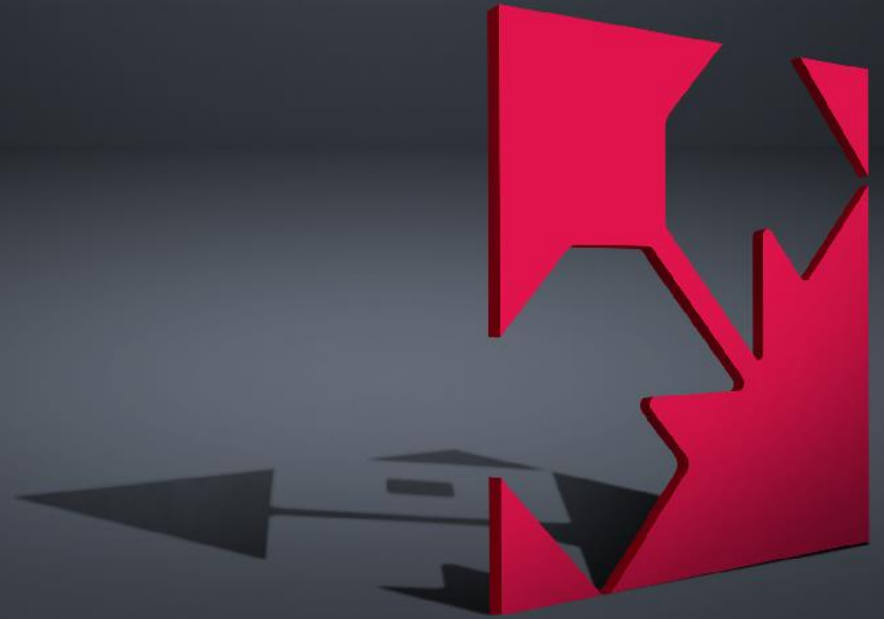


COMPANY PROFILE OF THE MERCATOR GROUP



Already 70 years: from small Slovene wholesaler to the biggest retailer in SEE

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 and 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 ...



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Mercator Group key figures in 2018

Sales revenue



Increase by 1.2%

EUR 2.2 bn

Sales revenue from FMCG retail



Increase by 3.2%

EUR 1.6 bn

Normalized EBITDA



Increase by EUR 18.6%

EUR 107.5 mn

Profit for the year



Increase by EUR 186 mn

EUR 1.6 mn

Financial debt



Decrease by EUR 97 mn

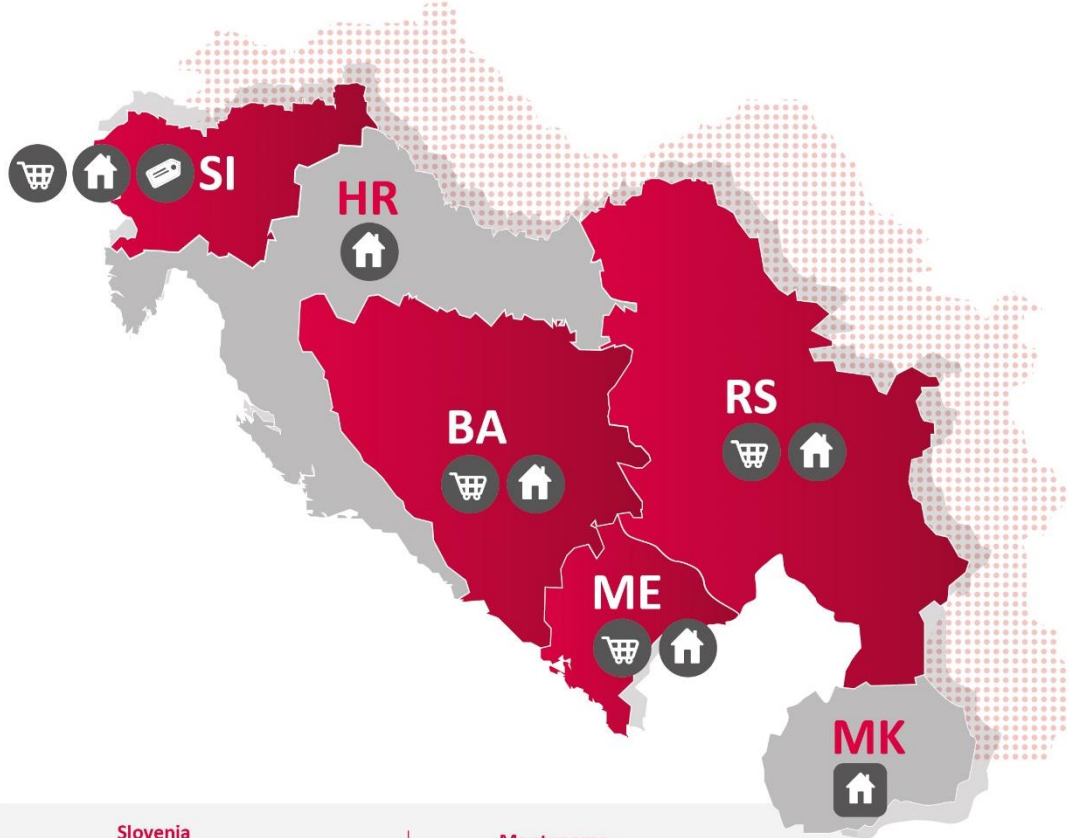
EUR 785 mn

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Mercator Group compositions



- 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%)*

- 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. (99.8%)

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

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

Mercator operations

Mercator real estate

Other operating activities

As at December 31, 2018, 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 December 31, 2018

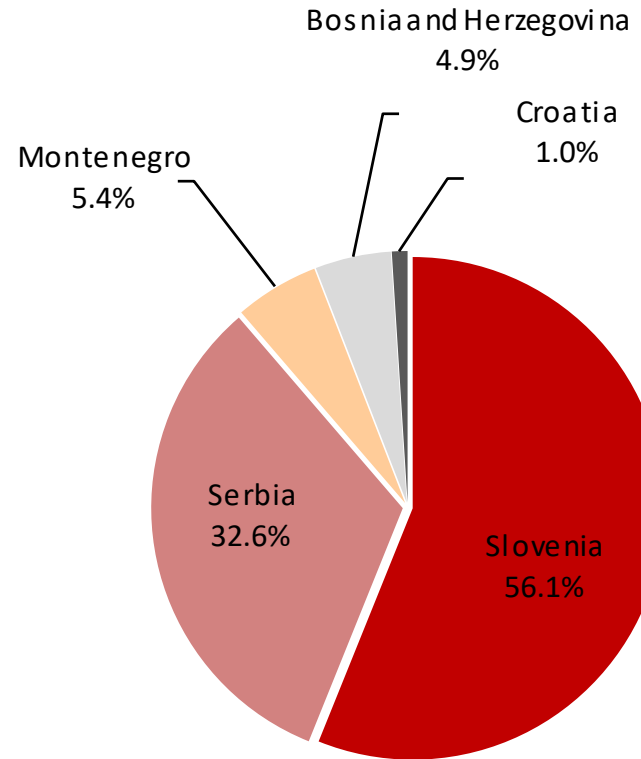
Program	FMCG program	Total specialized programs
Number of retail units under management	1,009	42
Number of franchise stores	182	-
Business markets	Slovenia, Serbia, Montenegro, Bosnia and Herzegovina	Slovenia

* The company does not conduct business operations.

Overview by markets

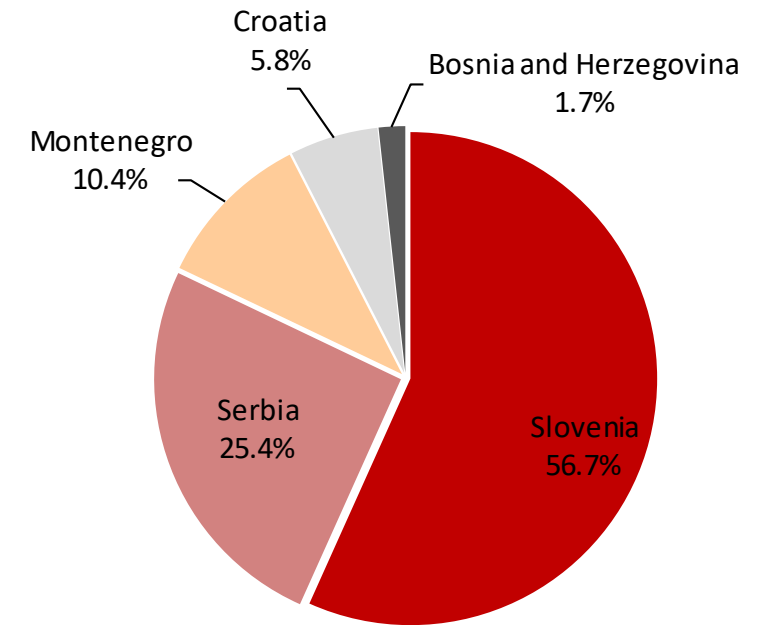


Sales revenue



REVENUE: EUR 2,177.2 mn

Investment



CAPITAL EXPENDITURE: EUR 29.9 mn

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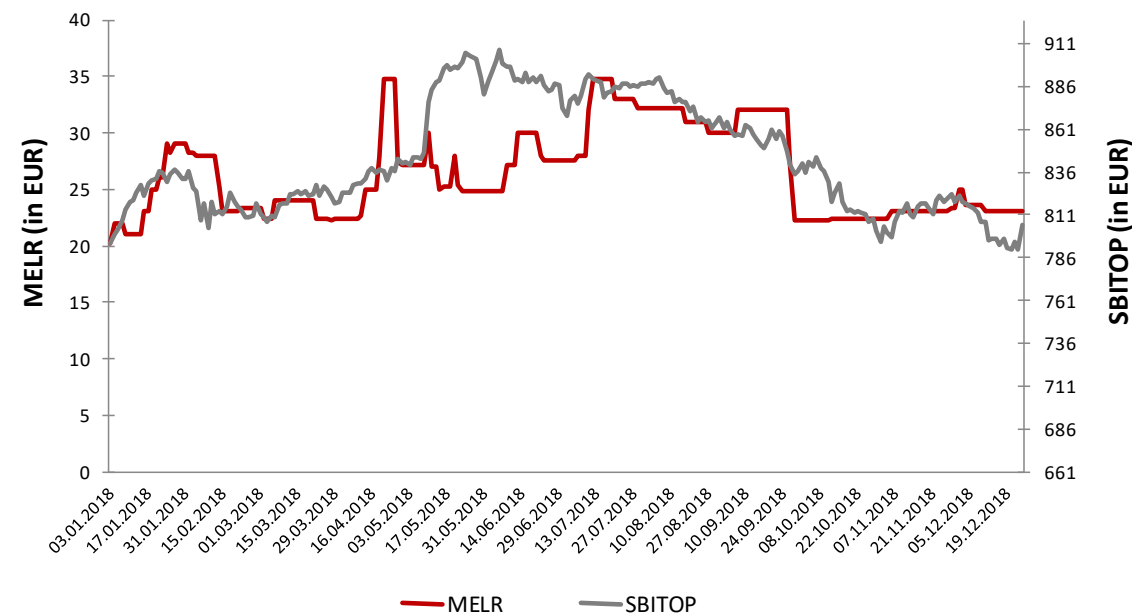
Key information for the shareholders

Key information for the shareholders

	December 31, 2017	December 31, 2018	Change Dec. 31, 2018/ Dec. 31, 2017
Number of shares registered in Court Register	6,090,943	6,090,943	0.0%
Number of own shares	42,192	42,192	0.0%
Market capitalization (in EUR)	122,245,226	140,091,689	14.6%
Market value of share (in EUR)	20.1	23.0	14.6%
Book value per share (in EUR)	70.0	68.5	-2.1%
Minimum close rate in the period (in EUR)	19.6	20.2	3.1%
Maximum close rate in the period (in EUR)	68.0	34.8	-48.8%
Average close rate in the period (in EUR)	43.4	26.4	-39.2%
Earnings per share (in EUR)	-33.7	-1.8	-
Price/earnings ratio (P/E)	-0.7	86.6	-
Capital gains yield (in %)	-70.5	14.6	-

As at December 31, 2018, the share in the company Poslovni sistem Mercator, d.d., held by foreign investors amounted to **98.68 percent**, and it did not change in comparison to December 31, 2017.

Movement of closing price per MELR share in the period 1-12, 2018, compared to the SBITOP index



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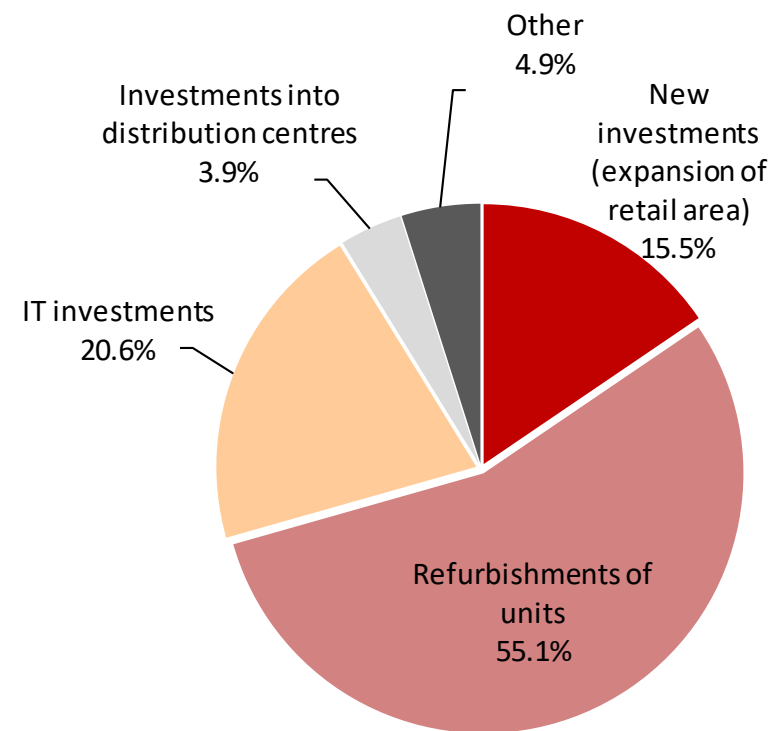


In 2018 we opened or refurbished 122 units

Openings and refurbishments in 2018

SLOVENIA	
Area of new facilities:	2,460 m ²
Number of new retail units:	6
Refurbishments/rearrangements:	68
SERBIA	
Area of new facilities:	3,263 m ²
Number of new retail units:	2
Refurbishments/rearrangements:	6
MONTENEGRO	
Area of new facilities:	1,866 m ²
Number of new retail units:	8
Refurbishments/rearrangements:	18
BOSNIA AND HERZEGOVINA	
Refurbishments/rearrangements:	14

Share of investment by type



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Thank you!

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

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