



# MERCATOR'S PRESENTATION TO POTENTIAL FINANCIAL INVESTORS

*Guided tour through Mercator stores*

*Accompanied by:*

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## Mercator P3

### Supermarket store profile

<b>Store format:</b>	Supermarket
<b>Address of the Store:</b>	Dunajska 109, Ljubljana
<b>Store Manager:</b>	Milena Jurčević
<b>Opening hours:</b>	Monday - Friday: 7.00 a.m. - 20.00 p.m. Saturday: 7.00 a.m. - 15.00 p.m. Sunday: Closed
<b>Date of store launch:</b>	september 1998
<b>Total area of the store:</b>	525 m <sup>2</sup>
<b>Sales area:</b>	334 m <sup>2</sup>
<b>Number of employees:</b>	20
<b>Merchandise range:</b>	Target product groups include product categories for everyday demand of the customer: bread, bakery, milk and dairy products, fruit and vegetables, delicatessen, soft drinks, meat products, beer and wine, sweets and snacks.

#### Notes:

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## Mercator Center Domžale

### Shopping centre profile

<b>Store format:</b>	Shopping centre																				
<b>Address of the Store:</b>	Cesta talcev 4, Domžale																				
<b>Store Manager:</b>	Tanja Erjavec																				
<b>Opening hours:</b>	Monday - Friday: 9.00 a.m. - 21.00 p.m. Saturday: 8.00 a.m. - 21.00 p.m. Sunday: 8.00 a.m. - 13.00 p.m.																				
<b>Date of store launch:</b>	april 2004																				
<b>Date of the latest refurbishment:</b>	september 2007																				
<b>Total area of the store:</b>	10.509 m <sup>2</sup>																				
<b>Sales area by program:</b>	<table> <tr> <td colspan="2"><b>Stores occupied by Mercator:</b></td> </tr> <tr> <td>Hypermarket</td> <td>2.039 m<sup>2</sup></td> </tr> <tr> <td>Sports shop (Intersport)</td> <td>307 m<sup>2</sup></td> </tr> <tr> <td>Apparel (Modiana)</td> <td>299 m<sup>2</sup></td> </tr> <tr> <td>Travel Agency (M holidays)</td> <td>20 m<sup>2</sup></td> </tr> <tr> <td>Drugstore (Beautique)</td> <td>72 m<sup>2</sup></td> </tr> <tr> <td><b>Total</b></td> <td><b>2.737 m<sup>2</sup></b></td> </tr> <tr> <td colspan="2"><b>Rented out premises:</b></td> </tr> <tr> <td>20 rented premises</td> <td>5.185 m<sup>2</sup></td> </tr> <tr> <td><b>Total</b></td> <td><b>7.922 m<sup>2</sup></b></td> </tr> </table>	<b>Stores occupied by Mercator:</b>		Hypermarket	2.039 m <sup>2</sup>	Sports shop (Intersport)	307 m <sup>2</sup>	Apparel (Modiana)	299 m <sup>2</sup>	Travel Agency (M holidays)	20 m <sup>2</sup>	Drugstore (Beautique)	72 m <sup>2</sup>	<b>Total</b>	<b>2.737 m<sup>2</sup></b>	<b>Rented out premises:</b>		20 rented premises	5.185 m <sup>2</sup>	<b>Total</b>	<b>7.922 m<sup>2</sup></b>
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<b>Total</b>	<b>7.922 m<sup>2</sup></b>																				

## Hypermarket profile:

**Sales area:** 2.039 m<sup>2</sup>

**Number of employees:** 80

**Merchandise range:** Hypermarket is a selling unit, which satisfies more than just daily needs of households. Regarding the range of goods, a hypermarket offers 60%-80% of foodstuffs and 20%-40% of non-foodstuffs. As a standard, store incorporates a bakery with fresh bread and pastry, meat-roasting facility and a rich choice of delicatessen. The sales of other fresh program is realised in independent departments such as bakery, butcher's shop, fish market. Hypermarket offer comprises also an extensive selection of non-food products (apparel, home appliances, etc.). Customers benefit from a comfortable shopping environment (air conditioned premises, formatted shopping routes with clear view of the whole hypermarket and simple entry and exit, accessible sales counters, shelving of best-selling products on the most visible spots).

**Notes:**

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## **Mercator Hipermarket Rudnik**

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### **Hypermarket profile**

<b>Store format:</b>	Hypermarket
<b>Address of the Store:</b>	Jurčkova cesta 223, Ljubljana
<b>Store Manager:</b>	Jernej Jazbec
<b>Opening hours:</b>	Monday - Friday: 9.00 a.m. - 21.00 p.m. Saturday: 8.00 a.m. - 21.00 p.m. Sunday: 9.00 a.m. - 15.00 p.m.
<b>Date of store launch:</b>	march 2008
<b>Sales area:</b>	4.083 m <sup>2</sup>
<b>Number of employees:</b>	92
<b>Number of parking spaces:</b>	External parking spaces: 1500

**Merchandise range:**

Hypermarket is a selling unit, which satisfies more than just daily needs of households. Regarding the range of goods, a hypermarket offers 60%-80% of foodstuffs and 20%-40% of non-foodstuffs. As a standard, store incorporates a bakery with fresh bread and pastry, meat-roasting facility and a rich choice of delicatessen. The sales of other fresh program is realised in independent departments such as bakery, butcher's shop, fish market. Hypermarket offer comprises also an extensive selection of non-food products (apparel, home appliances, etc.). Customers benefit from a comfortable shopping environment (air conditioned premises, formatted shopping routes with clear view of the whole hypermarket and simple entry and exit, accessible sales counters, shelving of best-selling products on the most visible spots).

**Notes:**

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# Mercator Center Ljubljana

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## Shopping Centre profile

<b>Store format:</b>	Shopping Centre	
<b>Address of the Store:</b>	Cesta ljubljanske brigade 33, Ljubljana	
<b>Store Manager:</b>	Mojca Novak	
<b>Opening hours:</b>	Monday - Saturday:	9.00 a.m. - 21.00 p.m.
	Sunday:	9.00 a.m. - 15.00 p.m.
<b>Date of store launch:</b>	august 1999	
<b>Date of the latest refurbishment:</b>	september 2007	
<b>Total area:</b>	43.397 m <sup>2</sup>	
<b>Sales area by program:</b>	<b>Stores occupied by Mercator:</b>	
	Hypermarket	6.412 m <sup>2</sup>
	Sports shop (Intersport)	1.273 m <sup>2</sup>
	Apparel (Fashion Avenue)	1.578 m <sup>2</sup>
	Gastronomic program	624 m <sup>2</sup>
	Travel Agency (M holidays)	20 m <sup>2</sup>
	Drugstore (Beautique)	145 m <sup>2</sup>
	<b>Total</b>	<b>9.263 m<sup>2</sup></b>
	<b>Rented out premises:</b>	
	64 rented premises	7.836 m <sup>2</sup>
	<b>Total sales area:</b>	<b>17.099 m<sup>2</sup></b>
<b>Number of parking spaces:</b>	853	

## Hypermarket profile

**Number of employees:** 180

**Merchandise range:** Hypermarket is a selling unit, which satisfies more than just daily needs of households. Regarding the range of goods, a hypermarket offers 60%-80% of foodstuffs and 20%-40% of non-foodstuffs. As a standard, store incorporates a bakery with fresh bread and pastry, meat-roasting facility and a rich choice of delicatessen. The sales of other fresh program is realised in independent departments such as bakery, butcher's shop, fish market. Hypermarket offer comprises also an extensive selection of non-food products (apparel, home appliances, etc.). Customers benefit from a comfortable shopping environment (air conditioned premises, formatted shopping routes with clear view of the whole hypermarket and simple entry and exit, accessible sales counters shelving of best-selling products on the most visible spots).

**Sales area:** 6.412 m<sup>2</sup>

## Sports shop profile: Intersport

**Store Manager:** Matjaž Hozjan

**Number of employees:** 28

**Sales area:** 1.273 m<sup>2</sup>

**Merchandise range:** The store provides a wide range of target line products, i.e. winter sports, leisure time (emphasise on apparel), cycling, and a wide supply of products with well-known brand names; not only the supply of exclusive Intersport brand names but also products with well-known and leading brand names in the area of sports equipment and brand names belonging to the middle price and quality class, which can be sold at special and attractive prices.

**Apparel shop profile:**

**Avenija Mode**

**Store Manager:**

Marija Marinko

**Number of employees:**

24

**Sales area:**

1.578 m<sup>2</sup>

**Merchandise range:**

Fashion Avenue store offer first-class, higher price level articles of renowned local and foreign brands according to the sales system "shop in shop"; they satisfy mainly the more demanding customers.

**Notes:**

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# Mercator Supermarket Parmova

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## Supermarket store profile

<b>Store format:</b>	Supermarket
<b>Address of the Store:</b>	Parmova 51, Ljubljana
<b>Store Manager:</b>	Emina Kečanovič
<b>Opening hours:</b>	Monday - Friday: 8.00 a.m. - 20.00 p.m. Saturday: 8.00 a.m. - 17.00 p.m. Sunday: Closed
<b>Date of store launch:</b>	september 1996
<b>Date of the latest refurbishment:</b>	september 2005
<b>Total area of the store:</b>	1.820 m <sup>2</sup>
<b>Sales area:</b>	1.034 m <sup>2</sup>
<b>Number of employees:</b>	35
<b>Merchandise range:</b>	Target product groups include product categories for everyday demand of the customer: bread, bakery, milk and dairy products, fruit and vegetables, delicatessen, soft drinks, meat products, beer and wine, sweets and snacks.

**Notes:**

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## Department store profile

<b>Store format:</b>	department store
<b>Address of the Store:</b>	Trg republike 1, Ljubljana
<b>Opening hours:</b>	Monday - Friday: 9.00 a.m. - 21.00 p.m. Saturday: 8.00 a.m. - 17.00 p.m. Sunday: Closed
<b>Date of store launch:</b>	november 1971
<b>Date of the latest refurbishment:</b>	september 2008
<b>Total area of the department store:</b>	16.289 m <sup>2</sup>

<b>Sales area by program:</b>	<b>Stores occupied by Mercator:</b>
	Supermarket 2.151 m <sup>2</sup>
	Apparel 4.761 m <sup>2</sup>
	Gastronomic program 2.540 m <sup>2</sup>
	Travel Agency (M holidays) 40 m <sup>2</sup>
	Home accessories (Ambient) 240 m <sup>2</sup>
	<b>Total 9.732 m<sup>2</sup></b>

<b>Rented out premises:</b>	
13 rented premises	876 m <sup>2</sup>
<b>Total sales area</b>	<b>10.608 m<sup>2</sup></b>

**Number of parking spaces:** Public parking house 530

## Supermarket profile

**Sales area:** 2.151 m<sup>2</sup>

**Store Manager:** Metod Brodnik

**Number of employees:** 85

**Merchandise range:** wide range of delicatessen and dairy products - over 2600 products; extensive wine and spirits offer with over 1.500 different types of wine; specialized department for healthy diet with more than 2500 different products (eco, gluten-free products, sea food, food supplements, diabetic products, eco cleaning products)

**Notes:**

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# **INTERSPORT**<sup>®</sup>

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## Sports shop profile

<b>Store format:</b>	sports shop
<b>Address of the Store:</b>	Šubičeva 2, Ljubljana
<b>Store Manager:</b>	Bojana Rogač Kristan
<b>Opening hours:</b>	Monday - Friday: 9.00 a.m. - 21.00 p.m. Saturday: 8.00 a.m. - 17.00 p.m. Sunday: Closed
<b>Date of store launch:</b>	december 2005
<b>Total area of the store:</b>	735 m <sup>2</sup>
<b>Sales area:</b>	490 m <sup>2</sup>
<b>Number of employees:</b>	12
<b>Merchandise range:</b>	The store provides a wide range of target line products, i.e. winter sports, leisure time (emphasise on apparel), cycling, and a wide supply of products with well-known brand names; not only the supply of exclusive Intersport brand names but also products with well-known and leading brand names in the area of sports equipment and brand names belonging to the middle price and quality class, which can be sold at special and attractive prices.

**Notes:**

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# Mercator Trgovski center Cigaletova

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## Supermarket store profile

<b>Store format:</b>	Supermarket
<b>Address of the Store:</b>	Cigaletova 2, Ljubljana
<b>Store Manager:</b>	Refika Dedič
<b>Opening hours:</b>	Monday - Friday: 7.00 a.m. - 20.00 p.m. Saturday: 7.00 a.m. - 13.00 p.m. Sunday: Closed
<b>Date of store launch:</b>	october 1965
<b>Date of the latest refurbishment:</b>	june 2003
<b>Total area of the store:</b>	753 m <sup>2</sup>
<b>Sales area:</b>	502 m <sup>2</sup>
<b>Number of employees:</b>	27
<b>Merchandise range:</b>	Target product groups include product categories for everyday demand of the customer: bread, bakery, milk and dairy products, fruit and vegetables, delicatessen, soft drinks, meat products, beer and wine, sweets and snacks.

### Notes:

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## Center tehnike

### Home improvement centre profile

<b>Store format:</b>	Home improvement centre	
<b>Address of the Store:</b>	Pot k sejmišču 32, Ljubljana	
<b>Store Manager:</b>	Aleksander Despotovič	
<b>Opening hours:</b>	Monday - Friday:	8.00 a.m. - 20.00 p.m.
	Saturday:	8.00 a.m. - 20.00 p.m.
	Sunday:	Closed
<b>Date of store launch:</b>	september 2004	
<b>Total area of the Home improvement centre:</b>	5.475 m <sup>2</sup>	
<b>Sales area by program:</b>	<b>Stores occupied by Mercator:</b>	
	Discount store (HURA!):	698 m <sup>2</sup>
	Home improvement centre	2.499 m <sup>2</sup>
	<b>Total</b>	<b>3.197 m<sup>2</sup></b>

**Rented out premises:**

7 rented premises 749 m<sup>2</sup>

**Total 3.946 m<sup>2</sup>**

**Number of parking spaces:** 125

**Home improvement store profile:**

**Number of employees:** 50

**Merchandise range:**

- Home appliances and consumer electronics: white goods, small appliances, personal care products, computing products, TV and audio equipment, photographic equipment, telephone equipment, light bulbs and batteries.
- Construction and installation materials: bathroom equipment and accessories, tools, basic building materials plumbing equipment, electrical installations, floor and ceiling coverings, job security equipment.
- Garden and agronomic equipment: garden machinery, fertilizers, watering products.
- Home accessories: dining table products, household textiles and seasonal products.

**Notes:**

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