

zooplus AG: Dynamic growth continues during the third quarter 2012

Munich, October 22, 2012 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe’s leading online retailer of pet supplies, managed to increase total sales by 28.3% to EUR 237.4 m (previous year: EUR 185.1 m) during the first nine months of the financial year 2012 according to preliminary figures. In the third quarter 2012, total sales came in at EUR 85.1 m (previous year: EUR 66.5 m). This rise in total sales is attributable to significantly higher sales. Based on the first nine months of 2012, sales were reported at EUR 226.8 m (previous year: EUR 176.4 m), while sales for the third quarter came in at EUR 81.3 m (previous year: EUR 64.1 m). Other income, which makes up total sales together with sales, came in at EUR 10.6 m in the first nine months of 2012 (previous year: EUR 8.7 m).

Florian Seubert, CFO of zooplus AG, is optimistic in his assessment: “With the development of total sales in the third quarter as well as during the year so far, we remain firmly on our growth trajectory. Considering that the fourth quarter is traditionally the strongest quarter in terms of sales, I expect that we shall comfortably achieve our 2012 total sales forecast of EUR 320 m.”.

The complete report for the first nine months of 2012 will be published by zooplus AG on November 12, 2012 and made available for download at www.zooplus.de in the “Investor Relations” section.

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 257m and has therefore increased seven-fold during the last five years. The company’s business model has already been introduced successfully in 22 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 19bn 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.

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