



**Mercator**

# COMPANY PROFILE MERCATOR 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 ...





# 1-9, 2017

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Revenue

**EUR 1,730.1 mn**

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EBITDA

**EUR 89.2 mn**

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Net profit

**EUR 9.9 mn**

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CAPEX

**EUR 36.6 mn**

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Net financial debt

**EUR 794.2 mn**

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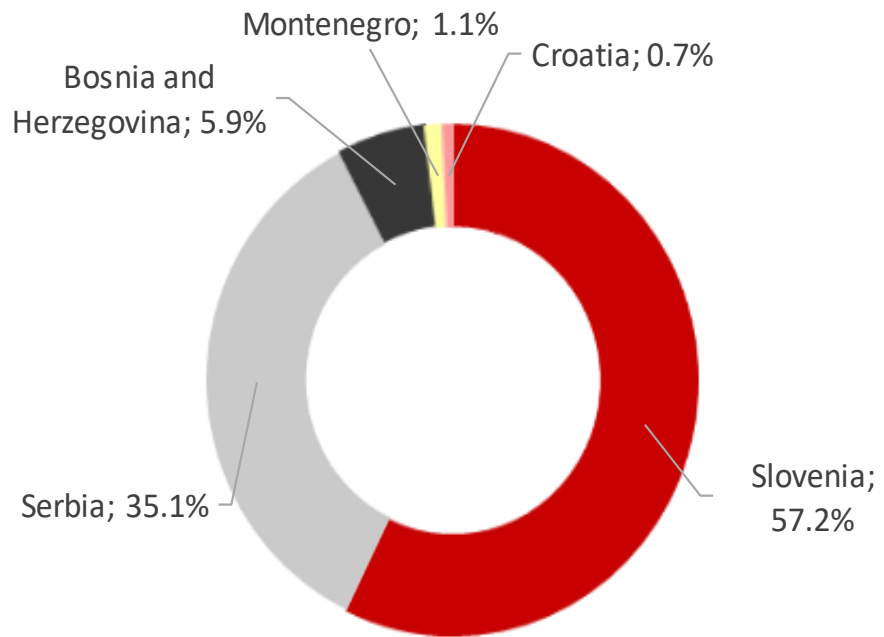
Number of employees

**18,491 \***

\* based on hours worked

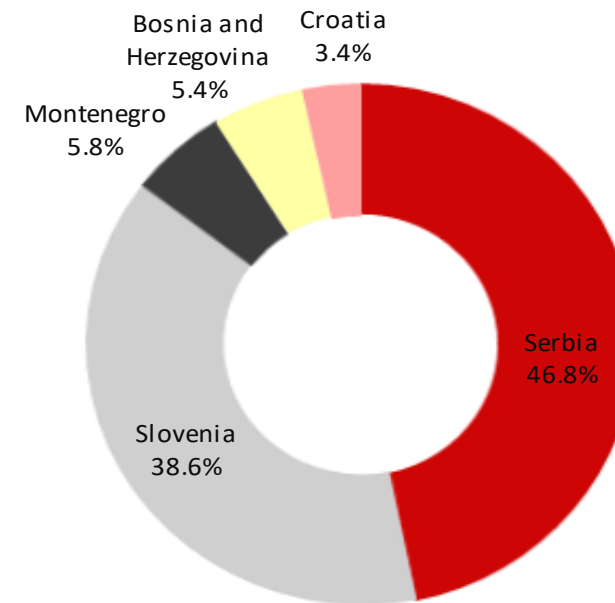


## Revenue



**TOTAL REVENUE: EUR 1,730.1 mn**

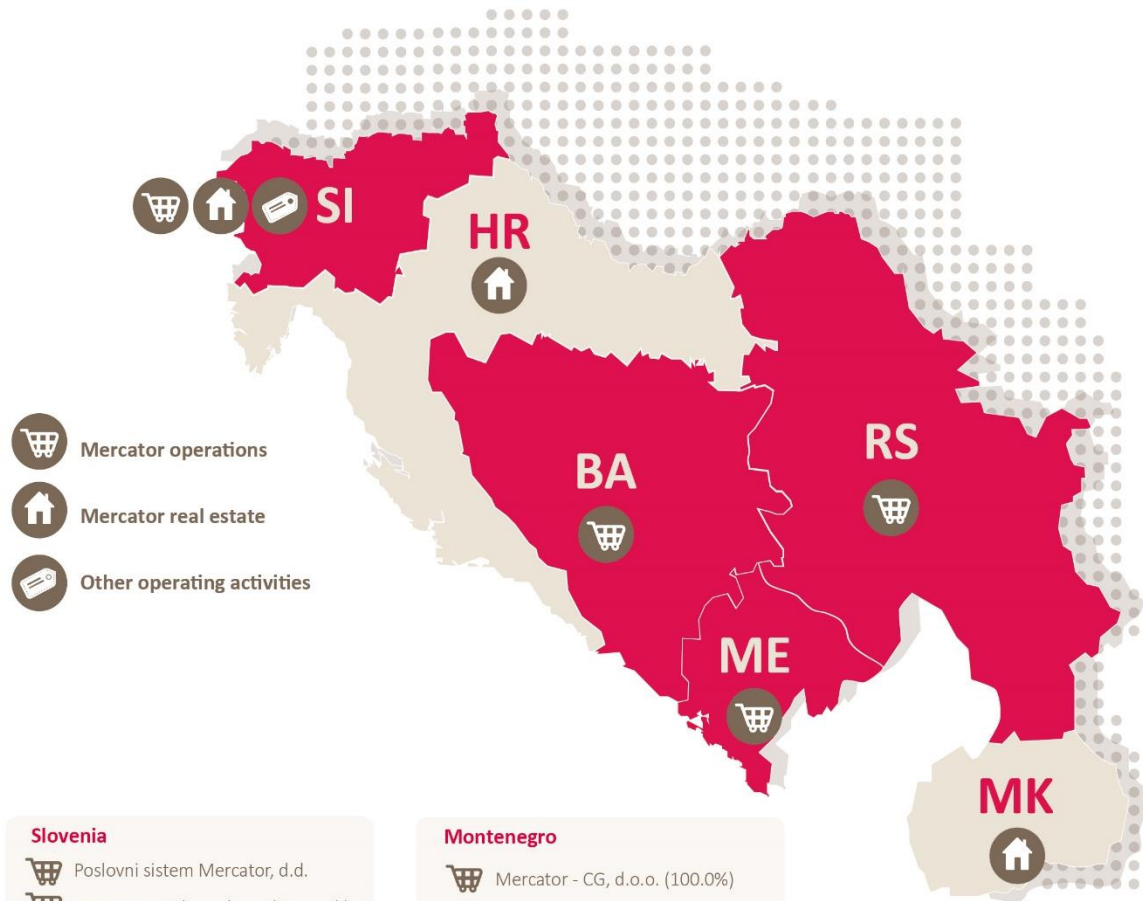
## Investment



**TOTAL CAPITAL EXPENDITURE: EUR 36.6 mn**



# Mercator Group compositions



- Mercator operations
- Mercator real estate
- Other operating activities

- Slovenia**
- Poslovni sistem Mercator, d.d.
  - Mercator - Velpro, d.o.o. (100.0%)\*
  - Mercator IP, d.o.o. (100.0%)
  - Mercator - Emba, d.d. (100.0 %)
  - M - Energija, d.o.o. (100.0%)
  - Mercator Maxi, d.o.o. (100.0%)\*
  - Platinum - A, d.o.o. (100.0%)\*
  - Platinum - B, d.o.o. (100.0%)\*
  - Platinum - C, d.o.o. (100.0%)\*
  - Platinum - D, d.o.o. (100.0%)\*

- Serbia**
- Mercator - S, d.o.o. (100.0 %)

- Montenegro**
- Mercator - CG, d.o.o. (100.0%)

- Bosnia and Herzegovina**
- Mercator - BH, d.o.o. (100,0 %)
  - M - BL, d.o.o. (100,0 %)

- Croatia**
- Mercator - H, d.o.o. (99.6%)

- Macedonia**
- Mercator Makedonija, d.o.o.e.l (100.0%)\*
  - Investment Internacional, d.o.o.e.l (100.0%)\*

\* The company does not conduct business operations.

As at September 30, 2017, the Group is present in Slovene market with **10 companies** and also **7 more subsidiaries** in other markets of SEE.

## Overview by programs as at September 30, 2017

Program	FMCG program	Total specialised programs
Number of retail units under management	1,011	52
Number of franchise stores	199	0
Business markets	Slovenia, Serbia, Montenegro, Bosnia and Herzegovina	Slovenia



## Key information for the shareholders

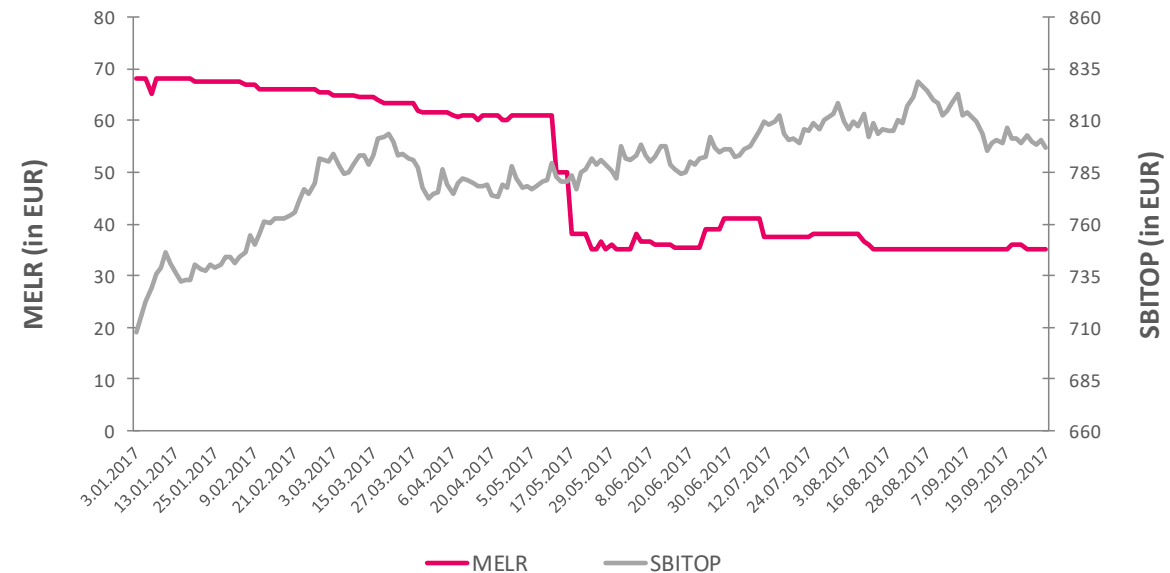
	September 30, 2016	September 30, 2017	Indeks September 30, 2017/ September 30, 2016
Number of shares registered in Court Register	6,090,943	6,090,943	100.0
Number of treasury shares	42,192	42,192	100.0
Market capitalization (in EUR)	426,366,010	213,183,005	50.0
Market value of share (in EUR)	70.00	35.00	50.0
Book value per share (in EUR)	105.51	93.71	88.8
Minimum close rate in the period (in EUR)	68.00	35.00	51.5
Maximum close rate in the period (in EUR)	85.00	68.00	80.0
Average close rate in the period (in EUR)	78.65	49.62	63.1
Earnings per share (in EUR) <sup>1,2</sup>	1.31	3.37	212.4

As at September 30, 2017, the share in the company Poslovni sistem Mercator, d.d., held by foreign investors amounted to **98.70 percent**, which is 0.20 percentage point more than the year before.

<sup>3</sup> Data vary from published data 1–9, 2016 in 2016, 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 1–9, 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.

<sup>4</sup> The indicator is adjusted to the annual level.

## Movement of closing price per MELR share in the period 1-9, 2017, compared to the SBITOP index



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



In the period 1-9, 2017, the value of **total investment** was **EUR 36.6 million**.

## Openings and refurbishments in the period 1-9, 2017

### SLOVENIA

Area of new facilities:	2,451 m <sup>2</sup>
Number of new retail units:	1
Refurbishments:	21

### SERBIA

Area of new facilities:	10,759 m <sup>2</sup>
Number of new retail units:	8
Refurbishments:	20

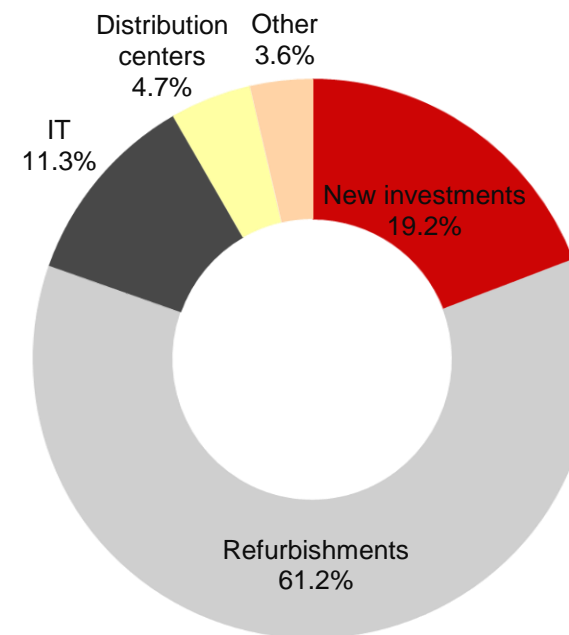
### MONTENEGRO

Area of new facilities:	3,516 m <sup>2</sup>
Number of new retail units:	7

### Bosnia and Herzegovina

Mercator re-entered the market of Bosnia and Herzegovina. Transfer of possession and establishment of retail operations in 83 stores, of which 76 are active, took place in September 2017.

## Share of investment by type





# Thank you!

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