

zooplus AG: Strong sales growth continues; earnings before taxes improve

- **Sales rise 29% to EUR 428.4 million (H1 2015: EUR 333.0 million)**
- **Earnings before taxes (EBT) increase to EUR 5.1 million (H1 2015: EUR 3.6 million)**
- **Positive free cash flow reaches EUR 8.7 million (H1 2015: EUR 5.8 million)**
- **Company raises 2016 sales forecast to at least EUR 900 million and continues to expect EBT in the range of EUR 14 million to EUR 18 million**

Munich, August 18, 2016 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, continued its profitable growth path in the first half of 2016 and further strengthened its market position. Sales increased 29% year-on-year to EUR 428.4 million (H1 2015: EUR 333.0 million). The recurring double-digit sales growth generated in all 30 countries in the zooplus AG portfolio was mainly driven by growth in the food segment, the continued high loyalty of its customer base, and increased sales with new customers.

Amid a persistently intense competitive environment, earnings before taxes (EBT) rose to EUR 5.1 million in the first half of 2016 compared to a level of EUR 3.6 million in the first half of the prior year. The earnings impact from a decline in the gross margin was more than offset by a rise in other operating income and a further improvement in the cost structure. Other operating income mainly consists of advertising cost subsidies from suppliers, which totaled 4.7% of sales in the first half of 2016 compared to 3.3% in the first half of 2015. The total cost of marketing, logistics, personnel, administration, depreciation, amortization and interest as a percentage of sales was reduced to 28.4% following a level of 29.6% in the previous year. The company generated significant positive free cash flow of EUR 8.7 million in the first half of 2016 compared to EUR 5.8 million in the previous year.

Dr. Cornelius Patt, CEO of zooplus AG, in his comments on the company's business performance stated: "The sales growth generated in the first half of 2016 exceeded our expectations. We are especially pleased that our operating business finances our continued high level of growth and generates positive free cash flow at the same time. In this intensely competitive market, we will use our growth focus to continue expanding our leadership in the

European market for online pet supplies. This, in turn, will raise our medium- and long-term earnings potential."

Given the company's positive business performance, the Management Board has raised its sales forecast from at least EUR 875 million to at least EUR 900 million for the full year of 2016. The Management Board also reconfirmed its original forecast for earnings before taxes (EBT) and continues to expect EBT in the range of EUR 14 million to EUR 18 million.

In parallel with the high sales growth, zooplus is also continuing to expand its logistics infrastructure. The next step in this process will be to increase the capacity of the existing logistics centers and open a fifth logistics center in Antwerp, which is planned for the fourth quarter of 2016. As with the existing logistics centers, the new logistics center will be operated together with a partner, the Katoen Natie Group, and will in particular focus on imported products and fast-moving articles.

The full report for the first six months of 2016 is available on the company's website at investors.zooplus.com.

Company profile:

zooplus AG was founded in 1999 and today is Europe's leading online retailer for pet supplies measured by sales. Sales totaled EUR 711 million in the 2015 financial year of which roughly 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.

Online at: www.zooplus.de

Investor relations/media contact:

cometis AG
Maximilian Breuer
Unter den Eichen 7
65195 Wiesbaden
Phone: +49 (0)611-205855-22
Fax: +49 (0)611-205855-66
Email: breuer@cometis.de
Website: www.cometis.de