

## **zooplus AG: Significant increase in Q1 2012 total sales**

- Sales and total sales increase significantly by 25% and 21% respectively year-on-year
- EBITDA at EUR 0.4 million (previous year: EUR -1.1 million)
- Positive after-tax profit
- New local web shops opened in Hungary, Rumania and Slovenia

**Munich, May 21, 2012 - zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online pet supplies retailer achieved significant growth in total sales (sales and other income) in the first three months of 2012 according to final figures. Total sales rose from EUR 60.6 million to EUR 73.6 million year-on-year. The company's organic growth was essentially driven by a 25% rise in sales to EUR 70.3 million (previous year: EUR 56.3 million). zooplus also recorded other income of around EUR 3.3 million.**

The company's earnings before interest, taxes and depreciation (EBITDA) came in at EUR 0.4 million compared with EUR -1.1 million during the same period during 2011. zooplus also posted a positive net profit of EUR 0.1 million (previous year: EUR -1.0 million) during the period, resulting in earnings per share of EUR 0.01 compared with EUR -0.17 during Q1 2011.

On the assets side, a reduction in current assets to EUR 50.0 million (December 31, 2011: EUR 66.2 million) resulted in a considerably leaner overall balance sheet structure. At the same time, the company's total equity increased to EUR 35.7 million compared to EUR 35.5 million at year end 2011. The company's total equity ratio therefore stood at 61% as at March 31 and is, therefore, significantly above the long-term target range of between 30% and 40%. Total assets decreased to EUR 58.7 million (December 31, 2011: EUR 75.1 million).

Commenting on the business performance during the period under review, Florian Seubert, CFO, said: "As anticipated we are fully on track with respect to our total quarterly sales growth. We nevertheless do see further scope for increased future growth. Our internationalization strategy will play a key role in this respect. We are pleased to be serving Hungary, Rumania and Slovenia with localized online shops by now. E-commerce continues to rapidly gain in importance within European pet supplies retail. We are striving to ensure

zooplus achieves maximum growth in all key markets and are aiming to achieve total sales of at least EUR 320 million in the current financial year, increasing to at least EUR 400 million in 2013, whilst showing positive EBITDA in both years."

**The full report for the first quarter 2012 is available as a download in the "Investor Relations" section of the website [www.zooplus.de](http://www.zooplus.de).**

### **Company profile:**

zooplus was founded in 1999 and has established itself as Europe's leading online retailer for pet products, measured by sales and total sales. In 2011, the latter amounted to EUR 257 mm and has therefore increased seven-fold during the last five years. The company's business model has already been introduced successfully in 21 European countries. zooplus offers products for all pet varieties. Its product range comprises foods (dry and wet pet foods as well as pet food supplements) and pet accessories (such as cat trees, dog baskets and toys) in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a range of interactive online content and community features. Pet supplies is a key market segment within the European retail landscape. In 2011, sales of more than EUR 19 billion were recorded within the pet supplies industry in the European Union. The ongoing "humanization" of pets in key industrialized countries means that pet owners' purchasing behavior is undergoing profound change and moving towards healthcare, wellness and other related premium products. In addition, continued strong growth is expected for eCommerce in Europe per se. zooplus is therefore anticipating continued dynamic growth for the future.

**Online at:** [www.zooplus.de](http://www.zooplus.de)

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