

## **zooplus AG: Total Q2 2013 sales exceed EUR 100 m**

**Munich, July 22, 2013** – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe’s leading pet supplies online retailer, was able to break the EUR 100 m quarterly total sales barrier for the first time in the company’s history during the second quarter based on preliminary figures. Overall, total sales came in at EUR 101.5 m (Q2 2012: EUR 78.8 m). Year-on-year, this represents a continuously high growth trajectory of 29 %. Total sales consisted of sales of EUR 97.2 m (Q2 2012: EUR 75.2 m) and other income of EUR 4.3 m (Q2 2012: EUR 3.6 m). Over the first six months of 2013, total sales were up by 30 % to EUR 198.6 m (H1 2012: EUR 152.3 m). This amount is made up of sales of EUR 190.1 m (H1 2012: EUR 145.5 m) and other income of EUR 8.5 m (H1 2012: EUR 6.8 m).

Dr. Cornelius Patt, CEO of zooplus AG, comments: “By exceeding total sales of EUR 100 m during Q2 2013, zooplus has achieved an important marketing and sales milestone. In addition, we have also seen substantial operational progress: with the successful Q2 launch of our new fulfillment center in Wrocław, Poland, we now have a third large logistics site up and running. This allows us to serve Central and Eastern Europe far more efficiently and at the same time increases our overall capacity significantly – an important step towards achieving our ambitious sales and earnings targets.”

The complete report for the first six months of 2013 will be published by zooplus on August 19, 2013 and made available for download at [investors.zooplus.com](http://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 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 23 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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