

## Press information

Munich, February 26<sup>th</sup> 2009

# usedSoft is continuously growing

**An increase of sales of about 25 percent in 2008/ more than 550 new customers/ considerably growing number of authorities as customers/ Internationalization is boosted/ used software market becomes firmly established/ increasing sales to be expected for 2009 as well**

The sales of usedSoft, a leading European supplier of used software, did considerably increase in 2008 again. Last year, usedSoft sold used software worth of 10.1 million Euro. Compared with the year 2007 where the sales amounted to roughly 8.0 million Euro, this means that the sales were increased by almost 25 percent.

The number of customers did also increase accordingly: In the year 2008, usedSoft succeeded in acquiring 551 new customers (2007: 490). Amongst those customers, there were high reputed companies such as for example IBM, ARD, Debeka Krankenversicherung and even a leading club of the German Soccer League. The number of authorities as customers did particularly increase. In the year 2008, 62 local authorities and other public institutions bought used software from usedSoft for the very first time, including the German Federal Social Court, the Municipalities of Bamberg and Fürth and the District Authorities of Viersen and Ennepe-Ruhr.

The international business was also continuously booming in 2008. Last year, usedSoft supplied software to customers in 18 European countries. The very positive development of the Austrian and Swiss markets as well as of the business in the East European countries need to be particularly emphasized. Companies such as for example Dr. Oetker Österreich, the Salzburg Airport and the Swiss Farmers' Association could be won as new customers. Moreover, several East European branches of the retail giant Kaufland and of the Austrian Volksbank placed an order for used software. usedSoft aims to further expand its international business in 2009. It is planned to establish additional sales agencies in European core markets and to develop an International Sales Management.

There is even an increasing demand for used software in the field of the software trade. In 2008, usedSoft could acquire a number of 93 dealers as new customers. At the end of the year 2008, usedSoft had a total number of 1.500 customers including 140 public authorities and 220 dealers.

In the year 2008, usedSoft sold approximately 80.000 licences of almost 200 different software products. The big sellers were Microsoft Office 2003 standard and professional licences. User-CALs for Windows and Exchange also sold well, followed by Windows System Software including all versions (95, 98, NT, XP) which were in great demand. Next to it, Adobe's Acrobat and Creative Suite Design licences strongly appealed to the customers. Microsoft's Windows, Exchange and Terminal Server products had also a relevant share in the total sales.

"These developments clearly show that the trade with used software has grown out of its child's shoe and has become a firmly established market", emphasized usedSoft's Managing Director Peter Schneider. „At the same time, the used software market continues to offer enormous growth potentials which are not exhausted for a long time yet.“ In spite of the present economic crisis, Schneider is expecting further growing sales for the next year. "Especially in the present situation, companies and public authorities are trying to save every cent and are looking for alternatives to buy instead of paying the high prices of the software monopolists." A corresponding positive sales development is shown in the first two months of this year already.

### **Information about usedSoft**

usedSoft was set up in 2003, and it is a leading European supplier of used software originating from all application fields. Buyers of usedSoft licences are companies as well as software dealers. Customers of usedSoft are, among others, companies

such as Edeka, KarstadtQuelle, Neckermann, Rewe, Woolworth, the Law Office Holme Roberts & Owen, as well as a leading soccer club belonging to the German Soccer League and a number of different Savings Banks. German authorities are more and more using used software as well: Next to the Bavarian State Capital of Munich, the German Federal Social Court in Kassel, the Municipal Administration of Bad Salzflun and the Data Central Office of Baden-Württemberg, there were more than 100 additional local authorities benefiting from usedSoft licences. The cost-saving benefit when buying used licenses ranges between 20 and 50 percent.

[www.usedsoft.com](http://www.usedsoft.com)

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