

MERITUS ULAGANJA D.D.
HEINZELOVA ULICA 62/A
10 000 ZAGREB

SECURITY: MRUL
ISIN: HRMRULRA0009
LEI: 74780080JD6L45P7YG07
REGULATED MARKET SEGMENT: ZAGREB STOCK EXCHANGE, THE OFFICIAL MARKET
HOME MEMBER STATE: CROATIA

PUBLICATION OF OTHER INFORMATION

In ZAGREB, February 28, 2020

STATEMENT ON THE SUCCESSFUL OPERATION OF THE M+ GROUP IN 2019

The company Meritus ulaganja d.d. with headquarters in Zagreb, Heinzelova ulica 62/a (ZSE: MRUL) has announced that, according to the unaudited operating results, it has achieved consolidated revenue in the amount of HRK 327 million in the last business year, i.e. 51 % more than in the year before. The adjusted EBITDA amounted to HRK 43.7 million in 2019, which is an increase of 73% in comparison to 2018. For M + Group, 2019 was a successful year, and the growth of this Croatian company's revenue was influenced by strategic decisions of the Management Board and business events, such as its emergence on the Zagreb Stock Exchange and new acquisitions.

The M + Group's business year 2019 was marked by a number of significant events. In January, the company issued 357,805 new ordinary shares (share mark MRUL-R-A), totaling HRK 93 million, with the aim of further investing in the development and expansion of its business. The new M + Group's ordinary shares have been fully purchased by institutional investors: investment funds, compulsory and voluntary pension funds. By issuing new shares, they obtained a 41,7 % share in the M+ Group. In August, M + Group's shares were listed on the Zagreb Stock Exchange, and, in September, M + Group acquired a 51 percent share in the Belgrade-based company Trizma d.o.o., a leading independent provider of business process outsourcing services.

"We are extremely pleased with the business results we have achieved in this past year. A dynamic period is now behind us, which we concluded with an increase in our market share and the arrival of new global clients. In the future, we will continue to be focused on acquiring new clients from around the world and increasing the export of our services. We want to position ourselves as a competitive BPO company in the world and thereby contribute to the development of this market in Croatia and in this part of Europe", says Ivan Posavec, chairman of the board of the company Meritus ulaganja d.d.

Meritus ulaganja d.d.

- Heinzelova ulica 62/a, Zagreb • Tel.:01/6447-899 • Fax:01/6447-890 • PIN: 62230095889
- Commercial banks: Erste&Steiermärkische Bank d.d., Jadranski trg 3A, Rijeka IBAN: HR8524020061100933269; Raiffeisenbank Austria d.d., Magazinska cesta 69, 10000 Zagreb, IBAN: HR4324840081135094448
- Commercial Court in Zagreb; Company's (Court) registration number: 081210030 • Share capital: HRK 85,780,500,00.00 paid in full in material goods and Rights and divided into 857, 805 ordinary registered shares without any nominal value
 - President of the Supervisory Board: Zvonimir Mršić
 - Members of the Board Ivan Posavec and Darko Horvat

In the last days of 2019, M + Group announced a new acquisition, the takeover of the Turkish company CMC İletişim ve Çağrı Merkezi Hizmetleri A.Ş. With the realization of this acquisition in early 2020, M + Group became the largest BPO company in Southeastern Europe. M + Group now employs more than 7,000 people and is one of the largest private employers in Croatia. The 2019 business events have contributed to the overall development of M + Group, its reputation, and, ultimately, to the positive financial performance of the company, making M + Group one of the leading regional companies in business process outsourcing and customer relationship management.

Since its beginnings in 2007, M + Group has been committed to high-quality customer support and BPO. The company currently provides services to more than 220 clients from 58 countries around the world. Its services and information technology products, contact centers, and employment mediation are used by leading telecommunication and financial companies in Southeastern Europe, as well as clients from Europe, North America, and Australia. The clients of this successful Croatian company include: Deutsche Telekom, NCR, Microsoft, RWE, Bosch, DHL, Siemens, Carlsberg, Raiffeisen, Addiko, NKBM, Atlantic Grupa and many others.



Ivan Posavec, Chairman of the Board

Meritus ulaganja d.d.
Zagreb



Darko Horvat, member of the Board

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