

zooplus AG generates strong growth in Q3 2011

- Total sales up 37% to EUR 185.0 million in the first nine months of 2011 (previous year: EUR 135.3 million)
- Strong Q3 2011: Total sales increase by 14% over Q2 2011
- New logistics infrastructure enables growth to over EUR 400 million p.a.

Munich, October 20, 2011 – zooplus AG (WKN 511170, ISIN DE0005111702, Ticker symbol ZO1), Europe's leading pet supplies online retailer, generated total sales of around EUR 185.0 million in the first nine months of 2011 according to preliminary figures. This amount consists of sales from the online retail of pet supplies totalling EUR 176.4 million as well as other operating income of EUR 8.6 million. Year-on-year, sales were up by around 43% and total sales by approximately 37%.

Between the second and the third quarter 2011, the company was able to achieve a substantial 14% increase in both sales and total sales. This clearly shows that the company's temporary dip in growth on the back of its logistics migration has now been overcome. The newly launched international logistics centre enables zooplus to generate annual sales in excess of EUR 400 million. As a result, the company has an outstanding platform for realising the dynamic growth it is aiming to achieve over the coming years.

Dr. Cornelius Patt, CEO of zooplus AG, is pleased with the company's development in the third quarter: "After completing the major undertaking of migrating our logistics operations, we were able to shift our focus back to growth during Q3 2011. The path is set for further European expansion."

The complete report for the first nine months of 2011 will be available for download from the website www.zooplus.de in the "Investor Relations" area as of November 18, 2011.

Company profile:

zooplus was founded in 1999 and has established itself as Europe's leading online retailer for pet products, measured by sales and other income. In 2010, total sales amounted to EUR 194 mm and, therefore, have increased fivefold during the last 5 years. The company's business model has already been introduced successfully in 18 countries. zooplus offers products for all pet varieties. Its product range comprises foods (dry and wet pet foods, pet food supplements such as chewing bones and snacks) as well as pet accessories (such as cat trees and toys) over a wide range of categories. In addition to a broad selection of over 7,000 products, zooplus customers benefit from online veterinary consultations as well as a number of other interactive features. Pet products represent a significant market segment of the European consumer retail space. Overall revenues from pet food and accessories amounted to EUR 19 billion within the European Union in 2010 alone. Based on the growing trend towards humanization of pets in western industrialized countries, pet owners are adapting their purchasing behaviour in favour of health, wellness and other premium products. In addition, European eCommerce is expected to enjoy sustained, strong growth in the years to come. zooplus expects a continuation of the company's dynamic growth.

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

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