

zooplus AG: Strong growth continues in first quarter of 2015

- **Total sales up 34% to EUR 169 million (previous year: EUR 126 million)**
- **Growth accelerated in German-speaking region in particular**
- **Target for total sales increased to at least EUR 725 million for 2015**

Munich, April 23, 2015 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer for pet supplies, had a successful start to the 2015 financial year. In the first three months of the 2015 financial year, the Group continued the previous year's rapid sales growth and, according to provisional figures, increased its total sales by 34% to EUR 169 million (Q1 2014: EUR 126 million, Q1 2013: EUR 97 million). Total sales comprise sales and other income. Sales grew by 36% to EUR 164 million (Q1 2014: EUR 121 million, Q1 2013: EUR 93 million). The current quarterly sales growth of EUR 43 million is therefore much higher than the previous year's figures of EUR 28 million (Q1 2014) and EUR 23 million (Q1 2013). Other income amounted to EUR 5.1 million (Q1 2014: EUR 5.6 million). The lower other income year on year is due to changes in terms and conditions with individual suppliers, but these were positive for zooplus AG overall.

Dr. Cornelius Patt, CEO of zooplus AG, commenting on developments in the first three months of 2015, said: "The total sales of EUR 169 million in the first quarter of 2015 are well above the target we set for ourselves and also mark a new record high. The sales growth of 36% is again greater than the growth rate of 33% for the full year 2014. Particularly remarkable is the acceleration of growth in the German-speaking region: Sales in Germany, Austria and Switzerland increased by 27% compared to the same quarter of the previous year, while the growth for the full year 2014 was 17%. A major driver of the positive sales performance was once again the high rate of customer retention, which was again over 90% in the first quarter of 2015. Furthermore, new customer business is growing across all regions."

In light of the positive business performance in the first quarter of 2015, the Management Board of zooplus AG raised the annual target for total sales, which it now expects to amount to at least EUR 725 million in 2015. In consequence sales would exceed EUR 700 million for the first time.

zooplus will publish its full report for the first three months of 2015, which will also be available as a download from investors.zooplus.com, on May 20, 2015.

Company profile:

zooplus was founded in 1999 and is now Europe's leading online retailer for pet supplies in terms of sales and total revenues. In the 2014 financial year, the latter totaled EUR 571 million – 69% of which is international. The company's business model has so far been launched successfully in 28 European countries. zooplus sells products for all major pet types. In particular, its 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. As well as a selection of over 8,000 products, zooplus customers also benefit from a variety of interactive content and community offerings. The pet supplies market is an important segment in the European retail landscape. Sales of pet food and accessories within the European Union amount to around EUR 25 billion. Because further vigorous growth is anticipated in the European e-commerce market, zooplus is expecting its dynamic performance to continue.

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