

## Mercateo AG expands office space in Leipzig by 3,000 square metres

### Space for employee culture

**Leipzig, 13 June 2018 - The B2B platform operator Mercateo has opened additional office space in Leipzig. The IT company, which operates in 14 European countries with a workforce of 500 staff, has had office in the "Städtisches Kaufhaus" building in Leipzig since 2011. On 13 June 2018, Leipzig's Mayor, Burkhard Jung, took charge of the ceremonial inauguration of the new premises in the Timonhaus building in the city centre, where an additional 3,000 square metres of office space have been created for 220 staff. With this expansion, Mercateo now occupies the lion's share of the office space in the Timonhaus building, with the retail space on the ground floor being used by Conrad Electronic.**

- Europe's leading B2B purchasing platform expands its offices in Leipzig
- Mayor Burkhard Jung presides over opening ceremony of new offices and "Arena" in Timonhaus building
- IT campus and additional workplaces to be created in the heart of Leipzig

IT companies populate Leipzig. According to BNP Paribas Real Estate, almost a third (29.5 per cent) of the office space in the Leipzig, a city in Saxony renowned for its trade fairs, is used by companies from the information and communications industry. Some of this space is occupied by Mercateo, which moved into its office in the "Städtisches Kaufhaus" building with a dozen employees in 2011, and which has since increased its workforce to almost 200. The occupancy of the Timonhaus building not only adds new offices and an "Arena", but also lays the foundations for an inner-city Mercateo IT campus. The high density of universities and colleges, along with the proximity to technology companies, was just one of the reasons why the SME company wanted to invest further in the city, allowing it to play its part in shaping the digital future of companies across the whole of Germany.

For Mercateo, it is important to preserve its unique corporate culture alongside any growth. The podium discussion held as part of the inauguration ceremony was therefore entitled "The company as a knowledge network: cooperation fosters innovation". Patrick Paul, Area Manager economic region Leipzig for the Association for SME Businesses (BVMW), Roald Muspach, founder and Managing Director of Contas AG, and Mercateo Director Peter Ledermann and Silke Breithaupt, Head of Organisational Development at Mercateo, discussed how companies can motivate staff on the journey towards digitisation, and involve them in the change process. Peter Ledermann also explained Mercateo's culture: "The importance of each individual in our company is highlighted by the fact that we have incorporated the suggestions and wishes of the team at every stage of the design process for the new premises. Happy and motivated staff are an important key to the company's success, and our staff already have the knowledge of how the world of work functions: this knowledge simply needs to be set free."

Mayor Burkhard Jung presided over the inauguration ceremony and "networked" the existing Mercateo sites with the new Timonhaus in Leipzig on a map of Europe. This is the perfect symbol of what Mercateo does in the world of business: networking companies via a shared B2B platform. On a tour of the open and modernly designed premises, Mayor Burkhard Jung appeared visibly impressed and was delighted by the SME company's commitment: "The new workplace developments in Leipzig are digitally driven. As such, the history of Mercateo

fits perfectly to this city and confers its corporate character to the Timon House. So much so that, it may one day be called the "Mercateo House". For Mercateo Director Peter Ledermann, this was a tremendous compliment. He said: "The new premises are close to our existing site in Leipzig, and for our staff this increases the feeling of being part of a team and supports the networking between them. This aspect is particularly important to us, since it is only if we practice our values within our team that we can authentically represent them to the outside world."

The conversion work on the Timonhaus building began back in 2016. Mercateo staff from its Customer Service, Accounting, IT and Organisational Development teams now occupy over 1,700 square metres and three floors. Over the next few months, a further 800 square metres of space currently under construction will bear Mercateo's name, and by the summer of 2019 the remaining 500 square metres of space will be fully converted.

### **About Mercateo**

Mercateo combines the benefits of a B2B marketplace and a networking platform. Purchasers, suppliers, manufacturers and service providers connect up their systems via this infrastructure and handle transactions digitally with each other, regardless of their previous degree of digitalisation. Purchasers and suppliers thus make their business processes more efficient through standardisation and at the same time benefit from a wide range of products and direct relationships with their partners: purchasers receive an individually tailored offer. Suppliers tap into new target groups or focus more intensively on existing customers, thus meeting the expectations of customers with regard to efficient purchasing processes and service.

Besides the networking platform Mercateo Unite, which positions itself neutrally between suppliers and purchasers in the B2B sector, Mercateo has been operating what is now Europe's largest B2B marketplace since 2000. Mercateo increased its turnover to 250 million Euro in 2017. The company has more than 500 employees throughout Europe and is currently active in 14 countries.

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**Press contact:**

Mercateo  
Melanie Globig  
Corporate Communications  
Tel.: +49 341 35 58 62 24  
E-mail: [presse@mercateo.com](mailto:presse@mercateo.com)

Bachinger Öffentlichkeitsarbeit  
Wolfgang Exler-Bachinger  
Löwengasse 27 L  
60385 Frankfurt am Main  
Tel.: +49 69 9 55 27 50  
E-mail: [w.exler-bachinger@bachinger-pr.de](mailto:w.exler-bachinger@bachinger-pr.de)