



MON PERIN

ZAGREB, 28.03.2022

# Our beginnings

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- Mon Perin was established in 2005. as a limited liability company
- Main stakeholders were all Bale's inhabitants and friends of Bale
- The main aim was the revitalization and development of the local community
- The encouragement and initiation of development started from the uniqueness and values of the local community by using local resources and potentials (natural, historical, cultural and human)
- Other aims involved encouragement of social, sustainable and participative entrepreneurship

# Owners capital MON PERIN D.D.

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No.	Date of change	Owners capital (nominal value)	Premium on issued stakes / stocks	Total
1	16.12.2005.	12.357.000		12.357.000
2	27.12.2006.	31.061.000		31.061.000
3	22.12.2017.	96.011.000	64.950.000	160.961.000
4	13.12.2021.	106.730.270	24.654.321	196.334.591

- In 2019. the Company has been transformed from a limited liability to a joint-stock company

# Purchase and sale of stakes / shares

Year	Number of transactions	Nominal value of stakes / shares	Purchase value	% increase of purchase value with respect to nominal value	Share of nominal value with respect to Owners capital
2006	1	50.000,00	75.000,00	50,00	0,16
2006*	678	18.704.000,00	18.704.000,00	0,00	-
2007	25	918.200,00	1.027.002,34	11,85	2,96
2008	9	372.000,00	463.200,00	24,52	1,20
2010	9	568.000,00	599.000,00	5,46	1,83
2011	45	2.133.000,00	2.327.800,00	9,13	6,87
2012	10	180.000,00	183.650,00	2,03	0,58
2013	30	1.961.000,00	1.962.350,00	0,07	6,31
2014	85	2.503.000,00	2.653.020,00	5,99	8,06
2015	74	9.614.000,00	10.179.250,00	5,88	30,95
2016	23	738.000,00	897.594,00	21,63	2,38
2017	27	2.266.800,00	3.603.380,00	58,96	2,36
2017*	165	64.950.000,00	129.900.000,00	100,00	-
2018	14	1.091.000,00	2.073.550,00	90,06	1,14
2019	6	399.000,00	699.000,00	75,19	0,42
2020	5	191.000,00	332.000,00	73,82	0,20
2021	14	1.447.000,00	2.985.000,00	106,29	1,51
2021*	102	10.719.270,00	35.373.591,00	230,00	-
<b>TOTAL</b>	<b>1.322</b>	<b>118.805.270,00</b>	<b>214.038.387,34</b>	<b>80,16</b>	

- Realized a total of 1.322 transactions in stakes / shares
- In year 2021. average purchase price 215% above nominal value

*\*Data connected to the capital increase*

# Purchase and sale of stakes / shares



- In 2017. the Company's stake nominal value of 1.000 kn was estimated to 2.000 kn (+100%)
- In 2021. the Company's share value during the capital increase was estimated to 33 kn per share (i.e. +230% with respect to nominal value of 10 kn)

# Dividend payout

Year	Dividend value	Dividend per stake / share	Dividend Yield*
2013.	1.086.155	35 kn per 1.000 kn stake	3,5%
2014.	1.086.155	35 kn per 1.000 kn stake	3,3%
2015.	1.241.280	40 kn per 1.000 kn stake	3,8%
2016.	1.241.280	40 kn per 1.000 kn stake	3,3%
2017.	1.241.280	40 kn per 1.000 kn stake	2,0%
2018.	5.729.220	60 kn per 1.000 kn stake	3,2%
2019.	7.161.525	75 kn per 1.000 kn stake	4,3%
2020.	-	-	0,0%
2021.	6.206.655	0,65 kn per share	2,1%

*Due to the extraordinary circumstances surrounding the coronavirus pandemic, in 2020. the Company has not paid dividends.*

*\*Dividend yield calculated with respect to the yearly average stake's / share's purchase price.*

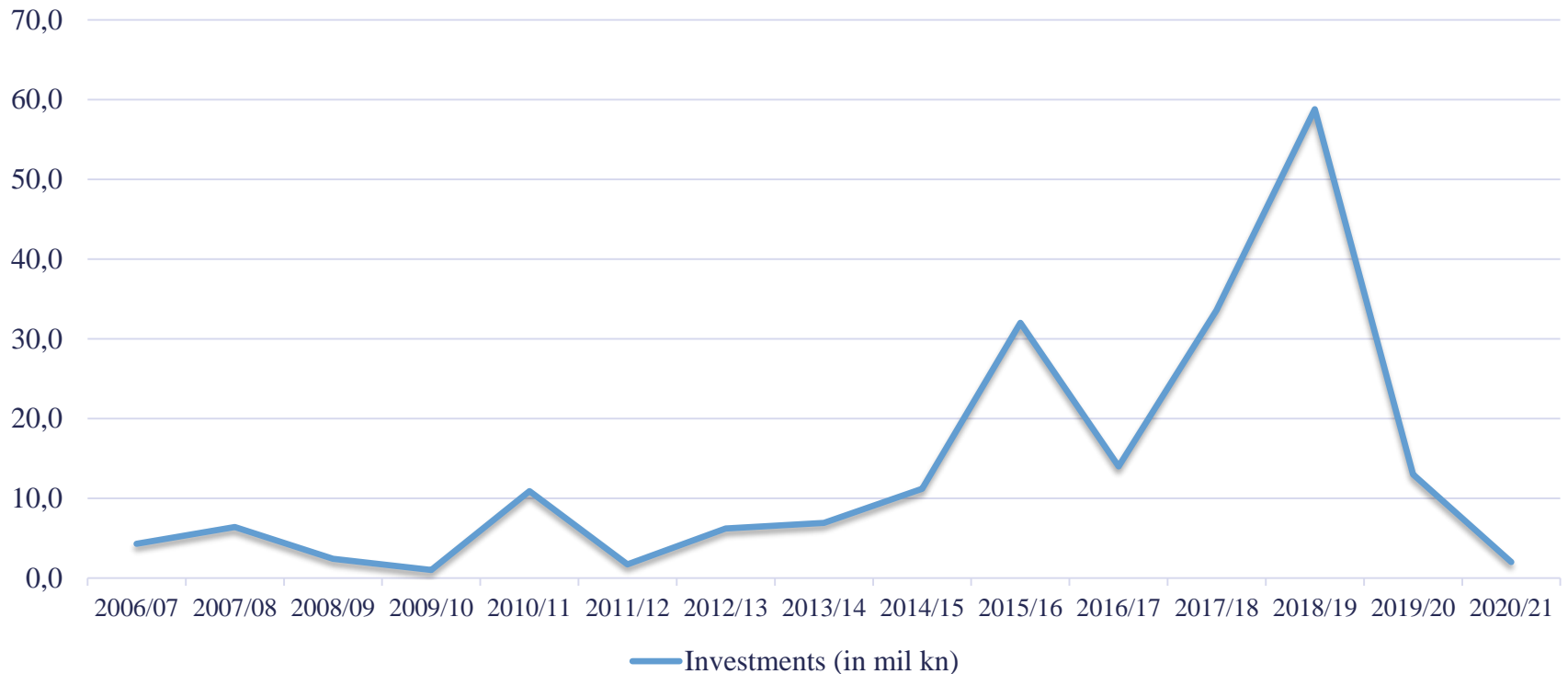
# Outflows to Municipality of Bale-Valle

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- Land rent: 1.700.000 kn
  - Municipality charge: 700.000 kn
  - Donation to kindergarten: 270.000 kn
  - Donation to Bale's pension association: 30.000 kn
  - Bale tourist train transport financing: 300.000 kn
- **TOTAL OUTFLOWS: 3.000.000 kn YEARLY**

*Last 16 years totally  
invested 70 million  
kunas in  
infrastructure on the  
land in ownership of  
the Municipality of  
Bale-Valle and within  
the camp Mon Perin.*

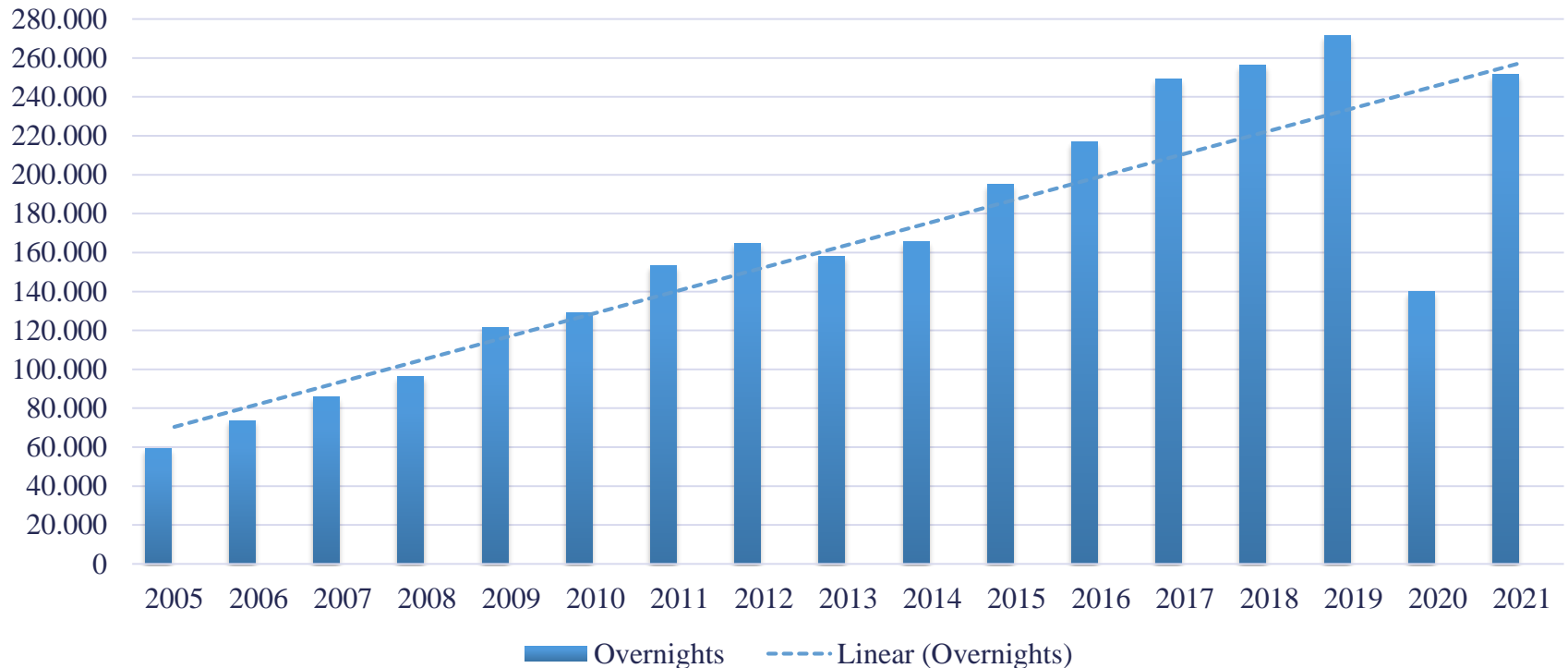
# Investments from 2006. to 2021.



Totally invested 204 mil kn since the foundation of Mon Perin until the end of year 2021.

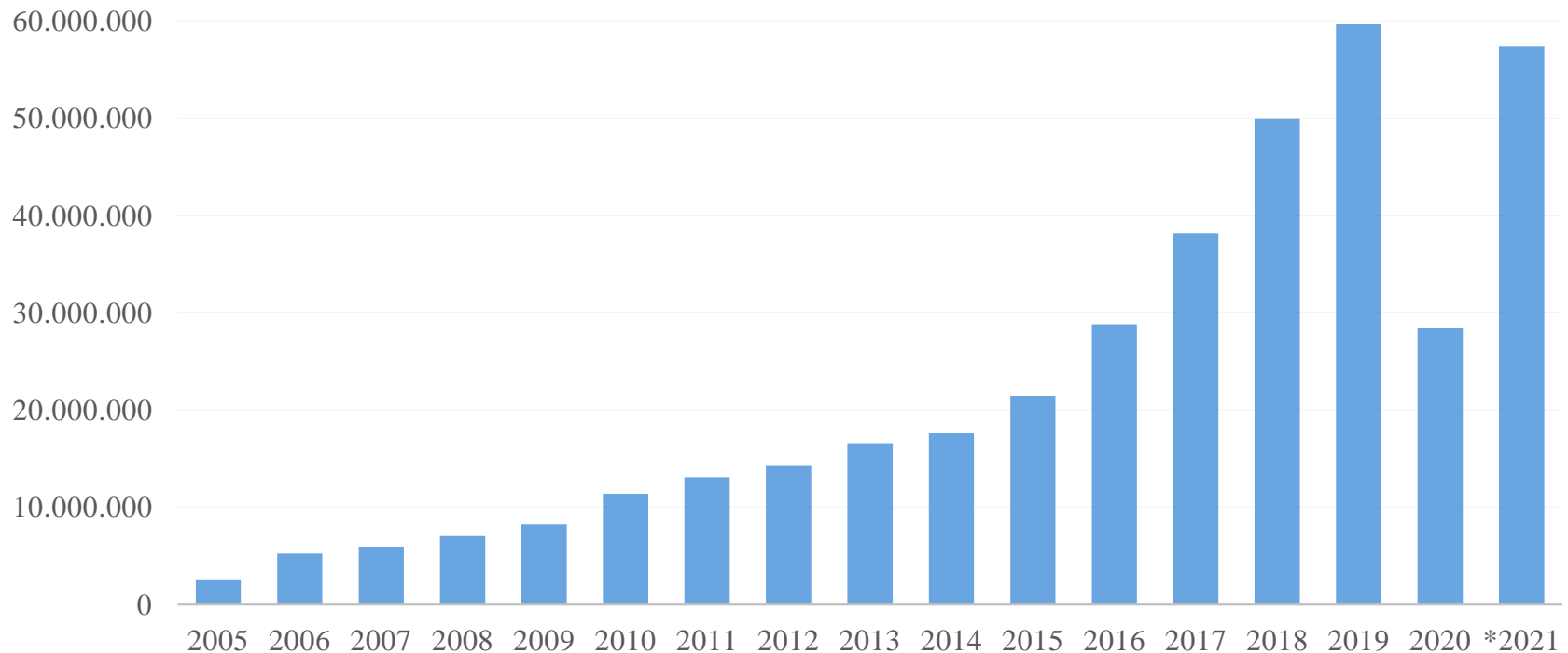


# Realized overnight stays 2005.-2021.



- From 2006. to 2009. overnight stays increased 3,7 times
- In 2021. realized 9% less overnights with respect to year 2019.

# Realized revenues 2005.-2021.



- From 2006. to 2019. revenues increased 11 times
- In 2021. realized 10% more revenues from accommodation with respect to year 2020, which indicates an increase in price per overnight due to investments in accommodation quality and overall quality of the camp.

*\* Consolidated unaudited revenues*

# Booking status – season 2022.

Indicator	Year	April	May	June	July	August	September	October	TOTAL
OCCUPANCY	<b>2022</b>	615	1.857	9.379	13.394	15.521	6.625	31	<b>47.422</b>
	<b>2019 booking</b>	472	1.601	7.218	13.270	13.031	3.639	50	<b>39.281</b>
	<b>2019 realized</b>	1.046	2.943	11.127	17.092	20.084	9.800	419	<b>62.511</b>
	<b>Index 2022/2019 booking</b>	130%	116%	130%	101%	119%	182%	62%	<b>121%</b>
	<b>Index 2022/2019 realized</b>	59%	63%	84%	78%	77%	68%	7%	<b>76%</b>
REVENUE KN	<b>2022</b>	321.075	1.046.225	7.082.728	12.553.915	13.357.192	3.559.231	12.924	<b>37.933.291</b>
	<b>2019 booking</b>	178.681	695.071	4.530.971	9.161.407	7.934.605	1.459.245	12.356	<b>23.972.336</b>
	<b>2019 realized</b>	367.611	1.413.423	5.946.717	11.869.366	13.760.594	3.446.448	149.550	<b>36.953.709</b>
	<b>Index 2022/2019 booking</b>	180%	151%	156%	137%	168%	244%	105%	<b>158%</b>
	<b>Index 2022/2019 realized</b>	87%	74%	119%	106%	97%	103%	9%	<b>103%</b>

- Comparing of current booking with the booking status on the same day in 2019., we noted a booking increase of 21% and a accommodation revenue increase of 58%
- Comparing our current booking with realized values of the whole 2019., we note occupancy rate to have reached 76% of 2019. and our revenues 3% above the results of 2019.

\* Status on 22.03.2022.

# Investment plan for the following years

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- The Company's investment plan in the period from 2022. to 2026. is 300 million kunas
- The first phase of the investment plan started this winter with an investment amount of 56 million kunas
- The investments are / will be directed to the following touristic infrastructure:
  - Transformation of part of the camp into a luxury resort with glamping houses
  - Transformation of part of the camp with peaches into an area with mobile homes
  - Construction of a wellness center with related content for all-year business operation
  - Additional water park content
  - Reconstruction of sanitary facilities, restaurants and bars, reception and areas of points of sale
  - Solar power plant
  - Expansion of the camp beyond the actual fence and within the real borderlines of the development urban plan.



MON PERIN

THANK YOU