

Scanmarket
by **UNIT4**

eAuction savings report

Q1 2024



eAuction savings report

Every quarter, Unit4 reports on statistics covering insights into the savings performed by Scanmarket by Unit4 eAuctions executed globally. The statistics are provided for procurement professionals who wish to better understand and optimize their businesses to achieve higher savings and efficiency.

Unit4 has been reporting these statistics each quarter since 2006, and they continue to be a highly valuable data asset to gain insights into categories and strategic sourcing trends.

Q1 2024 commentary

A new year commenced, and the first quarter of 2024 concluded with a slightly lower average savings when compared to 2023 where all quarters were above 10% in savings. Q1 ended just shy of the 2023 trends at **9.25%**, with also a slight decrease in volume vs. Q1 of the previous year.

Despite the modest savings rate compared to 2023, this outcome is not entirely unexpected as the first quarter of any given year typically presents lower activity. If patterns hold true, the subsequent quarters of this year should show promising activity upticks.

Despite many attempts to contain and end the global conflicts, we are still seeing the adverse impacts of geopolitical events hitting trade and supply chains. Inflation rates and interest rates are finding new, less-volatile levels, but consumer goods prices continue to steadily rise, luckily at a slower pace compared to recent years.

The number of eAuctions executed in Q1 fell **33.42%** from Q4 of 2023, but only a modest **2.06%** over. This outcome is unsurprising as Q1 usually ends with similar results year after year. Despite the year's slow start, the ending activity level of Q1 should not be indicative of the anticipated outcomes for the remainder of 2024. We still hear from customers that eAuctions are seen as a reliable source of savings and price optimization across various categories.

Diving into the category volumes, the top-10 categories held steady from Q4, but with several shifts amongst the various positions. The top three categories in Q1 were *Services*, *Construction*, and *Industrial Machinery*. Once again, *Services* reclaimed the lead as the most-auctioned category, delivering solid savings of **12.51%**.

Noteworthy savings performers for Q1 were *Marketing Materials*, with a remarkable **21.75%** savings rate, and *Retail non-food* with **16.29%**. *Ingredients for food production* suffered as price pressure mounted, thus concluding Q1 in seventh place with a negative savings rate of **-3.22%**.

As Q1 concluded, Scanmarket by Unit4 reported a savings rate of **9.25%**, reaffirming the buyers' embrace of eAuctions to counter inflationary pressures and secure better category prices. The results of Q2 are eagerly awaited to see if the activity and savings potential will beat the strong quarterly showings of 2023.

Stay tuned for the upcoming quarterly savings report in July and the 2023 Global eAuction Index.

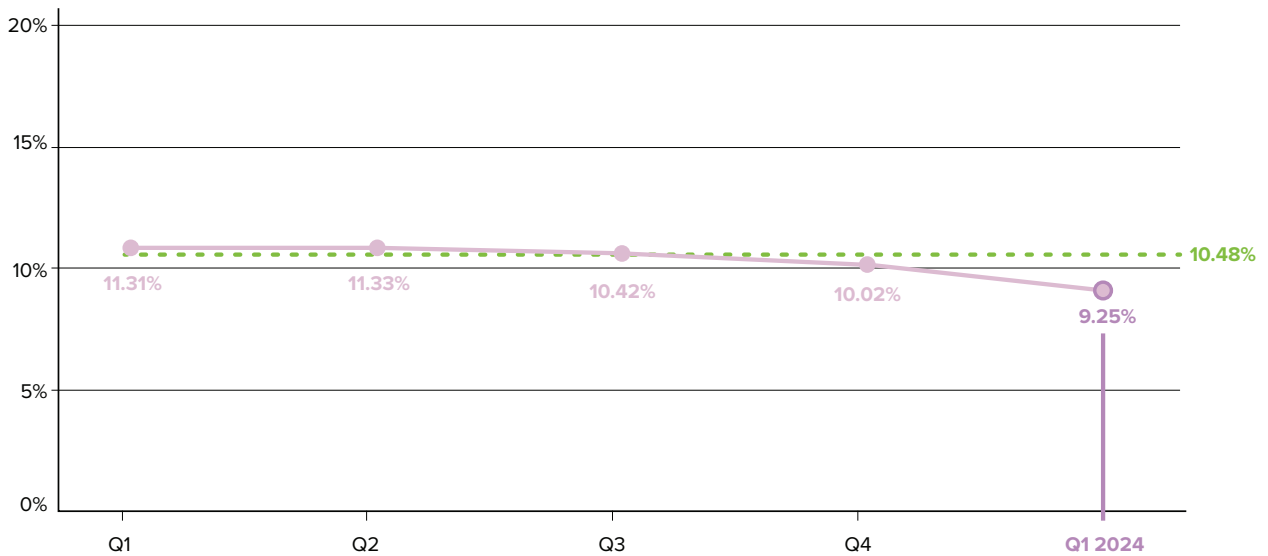
9.25%
1st quarter 2024

The average savings realized in Q1 decreased to 9.25% from 10.02% in Q4 2023.

Compared to Q1 of 2023, we saw a 2pp drop from 11.31%.

Rolling five quarters of auction savings

The following chart illustrates the **past five quarters of average savings across all categories** ranging from Q1 of 2023 to Q1 of 2024. The dotted line indicates the weighted average savings achieved over the five quarters.

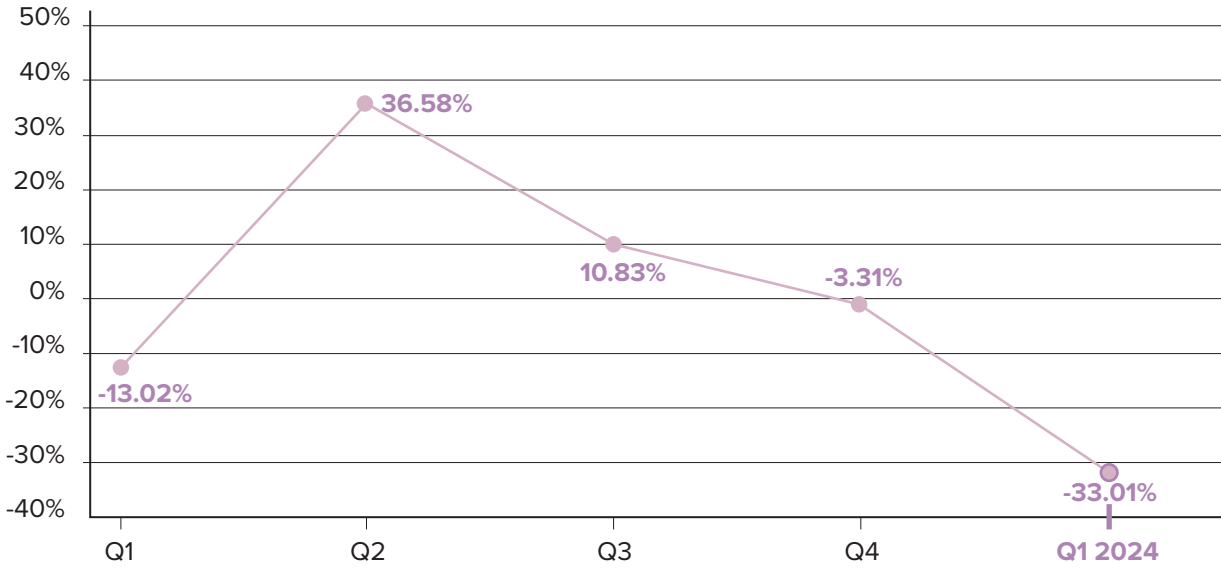


Source: Unit4 (2024)



Rolling five quarters of auction growth

This chart illustrates the **past five quarters of average auction growth from quarter to quarter across all categories** ranging from Q1 of 2023 to Q1 of 2024 (both included).

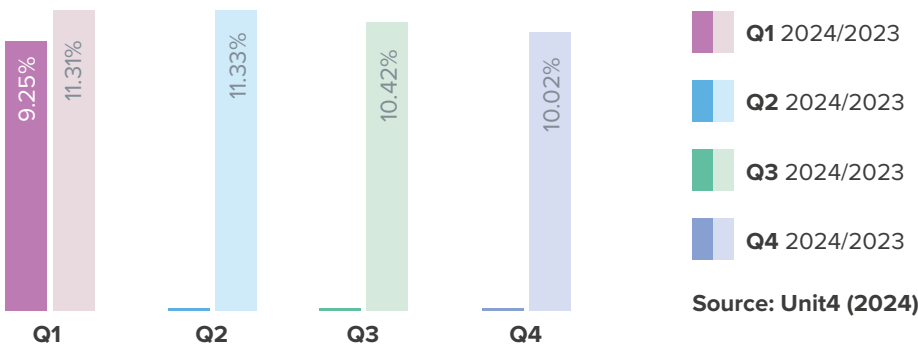


Source: Unit4 (2024)

Quarter over quarter

The following chart shows 2024 quarters compared to 2023 quarters in terms of average savings for all categories in each quarter.

Q1 of 2024 achieved 9.25% savings on average across all categories vs. 11.31% in Q1 of 2023.



Source: Unit4 (2024)

Categories

The ten best performing categories are reported every quarter, and we rank these categories by volume (number of auctions in the quarter) and by the savings achieved in the various categories.

Top 10 categories by volume

This table shows the top 10 highest performing categories in terms of auction volume during the first quarter of 2024.

Rank	Chg.	Prev.	Category area	% savings
1	-	1	Services (temporary labour, cleaning, IT & security services, etc.)	12.51%
2	-	2	Construction & repair (flooring, damage control, engineering, rebuilding etc.)	10.26%
3	▲	5	Industrial machinery (assembly lines, injection moulding machines, etc.)	8.24%
4	▼	3	Iron & metals (tools, spare parts, cables, screws, etc.)	8.86%
5	▲	6	Electrical & telecommunication equipment (mobile phones, batteries, scanners, electrical wires, etc.)	4.59%
6	▲	8	Freight & transportation (sea, land & air)	9.48%
7	-	7	Ingredients for food production (additives, flour, sugar, vegetables etc.)	-3.22%
8	▼	4	Retail - non food (bags, cleaning, textiles, appliances, lamp oil etc.)	16.29%
9	▲	10	Packaging materials (cardboard, foils, tape, pallets, labels etc.)	11.77%
10	▼	9	Marketing materials, services & advertising (assorted materials, assorted services)	21.75%

Source: Unit4 (2024)

Scanmarket by Unit4

Scanmarket by Unit4 is a source-to-contract software provider that develops advanced functionalities in an effortless design. Our S2C solution is attuned to meet the needs of procurement, legal and finance professionals. We take ownership of customer success with experts at your fingertips to drive user adoption. Digitalize your business with technology that is built to be used.



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