

ManoMano accelerates its European development and strengthens its service offering in Spain and Italy

Paris, 16 November 2020 - [ManoMano](#), Europe's leading online DIY, home improvement and garden retailer, is accelerating its European expansion with the launch of new services: [ManoManoPro](#), the offer reserved for building craftsmen in Spain and Italy, and ManoFulfillment, its logistics service, in Italy.

Launch of ManoManoPro in two new countries to complete the service offering

Available from today in Spain and Italy, ManoManoPro is ManoMano's platform dedicated to building professionals. Launched in France in 2019, the offer - which has already attracted more than 1 in 10 craftsmen in France - combines the power of the consumer marketplace (made up of 5 million) with a selection of 50,000 products from major brands adapted to the needs of professionals.

ManoManoPro simplifies the daily life of craftsmen by allowing them to be delivered easily and quickly to their homes or work sites. In addition, ManoManoPro has a team of multi-specialist advisors who are experts in the construction sector and who are responsible for offering a personalised service to each customer, from the creation of the account to the order, including the selection of products.

"We are proud to launch our service for professionals in Spain and Italy, where construction is a high-potential sector with significant growth. Since 2012, almost 86,000 companies have been created in Spain in this sector. This platform is the result of six months of work in collaboration with 150 construction professionals, in order to understand their specific needs and to be able to best support the acceleration of the digitalisation of their uses", explains Christian Raison, CEO and co-founder of ManoMano.

ManoFulfillment available in Italy

Since 9 November, after France and Spain, ManoMano has made a logistics and after-sales service available to the 600 Italian merchants who are partners of the platform. Located in Cremona in Lombardy, Mano Fulfillment allows merchants to focus on their core business by freeing them from logistics, order preparation, transport and follow-up tasks. For customers, this means an even better experience.

For Mano Fulfillment in Italy, ManoMano has chosen Katoen Natie as its logistics partner and GLS and Poste Italiane as its transport partners.

"The European scale is very important to us, as the DIY market in Europe is worth around 400 billion euros, 200 billion of which is for B2B. The digitalisation of the latter is therefore a major commercial opportunity," explains Philippe de Chanville, CEO and co-founder of ManoMano. *"By adapting*



Mano Fulfillment to the Italian market, we are enabling the entire local ecosystem to accelerate its digitalisation and strengthen its European presence," he affirmed.

About ManoMano

Launched in 2013, [ManoMano](#) is the European leader specialising in DIY, home improvement and gardening online. Co-founded by Philippe de Chanville and Christian Raison, ManoMano brings together the largest offering of DIY & gardening online products. With over 3,600 seller partners and 10 million products, ManoMano currently employs 750 people and operates in 6 markets (France, Belgium, Spain, Italy, Germany, United Kingdom).