

Abebooks Fact Sheet

Corporate Facts

- Abebooks was founded in 1995, the site Abebooks.com was launched in 1996
- Abebooks acquired European leader Justbooks GmbH in 2001
- Abebooks currently has 100 employees in Canada and Germany (85 and 15)

Website Facts

- Abebooks has a virtual inventory of over 50 million books: Abebooks is the world's largest online marketplace for used, rare, and out-of-print books
- Abebooks facilitates the sale of 15,000–20,000 books each day
- Over 12,000 booksellers from 42 countries list their books on Abebooks sites (8,000 in NA and 4,000 in Europe/UK)
- Two-thirds of Abebooks booksellers only sell their books from home, using the Internet and keeping their books in a spare bedroom or basement
- The average bookseller lists 4,000 books on Abebooks
- Abebooks loads approximately 25,000–50,000 fresh books on their sites everyday on behalf of booksellers
- Abebooks has high traffic sites: over 4 million people visit the sites each month

Business Model Facts

- All transactions occur between buyer and seller; Abebooks never sees the book
- Since Abebooks does not see, touch or store books the cost of sales for this “low touch” business model is very small (eBay also follows this model)
- Revenue comes from three sources:
 1. Monthly fees that booksellers pay to list their books on Abebooks (i.e. a small bookseller with 0-500 titles pays US\$25 a month)
 2. Money from each transaction: sellers pay Abebooks 5% of each book sold
 3. Reseller program revenue

Revenue, Sales & Growth Facts

- Abebooks has enjoyed consistent growth and profitability since day one
- The revenue growth rate for Abebooks has been 50% a year
- Abebooks has not needed to raise venture capital to fund operational growth

Business Partner Facts

- Reseller business partners include Amazon, Barnes & Noble, eBay, and Half.com
- Number of affiliate partners: 20,000 (affiliates have a link to Abebooks on their site)

Ownership Facts

- Abebooks is a Canadian company based in Victoria B.C. that is privately owned by employees, founders and investors