

Management Team



Dr. Cornelius Patt
Founder & CEO

Business Strategy, IT/Data Science and HR
Previously with Roland Berger
Strategy Consultants



Andreas Grandinger
CFO

Finance, Controlling, Legal,
Investor Relations and Internal Audit
Previously with Parfümerie Douglas



Florian Welz
CCO

Vendor Management and Sales
Previously with Kingfisher Gruppe,
Media-Saturn Gruppe



Dr. Mischa Ritter
COO

Logistics and Operations
Previously with Roland Berger
Strategy Consultants

High-growth Business Model

- Europe's leading online pet supplies retailer
- Successfully established across 30 European countries
- Key markets: Germany, Austria, Switzerland, France, UK, The Netherlands, Italy, Spain and Poland
- Two-brand strategy with zooplus and bitiba
- Average growth of around 33 % p.a. (2008 – 2018)
- Pet supplies are ideally suited for online retail:
 - standardized products
 - regular and repeat demand patterns
 - high-convenience home delivery
- Strong new customer growth as well as high customer loyalty amongst existing users
- Large product selection (more than 8,000 items)
- 6.8 m active customers in 2018 underscore zooplus' successful business concept

Attractive Market

- Large and growing market (total volume of around EUR 26 bn gross; 2 – 3 % growth p.a.)
- Strong overall e-commerce growth in Europe
- Ongoing „humanization“ in key industrialized countries leads to increasing demand

Growth strategy 2019

- For the 2019 financial year, we expect sales to grow by 14 % to 18 % compared with the previous year
- We expect the EBITDA in the range of EUR 10 m to EUR 30 m

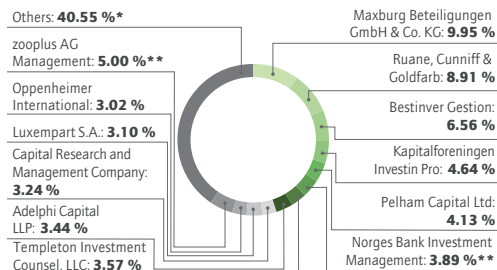
Competitive Advantages

- Online market leadership in Europe, significant competitive advantages towards competitors
- Attractive price positioning on the basis of lean and efficient operations
- Efficient pan-European logistic structure
- Cost leadership in online segment

Key Financial Data (IFRS)

KEUR	2016	2017	2018
Sales Growth p.a.	908,610 27.7	1.110,633 22.2	1,341,701.1 22.2
Gross Margin as % of sales	226,978 25.0	271,003 24.4	384,928.3 28.7
EBITDA as % of sales	19,696 2.2	8,770 0.8	8,568.5 0.6
EBT as % of sales	17,867 2.0	4,052 0.4	-2,281.8 -0.2
Equity ratio in % (as of December 31)	52.0	46.5	36.8
Average number of staff	386	512	635

Shareholder structure



As of May 20, 2019; Calculation based on a total number of voting rights of 7,144,678

Share ownership according to the published voting rights notifications

*Free float of 90.05% according to the definition of Deutsche Börse

**including equity instruments

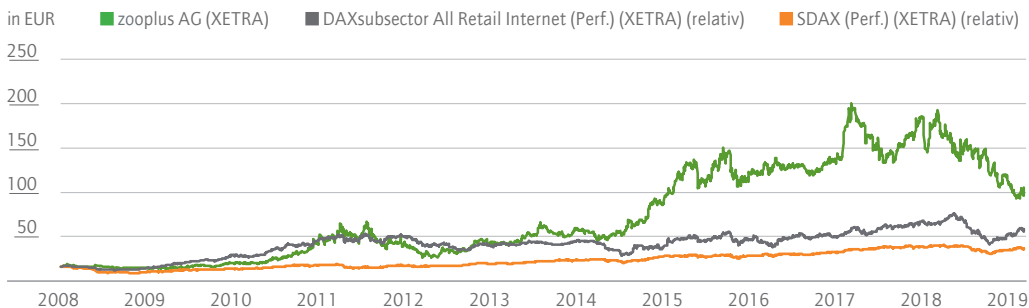
Key data

German securities code no. (WKN)	511170
ISIN	DE0005111702
Stock exchange symbol	Z01
Segment	Regulated market (Prime Standard)
Type of shares	No-par value bearer shares
Share capital as of April 30, 2019	EUR 7,144,678.00
Initial listing	09/05/2008
Initial issuing price:	EUR 13.00 ¹
Share price – December 28, 2018*	EUR 118.90
Share price – May 17, 2019*	EUR 104.40
Percentage change	-12.2 %
Period high*	EUR 132.20
Period low*	EUR 91.60

* Closing prices in Deutsche Börse AG's XETRA trading system

¹ Taking into account the increase in share capital from company funds in July 2011

Stock Chart zooplus AG: May 9, 2008 to May 17, 2019



Financial Calendar 2019

June 14, 2019	Annual General Meeting 2019
July 18, 2019	Preliminary H1 2019 Sales Figures
August 14, 2019	Semi-Annual Report H1 2019
October 17, 2019	Preliminary Q3 2019 Sales Figures
November 14, 2019	9-Monthly Report 2019

Contact

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