

## **zooplus with strong growth and positive earnings in Q2/2013**

- **31% growth in sales and total sales during the first half of the year, 29% y-o-y growth in the second quarter**
- **Positive Q2/2013 earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 0.5 m (Q2/2012: EUR -0.9 m)**
- **Positive second quarter earnings before taxes (EBT) of EUR 0.2 m versus EUR -1.1 m during Q2/2012**
- **Successful phase-in of the new logistics center in Wroclaw, Poland**

**Munich, August 19, 2013 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe’s leading online retailer of pet supplies, generated total sales of EUR 198.8 m (H1/2012: EUR 152.3 m) in the first half of 2013 according to its final figures. Total sales grew to EUR 101.8 m in the second quarter (Q2/2012: EUR 78.8 m). This represents an increase of 31% and 29% respectively over the previous year periods. Total sales consist of sales and other income. H1/2013 sales rose to EUR 190.2 m (H1/2012: EUR 145.5 m), while other income increased to EUR 8.6 m (H1/2012: EUR 6.8 m). At the same time, the company’s positive growth dynamic came on top of a substantial and positive earnings development.**

In the second quarter, zooplus AG recorded a positive EBITDA of EUR 0.5 m (Q2/2012: EUR -0.9 m). On the basis of the first six months, EBITDA was balanced at EUR 0.0 m (H1/2012: EUR -0.5 m). EBT also followed a positive trend and came in at EUR 0.2 m during the second quarter (Q2/2012: EUR -1.1 m). For the first six months of 2013, the corresponding figure came in at EUR -0.5 m (H1/2012: EUR -0.9 m).

Total assets of the zooplus group stood at EUR 74.3 m as of June 30, 2013 (December 31, 2012: EUR 65.4 m). This rise particularly reflects the increase in inventories as a result of the initial stocking of the new Polish logistics center as well as a corresponding rise in prepayments. As of June 30, 2013, zooplus AG’s equity totaled EUR 33.9 m (December 31, 2012: EUR 33.9 m). With an equity ratio of 45.6%, the Group still shows an overall equity level which is substantially up on its target corridor of 30-40%.

Operating cash flow in the first half of 2013 came in at EUR -6.3 m (H1/2012: EUR 0.4 m). This is mainly attributable to an increase in inventories, advanced payments

made as well as a strong reduction in trade payables based on specific factors related to the particular balance sheet calendar date. Cash flow from investing activities amounted to EUR -2.6 m (H1/2012: EUR -0.2 m) resulting from a one-off license payments for new IT systems. Cash flow from financing activities came in at EUR 10.8 m (H1/2012: EUR -16.0 m).

Dr. Cornelius Patt, CEO of zooplus AG, shows himself highly pleased with the business' development during the first half of the year: "zooplus' reliably delivered sales increases as well as our positive earnings momentum underscore the sustainability and efficiency of our growth strategy. We can, therefore, assume that our full year targets – total sales in excess of EUR 400 m and a positive low single-digit million EBITDA – will be reached as planned."

**The half-year report H1/2013 will be made available for download at [investors.zooplus.com](http://investors.zooplus.com) during the course of the day.**

### **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 2012, the latter amounted to EUR 336 m and has therefore increased six-fold since 2007. The company's business model has already been introduced successfully in 24 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 22 bn 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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