

zooplus AG: Strong sales and earnings figures for the 2015 financial year

- **Total sales 30% higher at EUR 742.7 million (previous year: EUR 570.9 million)**
- **Sales increase 31% to EUR 711.3 million (previous year: EUR 543.1 million)**
- **Earnings before taxes (EBT) rise 45% to EUR 12.7 million (previous year: EUR 8.8 million)**
- **Positive free cash flow reaches EUR 13.6 million (previous year: EUR -1.9 million)**

Munich, March 23, 2016 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies sustained its trend of profitable growth in the 2015 financial year. Total sales, consisting of sales and other income, was 30% higher reaching a level of EUR 742.7 million (previous year: EUR 570.9 million). Sales grew 31% and totaled EUR 711.3 million (previous year: EUR 543.1 million) while other income amounted to EUR 31.3 million (previous year: EUR 27.8 million).

Accompanied by a year-on-year increase in total sales of EUR 172 million, zooplus continued to reinforce its leadership in the online sales of pet supplies in Europe generating double-digit growth at all of its 30 markets. The number of active customers has now reached 4 million. The positive development was driven mainly by the increase in the sales retention rate, which reached a record level of 94% in 2015.

The company's rapid growth was reflected in earnings through better cost efficiency: The ratio of total cost (marketing, logistics, personnel, administrative including depreciation/amortization and interest) to total sales is now 28.5% (previous year: 29.6%) as a result of both efficiency gains and improved economies of scale. This development more than compensated for the decline in the gross margin. Earnings before taxes grew 45% to EUR 12.7 million (equivalent to 1.7% of total sales) and slightly above the guidance range of EUR 8 - 12 million. Earnings before interest, taxes, depreciation/amortization of tangible and intangible assets (EBITDA) increased by 56% in 2015 to a level of EUR 15.4 million (equivalent to 2.1% of total sales).

"The company's performance in 2015 has reconfirmed that zooplus can continue successfully its strategy of generating profitable growth. We see our current cost ratio of 28.5% of total sales as clear indicator of cost leadership in our sector and will continue to increase the level of efficiency. Thus we are well prepared for this competitive market and plan to achieve further growth and operating leverage. Our substantial positive free cash flow shows that we can finance our rapid growth entirely from internal resources", commented Dr. Cornelius Patt, Chief Executive Officer of zooplus AG.

In 2015, for example, the company generated positive free cash flow of EUR 13.6 million (previous year: EUR -1.9 million). A decisive factor influencing the year-on-year rise in cash flow was the substantially higher EBT and improvements in working capital. zooplus is also solidly financed. As of December 31, 2015, the equity of zooplus AG totaled EUR 93.2 million (previous year: EUR 86.2 million), which is equivalent to an equity ratio of 56.4% (previous year: 62.2%).

zooplus expects to continue its profitable growth path in 2016. The financial targets include a rise in sales to a minimum of EUR 875 million, which would indicate a level of previously reported total sales of at least EUR 900 million. Earnings before taxes (EBT) is expected to be in the range of EUR 14 - 18 million.

The 2015 Annual Report will be made available for download today on the Company's website at <http://investors.zooplus.com>.

Company profile:

zooplus was founded in 1999 and today is Europe's leading online retailer of pet supplies measured by sales and total sales. In the 2015 financial year, zooplus generated total sales of EUR 743 million. The company's business model has been launched successfully in 30 European countries. zooplus sells products for all major pet breeds with a range that 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 offers. 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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