2023 Global eAuction Index

ANNUAL EAUCTION STATISTICS REPORT

2023

Since 2006, Scanmarket has tracked eAuction savings data, offering customers valuable insights into how eAuction savings change by region, time period, and more. This index is an invaluable resource for enterprises seeking to understand the fiscal advantages of eAuction platforms.

The 2023 eAuction savings report highlights significant improvements across most industries compared to 2022, reflecting a strong recovery from the challenges of the pandemic. While geopolitical instability continues to impact supply chains, the report demonstrates notable progress toward resilience.

As industries rebound, 2023 signals a turning point. Organizations leveraging Scanmarket's Cloud-first eAuction capabilities are not only achieving substantial savings but also building more robust procurement and supply chain strategies.

"eAuctions are not a one size fits all solution and cannot, in isolation, optimize cost savings or value for a procurement function or organization. However, they are an important element of any strategic sourcing process, with the potential to deliver significant value for both buyer and supplier.

eAuctions, when applied and conducted correctly, can be considered:

- A fair process - avoiding the pitfalls of subjectivity compared to traditional negotiations while offering transparency and auditability
- An efficient process - in terms of both time-taken to conduct negotiations and make award decisions)
- A process that can establish the right or fair market price for goods or services - particularly when market pricing has been volatile, with the potential to offer insights to bidders

These three elements provide significant value to both buyer and supplier.

Should we expect to see the continued use and adoption of eAuctions in this age of digital maturity and an ongoing quest for automation and process efficiency? Yes, given the elimination of manual tasks through automation naturally includes tendering and negotiation processes."

Patrice Finnegan
Global Lead eSourcing, Associated British Foods

Associated British Foods
plc

2023 key highlights

2023 was marked by significant economic and geopolitical challenges, yet procurement professionals leveraged eAuctions to drive remarkable improvements in cost management. According to the OECD, global Real GDP growth slowed to **1.6%** amid persistent inflation at **6.78%**. The economic climate was further destabilized by geopolitical events, including the Israel-Gaza conflict in October, which disrupted energy markets. While the reopening of China provided some relief, economic slowdowns persisted in Europe and the U.S., with inflation-adjusted wages declining and consumer spending remaining weak.

Despite these headwinds, 2023 delivered a much-improved savings landscape for eAuctions. Annual average savings soared to **10.62%**, nearly double the **4.83%** recorded in 2022. Quarterly savings consistently hovered around **10-11%**, with Q1 and Q2 achieving the highest rates at **11.31%** and **11.33%**, respectively, while Q4 closed the year strong at **10.02%**. These steady results underscore the growing efficiency and adoption of eAuctions as a cost-saving tool across procurement categories.

Services retained their position as the leading category by volume, while Electrical and Telecommunication Equipment achieved the highest savings percentages. New entries in the top 10 auction categories, such as Ingredients for Food Production, Packaging Materials, and Marketing Materials, reflect shifting market dynamics and evolving sourcing strategies. Overall, 2023 showcased the resilience of procurement professionals, with eAuctions delivering consistent results amid economic turbulence.

Sections

01
How we measure

Scanmarket has published eAuction statistics since 2006. For the statistics to be comparable year-over-year, we apply the same rules of measurement to all data sets to achieve the highest reliability.

The key rules of measurement are:

- eAuction savings achieved must be more than -100%.
- eAuction savings achieved must be less than 99%.
- eAuction events must last less than 360 minutes (6 hours).
- All savings reported are always in relation to the current price.
- Forward eAuctions are excluded from the statistics.
- eAuction categories with very low volume are excluded from the statistics.
- Volume is always measured in number of auctions.
- Spend is always measured in € (EUR).
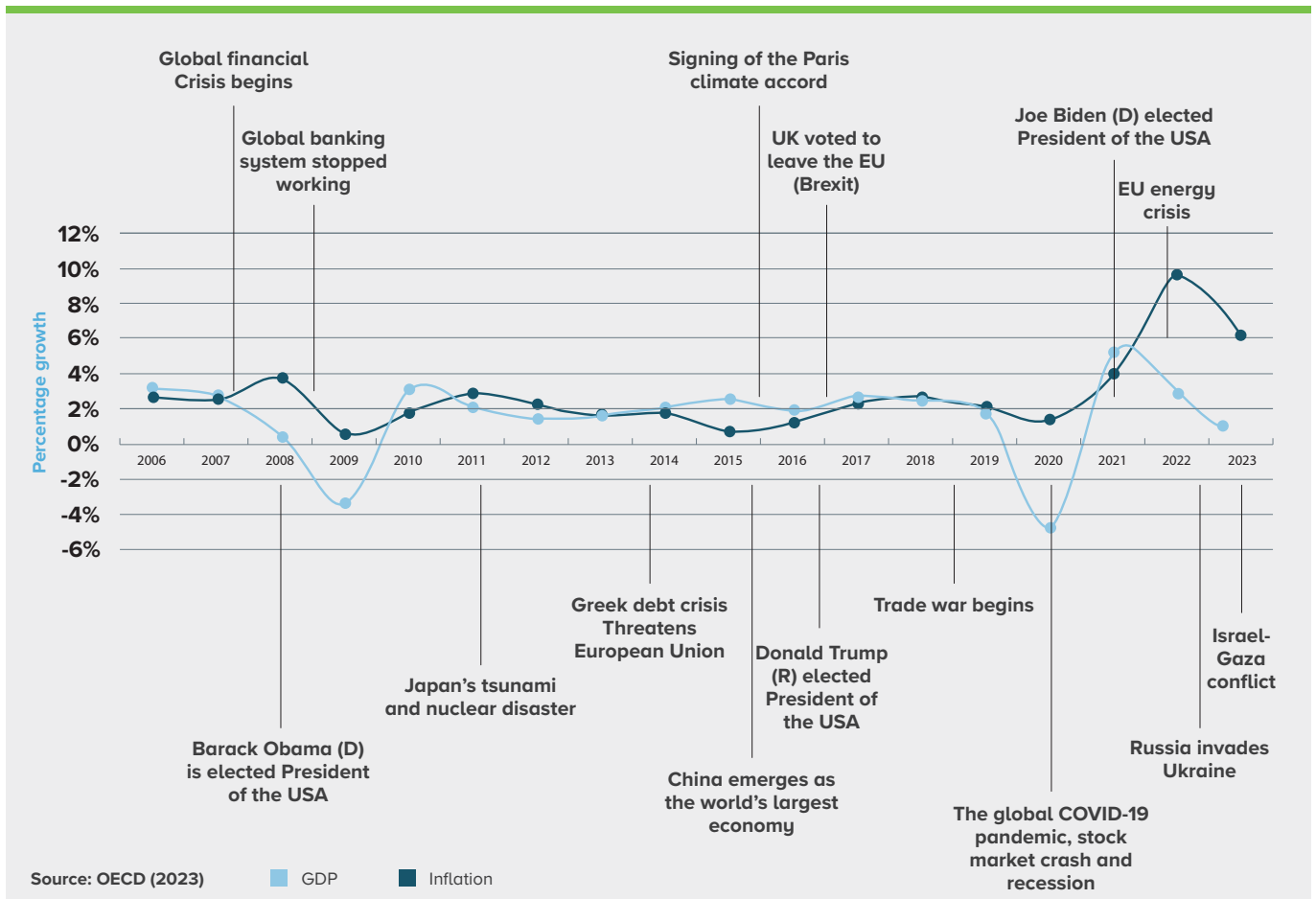
02
The global economy

Global economic climate - GDP & inflation

The real Gross Domestic Product (Real GDP) as reported by the OECD with the indication of major world events.

This data is based on measurements of the economic climate in OECD countries. Gross domestic product (GDP) is the standard measure of the value created through the production of goods and services in a country during a certain period. Inflation is measured by the consumer price index (CPI).

The 2023 OECD outlook indicates a challenging economic climate, with global Real GDP growth at 1.6% due to ongoing inflation, estimated at 6.78%. Recovery remains modest, pressured by high interest rates, persistent inflation, and geopolitical factors, notably the October 7, 2023, Israel-Gaza conflict, which impacts economic stability and energy markets. The reopening of China has helped somewhat, but Europe and the U.S. continue to experience slowdowns as inflation-adjusted wages dip and consumer spending remains subdued.

Despite some resilience in emerging markets, the OECD projects a cautious path forward, with modest growth improvements anticipated by 2024.

Real GDP (OECD Total) and Inflation (OECD CPI)

Global financial
Crisis begins

Global banking
system stopped
working

Signing of the Paris
climate accord

UK voted to
leave the EU
(Brexit)

Joe Biden (D) elected
President of the USA

EU energy
crisis

Percentage growth

12%
10%
8%
6%
4%
2%
0%
-2%
-4%
-6%

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Greek debt crisis
Threatens
European Union

Trade war begins

Israel-
Gaza
conflict

Japan's tsunami
and nuclear disaster

Donald Trump
(R) elected
President of
the USA

Barack Obama (D)
is elected President
of the USA

China emerges as
the world's largest
economy

Russia invades
Ukraine

The global COVID-19
pandemic, stock
market crash and
recession

Source: OECD (2023)   ■ GDP   ■ Inflation

03
Annual savings

In this section, we look at annual eAuction savings year-over-year alongside quarterly reporting insights.

2023 Full year

Historical full year savings

Global GDP & inflation vs. annual savings

Quarterly savings

Quarterly savings over time

Quarterly variations over time

Savings by region

Quarterly savings by region

2023 full year

2023 presents a much more positive picture of annual average savings than the previous year — 10.62% for 2023, almost doubled from 2022 (4.83%).

This suggests negative trends of previous economic disruption, the result of a plethora of geopolitical and macroeconomic issues, have alleviated somewhat and, while the global supply chain continues to face similar challenges, the cost savings eAuctions provide reflects the success of digitally enabled auctions to navigate turbulence.

## 2023 full year (average annual savings statistic)

10.62%

Historical full year savings

The following chart shows the average annual savings in percentages compared to the current price from 2006 to 2023. The dotted green line represents the average savings achieved over the same period. Light blue bars are years with less than the average savings and darker blue bars are years with higher-than-average savings. The green bar is the current year's savings.

We can observe that 2023 presents much higher savings (10.62) than recent years, and returns to the heights of pre-COVID years, demonstrating the market is in a period of recovery with eAuctions presenting a valuable solution for modern procurement teams. Those who haven't yet digitally transformed their procurement tools should take this as a sign that now is as good a time as any.

Average annual savings percentage for 2023:

10.62%

Source: Scanmarket (2023)

2023 GLOBAL EAUCTION INDEX
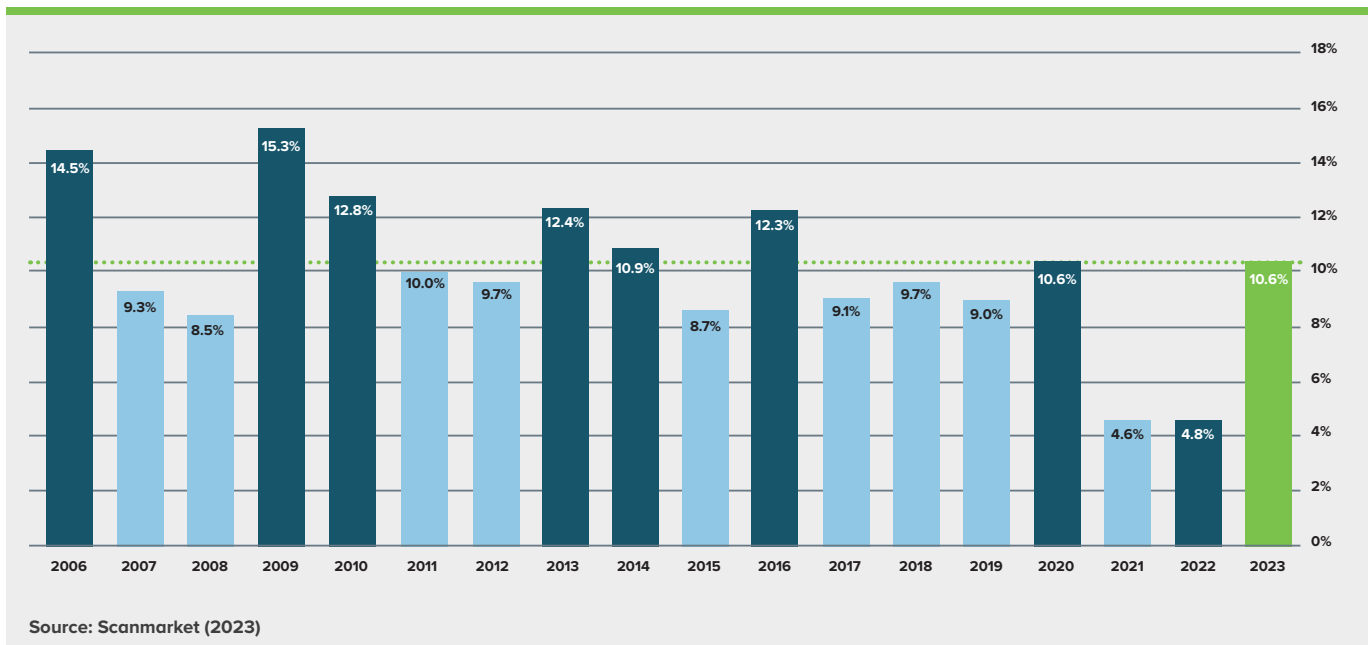
Quarterly savings

Q1 (11.31%) and Q2 (11.33%) actually marked even higher savings than the yearly average, the likes of which hadn't been seen since 2016 (12.3%). Yet, looking at quarterly savings across 2023, the effects of the Gaza conflict are clearer.

The conflict in Gaza began in Q3, and its effects of the supply chain, as we can observe a drop to 10.02% by the end of the year, a fall of 1.29 percentage points from Q1. Could we calculate what the average drop is from Q1 to Q4 (across 09-23) — we are comparing to 22, but this is the an exceptional year, where the development was positive? This said, quarterly savings for 2023 present a more stable picture than 2022, the latter observing a growth of 4.06% between Q2 (2.82%) and Q4 (6.88%), and thus a better average yearly saving.
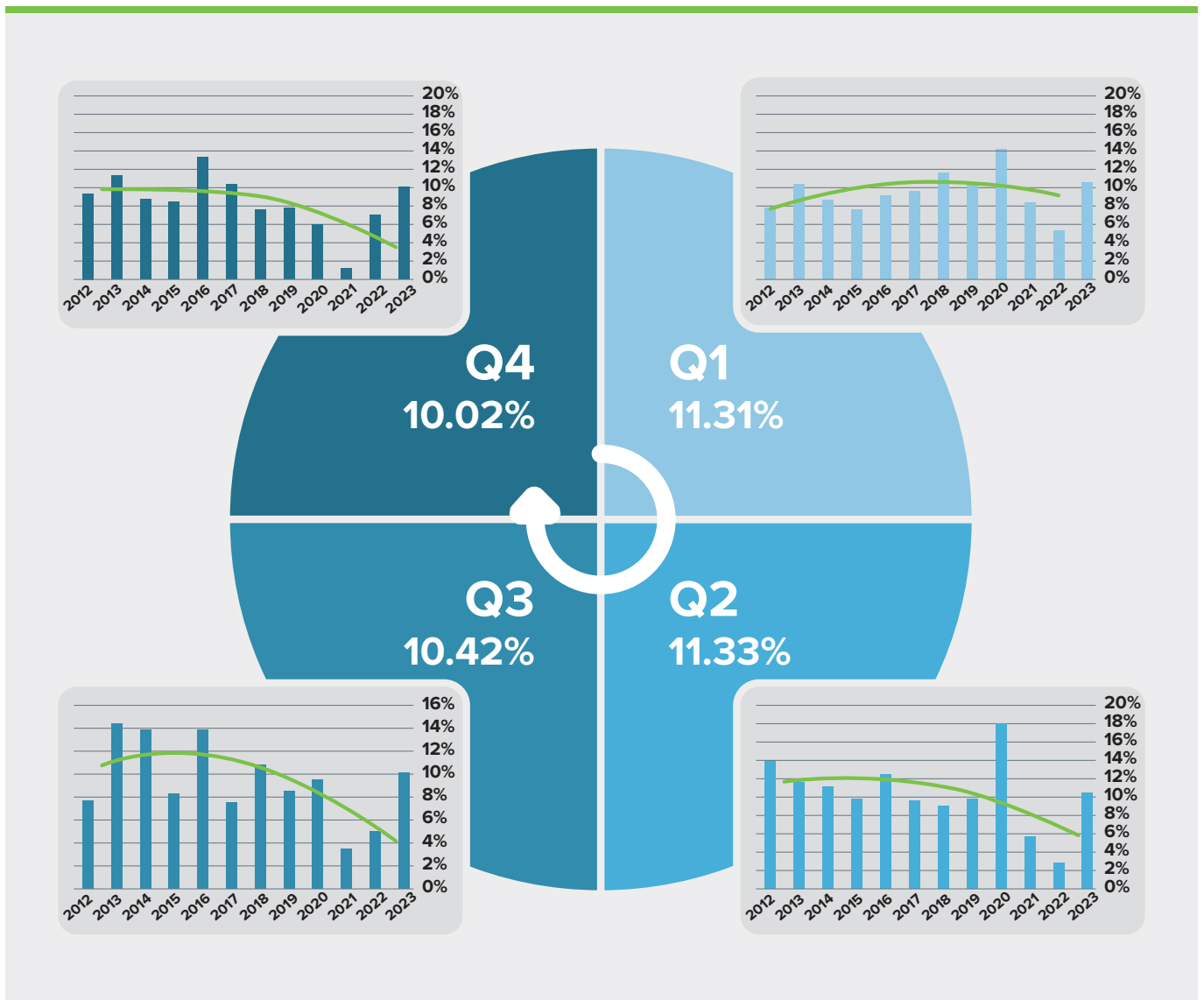
2023 quarterly savings

Source: Scanmarket (2023)

9
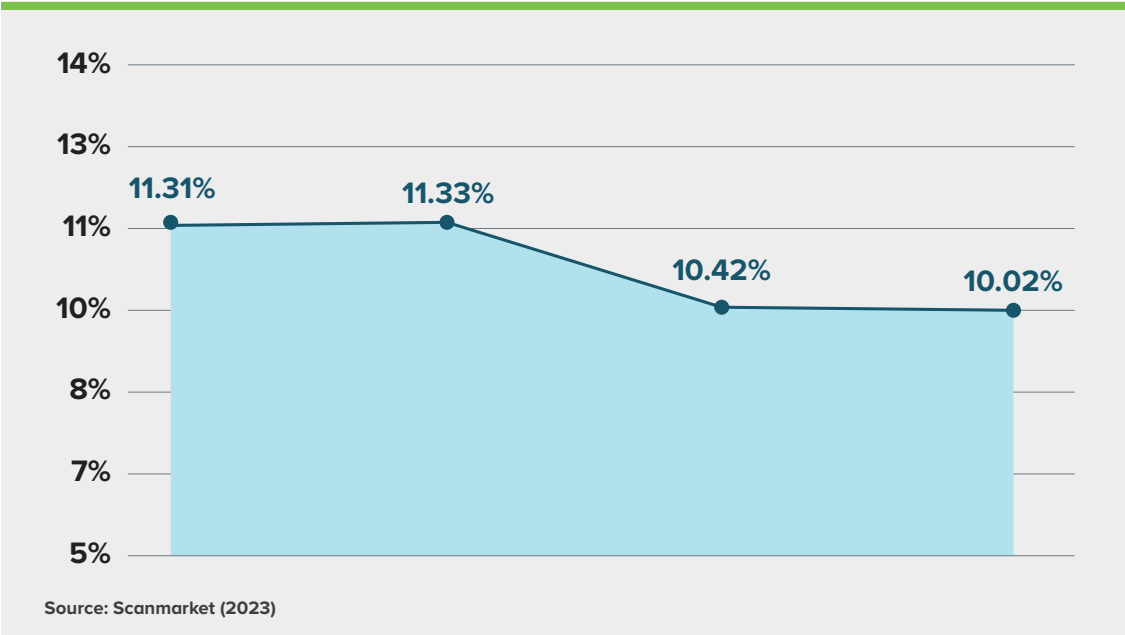
Quarterly savings over time

TQuarterly savings over time expose how different quarters are better for eAuction execution. We have extracted quarterly savings data from the previous 15 years (Scanmarket did not report quarterly savings until 2009) to investigate how the individual quarters perform in terms of savings.

Previous years' data, including 2022, highlights a trend that Q1 and Q2 are the best periods to execute eAuctions, with savings usually being higher. 2023's savings continue this trend, with comparatively lower savings to be made in Q3 and Q4, However, 2023's quarterly savings remained more stable than previous years, showing a more consistent year for eAuction savings.

Q4 10.02%

Q1 11.31%

Q3 10.42%

Q2 11.33%

Quarterly variations over time

By compiling quarterly savings data across the 15 years Scanmarket has been reporting, we can gain an idea of how quarterly savings vary over time, how that reflects this year's data, and what the forecast for next year may be.

While 2021 and 2022 presented particularly low annual average savings for eAuctions, they did continue to show that Q1 and Q2 were the better quarters for eAuction execution, in terms of accessible savings. Our 2022 report predicted that, in line with trends, Q1 2023 would follow suit and be a strong quarter.

2022's prediction were correct, with Q1 being the strongest showing for eAuction savings in 2023, we can expect in 2024 that this trend will remain true and Q1 2024 will be the most favorable for those looking for eAuction savings.

Quarterly savings variance by year
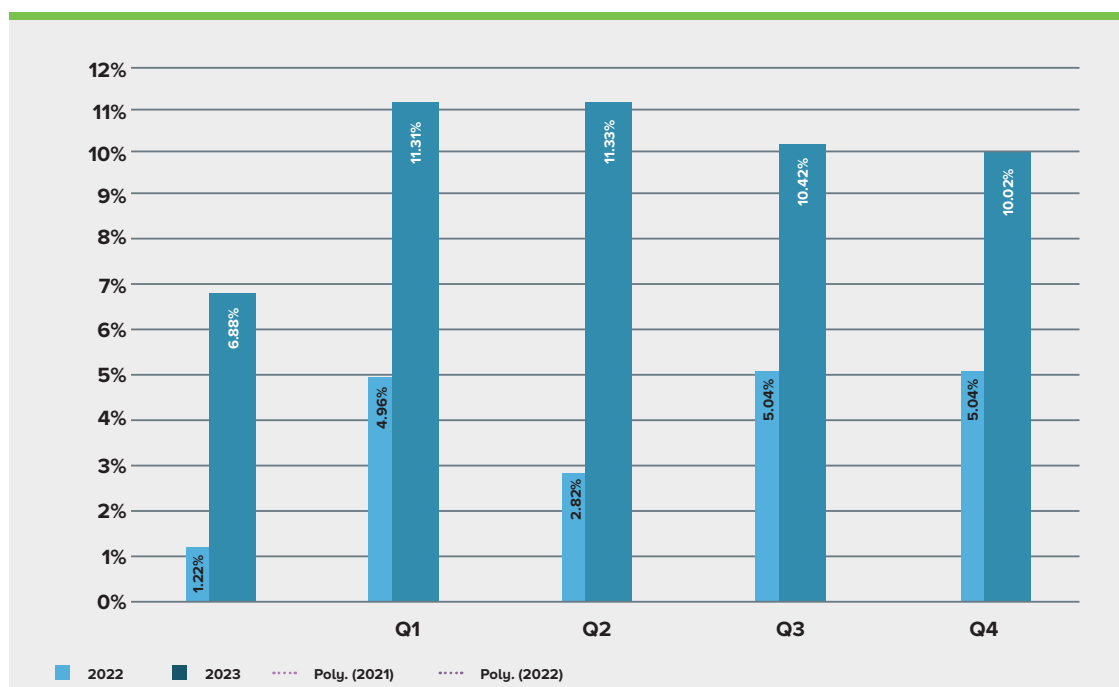
Savings by region

2022 global annual savings reflected how different regions were recovering from the pandemic at different rates. Notably, global average annual savings didn't exceed 5% in 2022.

In 2023 we can observe globally that nearly all nations achieved much higher average annual savings. The outlier is APAC that dropped year over year, with 4.95% average annual savings in 2022, but 4.46% in 2023, a drop of 0.49%.

Alternatively, GCN present an opposing picture, with only 4.30% in 2022, the result of prolonged lockdown in China, they tripled average annual savings for 2023 with 14.61% - the highest regional average annual savings for 2023.

11.96% EMEA

9.11% Americas

14.61% GCN

4.46% APAC

Source: Scanmarket (2023)
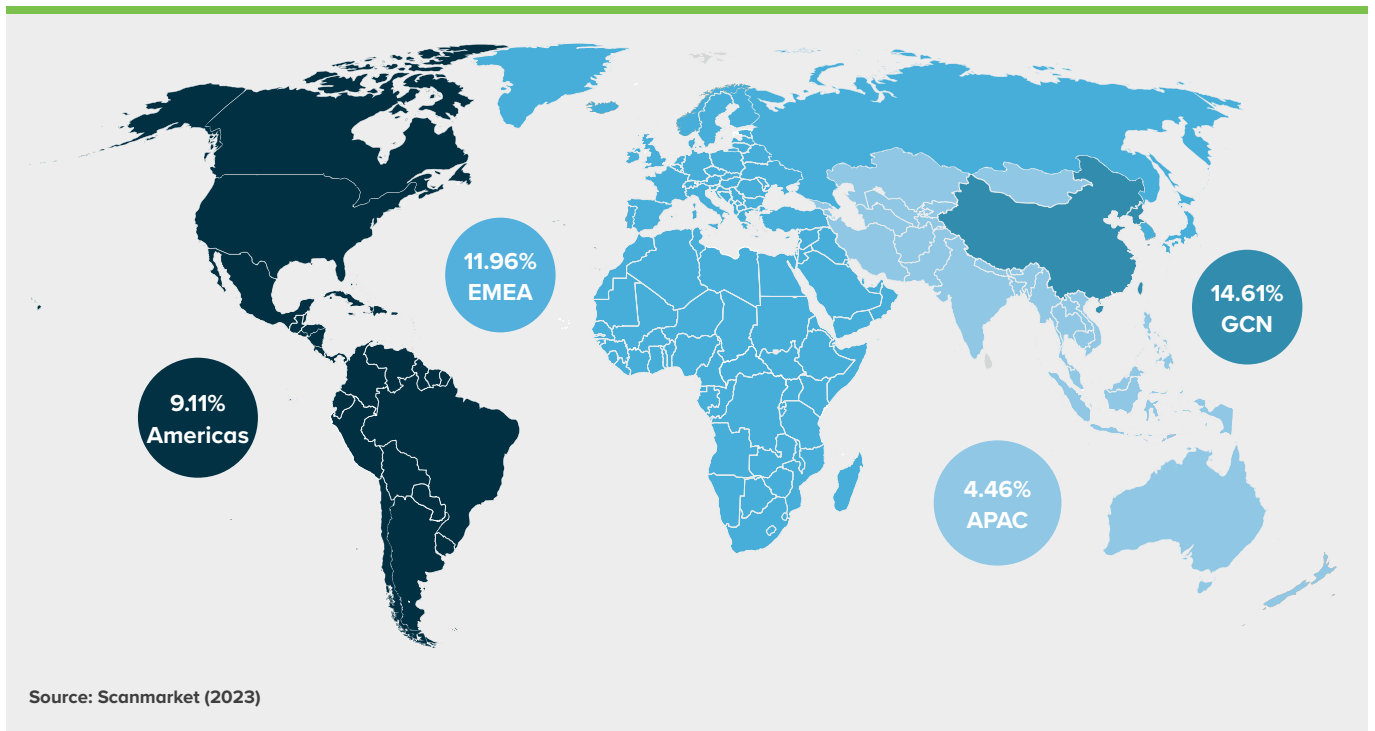
Quarterly savings by region

In 2022 EMEA started off with negative savings of -2.84% but had a strong come back. AMERICAS were relatively stable across the year except for a substantial drop in Q3 of almost no savings at all. APAC experienced huge variations ranging from -3.10% to 17.14% and GCN remained stable over and ended strong with 10.18% in average savings.

Globally, 2023 presented a much more stable economic picture - notably, there were no cases where negative savings were observed. That said, regional seasonality still played a part. EMEA started well with 13.84% average savings for Q1, peaking in Q3 (14.02%), but the disruption of the Gaza conflict played a part as average savings for Q4 fell to 10.50%.

> We can observe this trend in nearly all regions, particularly the Americas that saw a savings reduction of almost half between Q3 (16.11%) and Q4 (7.19%), apart from GCN that saw the opposite with a near doubling of savings between Q3 (11.86%) and Q4 (21.50%).
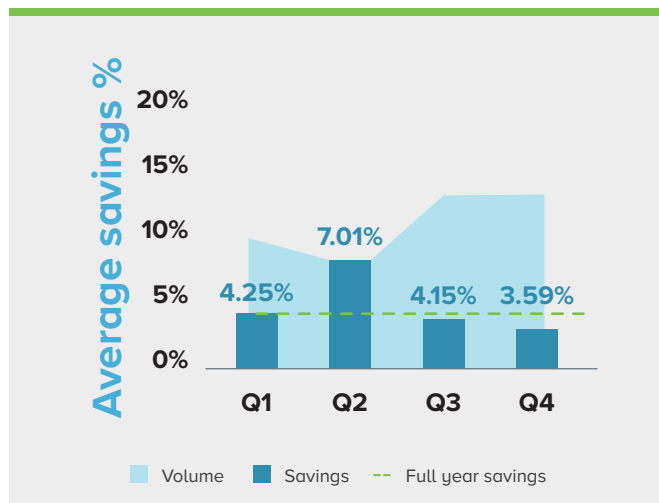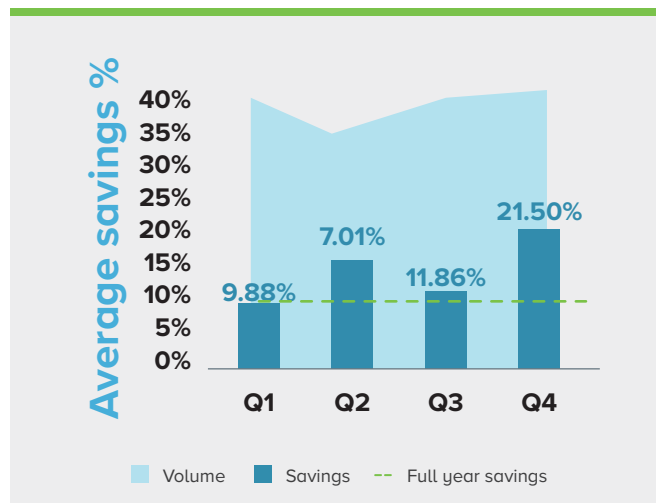
EMEA
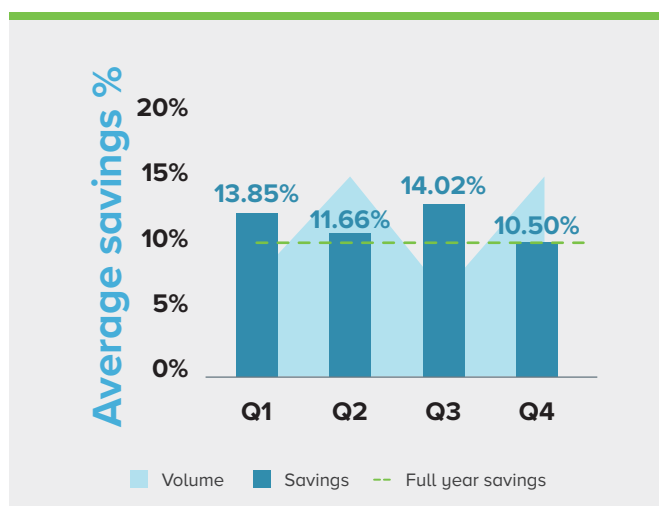
Americas
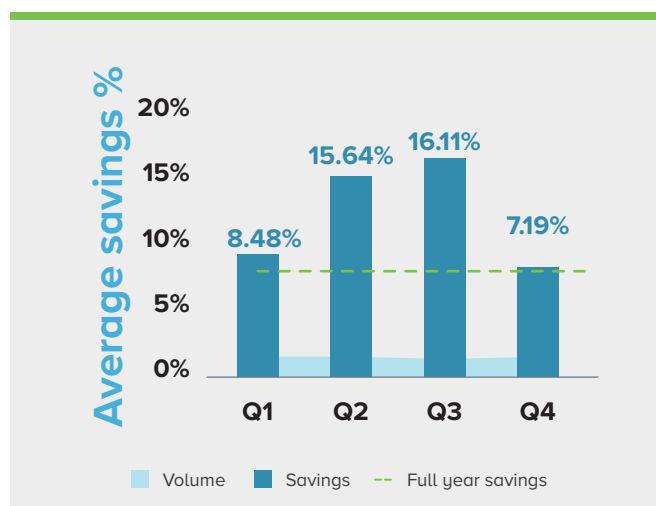
APAC

GCN

Source: Scanmarket (2023)

04

Annual volume

In the following section, we take a deeper dive into the volume of eAuction events as seen from the buyer's perspective who is responsible for executing the auction.

Volume by region

Country heatmap on volume

Quarterly eauction volume growth

Quarterly volume by region

Volume by region

The map illustrates the relative eAuction volume for 2023 by region, with the circles containing percentages for each region representing volume and callouts showing relative monetary spend by region.
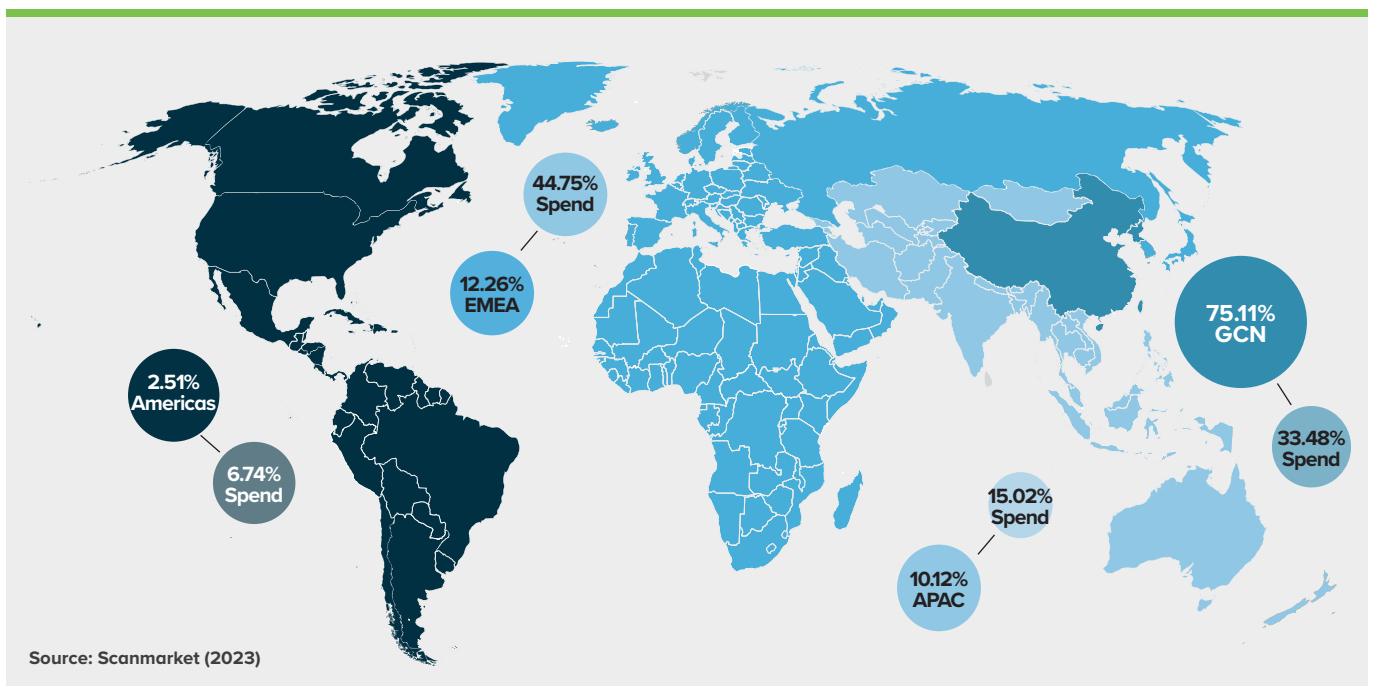
A significant portion of eAuction activity is attributed to GCN (75.11%), which can skew overall statistics without proper adjustments. EMEA accounted for 12.26% of the volume, with a substantial 44.75% of the monetary spend.

Looking at the numbers it is clear that we are seeing a much higher proportion of lower value eAuctions being conducted in GCN compared to EMEA, where the average eAuction value is significantly higher.

APAC and the Americas, although smaller contributors in volume (10.12% and 2.51%, respectively), reflect moderate spending, with APAC at 15.02% and the Americas at 6.74%. GCN's share of total spending reached 33.48%, showcasing its influence across regions.

This breakdown highlights EMEA as the dominant region in terms of monetary spend, even with lower relative volume compared to GCN.

2023 data for volume by region in percentages

44.75% Spend

12.26% EMEA

2.51% Americas

6.74% Spend

75.11% GCN

33.48% Spend

15.02% Spend

10.12% APAC

Source: Scanmarket (2023)

Country heatmap on volume

The 2023 country heatmap reflects eAuction volumes as a percentage by country. China remains dominant in eAuction activity, representing 74.32% of global volume due to its large manufacturing and outsourcing sectors.

The United Kingdom follows with 6.67%, showing robust usage. Other notable contributors include India (3.93%) and Malaysia (3.27%), indicating high engagement within the Asia-Pacific region. The United States shows a smaller share at 1.67%, followed by Vietnam (1.48%) and Denmark (1.26%).

> This distribution illustrates China's lead in eAuction volumes, with the UK and Malaysia as significant participants. Other countries, though lower in volume, represent a diverse global footprint in eAuction utilization.

eAuction volume by country
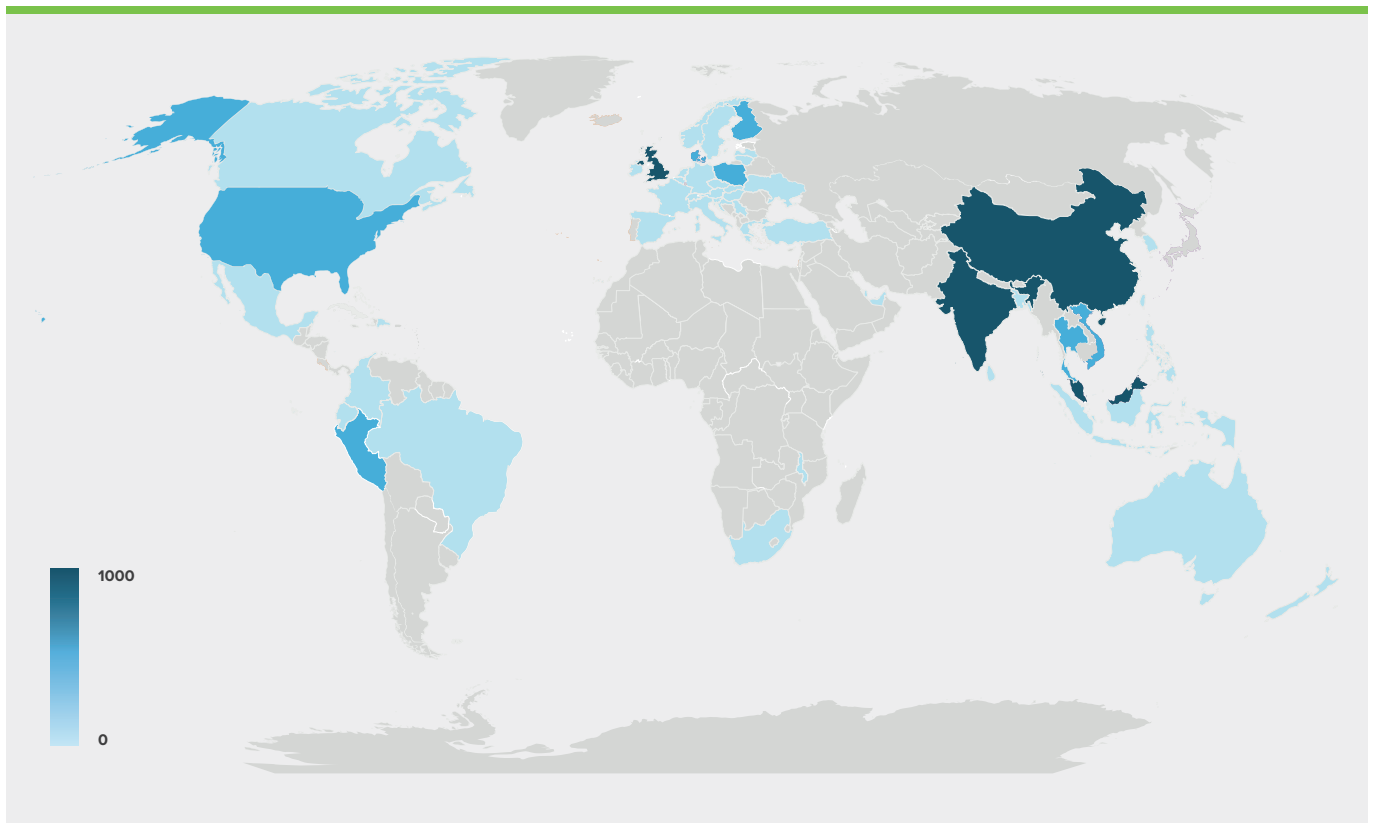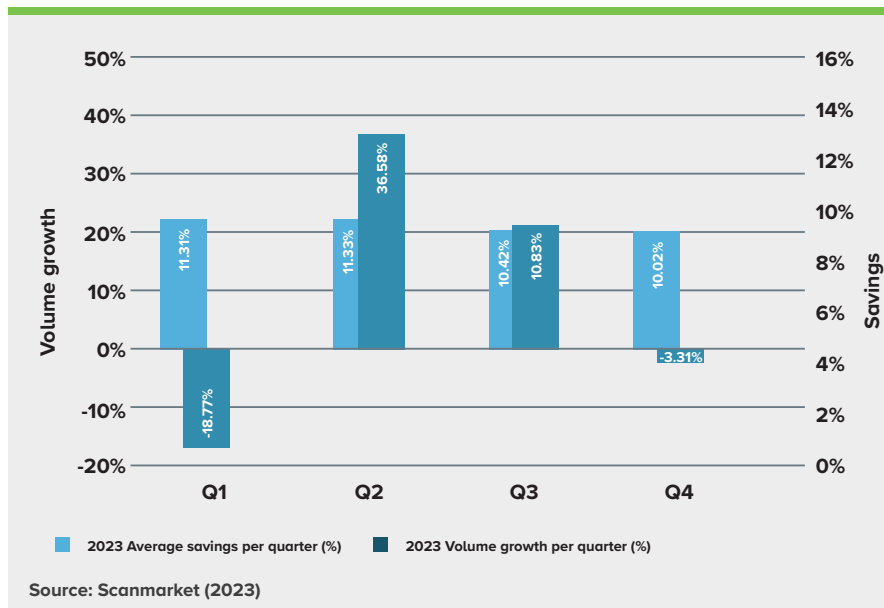
Quarterly eAuction volume growth

The 2023 quarterly eAuction volume growth chart shows substantial fluctuations across the year. Beginning with a decline in Q1 of -18.77% over the previous quarter, volume rebounded sharply in Q2 with a 36.58% increase. Growth then slowed to 10.83% in Q3, followed by a minor decline of -3.31% in Q4. These shifts underscore a volatile pattern similar to previous years, though with more moderate overall growth.

For savings, the average per quarter hovered near 10-11%, contributing to a total annual savings rate of 10,62%. Notably, Q1 and Q2 posted the highest quarterly savings at 11.31% and 11.33%, while Q4 closed at 10.02%. The full-year savings rate for 2023 averaged 10.62%, reflecting a steady improvement across the auction categories.

This analysis highlights that, despite a turbulent growth pattern, 2023 saw consistent savings performance, underscoring the effectiveness of eAuctions in cost management.

Full year savings 2023

10.62%

2023 Average savings per quarter (%) **2023 Volume growth per quarter (%)**

Source: Scanmarket (2023)

Quarterly volume by region

In 2023, regional eAuction volumes varied significantly by quarter. EMEA saw a steady rise, peaking at 38.01% in Q4, while the Americas started strong at 23.09% in Q1, peaked with 30.72% in Q2 before gradually declining to 20.4% by Q4.

APAC maintained balanced growth, surging in Q3 (34.17%) and Q4 (32.44%). GCN had a consistent presence, peaking in Q3 at 29.49% before easing slightly in Q4.

These trends reflect strong year-end activity in EMEA and APAC, with steadier participation across the Americas and GCN throughout the year.

Source: Scanmarket (2023)
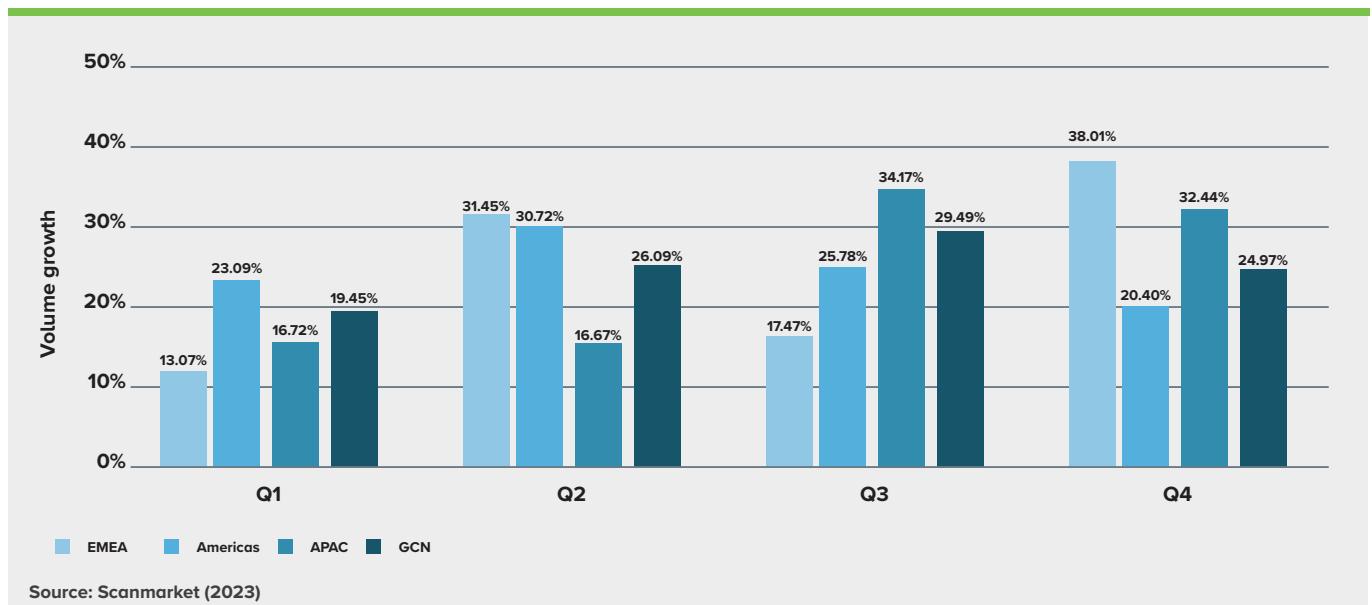
05

eAuction mix

An experienced procurement professional applies various types of auction approaches when negotiating and selecting suppliers. The most popular auction type varies over time. This section reports the mix of auction types applied in 2021.

eAuction type mix

eAuction usage by region

Participation rates, bidding activity and duration
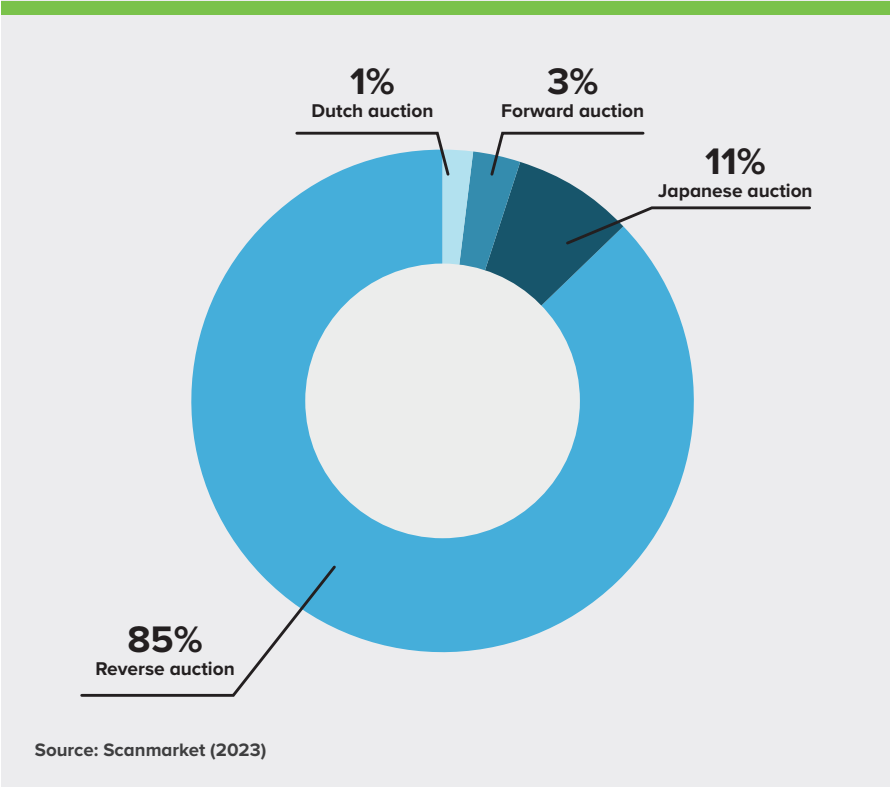
Definition of auction types

eAuction type mix

In 2023, Reverse auctions remained the dominant format, accounting for 87% of all auctions, up from 85% in 2022.

> **Japanese auctions, often used in high-risk, low-competition scenarios where price is not the sole determining factor, decreased to 8%. This suggests that while eAuctions are regaining momentum and delivering increased savings, buyers may still hesitate to leverage them for high-risk, strategic categories.**
>
> **Dutch auctions accounted for 2%, reflecting their straightforward, no-nonsense structure. However, their usage appears limited as buyers increasingly prioritize evaluation criteria, such as ESG considerations, that can be challenging to quantify. Historically, Dutch auctions were more prevalent, comprising around 10% of the mix 6–10 years ago. Meanwhile, Forward auctions made up 3% of the total, further highlighting a diversified yet Reverse auction-focused landscape.**

To learn more about the different types of auctions, see the definitions page.

2023 eAuction type distribution

1%
Dutch auction

3%
Forward auction

11%
Japanese auction

85%
Reverse auction

Source: Scanmarket (2023)

2022 eAuction type distribution

1%
Dutch auction

2%
Forward auction

13%
Japanese auction

84%
Reverse auction

Source: Scanmarket (2023)
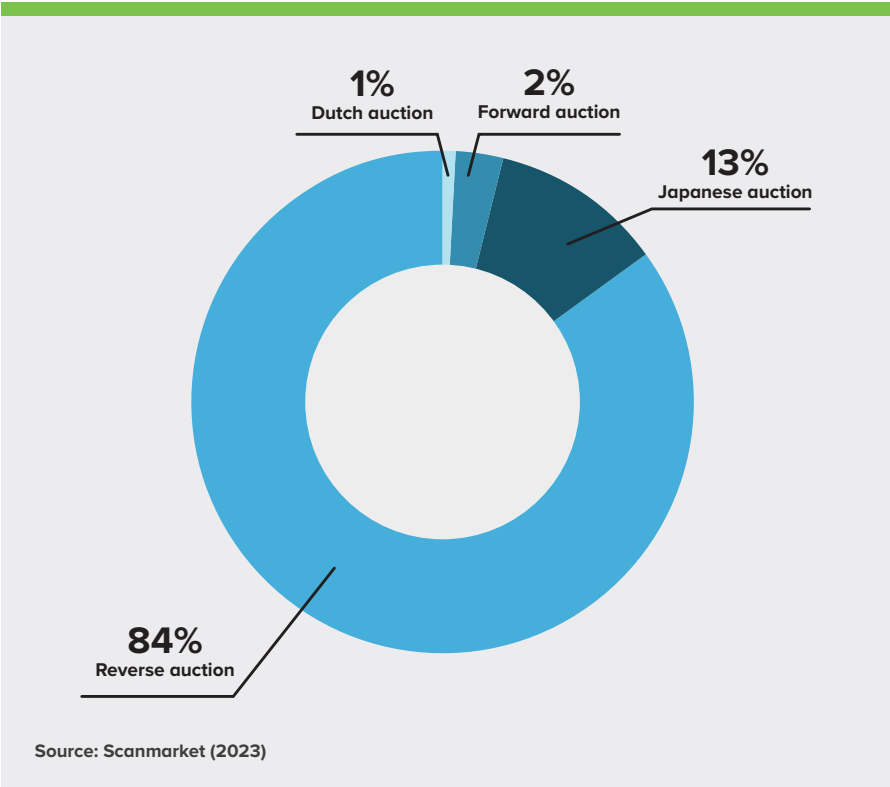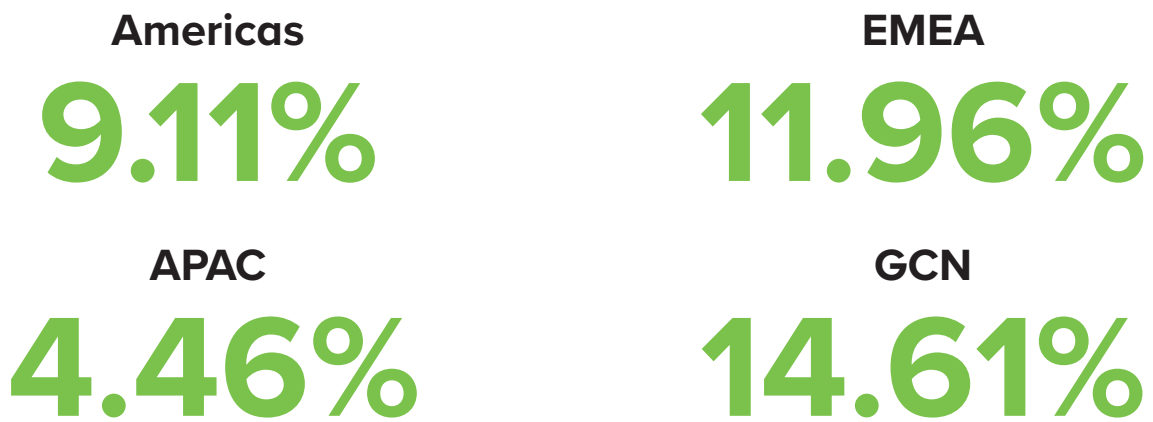
eAuction usage by region

In 2023, Reverse auctions remained the most widely used eAuction type across all regions, led by GCN at 90.37% and APAC at 88.24%. EMEA followed with 76.05%, while the Americas utilized Reverse auctions 59.93% of the time.

Dutch auctions saw the highest adoption in EMEA at 6.94%, indicating a regional preference. The Americas uniquely incorporated Japanese auctions significantly, with 22.7% of their auction mix, the highest across regions.
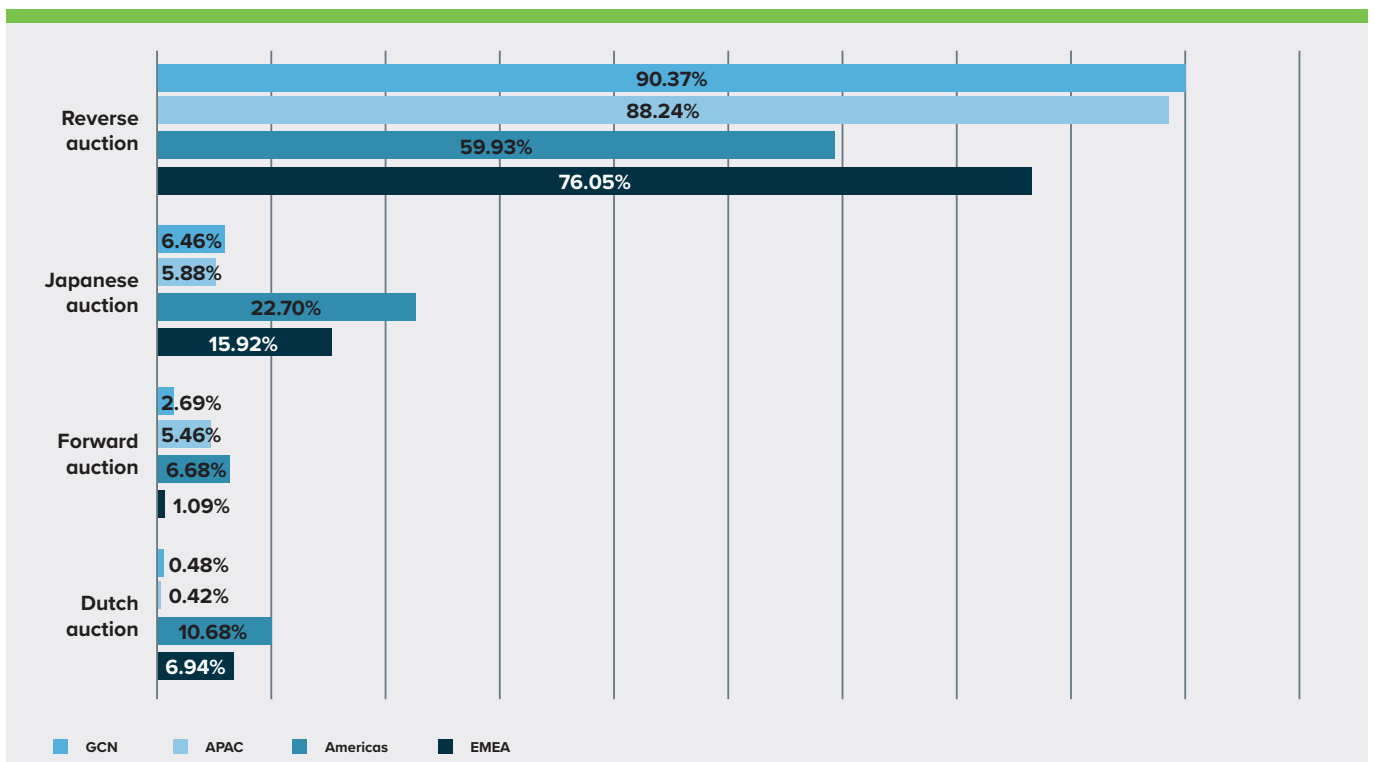
Forward auctions were less prominent, but their use was led by APAC at 5.46% and the Americas at 6.68%.

These trends highlight regional preferences and adaptations in eAuction practices across different auction types.

2023 data for savings by region

Americas
9.11%

EMEA
11.96%

APAC
4.46%

GCN
14.61%

2023 data for eAuction usage by region

Reverse auction
- GCN: 90.37%
- APAC: 88.24%
- Americas: 59.93%
- EMEA: 76.05%

Japanese auction
- GCN: 6.46%
- APAC: 5.88%
- Americas: 22.70%
- EMEA: 15.92%

Forward auction
- GCN: 2.69%
- APAC: 5.46%
- Americas: 6.68%
- EMEA: 1.09%

Dutch auction
- GCN: 0.48%
- APAC: 0.42%
- Americas: 10.68%
- EMEA: 6.94%

Legend: GCN, APAC, Americas, EMEA

Regional distribution by type

EMEA

Auction type	Value
Dutch auction	6.94%
Forward auction	1.09%
Japanese auction	15.92%
Reverse auction	76.05%

Americas

Auction type	Value
Dutch auction	10.68%
Forward auction	6.68%
Japanese auction	27.70%
Reverse auction	59.93%

APAC

Auction type	Value
Dutch auction	0.42%
Forward auction	5.46%
Japanese auction	5.88%
Reverse auction	82.24%

GCN

Auction type	Value
Dutch auction	0.48%
Forward auction	2.69%
Japanese auction	6.46%
Reverse auction	90.37%

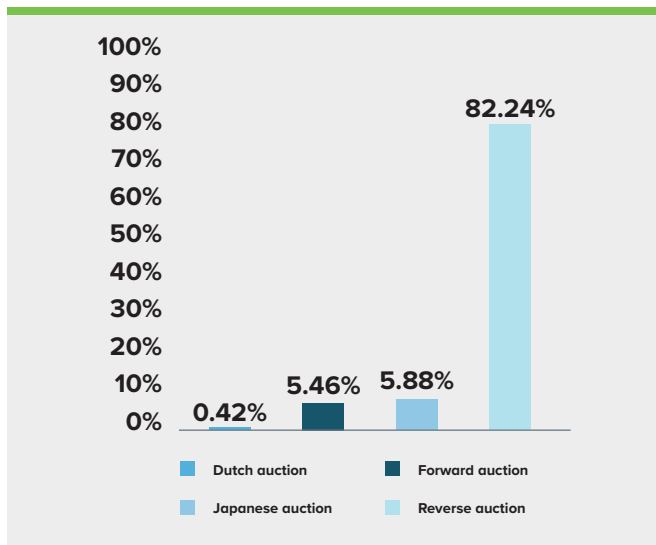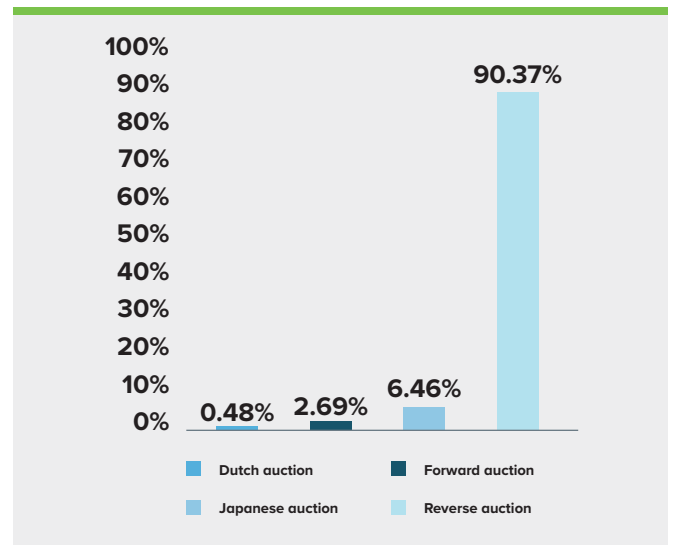**Source: Scanmarket (2023)**

Participation rates, bidding activity and duration

Supplier participation and bidding activities offer valuable insights into local or cultural procurement trends. The 2023 figures highlight significant regional differences in strategies and outcomes.

The data reveals distinct regional approaches. GCN (Greater China) invites the highest number of suppliers (9.31 on average) but has the lowest participation rate at 68%. This may suggest that GCN's RFx process or supplier qualification criteria are less rigorous or exclusive compared to other regions.

Conversely, EMEA (Europe, Middle East, and Africa) invites significantly fewer suppliers (5.03 on average) but achieves the highest participation rate at 85%. This reflects a potentially more selective or focused RFx strategy.

While these approaches differ, both regions achieve strong eAuction savings, demonstrating that multiple strategies can yield favorable outcomes. EMEA's selective approach may result in more committed suppliers, while GCN's broader invitations could foster increased competition.

APAC and the Americas also display notable participation rates at 79% and 71%, respectively, indicating solid engagement across these regions. Overall, the total participation rate of 70% underscores a healthy supplier interest in eAuctions globally.

Participation rates

Bidding activity

Source: Scanmarket (2023)
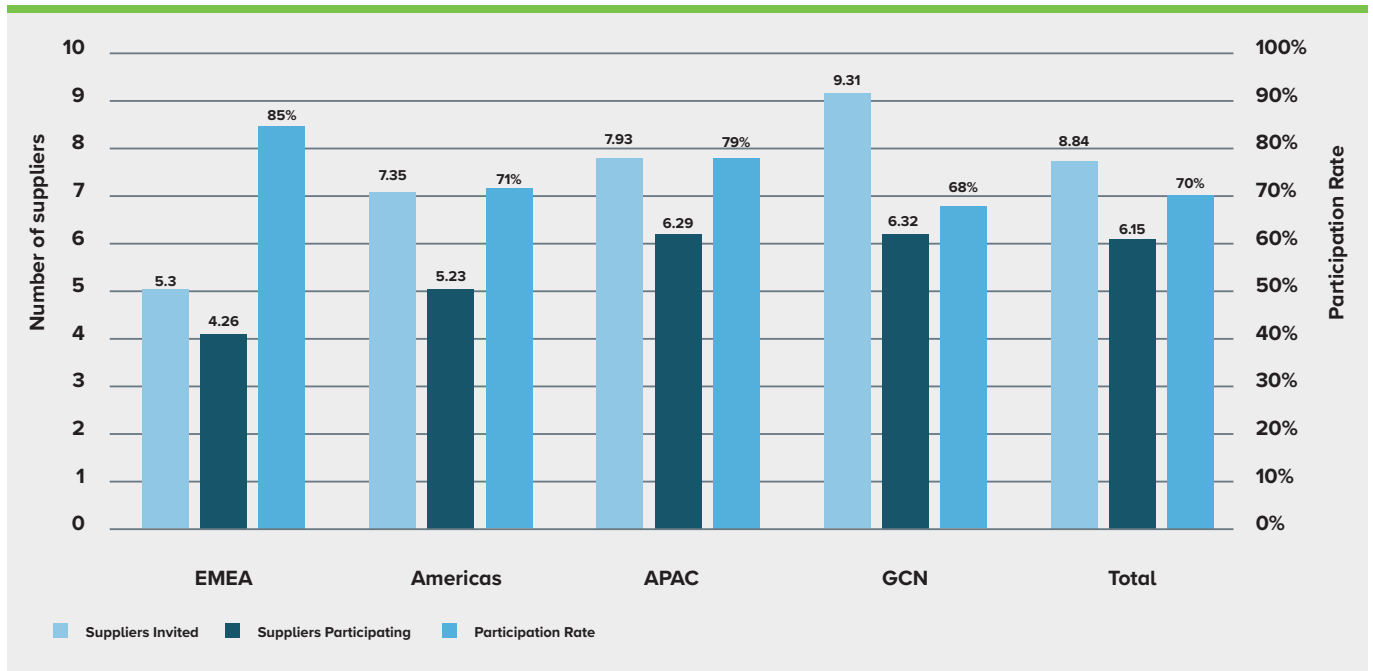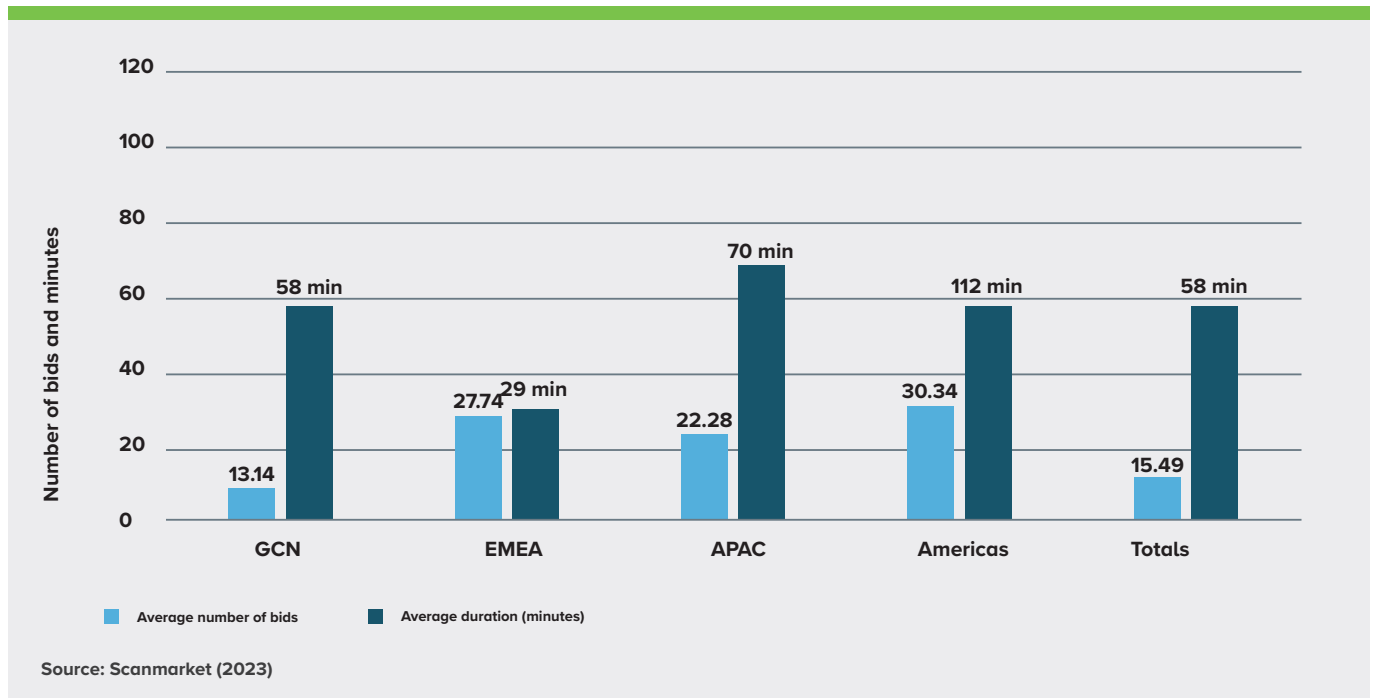
Definition of auction types

The following describes the various types of auctions measured on the Scanmarket platform.

Reverse eAuctions

List Auctions

List Auctions are useful if you want one supplier for all products and you have a competitive environment on the total price. If a supplier wants to participate in the Reverse List Auction, they must bid on all lines.

CherryLotTM

Cherry Lot Auctions are useful if you have several lots (subtotals) and you want one supplier per lot. If a supplier wants to participate on a lot, they must bid on all lines within the lot.

Cherry Picking

Cherry Picking Auctions are useful to acquire the best price per product and strong competition exists on the individual product lines. This way, suppliers can participate on individual lines. Cherry Picking Auctions are useful if you are not sure how to group the products and/or if the grouping depends on the final winner for each product.

Step eAuctions

Japanese Auctions

A Japanese Auction is a type of Step Auction with price decreases in intervals during the auction.

Dutch Auctions

Dutch Auctions put maximum pressure on suppliers because there are no second chances. A Dutch Auction is a type of Step Auctions in which the price increases during the event. The format is first come, first served, so the first supplier to accept the price wins.

Forward eAuctions

Forward Auctions

Most people are familiar with Forward eAuctions (like we know them from eBay and auction houses), in which multiple buyers bid on a product or service by offering increasingly higher prices.

06

Categories

It is interesting to explore the details of each category since many clients only conduct eAuctions in a small number of categories in which they excel.

Performance of the internal category can be compared with that of the global category in the following section. A comparison of the performance of these categories with other key categories is also provided in this chapter, which can help clients enter new categories more effectively.

Top 10 categories by volume (2023)

Top 10 categories by volume year-over-year

Top 10 categories by volume 2023

The table below presents the top 10 highest-performing eAuction categories by volume for 2023, along with their respective aggregated savings. The average savings across all categories rose significantly to 10.62% compared to 4.83% in 2022.

The data indicates that Services remain in the top category, while Electrical and Telecommunication Equipment have achieved the highest savings percentage. Notably, there are new entries in the top 10, including Ingredients for Food Production and Packaging Materials and Marketing Materials, reflecting shifts in market demand and auction utilization strategies.

Average savings for all categories

10.62%

Rank	Chg.	Prev.	Category area	% Savings
1	-	1	Services (temporary labour, cleaning, IT & security services, etc.)	13.53%
2	▲	4	Iron and metals (tools, spare parts, cables, screws, etc.)	16.84%
3	-	3	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)	11.55%
4	▼	2	Industrial machinery (assembly lines, injection moulding machines, etc.)	-0.65%
5	▲	6	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)	17.70%
6	▼	5	Retail - Non food (bags, cleaning, textiles, appliances, lamp oil, etc.)	14.06%
7	▲	8	Freight & transportation (sea, land & air)	6.16%
8	New	-	Ingredients for food production (additives, flour, sugar, vegetables, etc.)	7.23%
9	New	-	Packing materials (cardboard, foils, tape, pallets, labels, etc.)	16.65%
10	New	-	Marketing materials, services & advertising	6.44%
Left top-10 since last year				
		7	Office supplies and furniture (paper, prints, toner, USB sticks, etc.)	
		9	Chemical products (Chemicals, prints, toner, USB sticks, etc.)	
		10	IT equipment (stationary, laptops, printers, flat screens, projectors , etc.)	

Source: Scanmarket (2023)

Top 10 categories by volume year-over-year

The table below outlines the top 10 eAuction categories by volume for 2022 and 2023, highlighting the changes in rank over the year.

In 2023, Services retained its top position, while Iron and Metals moved up to second place, reflecting a shift in market demand. Construction & Repair remained stable at third, demonstrating its consistent relevance. New entries in the top 10, such as Ingredients for Food Production, Packaging Materials and Marketing Materials, highlight evolving priorities in eAuction participation.

2022

Rank	Category area
1	Services (temporary labour, cleaning, IT & security services, etc.)
2	Industrial machinery (assembly lines, injection moulding machines, etc.)
3	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)
4	Iron and metals (tools, spare parts, cables, screws, etc.)
5	Retail - Non food (bags, cleaning, textiles, appliances, lamp oil, etc.)
6	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)
7	Office supplies and furniture (paper, prints, toner, USB sticks, etc.)
8	Freight & transportation (sea, land & air)
9	Chemical products (Chemicals, prints, toner, USB sticks, etc.)
10	IT equipment (stationary, laptops, printers, flat screens, projectors, etc.)

2023

Rank	Category area
1	Services (temporary labour, cleaning, IT & security services, etc.)
2	Iron and metals (tools, spare parts, cables, screws, etc.)
3	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)
4	Industrial machinery (assembly lines, injection moulding machines, etc.)
5	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)
6	Retail - Non food (bags, cleaning, textiles, appliances, lamp oil, etc.)
7	Freight & transportation (sea, land & air)
8	Ingredients for food production (additives, flour, sugar, vegetables, etc.)
9	Packing materials (cardboard, foils, tape, pallets, labels, etc.)
10	IT equipment (stationary, laptops, printers, flat screens, projectors, etc.)

Source: Scanmarket (2023)

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Appendix

The following pages include additional information on previous years' category details.

Top 10 categories by volume (2022)

Top 10 categories by volume (2021)

Top 10 categories by volume (2022)

This table shows the top 10 highest performing categories in terms of auction volume during 2022 with their associated average savings.

Rank	Category area	% Savings
1	Services (temporary labour, cleaning, IT & security services, etc.)	5.28%
2	Industrial machinery (assembly lines, injection moulding machines, etc.)	-0.76%
3	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)	1.73%
4	Iron and metals (tools, spare parts, cables, screws, etc.)	20.67%
5	Retail - Non food (bags, cleaning, textiles, appliances, lamp oil, etc.)	5.73%
6	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)	9.71%
7	Office supplies and furniture (paper, prints, toner, USB sticks, etc.)	5.03%
8	Freight & transportation (sea, land & air)	20.20%
9	Chemical products (Chemicals, prints, toner, USB sticks, etc.)	-4.59%
10	IT equipment (stationary, laptops, printers, flat screens, projectors , etc.)	10.73%

Source: Scanmarket (2023)

Average savings for all categories in 2022

4.83%

Top 10 categories by volume (2021)

This table shows the top 10 highest performing categories in terms of auction volume during 2021 with their associated average savings.

Rank	Category area	% Savings
1	Services (temporary labour, cleaning, IT & security services, etc.)	9.01%
2	Iron and metals (tools, spare parts, cables, screws, etc.)	16.92%
3	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)	3.99%
4	Industrial machinery (assembly lines, injection moulding machines, etc.)	2.77%
5	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)	7.26%
6	Freight & transportation (sea, land & air)	4.76%
7	Packing materials (cardboard, foils, tape, pallets, labels, etc.)	11.61%
8	Office supplies and furniture (paper, prints, toner, USB sticks, etc.)	7.10%
9	IT equipment (stationary, laptops, printers, flat screens, projectors, etc.)	11.99%
10	Ingredients for food production (additives, flour, sugar, vegetables, etc.)	-7.17%

Source: Scanmarket (2023)

Average savings for all categories in 2021

4.62%

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