

zooplus AG: Profitable growth trend continues in the first half of 2015

- **Total sales climb 34% to EUR 344.1 million in the first half of 2015 (H1 2014: EUR 257.0 million)**
- **Sales increase 36% to EUR 333.0 million in the first half of 2015 (H1 2014: EUR 244.8 million)**
- **Earnings before taxes (EBT) rise to EUR 3.6 million in the first half of 2015 (H1 2014: EUR 3.3 million)**
- **Full-year 2015 earnings forecast confirmed**

Munich, August 19, 2015 – In the second quarter of 2015, zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, continued with the positive development seen in the first three months of the year. The company increased total sales in the April through June period by 33% to EUR 174.3 million (Q2 2014: EUR 130.7 million). Total sales in the quarter consisted of EUR 168.3 million in sales (Q2 2014: EUR 124.2 million) and EUR 6.0 million in other income (Q2 2014: EUR 6.5 million). Total sales in the full first half-year grew 34% to EUR 344.1 million (H1 2014: EUR 257.0 million). Sales rose 36% to EUR 333.0 million (H1 2014: EUR 244.8 million) and other income amounted to EUR 11.1 million (H1 2014: EUR 12.2 million).

zooplus slightly increased earnings before taxes (EBT) in the second quarter to EUR 2.1 million (Q2 2014: EUR 2.0 million), which led to earnings before taxes in the first half-year of EUR 3.6 million – an 11% increase compared to the same period of the previous year (H1 2014: EUR 3.3 million).

Dr. Cornelius Patt, CEO of zooplus AG, in his comment on the positive business development said: "In keeping with our strategy, we continue to focus successfully on generating above-average growth and, as a result, have once again expanded our market position within Europe in the first half of 2015. We are pleased to report that the share of food sales has risen again from 77% of sales to a total of 79%. This recurring demand has a beneficial impact on customer loyalty. In summary, we not only reported very positive sales

performance in the first six months, but earnings before taxes (EBT) are also fully in line with our plan."

The Management Board reconfirms its forecast for the full 2015 financial year and continues to expect total sales of at least EUR 725 million and earnings before taxes (EBT) in the range of EUR 8 to 12 million.

"In the second half-year, we will remain focused on generating sustainable, profitable growth by means of our extensive activities throughout 30 European countries, which were recently expanded to include a localized online shop for Norway. Rising sales and improvements in process efficiency will lead to better cost structures as demonstrated in the first half of 2015 by the drop in our total cost ratio from 30.6% to 28.6%. This places us in an excellent position to continue our profitable growth trend amid a persistent highly competitive environment", added Dr. Patt.

The zooplus Group also reported very solid balance sheet ratios as of June 30, 2015. Total assets as of the reporting date amounted to EUR 143.2 million (December 31, 2014: EUR 138.6 million) and the equity ratio was a comfortable 61.3%. Free cash flow in the first half of 2015 reached a total of EUR 5.8 million after EUR 1.0 million in the previous year. With cash and cash equivalents of EUR 37.8 million as of June 30, 2015, the Group is well positioned to finance current business and realize forecast growth.

zooplus will release its full report for the first half of 2015 in the course of the day and make it available for download at investors.zooplus.com.

Company profile:

zooplus was founded in 1999 and today is Europe's leading online retailer for pet supplies measured by sales and total sales. The latter totaled EUR 571 million in the 2014 financial year of which approximately 70% was generated internationally. The company's business model has been launched successfully in 30 European countries. zooplus sells products for all major pet breeds. The product range 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 offerings. 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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