

### **zooplus AG with significant growth in 9M 2009**

- **Total sales up by 57,2% to EUR 92,5 mm**
- **EBIT (incl. one-offs) decreases from EUR 0,3 mm to EUR -1,1 mm y-o-y**
- **New EU-logistics hub doubles capacity to EUR 300 mm in annual sales**
- **New customer acquisition record with 515k new accounts**

**Munich, November 30<sup>th</sup> 2009 – zooplus AG (WKN 511170, ISIN DE0005111702, ZO1), has today published its 9M 2009 results. Europe's leading online retailer for pet supplies has again managed to generate significant total sales growth during the year. A strong increase in customer acquisition is the result of zooplus' strategic focus on growth and contributes towards a further consolidation of zooplus' leading market position. The company's uplisting onto the main market / prime standard segment as well as the inauguration of its new international distribution center further underpin zooplus' ambitious strategy.**

Total sales of the company have increased by 57,2% y-o-y to EUR 92,5 mm for the first nine months of 2009 compared to EUR 58,9 mm during the previous year. Total sales consist of sales revenue (EUR 87,6 mm) as well as other income (EUR 4,9 mm).

At the same time, Earnings before interest and taxes (EBIT) decreased from EUR 0,3 mm to EUR -1,1 mm y-o-y. This includes the one-off costs of the company's new logistics operation based in Tilburg / The Netherlands as well as the costs of the uplisting of the company onto the prime standard / main market segment of the Frankfurt stock exchange. These one-offs have a total effect of EUR -0,9 mm. In addition, the figures reflect the increases in customer acquisition marketing as well as a recessionary price- and contribution margin environment, particularly during the first half of the year. Nevertheless, the company succeeded in achieving a positive result from operations excluding one-offs and depreciation / amortization on the back of continued and significant Q3 2009 growth.

As a result of a positive tax one-off of EUR 4,8 mm during 9M 2008 as well as the effects outlined above net profits declined from EUR 4,8 mm in 9M 2008 to EUR -0,8 mm in 9M 2009. Earnings per share declined to EUR -0,34 (previous year: EUR 2,02) on an undiluted and to EUR -0,34 (previous year: EUR 2,01) on a diluted basis.

Within a challenging market environment, particularly during H1 2009, zooplus has continued upon its growth path and expansionary strategy. This is evidenced by its new all-time high in new customer acquisition (515k new accounts versus 323k new accounts during 9M 2008). The management believes this to be the most value-maximizing medium- to long-term strategy. In order to realize the full market potential not only in the German-speaking markets but also across all Western and Central Europe it will be crucial to reach critical mass and consolidate our market leadership in all key volume markets. On the back of this strategy and the phase-in of our new international logistics center in Tilburg / The Netherlands, zooplus aims for a considerable improvement in its earnings levels from 2010 onwards.

A highlight of the third quarter of 2009 was the earlier-than-planned phase-in of the company's new international distribution center. Management expects the new distribution center to reach full operational readiness by December 2009, which will enable zooplus to deliver into its core markets Benelux, France and the UK considerably faster and more efficiently, leading to shorter parcel runtimes as well as reduced parcel distribution costs. The distribution center comprises a total area of 38.000 square meters and is operated in partnership with Rhenus Contract Logistics. This enables zooplus to double its logistics capacity to EUR 300 mm in annual sales.

Dr. Cornelius Patt, CEO and co-founder of zooplus AG draws an overall positive summary of 9M 2009: "Despite a recessionary market environment, we have managed to grow faster than initially planned. We expect further dynamic growth for 2010 and expect this to have a substantial and positive impact on our earnings. Our new distribution center will play a key role in this respect."

**The full 9M 2009 report will be published on November 30<sup>th</sup> 2009 and made accessible under <http://investors.zooplus.com/en/welcome>**

### **Company profile:**

zooplus is a leading online retailer for pet products in Germany and Europe and by its own estimate holds - with respect to overall online sales - a leading position in all key European markets. zooplus offers products for all standard breeds and races (including equine supplies) via websites in Germany/Austria, UK, France, Holland, Belgium, Ireland, Italy, Spain and Poland and also, via zooplus.com, in 6 other international markets.

Through its websites zooplus offers a wide range of pet products, i.e. particularly pet food (dry and wet pet food, pet food supplements such as chewing bones, snacks, etc) as well as pet accessories in a wide range of prices and categories.

zooplus is a predominantly growth-oriented company. zooplus intends to continue to grow aggressively in all its existing as well as new geographic markets whilst at the same time continuously improve its earnings and profitability levels over the coming years.

**Online:** <http://investors.zooplus.com/en/welcome/>

### **Contact Investor Relations:**

cometis AG  
Henryk Deter / Dominic Großmann  
Tel.: +49 (0)611-205855-15  
Fax: +49 (0)611-205855-66  
E-mail: [grossmann@cometis.de](mailto:grossmann@cometis.de)