

## **zooplus AG: Sales rise 28% in the first nine months of 2016**

- **Sales increase 28% to EUR 655 million in the first nine months of 2016 (9M 2015: EUR 511 million)**
- **Third quarter sales grow 28% to EUR 227 million (Q3 2015: EUR 178 million)**
- **Growth in Great Britain slows significantly due to depreciation of GBP currency**

**Munich, October 20, 2016** – According to the company's preliminary figures, zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, continued to grow sales at an elevated level in the third quarter of 2016 and further expanded its leadership position in the European market for online pet supplies. Sales in the third quarter were 28% higher at EUR 227 million (Q3 2015: EUR 178 million). The rise in sales for the first nine months of 2016 was 28% for a total of EUR 655 million (9M 2015: EUR 511 million). Currency-adjusted growth in 2016 for both the third quarter and full nine months was 30% year-on-year.

Sales in the pet food segment, an area particularly important for sustainable growth, recorded another substantial increase of 31% in the third quarter of 2016 and 32% in the first nine months of 2016. The percentage share of pet food sales to total sales was 82% in both the third quarter and first nine months.

Dr. Cornelius Patt, CEO of zooplus AG, in his comments on the positive business performance said: "In the third quarter of 2016, we continued our path of consistent, strong sales growth and further expanded our market position. Once again, we generated double-digit sales growth in all markets. Since the Brexit decision, however, we have recorded a strong reduction in sales growth in Great Britain due to the marked depreciation of the British pound. Despite the currently unfavorable environment, our goal remains to defend and further expand our strong market position in Great Britain."

Based on the company's year-to-date performance, the Management Board of zooplus AG confirms its sales forecast of at least EUR 900 million for the full year of 2016.

zooplus will release its full report for the first nine months of 2016 on November 17, 2016, and make it available on its website at [investors.zooplus.com](http://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](http://www.zooplus.de)

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