

zooplus AG: Strong growth maintained in third quarter 2014

- **Total sales rise 31% to EUR 403.2 m in the first nine months of 2014 (9M 2013: EUR 306.7 m)**

Munich, October 21, 2014 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe’s leading online retailer for pet supplies, was able to improve in the third quarter 2014 on the strong growth of the first two quarters of 2014 with total sales growth of 36% compared to the third quarter 2013. This was significantly higher than the growth rate in the second quarter 2014 (+28%). The company’s preliminary figures indicate a rise in total sales to EUR 146.2 m in the third quarter 2014 (Q3 2013: EUR 107.8 m). The cumulative total sales from the first nine months of 2014 also reflect the continued growth, with this figure coming in at EUR 403.2 m, some 31% up on the previous year (9M 2013: EUR 306.7 m). Total sales in the third quarter 2014 consisted of sales of EUR 140.0 m (Q3 2013: EUR 102.5 m) as well as other income of EUR 6.2 m (Q3 2013: EUR 5.3 m). For the first nine months of 2014, sales came in at EUR 384.8 m (9M 2013: EUR 292.7 m) and other income at EUR 18.4 m (9M 2013: EUR 14.0 m).

Dr. Cornelius Patt, CEO of zooplus AG, comments on the strong business development: “The third quarter was the best quarter of the year so far with a 36% increase in total sales. This growth was most prominently driven by international business, particularly in the high-volume markets France, Great Britain, Italy, Spain and Poland. We are continuing to make targeted improvements to our logistics services for these markets, including establishing a new fulfilment center in Chalon-sur-Saone which will serve customers in France and Spain from February 2015.”

Based on the preliminary figures, the Management Board of zooplus AG is very optimistic to achieve total sales of at least EUR 530 m for the full year 2014. The forecast of total sales was increased after the first half of 2014.

The complete report for the first nine months of 2014 will be published by zooplus on November 18, 2014 and made available for download at investors.zooplus.com.

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 2013, the latter amounted to EUR 427 m and has therefore increased seven-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 2013, sales of more than EUR 23 bn were recorded within the pet supplies industry in the European Union. Continued strong growth is expected for eCommerce in Europe also in the coming years. zooplus is therefore anticipating continued dynamic growth for the future.

Online at: www.zooplus.de

Investor relations / media contact:

Susanne Emich
cometis AG
Unter den Eichen 7
65195 Wiesbaden
Phone: +49 (0)611-205855-15
Fax: +49 (0)611-205855-66
Email: emich@cometis.de
Web: <http://www.cometis.de/>