

AGM 2011

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7 April 2011, Pörssisali, Helsinki

FORWARD-LOOKING STATEMENTS

- **A number of forward-looking statements will be made during this presentation. Forward-looking statements are any statements that are not historical facts. These statements are based on current decisions and plans and currently known factors. They involve risks and uncertainties which may cause the actual results to materially differ from the results currently expected by Ramirent.**
- **This presentation is being made on *April 7, 2011*. The content of this presentation contains time-sensitive information that is accurate only as of the time hereof.**
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FINANCIAL YEAR 2010

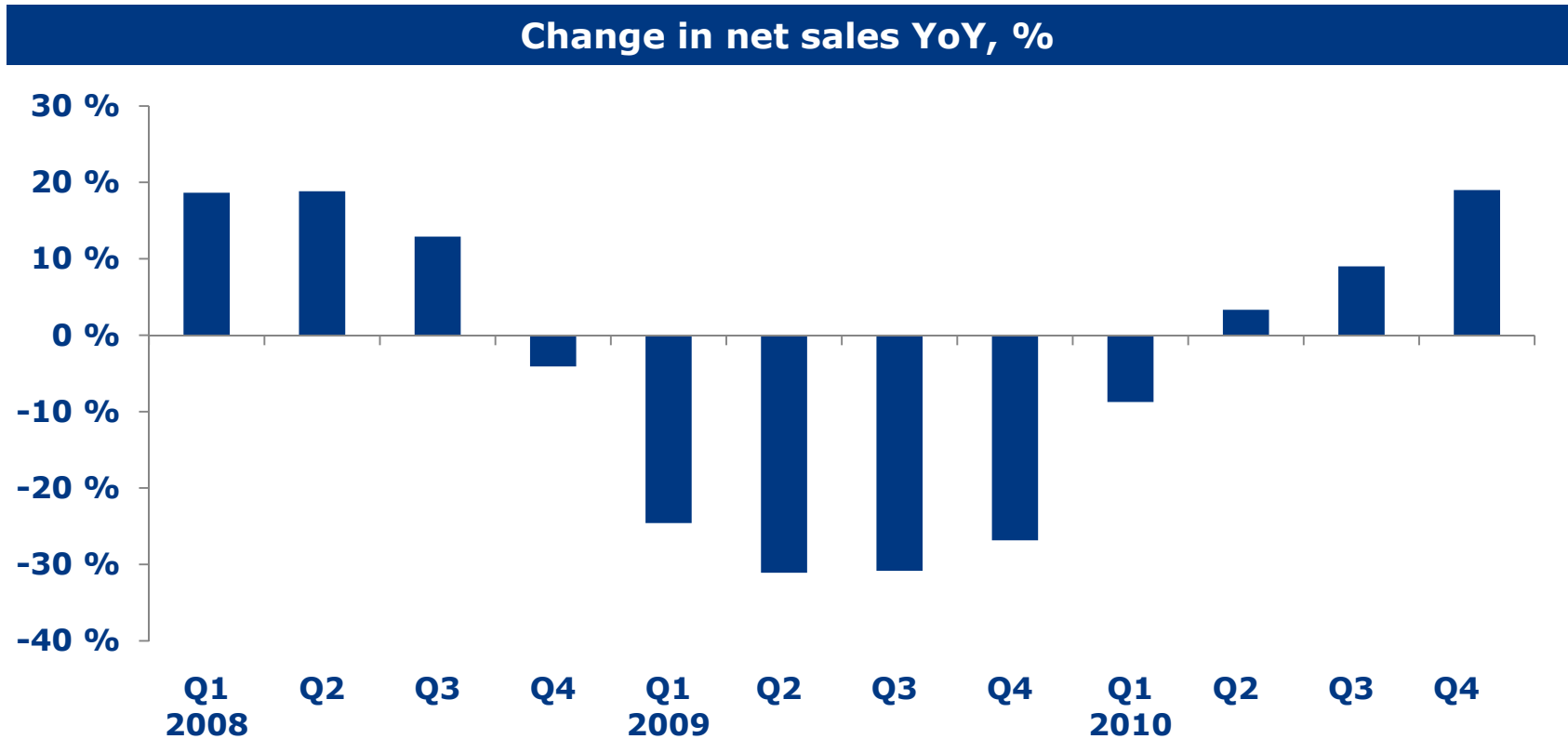


2010: Leading positions maintained and financial position strengthened

- Net sales MEUR 531 (503)
- EBIT MEUR 30 (29)
- EBIT margin 5.6% (5.7%)
- Net debt MEUR 177 (207)
- Equity ratio 48.0% (46.6%)
- Gross investments MEUR 63 (18)
- Number of outlets 378 (344)
- Employees 3048 (3021)

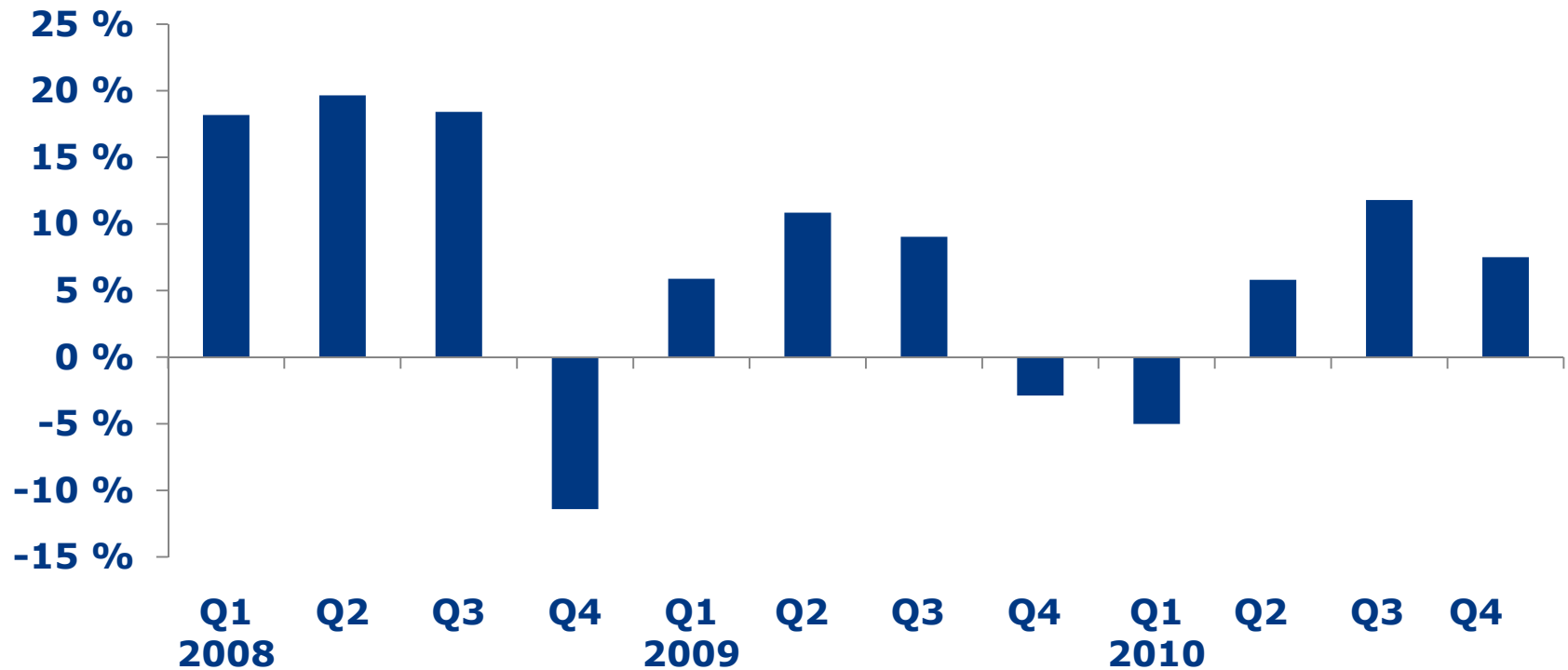


2010 was turnaround year, further confirmed with strong growth of 19.0% in Q4

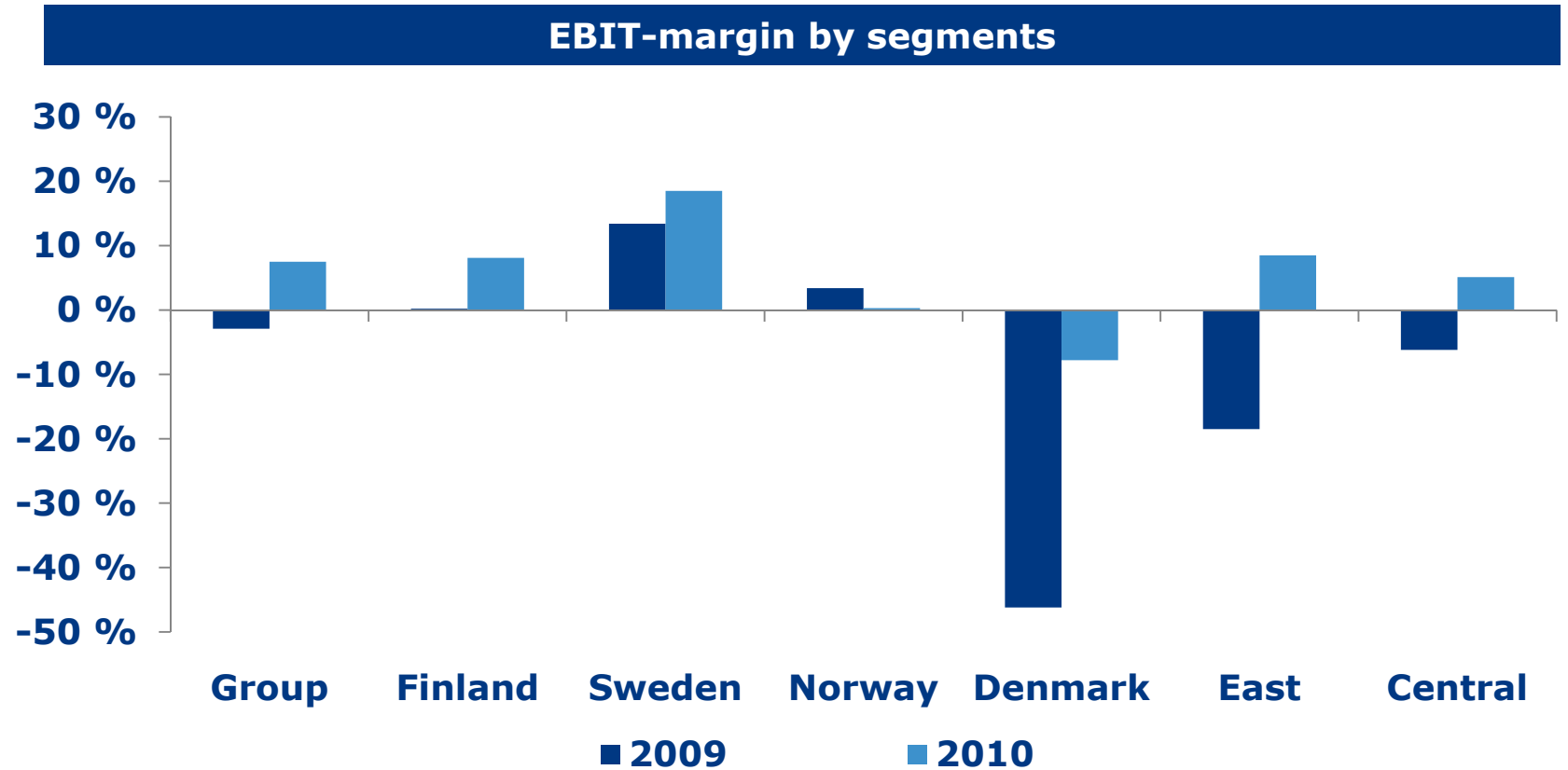


EBIT margin increased substantially year-on-year, but was still on a low level 7.5% in Q4 2010

EBIT margin by quarter



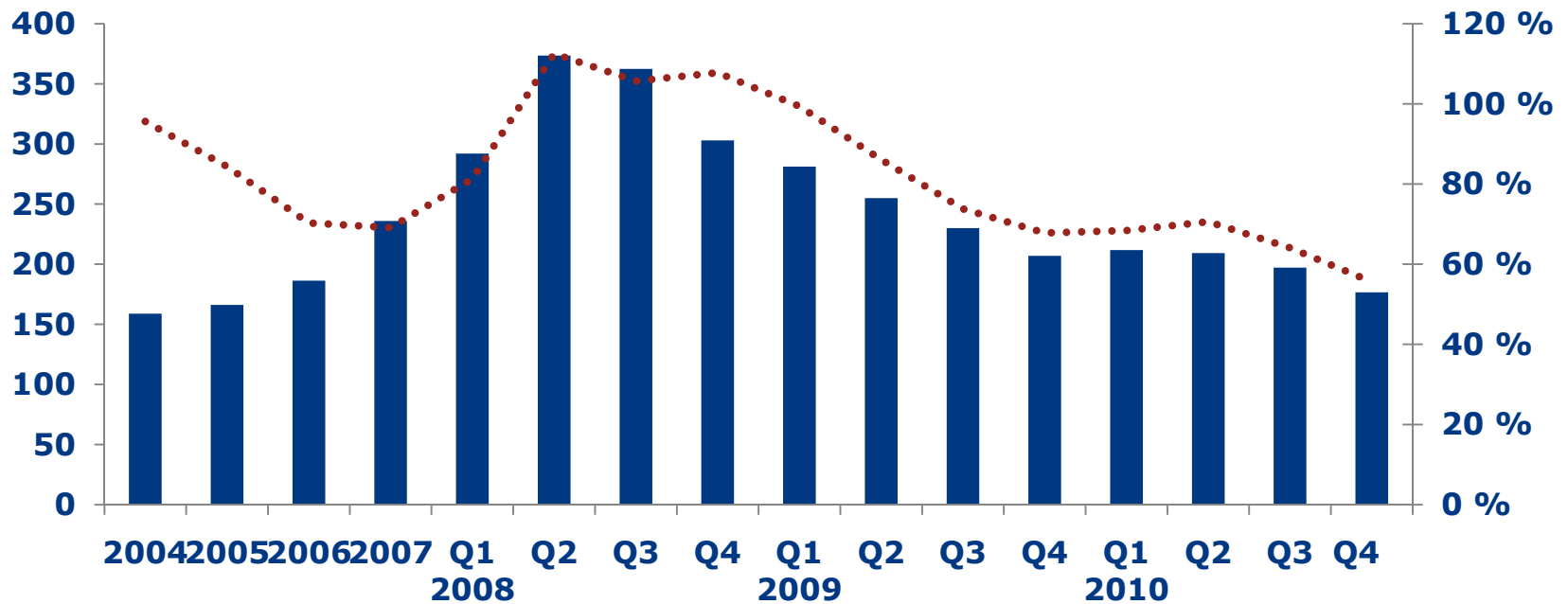
Q4 EBIT margin improved in all segments except in Norway



Strong cash flow improved gearing to 56% from 68% at yearend 2009

Net debt and gearing

MEUR

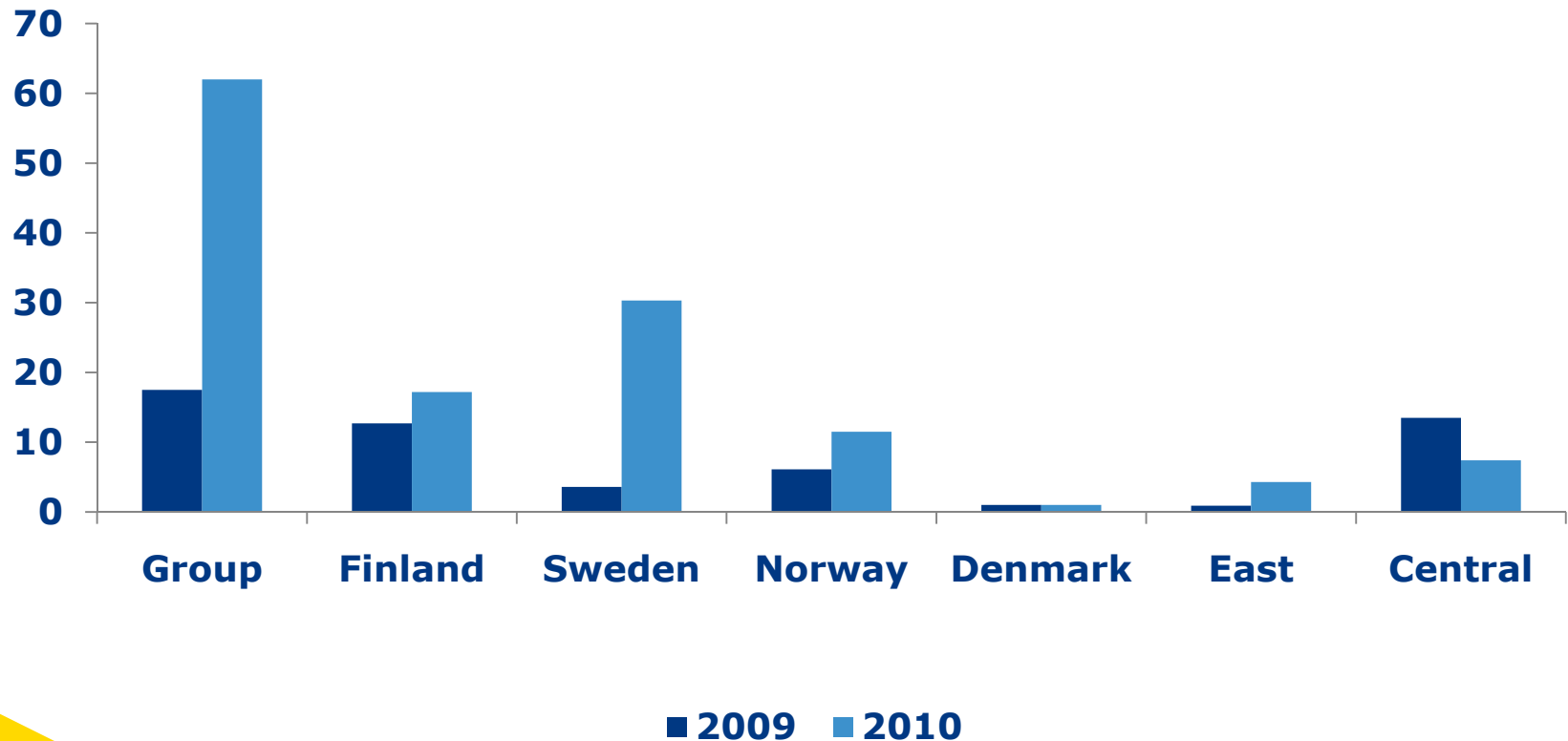


■ Net debt Gearing (%)

Investments have been directed to match recovering demand

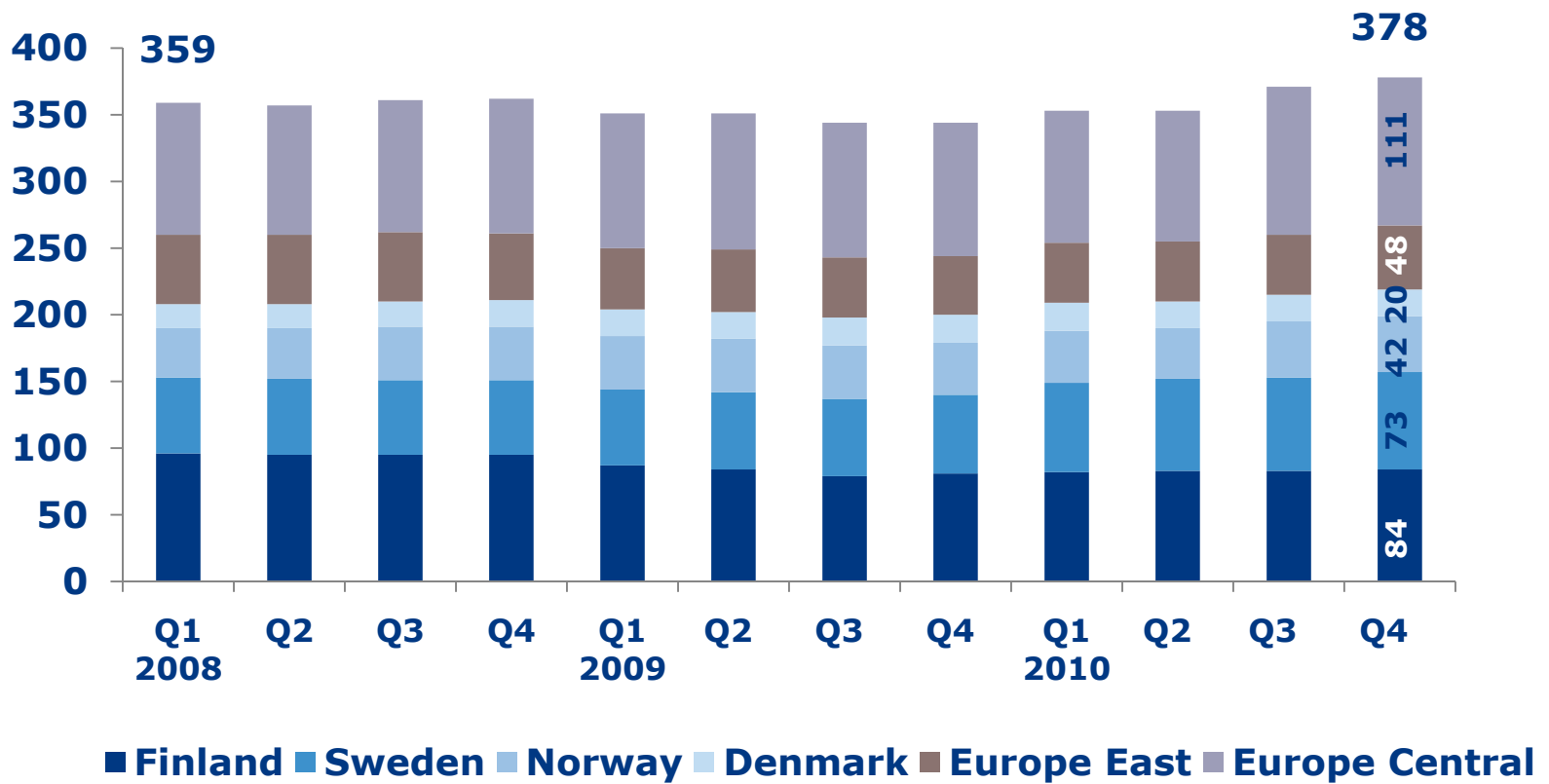
Capital Expenditure by segments

MEUR



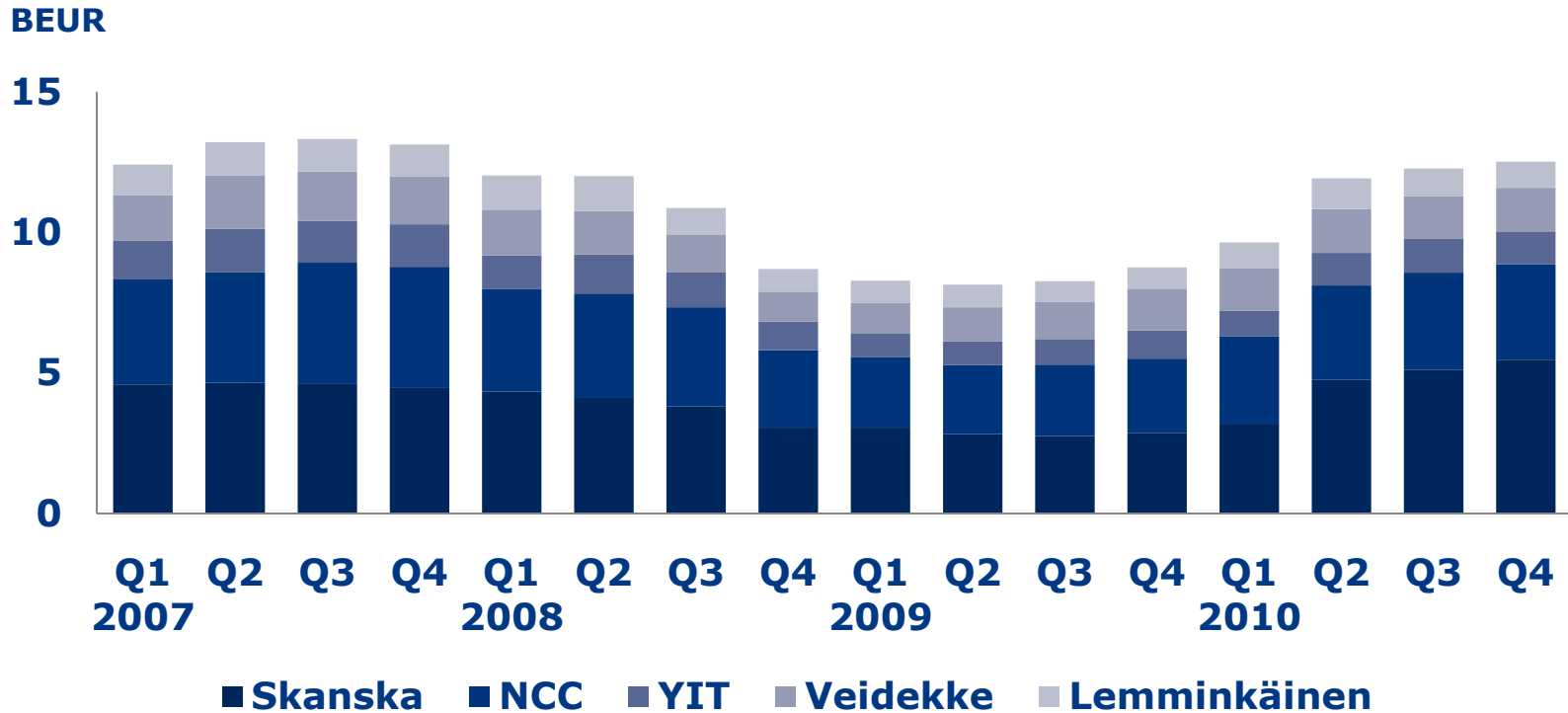
Outlet network has been strengthened during the crisis to be positioned for growth

Number of outlets per segment



Clear turn of the Nordic construction market in 2010

Order book Nordics (BEUR, real exchange rates)*



■ The order books grew with 43% y-o-y in Q4 2010

■ The turn began Q4 2009, which was the first quarter with growth y-o-y

A man wearing a yellow hard hat and a high-visibility vest is shown in profile, looking upwards and to the right. The background is a blurred construction site with a crane. The overall tone is professional and optimistic.

Ramirent 2011 Outlook

As a result of increased construction activity and improving price levels, net sales are expected to increase in 2011, and the result before taxes is expected to improve compared to 2010.

Financial targets unchanged

ROI > 18 % p.a. over a business cycle

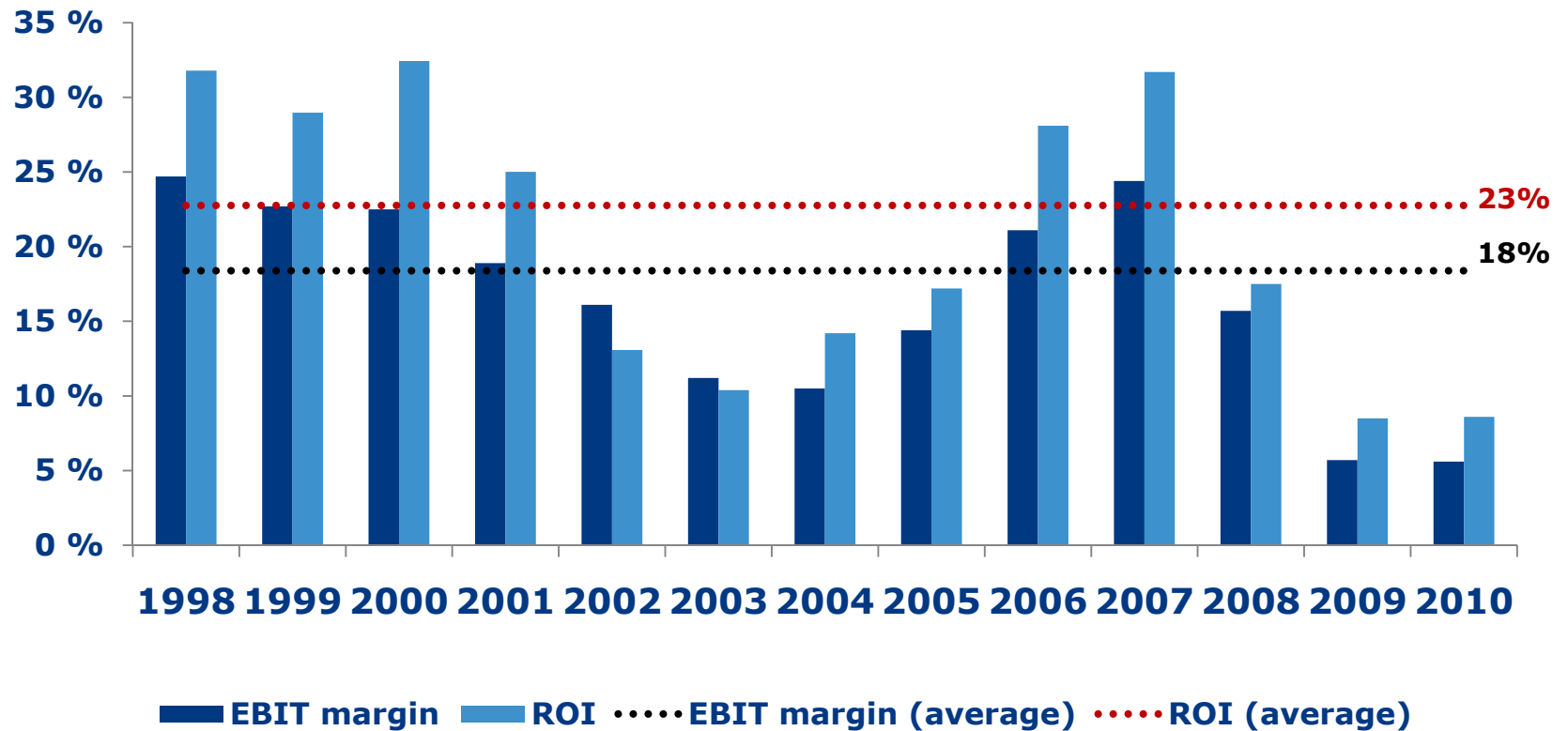
EPS growth > 15 % p.a. over a business cycle

Gearing \leq 120 % at end of each year

Dividend pay-out > 40 %

Long-term EBIT and ROI development

EBIT and ROI development



STRATEGIC OBJECTIVES GOING FORWARD



Ramirent's key strategic objectives

1

Sustainable profitable growth

2

Operational excellence

3

Balanced risk level

Sustainable profitable growth

- 1
- 2
- 3

- Accelerate growth with acquisitions and outsourcing deals
- Evaluate entry into new markets
- Strengthen local offerings and develop solution concepts



Operational excellence

1

2

3

- **Develop a common “Ramirent platform”**
- **Develop group wide IT platform and realize synergies**
- **Maintain strong focus on cost efficiency**



1

2

3

Balanced risk level

- **Diversified portfolios of customers, products and markets**
- **Continuous employee competence development**
- **Maintain a positive cash flow over the business cycle and a strong financial position**



OUR VISION AND MISSION

Vision

To be the leading and most progressive equipment rental solutions company in Europe, setting the benchmark for industry performance and customer service

Mission

We simplify business through Dynamic Rental Solutions™



Broadest range of equipment and Dynamic Rental Solutions™

Impact on Simplifying Customer Business Increases

Rental Solution Concepts

Ramirent offers a range of customer needs-driven & value-adding turnkey rental solution concepts, driving the problem-solving approach and the promise of Let's solve it.

Rental services

- Planning, design
- Ramirent know-how
- Transportation
- Installation
- Maintenance
- Inspections
- Insurance
- Operators
- Fuel / gas refilling
- Facility management
- Technical support
- Site logistics coordinator
- Paperwork for authorities

Equipment rental

- Lifts
- Modules
- Heavy Machinery
- Light Machinery
- Tower Cranes & Hoists
- Scaffolding
- Power & Heating
- SAFE



Emerging stronger than before Ramirent is ready to capture the opportunities in its markets

Broadest range of equipment and
Dynamic Rental Solutions™

Wide network of outlets close to our customers

3,000 dedicated problem solvers

Strong financial position

Deriving higher synergies through a uniform
"Ramirent platform" across the organisation

A more unified company and brand



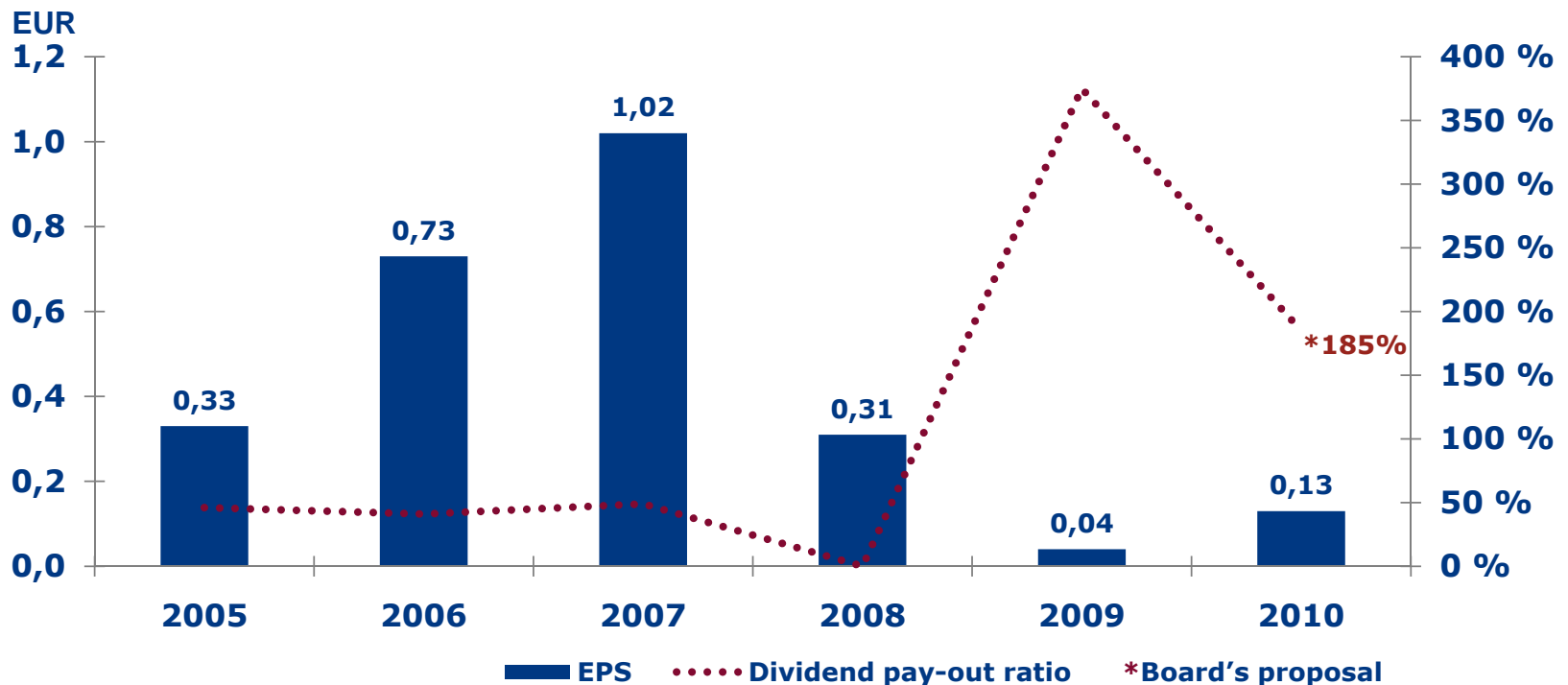
**LET'S
SOLVE
IT**

RAMIRENT

APPENDIX

Earnings per share increased and a dividend of EUR 0.25 (0.15) proposed

Earnings per share and dividend pay-out ratio

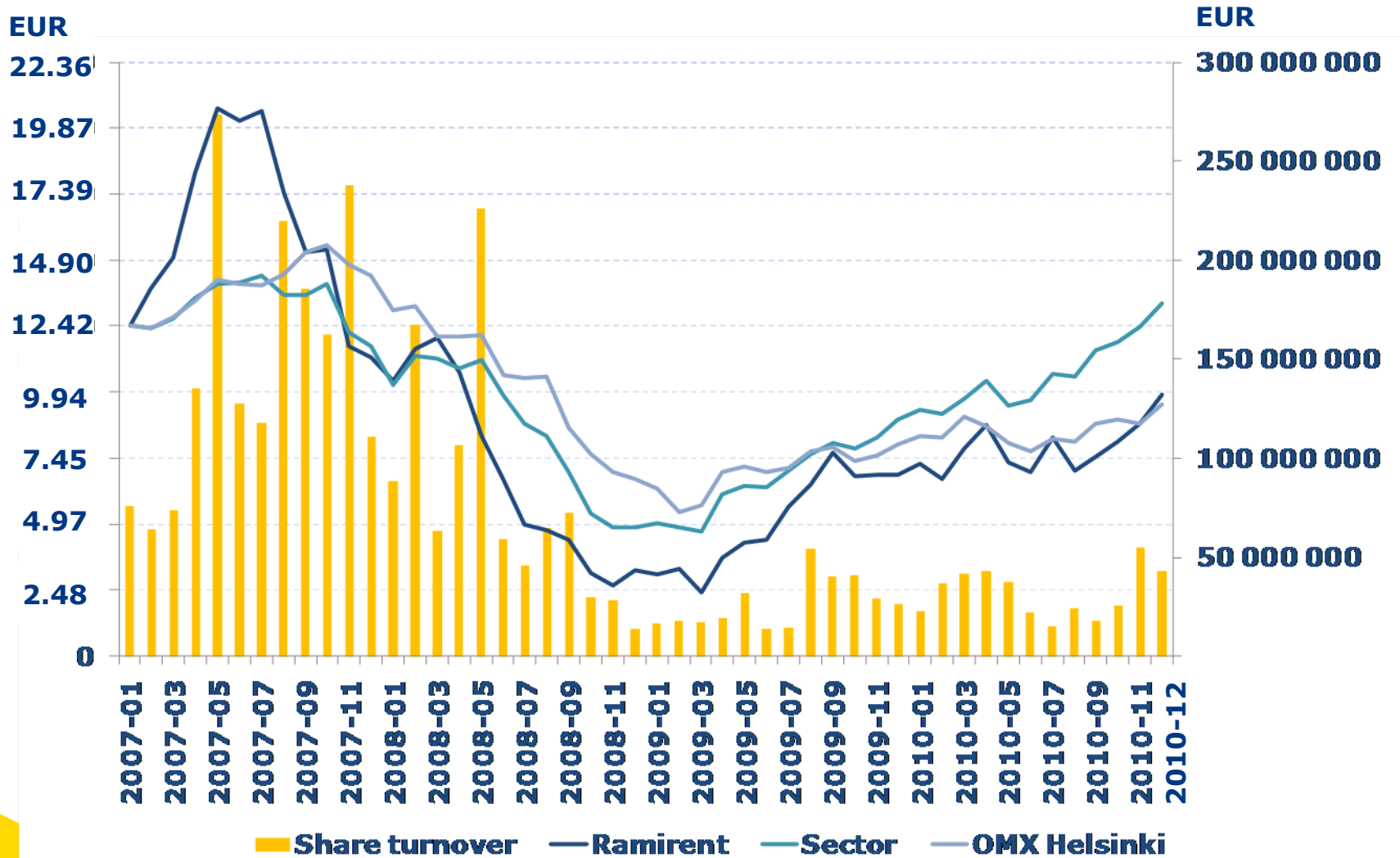


■ The Board proposes a dividend of EUR 0.25 (0.15) per share for the year 2010

LARGEST SHAREHOLDERS

	Number of shares	% of share capital
1. Nordstjernan Ab	31,882,078	29.33
2. Julius Tallberg Oy Ab	11,962,229	11.01
3. Varma Mutual Pension Insurance Company	7,831,299	7.20
4. Ilmarinen Mutual Pension Insurance Company	5,537,214	5.09
5. Tapiola Mutual Pension Insurance Company	2,170,000	2.00
6. Odin Norden	1,824,828	1.68
7. Odin Finland	1,459,211	1.34
8. Odin Europa Smb	1,347,680	1.24
9. Veritas Pension Insurance Company Ltd	1,337,438	1.23
10. Nordea Nordenfonden	953,305	0.88

Share price development



MORE INFORMATION

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