

TITLE: Meritus ulaganja d.d. – the M+ Group established a leading position on the market through a strategic partnership

Zagreb, September 10, 2019 – The company Meritus ulaganja d.d., established in Zagreb, Heinzelova ulica 62/a (abbreviation: MRUL), announced that on September 10, 2019, through its subsidiary Meritus Upravljanje d.o.o., established in Zagreb, Heinzelova 62/a, it acquired 51% of business shares in the company Trizma d.o.o. from Belgrade.

The company Trizma d.o.o., Belgrade, was founded in 2002 in Belgrade. Trizma is characterized by a long-standing top-level expertise in the BPO sector. From its contact centers in Belgrade and Banja Luka, it provides clients with services pertaining to banking, parcel delivery, industry and other areas, employing more than 700 people.

Meritus ulaganja d.d., as the parent company of the M+ Group founded in Zagreb in 2007, has been committed to providing top-quality service in the BPO industry since the beginning, with its key clients being from telecommunications, the energy industry, transportation and other areas. Its five contact centers in four countries of the region (Slovenia, Croatia, Bosnia and Herzegovina, Serbia) employ more than 2000 people and provide services to clients from 16 world countries.

With the acquisition in question, and after fulfilling the previously agreed terms, through its subsidiary Meritus Upravljanje d.o.o., Meritus ulaganja d.d. acquired a 51% share in the company Trizma d.o.o., Belgrade. The purchase price for the acquisition of the aforementioned 51% of the business shares in the company Trizma d.o.o., Belgrade, amounts to EUR 2,159,619.80, with a potential additional increase in the purchase price up to a maximum of EUR 612 thousand, depending on the economic results of the company Trizma d.o.o., Belgrade in 2019.

Following the acquisition, the M+ Group will do business in four countries, with six locations and more than 2,700 employees, providing services to over 150 clients in more than 50 world countries. The clients of the M+ Group include leading global and regional companies such as Deutsche Telekom, Microsoft, RWE, Bosch, DHL, Siemens, Carlsberg, the Atlantic Group and many others. Based on the data for 2018, with the new expansion, the company Meritus ulaganja d.d. generated a revenue of more than HRK 300 million, once again reaffirming its leading position in the region when it comes to the market of Customer Relationship Management and Business Process Outsourcing services.

Upon acquisition, Ivan Posavec, Board President of Meritus ulaganja d.d., stated the following: "The merger of companies was carried out while retaining the entire management and all employees, and the existing Trizma shareholders will retain an active role in the company. I wish to welcome our new colleagues. We still remain focused on customer satisfaction, growth and service development, for which we share a common strategy and vision."

Eldar Banjica, Director of Trizma d.o.o., stated the following: "As the first and largest independent BPO company in Serbia, we have had long discussions with potential investors and partners, and have chosen Meritus ulaganja as our strategic partner for further growth. We have recognized Meritus ulaganja as the best partner possible, with whom we share our most important value – a complete commitment to providing top-quality service to our clients and their users. I am looking forward to jointly continuing on the path to excellence and setting new standards in the industry."



Ivan Posavec, Board President

Meritus ulaganja d.d.
Zagreb



Darko Horvat, Board Member