

zooplus AG: 33% growth during FY 2011

- **Total sales up EUR 63.5 mm over the previous year**
- **2011 ends with positive fourth quarter EBIT**
- **Consolidated FY 2011 net loss within guidance range**
- **FY 2012 forecast: Total sales of over EUR 320 mm and positive operating result**

Munich, March 30, 2012 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, is today publishing its final results for the financial year 2011. Total sales rose by 33% to EUR 257.1 mm (previous year: EUR 193.6 mm), of which EUR 12.3 mm was attributable to other operating income (previous year: EUR 15.8 mm). Earnings before interest and taxes (EBIT) totaled around EUR -7.6 mm (previous year: EUR 3.3 mm), although a positive EBIT was achieved during the fourth quarter 2011 after the completion of the company's logistics migration. The company's operating result before interest, taxes, amortisation and depreciation (EBITDA) was recorded at EUR -6.8 mm (previous year: EUR 3.9 mm). The consolidated loss after taxes came in within expectations at EUR -6.0 mm (previous year: EUR 2.0 mm) within a negative single-digit million range.

The consolidated loss for 2011 primarily reflects expenses incurred during H1 2011 for the by now completed development of the new Eisenach-Hörselgau logistics hub, which substantially boosts zooplus' operating capacity to over EUR 400 mm in annual sales. After the completed integration of the new site, zooplus was again able to record a positive EUR 0.2 mm EBIT in Q4 2011. As part of a strong sales growth to EUR 244.8 mm (previous year: EUR 177.8 mm), zooplus was also able to achieve a new record in terms of new customer acquisitions during the past financial year: Over 1.2 million new customer accounts were opened across Europe.

zooplus AG's financing structure was significantly strengthened by the successfully completed December 2011 capital increase with gross proceeds of around EUR 19.7 mm. The company's equity ratio therefore increased to 47.3% as of December 31, 2011 (previous year: 36.3%). The proceeds from the capital increase are designated to drive zooplus' further international expansion.

Dr. Cornelius Patt, CEO of zooplus AG, emphasizes the company's growth strategy: "Online retail continues to grow at a rapid pace within the European pet supplies market. As online market leader across all important European markets, we will significantly benefit from this trend. European growth and the expansion of our market leadership therefore remain our top priority. For 2012, we are expecting to increase total sales from EUR 257 mm to at least EUR 320 mm as well as to cross the EUR 400 mm barrier in 2013. Under this scenario we also seek to at least achieve a neutral operating result (EBITDA) in both years."

The full Annual Report 2011 is available for download at the website www.zooplus.de in the "Investor Relations" section.

Company profile:

zooplus was founded in 1999 and has established itself as Europe's leading online retailer for pet products, measured by sales and total sales. In 2011, the latter amounted to EUR 257 mm and has therefore increased seven-fold during the last five years. The company's business model has already been introduced successfully in 20 European countries. zooplus offers products for all pet varieties. Its product range comprises foods (dry and wet pet foods as well as pet food supplements) and pet accessories (such as cat trees, dog baskets and toys) in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a range of interactive online content and community features. Pet supplies is a key market segment within the European retail landscape. In 2011, sales of more than EUR 19 billion were recorded within the pet supplies industry in the European Union. The ongoing "humanization" of pets in key industrialized countries means that pet owners' purchasing behavior is undergoing profound change and moving towards healthcare, wellness and other related premium products. In addition, continued strong growth is expected for eCommerce in Europe per se. zooplus is therefore anticipating continued dynamic growth for the future.

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