



Mercator

COMPANY PROFILE MERCATOR GROUP



Mercator Group is with more than 1,000 stores in 5 countries the Best neighbour for more than 65 years.



Mercator is the **largest retailer in SEE** and is among top retailers in its core markets: Slovenia, Serbia and Montenegro.

As at March 31, 2017, the Group is present in Slovene market with **10 companies** and also **6 more subsidiaries** in other markets of SEE.

Poslovni sistem Mercator, d.d., **headquartered in Slovenia**, is the parent company of the Group.





1949: Establishment of the »Živila Ljubljana« wholesale company, the predecessor of Poslovni sistem Mercator, d.d.

1953: »Živila Ljubljana« is renamed to »Mercator«.

From 1953 to late 1990:

Intensive process of taking over other smaller retailers in Slovenia. In 1993 the start of privatization with an initial public offering of shares, the largest privatization project in Central Europe by volume and value of capital. Mercator introduced the first self-service store in Slovenia.

From the beginning of 2000 ...

With the establishment of subsidiaries in Croatia, Serbia, Bosnia and Herzegovina Montenegro, Mercator entered foreign markets. Mercator has, as the first retailer in Slovenia, introduced innovations such as private label products, self-service cashier, online store, Pika card, new format of small stores called Mercator Neighbour ...





1-6, 2017

Revenue

EUR 1,146.5 mn

EBITDA

EUR 58.3 mn

Net profit

EUR 10.4 mn

CAPEX

EUR 26.0 mn

Net financial debt

EUR 814.2 mn

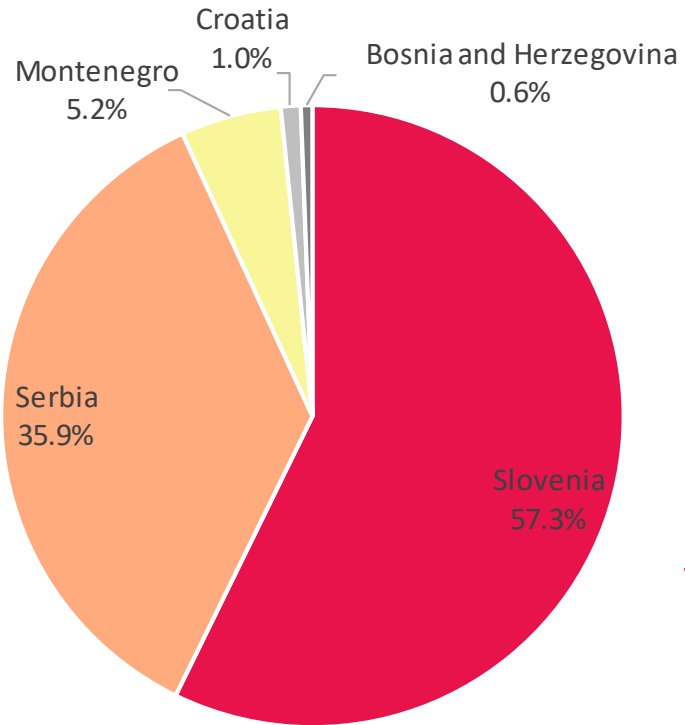
Number of employees

18,553 *

* based on hours worked

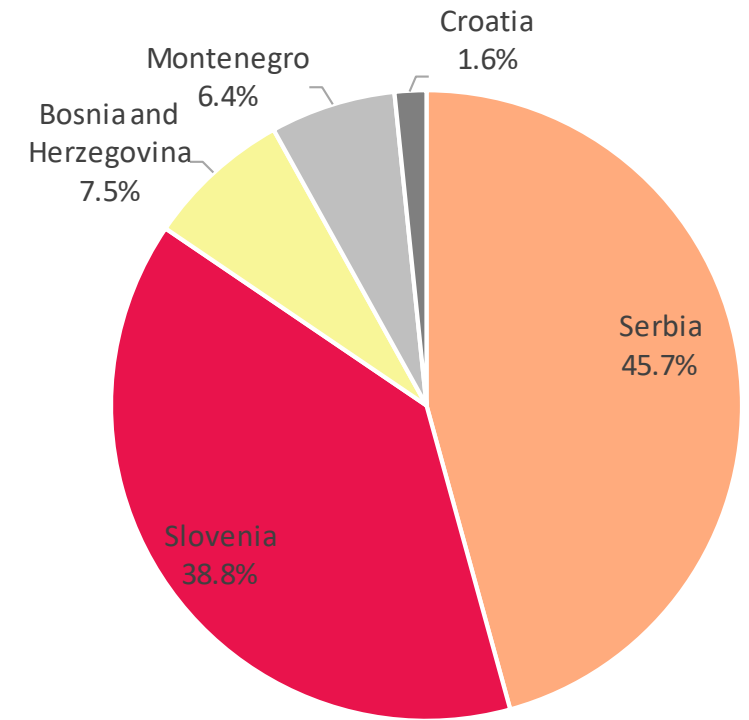


Revenue



TOTAL REVENUE: EUR 1,146.5 mn

Investment

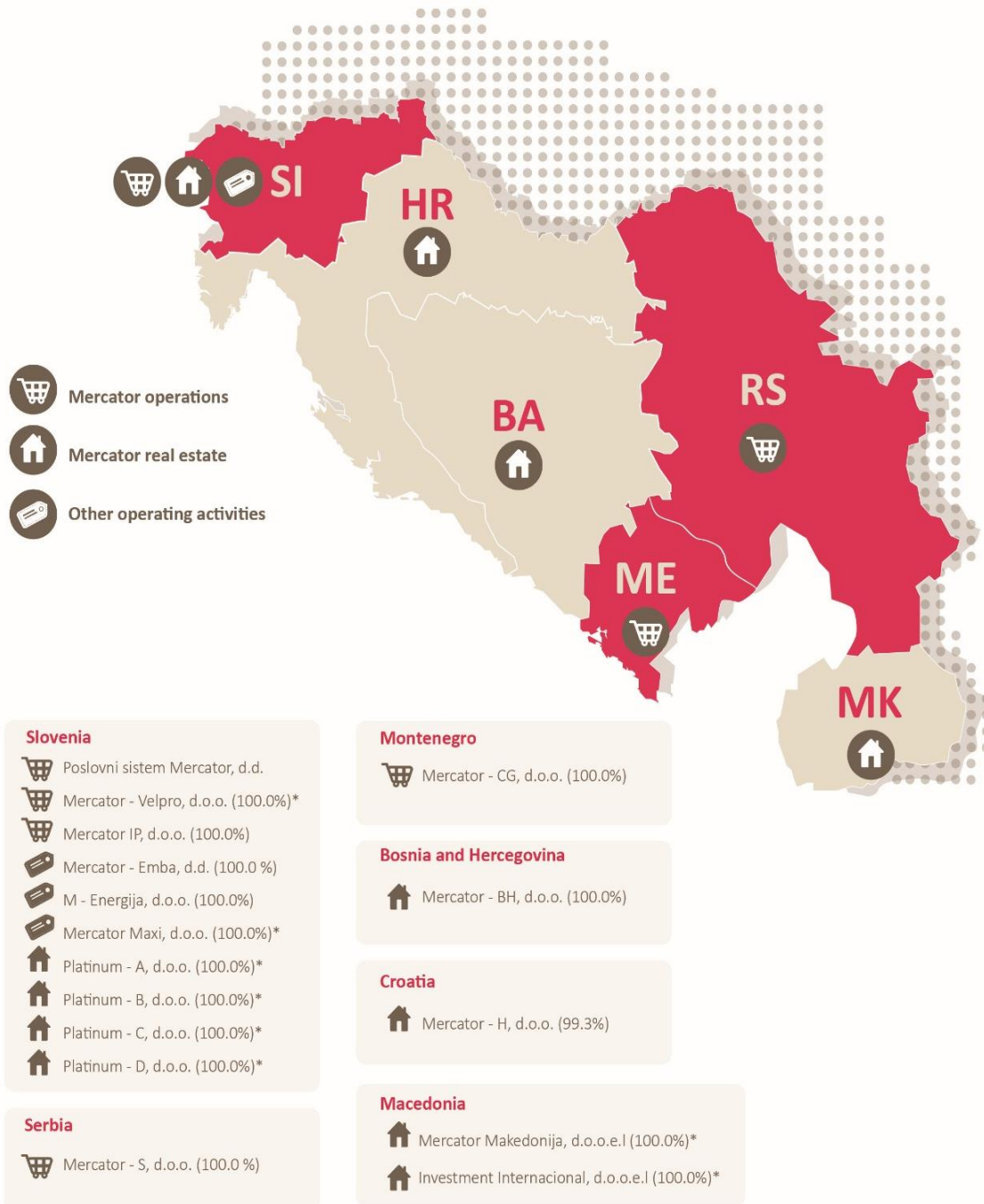


TOTAL CAPITAL EXPENDITURE: EUR 26.0 mn





Mercator Group compositions



As at June 30, 2017, the Group is present in Slovene market with **10 companies** and also **6 more subsidiaries** in other markets of SEE.

Overview by programs as at June 30, 2017

Program	FMCG program	Total specialised programs
Number of retail units under management	943	52
Number of franchise stores	203	0
Business markets	Slovenia, Serbia, Montenegro	Slovenia



Key information for the shareholders

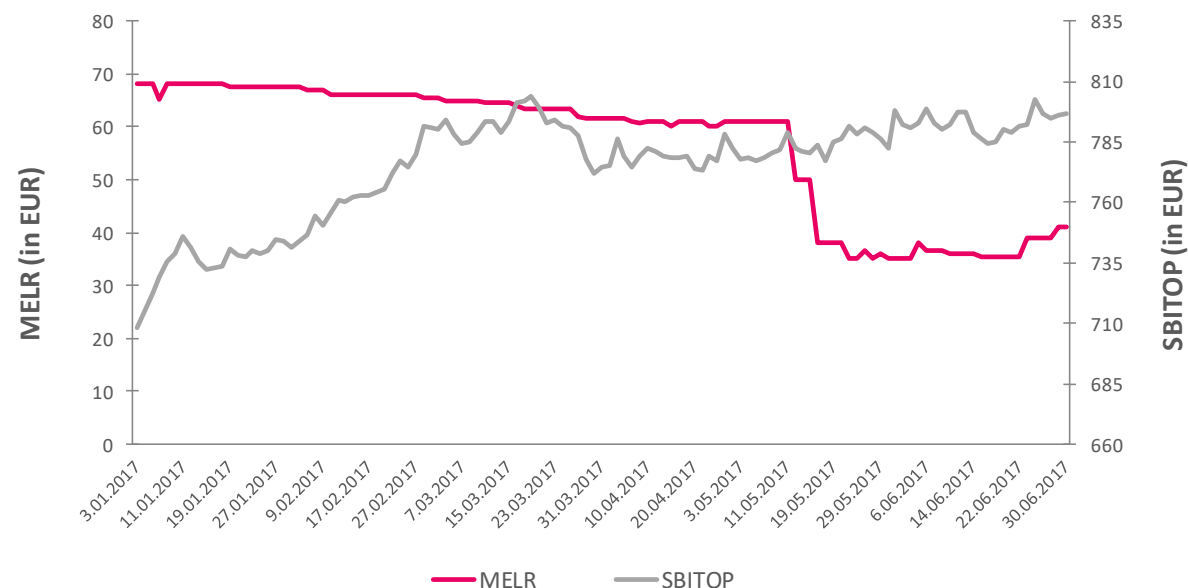
	June 30, 2016 Adjusted ¹	June 30, 2017	Index June 30, 2017/ June 30, 2016 adjusted
Number of shares registered in Court Register	6,090,943	6,090,943	100.0
Number of treasury shares	42,192	42,192	100.0
Market capitalization (in EUR)	469,063,520	249,728,663	53.2
Market value of share (in EUR)	77.01	41.00	53.2
Book value per share (in EUR)	105.47	92.75	87.9
Minimum close rate in the period (in EUR)	77.01	35.00	45.4
Maximum close rate in the period (in EUR)	85.00	68.00	80.0
Average close rate in the period (in EUR)	82.13	56.54	68.8
Earnings per share (in EUR) ²	2.28	3.14	137.4

As at June 30, 2017, the share in the company Poslovni sistem Mercator, d.d., held by foreign investors amounted to **98.71 percent**, which is 0.11 percentage point more than the year before.

¹ As the monetization project at the company Poslovni sistem Mercator, d.d., was stopped, assets available for disposal were re-classified at the end of 2016 back to non-current assets, and we resumed their depreciation and amortization. Therefore, business results for the period 1–6, 2016, are, for comparability, adjusted for the extra depreciation pertaining to the assets reclassified back to non-current assets as at the end of 2016.

² The indicator is adjusted to the annual level.

Movement of closing price per MELR share in the period 1-6, 2017, compared to the SBITOP index

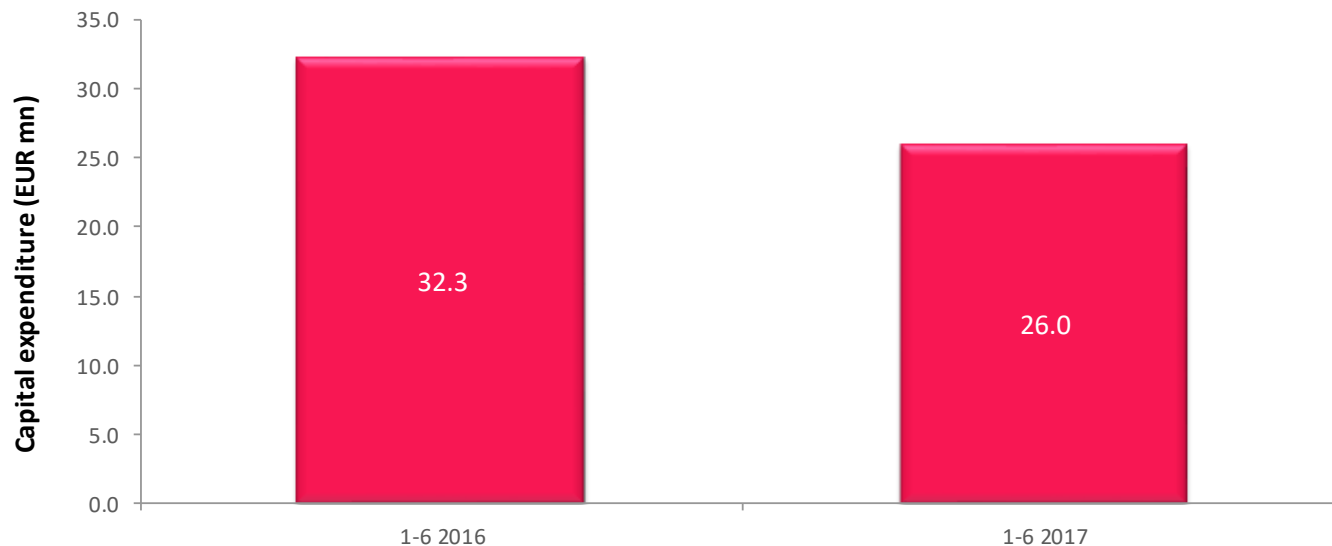


Real estate operations in progress consistently with the adopted strategy and market conditions

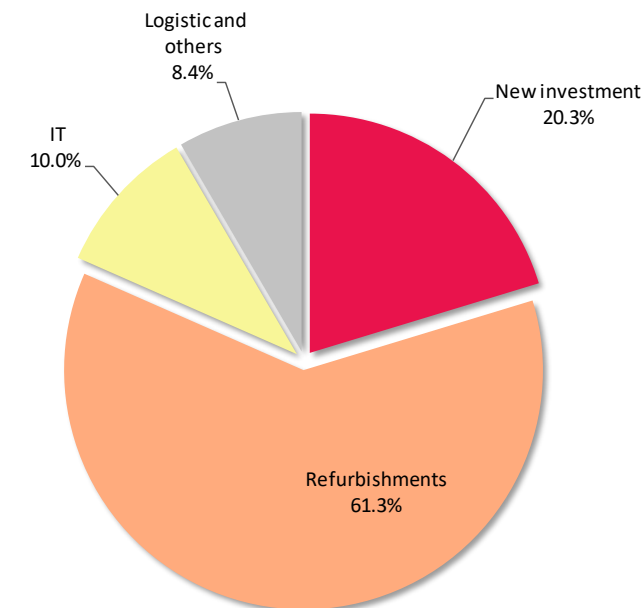


In the period 1-6, 2017, the value of **total investment** was **EUR 26.0 million**.

Total investment by years



Share of investment by type



Openings and refurbishments in the period 1-6, 2017

SLOVENIA

Area of new facilities:	2,451 m ²
Number of new retail units:	1
Refurbishments:	21

SERBIA

Area of new facilities:	2,706 m ²
Number of new retail units:	3
Refurbishments:	13

MONTENEGRO

Area of new facilities:	2,789 m ²
Number of new retail units:	5



Thank you!

Additional information at:
<http://www.mercatorgroup.si>
<http://seonet.ljse.si/>