

zooplus AG: Sales increase 29% in the first half of 2016

- **Sales in the first half-year rise 29% to EUR 428 million (H1 2015: EUR 333 million)**
- **Sales in the second quarter increase 31% to EUR 221 million (Q2 2015: EUR 168 million)**
- **Renewed double-digit growth rates achieved in all markets**
- **Company continues to expand its market leadership in the first half of 2016**

Munich, July 21, 2016 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, accelerated its growth in the second quarter of 2016 generating sales of EUR 221 million and a year-on-year increase of 31% (Q2 2015: EUR 168 million). This resulted in a rise in sales for the first half of 2016 of 29% for a total of EUR 428 million (H1 2015: EUR 333 million).

The key growth driver was once again the pet food segment – a segment of special importance for the company's sustainable growth – which saw sales increase 35% in the second quarter and 33% in the first half of 2016. All 30 countries comprising the zooplus AG portfolio generated strong sales allowing them to report another period of double-digit sales growth.

Dr. Cornelius Patt, CEO of zooplus AG, commenting on the positive business development of the first half-year said: "Our year-on-year sales growth of 29% in the first half-year shows that we continue to maintain a high growth rate and even surpass the rate achieved in the first quarter. Growth drivers in the first half-year included not only recurring sales with existing customers but also a 28% rise in sales with new customers. Despite the ongoing, highly competitive market environment, sales growth will continue to be our top priority in the quarters ahead and enable us to further strengthen our competitive position while at the same time improve our operating efficiency."

zooplus will release its full report for the first half of 2016 on August 18, 2016 and make it available for download on its website at investors.zooplus.com.

Company profile:

zooplus AG was founded in 1999 and today is Europe's leading online retailer for pet supplies measured by sales. Sales totaled EUR 711 million in the 2015 financial year of which roughly 70% was generated internationally. The company's business model has been launched successfully in 30 European countries. zooplus sells products for all major pet breeds. The product range includes pet food (dry and wet food and food supplements) and accessories such as scratching posts, dog baskets, and toys in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a variety of interactive content and community offerings. The pet supplies market is an important market segment in the European retail landscape. Sales of pet food and accessories within the European Union amount to around EUR 25 billion. Based on the further vigorous growth anticipated in the European e-commerce market, zooplus expects its dynamic performance to continue.

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