Q3 2017

RAMIRENT PLC'S INTERIM REPORT JANUARY–SEPTEMBER 2017

VERY STRONG PERFORMANCE IN Q3

RAMIRENT

More than machines

RAMIRENT

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VERY STRONG PERFORMANCE IN Q3

JULY–SEPTEMBER 2017 IN BRIEF

- Net sales EUR 184.7 (169.2) million, up by 9.1% or 9.2% at comparable exchange rates
- Comparable EBITA improved to EUR 34.1 (22.2[1]) million or 18.4% (13.1%[1]) of net sales
- Gross capital expenditure EUR 41.4 (43.3) million
- Cash flow after investments EUR 9.5 (−1.3) million

JANUARY–SEPTEMBER 2017 IN BRIEF

- Net sales EUR 523.4 (484.7) million, up by 8.0% or 8.4% at comparable exchange rates
- Comparable EBITA improved to EUR 72.6 (47.0[2]) million or 13.9% (9.7%[2]) of net sales
- Comparable EPS improved to EUR 0.42 (0.24[2])
- Gross capital expenditure EUR 135.5 (143.8) million
- Cash flow after investments EUR −1.4 (−31.8) million

RAMIRENT'S GUIDANCE FOR 2017 UNCHANGED

In 2017, Ramirent's comparable EBITA is expected to increase from the level in 2016.

KEY FIGURES (MEUR AND %)	7–9/17	7–9/16	CHANGE	1–9/17	1–9/16	CHANGE	1–12/16
Net sales	184.7	169.2	9.1%	523.4	484.7	8.0%	665.2
EBITDA	61.6	47.1	30.8%	152.4	121.2	25.7%	169.0
% of net sales	33.3%	27.8%		29.1%	25.0%		25.4%
Comparable EBITA	34.1	22.2[1]	53.3%	72.6	47.0[2]	54.5%	68.1
% of net sales	18.4%	13.1%		13.9%	9.7%		10.2%
EBITA	34.1	14.2	139.7%	72.6	38.0	90.8%	59.2
% of net sales	18.4%	8.4%		13.9%	7.9%		8.9%
Comparable EPS, EUR	0.23	0.13[3]	76.2%	0.42	0.24[4]	77.8%	0.35
EPS, EUR	0.23	−0.02	n/a	0.42	0.09	n/a	0.20
Gross capital expenditure	41.4	43.3	−4.4%	135.5	143.8	−5.8%	190.8
Cash flow after investments	9.5	−1.3	n/a	−1.4	−31.8	95.6%	−20.7
Capital employed, end of period				668.9	643.7	3.9%	645.0
Comparable ROCE, %				12.9%	8.7%		9.3%
ROCE, %				13.0%	5.4%		6.2%
Comparable ROE, %				19.6%	12.2%		12.1%
ROE, %				20.1%	7.1%		7.2%
Net debt				369.9	357.3	3.5%	345.8
Net debt to EBITDA ratio				1.8x	2.2x	−14.7%	2.0x

1 Excluding items affecting comparability (IACs) of EUR −8.0 million in Q3 2016

2 Excluding IACs of EUR −8.9 million in 1–9/2016

3 Excluding IACs adjusted with tax impact Q3 2016

4 Excluding IACs adjusted with tax impact 1–9/2016

RAMIRENT'S PRESIDENT AND CEO TAPIO KOLUNSARKA:

"In the seasonally strong Q3, our team's execution was outstanding. Our Q3 comparable EBITA increased by 53.3% to EUR 34.1 (22.2) million – the highest level since 2008. Net sales grew by 9.2% at comparable exchange rates and the EBITA-margin rose to 18.4% (13.1%). Our performance was strong on a broad-basis in the quarter. Sweden, Europe Central, Baltics and Finland delivered very strong EBITA levels. The profitability improvement was also good in Norway. Due to favorable market conditions and our strong performance, our investment agenda remained active driving fleet investments close to last year's level at EUR 39.1 (42.0) million. Despite this, we also generated a positive cash flow after investments of EUR 9.5 (–1.3) million, which together with improved profitability brought the net debt/EBITDA ratio down to 1.8x (2.2x).

Our nine months net sales grew by 8.4% at comparable exchange rates and comparable EBITA increased by 54.5% to EUR 72.6 (47.0) million or 13.9% (9.7%) of net sales. I am proud to see the quality of execution in our organization improving. We have delivered well and ahead of schedule on many of our profit improvement priorities. From now onwards, we expect the profit improvement from our key priorities to materialize at a more gradual pace as we have been harvesting gains from the program already since Q4 2016.

Ramirent's situation today and the equipment rental market around us continue to offer us opportunities to create value for our shareholders also going forward. In our upcoming Capital Markets Day on December 1, 2017 we will outline our strategic priorities for 2018-2020."

MARKET OUTLOOK FOR 2017

Ramirent's market outlook is based on the available forecasts disclosed by local construction and industry associations in its operating countries.

In Finland, market conditions in the equipment rental market are expected to stabilize after a period of strong demand growth driven by high construction activity in the first nine months of the year. In Sweden, continued strong momentum in the construction sector is expected to maintain the demand for equipment rental at a high level. The Danish and Norwegian equipment rental markets are estimated to remain fairly stable. In Baltics and in the Europe Central markets, Poland, Czech Republic and Slovakia, the market conditions are expected to be favorable.

FINANCIAL REVIEW JULY–SEPTEMBER 2017

Ramirent Group's July–September net sales grew by 9.2% at comparable exchange rates. Growth continued to be strong in Europe Central, the Baltics and Sweden. Growth was also good in Finland although slowing down from the growth rates seen in the first half of the year. The Norway and Denmark segments' net sales declined. The Group's reported net sales grew by 9.1% to EUR 184.7 (169.2) million.

NET SALES BY SEGMENT	7–9/17	7–9/16	CHANGE	CHANGE AT COMPARABLE EXCHANGE RATES	SHARE OF GROUP IN 7–9/17
FINLAND	49.8	47.6	4.7%	4.7%	26.9%
SWEDEN	64.5	56.6	13.8%	14.4%	34.9%
NORWAY	29.1	30.9	−6.1%	−5.5%	15.7%
DENMARK	10.0	10.3	−3.1%	−3.2%	5.4%
BALTICS	12.5	10.1	24.0%	24.0%	6.8%
EUROPE CENTRAL	19.0	15.4	23.7%	21.4%	10.3%
Elimination of sales between segments	−0.2	−1.7			
NET SALES, TOTAL	184.7	169.2	9.1%	9.2%	100.0%

EBITDA increased by 30.8% from the previous year and amounted to EUR 61.6 (47.1) million in the quarter. EBITDA margin improved to 33.3% (27.8%) of net sales. Comparable depreciation of tangible assets amounted to EUR 27.5 (27.0) million and including IACs EUR 27.5 (32.9) million.

The Group's July–September comparable EBITA was at its highest level since 2008 at EUR 34.1 (22.2) million, representing 18.4% (13.1%) of net sales and reported EBITA EUR 34.1 (14.2) million or 18.4% (8.4%) of net sales. There were no items affecting comparability in 2017, while the comparison period was affected by one-off asset write-downs, reorganization costs and the derecognition of a contingent consideration liability in total of EUR –8.0 million. The Group's profitability improvement was based on strong volume growth and progress in turnaround actions in non-performing units. Comparable EBITA improved especially in the Europe Central, Baltics and Sweden segments. Profitability improvement was also good in Finland and Norway. Denmark's comparable EBITA declined due to weak top line development.

The share of Fortrent's (joint venture company in Russia and Ukraine) net result to Ramirent is reported since January 1, 2017 under Group's unallocated items. The Fortrent Group's net sales decreased by 3.6% and amounted to EUR 8.1 (8.4) million or at comparable exchange rates decreased by 6.5%. Fortrent's July-September EBITA increased to EUR 1.9 (1.4) million or 23.1% (16.2%) of net sales. Good development in rental sales improved the sales mix and contributed positively to EBITA. Fortrent's net result rose to EUR 1.2 (0.8) million. Ramirent's share of the net result was EUR 0.6 (0.4) million in the third quarter.

COMPARABLE EBITA BY SEGMENT	7–9/17 MEUR	7–9/17 % OF NET SALES	7–9/16 MEUR	7–9/16 % OF NET SALES
FINLAND	9.2	18.5%	8.2[1]	17.2%
SWEDEN	11.2	17.3%	5.9[2]	10.4%
NORWAY	3.6	12.4%	2.2[3]	7.0%
DENMARK	0.7	6.6%	0.8	7.4%
BALTICS	4.0	31.6%	2.8	27.9%
EUROPE CENTRAL	5.2	27.3%	2.2	14.0%
Unallocated items	0.2		0.3[4]	
GROUP	34.1	18.4%	22.2[5]	13.1%

1 Excluding items affecting comparability (IACs) of EUR 0.7 million in Q3 2016

2 Excluding IACs of EUR -2.4 million in Q3 2016

3 Excluding IACs of EUR -5.9 million in Q3 2016

4 Excluding IACs of EUR -0.5 million in Q3 2016

5 The Group's reported EBITA was EUR 14.2 million in Q3 2016

Comparable amortization and impairment charges amounted to EUR 2.1 (2.3) million and including IACs EUR 2.1 (14.0) million. Group EBIT improved to EUR 32.0 (0.2) million, representing 17.3% (0.1%) of net sales.

Net financial items were EUR −1.6 (−2.5) million, including EUR 0.7 (0.2) million net effect of exchange rate gains and losses. Income taxes amounted to EUR −5.8 (0.5) million. Profit for the period attributable to the owners of the parent company increased to EUR 24.6 (−1.9) million and earnings per share (EPS) improved to 0.23 (−0.02).

Ramirent Group's July-September gross capital expenditure on non-current assets decreased to EUR 41.4 (43.3) million or 22.4% (25.6%) of net sales. The Group's investments in machinery and equipment decreased to EUR 39.1 (42.0) million. There were no acquisitions made in the quarter.

Ramirent Group's July-September cash flow from operating activities was EUR 50.5 (41.7) million, of which the change in working capital was EUR −7.5 (−2.0) million. Cash flow from investing activities was EUR −41.0 (−43.1) million. Cash flow after investments was EUR 9.5 (−1.3) million.

FINANCIAL REVIEW JANUARY–SEPTEMBER 2017

Ramirent Group's January–September net sales grew by 8.4% at comparable exchange rates. Net sales grew in all segments except Norway and Denmark. Comparable sales growth was strongest in Europe Central, Baltics and Sweden. Sales growth was also good in Finland. The Group's January-September reported net sales increased by 8.0% to EUR 523.4 (484.7) million.

NET SALES BY SEGMENT	1-9/17	1-9/16	CHANGE	CHANGE AT COMPARABLE EXCHANGE RATES	OF GROUP IN 1-9/17
FINLAND	139.0	131.0	6.1%	6.1%	26.5%
SWEDEN	188.0	172.4	9.1%	11.5%	35.9%
NORWAY	86.0	88.7	–3.0%	–4.5%	16.4%
DENMARK	29.8	31.5	–5.2%	–5.3%	5.7%
BALTICS	29.7	25.1	18.1%	18.1%	5.7%
EUROPE CENTRAL	51.7	40.1	29.0%	26.7%	9.9%
Elimination of sales between segments	–0.8	–4.1			
NET SALES, TOTAL	523.4	484.7	8.0%	8.4%	100.0%

January–September EBITDA increased to EUR 152.4 (121.2) million. The EBITDA margin was 29.1% (25.0%) of net sales. Comparable depreciation of tangible assets was EUR 79.8 (77.3) million and including IACs EUR 79.8 (83.1) million.

The Group's January–September comparable EBITA increased to EUR 72.6 (47.0) million, representing 13.9% (9.7%) of net sales and reported EBITA improved to EUR 72.6 (38.0) million or 13.9% (7.9%) of net sales. Sales growth, a good sales mix and progress in turnaround actions in non-performing units contributed to improved EBITA. There were no items affecting comparability in January–September 2017. In the comparison period, items affecting comparability in EBITA include asset write-downs, reorganization costs and the derecognition of a contingent consideration liability in total of EUR –8.9 million.

The Fortrent Group's (joint venture company in Russia and Ukraine) net sales rose by 9.2% and amounted to EUR 23.3 (21.3) million or at comparable exchange rates decreased by 4.6%. Fortrent's January–September EBITA developed positively and increased to EUR 3.1 (2.1) million or 13.4% (9.8%) of net sales. Fortrent's net result was EUR 1.3 (0.9) million. Ramirent's share of the net result was EUR 0.7 (0.4) million.

COMPARABLE EBITA BY SEGMENT	1-9/17 MEUR	1-9/17 % OF NET SALES	1-9/16 MEUR	1-9/16 % OF NET SALES
FINLAND	19.7	14.2%	17.2[1]	13.1%
SWEDEN	28.6	15.2%	19.1[2]	11.1%
NORWAY	7.4	8.5%	5.4[3]	6.1%
DENMARK	1.6	5.2%	1.6	5.2%
BALTICS	6.3	21.2%	4.0	16.1%
EUROPE CENTRAL	11.6	22.5%	2.1	5.2%
Unallocated items	–2.5		–2.4[4]	
GROUP	72.6	13.9%	47.0[5]	9.7%

1 Excluding IACs of EUR 1.0 million in 1-9/2016
2 Excluding IACs of EUR -2.4 million in 1-9/2016
3 Excluding IACs of EUR -5.9 million in 1-9/2016
4 Excluding IACs of EUR -1.7million in 1-9/2016
5 The Group's reported EBITA was EUR 38.0 million in 1-9/ 2016

During January–September the Group's comparable amortization and impairment charges was EUR 6.2 (7.2) million and including IACs EUR 6.2 (18.9) million. January–September Group EBIT increased to EUR 66.4 (19.2) million, representing 12.7% (4.0%) of net sales.

Net financial items were EUR −8.9 (−7.2) million, including EUR −0.5 (1.0) million net effects of exchange rate gains and losses. Additional non-cash interest costs of EUR 0.8 million were recognized due to a change in the redemption schedule of the minority shares of Safety Solutions Jonsereds AB. Income taxes amounted to EUR −11.8 (−2.5) million. Profit for the period attributable to the owners of the parent company amounted to EUR 45.7 (9.5) million and earnings per share (EPS) was 0.42 (0.09). Return on capital employed (ROCE) amounted to 13.0% (5.4%) and return on equity (ROE) to 20.1% (7.1%).

Ramirent Group's January–September gross capital expenditure on non-current assets decreased to EUR 135.5 (143.8) million or 25.9% (29.7%) of net sales. Group investments in machinery and equipment decreased to EUR 124.7 (131.8) million. Sales of rental machinery and equipment amounted to EUR 19.0 (18.0) million.

The Group's January–September cash flow from operating activities increased to EUR 132.9 (110.8) million, of which the change in working capital was EUR −4.9 (6.9) million. Cash flow from investing activities was EUR −134.3 (−142.6) million. Cash flow after investments amounted to EUR −1.4 (−31.8) million.

FINANCIAL POSITION

The Group's net debt increased and amounted to EUR 369.9 (357.3) million at the end of September 2017. The level of net debt corresponds to a gearing ratio of 124.1% (126.7%). Net debt to EBITDA ratio on a rolling 12 months' basis was 1.8x (2.2x) remaining below Ramirent's financial target of a maximum of 2.5x at the end of each fiscal year.

At the end of September, the Group had EUR 130.1 (138.1) million of unused committed back-up credit facilities available. The average interest rate of the loan portfolio was 1.7% (1.8%). The average interest rate including interest rate hedges was 1.8% (1.9%).

The Group's equity attributable to the parent company shareholders amounted to EUR 297.9 (282.1) million and the Group's equity ratio was at 33.5% (33.9%). Non-cancellable minimum future off-balance sheet lease payments amounted to EUR 85.7 (87.2) million at the end of September 2017, of which EUR 0.5 (2.0) million arose from leased rental equipment and machinery.

KEY PRIORITIES TO IMPROVE PROFITABILITY FOR 2017

For 2017 Ramirent has set determined actions to improve profitability. Key ongoing priorities include:
1. Improving the profitability of non-performing business units and areas, e.g. refocusing the Temporary Space business in Norway, reorganizing parts of the Solutions business in Sweden and Europe Central's business where profitability has been unsatisfactory.
2. Focus on productivity and cost reductions in IT as well as external materials and services spend.
3. Improving sales mix through an increased focus on the core General Rental Business.
4. Improving pricing through simplification and more effective pricing management systems.

Strategic priorities for 2018-2020 will be presented at Ramirent's Capital Markets Day on December 1, 2017.

REVIEW BY SEGMENT

CHANGE IN SEGMENT REPORTING

As of January 1, 2017 the share of Fortrent Group's net result to Ramirent is reported under Group unallocated items not affecting any operating segment. Previously this item was reported under segment Europe East, which was renamed segment Baltics as it contains only operations of the Baltic States after this change. The comparative figures have been restated accordingly in the report.

FINLAND

Ramirent is the largest equipment rental company in Finland serving customers through a nationwide network of 57 customer centers.

(MEUR AND %)	7-9/17	7-9/16	CHANGE	1-9/17	1-9/16	CHANGE	1-12/16
Net sales	49.8	47.6	4.7%	139.0	131.0	6.1%	180.4
Comparable EBITA	9.2	8.2[1]	13.0%	19.7	17.2[1]	14.5%	23.0
% of net sales	18.5%	17.2%		14.2%	13.1%		12.7%
EBITA	9.2	8.9	4.1%	19.7	18.2	8.2%	24.0
% of net sales	18.5%	18.6%		14.2%	13.9%		13.3%
Comparable ROCE (%)				17.4%	16.7%		18.0%
ROCE (%)				17.4%	18.1%		18.8%

1 Excluding items affecting comparability (IACs) of EUR 0.7 million in Q3 2016 and of EUR 1.0 million in 1-9/2016

JULY-SEPTEMBER

While demand remained strong, some signs of softening demand in the Finnish equipment rental market were seen in the quarter. Net sales growth was good in Finland at 4.7%, although this growth rate slowed down from the level seen in the first half of the year.

The segment continued its steady improvement in profitability. Comparable EBITA improved to EUR 9.2 (8.2) million and reported EBITA to EUR 9.2 (8.9) million. The EBITA improvement was a result of good volume growth and fixed cost efficiency.

JANUARY-SEPTEMBER

The strong momentum in the Finnish equipment rental market continued supported by growing new residential construction especially in urban growth centers and large non-residential construction projects.

Finland segment's net sales grew by 6.1% supported by solid demand in the construction and industrial sectors. The share of service sales grew in the sales mix driven by several large ongoing projects.

The segment's comparable EBITA increased to EUR 19.7 (17.2) million and reported EBITA to EUR 19.7 (18.2) million driven by good volume growth.

SWEDEN

Ramirent is the second largest equipment rental company in Sweden serving customers through a nationwide network of 79 customer centers.

(MEUR AND %)	7-9/17	7-9/16	CHANGE	1-9/17	1-9/16	CHANGE	1-12/16
Net sales	64.5	56.6	13.8%	188.0	172.4	9.1%	237.0
Comparable EBITA	11.2	5.9[1]	89.7%	28.6	19.1[1]	50.1%	28.8
% of net sales	17.3%	10.4%		15.2%	11.1%		12.1%
EBITA	11.2	3.5	217.1%	28.6	16.7	71.4%	26.4
% of net sales	17.3%	6.2%		15.2%	9.7%		11.1%
Comparable ROCE (%)				16.8%	11.8%		12.2%
ROCE (%)				16.8%	10.4%		11.0%

1 Excluding IACs of EUR -2.4 million in Q3 2016

JULY-SEPTEMBER

Demand in the Swedish equipment rental market remained strong. Sweden's net sales growth was 14.4% at comparable exchange rates. Good progress in large projects contributed to growth in the quarter. Growth was further supported by strong growth among small and medium-sized businesses.

The segment's comparable EBITA nearly doubled amounting to EUR 11.2 (5.9) million. The EBITA improvement was a result of strong volume growth, seasonally low fixed costs and continued improvement of operational efficiency in the equipment supply chain.

During the quarter, Ramirent renewed its rental agreement with NCC for the coming three years. Ramirent also signed an agreement with property company Vasakronan AB to provide a Total Solution covering equipment rental and related services during the transformation of the Sergelhuset building complex in Stockholm. The project will run until 2020 with a total order value of approximately EUR 30 million.

JANUARY-SEPTEMBER

Overall market conditions in the Swedish equipment rental market were strong supported by the robust momentum in the construction sector.

Sweden segment's net sales increased by 11.5% at comparable exchange rates. The positive net sales development was supported by healthy growth in both rental and service sales.

The segment's comparable EBITA increased to EUR 28.6 (19.1) million in January-September. Volume growth, favorable business mix, and improved equipment supply chain performance all contributed to improved EBITA.

NORWAY

Ramirent is the largest equipment rental company in Norway serving customers through a nationwide network of 42 customer centers.

(MEUR AND %)	7–9/17	7–9/16	CHANGE	1–9/17	1–9/16	CHANGE	1–12/16
Net sales	29.1	30.9	−6.1%	86.0	88.7	−3.0%	120.2
Comparable EBITA	3.6	2.2[1]	66.3%	7.4	5.4[1]	36.0%	7.6
% of net sales	12.4%	7.0%		8.5%	6.1%		6.3%
EBITA	3.6	−3.7	198.2%	7.4	−0.5	n/a	1.7
% of net sales	12.4%	−11.9%		8.5%	−0.5%		1.4%
Comparable ROCE (%)				5.7%	3.3%		4.1%
ROCE (%)				5.7%	−2.3%		−1.2%

1 Excluding IACs of EUR -5.9 million in Q3 2016

JULY-SEPTEMBER

Demand in the equipment rental market improved in the quarter. Norway segment's net sales declined by −5.5% at comparable exchange rates mainly due to modest sales development in Temporary Space and sales of used equipment. Equipment rental sales grew in the quarter, especially among small and medium-sized businesses.

Despite sales declining in the quarter, profitability continued to improve. The segment's comparable EBITA increased to EUR 3.6 (2.2) million. A good sales mix, continued good cost efficiency and the successful implementation of planned actions to improve the scaffolding operation impacted positively to EBITA. Restructuring of the Temporary Space business continued according to plan.

The sale and leaseback transaction of Ramirent's hub facility located in Enebakk, that was announced in the second quarter, was finalized after the end of the quarter on November 1, 2017. As a result of the sale, a non-comparable capital gain of estimated EUR 1.4 million will be recognized for the fourth quarter 2017 in the Norway segment.

JANUARY-SEPTEMBER

Overall market conditions in the Norwegian equipment rental market started to improve after a relatively weak first half of the year. Norway segment's net sales declined by −4.5% at comparable exchange rates against strong comparisons in the comparative period that included income of EUR 1.9 million from the internal relocation of excess temporary space capacity to Sweden.

The segment's comparable EBITA increased to EUR 7.4 (5.4) million. Despite the decline in net sales, EBITA improved due to improved sales mix, cost efficiency, progress in reorganizing the scaffolding operation, and the Temporary Space business.

RAMIRENT

DENMARK

Ramirent is the third largest equipment rental company in Denmark serving customers through a network of 13 customer centers.

(MEUR AND %)	7-9/17	7-9/16	CHANGE	1-9/17	1-9/16	CHANGE	1-12/16
Net sales	10.0	10.3	−3.1%	29.8	31.5	−5.2%	41.7
Comparable EBITA	0.7	0.8	−13.5%	1.6	1.6	−5.2%	2.3
% of net sales	6.6%	7.4%		5.2%	5.2%		5.5%
EBITA	0.7	0.8	−13.5%	1.6	1.6	−5.2%	2.3
% of net sales	6.6%	7.4%		5.2%	5.2%		5.5%
Comparable ROCE (%)				5.6%	5.8%		6.4%
ROCE (%)				5.6%	5.8%		6.4%

JULY-SEPTEMBER

In Denmark, demand in the equipment rental market was slow in the quarter. Denmark segment's net sales decreased −3.2% at comparable exchange rates.

The segment's EBITA decreased to EUR 0.7 (0.8) million. A good sales mix, better price realization and continued good cost efficiency were not enough to offset the negative impact on EBITA of lower volumes.

JANUARY- SEPTEMBER

Market activity in the Danish equipment rental market was generally slow. Denmark segment's net sales decreased by −5.3% at comparable exchange rates. Rental sales developed positively while service sales decreased.

Despite lower volumes, the segment's EBITA remained at the previous year's level at EUR 1.6 (1.6) million thanks to good sales mix and cost efficiency.

BALTICS

Ramirent is the largest equipment rental company in Baltics serving customers through a network of 44 customer centers nationwide in Estonia, Latvia and Lithuania. The segment was previously called Europe East which also included Ramirent's share of Russia and Ukraine-based joint venture Fortrent Group's net result.

(MEUR AND %)	7-9/17	7-9/16	CHANGE	1-9/17	1-9/16	CHANGE	1-12/16
Net sales	12.5	10.1	24.0%	29.7	25.1	18.1%	34.4
Comparable EBITA	4.0	2.8	40.5%	6.3	4.0	55.5%	5.8
% of net sales	31.6%	27.9%		21.2%	16.1%		16.8%
EBITA	4.0	2.8	40.5%	6.3	4.0	55.5%	5.8
% of net sales	31.6%	27.9%		21.2%	16.1%		16.8%
Comparable ROCE (%)				14.4%	11.5%		11.4%
ROCE (%)				14.4%	11.5%		11.4%

JULY-SEPTEMBER

Recovery of activity in the equipment rental markets in the Baltic States continued, especially in Latvia. Baltics segment's net sales increased by 24.0%. Sales grew in all Baltic States. Growth was strongest in Latvia driven by a recent pick-up in construction activity.

The segment's EBITA increased to EUR 4.0 (2.8) million. Volume growth, sales mix, better price realization and continued good cost efficiency contributed to the EBITA improvement.

JANUARY-SEPTEMBER

Overall demand development improved in the equipment rental markets in the Baltic States supported by recovery in the construction activity. Baltics segment's net sales increased by 18.1%. All three Baltic States contributed to the sales growth.

The segment's EBITA increased to EUR 6.3 (4.0) million. EBITA improved as a result of good volume growth, sales mix and cost efficiency.

EUROPE CENTRAL

Ramirent is the largest equipment rental company in Europe Central serving customers through a network of 63 customer centers in Poland, Slovakia and the Czech Republic.

(MEUR AND %)	7-9/17	7-9/16	CHANGE	1-9/17	1-9/16	CHANGE	1-12/16
Net sales	19.0	15.4	23.7%	51.7	40.1	29.0%	55.8
Comparable EBITA	5.2	2.2	140.8%	11.6	2.1	n/a	4.4
% of net sales	27.3%	14.0%		22.5%	5.2%		7.9%
EBITA	5.2	2.2	140.8%	11.6	2.1	n/a	3.9
% of net sales	27.3%	14.0%		22.5%	5.2%		7.0%
Comparable ROCE (%)				20.2%	4.7%		7.2%
ROCE (%)				19.5%	4.7%		6.4%

JULY-SEPTEMBER

Demand for equipment rental was at a good level in all countries of the segment. Demand improved especially in Poland as a result of accelerating construction activity.

Europe Central segment's strong net sales growth continued. Net sales growth was 21.4% at comparable exchange rates. The sales mix developed favorably across all countries due to strong growth in rental sales.

The segment's EBITA increased significantly to EUR 5.2 (2.2) million. EBITA grew based on strong volume growth especially in rental sales, improved pricing and successful turnaround activities.

JANUARY-SEPTEMBER

Demand for equipment rental in Poland and Slovakia was supported by good underlying market activity and recovery in construction activity in the Czech Republic.

Europe Central segment's reported net sales growth was strong, being 26.7% at comparable exchange rates. The strong growth was enabled by new fleet capacity and solid operational execution. All countries contributed to sales growth.

The segment's EBITA increased significantly to EUR 11.6 (2.1) million. Strong volume growth, favorable sales mix and solid execution of reorganization actions boosted EBITA.

PERSONNEL, SAFETY AND NETWORK

At the end of September 2017, Ramirent had 2,771 (2,730) full time equivalent employees (FTE) and Ramirent's rolling 12 months' accident frequency (LTI: accidents per million working hours) was 7.9 (8.9).

PERSONNEL AND CUSTOMER CENTERS	PERSONNEL (FTE) SEP 30, 2017	PERSONNEL (FTE) SEP 30, 2016	CUSTOMER CENTERS SEP 30, 2017	CUSTOMER CENTERS SEP 30, 2016
FINLAND	529	516	57	55
SWEDEN	820	752	79	78
NORWAY	401	401	42	41
DENMARK	128	143	13	13
BALTICS	273	264	44	43
EUROPE CENTRAL	429	489	63	58
Group staff	192	166	–	–
TOTAL	2,771	2,730	298	288

DECISIONS OF THE ANNUAL GENERAL MEETING

The Annual General Meeting of Ramirent Plc was held on March 16, 2017. Ramirent published stock exchange releases on the decisions made at the Annual General Meeting and the organization of the Board of Directors on March 16, 2017. The stock exchange releases and a presentation of the members of the Board of Directors are available on Ramirent's website at www.ramirent.com.

SHARE TRADING

Ramirent Plc's market capitalization at the end of September 2017 was EUR 950.0 (780.4) million. Excluding the company's treasury shares, the market capitalization was EUR 945.2 (773.6) million. The share price closed at EUR 8.74 (7.18). The highest quotation for the period January–September was EUR 9.50 (7.82), and the lowest EUR 6.76 (5.05). The volume weighted average trading price was EUR 8.25 (6.35).

The value of share turnover in January–September 2017 was EUR 311.4 (276.7) million, equivalent to 38,059,790 (43,439,916) traded Ramirent shares, i.e. 35.0% (40.3%) of Ramirent's number of shares outstanding. The average daily trading volume was 201,375 (228,631) shares, representing an average daily turnover of EUR 1,647,387 (1,456,372).

At the end of September 2017, Ramirent Plc's share capital was EUR 25.0 million, and the number of Ramirent shares outstanding was 108,145,725 (107,749,314). Ramirent Plc held 551,603 (948,014) of the Company's own shares at the end of September, representing 0.51% (0.87%) of the total number of Ramirent's shares. During the quarter, a total of 149,147 of Ramirent Plc's treasury shares were conveyed through a directed share issue to the minority shareholders of Ramirent's subsidiary Safety Solutions Jonsereds AB as part of the purchase price for the non-controlling interest based on the decision made by Ramirent Plc's Board of Directors on May 9, 2017. No own shares were acquired during January-September 2017.

RISK MANAGEMENT AND BUSINESS RISKS

General political and economic conditions can have an adverse effect on the implementation of Ramirent's strategy and on its business performance. Key short term risks include also competition in the equipment rental sector, developments in the construction market, customers' credit worthiness and Ramirent's ability to manage projects and fleet capacity efficiently. Essential for improving profitability in 2017 is maintaining focus on the set key profitability improvement priorities including turnaround activities in selected segments. No major changes have been made to the risk management principles and practices as described in Ramirent Plc's Financial Statements 2016.

RAMIRENT'S GUIDANCE FOR 2017 UNCHANGED

In 2017, Ramirent's comparable EBITA is expected to increase from the level in 2016.

EVENTS AFTER THE REVIEW PERIOD

On November 1, 2017, Ramirent finalized the agreement for the sale and leaseback of property in Norway currently owned by the Company. The cash proceeds from the sale transaction amount to EUR 15 million. As a result of the sale Ramirent will recognize a non-comparable capital gain of estimated EUR 1.4 million for the fourth quarter 2017 in the Norway segment.

FORWARD–LOOKING STATEMENTS

Certain statements in this report, which are not historical facts, including, without limitation, those regarding expectations for general economic development and market situation; regarding customer industry profitability and investment willingness; regarding Company growth, development and profitability; regarding cost savings; regarding fluctuations in exchange rates and interest levels; regarding the success of pending and future acquisitions and restructurings; and statements preceded by "believes," "expects," "anticipates," "foresees" or similar expressions are forward–looking statements. These statements are based on current expectations and currently known facts. Therefore, they involve risks and uncertainties that may cause actual results to differ materially from results currently expected by the Company. In conjunction with the strategy process, Ramirent's Board of Directors assesses the need to revise the financial targets. Changes in financial targets are published as a stock exchange release. Based on its financial targets and the current market outlook, Ramirent gives a general outlook for the current financial year in conjunction with the full year report and interim reports. The outlook is given for the entire year and not for each quarter.

RAMIRENT

TABLES

CONSOLIDATED STATEMENT OF INCOME	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(EUR 1,000)					
Rental sales	120,217	109,839	331,977	304,864	417,168
Service sales	60,094	53,693	172,429	161,849	222,616
Sales of equipment	4,384	5,715	19,029	17,975	25,380
NET SALES	184,694	169,247	523,435	484,689	665,164
Other operating income	161	892	639	1,928	2,297
Materials and services	−61,838	−62,658	−178,984	−178,641	−245,875
Employee benefit expenses	−41,808	−39,959	−128,845	−121,631	−164,950
Other operating expenses	−20,257	−20,784	−64,535	−65,577	−88,894
Share of result of associates and joint ventures	618	347	667	422	1,309
Depreciation, amortization and impairment charges	−29,571	−46,851	−85,993	−102,037	−130,697
EBIT	31,999	234	66,384	19,152	38,353
Financial income	1,066	3,670	5,768	8,270	9,179
Financial expenses	−2,686	−6,200	−14,636	−15,479	−19,428
Total financial income and expenses	−1,620	−2,530	−8,868	−7,210	−10,249
EBT	30,378	−2,296	57,516	11,943	28,104
Income taxes	−5,815	473	−11,810	−2,503	−6,273
RESULT FOR THE PERIOD	24,563	−1,823	45,706	9,439	21,832
Result for the period attributable to:					
Shareholders of the parent company	24,563	−1,888	45,706	9,539	22,081
Non-controlling interests	–	65	–	−99	−249
TOTAL	24,563	−1,823	45,706	9,439	21,832
Earnings per share (EPS) on parent company shareholders' share of result					
Basic, EUR	0.23	−0.02	0.42	0.09	0.20
Diluted, EUR	0.23	−0.02	0.42	0.09	0.20

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(EUR 1,000)					
RESULT FOR THE PERIOD	24,563	−1,823	45,706	9,439	21,832
Other comprehensive income:					
Items that will not be reclassified to profit or loss:					
Remeasurement of defined benefit obligation, net of tax	−467	−2,494	−467	−2,494	−940
Items that may be reclassified to profit or loss in subsequent periods:					
Translation differences	23	−107	−3,403	−3,105	−3,285
Cash flow hedges, net of tax	−97	−328	116	−193	323

Share of other comprehensive income of associates and joint ventures	−204	250	−997	2,175	3,348
Available for sale financial assets	–	−3	–	–	–
TOTAL	−278	−188	−4,283	−1,124	385
OTHER COMPREHENSIVE INCOME FOR THE PERIOD	−745	−2,682	−4,750	−3,617	−555
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	23,818	−4,504	40,956	5,822	21,277
Total comprehensive income for the period attributable to:					
Shareholders of the parent company	23,818	−4,570	40,956	5,921	21,526
Non-controlling interests	–	65	–	−99	−249
TOTAL	23,818	−4,504	40,956	5,822	21,277

CONSOLIDATED STATEMENT OF FINANCIAL POSITION	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(EUR 1,000)			
ASSETS			
NON-CURRENT ASSETS			
Goodwill	137,094	138,398	138,499
Other intangible assets	25,555	30,783	29,668
Property, plant and equipment	529,415	482,754	495,334
Investments in associates and joint ventures	7,752	6,054	8,082
Non-current receivables	11,930	14,640	13,751
Available-for-sale financial assets	170	103	101
Deferred tax assets	877	812	578
TOTAL NON-CURRENT ASSETS	712,793	673,544	686,013
CURRENT ASSETS			
Inventories	12,375	11,872	11,194
Trade and other receivables	138,404	128,800	124,428
Current tax assets	8,590	13,507	6,850
Cash and cash equivalents	1,102	4,393	1,570
TOTAL CURRENT ASSETS	160,471	158,572	144,041
Assets held for sale	16,282	–	–
TOTAL ASSETS	889,546	832,116	830,054
EQUITY AND LIABILITIES			
EQUITY			
Share capital	25,000	25,000	25,000
Revaluation fund	−330	−957	−443
Invested unrestricted equity fund	116,428	113,951	113,951
Retained earnings from previous years	111,144	134,539	136,979
Result for the period	45,706	9,539	22,081
Equity attributable to the parent company shareholders	297,948	282,072	297,568
TOTAL EQUITY	297,948	282,072	297,568

RAMIRENT

NON-CURRENT LIABILITIES			
Deferred tax liabilities	46,687	45,646	47,427
Pension obligations	21,369	21,486	20,005
Non-current provisions	1,319	1,014	589
Non-current interest-bearing liabilities	174,503	112,377	186,991
Other non-current liabilities	3,490	5,773	4,749
TOTAL NON-CURRENT LIABILITIES	247,368	186,297	259,762
CURRENT LIABILITIES			
Trade payables and other liabilities	139,819	109,694	108,579
Current provisions	562	998	1,834
Current tax liabilities	7,066	3,771	1,885
Current interest-bearing liabilities	196,467	249,284	160,426
TOTAL CURRENT LIABILITIES	343,914	363,747	272,724
Liabilities associated with assets held for sale	317	–	–
TOTAL LIABILITIES	591,599	550,044	532,486
TOTAL EQUITY AND LIABILITIES	889,546	832,116	830,054

CONSOLIDATED CASH FLOW STATEMENT	7–9/17	7–9/16	1–9/17	1–9/16	1–12/16
(EUR 1,000)					
CASH FLOW FROM OPERATING ACTIVITIES					
EBT	30,378	−2,296	57,516	11,943	28,104
Adjustments					
Depreciation, amortization and impairment charges	29,571	46,851	85,993	102,037	130,697
Adjustment for proceeds from sale of used rental equipment	1,510	1,725	5,601	6,201	8,992
Financial income and expenses	1,620	2,530	8,868	7,210	10,249
Other adjustments	−1,497	−1,005	−2,932	−3,394	306
Cash flow from operating activities before change in working capital	61,583	47,805	155,046	123,996	178,348
Change in working capital					
Change in trade and other receivables	−18,381	−5,730	−23,153	−11,370	−10,377
Change in inventories	−425	412	−1,294	1,136	1,711
Change in non-interest-bearing liabilities	11,265	3,313	19,556	17,115	15,280
Cash flow from operating activities before interests and taxes	54,041	45,800	150,155	130,877	184,962
Interest paid	−1,145	−1,699	−8,575	−7,779	−8,024
Interest received	197	245	268	534	826
Income tax paid	−2,598	−2,604	−8,974	−12,831	−9,815
NET CASH FLOW FROM OPERATING ACTIVITIES	50,495	41,741	132,874	110,801	167,951
CASH FLOW FROM INVESTING ACTIVITIES					
Acquisition of businesses and subsidiaries, net of cash	–	–	−709	−126	−835

Investment in tangible non-current assets (rental machinery)	−39,269	−41,912	−125,076	−132,115	−165,836
Investment in other tangible non-current assets	−1,825	−913	−8,318	−9,748	−21,716
Investment in intangible non-current assets	−474	−354	−2,151	−2,194	−3,256
Proceeds from sale of tangible and intangible non-current assets (excluding used rental equipment)	27	19	280	119	579
Loan receivables, increase, decrease and other changes	540	90	1,595	1,470	2,340
Proceeds from sale of associated companies	–	–	–	–	84
Received dividends	–	–	121	–	31
NET CASH FLOW FROM INVESTING ACTIVITIES	−41,001	−43,070	−134,258	−142,594	−188,609
CASH FLOW AFTER INVESTMENTS	9,494	−1,329	−1,384	−31,793	−20,658
CASH FLOW FROM FINANCING ACTIVITIES					
Paid dividends	–	–	−21,599	−43,100	−43,100
Changes in ownership interests in subsidiaries	−911	−1,441	−911	−1,441	−1,441
Borrowings and repayments of short-term debt (net)	−9,304	8,094	36,055	88,945	70,181
Borrowings of non-current debt	–	–	–	12,399	87,561
Repayments of non-current debt	–	−1,561	−12,628	−21,188	−91,543
NET CASH FLOW FROM FINANCING ACTIVITIES	−10,216	5,093	916	35,616	21,658
NET CHANGE IN CASH AND CASH EQUIVALENTS DURING THE FINANCIAL YEAR	−721	3,764	−468	3,823	999
Cash at the beginning of the period	1,823	629	1,570	571	571
Change in cash	−721	3,764	−468	3,823	999
Cash at the end of the period	1,102	4,393	1,102	4,393	1,570

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(EUR 1,000)	Share capital	Revaluation fund	Invested unrestricted equity fund	Translation differences	Retained earnings	Equity attributable to shareholders of the parent company	Non-controlling interests	Total equity
EQUITY Jan 1, 2016	25,000	−770	113,862	−38,514	219,309	318,886	199	319,085
Translation differences	–	6	–	−3,112	–	−3,105	–	−3,105
Remeasurement of defined benefit obligation	–	–	–	–	−2,494	−2,494	–	−2,494
Cash flow hedges	–	−193	–	–	–	−193	–	−193
Share of other comprehensive income of associates and joint ventures	–	–	–	2,175	–	2,175	–	2,175
Result for the period	–	–	–	–	9,539	9,539	−99	9,439
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	**–**	**−187**	**–**	**−937**	**7,045**	**5,921**	**−99**	**5,822**
Share based payments	–	–	–	–	176	176	–	176
Issue of treasury shares	–	–	89	–	–	89	–	89
Dividend distribution	–	–	–	–	−43,100	−43,100	–	−43,100
Changes in ownership interests in subsidiaries	–	–	–	–	100	100	−100	–
TOTAL TRANSACTIONS WITH SHAREHOLDERS	**–**	**–**	**89**	**–**	**−42,825**	**−42,736**	**−100**	**−42,835**
EQUITY Sep 30, 2016	**25,000**	**−957**	**113,951**	**−39,451**	**183,529**	**282,072**	**–**	**282,072**

Translation differences	–	–1	–	–179	–	–180	–	–180
Remeasurement of defined benefit obligation	–	–	–	–	1,554	1,554	–	1,554
Cash flow hedges	–	516	–	–	–	516	–	516
Share of other comprehensive income of associates and joint ventures	–	–	–	1,173	–	1,173	–	1,173
Result for the period	–	–	–	–	12,542	12,542	–150	12,392
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	**–**	**515**	**–**	**994**	**14,096**	**15,605**	**–150**	**15,454**
Share based payments	–	–	–	–	42	42	–	42
Changes in ownership interests in subsidiaries	–	–	–	–	–150	–150	150	–
TOTAL TRANSACTIONS WITH SHAREHOLDERS	**–**	**–**	**–**	**–**	**–108**	**–108**	**150**	**42**
EQUITY Dec 31, 2016	**25,000**	**–443**	**113,951**	**–38,457**	**197,517**	**297,568**	**–**	**297,568**
Translation differences	–	–3	–	–3,399	–	–3,403	–	–3,403
Remeasurement of defined benefit obligation	–	–	–	–	–467	–467	–	–467
Cash flow hedges	–	116	–	–	–	116	–	116
Share of other comprehensive income of associates and joint ventures	–	–	–	–997	-	–997	–	–997
Result for the period	–	–	–	–	45,706	45,706	–	45,706
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	**–**	**112**	**–**	**–4,396**	**45,239**	**40,956**	**–**	**40,956**
Share based payments	–	–	–	–	145	145	–	145
Issue of treasury shares	–	–	2,477	–	–	2,477	–	2,477
Dividend distribution	–	–	–	–	–43,199	–43,199	–	–43,199
TOTAL TRANSACTIONS WITH SHAREHOLDERS	**–**	**–**	**2,477**	**–**	**–43,054**	**–40,577**	**–**	**–40,577**
EQUITY Sep 30, 2017	**25,000**	**–330**	**116,428**	**–42,853**	**199,702**	**297,948**	**–**	**297,948**

NOTES TO THE INTERIM FINANCIAL STATEMENTS

This interim report has been prepared in accordance with IAS 34 Interim financial reporting. The accounting principles described in the Group's annual financial statements for the year ended December 31, 2016 have also been applied when preparing the Interim Report.

Consolidated financial statements have been presented in thousand euros unless otherwise stated. All figures in the accounts have been rounded and consequently the sum of individual figures can deviate from the presented sum figure.

The financial information in this interim report has not been audited.

Implementation of new IFRS standards

<u>IFRS 15 Revenue from contracts with customers</u>

Ramirent will adopt IFRS 15 ”Revenue from contracts with customers” from January 1, 2018. In the consolidated financial statements for 2016 Ramirent disclosed preliminary results of the assessment of the effects of the new standard. During 2017 Ramirent has continued assessment and preparations for adopting the new standard using the full retrospective method in accordance with IAS 8.

Preparations have included e.g. analyzing contracts, clarifying revenue recognition principles and training of responsible people to understand the requirements of the new standard.

IFRS 15 standard introduces a five phase model to be applied in revenue recognition. According to the standard revenue recognition is based on transfer of control. This may affect the timing of revenue recognition and amounts that are recognized, compared to current principles in accordance with IAS 18.

Ramirent has identified the following revenue streams for its operations:

1. Rental sales (63% of net sales in 2016).

2. Service sales (28% of net sales in 2016).

3. Sales of equipment (5% of net sales in 2016).

4. Sales of inventories (4% of net sales in 2016).

All Ramirent operating segments provide rental and services to their customers and sell equipment and inventories, but the sales mix can be different between operating segments and varies from year to year.

Primary activity in Ramirent relates to rental business, which is in scope of IAS 17 Leases and later, when effective, in scope of IFRS 16. Rental sales represent approximately 60% of the total net sales in Ramirent Group. IFRS 15 does not have any effect on net sales that are in scope of Leases standard. IFRS 15 shall be applied to services sales, sales of used rental equipment and inventories. IFRS 15 has thus effect to approximately 40% of Ramirent's sales.

Services are provided related to rental of machinery and equipment and separately. They comprise a wide range of different kinds of services, e.g. work site planning, logistics, on-site support, training and assembly and disassembly services. Under IFRS 15 revenue from services is recognized over time. Under IAS 18 revenue from services is recognized when the service has been provided. In the assessment it was concluded that IFRS 15 does not change the current practice for recognizing revenue from services.

Sales of equipment comprise sales of used machinery and equipment that Ramirent has held for rental to others and sells in the course of its ordinary activities. Sales of inventories comprise sales of fuel, merchandise and consumables. In the interim reports sale of inventories is reported combined with service sales. Under IFRS 15 revenue from sales of used rental machinery and equipment as well as inventories is recognized at a point in time when those are transferred and the customer obtains control of the goods, in practice at the time of the delivery. Under IAS 18 revenue from sales of used rental machinery and equipment and inventories is recognized when the significant risks and benefits related to the ownership have been transferred to the buyer and the seller no longer retains control or managerial involvement in the goods. In the assessment it was concluded that IFRS 15 does not change the current practice for recognizing revenue from sales of used rental equipment and inventories.

According to IFRS 15 transaction prices in the contracts shall be allocated to performance obligations based on stand-alone selling prices. Under IAS 18 Ramirent has considered rental and services in a contract as separately identifiable components and allocated revenues to them separately. There is not any significant difference to the allocation under IFRS 15. Ramirent's contracts with customers that are in scope of IFRS 15 do not include variable considerations or any significant financing components. In Ramirent costs related either to incremental costs of obtaining a contract with a customer or costs to fulfil a contract have not been identified.

According to Ramirent's estimation implementation of IFRS 15 will not result in any material differences in the timing of the revenue recognition or in the amounts to be recognized, compared to the current principles. IFRS 15 will have an effect on both qualitative and quantitative disclosures in the financial statements which will be increasing and be more detailed compared to the current disclosures.

IFRS 9 Financial instruments

Ramirent will adopt IFRS 9 "Financial instruments" from January 1, 2018. The new standard introduces new requirements for the classification and measurement of financial instruments, impairment of financial instruments and hedge accounting. The standard introduces a new, expected loss impairment model that will require more timely recognition of expected credit losses. Ramirent is currently analyzing the impacts of the standard. There will not be any major changes to the classification of financial liabilities. The Group is currently working on preparing a model for calculating expected credit losses in accordance with IFRS 9.

Ramirent's current plan is not to restate comparative periods but to recognize the possible effect of the adoption of IFRS 9 as a transition adjustment to the opening equity of January 1, 2018.

IFRS 16 Leases

Ramirent will adopt IFRS 16 "Leases" from January 1, 2019. The standard will significantly increase the amount of leases that will be recognized as an asset and a liability in the lessees balance sheet.

Ramirent is currently analyzing the impacts of the new standard. IFRS 16 requires that lessees capitalize most leases as a right-of-use asset in the balance sheet and recognize a liability to cover the lease payments. The standard also requires to recognize depreciation on the right-of-use asset and interest expense on the lease liability instead of operating lease expense. The standard includes recognition exemptions for short-term leases and leases for which the underlying asset is of low value. Ramirent has preliminarily elected not to calculate a right-of-use asset and a lease liability for short-term leases and leases for which the underlying asset is of low value.

Ramirent's operating leases relate mainly to premises. The rest of the lease agreements relate to split-rental and re-rental agreements of rental machinery and leases of equipment and vehicles in own use. The length of premises agreements varies from short-term to more than ten years. Ramirent's preliminary plan is related to premises not to include short-term lease agreements and lease agreements with indefinite term and short termination period in the calculation of the right-of-use asset. Split-rent and re-rent agreements are often short-term and such agreements will not be included in the calculation.

For lessors guidance related to classification of the leases as finance leases and operating leases in the currently effective IAS 17 is materially the same also in new the IFRS 16.

Ramirent continues the impact analysis during the last quarter of 2017.

Segment information

Segment information is presented according to the IFRS standards. Items below EBIT i.e. financial items and taxes are not allocated to the segments.

As of January 1, 2017 the share of Fortrent Group's net result to Ramirent is reported under Group's unallocated items not affecting any operating segment. Previously this item was reported under segment Europe East. After this change, segment Europe East only contained operations of the three Baltic countries and was therefore renamed as Baltics segment. The comparative figures have been restated accordingly in the report.

Service sales

Service sales comprise assembly and disassembly work, transportation as well as sales of fuel and merchandise.

KEY FINANCIAL FIGURES	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR)					
Net sales	184.7	169.2	523.4	484.7	665.2
Change in net sales, %	9.1%	2.5%	8.0%	4.2%	4.6%
EBITDA	61.6	47.1	152.4	121.2	169.0
% of net sales	33.3%	27.8%	29.1%	25.0%	25.4%
EBITA	34.1	14.2	72.6	38.0	59.2
% of net sales	18.4%	8.4%	13.9%	7.9%	8.9%
EBIT	32.0	0.2	66.4	19.2	38.4
% of net sales	17.3%	0.1%	12.7%	4.0%	5.8%
EBT	30.4	−2.3	57.5	11.9	28.1
% of net sales	16.4%	−1.4%	11.0%	2.5%	4.2%
Result for the period attributable to the owners of the parent company	24.6	−1.9	45.7	9.5	22.1
% of net sales	13.3%	−1.1%	8.7%	2.0%	3.3%
Gross capital expenditure	41.4	43.3	135.5	143.8	190.8
% of net sales	22.4%	25.6%	25.9%	29.7%	28.7%
Capital employed at the end of period			668.9	643.7	645.0
Return on capital employed, ROCE %			13.0%	5.4%	6.2%
Return on invested capital, ROI %			13.1%	5.8%	6.4%
Return on equity, ROE %			20.1%	7.1%	7.2%
Interest-bearing debt			371.0	361.7	347.4
Net debt			369.9	357.3	345.8
Net debt to EBITDA ratio			1.8x	2.2x	2.0x
Gearing, %			124.1%	126.7%	116.2%
Equity ratio, %			33.5%	33.9%	35.9%
Personnel, average during reporting period			2,759	2,704	2,706
Personnel at end of period (FTE)			2,771	2,730	2,686

SHARE-RELATED KEY FIGURES	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
Earnings per share, EPS, diluted (EUR)	0.23	-0.02	0.42	0.09	0.20
Earnings per share, EPS, non-diluted (EUR)	0.23	-0.02	0.42	0.09	0.20

Equity per share, at end of reporting period, diluted, EUR			2.76	2.62	2.76
Equity per share, at end of reporting period, non-diluted, EUR			2.76	2.62	2.76
Dividend per share, EUR			–	–	0.40
Payout ratio, %			–	–	195.2%
Effective dividend yield, %			–	–	5.4%
Price/earnings ratio (P/E)[1]			16.2	36.8	36.1
Highest share price, EUR			9.50	7.82	7.91
Lowest share price, EUR			6.76	5.05	5.05
Average share price, EUR			8.25	6.35	6.51
Share price at end of reporting period, EUR			8.74	7.18	7.39
Market capitalization at end of reporting period, EUR million			945.2	773.6	796.3
Number of shares traded (thousands)			30,395.8	43,439.9	55,577.2
Shares traded, % of total number of shares			28.0%	40.0%	51.1%
Number of shares, weighted average, diluted			107,962,995	107,747,884	107,747,243
Number of shares, weighted average, non–diluted			107,962,995	107,747,884	107,747,243
Number of shares, at end of reporting period, diluted			108,145,725	107,749,314	107,749,314
Number of shares, at end of reporting period, non–diluted			108,145,725	107,749,314	107,749,314

1 Rolling 12 months

NET SALES	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR)					
FINLAND					
- Net sales (external)	49.8	47.4	138.9	130.7	180.1
- Inter-segment sales	0.0	0.1	0.1	0.3	0.3
SWEDEN					
- Net sales (external)	64.3	56.5	187.4	172.3	236.7
- Inter-segment sales	0.1	0.1	0.6	0.1	0.4
NORWAY					
- Net sales (external)	29.1	29.7	86.0	85.6	117.0
- Inter-segment sales	0.0	1.2	0.0	3.2	3.2
DENMARK					
- Net sales (external)	10.0	10.1	29.8	31.1	41.3
- Inter-segment sales	0.0	0.2	0.0	0.4	0.4
BALTICS					
- Net sales (external)	12.5	10.1	29.6	25.1	34.4
- Inter-segment sales	0.0	0.0	0.0	0.0	0.0
EUROPE CENTRAL					
- Net sales (external)	19.0	15.3	51.7	40.0	55.7
- Inter-segment sales	0.0	0.0	0.1	0.1	0.1
Eliminations of sales between segments	–0.2	–1.7	–0.8	–4.1	–4.4
GROUP NET SALES	184.7	169.2	523.4	484.7	665.2

EBIT	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR and % of net sales)					
FINLAND	8.9	8.5	18.7	17.1	22.6
% of net sales	17.9%	17.9%	13.5%	13.0%	12.6%
SWEDEN	10.4	2.5	26.3	13.3	22.1
% of net sales	16.2%	4.4%	14.0%	7.7%	9.3%
NORWAY	3.0	−5.1	5.4	−3.2	−1.4
% of net sales	10.3%	−16.5%	6.3%	−3.6%	−1.2%
DENMARK	0.5	0.6	1.2	1.3	1.8
% of net sales	5.4%	6.1%	4.0%	4.0%	4.4%
BALTICS	3.9	2.8	6.2	4.0	5.7
% of net sales	31.4%	27.7%	20.9%	15.9%	16.6%
EUROPE CENTRAL	5.2	2.1	11.6	2.0	3.8
% of net sales	27.1%	13.8%	22.3%	4.9%	6.8%
Unallocated items	0.0	−11.2	−3.1	−15.2	−16.3
GROUP EBIT	32.0	0.2	66.4	19.2	38.4
% of net sales	17.3%	0.1%	12.7%	4.0%	5.8%

CAPITAL EMPLOYED ALLOCATED TO SEGMENTS	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(MEUR)			
FINLAND	144.4	135.6	120.2
SWEDEN	221.8	196.5	202.1
NORWAY	127.1	126.6	125.4
DENMARK	32.8	30.2	30.7
BALTICS	57.1	53.3	52.7
EUROPE CENTRAL	73.0	64.4	64.2
Unallocated items and eliminations	12.8	37.1	49.7
TOTAL	668.9	643.7	645.0

RETURN ON CAPITAL EMPLOYED (ROCE %) BY SEGMENT	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(%)			
FINLAND	17.4%	18.1%	18.8%
SWEDEN	16.8%	10.4%	11.0%
NORWAY	5.7%	−2.3%	−1.2%
DENMARK	5.6%	5.8%	6.4%
BALTICS	14.4%	11.5%	11.4%
EUROPE CENTRAL	19.5%	4.7%	6.4%
GROUP	13.0%	5.4%	6.2%

COMPARABLE RETURN ON CAPITAL EMPLOYED (ROCE %) BY SEGMENT	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(%)			
FINLAND	17.4%	16.7%	18.0%
SWEDEN	16.8%	11.8%	12.2%
NORWAY	5.6%	3.3%	4.1%
DENMARK	5.6%	5.8%	6.4%
BALTICS	14.4%	11.5%	11.4%

EUROPE CENTRAL	20.2%	4.7%	7.2%
GROUP	12.9%	8.8%	9.3%

CHANGE IN TANGIBLE AND INTANGIBLE ASSETS AND INVESTMENTS	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(MEUR)			
Carrying value Jan 1	671.7	616.1	616.1
Depreciation, amortization and impairment charges	−86.0	−102.0	−130.7
Additions			
Machinery and equipment	124.7	131.8	165.6
Other tangible and intangible assets	10.8	12.0	25.2
Decreases			
Sales of rental assets	−5.8	−6.4	−9.0
Sales of other assets	−0.1	−0.5	−0.6
Changes in equity accounted investments	−0.3	2.5	4.6
Other[1]	-15.0[2]	4.7	0.5
Carrying value at the end of reporting period	700.0	658.1	671.7

1 Other includes translation differences, reclassifications and changes in estimated considerations for acquisitions

2 Includes reclassification of facilities in Norway as "held for sale"

COMMITMENTS AND CONTINGENT LIABILITIES	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(MEUR)			
Other pledged assets	0.1	–	0.1
Suretyships	2.4	3.1	3.0
Committed investments	25.9	31.7	30.5
Non-cancellable minimum future operating lease payments	85.7	87.2	82.1
Group share of commitments in joint ventures	0.3	0.5	0.1
Off-balance sheet total	114.4	122.5	115.8

OBLIGATIONS ARISING FROM DERIVATIVE INSTRUMENTS	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(MEUR)			
Interest rate swaps			
Nominal value of underlying object	115.0	102.8	97.7
Fair value of the derivative instruments	−0.6	−1.2	−0.7
Foreign currency forwards			
Nominal value of underlying object	59.7	68.5	61.1
Fair value of the derivative instruments	0.4	−0.6	−0.3

FAIR VALUED FINANCIAL ASSETS LEVELS

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities

Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices)

Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs)

SEP 30, 2017	LEVEL 1	LEVEL 2	LEVEL 3
(MEUR)			
Interest rate swaps	–	−0.6	–
Foreign currency forwards	–	0.4	–
Contingent considerations	–	–	3.1

SEP 30, 2016	LEVEL 1	LEVEL 2	LEVEL 3
(MEUR)			
Interest rate swaps	–	−1.2	–
Foreign currency forwards	–	−0.6	–
Contingent considerations	–	–	3.7

RECONCILIATION OF LEVEL 3 FAIR VALUES	SEP 30, 2017	SEP 30, 2016	DEC 31, 2016
(MEUR)			
Carrying value Jan 1	3.9	10.1	10.1
Translation differences	−0.0	−0.0	0.1
Payments	−1.8	−1.4	−1.4
Reclassification as deferred payment	–	−4.2	−4.2
Recognized in other operating income	–	−1.0	−1.0
Discount interest recognized in financial expenses	1.0	0.3	0.3
Carrying value at the end of reporting period	3.1	3.7	3.9

FAIR VALUES VERSUS CARRYING AMOUNTS OF FINANCIAL ASSETS AND LIABILITIES	CARRYING AMOUNT SEP 30, 2017	FAIR VALUE SEP 30, 2017	CARRYING AMOUNT SEP 30, 2016	FAIR VALUE SEP 30, 2016
(MEUR)				
FINANCIAL ASSETS				
Non-current loan receivables	11.3	11.3	14.6	14.6
Available-for-sale investments	0.2	0.2	0.1	0.1
Trade receivables	121.4	121.4	107.6	107.6
Cash and cash equivalents	1.1	1.1	4.4	4.4
Total	134.0	134.0	126.7	126.7
FINANCIAL LIABILITIES				
Loans from financial institutions	80.2	80.2	88.6	88.6
Bond	99.7	105.3	99.6	106.1
Commercial papers	191.0	191.0	173.5	173.5
Contingent considerations and deferred payments on acquisitions	5.3	5.3	7.9	7.9
Trade payables	40.0	40.0	30.2	30.2
Total	416.3	421.8	399.7	406.3
Interest rate swaps (nominal and fair value)	115.0	−0.6	102.8	−1.2

Foreign exchange forwards (nominal and fair value)	59.7	0.4	68.5	−0.6

ITEMS AFFECTING COMPARABILITY (IACS) IN EBITA PER SEGMENT	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR)					
FINLAND	–	0.7	–	1.0	1.0
SWEDEN	–	−2.4	–	−2.4	−2.4
NORWAY	–	−5.9	–	−5.9	−5.9
DENMARK	–	–	–	–	–
BALTICS	–	–	–	–	–
EUROPE CENTRAL	–	–	–	–	−0.5
Unallocated items	–	−0.5	–	−1.7	−1.2
TOTAL	–	−8.0	–	−8.9	−8.9

ITEMS AFFECTING COMPARABILITY (IACS) IN EBITA	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR)					
Write-downs of tangible assets	–	−5.9	–	−5.9	−5.9
Projects reassessments	–	−2.2	–	−2.2	−2.2
Recognized accruals and provisions	–	−0.7	–	−1.9	−2.4
Reclassification of loans	–	–	–	–	0.5
Derecognition of continent consideration liabilities	–	0.7	–	1.0	1.0
TOTAL	–	−8.0	–	−8.9	−8.9

ITEMS AFFECTING COMPARABILITY (IACS) AFTER EBITA	7-9/17	7-9/16	1-9/17	1-9/16	1-12/16
(MEUR)					
Write-downs of intangible assets	–	−10.9	–	−10.9	−10.9
Write-downs of investments	–	−0.8	–	−0.8	−0.8
TOTAL	–	−11.7	–	−11.7	−11.7

EXCHANGE RATES APPLIED	AVERAGE RATES 1-9/2017	AVERAGE RATES 1-9/2016	AVERAGE RATES 1-12/2016	CLOSING RATES SEP 30, 2017	CLOSING RATES SEP 30, 2016	CLOSING RATES DEC 31, 2016
CZK	26.5530	27.0361	27.0343	25.9810	27.0210	27.0210
DKK	7.4373	7.4475	7.4454	7.4423	7.4513	7.4344
NOK	9.2329	9.3784	9.2927	9.4125	8.9865	9.0863
PLN	4.2648	4.3588	4.3636	4.3042	4.3192	4.4103
SEK	9.5826	9.3711	9.4673	9.6490	9.6210	9.5525

DEFINITION OF KEY FINANCIAL FIGURES

EBITDA: Operating profit before depreciation, amortization and impairment charges

EBITA: Operating profit before amortization and impairment of intangible assets

Comparable EBITA: Operating profit before amortization and impairment of intangible assets - items affecting comparability in EBITA

Return on capital employed, ROCE %:

$$\frac{\text{EBIT x 100 (rolling 12 months)}}{\text{Group or segment capital employed (average over the financial period)}}$$

(EBIT - items affecting comparability in EBIT) x 100 (rolling 12 months)

Comparable return on capital employed, ROCE %:	Group or segment capital employed - items affecting comparability (average over the financial period)
Capital employed:	Group or segment assets - non-interest-bearing liabilities
Return on equity, ROE %:	Result for the period x 100 (rolling 12 months) / Total equity (average over the financial period)
Comparable return on equity, ROE %:	(Result for the period - items affecting comparability) x 100 (rolling 12 months) / Total equity - items affecting comparability in equity (average over the financial period)
Return on invested capital, ROI %:	(Result before taxes + interest and other financial expenses, excluding FX differences) x 100 (rolling 12 months) / Total assets - non-interest-bearing debt (average over the financial period)
Equity ratio %:	Total equity x 100 / Total assets - advances received
Earnings per share, EPS (EUR):	Result for the period +/- non-controlling interest's share of result for the period / Average number of shares adjusted for share issued during the financial period
Comparable earnings per share, EPS (EUR):	Result for the period +/- non-controlling interest's share of result for the period - items affecting comparability / Average number of shares adjusted for share issued during the financial period
Shareholders' equity per share EUR:	Equity attributable to the parent company's shareholders / Number of shares adjusted for share issued on reporting date
Payout ratio %:	Dividend per share x 100 / Earnings per share
Net debt:	Interest-bearing debt - cash and cash equivalents
Net debt to EBITDA ratio:	Net debt / Earnings before interest, taxes, depreciation and amortization (rolling 12 months)
Gearing %:	Net debt x 100 / Total equity
Dividend per share EUR:	Dividend paid / Number of shares on the registration date for dividend distribution
Effective dividend yield %:	Share-issued-adjusted dividend per share x 100 / Share-issued-adjusted final trading price at the end of financial year
Price/earnings ratio:	Share-issued-adjusted final trading price / Earnings per share
Market capitalization:	Number of shares outstanding at the end of period x closing price at the end of period

AUDIOCAST AND CONFERENCE CALL FOR INVESTMENT ANALYSTS AND PRESS

A briefing for investment analysts and the press will be arranged on **Wednesday, November 8, 2017 at 10:30 a.m. Finnish time (EET)** through a live audiocast viewable at www.ramirent.com combined with a conference call. The briefing will be hosted by CEO Tapio Kolunsarka and CFO Pierre Brorsson. The dial–in numbers are: +358981710495 (FI), +46856642702 (SE), +442031940552 (UK), , +18557161597 (US). A recording of the audiocast and teleconference will be available at www.ramirent.com later the same day.

FINANCIAL CALENDAR 2017–2018

Ramirent observes a silent period during 30 days prior to the publication of annual and interim financial results.

2017

Capital Markets Day in Helsinki	**December 1**

2018

Financial Statements 2017	**February 8**
Annual General Meeting	**March 15**
Interim report January–March	**May 9**
Half Year Financial Report	**August 8**
Interim report January–September	**November 7**

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The financial information in this stock exchange release has not been audited.

November 8, 2017

RAMIRENT PLC
Board of Directors

RAMIRENT is a leading rental equipment group combining the best equipment, services and know-how into rental solutions that simplify customer's business. Ramirent serves a broad range of customer sectors including construction, industry, services, the public sector and households. In 2016, Ramirent Group sales totaled EUR 665 million. The Group has 2,771 employees in 298 customer centers in 10 countries in Europe. Ramirent is listed on the NASDAQ Helsinki (RMR1V). Ramirent – More than machines®.

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