 5400 www.cramo.se

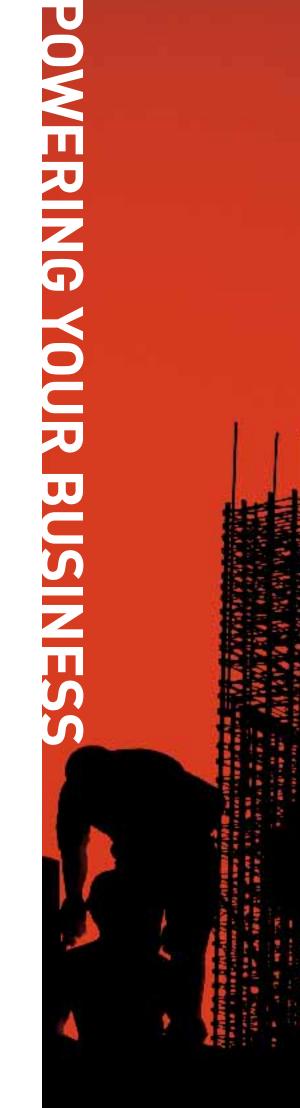
Cramo Instant AS Pb 33 Tverrveien 1, NO-3058 Solbergmoen NO-3056 Solbergelva, Norway Tel +47-32235040 www.cramo.no

Cramo Instant A/S Huginsvej 6A DK-4100 Ringsted, Denmark Tel +45 43 29 05 30 www.cramo.dk

#### MODULARS, FINLAND

Cramo Instant Oy Pl 9 Huurretie 19 FI-33471 Ylöjärvi, Finland Tel +358 10 661 5500







CRAMO PLC KALLIOSOLANTIE 2 01740 VANTAA FINLAND WWW.CRAMO.COM