

zooplus AG makes a successful start to 2014 with accelerated growth

- **Total sales rise 30% to EUR 126.1 m (previous year: EUR 97.0 m)**
- **Substantial acceleration in growth in first quarter 2014**
- **Jürgen Vedio (Chief Operating Officer, COO) appointed as an additional Management Board member**

Munich, April 24, 2014 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, was able to accelerate the growth in its total sales in the first quarter 2014 following a successful financial year 2013. In the first three months of the financial year 2014, the Group increased total sales by 30% to EUR 126.1 m (Q1 2013: EUR 97.0 m) according to preliminary figures. Total sales comprise sales and other income. In terms of sales, the Group generated growth of 30% to EUR 120.6 m (Q1 2013: EUR 92.8 m). Other income was up by 31% to EUR 5.5 m and was therefore also clearly ahead of previous year's level (Q1 2013: EUR 4.2 m).

Dr. Cornelius Patt, CEO of zooplus AG, is very pleased with the start made to the financial year 2014: "Despite a competitive environment, we were able to increase the growth in our total sales in the first quarter by 30%. As a result, we are up on the growth rate of the financial year 2013 of 27% and substantially above the rise of around 23% recorded in Q4 2013. This once again demonstrates the systematic implementation of our growth strategy and the strong acceptance of our business model among our customers."

In order to highlight the importance of supply chain management for the current and future success of zooplus AG and boost the company further in this area, zooplus AG has extended its Management Board to include Jürgen Vedio (44) as its fourth member, effective as of April 1, 2014. As Chief Operating Officer (COO), Mr. Vedio will be responsible for supply chain management, logistics, warehousing and distribution. Mr. Vedio has been working in the aforementioned fields for zooplus AG since 2012 and is able to draw on outstanding experience in operations and retailing. Substantial efficiency improvements were achieved in logistics operations under his guidance. Before joining zooplus AG, he was most recently active as a managing director within the WMF Group.

The complete report for the first three months of 2014 will be published by zooplus AG on May 20, 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 2012, 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.

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