

Munich, 27th June 2017

**Stable growth and investments in the future****Mercateo is strengthening its capital base****Mercateo has secured fresh capital to strengthen the growth of the largest European B2B marketplace and for strategic investments in the new Mercateo Unite networking platform.****BIP Investment Partners headquartered Luxembourg is investing a double-digit million figure in Mercateo. With this capital increase the Mercateo Group, which is now represented in 14 European countries, has secured new options to accelerate their business development.**

For Mercateo, which has already grown into the European market leader with the independent B2B marketplace, the launch of the new platform model "Mercateo Unite" is a strategic focus. Mercateo Unite has recently been selected by SAP Ariba®, the world's largest procurement platform, as the strategic partner for the market launch of the Ariba Spot Buy procurement process in Europe. This alliance promises to change ad-hoc procurement for companies all over Europe.

Peter Ledermann, CEO of Mercateo Beteiligungsholding AG, on the background to this expansion financing: "We have found in BIP, an investor who is enthusiastic about our vision and strategic market position. We are perfectly positioned with our new neutral infrastructure, to guide providers and buyers into the digital world of B2B commerce. The capital from BIP strengthens us in the expansion of our new Mercateo Unite platform and at the same time gives us the security to continue our growth in the current B2B marketplace. The market wants more from us and so we can grow without restrictions."

Katrin Wehr-Seiter, Managing Director at BIP Investment Partners, adds: "The outstanding management at Mercateo has successfully built up a company with enormous growth potential in the highly exciting B2B segment. We are delighted to support the company's in its next phase of growth."



[Photo: Mercateo]

### **About Mercateo**

Mercateo combines the advantages of a B2B marketplace and a networking platform. Buyers, suppliers, manufacturers and service providers connect their systems to each other through this infrastructure and process transactions digitally with each other, regardless of their current level of digitalisation. Buyers and suppliers therefore organise their business processes more efficiently as a result of standardisation and benefit at the same time from the variety on offer and direct relationships with their partners: Buyers receive a suitable tailored offer. Suppliers tap into new target groups or focus more intensively on existing customers and therefore meet customers' expectations of efficient procurement processes and service.

Besides the networking platform, which is positioned neutrally between suppliers and buyers in the B2B segment, Mercateo has also been running Europe's largest B2B marketplace since 2000. In 2016, Mercateo increased its sales to 228.0 million euros. The company operates in 14 European countries and has more than 470 employees.

### **About BIP**

Through BIP Investment Partners S. A. ("BIP") BIP, part of the BIP Group, is an independent financial holding company headquartered in Luxembourg, which manages an investment portfolio of around 250 million euros and invests in medium-sized companies with a clear growth perspective, particularly in Germany, the Benelux countries, France, Austria and Switzerland. BIP is an established investor in Europe with solid experience and a sustainable track record that supports the development and expansion of companies in a wide range of industries - both through expertise and by providing financing for growth initiatives or acquisitions.

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