

Puls Biznesu: IAI will grow more than 30 per cent this year

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IAI, the platform for e-stores from the MCI Capital portfolio will grow by over 30 percent this year – informs Puls Biznesu.

– Valuations of all tech companies went down. Erosion is spectacular, in many cases it is 50-70% since last year's records. Then the valuations were too high, now the multipliers are – in our opinion – underestimated as the e-commerce market is still growing strongly. The decline of valuations makes potential acquisitions more attractive, so we are monitoring the market. We look at the countries of Central and Eastern Europe. In Poland, we are looking for companies that could expand our product offer and increase market share – says Jarosław Mikos, CEO of IAI, in an interview with Marcel Zatoński.

– This year, the e-stores we serve will generate PLN 16 billion of GMV (gross merchandise value). For us, this means approximately PLN 160 million in revenues and PLN 38 million of EBITDA. Business is still growing at a rapid pace, and in the second half of the year the dynamics even accelerated despite the worse economic situation on the e-commerce market. We are now growing at a rate of over 30%. every year and next year we want to keep the pace – says Mikos.

More in the the attached file.