

zooplus AG: Sales increase to EUR 517 million in the first half of 2017

- **Sales in the first half-year rise 21% to EUR 517 m (H1 2016: EUR 428 m)**
- **Sales retention rate remains at a record 94%**
- **Double-digit growth rates achieved in all 30 countries**
- **2017 full-year sales forecast of at least EUR 1,125 m confirmed**

Munich, July 20, 2017 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, continued its growth trend in the first half of 2017 and for the first time reached sales of more than EUR 500 million in a half-year period. Based on preliminary figures, sales in the first half of 2017 rose 21% to EUR 517 m (H1 2016: EUR 428 m). Sales adjusted for currency effects increased by 22%. Double-digit growth rates were once again achieved in all 30 regional markets. Sales in the second quarter grew 18% year-on-year (currency-adjusted 19%). This development can mainly be attributed to an even stronger focus within our business with new customers. Business with existing customers continued to yield a sales retention rate of a record 94% on a currency-adjusted basis.

Dr. Cornelius Patt, CEO of zooplus AG, commenting on the business development of the first half-year said: "With year-on-year sales growth of 21% in a fiercely competitive market environment, growth was slightly behind our expectations. We continue to see very positive performance in our existing customer business as shown by the sales retention rate of 94%. The focus on an even more sustainable business with new customers has led initially to a slight decline in our first sales with new customers. We expect to see a positive overall effect from this change in the months to come."

Based on the business performance in the first half-year and the current assessment of the sales development, the Management Board of zooplus AG confirms its 2017 full-year sales forecast of at least EUR 1,125 m.

zooplus will publish its full report for the first half of 2017 on August 22, 2017, and will also make it available on its website at <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. In the 2016 financial year, sales totaled EUR 909 m, roughly 74% of which 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. Gross sales of pet food and accessories within the European Union amount to around EUR 26 bn. Based on the continued vigorous growth anticipated in the European e-commerce market, zooplus expects its dynamic performance to continue.

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