

zooplus AG: Significant increase in sales and earnings in the first nine months of 2016

- **Sales increase 28% to EUR 655 million (9M 2015: EUR 511 million)**
- **Earnings before taxes (EBT) rise to EUR 11.1 million (9M 2015: EUR 9.1 million)**
- **2016 forecast confirmed: Company expects sales of at least EUR 900 million and EBT in the range of EUR 14 to 18 million**

Munich, November 17, 2016 – In the first nine months of the 2016 financial year, zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, steadily moved forward on its strategic growth path. Sales increased 28% year-on-year to EUR 655 million (9M 2015: EUR 511 million) with sales on a currency-adjusted basis growing by 30%. The strong sales growth was driven by a continued, very high level of customer loyalty and solid business with new customers leading to double-digit sales growth in all 30 regional markets. This enabled the company to further enhance its competitive position and underscored, once again, the high acceptance of the company's business model by the customers.

In the midst of an ongoing, competitive market environment, earnings before taxes (EBT) in the first nine months of 2016 reached a total of EUR 11.1 million for an increase of EUR 2.0 million compared to the year-ago period (9M 2015: EUR 9.1 million). The total margin (gross margin and other operating income) amounted to 29.8% in the first nine months (9M 2015: 31.0%). The level of other operating income increased year-on-year by 0.7 percentage points, and the gross margin was 25.2% (9M 2015: 27.1%). Total costs of marketing, logistics, personnel, administration, depreciation, amortization and interest as a percentage of sales equaled 28.2% in the first nine months of 2016 compared to 29.2% in the same period of the prior year.

The company's high growth together with a moderate rise in working capital could again be fully financed by the operating business. Free cash flow in the first nine months of 2016 was clearly positive at EUR 6.8 million. The positive operating result and the further acceleration in the turnover of goods were key contributors to the cash flow.

Dr. Cornelius Patt, CEO of zooplus AG, in his comments on the company's business performance stated: "Given the persistent strong sales growth financed by the operating business, we are very pleased with the performance in the first nine months of 2016. Our strategic focus on sales growth as the company's size increases has proven once again to be beneficial to our cost structure. In terms of earnings, we have so far been able to partially compensate for the effects of the strong depreciation of the British pound since the Brexit vote through temporary and beneficial hedging strategies. As a result, the full effect of the British pound's depreciation will become evident only in the year 2017. Nevertheless, despite the currently unfavorable environment, our aim continues to be to expand our strong market position in Great Britain. Therefore, we are aligning our activities there to adapt to the new environment. In all of the other regional markets, we will also continue to make sales growth our priority which will strongly support the further successful development of the company."

Based on the company's current business performance, the Management Board of zooplus AG confirms its forecast for the 2016 financial year for sales of at least EUR 900 million and earnings before taxes (EBT) in the range of EUR 14 to 18 million.

The full report for the first nine months of 2016 is available on the company's website at 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.

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