

London, 07 July 2015

Financial figures 2014: system links and internationalisation as success factors**Strong sales growth at Mercateo**

Mercateo AG was able to increase its turnover by 19 percent to EUR 160 million in the 2014 financial year. Growth factors were above all the considerable rise in customers who systemically use Mercateo as a purchasing solution as well as the positive trend within international subsidiaries. The procurement platform is forecasting further acceleration of growth in the current financial year.

Mercateo can look back on a successful financial year in 2014. The AG's total turnover was EUR 160 million, which was an increase by 19 percent compared to the previous year. The growth mainly results from customers who have chosen Mercateo as a system solution for their electronic procurement. The share of this customer group in the total turnover more than doubled compared to the previous year. "The decision to focus on developing our own sales so that we can now respond to the market's huge growing demand with personal advice was the right one," explains Peter Ledermann, Director of Mercateo AG.

Mercateo also records a considerable increase in providers for the 2014 financial year. More than 100 new partners, including manufacturers, catalogue suppliers and webshops, have chosen to work with Mercateo. In the United Kingdom alone the number of available items rose from roughly 200,000 to more than 1.4 million. "It is quite clear that Mercateo is being actively sought more and more as a partner by providers. We do not see any other platform enjoying a similar kind of recognition from B2B providers. We are very proud of this, it's the result of hard work every single day," stresses the Mercateo director.

Another factor for the success is Mercateo's positive development abroad. The number of items could be increased to 20 million and therefore almost doubled compared to last year, just like the sales. "We are increasingly developing from a German company with international branches into an international company of German origin," emphasises the Mercateo CEO. The company's expectations for further business development are high: "Mercateo is in tune with the current market trend as a neutral platform between providers and purchasers. In 2015 it is highly likely that we will considerably exceed the growth figures from 2014. Mercateo is on the way to setting a new standard for electronic procurement, which you cannot afford to ignore as a decision-maker," stresses Ledermann looking at the current financial year.



CEO Sebastian Wieser reports on Mercateo's positive trend

[Foto: Mercateo]

About Mercateo

Mercateo is Europe's leading e-procurement platform for business customers. At www.mercateo.co.uk, companies in the UK can order from a wide range of products, including office material, IT and industrial supplies. The offering covers general business needs as well as specialist commercial requirements, stretching to include exotic product categories. The customer base includes Freelancers, small and medium-sized enterprises as well as international corporations. In addition to the standard range of products, companies can also integrate their own framework agreement suppliers on a customised basis and use a modular system of e-procurement functions. These include catalogue hosting, personalised views and product labelling.

In addition to the UK, Mercateo is present in more than ten European countries.

In 2014, turnover totalled 160 million Euros, which was an increase by 19 percent.

Contact:

Mercateo UK Limited

16 Great Queen Street

London WC2B 5AH

Email: press@mercateo.co.uk

Web: www.mercateo.co.uk