

“With Mercateo, I can access the B2B online sales channel throughout Europe with a single partner and gain the loyalty of my existing customers.”



SHOP CUSTOMER



PURCHASING MANAGER



SUPPLIER



MANUFACTURER

Welcome to Mercateo

Become a supplier for one of the leading procurement platforms
for business customers

Facts and figures of Mercateo Group

1,536,980

registered business customers

20,000

visitors per day

5,500

orders per day

4,300

new customers per month



16,500

manufacturers

700

suppliers

94,761,549

available items

14

European countries

As of May 2019

Product range on www.mercateo.co.uk



Stationery
189,899 items



Computers & accessories
1,317,834 items



Tools & building supplies
67,579 items



Electronics
1,886,984 items



Office & warehouse equipment
60,711 items



Occupational safety
3,632 items



Industrial supplies
1,690,558 items



Medical supplies
40,590 items



Building services engineering
151,457 items



Car parts
0 items



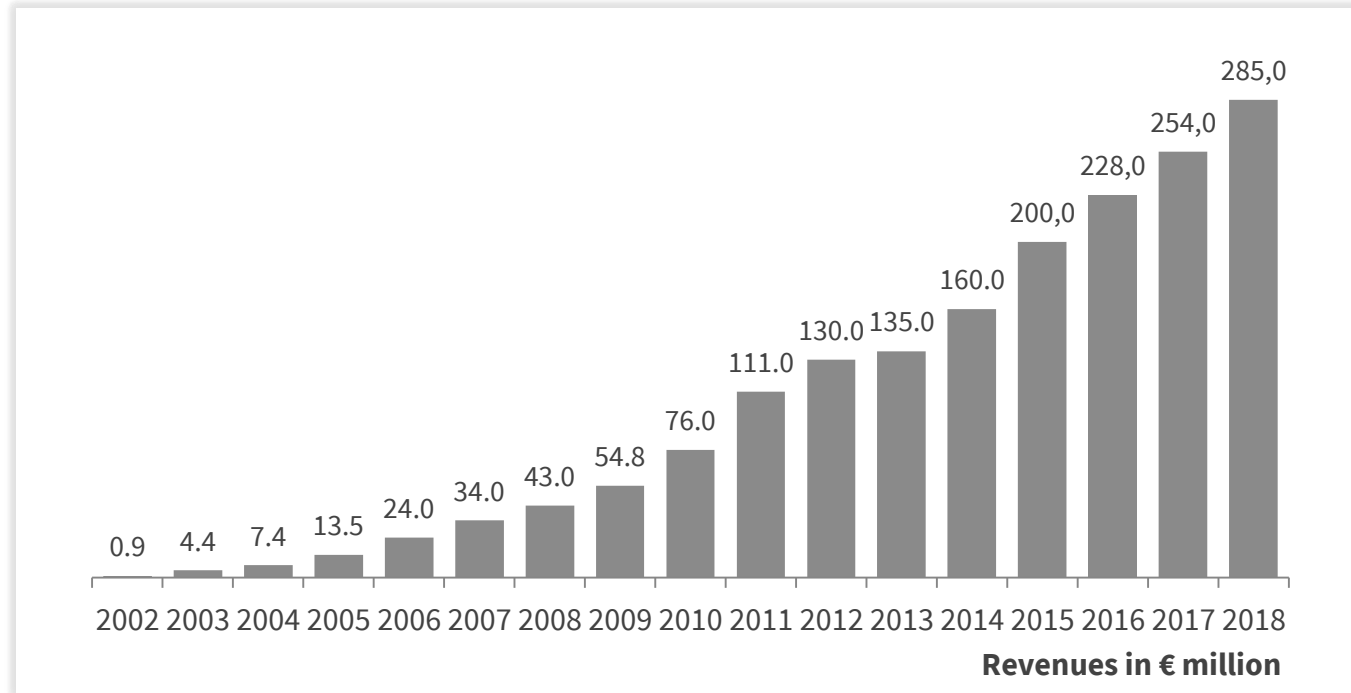
Hotel & catering supplies
31,709 items



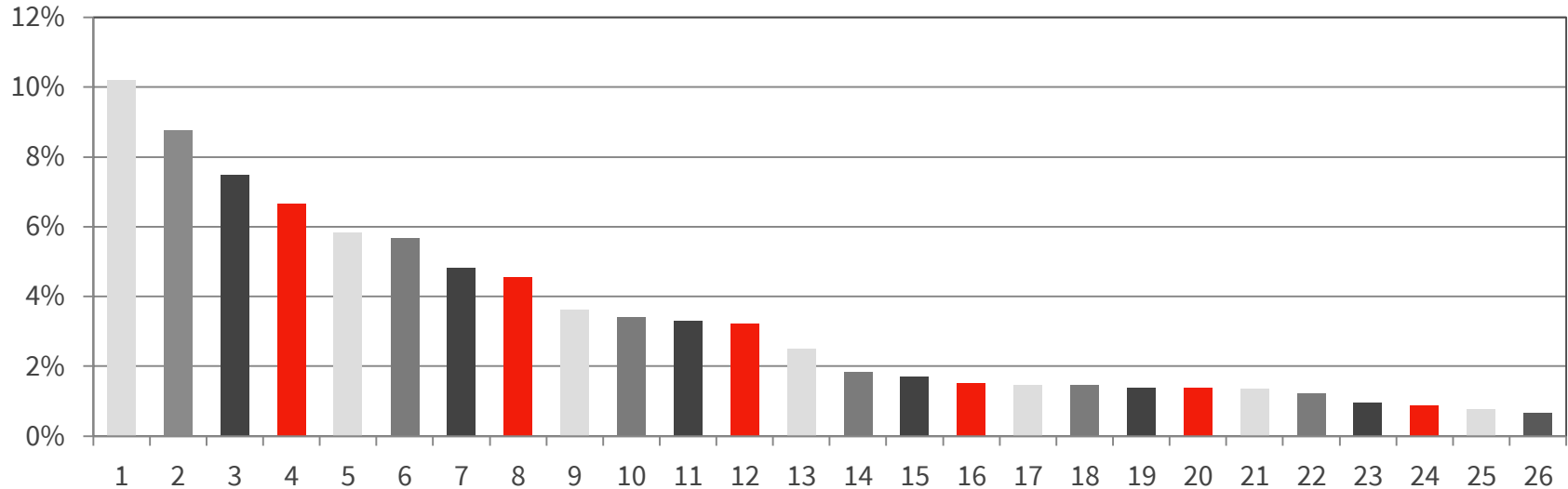
Other categories
347 items

As of May 2019

Mercateo is growing rapidly



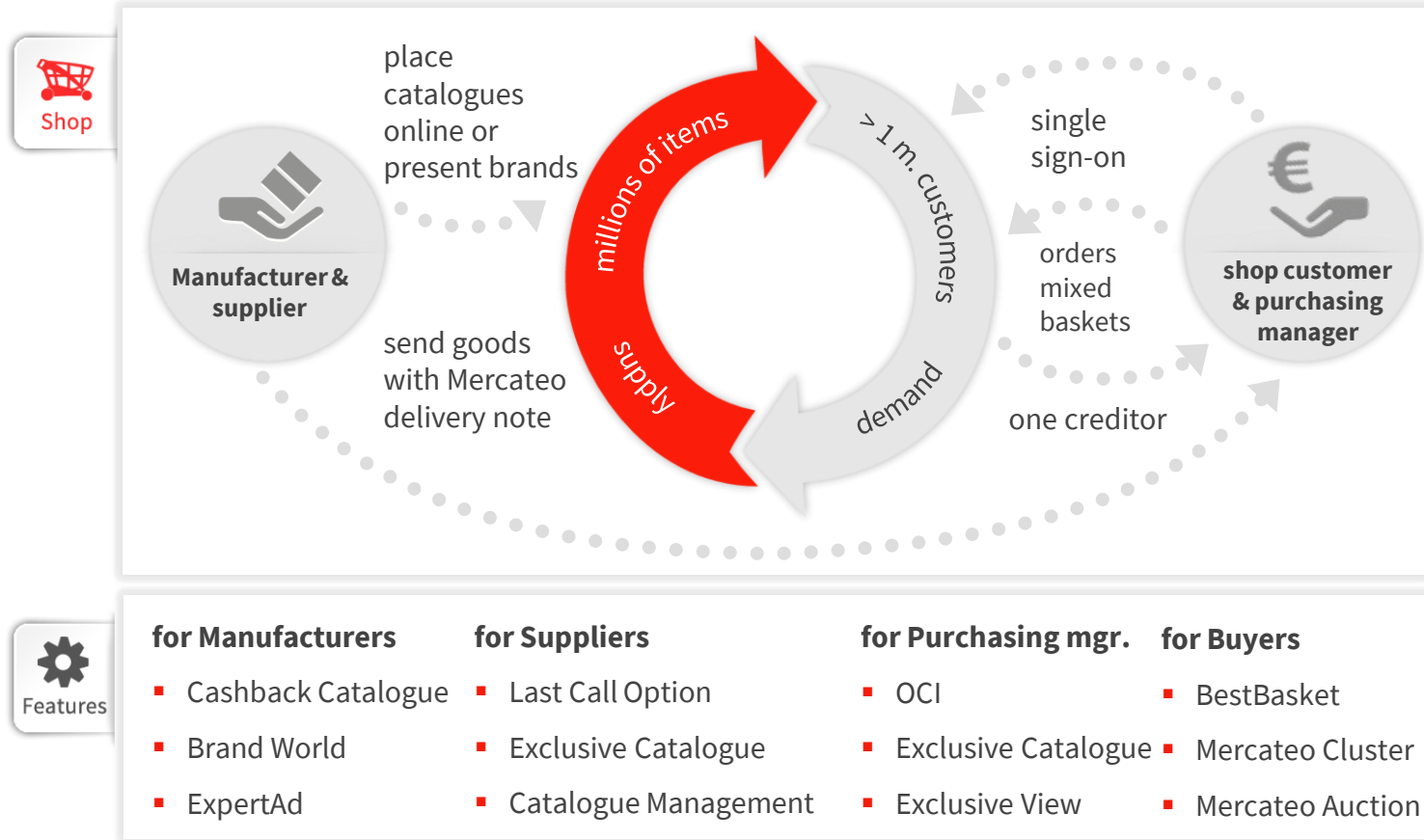
Customer structure according to industry*

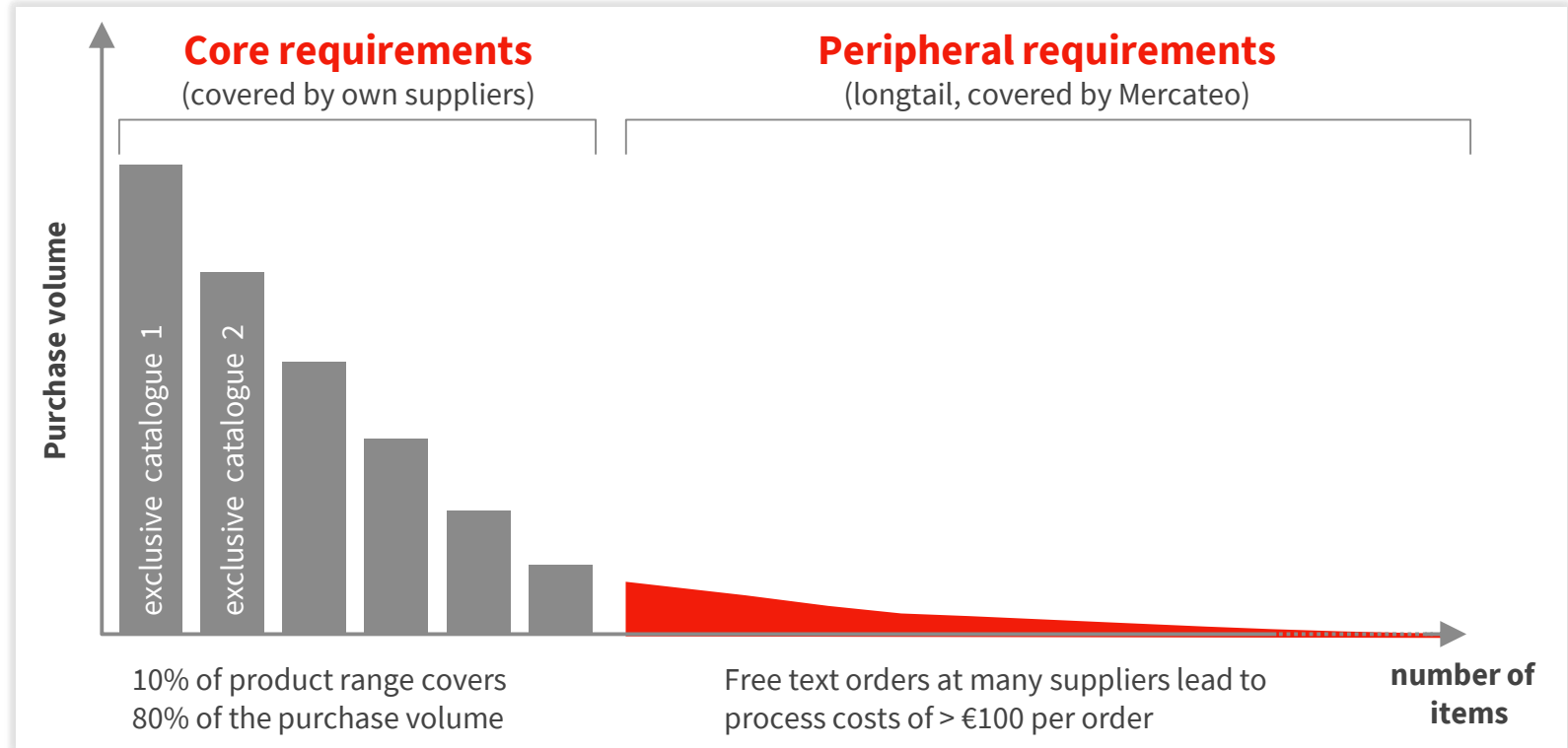


| | | | | | | | | |
|---|--|--------|----|------------------------------------|-------|----|---|-------|
| 1 | Services/consulting | 10.21% | 10 | Construction industry/mining | 3.40% | 19 | Universities/research | 1.39% |
| 2 | Commerce | 8.76% | 11 | Hospitality industry | 3.30% | 20 | Vehicle construction, vehicle suppliers | 1.37% |
| 3 | Handcraft | 7.47% | 12 | Architectural/engineering office | 3.21% | 21 | Chemistry/pharmaceuticals/ Biotechnology | 1.35% |
| 4 | Doctors/hospitals/health and social services | 6.65% | 13 | Media, publishing firms, agencies | 2.50% | 22 | Food and semiluxury food | 1.21% |
| 5 | IT, EDP, software | 5.83% | 14 | Transport/traffic | 1.83% | 23 | Auditing/tax consulting/lawyer | 0.95% |
| 6 | Electrical engineering, electronics | 5.66% | 15 | Forestry and agriculture | 1.70% | 24 | Tourism | 0.88% |
| 7 | Freelancers | 4.81% | 16 | Printing, paper, packaging | 1.51% | 25 | Energy and water supply | 0.75% |
| 8 | Engineering/metal production/processing | 4.54% | 17 | Banks/financial services/insurance | 1.46% | 26 | Telecommunications | 0.65% |
| 9 | Authorities/public institutions/municipalities | 3.60% | 18 | Training/further education | 1.45% | | | |

As of May 2019

*Figures are based on information provided by the companies





Strong international footprint



Mercateo international

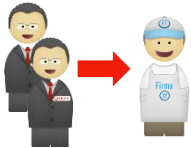
Advantages for suppliers



> 1 million existing customers and high customer satisfaction



Incorporation of exclusive catalogues



Comprehensive supplier support



Simple internationalisation



Customer acquisition by Mercateo



Mercateo carries the risk of customer loss



Efficient electronic processes



Reach 25 % of all German companies – via only one interface

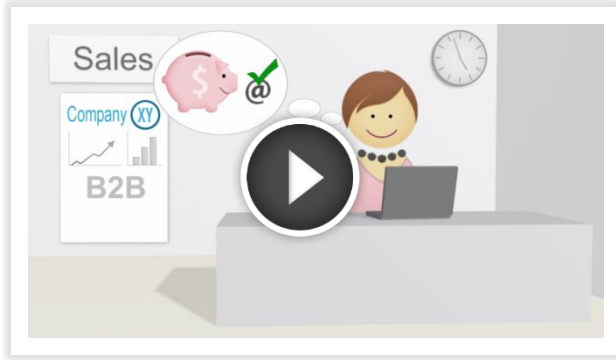
Some customer references



A short extract of more than 1 million business customers

Supplier requirement: cooperation as partners

- comprehensive expansion of the product range at attractive conditions
- own logistics: fast and secure in shipping, high availability and delivery reliability
- shipping of goods on behalf of Mercateo directly to the customer with a Mercateo delivery note
- catalogue data in high quality in BMEcat V 1.2 format or as a CSV file
- order handling and document exchange via electronic interfaces
- international deliverability as far as possible
- high processing quality



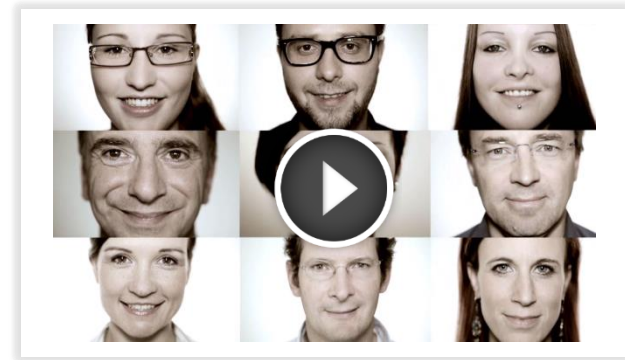
Use Mercateo as a supplier



Tap international markets with Mercateo



Use Mercateo as a manufacturer



We are Mercateo